



### ***Single-family existing homes***

- Sales of single-family homes decreased to 487 during the week of Mar 17, from 532 the week prior
- The median price of single family homes decreased to \$255,000, a change of -1.1%
- The number of single-family home foreclosure transactions increased to 12 last week, from 10 the week of Mar 10
- The number of single-family home short-sale transactions decreased to 1 from 5 the week prior
- Single-family inventory decreased by 44, and now sits at 7,134

### ***Condos, townhomes, and villas***

- Sales of condos, townhomes, and villas decreased to 139 during the week of Mar 17, from 141 the week prior
- The median price of condos, townhomes, and villas decreased to \$163,000, a change of -3.0%
- The number of condo, townhome and villa foreclosure transactions remained constant at 3
- The number of condo, townhome and villa short-sale transactions increased to 2 from 1 the week prior
- Condo inventory decreased by 12, and now sits at 1,875

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

**Single Family Homes**

|                            | Total        | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| <b>Sales</b>               | <b>487</b>   | 229          | 96               | 101              | 32               | 24             | 5         |
| Bank Owned                 | 12           | 9            | 0                | 3                | 0                | 0              | 0         |
| Short Sales                | 1            | 1            | 0                | 0                | 0                | 0              | 0         |
| Other                      | <b>474</b>   | 219          | 96               | 98               | 32               | 24             | 5         |
| <b>Active Listings</b>     | <b>7,134</b> | 1,808        | 1,095            | 1,672            | 789              | 1,233          | 537       |
| Bank Owned                 | 134          | 71           | 22               | 24               | 9                | 8              | 0         |
| Short Sales                | 50           | 21           | 13               | 5                | 4                | 5              | 2         |
| Other                      | <b>6,950</b> | 1,716        | 1,060            | 1,643            | 776              | 1,220          | 535       |
| <b>Months of Inventory</b> | <b>3</b>     | 2            | 3                | 4                | 6                | 12             | 25        |

***List Price***

|                             |                  |           |           |           |           |           |             |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | <b>\$304,956</b> | \$198,505 | \$286,949 | \$356,815 | \$466,537 | \$662,096 | \$1,730,200 |
| Average Final List Price    | <b>\$296,657</b> | \$194,364 | \$280,172 | \$347,495 | \$454,941 | \$632,304 | \$1,647,200 |

***Sale Price***

|               |                  |           |           |           |           |           |             |
|---------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | <b>\$287,271</b> | \$188,706 | \$273,457 | \$340,163 | \$444,477 | \$602,079 | \$1,481,200 |
| Median Price  | <b>\$255,000</b> | \$200,000 | \$274,500 | \$330,000 | \$444,250 | \$570,000 | \$1,215,000 |

***Price Differences***

|   |                  |          |           |           |           |           |            |
|---|------------------|----------|-----------|-----------|-----------|-----------|------------|
| <b>Original to Final List Price</b>     | <b>-\$8,299</b>  | -\$4,141 | -\$6,777  | -\$9,320  | -\$11,596 | -\$29,792 | -\$83,000  |
| <b>Original List to Sale Price - \$</b> | <b>-\$17,685</b> | -\$9,799 | -\$13,492 | -\$16,652 | -\$22,060 | -\$60,017 | -\$249,000 |
| <b>Final List to Sale Price - \$</b>    | <b>-\$9,386</b>  | -\$5,658 | -\$6,715  | -\$7,332  | -\$10,464 | -\$30,225 | -\$166,000 |
| <b>Original List to Sale Price - %</b>  | <b>94.20%</b>    | 95.06%   | 95.30%    | 95.33%    | 95.27%    | 90.94%    | 85.61%     |
| <b>Final List to Sale Price - %</b>     | <b>96.84%</b>    | 97.09%   | 97.60%    | 97.89%    | 97.70%    | 95.22%    | 89.92%     |

***Days on the Market***

|                               |           |    |    |    |     |     |     |
|-------------------------------|-----------|----|----|----|-----|-----|-----|
| Avg Days Listing to Contract  | <b>59</b> | 51 | 53 | 60 | 70  | 102 | 221 |
| Combined Avg Days to Contract | <b>60</b> | 46 | 62 | 62 | 82  | 102 | 279 |
| Avg Days Listing to Closing   | <b>93</b> | 86 | 86 | 96 | 105 | 136 | 240 |
| Avg Days Contract to Close    | <b>37</b> | 37 | 36 | 39 | 37  | 38  | 19  |

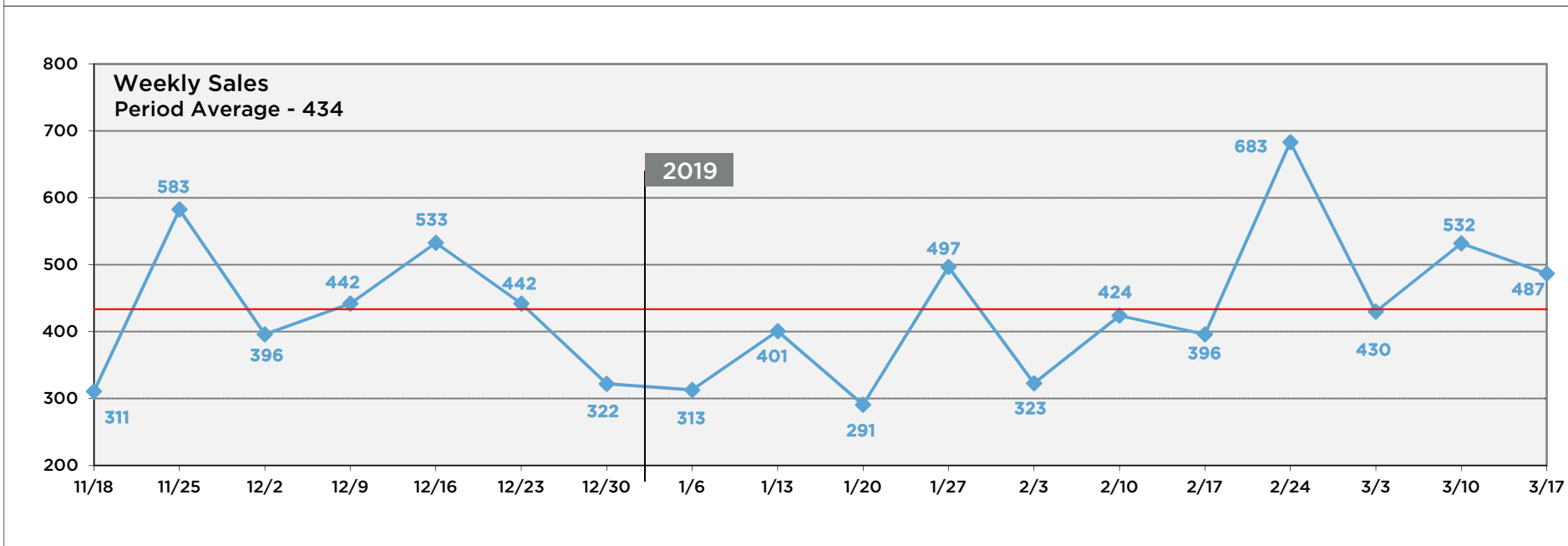
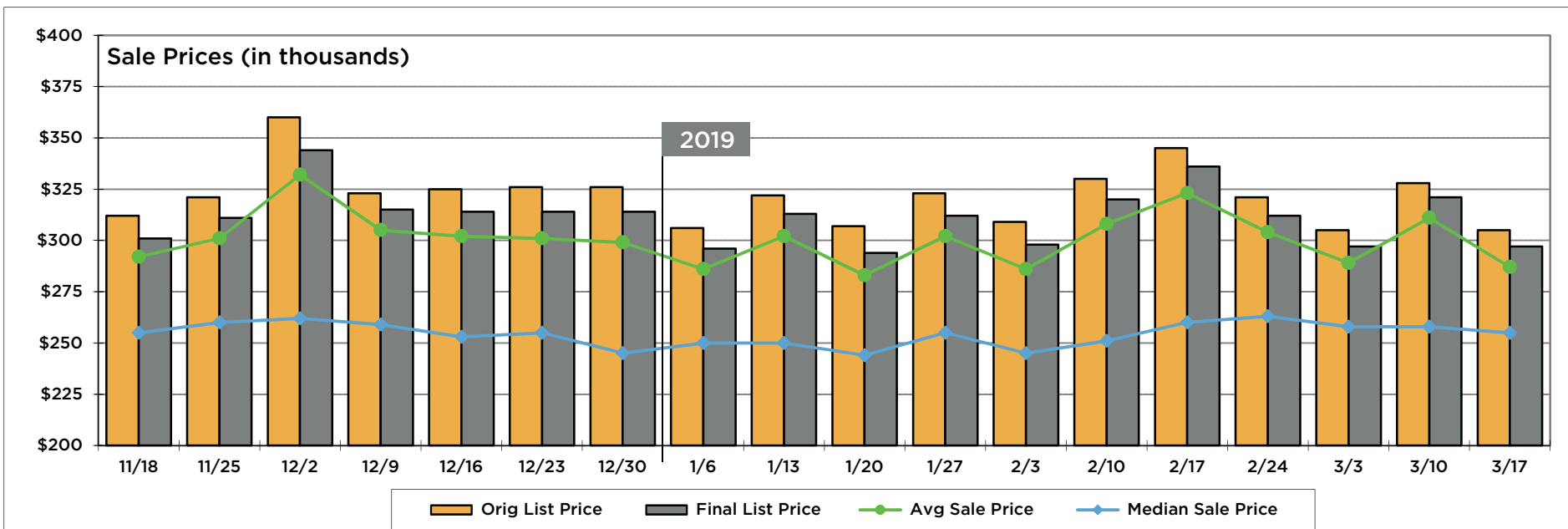
***Beds / Baths***

|                    |          |   |   |   |   |   |   |
|--------------------|----------|---|---|---|---|---|---|
| Average Bedrooms   | <b>3</b> | 3 | 4 | 4 | 4 | 4 | 4 |
| Average Full Baths | <b>2</b> | 2 | 2 | 2 | 3 | 3 | 4 |
| Average Half Baths | <b>0</b> | 0 | 0 | 0 | 0 | 1 | 1 |

