



Monday Morning Quarterback Summary

Week of Oct 2, 2016

Single-family existing homes

- Sales of single-family homes decreased to 262 during the week of Oct 2, from 643 the week prior
- The median price of single family homes decreased to \$219,950, a change of -9.3%
- The number of single-family home foreclosure transactions decreased to 21 last week, from 46 the week of Sep 25
- The number of single-family home short-sale transactions decreased to 7 from 21 the week prior
- Single-family inventory decreased by 56, and now sits at 9,771

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 71 during the week of Oct 2 from 176 the week prior
- The median price of condos, townhomes, and villas increased to \$130,000, a change of 3.79%
- The number of condo, townhome, and villa foreclosure transactions decreased to 2 last week, from 16 the week of Sep 25
- The number of condo, townhome and villa short-sale transactions decreased to 2 from 3 the week prior
- Condo inventory increased by 22, and now sits at 2,687

Detailed charts and graphs begin on page 2 of this report.

Monday Morning Quarterback
10/02/2016 - 10/08/2016
Lake, Orange, Osceola & Seminole Counties

Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	262	157	33	36	19	11	6
Bank Owned	21	16	2	1	1	0	1
Short Sales	7	3	1	2	0	1	0
Other	234	138	30	33	18	10	5
Active Listings	9,771	3,460	1,379	1,921	972	1,381	658
Bank Owned	409	261	52	54	21	15	6
Short Sales	338	217	42	47	14	14	4
Other	9,024	2,982	1,285	1,820	937	1,352	648
Months of Inventory	9	5	10	12	12	29	25

List Price

Average Original List Price	\$299,744	\$179,001	\$288,703	\$356,380	\$464,446	\$664,939	\$1,989,000
Average Final List Price	\$292,133	\$176,414	\$280,903	\$351,374	\$452,224	\$629,121	\$1,901,667

Sale Price

Average Price	\$280,664	\$172,389	\$276,183	\$341,436	\$439,490	\$616,094	\$1,655,967
Median Price	\$219,950	\$180,000	\$280,000	\$344,750	\$443,000	\$630,000	\$1,744,000

Price Differences

Original to Final List Price	-\$7,611	-\$2,587	-\$7,800	-\$5,006	-\$12,222	-\$35,818	-\$87,333
Original List to Sale Price - \$	-\$19,080	-\$6,612	-\$12,520	-\$14,944	-\$24,956	-\$48,845	-\$333,033
Final List to Sale Price - \$	-\$11,469	-\$4,025	-\$4,720	-\$9,938	-\$12,734	-\$13,027	-\$245,700
Original List to Sale Price - %	93.63%	96.31%	95.66%	95.81%	94.63%	92.65%	83.26%
Final List to Sale Price - %	96.07%	97.72%	98.32%	97.17%	97.18%	97.93%	87.08%

Days on the Market

Avg Days Listing to Contract	48	46	49	41	55	46	116
Combined Avg Days to Contract	52	47	46	59	62	63	140
Avg Days Listing to Closing	94	95	86	84	98	81	159
Avg Days Contract to Close	45	49	37	43	43	34	42

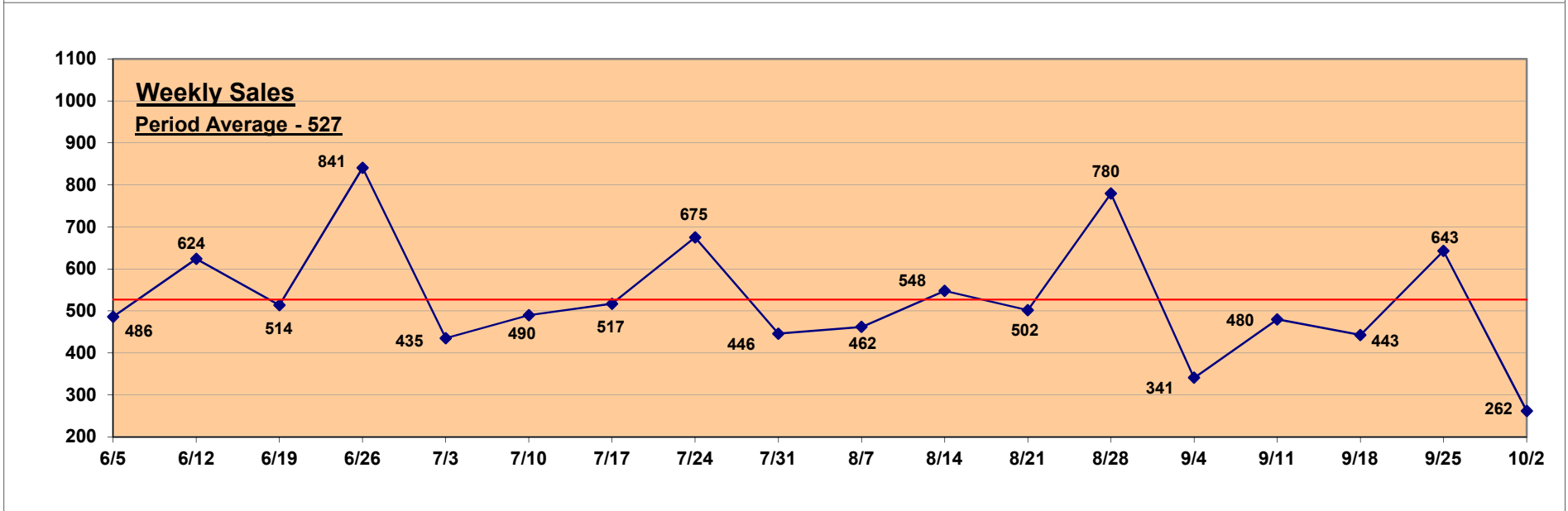
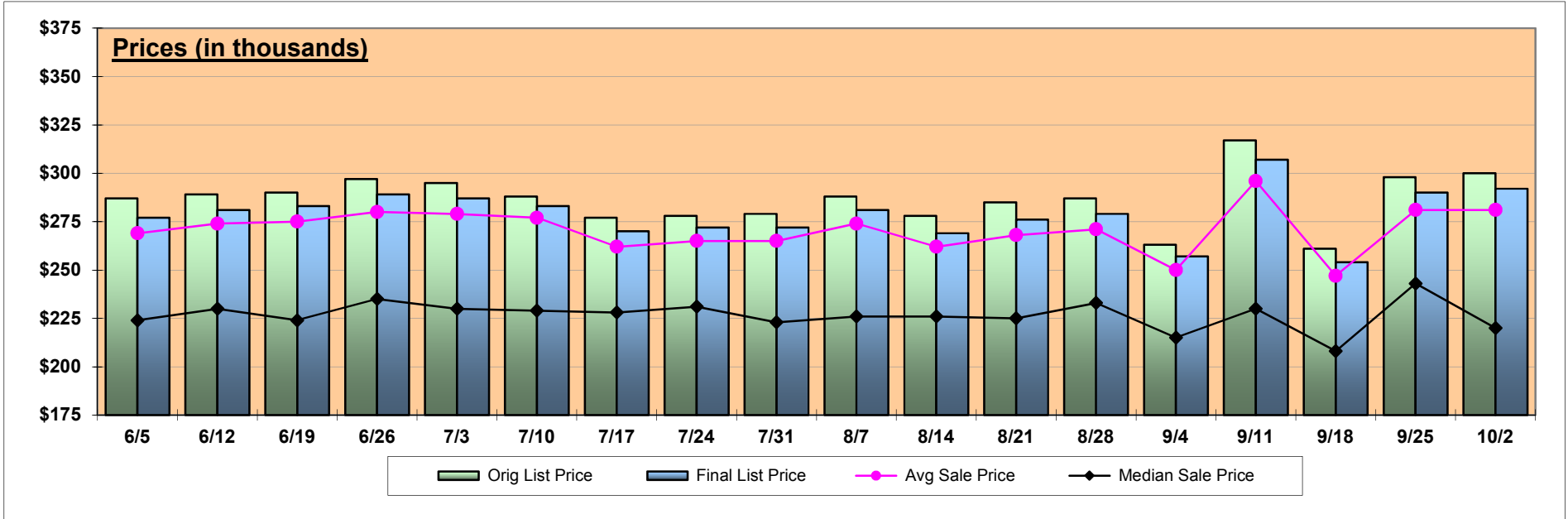
Beds / Baths

Average Bedrooms	4	3	4	4	4	4	5
Average Full Baths	2	2	2	3	3	3	5
Average Half Baths	0	0	0	0	1	1	2

