

SMITH & ASSOCIATES REAL ESTATE MARKET UPDATE

TAMPA, FL 33609

- **Current Real Estate Market Conditions for Single Family Homes**
- **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**
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This Week

- The median list price in TAMPA, FL this week is \$221,900. The 2671 properties have been on the market for an average of 131 days.

The Market Action Index has been climbing lately while days-on-market are trending down, these point to a positive near-term outlook for the market.

Supply and Demand

- The market has not shown strong directional trends in terms of supply and demand. However, inventory is sufficiently low to keep us in the Seller's Market zone and prices have been moving upward as evidence.

Real-Time Market Profile

		Trend
Median List Price	\$ 221,900	↑↑
Average List Price	\$ 357,219	
Asking Price Per Square Foot	\$ 114	↔
Average Days on Market (DoM)	131	↓↓
Inventory of Properties Listed	2671	↔
Most Expensive Listing	\$ 8,500,000	
Least Expensive Listing	\$ 9,900	
Average Age of Listing	38	
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	1862	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	

Value Statistics

Market Action Index	Seller's Advantage	35.6	↔
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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.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 650,000	3462	0.25 - 0.50 acre	4.0	3.5	16	667	59	57	138
Upper/Second	\$ 289,900	2238	8,001 - 10,000 sqft	4.0	2.5	19	668	72	64	111
Lower/Third	\$ 160,500	1564	6,501 - 8,000 sqft	3.0	2.0	41	668	72	79	122
Bottom/Fourth	\$ 69,000	1151	6,501 - 8,000 sqft	3.0	1.0	56	668	73	99	153

Most expensive 25% of properties

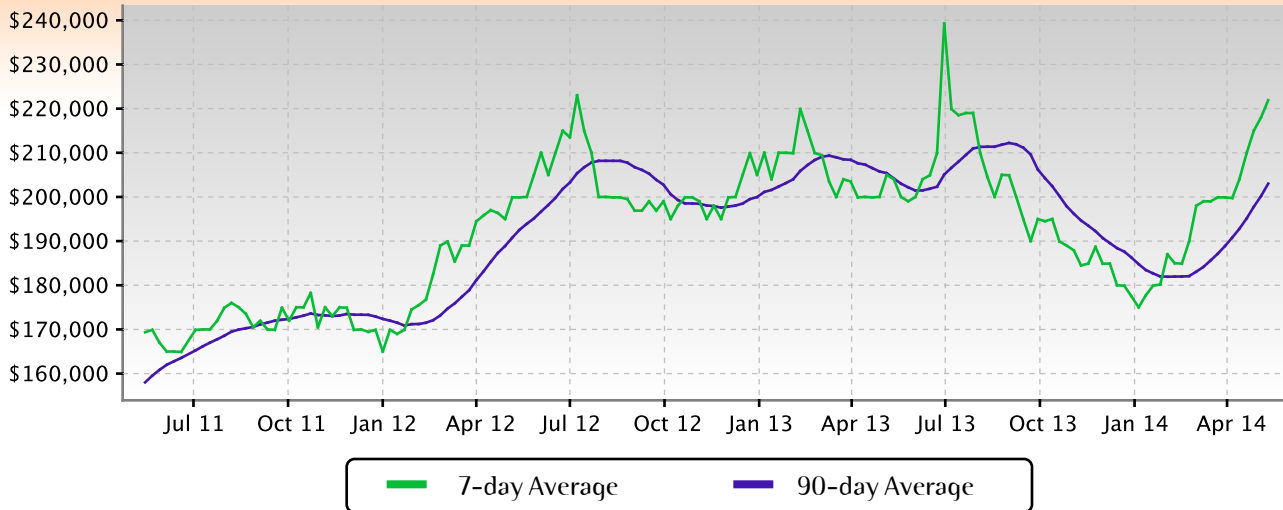
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

