

SMITH & ASSOCIATES REAL ESTATE MARKET UPDATE

TAMPA, FL 33607

- **Current Real Estate Market Conditions for Condos & Townhomes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of
May 19, 2014**

- **Presented by Smith & Associates Real Estate**
Smith & Associates Real Estate
info@smithandassociates.com
813.839.3800 | 727.342.3800

This Week

- The median list price in TAMPA, FL this week is \$126,300. The 1061 properties have been on the market for an average of 201 days.

Inventory has been tightening and days-on-market decreasing recently. The Market Action Index has been basically flat, not providing strong indication for market conditions.

Supply and Demand

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

Real-Time Market Profile		Trend
Median List Price	\$ 126,300	↔
Average List Price	\$ 202,112	↔
Asking Price Per Square Foot	\$ 96	↕
Average Days on Market (DoM)	201	↕
Inventory of Properties Listed	1061	↓
Most Expensive Listing	\$ 3,000,000	
Least Expensive Listing	\$ 8,000	
Average Age of Listing	22	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	32 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	1275	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.0	

Value Statistics		
Market Action Index	Buyer's Advantage	28.0 ↔

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key:

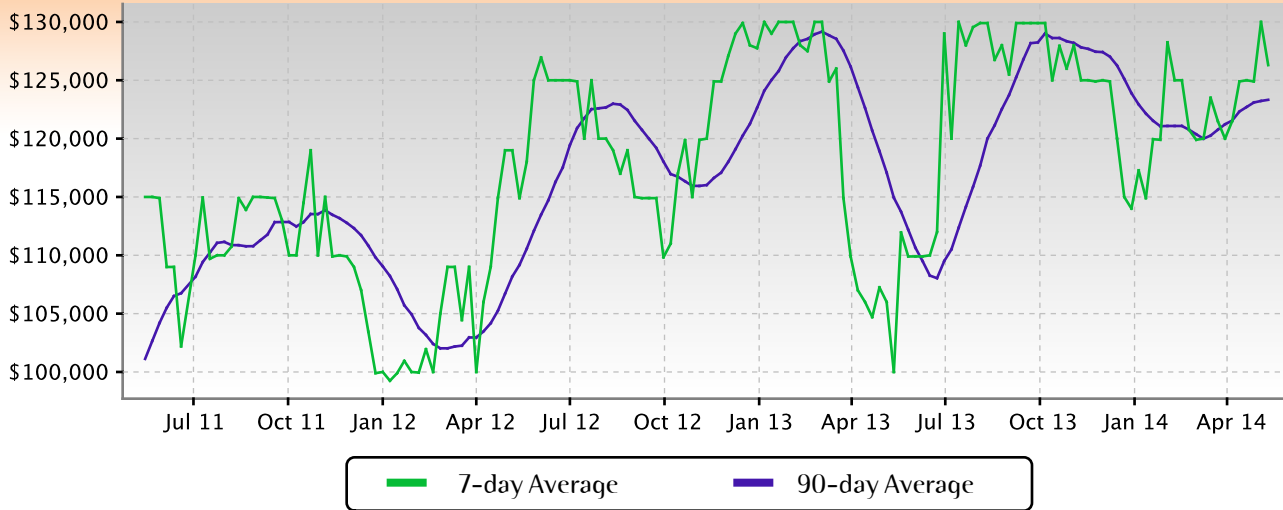
- ↔ No change
- ↑↑ Strong upward trend
- ↑ Slight upward trend
- ↓↓ Strong downward trend
- ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 369,000	1845	3.0	2.5	8	265	9	15	296	Most expensive 25% of properties
Upper/Second	\$ 180,400	1487	2.0	2.5	10	265	23	26	177	Upper-middle 25% of properties
Lower/Third	\$ 90,000	1200	2.0	2.0	19	265	27	27	163	Lower-middle 25% of properties
Bottom/Fourth	\$ 47,000	949	2.0	1.5	31	266	27	28	168	Least expensive 25% of properties