***Square Footage***

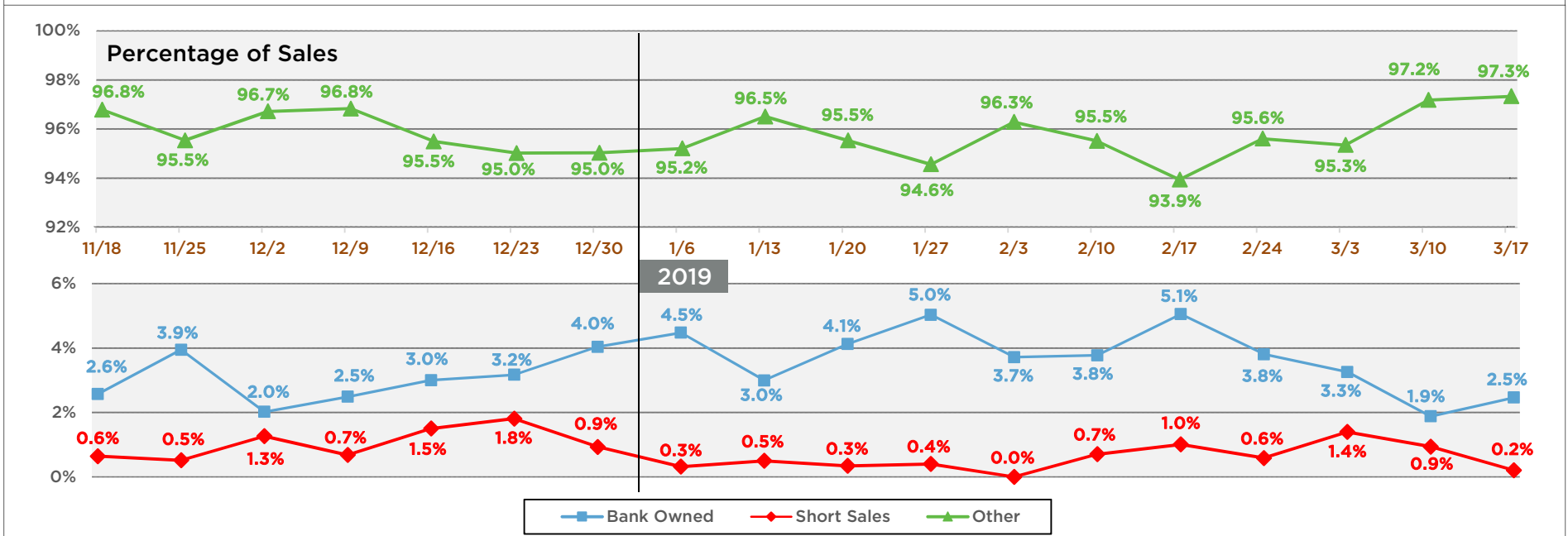
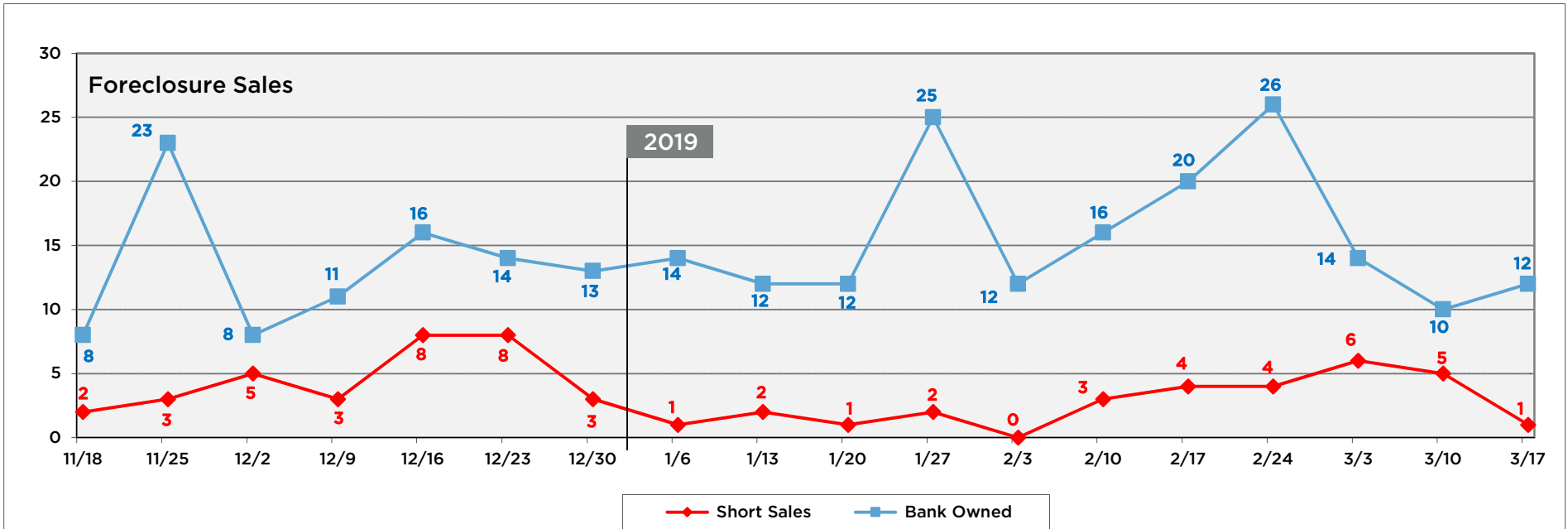
|                     |              |       |       |       |       |       |       |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | <b>2,009</b> | 1,463 | 2,056 | 2,389 | 2,907 | 3,645 | 4,856 |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|

**Single Family Homes**

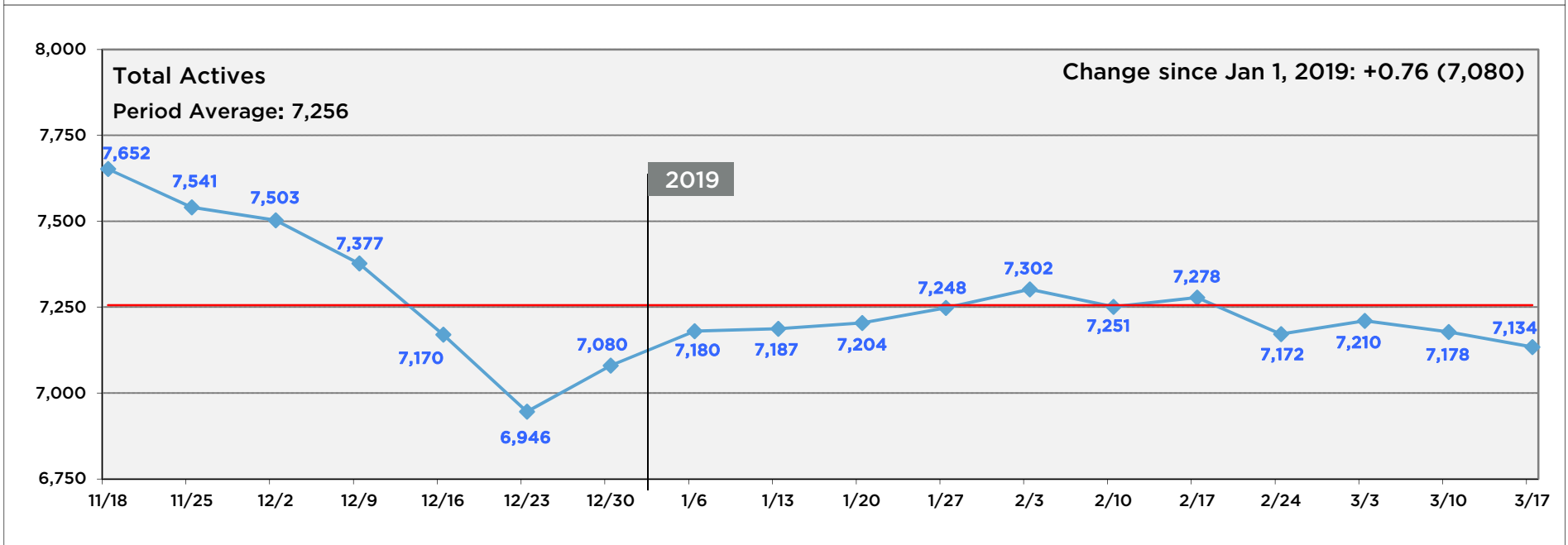
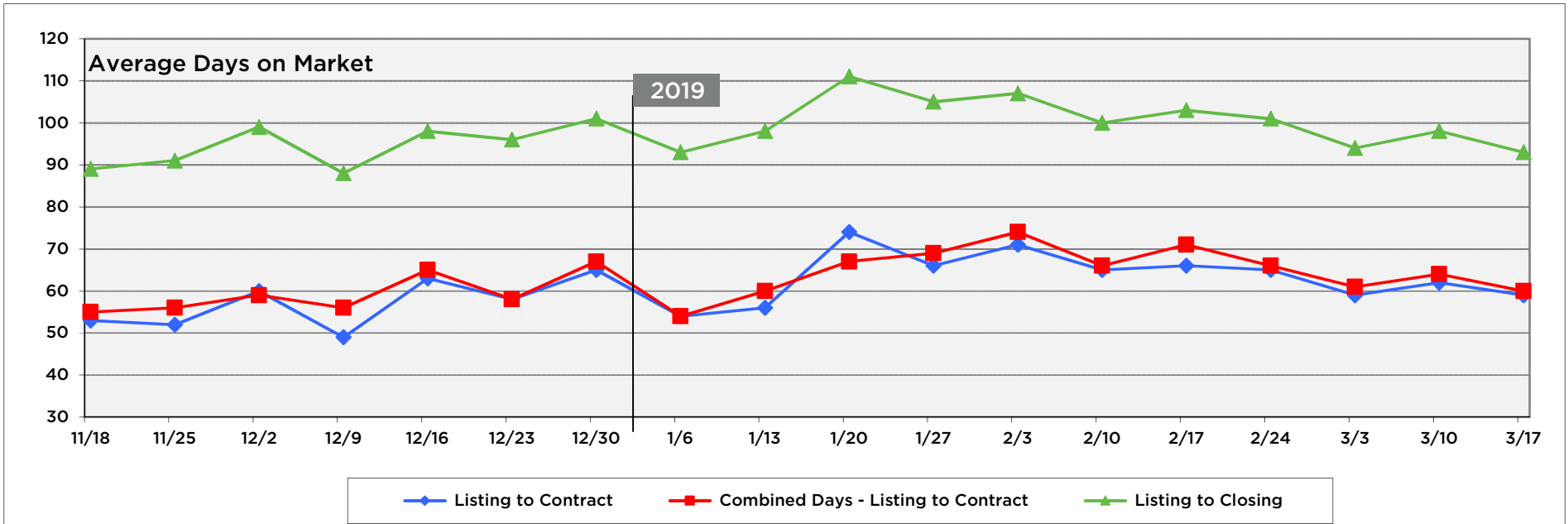