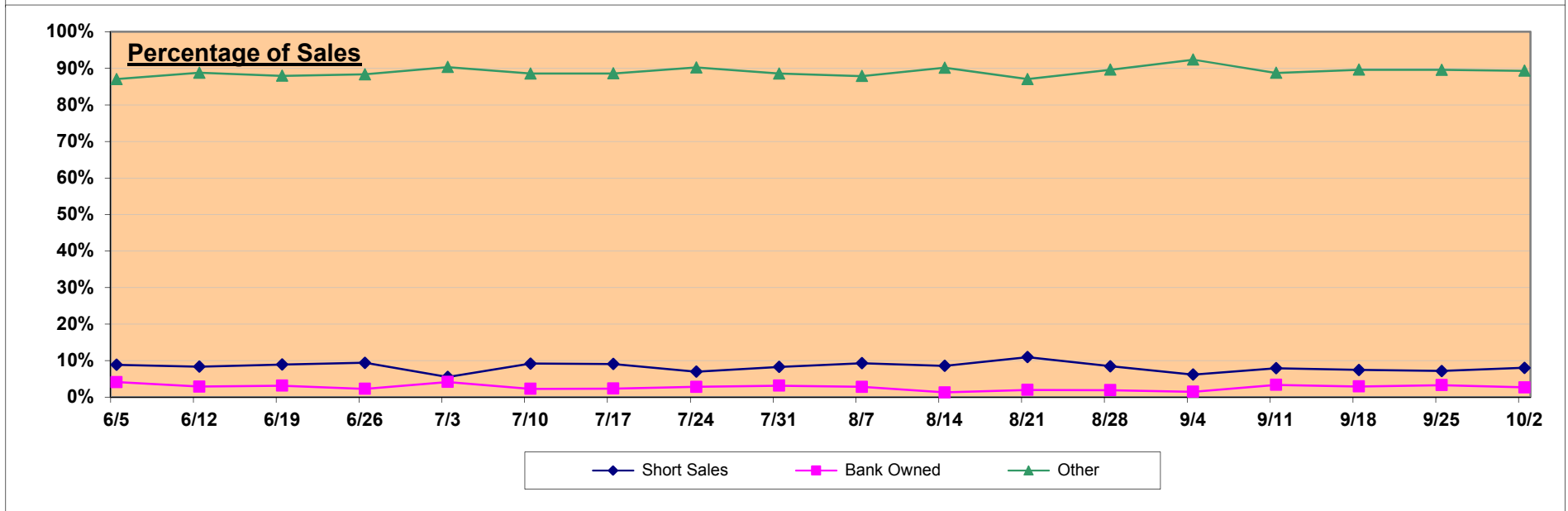
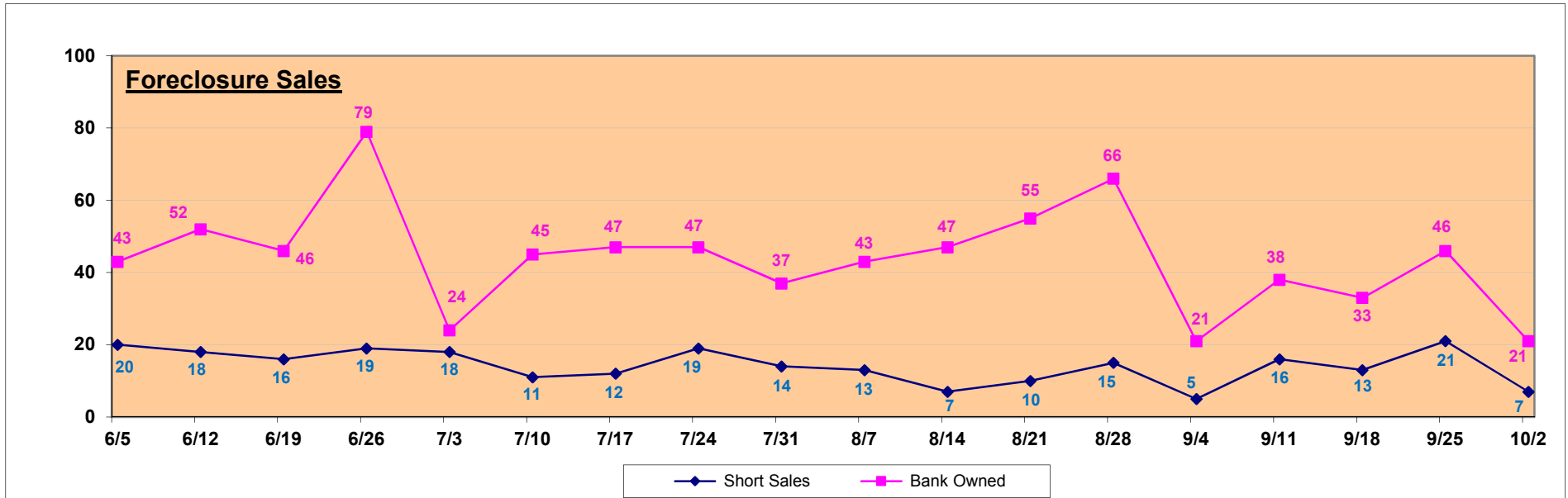
Square Footage

Average Square Feet	2,140	1,657	2,333	2,623	3,100	3,278	5,669
---------------------	--------------	-------	-------	-------	-------	-------	-------

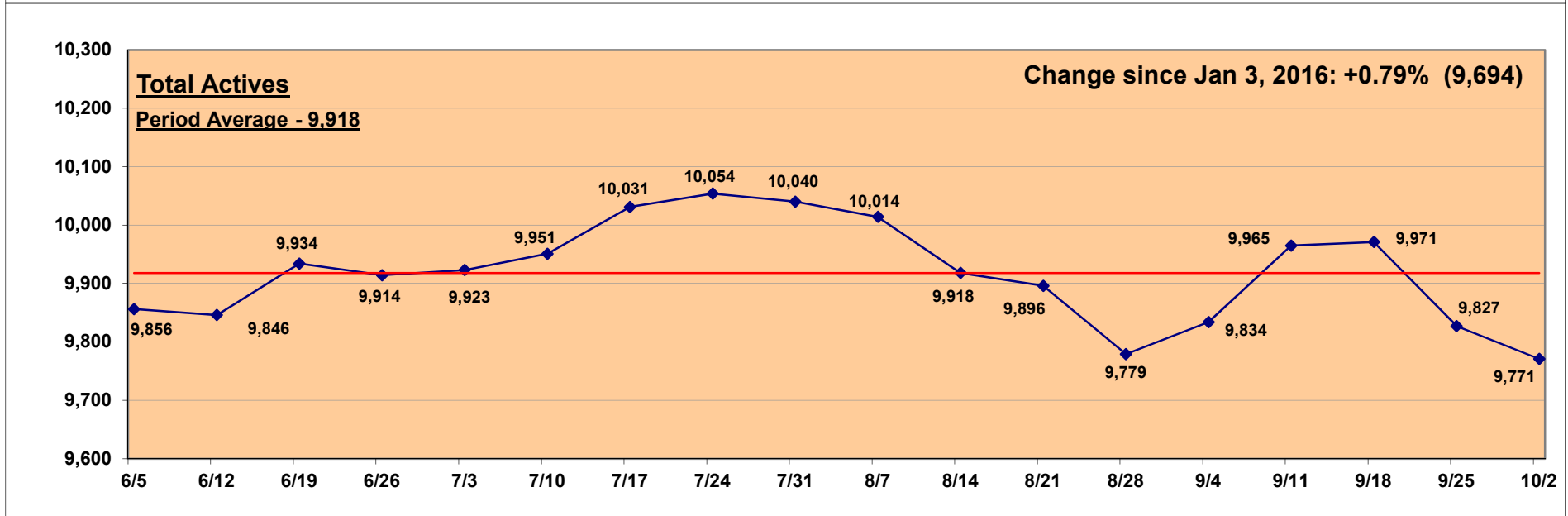
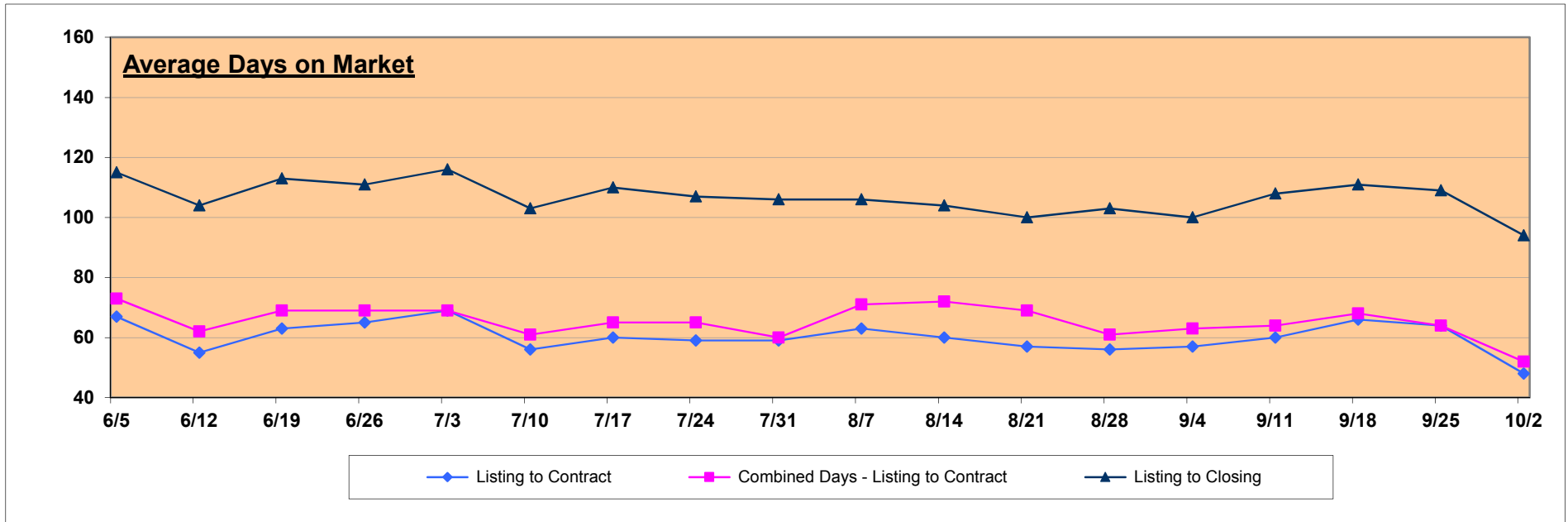
Single Family Homes