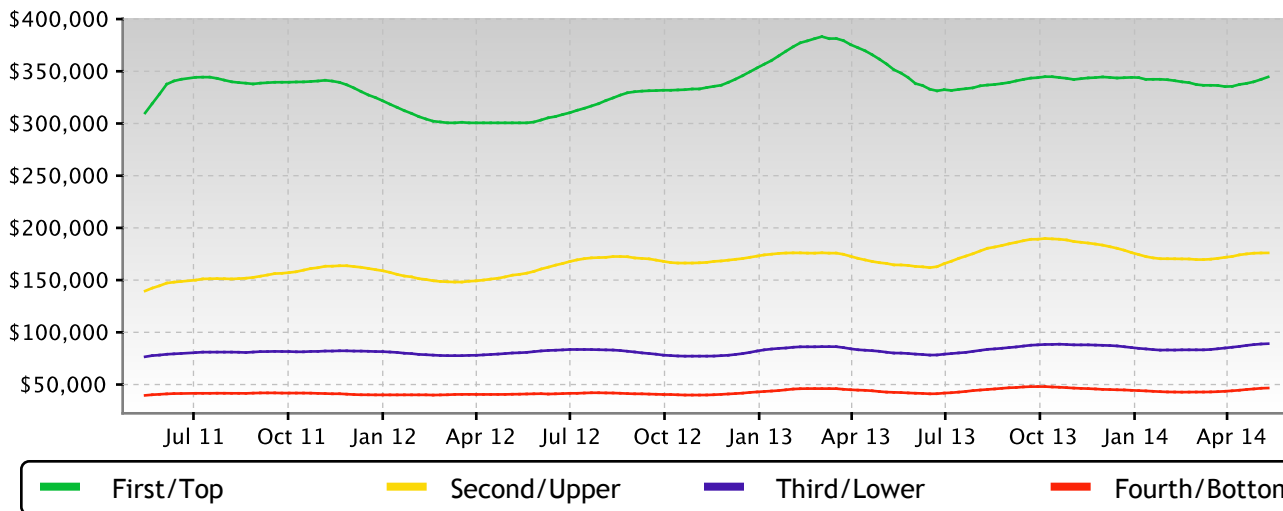
Median Price

The market appears to be hovering around this plateau. This week prices eased down a bit. The Market Action Index is a good leading indicator for the durability of this shift.



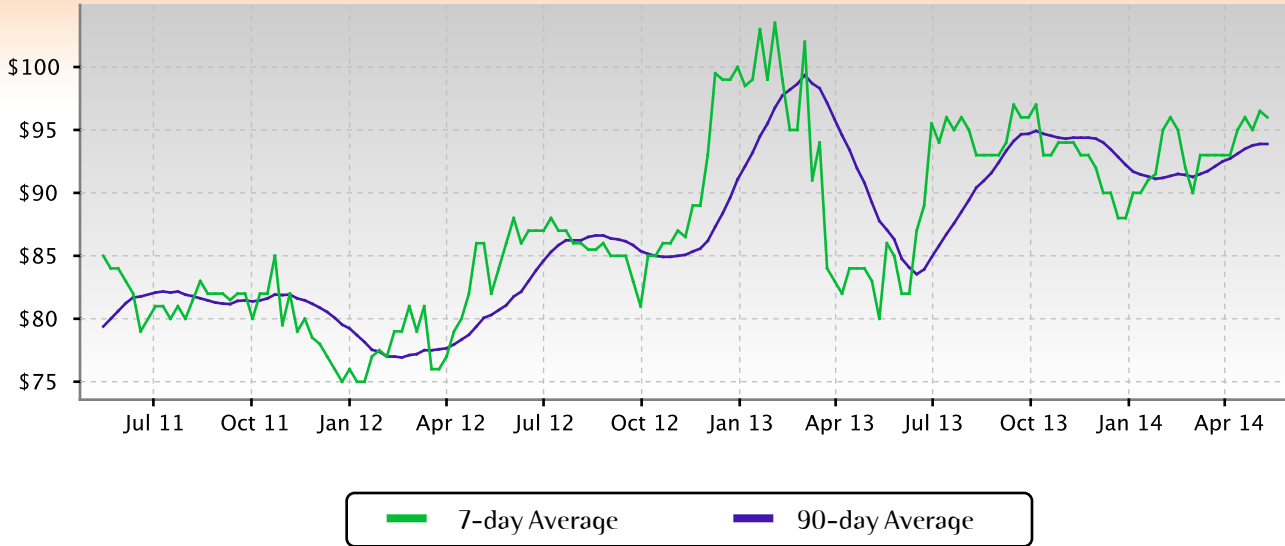
Quartile Prices

Prices in most of the market have stabilized recently. Only Quartile 4 shows any price increases in the last few weeks. Often this condition happens in markets where demand has fallen (for example, due to micro-location variables) but supply is still relatively short. Buyers are focusing on the lowest price homes in the area.