**Single Family Homes**

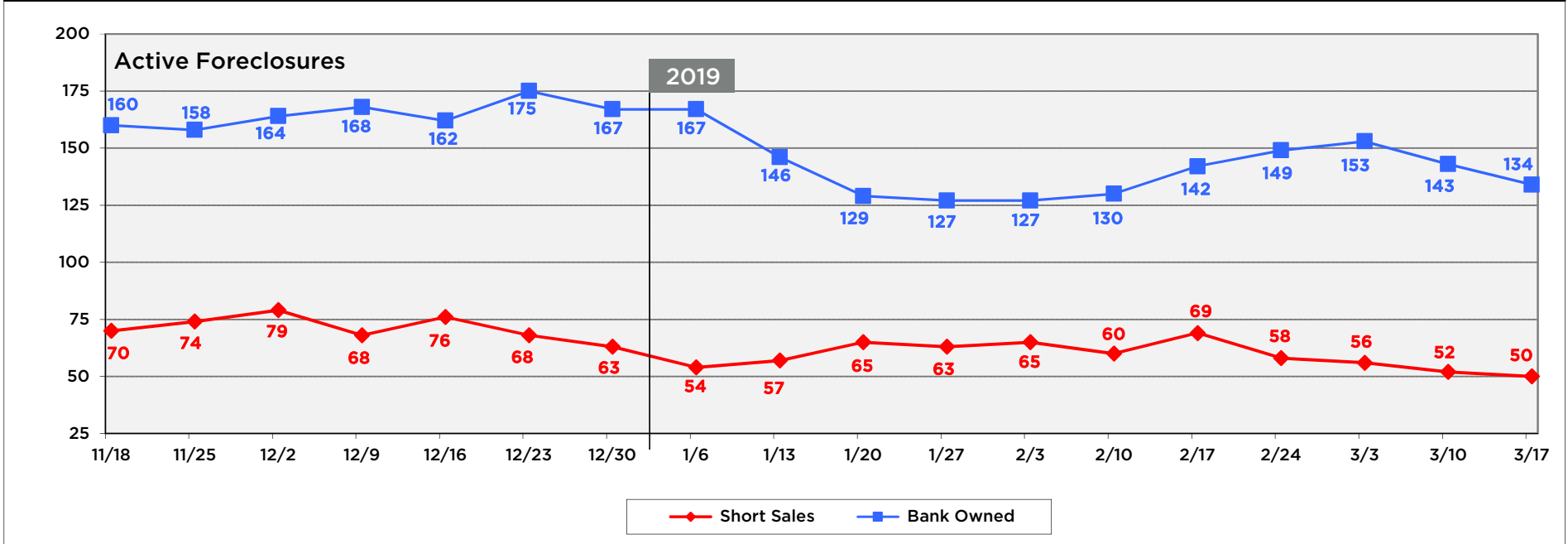
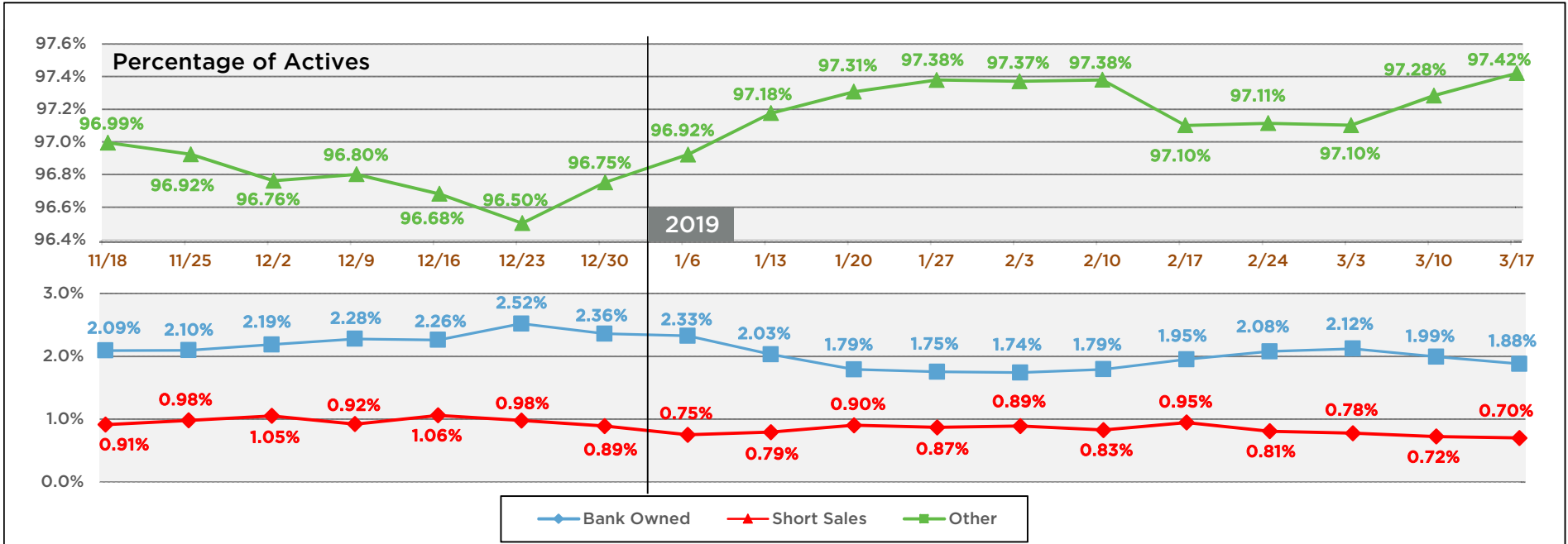