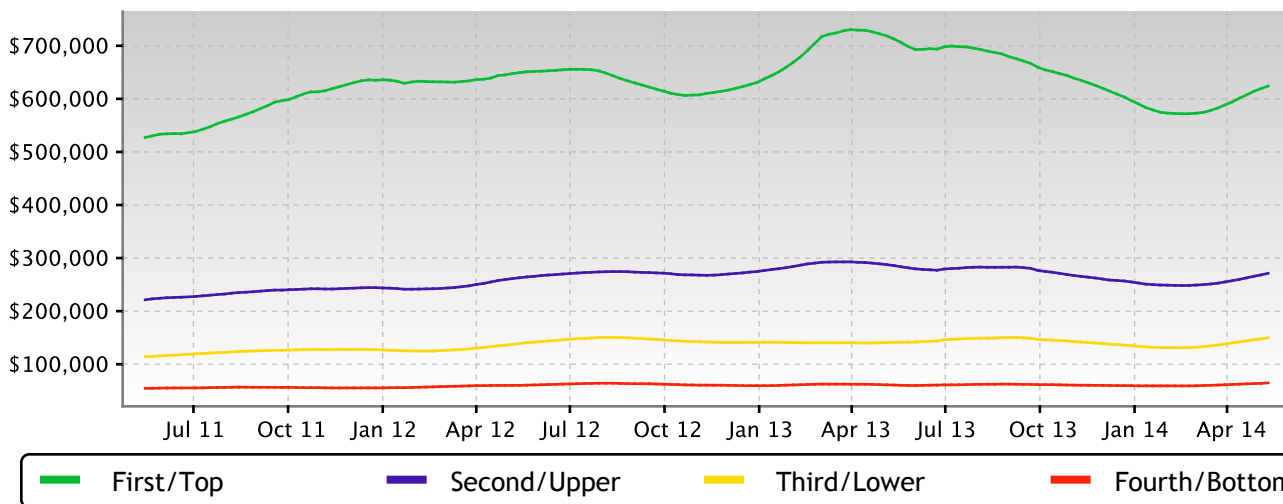
Median Price

Prices hit another all time high this week. Given current conditions, prices continue to march higher. A persistent drop of the Market Action Index into the Buyer's zone will be a leading indicator of the price strength subsiding.



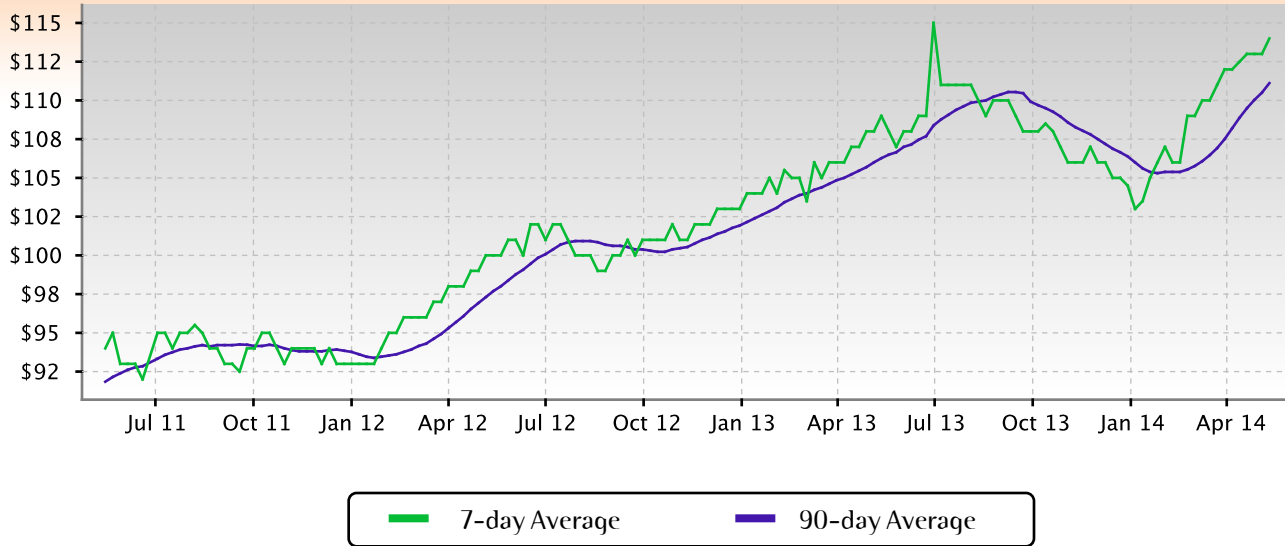
Quartile Prices

Not surprisingly, given the condition of the overall market, all quartiles have shown price strength in recent weeks. All have been increasing in price lately.