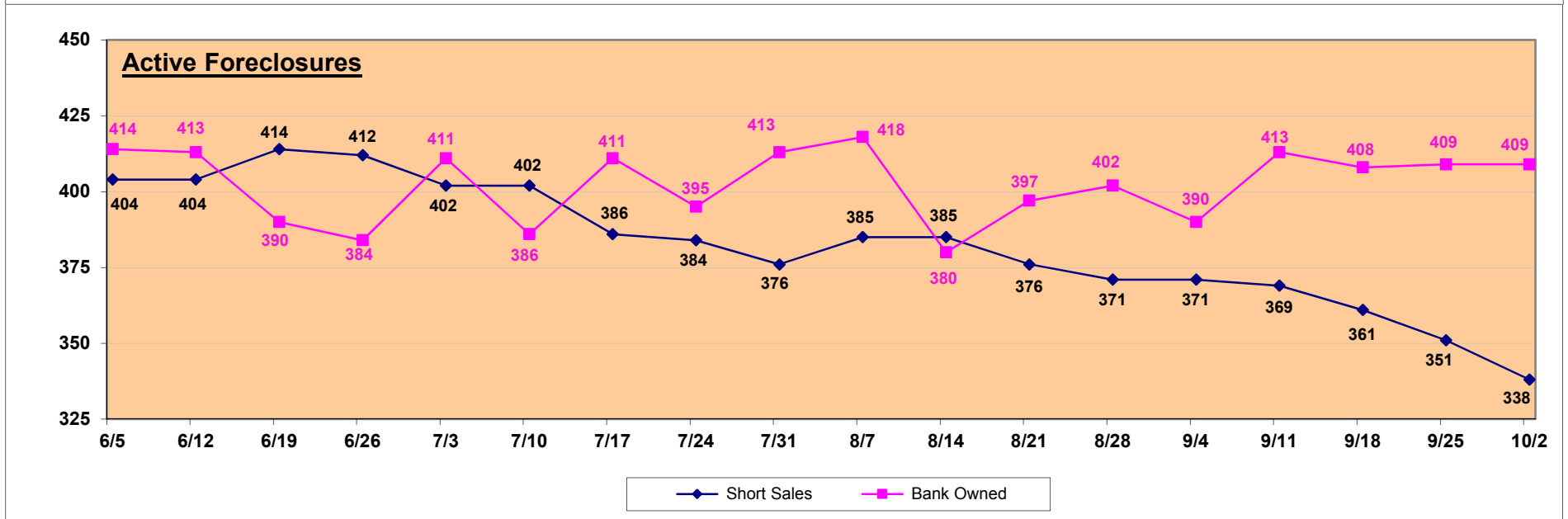
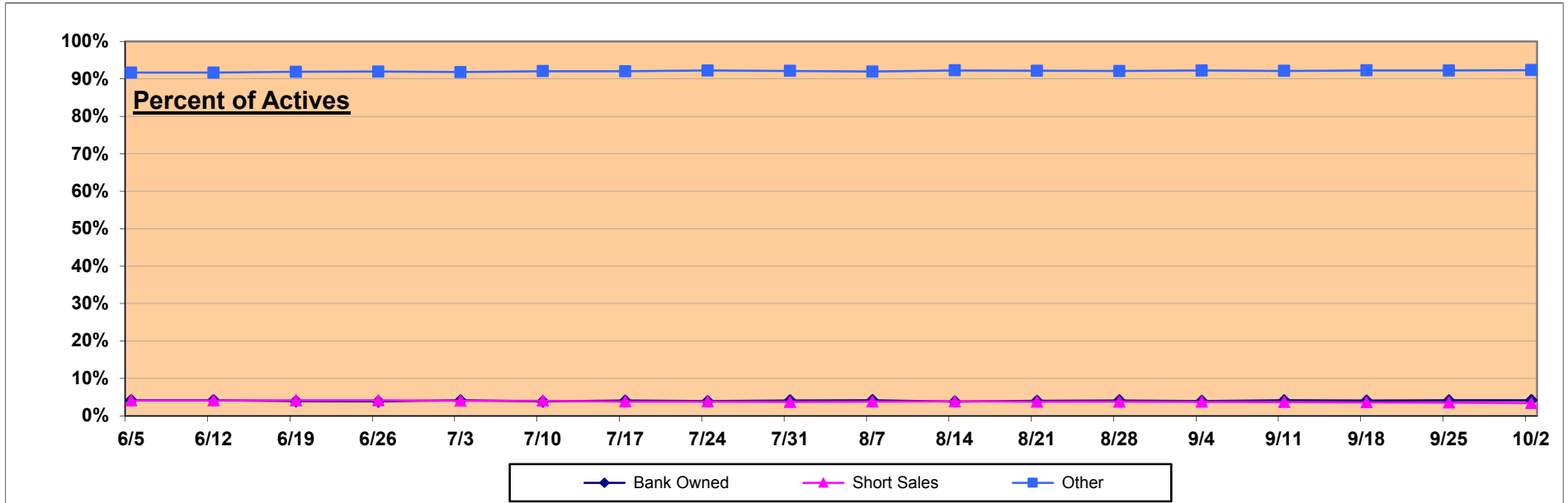
Single Family Homes