### Single Family Homes



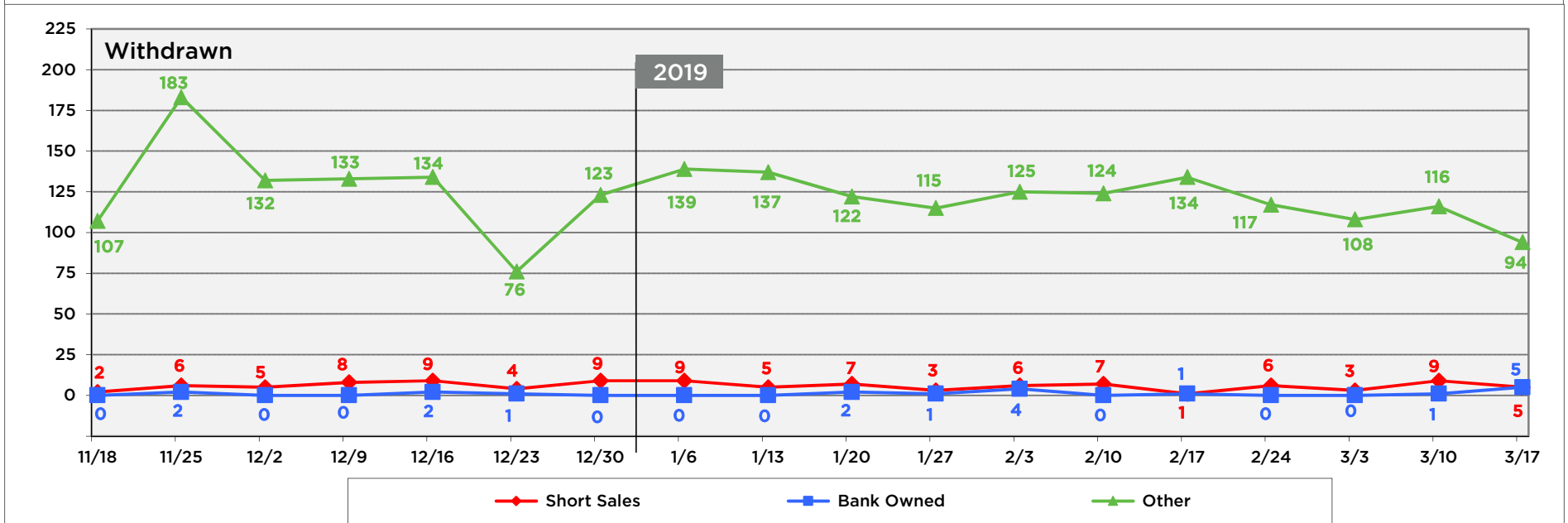
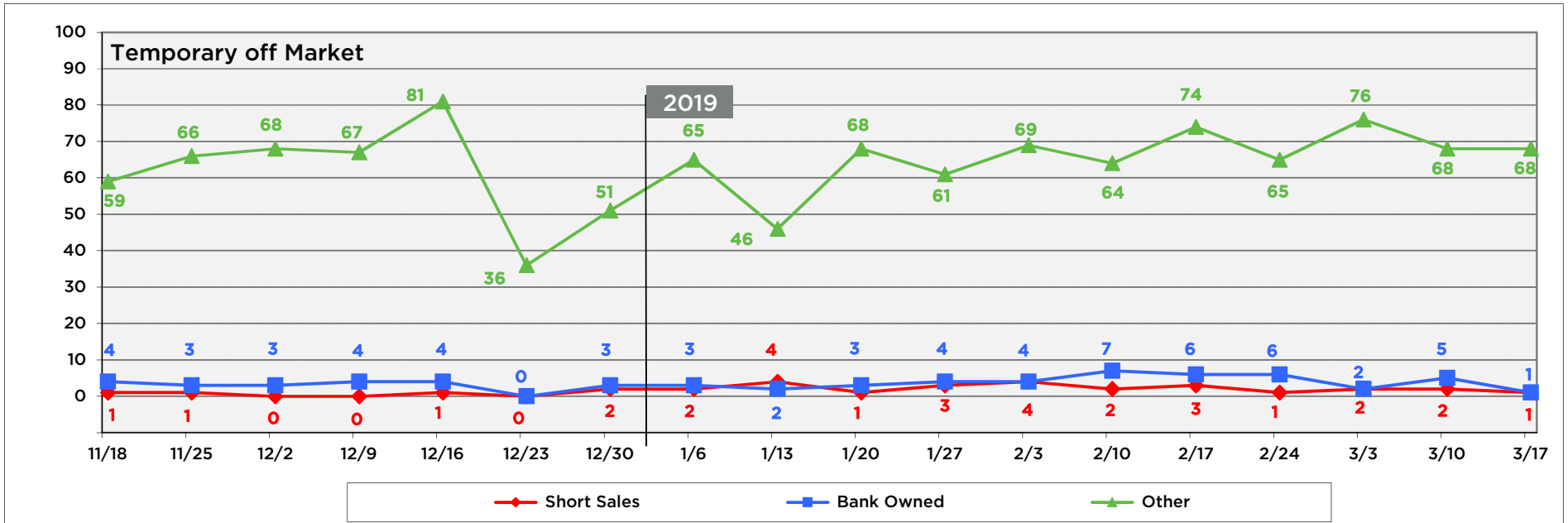


**Single Family Homes**

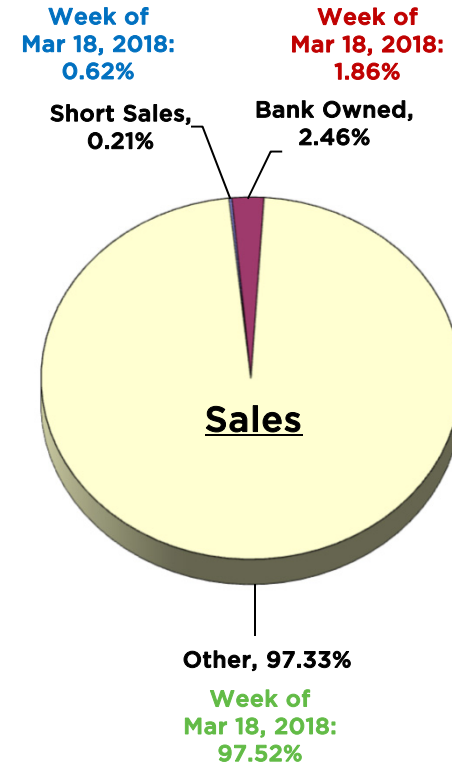
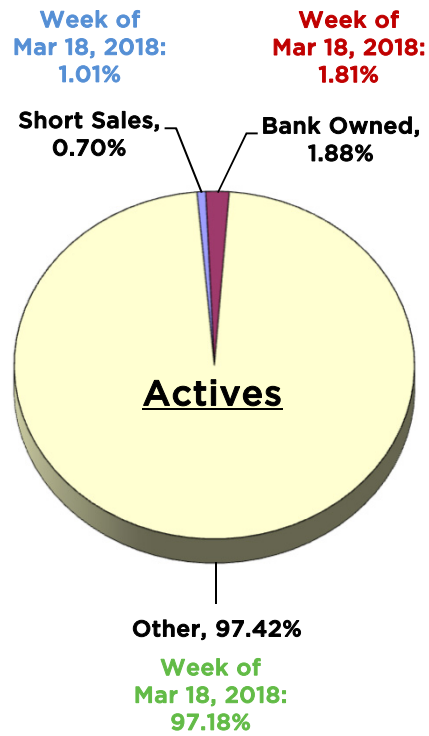




**Single Family Homes**



**Single Family Homes**





**Where are the 60 Single Family Homes available for the Median Price of \$255,000? (± \$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> |
|----------------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| <b>Seminole County</b>           |                 | <b>13</b>        | <b>\$254,983</b>          | <b>3.4</b>          | <b>2.1</b>           | <b>1,803</b>        | <b>\$141.40</b>         |
| Altamonte Springs (East)         | 32701           | 1                | \$254,975                 | 3.0                 | 2.0                  | 1,751               | \$145.62                |
| Casselberry                      | 32707           | 3                | \$255,000                 | 3.0                 | 2.0                  | 1,886               | \$135.21                |
| Winter Springs / Tuskawilla      | 32708           | 1                | \$254,900                 | 3.0                 | 2.0                  | 1,559               | \$163.50                |
| Altamonte Springs / Forest City  | 32714           | 1                | \$255,000                 | 4.0                 | 2.0                  | 1,849               | \$137.91                |
| Lake Mary / Heathrow             | 32746           | 2                | \$255,000                 | 3.0                 | 2.0                  | 1,434               | \$177.82                |
| Sanford / Lake Forest            | 32771           | 3                | \$254,967                 | 4.0                 | 2.0                  | 1,960               | \$130.09                |
| Sanford (South)                  | 32773           | 1                | \$254,999                 | 4.0                 | 3.0                  | 2,179               | \$117.03                |
| Winter Park                      | 32792           | 1                | \$255,000                 | 3.0                 | 2.0                  | 1,698               | \$150.18                |
| <b>Orange County</b>             |                 | <b>16</b>        | <b>\$254,969</b>          | <b>3.3</b>          | <b>1.9</b>           | <b>1,692</b>        | <b>\$150.65</b>         |
| Winter Park (West)               | 32789           | 1                | \$255,000                 | 3.0                 | 1.0                  | 1,200               | \$212.50                |
| Colonialtown                     | 32803           | 1                | \$255,000                 | 2.0                 | 1.0                  | 848                 | \$300.71                |
| College Park                     | 32804           | 1                | \$254,900                 | 3.0                 | 2.0                  | 1,466               | \$173.87                |
| Delaney / Crystal Lake           | 32806           | 1                | \$255,000                 | 3.0                 | 2.0                  | 1,890               | \$134.92                |
| Hiawassee                        | 32818           | 1                | \$255,000                 | 4.0                 | 2.0                  | 1,980               | \$128.79                |
| Bithlo                           | 32820           | 1                | \$254,900                 | 4.0                 | 3.0                  | 2,208               | \$115.44                |
| Taft                             | 32824           | 3                | \$255,000                 | 3.0                 | 2.0                  | 1,860               | \$137.10                |
| Union Park / Chickasaw           | 32829           | 2                | \$255,000                 | 4.0                 | 2.0                  | 1,621               | \$157.31                |
| Wedgefield                       | 32833           | 1                | \$254,900                 | 4.0                 | 2.0                  | 1,955               | \$130.38                |
| Metro West / Orlo Vista          | 32835           | 1                | \$254,900                 | 3.0                 | 2.0                  | 1,979               | \$128.80                |
| Hunters Creek                    | 32837           | 2                | \$254,950                 | 3.0                 | 2.0                  | 1,518               | \$167.95                |
| Pine Castle / Edgewood           | 32839           | 1                | \$255,000                 | 3.0                 | 2.0                  | 1,695               | \$150.44                |
| <b>Osceola County</b>            |                 | <b>19</b>        | <b>\$254,966</b>          | <b>3.5</b>          | <b>2.0</b>           | <b>1,966</b>        | <b>\$129.70</b>         |
| Kissimmee / Buena Ventura Lakes  | 34743           | 1                | \$255,000                 | 4.0                 | 2.0                  | 1,874               | \$136.07                |
| Kissimmee (East)                 | 34744           | 4                | \$254,850                 | 3.0                 | 2.0                  | 1,744               | \$146.13                |
| Kissimmee (West) / Pleasant Hill | 34746           | 5                | \$255,000                 | 3.0                 | 2.0                  | 2,025               | \$125.93                |
| Kissimmee / Celebration          | 34747           | 3                | \$254,967                 | 4.0                 | 2.0                  | 1,906               | \$133.77                |
| Kissimmee / Poinciana            | 34758           | 2                | \$255,125                 | 4.0                 | 2.0                  | 2,640               | \$96.64                 |
| St Cloud                         | 34769           | 1                | \$254,900                 | 3.0                 | 2.0                  | 1,684               | \$151.37                |
| St Cloud / Narcoossee            | 34771           | 1                | \$254,900                 | 4.0                 | 2.0                  | 1,878               | \$135.73                |
| St Cloud / Canoe Creek           | 34772           | 2                | \$255,000                 | 4.0                 | 2.0                  | 1,907               | \$133.72                |