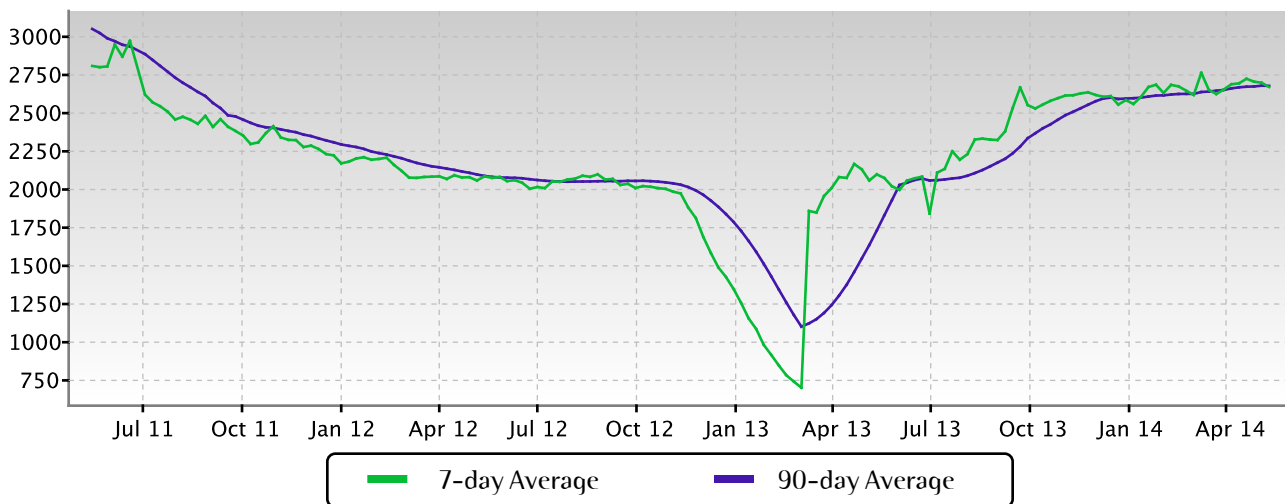
Price per Square Foot

In a market where prices are rising fairly consistently, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



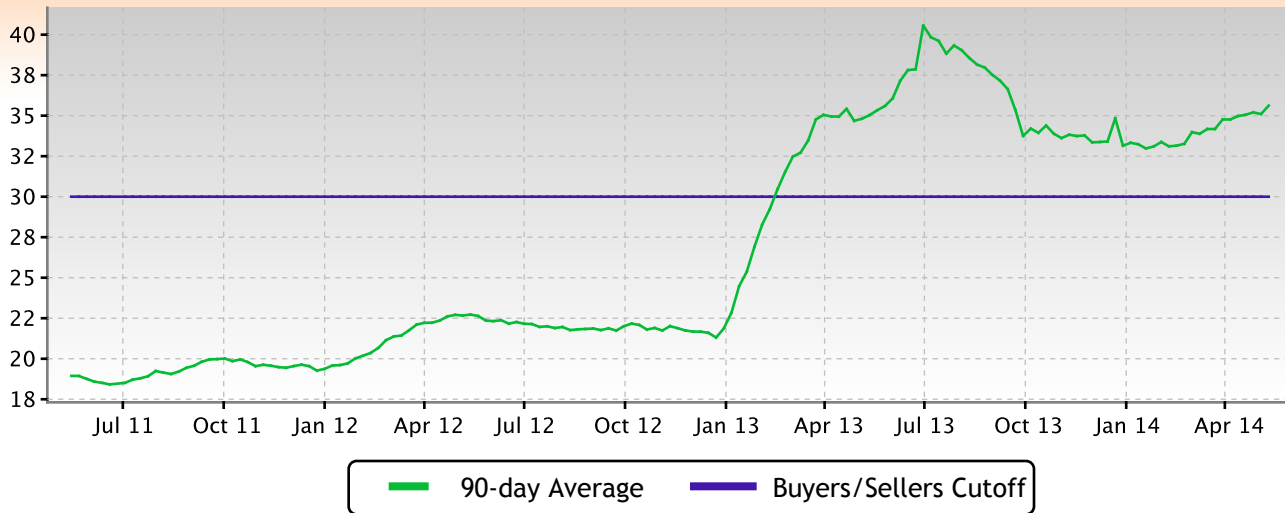
Inventory of Properties Listed for Sale

Inventory has been relatively steady around these levels in recent weeks.