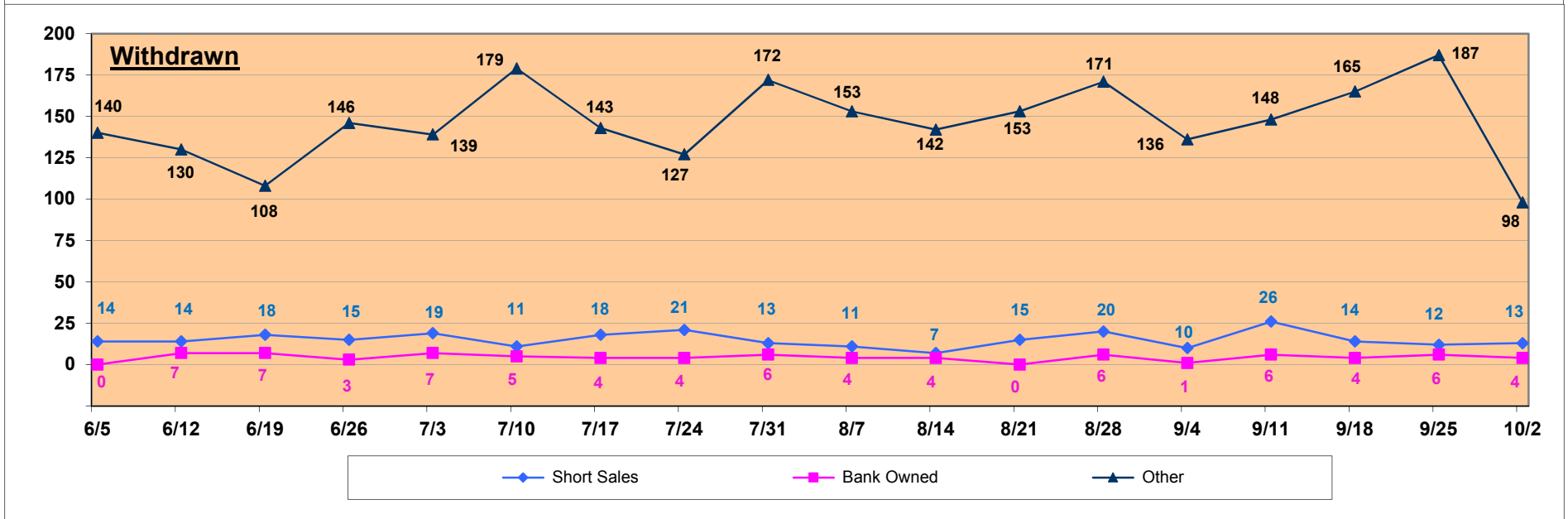
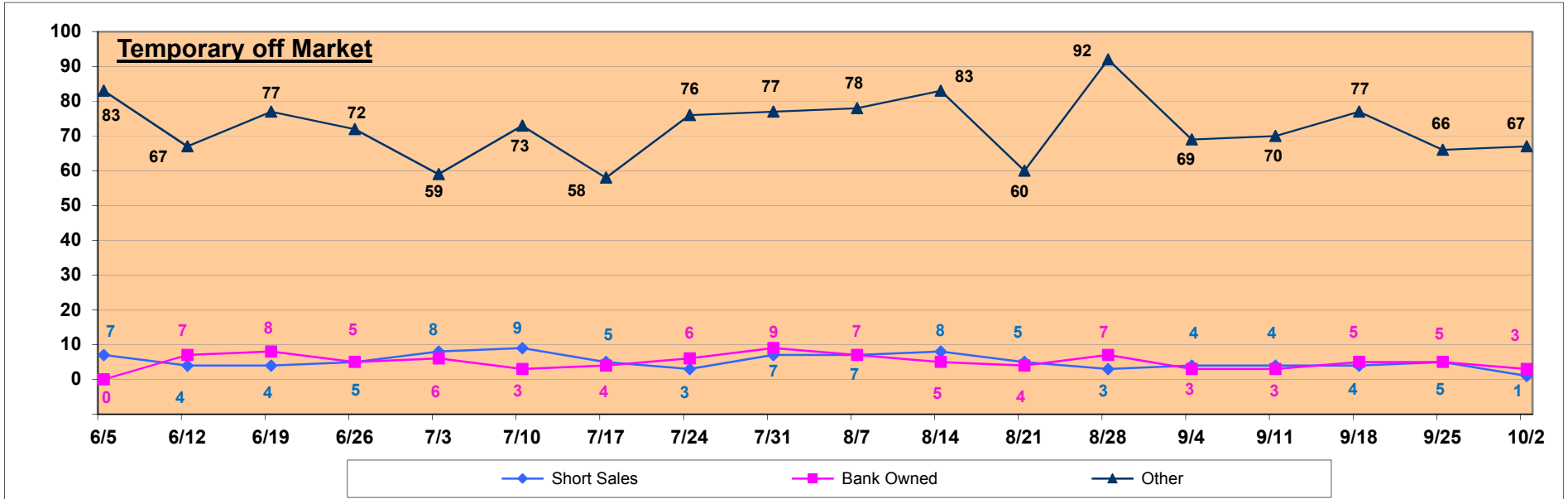
Single Family Homes



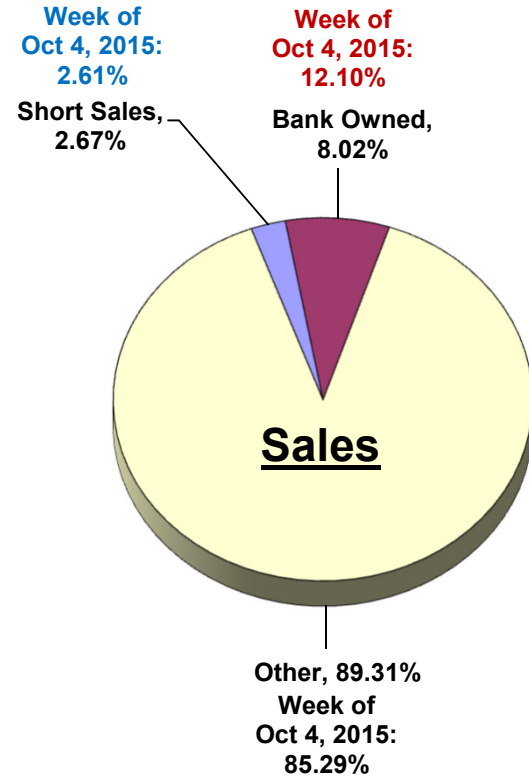
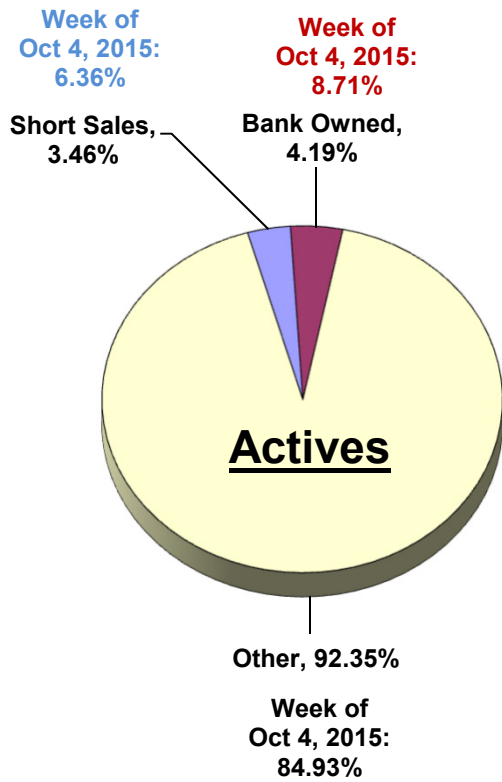
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
10/02/2016 - 10/08/2016
Lake, Orange, Osceola & Seminole Counties

Where are the 95 Single Family Homes available for the Median Price of \$219,950? (± \$500)

<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
Seminole County		13	\$219,946	3.7	2.2	1,840	\$119.57
Altamonte Springs (East)	32701	1	\$220,000	4.0	2.0	1,751	\$125.64
Winter Springs / Tuskawilla	32708	1	\$220,000	3.0	2.0	1,642	\$133.98
Geneva	32732	1	\$220,000	4.0	2.0	2,352	\$93.54
Lake Mary / Heathrow	32746	1	\$220,000	4.0	2.0	1,821	\$120.81
Longwood (East)	32750	2	\$219,900	4.0	3.0	1,722	\$127.70
Maitland / Eatonville	32751	1	\$220,000	3.0	2.0	1,272	\$172.96
Oviedo	32765	2	\$219,900	4.0	2.0	1,596	\$137.78
Sanford / Lake Forest	32771	2	\$219,950	4.0	2.0	2,771	\$79.38
Winter Park	32792	2	\$219,900	3.0	2.0	1,449	\$151.76
Orange County		34	\$219,938	3.2	1.9	1,695	\$129.79
Apopka / Hunt Club	32703	1	\$219,900	3.0	2.0	1,442	\$152.50
Apopka (North)	32712	2	\$219,945	4.0	2.0	2,003	\$109.81
Colonialtown	32803	2	\$219,900	2.0	1.0	817	\$269.16
College Park	32804	1	\$219,900	2.0	1.0	1,119	\$196.51
Delaney / Crystal Lake	32806	1	\$219,999	3.0	2.0	1,272	\$172.96
Azalea Park	32807	1	\$219,900	4.0	2.0	1,915	\$114.83
Lockhart	32810	1	\$220,000	4.0	2.0	1,878	\$117.15
Conway	32812	1	\$219,900	3.0	2.0	1,636	\$134.41
Union Park	32817	3	\$219,967	4.0	2.0	2,137	\$102.93
Hiawassee	32818	2	\$219,950	4.0	2.0	2,222	\$98.99
Williamsburg / Lake Bryan	32821	1	\$219,900	2.0	2.0	1,594	\$137.95
Taft	32824	2	\$220,000	4.0	2.0	1,921	\$114.52
Rio Pinar / Union Park	32825	1	\$219,900	4.0	2.0	1,973	\$111.45
Research Park	32826	2	\$219,950	3.0	2.0	1,604	\$137.13
Waterford Lakes	32828	2	\$219,900	3.0	2.0	1,665	\$132.07
Moss Park	32832	1	\$219,900	3.0	2.0	2,024	\$108.65
Metro West / Orlo Vista	32835	1	\$220,000	3.0	2.0	1,465	\$150.17
Hunters Creek	32837	3	\$219,963	3.0	2.0	1,611	\$136.54
Pine Castle / Edgewood	32839	1	\$219,900	3.0	2.0	1,971	\$111.57
Ocoee	34761	4	\$219,925	3.0	2.0	1,576	\$139.55
Winter Garden / Oakland	34787	1	\$219,900	3.0	2.0	1,313	\$167.48

Monday Morning Quarterback
10/02/2016 - 10/08/2016
Lake, Orange, Osceola & Seminole Counties

Where are the 95 Single Family Homes available for the Median Price of \$219,950? (cont'd)