**Where are the 60 Single Family Homes available for the Median Price of \$255,000? (cont'd) (± \$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> |
|--------------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| <b>Lake County</b>             |                 | <b>12</b>        | <b>\$254,967</b>          | <b>3.9</b>          | <b>2.2</b>           | <b>2,151</b>        | <b>\$118.56</b>         |
| Eustis (West)                  | 32726           | 1                | \$255,000                 | 4.0                 | 2.0                  | 2,362               | \$107.96                |
| Sorrento / Mt Plymouth         | 32776           | 2                | \$254,950                 | 4.0                 | 2.0                  | 1,711               | \$149.01                |
| Clermont (Central)             | 34711           | 1                | \$255,000                 | 3.0                 | 2.0                  | 1,552               | \$164.30                |
| Clermont (South)               | 34714           | 1                | \$255,000                 | 4.0                 | 3.0                  | 2,024               | \$125.99                |
| Fruitland Park                 | 34731           | 1                | \$255,000                 | 4.0                 | 3.0                  | 2,044               | \$124.76                |
| Groveland                      | 34736           | 2                | \$254,950                 | 4.0                 | 2.0                  | 2,397               | \$106.36                |
| Mascotte                       | 34753           | 2                | \$254,950                 | 4.0                 | 2.0                  | 2,573               | \$99.09                 |
| Leesburg (East) / Haines Creek | 34788           | 2                | \$254,950                 | 4.0                 | 2.0                  | 2,231               | \$114.28                |

**Condos, Townhomes, Villas**

|                            | Total        | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| <b>Sales</b>               | <b>139</b>   | 122          | 8                | 6                | 2                | 0              | 1         |
| Bank Owned                 | 3            | 3            | 0                | 0                | 0                | 0              | 0         |
| Short Sales                | 2            | 2            | 0                | 0                | 0                | 0              | 0         |
| Other                      | 134          | 117          | 8                | 6                | 2                | 0              | 1         |
| <b>Active Listings</b>     | <b>1,875</b> | 1,352        | 213              | 207              | 46               | 45             | 12        |
| Bank Owned                 | 29           | 26           | 1                | 2                | 0                | 0              | 0         |
| Short Sales                | 12           | 10           | 0                | 2                | 0                | 0              | 0         |
| Other                      | 1,834        | 1,316        | 212              | 203              | 46               | 45             | 12        |
| <b>Months of Inventory</b> | <b>3</b>     | 3            | 6                | 8                | 5                | 0              | 3         |

***List Price***

|                             |                  |           |           |           |           |     |             |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----|-------------|
| Average Original List Price | <b>\$187,877</b> | \$158,166 | \$287,612 | \$386,467 | \$462,000 | \$0 | \$1,275,000 |
| Average Final List Price    | <b>\$186,411</b> | \$157,647 | \$285,800 | \$380,483 | \$454,500 | \$0 | \$1,199,900 |

***Sale Price***

|               |                  |           |           |           |           |     |             |
|---------------|------------------|-----------|-----------|-----------|-----------|-----|-------------|
| Average Price | <b>\$180,545</b> | \$152,552 | \$279,488 | \$367,417 | \$449,500 | \$0 | \$1,145,000 |
| Median Price  | <b>\$163,000</b> | \$147,000 | \$282,500 | \$371,250 | \$449,500 | \$0 | \$1,145,000 |

***Price Differences***

|   |                 |          |          |           |           |       |            |
|---|-----------------|----------|----------|-----------|-----------|-------|------------|
| <b>Original to Final List Price</b>     | <b>-\$1,466</b> | -\$519   | -\$1,812 | -\$5,984  | -\$7,500  | \$0   | -\$75,100  |
| <b>Original List to Sale Price - \$</b> | <b>-\$7,332</b> | -\$5,614 | -\$8,124 | -\$19,050 | -\$12,500 | \$0   | -\$130,000 |
| <b>Final List to Sale Price - \$</b>    | <b>-\$5,866</b> | -\$5,095 | -\$6,312 | -\$13,066 | -\$5,000  | \$0   | -\$54,900  |
| <b>Original List to Sale Price - %</b>  | <b>96.10%</b>   | 96.45%   | 97.18%   | 95.07%    | 97.29%    | 0.00% | 89.80%     |
| <b>Final List to Sale Price - %</b>     | <b>96.85%</b>   | 96.77%   | 97.79%   | 96.57%    | 98.90%    | 0.00% | 95.42%     |

***Days on the Market***

|                               |           |    |    |     |    |   |     |
|-------------------------------|-----------|----|----|-----|----|---|-----|
| Avg Days Listing to Contract  | <b>58</b> | 55 | 52 | 131 | 54 | 0 | 40  |
| Combined Avg Days to Contract | <b>53</b> | 48 | 60 | 130 | 54 | 0 | 144 |
| Avg Days Listing to Closing   | <b>95</b> | 93 | 79 | 170 | 93 | 0 | 72  |
| Avg Days Contract to Close    | <b>39</b> | 39 | 29 | 41  | 41 | 0 | 34  |

***Beds / Baths***

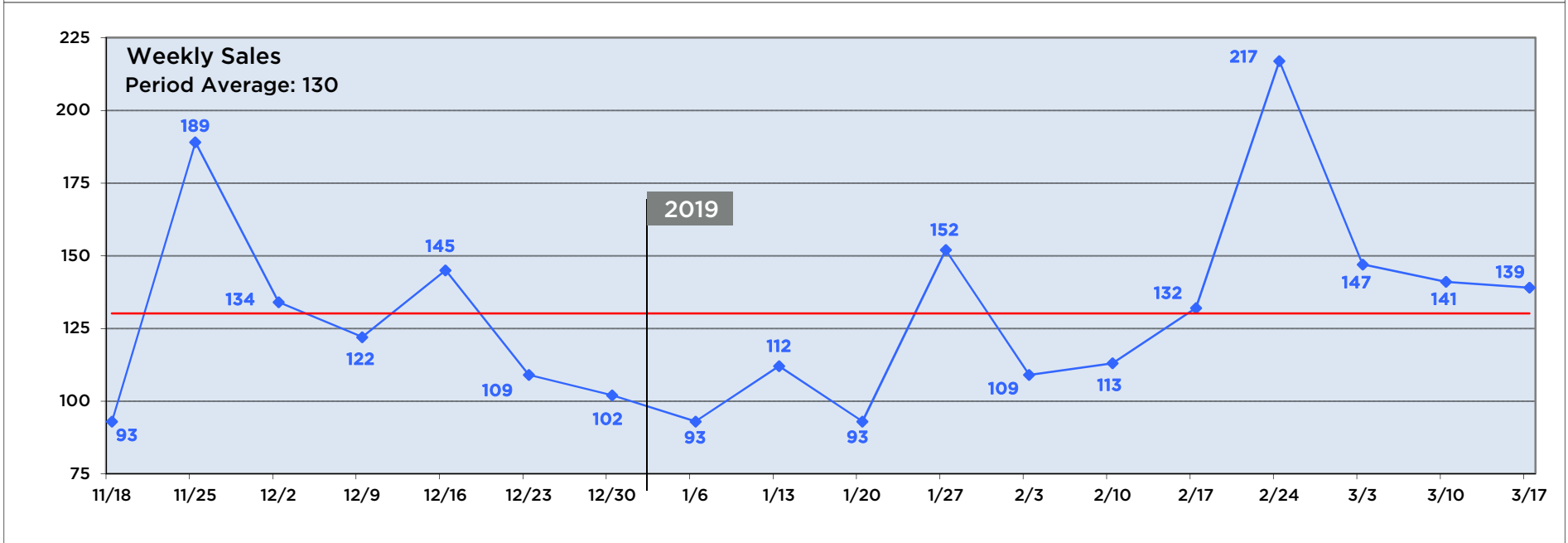
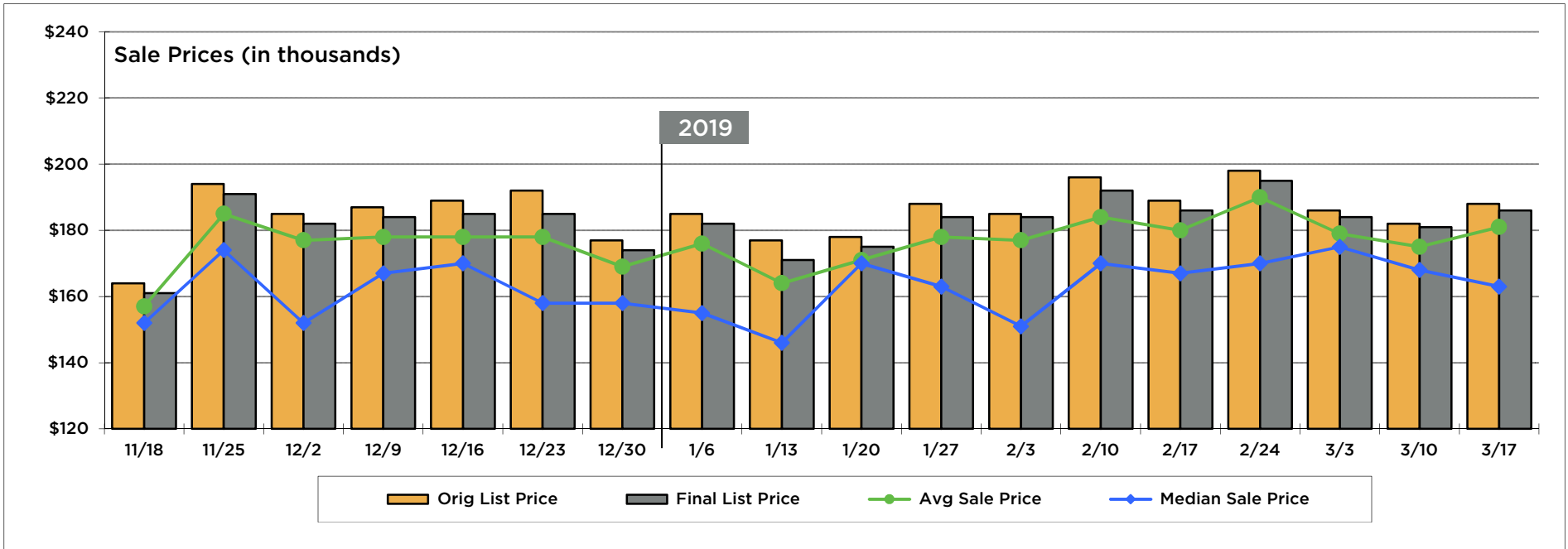
|                    |          |   |   |   |   |   |   |
|--------------------|----------|---|---|---|---|---|---|
| Average Bedrooms   | <b>2</b> | 2 | 3 | 3 | 3 | 0 | 2 |
| Average Full Baths | <b>2</b> | 2 | 2 | 3 | 2 | 0 | 2 |
| Average Half Baths | <b>0</b> | 0 | 1 | 1 | 1 | 0 | 1 |