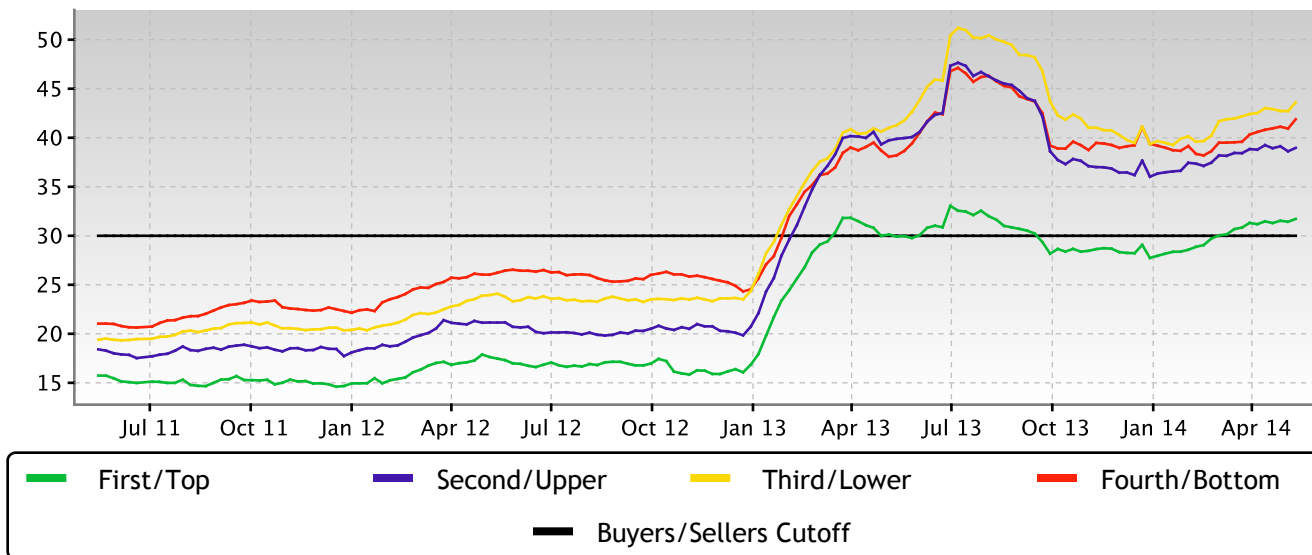
Market Action Index

The TAMPA market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 35.63 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

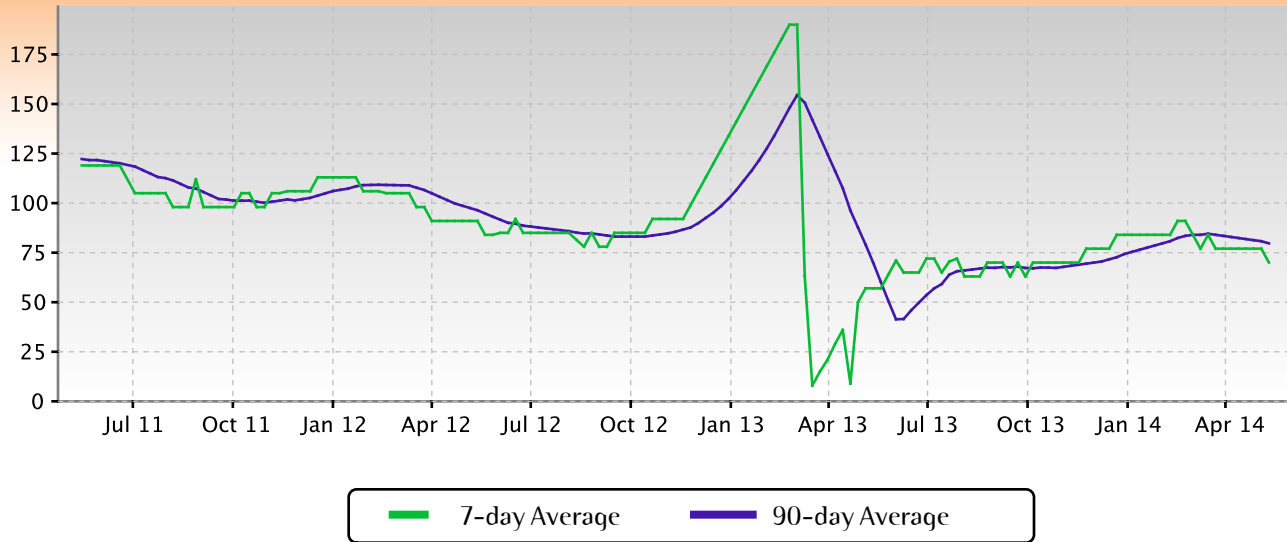
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