<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
Osceola County		30	\$219,948	3.9	2.2	2,106	\$104.46
Kissimmee / Buena Ventura Lakes	34743	2	\$219,950	4.0	2.0	1,938	\$113.49
Kissimmee (East)	34744	7	\$219,971	4.0	2.0	1,918	\$114.69
Kissimmee (West) / Pleasant Hill	34746	9	\$219,956	4.0	2.0	1,981	\$111.03
Kissimmee / Celebration	34747	1	\$219,500	3.0	2.0	1,530	\$143.46
Kissimmee / Poinciana	34758	7	\$219,979	4.0	3.0	2,659	\$82.73
St Cloud / Narcoossee	34771	1	\$220,000	2.0	2.0	2,190	\$100.46
St Cloud / Canoe Creek	34772	3	\$219,933	4.0	2.0	1,902	\$115.63
Lake County		18	\$219,931	3.7	2.2	2,164	\$101.64
Sorrento / Mt Plymouth	32776	1	\$219,900	4.0	2.0	2,379	\$92.43
Tavares / Mt Plymouth	32778	1	\$220,000	4.0	2.0	2,806	\$78.40
Clermont (Central)	34711	3	\$219,900	3.0	2.0	1,811	\$121.42
Clermont (South)	34714	2	\$219,950	4.0	3.0	1,833	\$119.99
Minneola	34715	2	\$219,900	4.0	3.0	2,265	\$97.09
Fruitland Park	34731	2	\$219,900	4.0	2.0	2,495	\$88.14
Groveland	34736	5	\$219,950	4.0	2.0	2,235	\$98.41
Leesburg (West)	34748	2	\$219,950	3.0	2.0	1,985	\$110.81

Monday Morning Quarterback
10/02/2016 - 10/08/2016
Lake, Orange, Osceola & Seminole Counties

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	71	65	1	3	1	1	0
Bank Owned	2	2	0	0	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	67	61	1	3	1	1	0
Active Listings	2,687	2,060	263	202	65	67	30
Bank Owned	77	71	3	0	1	0	2
Short Sales	70	65	5	0	0	0	0
Other	2,540	1,924	255	202	64	67	28
Months of Inventory	9	7	61	16	15	15	0

List Price

Average Original List Price	\$157,588	\$129,676	\$289,000	\$341,967	\$449,900	\$995,000	\$0
Average Final List Price	\$155,488	\$128,521	\$275,000	\$335,300	\$439,900	\$965,000	\$0

Sale Price

Average Price	\$150,448	\$124,659	\$275,000	\$336,333	\$420,000	\$875,000	\$0
Median Price	\$130,000	\$118,000	\$275,000	\$346,000	\$420,000	\$875,000	\$0

Price Differences

Original to Final List Price	-\$2,100	-\$1,155	-\$14,000	-\$6,667	-\$10,000	-\$30,000	\$0
Original List to Sale Price - \$	-\$7,140	-\$5,017	-\$14,000	-\$5,634	-\$29,900	-\$120,000	\$0
Final List to Sale Price - \$	-\$5,040	-\$3,862	\$0	\$1,033	-\$19,900	-\$90,000	\$0
Original List to Sale Price - %	95.47%	96.13%	95.16%	98.35%	93.35%	87.94%	0.00%
Final List to Sale Price - %	96.76%	97.00%	100.00%	100.31%	95.48%	90.67%	0.00%

Days on the Market

Avg Days Listing to Contract	52	44	152	188	42	68	0
Combined Avg Days to Contract	66	50	152	392	42	68	0
Avg Days Listing to Closing	101	91	186	295	69	78	0
Avg Days Contract to Close	48	46	34	105	27	10	0

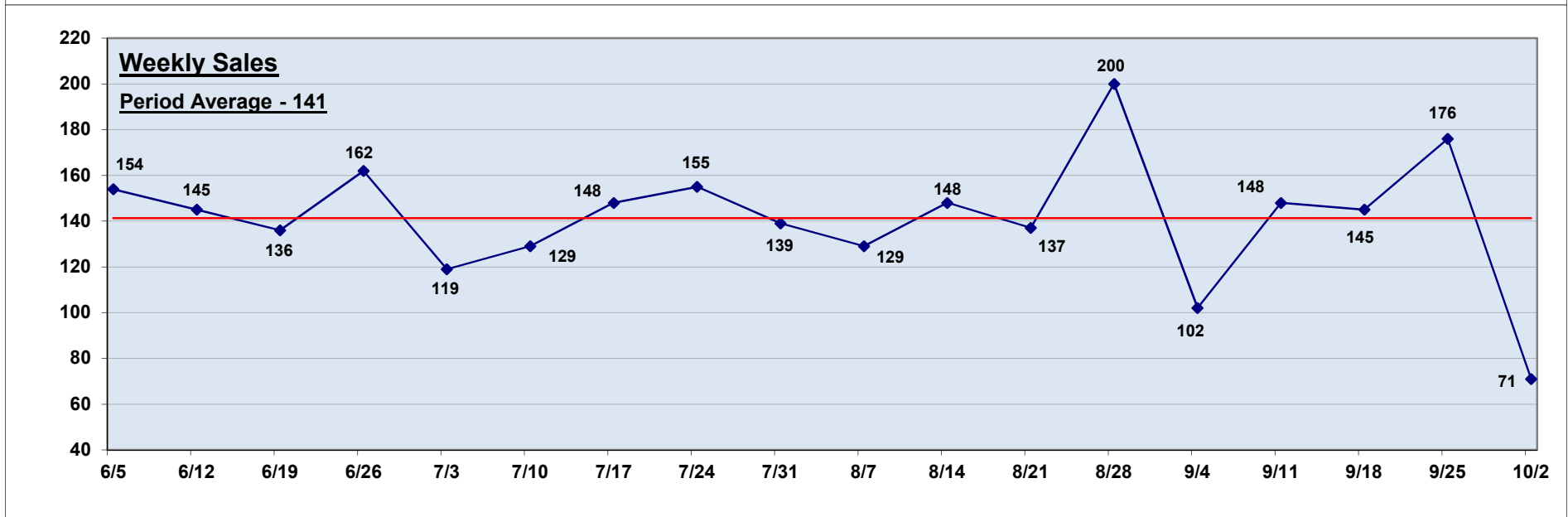
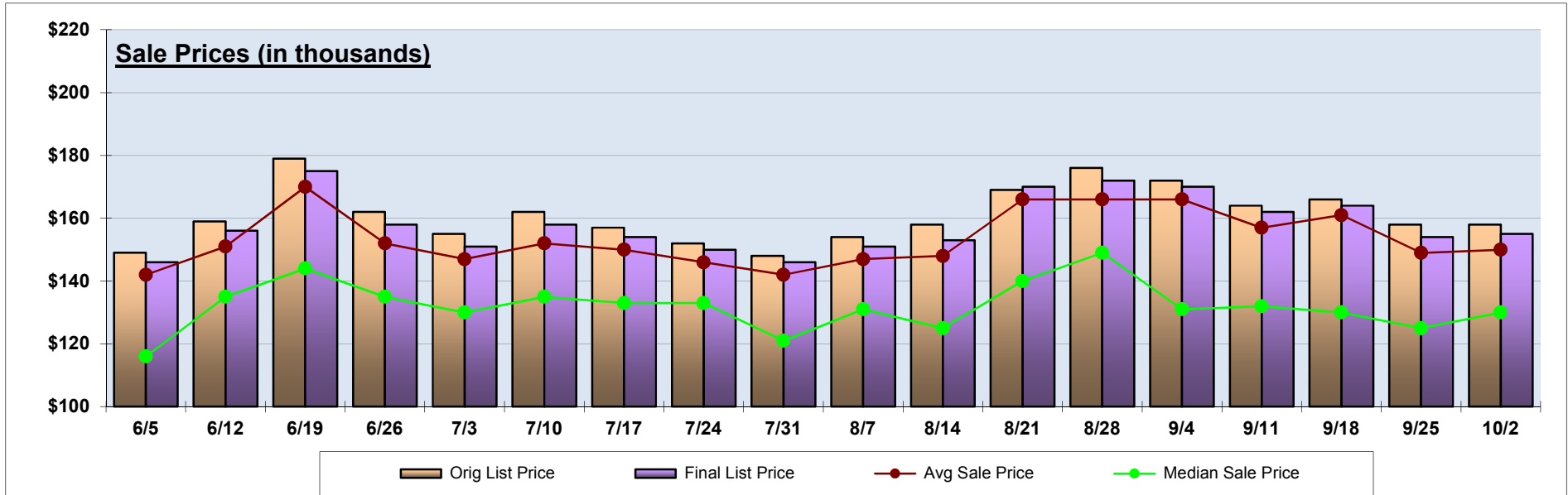
Beds / Baths

Average Bedrooms	2	2	1	3	3	3	0
Average Full Baths	2	2	1	2	3	3	0
Average Half Baths	0	0	1	1	0	1	0