***Square Footage***

|                     |              |       |       |       |       |   |       |
|---------------------|--------------|-------|-------|-------|-------|---|-------|
| Average Square Feet | <b>1,325</b> | 1,234 | 1,759 | 1,970 | 2,183 | 0 | 3,323 |
|---------------------|--------------|-------|-------|-------|-------|---|-------|

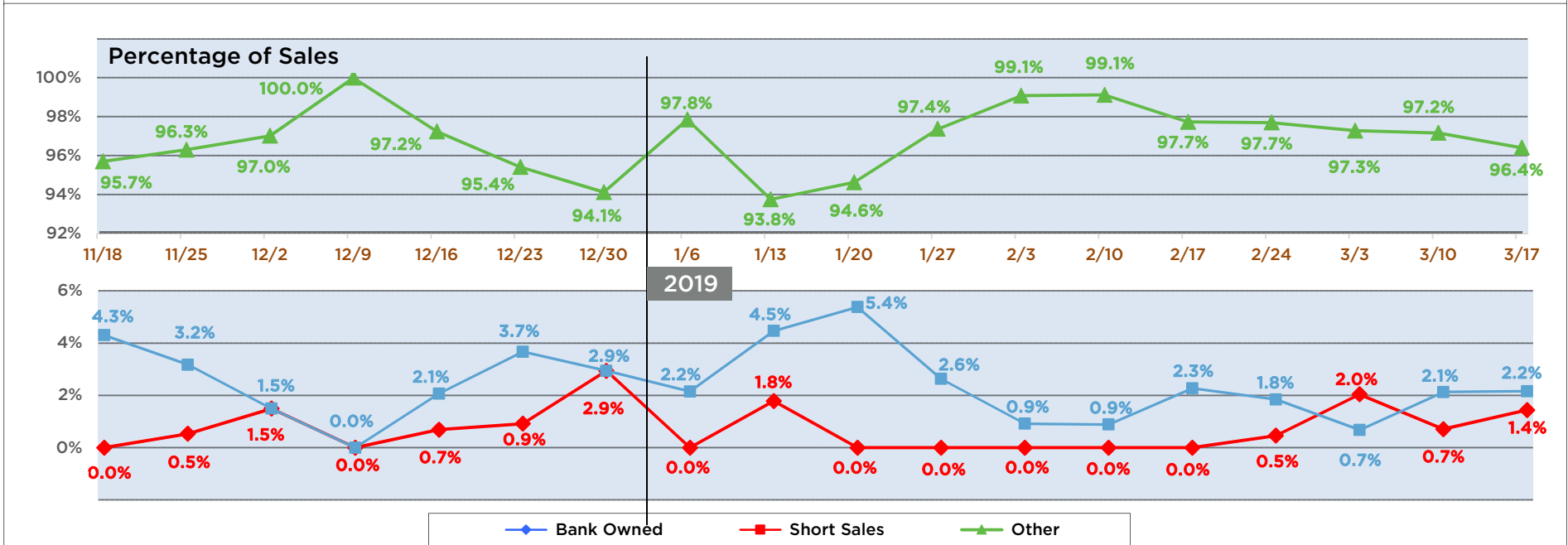
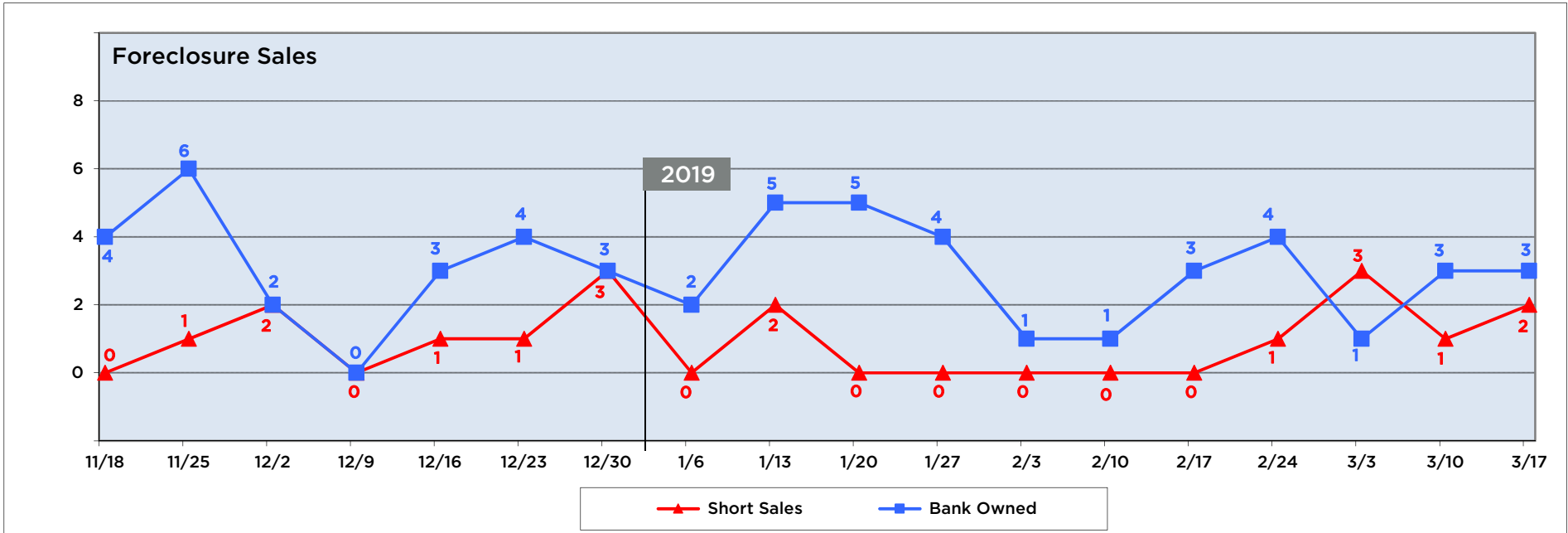