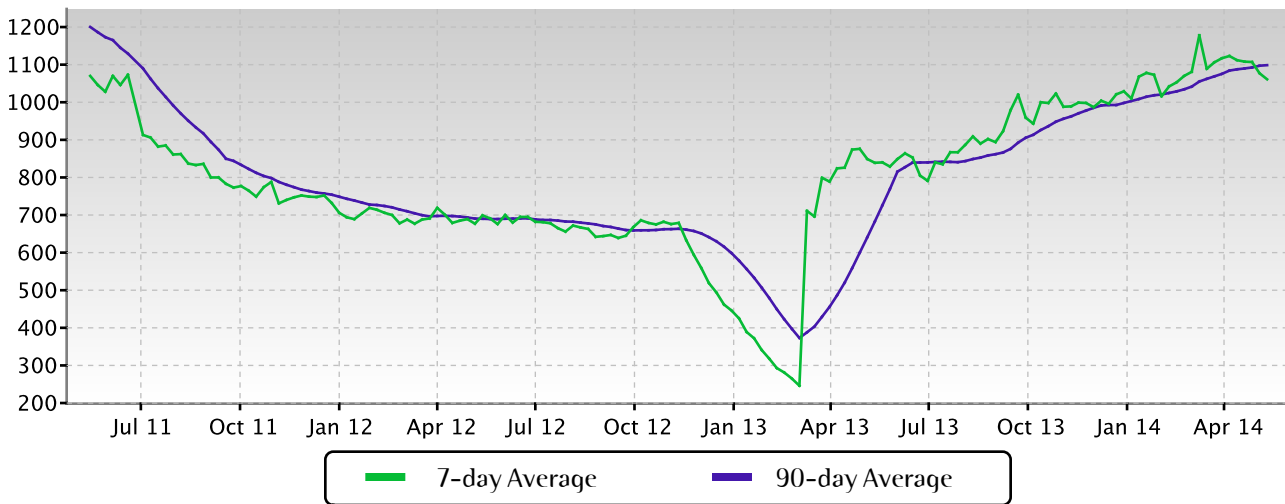
Price per Square Foot

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



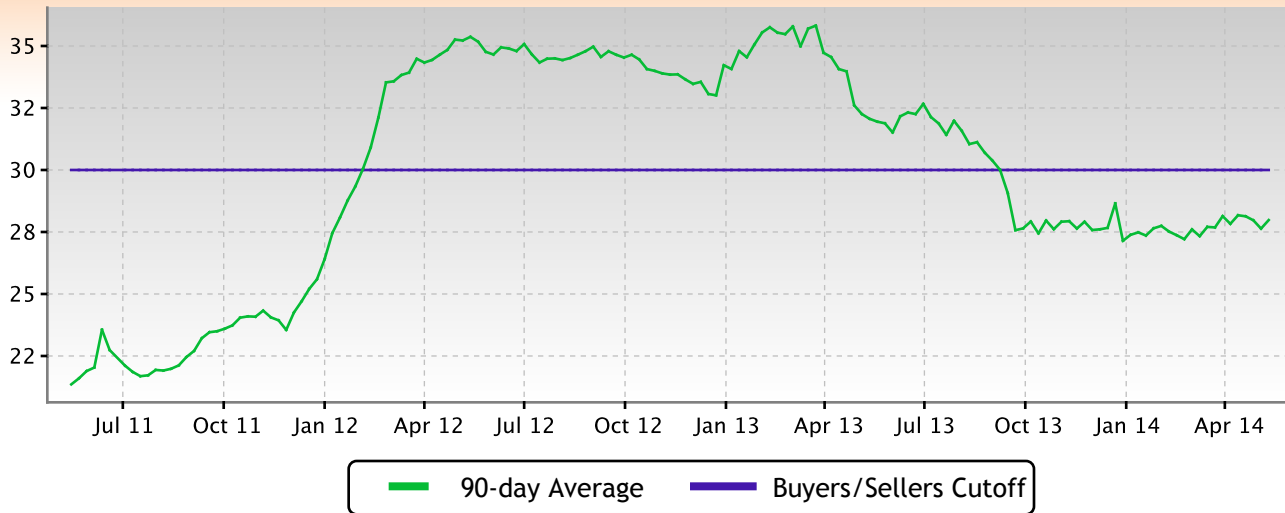
Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