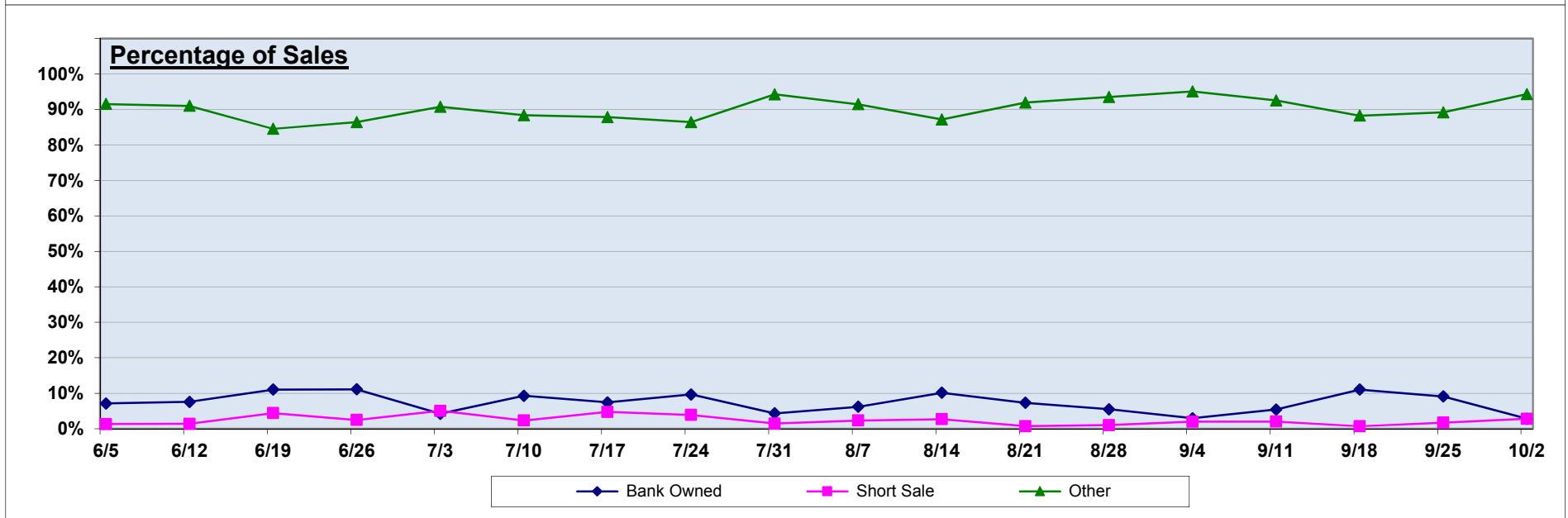
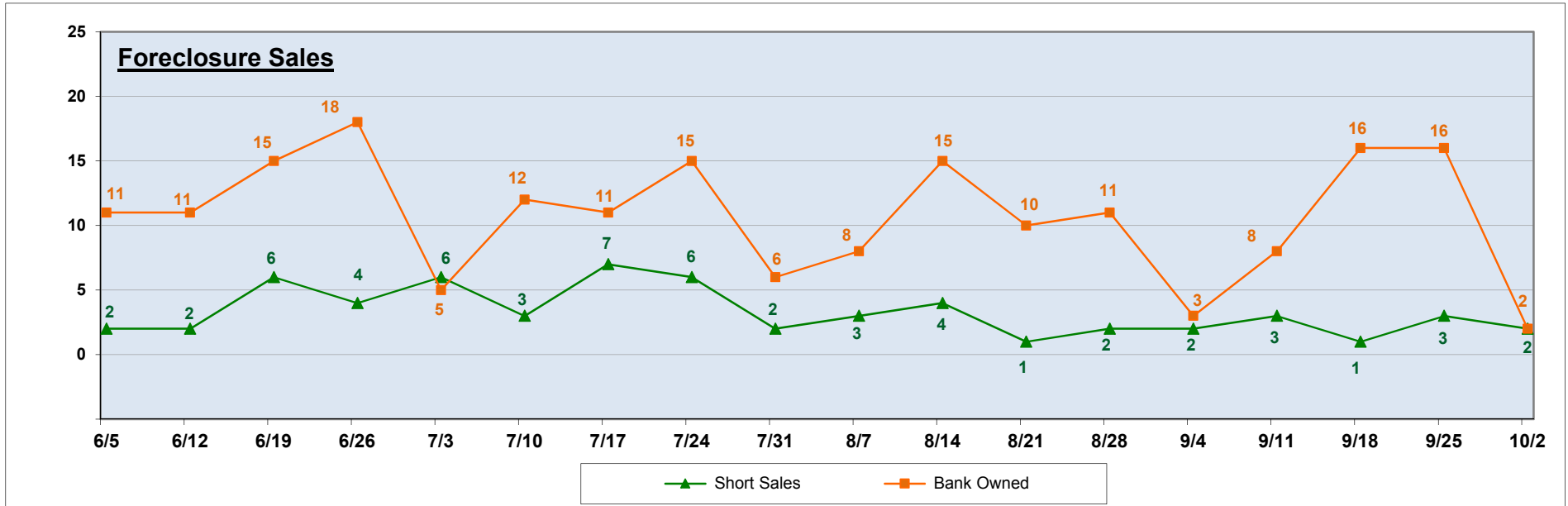
Square Footage

Average Square Feet	1,328	1,264	850	2,217	2,315	2,290	0
---------------------	-------	-------	-----	-------	-------	-------	---

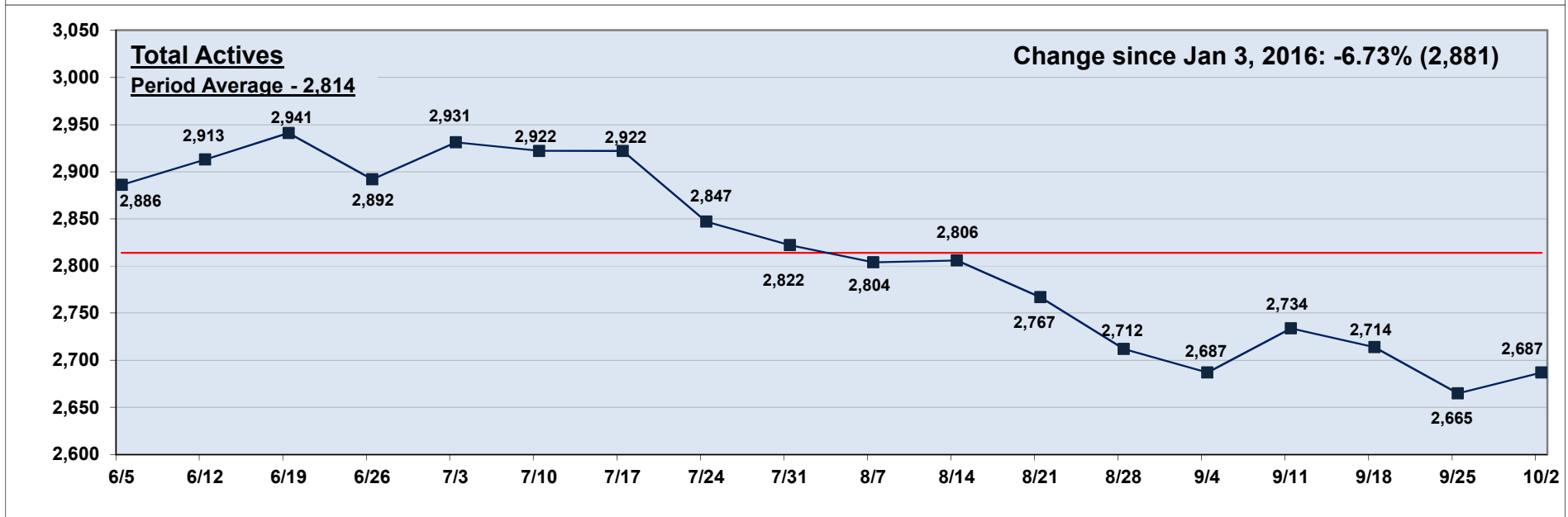
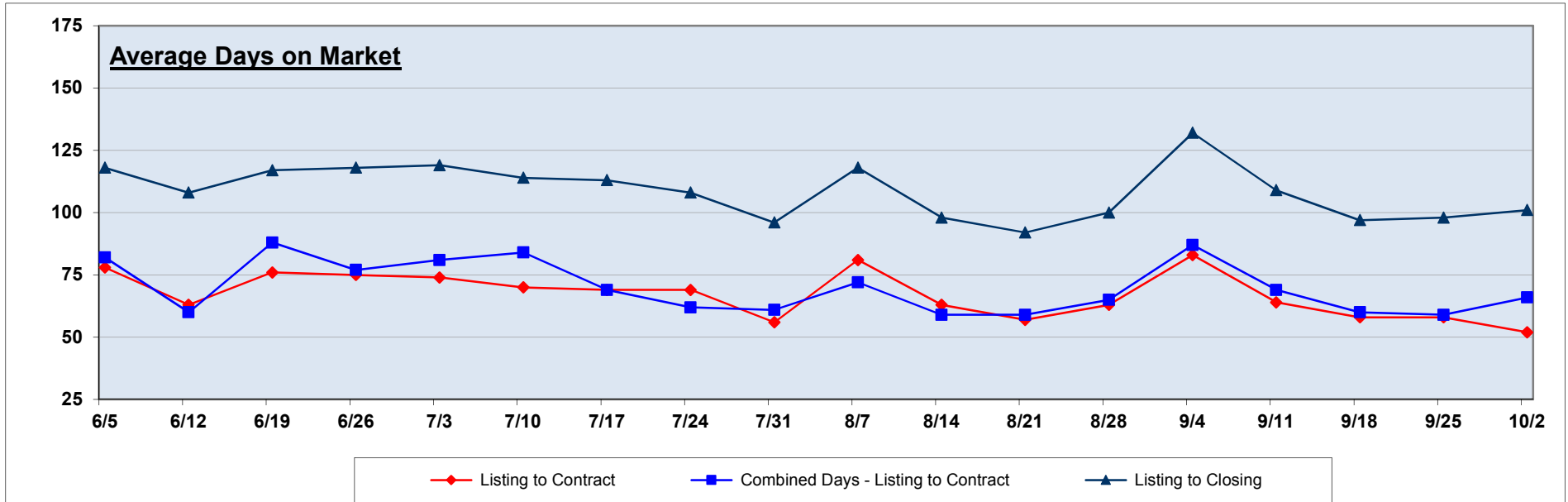
Condos, Townhomes, Villas