**Condos, Townhomes, Villas**



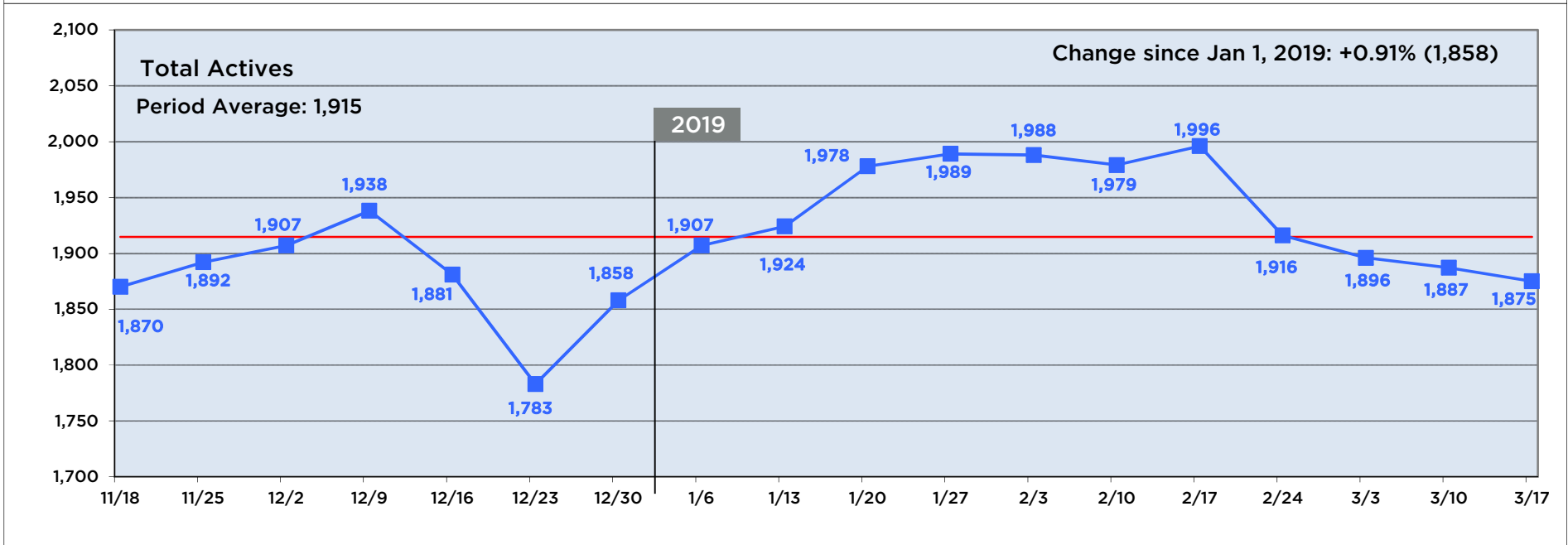
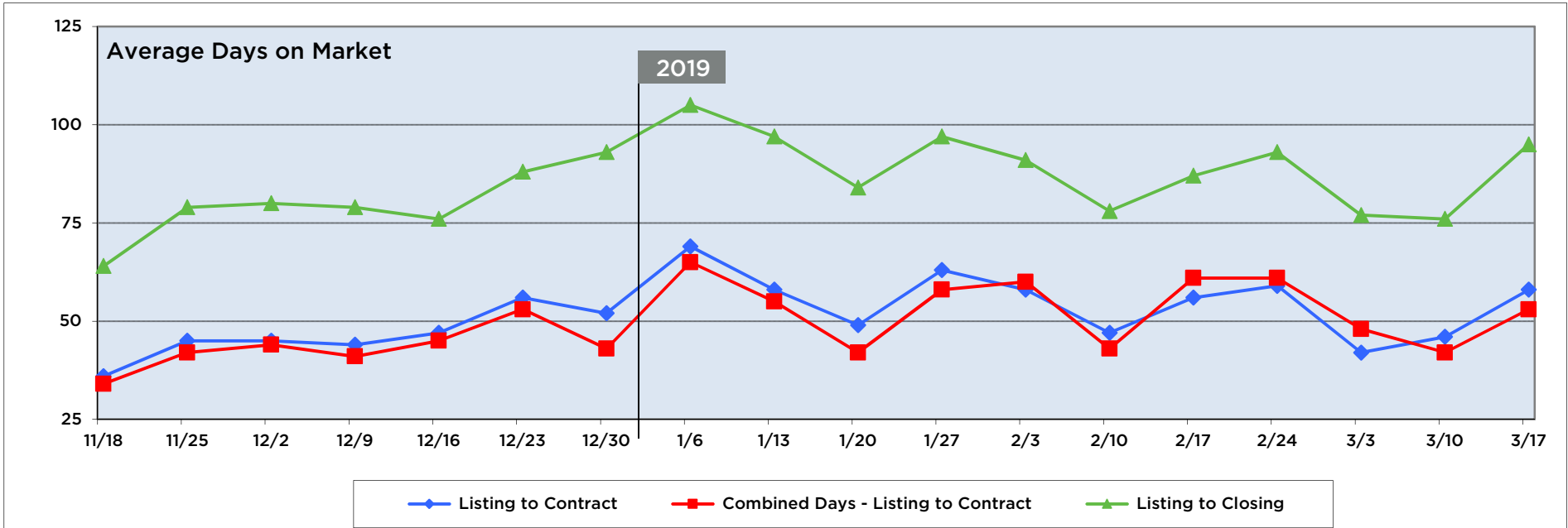


**Condos, Townhomes, Villas**



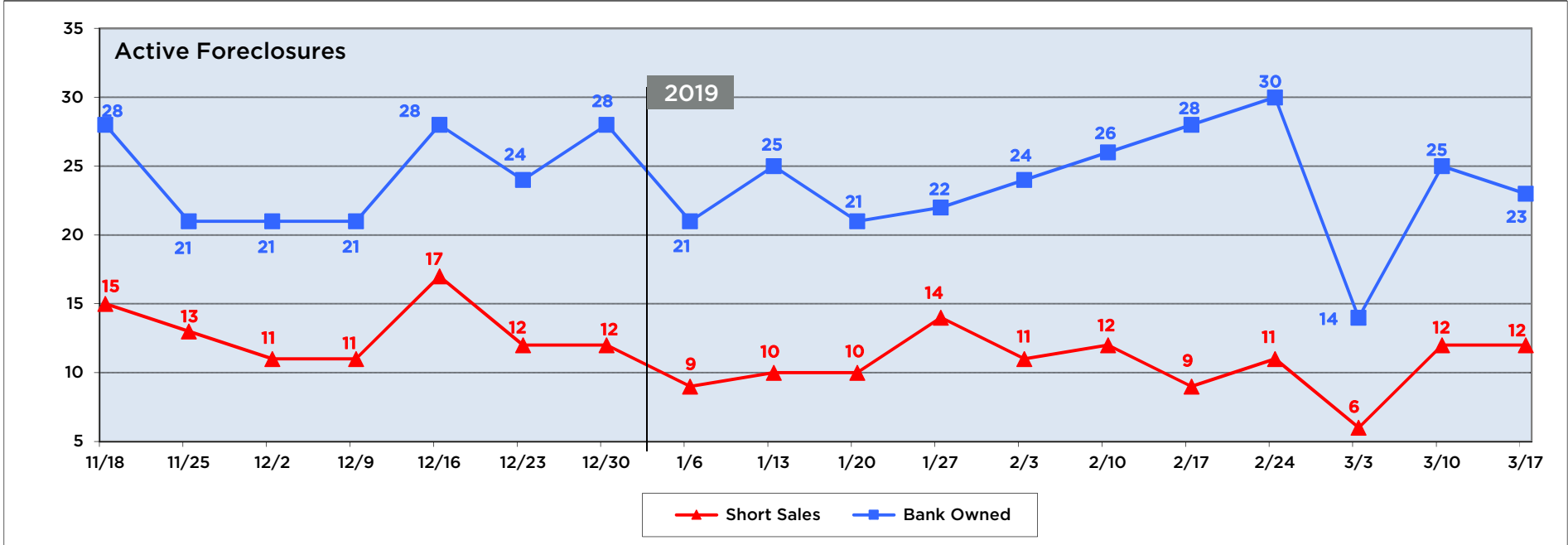
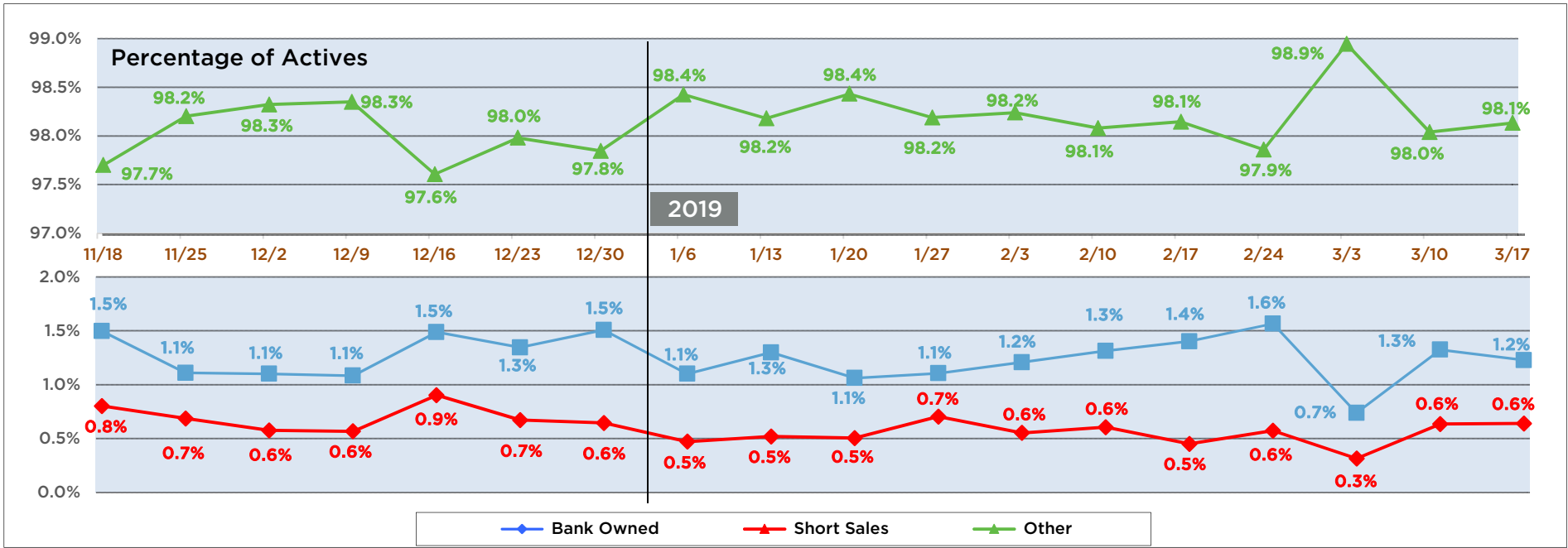