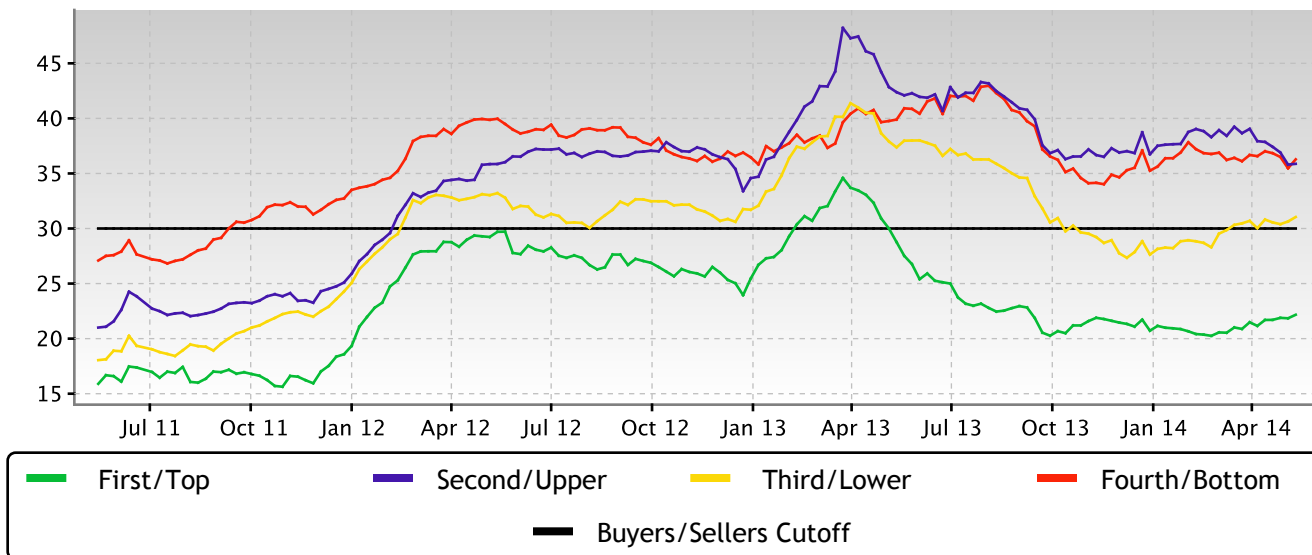
Market Action Index

The TAMPA market is currently in the Buyer's Advantage zone (below 30), though not strongly so. The 90-day Market Action Index stands this week at 27.98 so buyers should expect to find reasonable levels of selection.



Market Action Index per Quartile

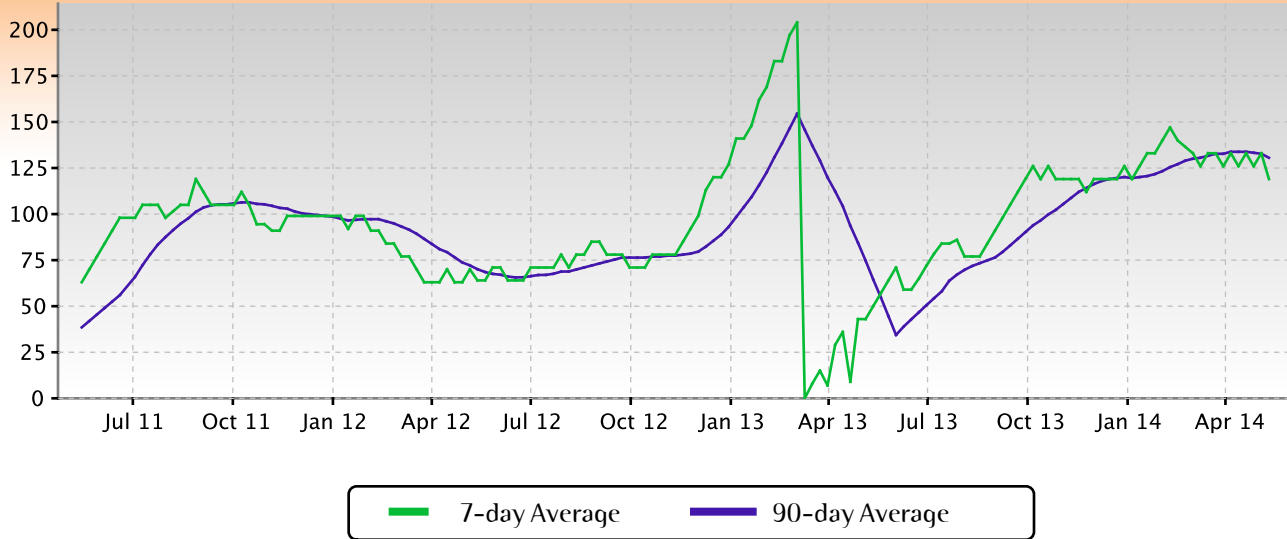
Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