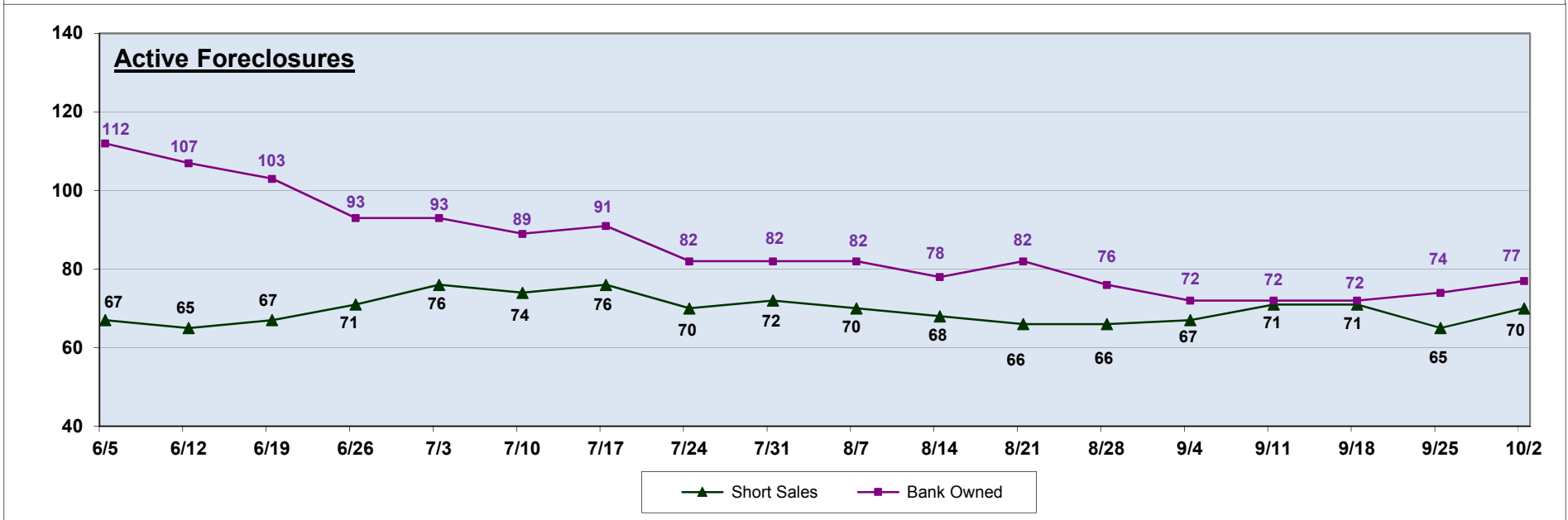
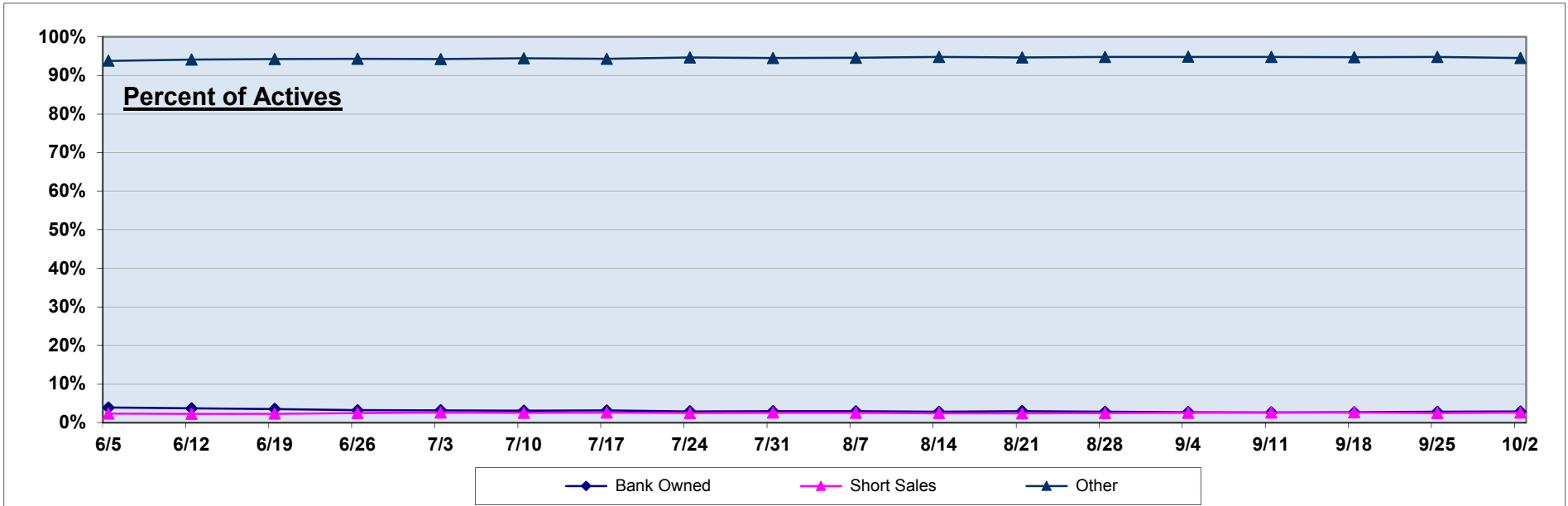
Condos, Townhomes, Villas