**Condos, Townhomes, Villas**



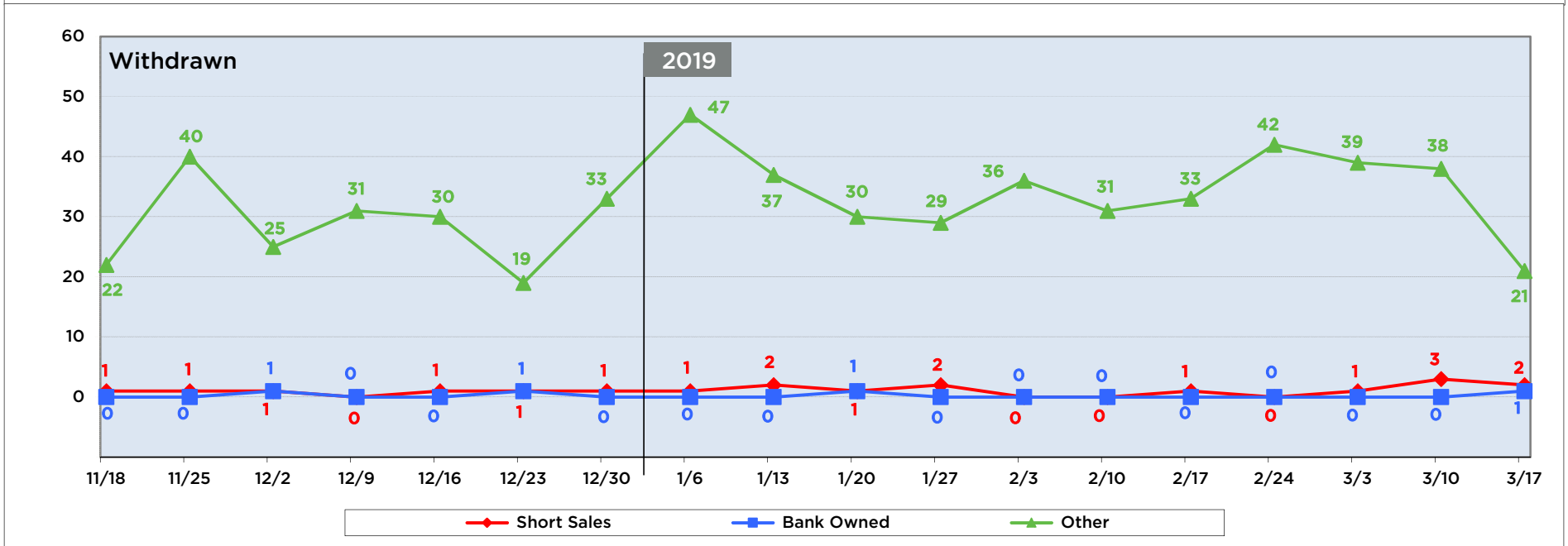
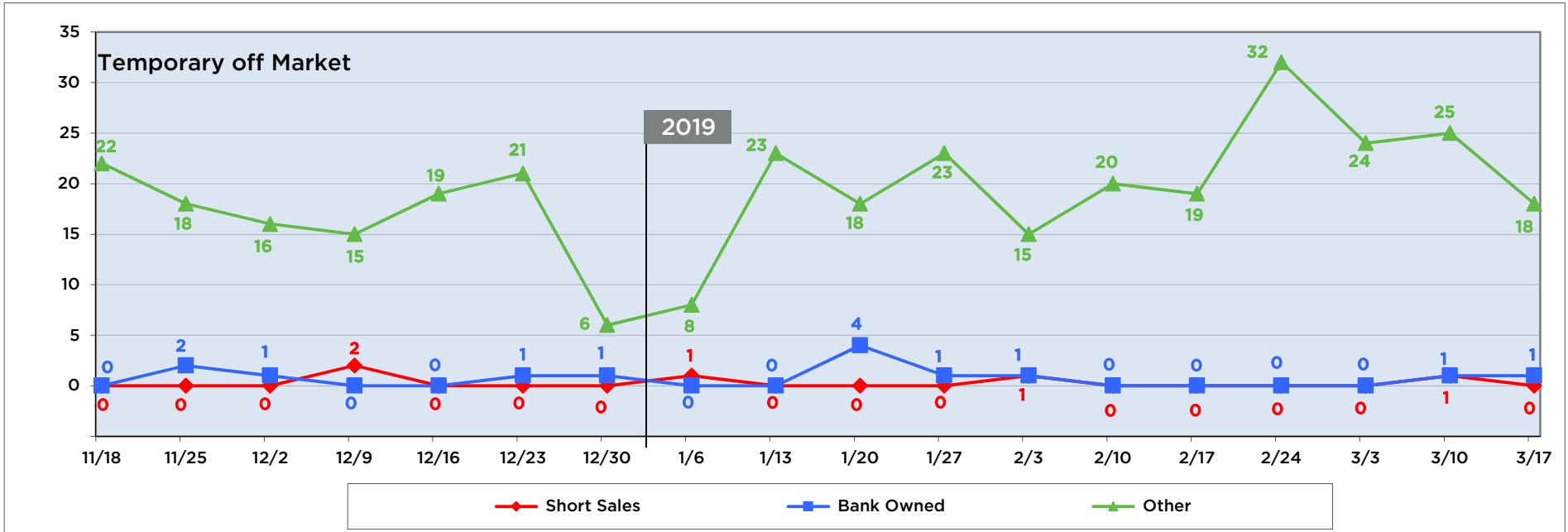


**Condos, Townhomes, Villas**





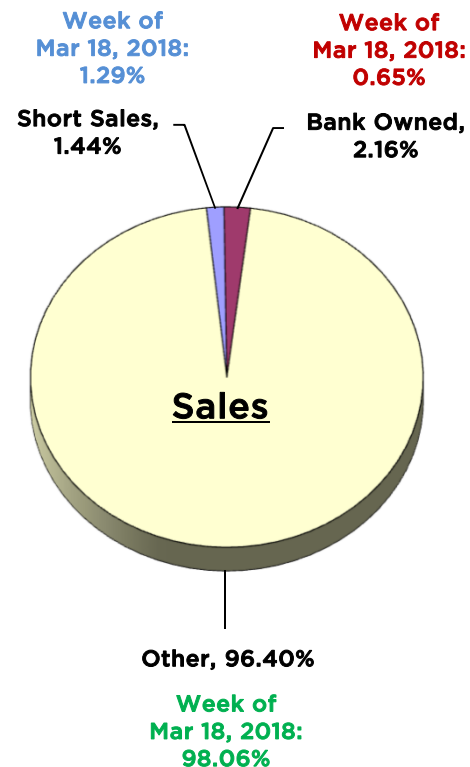
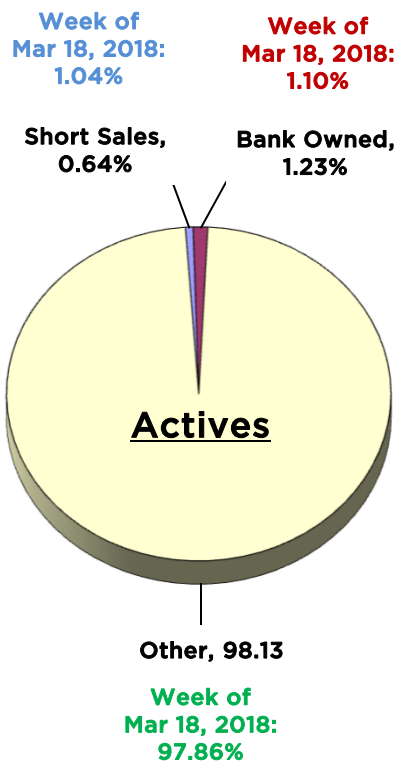
**Condos, Townhomes, Villas**







### Condos, Townhomes, Villas



**Where are the 4 Condos, Townhomes, or Villas available for the Median Price of \$163,000?** (± \$500)

| County / City             | Zip Code | Available | Average List Price | Average Beds | Average Baths | Average SqFt | List \$ per SqFt |
|---------------------------|----------|-----------|--------------------|--------------|---------------|--------------|------------------|
| <b>Seminole County</b>    |          |           |                    |              |               |              |                  |
| Sanford (South)           | 32773    | 1         | \$163,500          | 2.0          | 2.0           | 1,020        | \$160.29         |
| <b>Orange County</b>      |          |           |                    |              |               |              |                  |
| Azalea Park               | 32807    | 1         | \$162,500          | 2.0          | 2.0           | 953          | \$170.51         |
| Williamsburg / Lake Bryan | 32821    | 1         | \$163,000          | 2.0          | 2.0           | 1,060        | \$153.77         |
| <b>Osceola County</b>     |          |           |                    |              |               |              |                  |
| Kissimmee / Celebration   | 34747    | 1         | \$163,000          | 1.0          | 1.0           | 823          | \$198.06         |