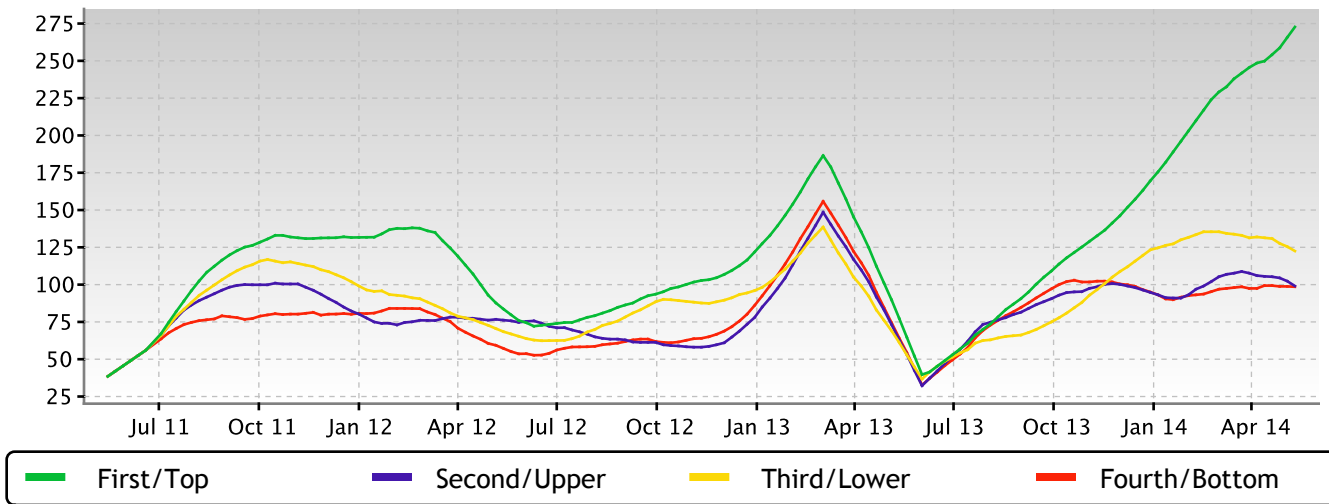
Days on Market

The properties have been on the market for an average of 201 days. Half of the listings have come newly on the market in the past 119 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



This Week

- The median list price in TAMPA, FL 33607 this week is \$106,450. The 14 properties have been on the market for an average of 174 days.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

Supply and Demand

- The Market Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.

Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 106,450	↔
Average List Price	\$ 97,999	
Asking Price Per Square Foot	\$ 105	↓↓
Average Days on Market (DoM)	174	↓↓
Inventory of Properties Listed	14	↓
Most Expensive Listing	\$ 129,900	
Least Expensive Listing	\$ 50,000	
Average Age of Listing	42	
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	43 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	1080	
Median Number of Bedrooms	1.0	
Median Number of Bathrooms	1.0	

Value Statistics

Market Action Index Strong Buyer's 21.9 ↓↓

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

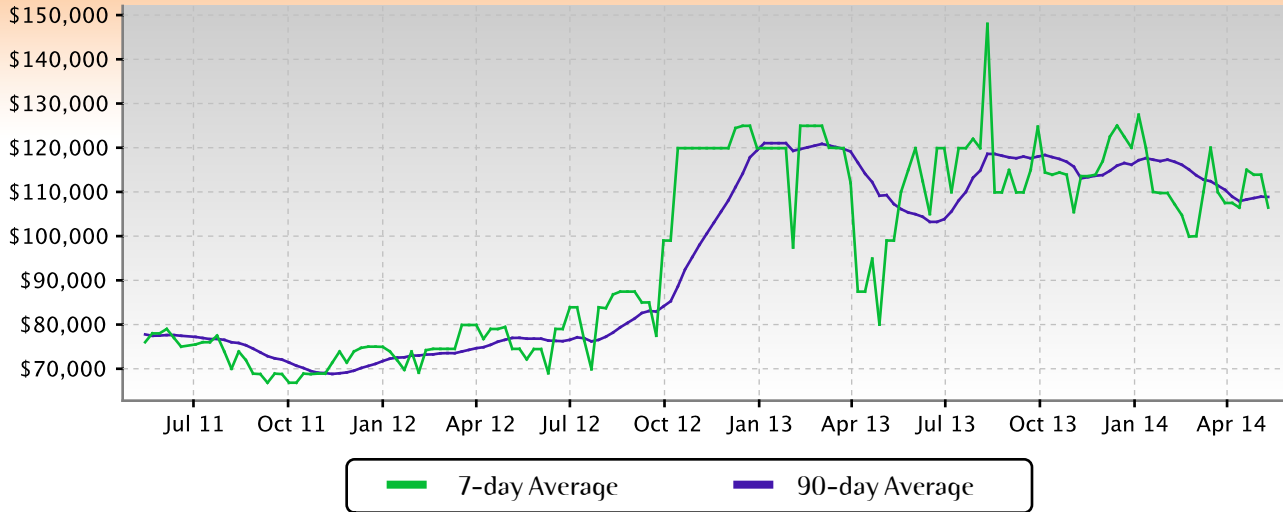
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 124,900	1080	2.0	2.0	17	3	0	1	142	Most expensive 25% of properties
Upper/Second	\$ 115,000	1080	2.0	2.0	13	3	0	1	243	Upper-middle 25% of properties
Lower/Third	\$ 94,950	1022	1.0	1.0	60	4	0	0	172	Lower-middle 25% of properties
Bottom/Fourth	\$ 65,000	1142	1.0	1.0	48	4	0	1	149	Least expensive 25% of properties