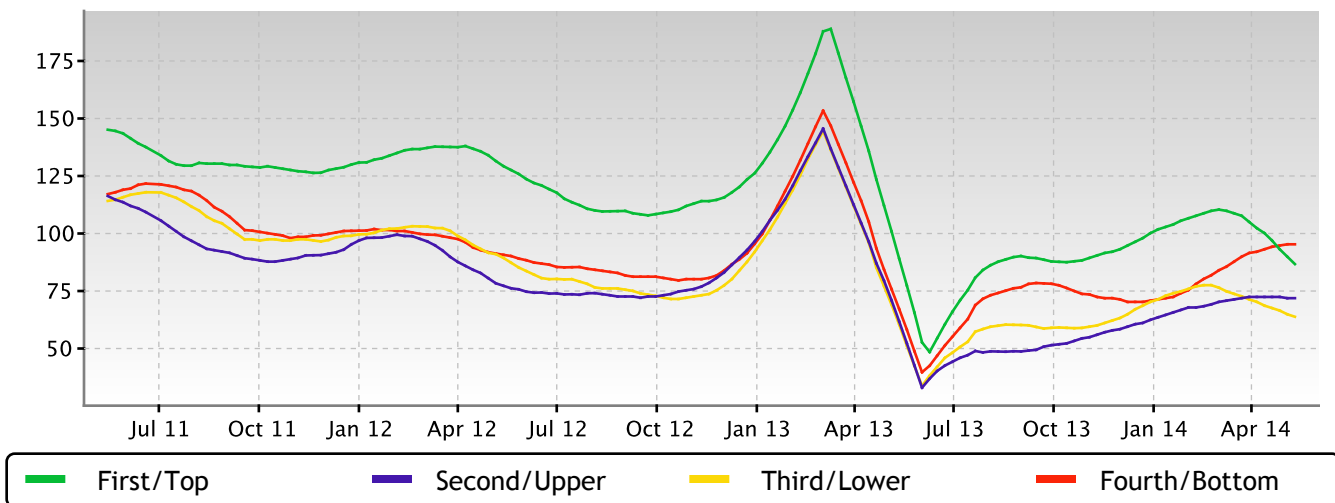
Days on Market

The properties have been on the market for an average of 131 days. Half of the listings have come newly on the market in the past 70 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 33609 this week is \$619,000. The 85 properties have been on the market for an average of 139 days.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 619,000	↔
Average List Price	\$ 723,645	
Asking Price Per Square Foot	\$ 226	↔
Average Days on Market (DoM)	139	↓
Inventory of Properties Listed	85	↑↑
Most Expensive Listing	\$ 2,400,000	
Least Expensive Listing	\$ 97,500	
Average Age of Listing	44	
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	8 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2644	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Value Statistics

Market Action Index	Seller's Advantage	30.7	↔
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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	↓↓	Strong downward trend
		↑	Slight upward trend	↓	Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 1,300,000	4396	0.25 - 0.50 acre	5.0	4.0	14	21	1	2	187
Upper/Second	\$ 850,000	3610	8,001 - 10,000 sqft	5.0	3.5	51	21	5	2	86
Lower/Third	\$ 425,000	2068	8,001 - 10,000 sqft	3.0	2.0	56	21	4	3	71
Bottom/Fourth	\$ 218,950	1108	6,501 - 8,000 sqft	2.0	1.0	60	22	1	1	209