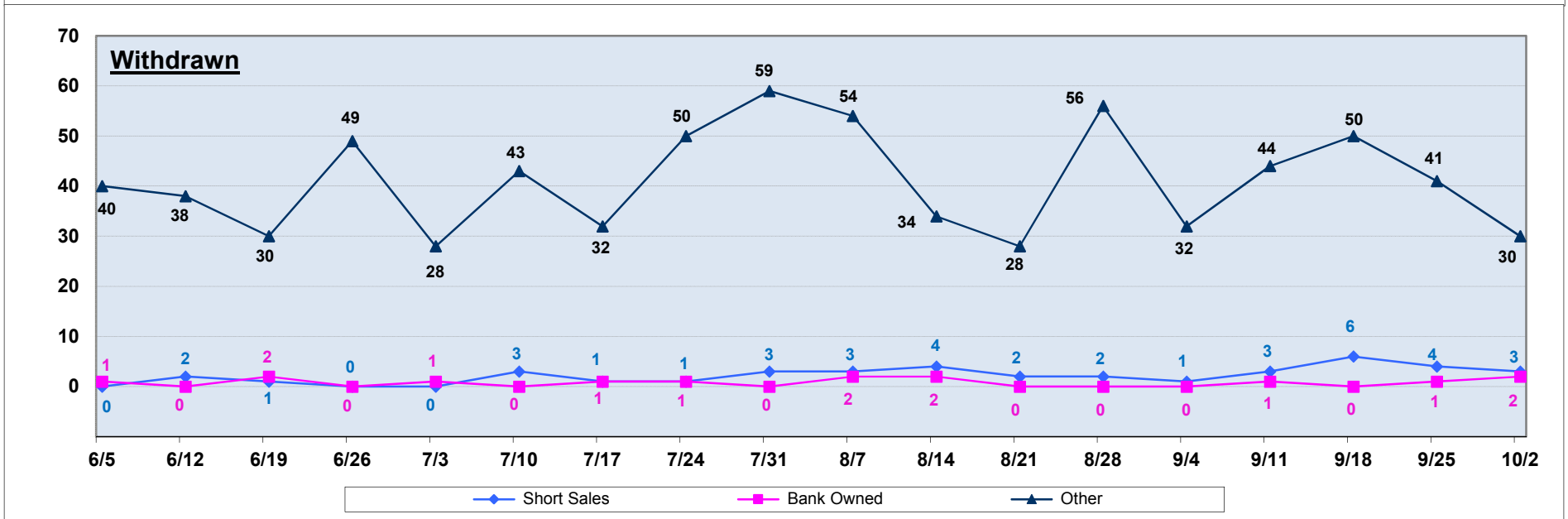
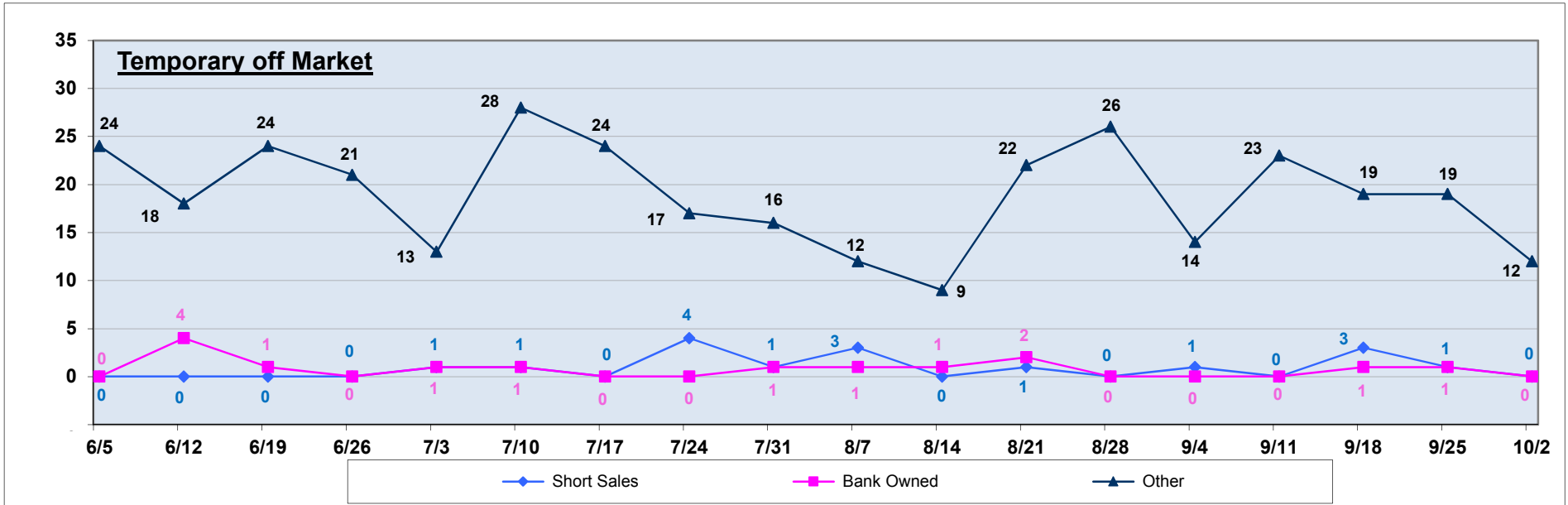
Condos, Townhomes, Villas



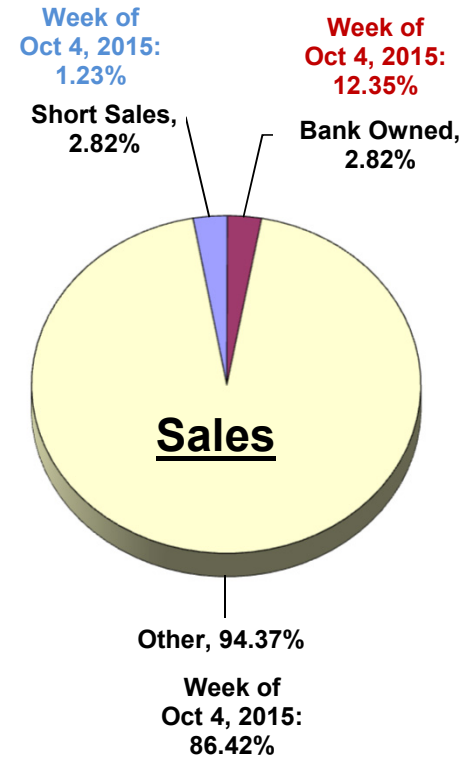
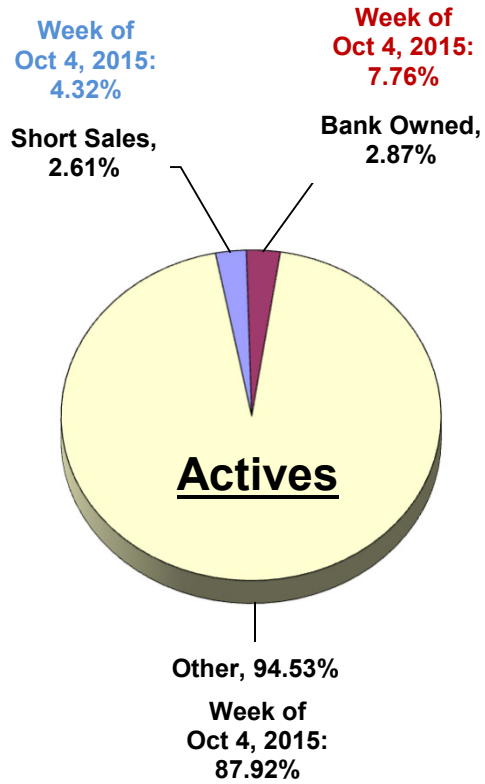
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Monday Morning Quarterback
10/02/2016 - 10/08/2016
Lake, Orange, Osceola & Seminole Counties

Where are the 49 Condos, Townhomes, or Villas available for the Median Price of \$130,000? (± \$500)

<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
Seminole County		4	\$129,925	2.8	2.0	1,411	\$92.08
Altamonte Springs (East)	32701	1	\$129,900	3.0	2.0	1,482	\$87.65
Apopka / Hunt Club	32703	1	\$129,900	3.0	2.0	1,507	\$86.20
Casselberry	32707	1	\$129,900	3.0	2.0	1,365	\$95.16
Longwood / Wekiva Springs	32779	1	\$130,000	2.0	2.0	1,290	\$100.78
Orange County		22	\$129,913	2.4	1.9	1,151	\$112.89
Apopka (North)	32712	2	\$129,950	3.0	2.0	1,294	\$100.43
Zellwood	32798	1	\$129,900	3.0	2.0	1,932	\$67.24
Orlando (Downtown)	32801	2	\$130,000	1.0	1.0	762	\$170.60
Colonialtown	32803	2	\$129,700	2.0	2.0	743	\$174.56
Delaney / Crystal Lake	32806	1	\$129,900	3.0	2.0	1,278	\$101.64
Azalea Park	32807	2	\$129,750	3.0	2.0	1,299	\$99.88
Orlo Vista	32811	1	\$129,990	2.0	2.0	1,186	\$109.60
Conway	32812	1	\$130,000	2.0	2.0	1,080	\$120.37
Sand Lake / Bay Hill	32819	2	\$129,950	3.0	2.0	1,163	\$111.74
Taft	32824	3	\$129,930	2.0	2.0	1,075	\$120.87
Union Park / Chickasaw	32829	1	\$129,900	2.0	2.0	1,071	\$121.29
Metro West / Orlo Vista	32835	1	\$130,000	2.0	2.0	1,256	\$103.50
Hunters Creek	32837	1	\$130,000	3.0	1.0	1,026	\$126.71
Pine Castle / Edgewood	32839	1	\$130,000	3.0	2.0	1,465	\$88.74
Winter Garden / Oakland	34787	1	\$129,900	2.0	2.0	1,276	\$101.80
Osceola County		21	\$129,969	3.0	2.0	1,258	\$103.33
Davenport	33896	8	\$129,994	3.0	2.0	1,245	\$104.41
Kissimmee (Central)	34741	4	\$129,925	3.0	2.0	1,230	\$105.63
Kissimmee / Buena Ventura Lakes	34743	1	\$130,000	3.0	2.0	1,214	\$107.08
Kissimmee (West) / Pleasant Hill	34746	5	\$129,960	3.0	2.0	1,250	\$103.97
Kissimmee / Celebration	34747	3	\$129,967	3.0	2.0	1,357	\$95.78
Lake County		2	\$129,900	3.0	2.0	1,170	\$111.03
Mount Dora	32757	2	\$129,900	3.0	2.0	1,170	\$111.03