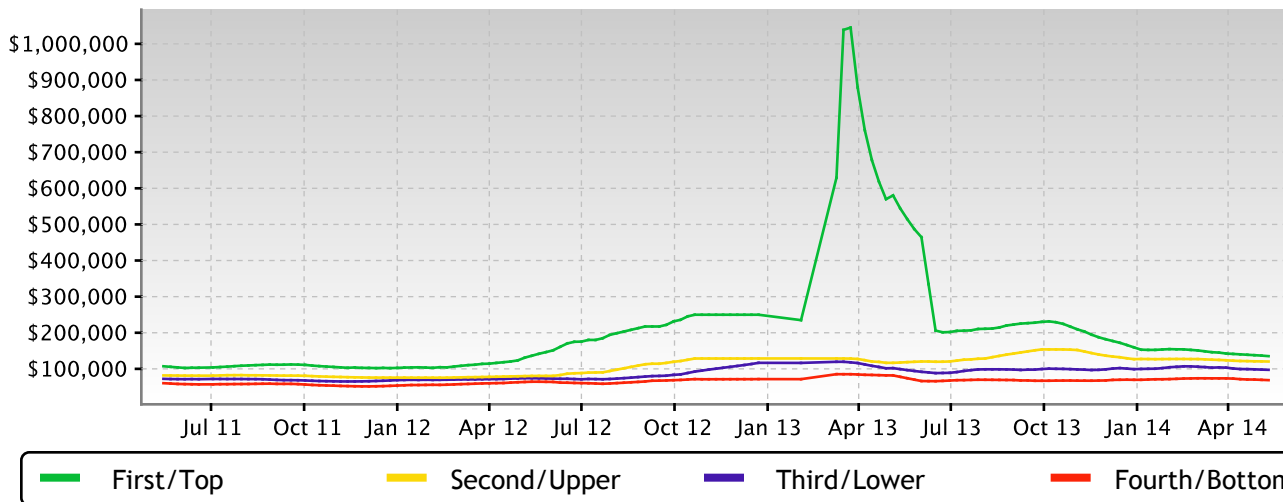
Median Price

We continue to see prices in this zip code at a plateau even though prices dipped this week. Look for a persistent change in the Market Action Index (up or down) before we see prices significantly deviate from these levels.



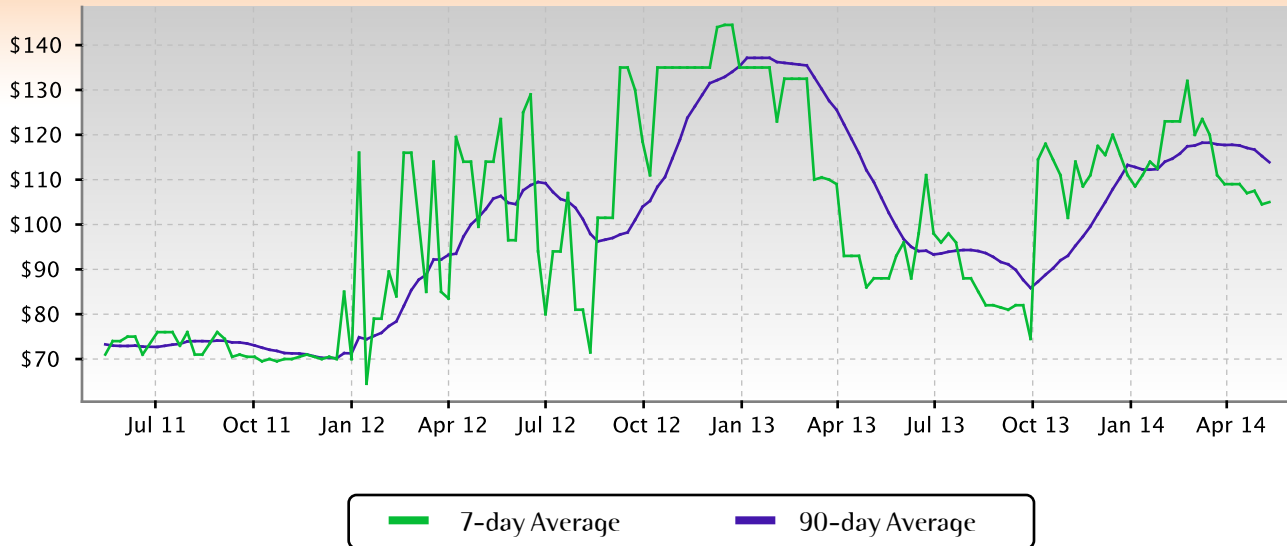
Quartile Prices

In the quartile market segments, we see prices in this zip code have not established strong directional correlation across the quartiles. Quartiles 1 and 4 have been in price decline in recent weeks, with Quartiles 2 and 3 remaining basically flat. Look to the Market Action Index as a leading indicator of the bottom of the market.