Most expensive 25% of properties

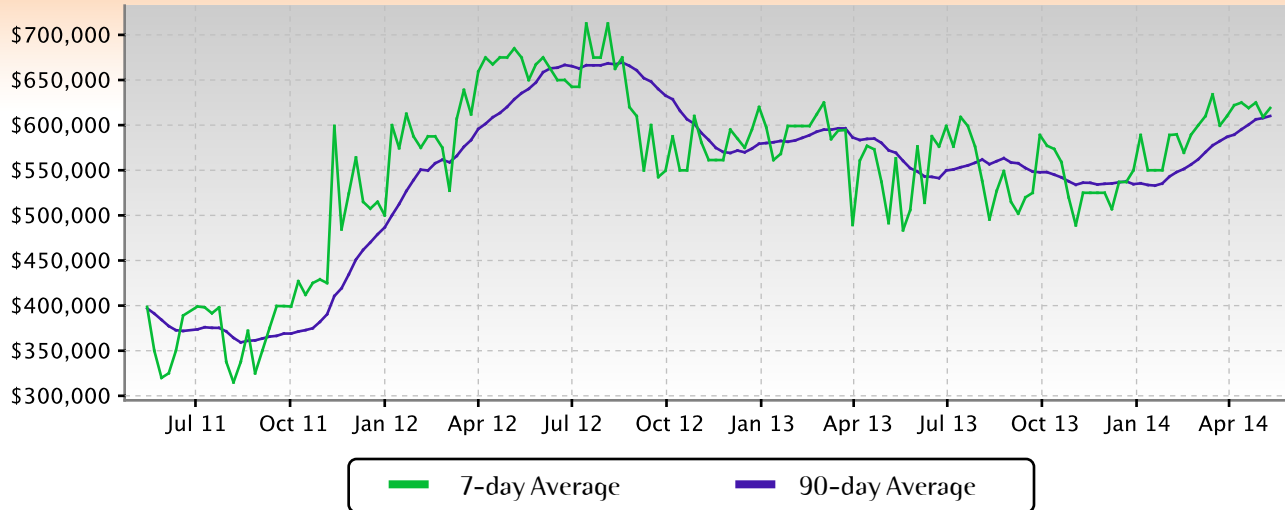
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

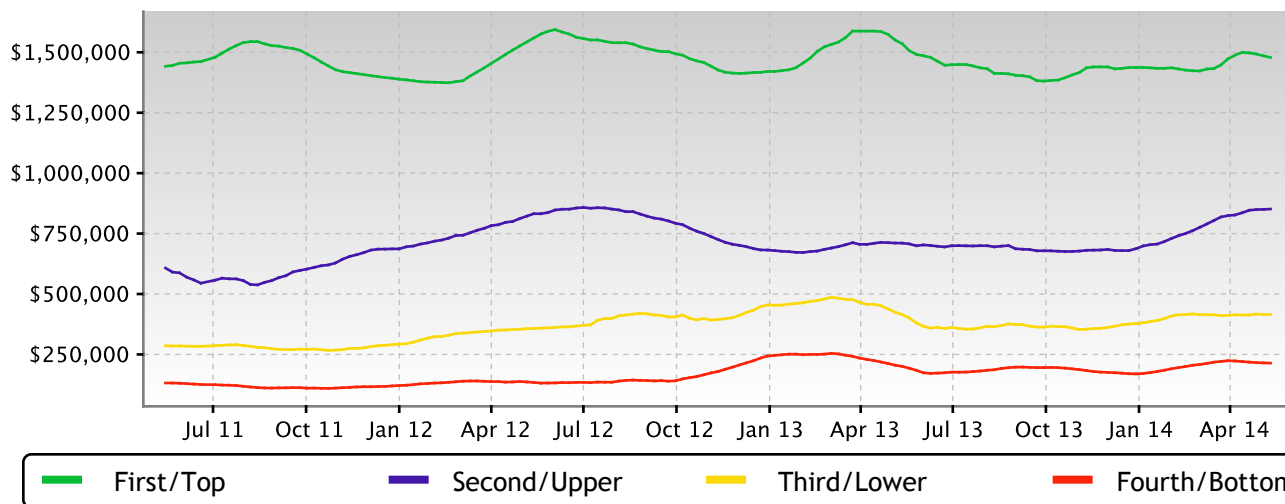
Median Price

While the median price in this zip code hasn't moved much in the last few weeks, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.