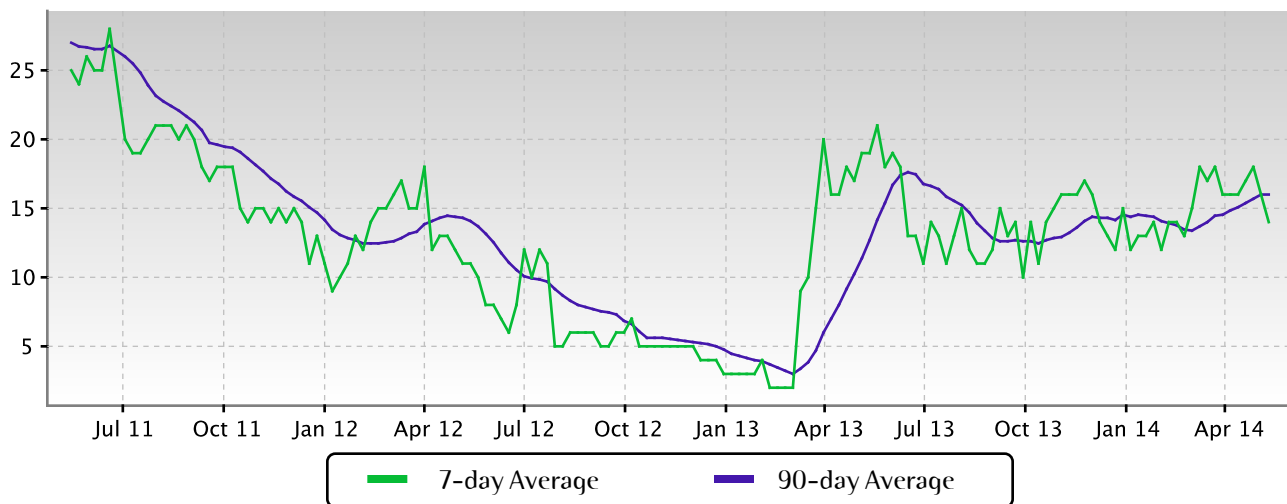
Price per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers are tending to get more home for their money.



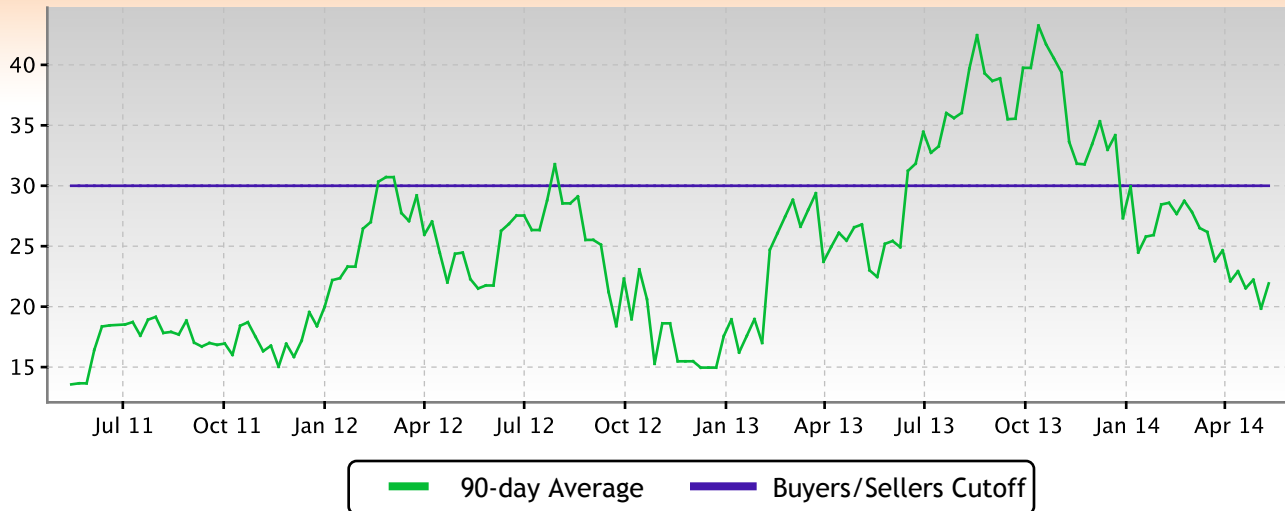
Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



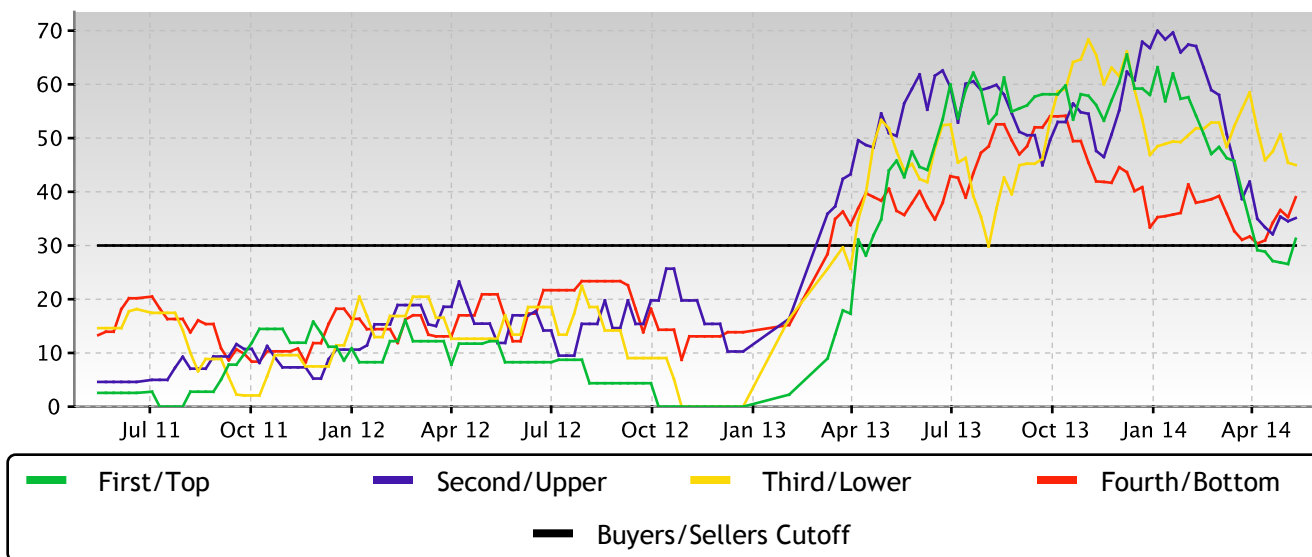
Market Action Index

The TAMPA, 33607 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 21.92. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

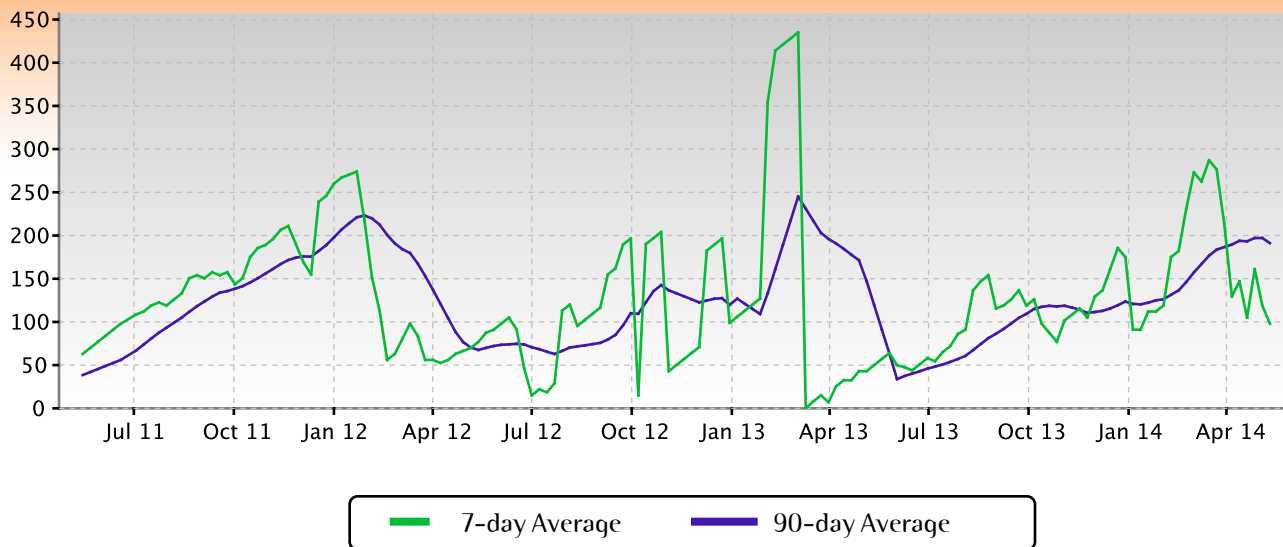
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

Days on Market

The properties have been on the market for an average of 174 days. Half of the listings have come newly on the market in the past 98 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