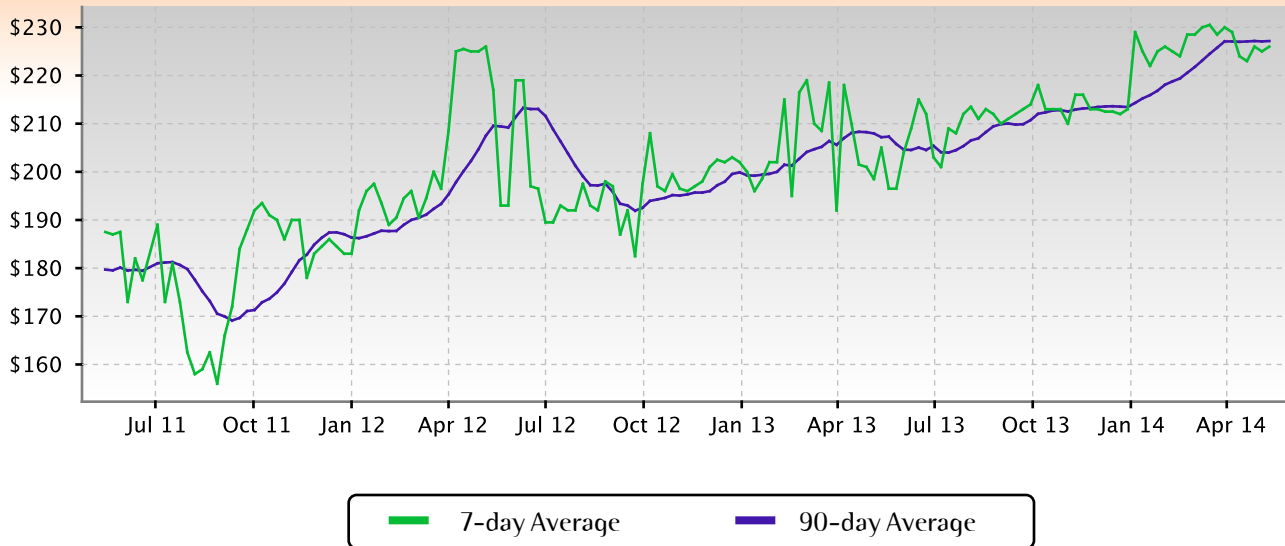
Quartile Prices

In the quartile market segments, we see prices in this zip code have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



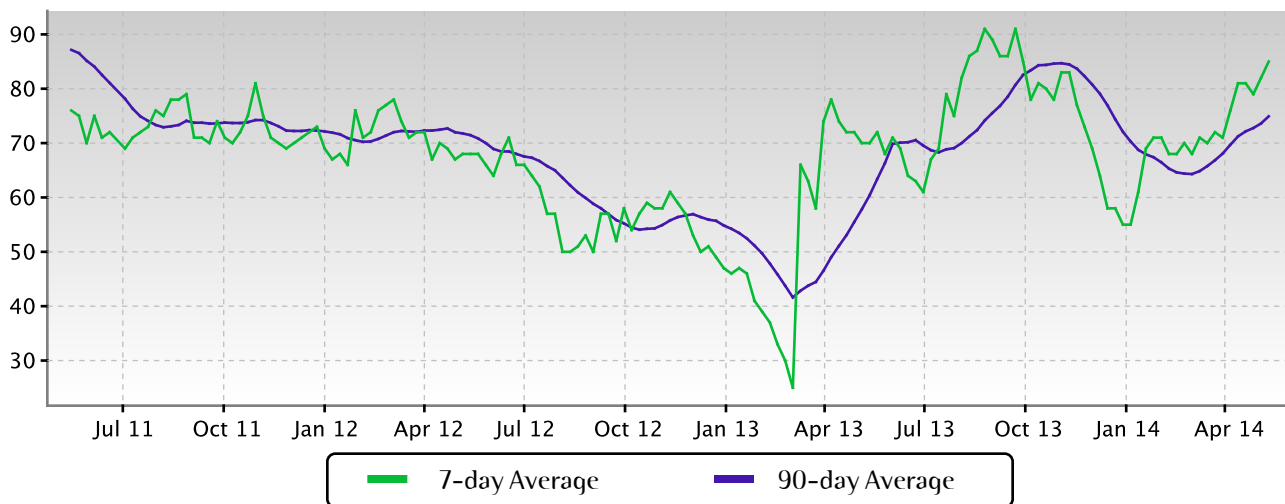
Price per Square Foot

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.



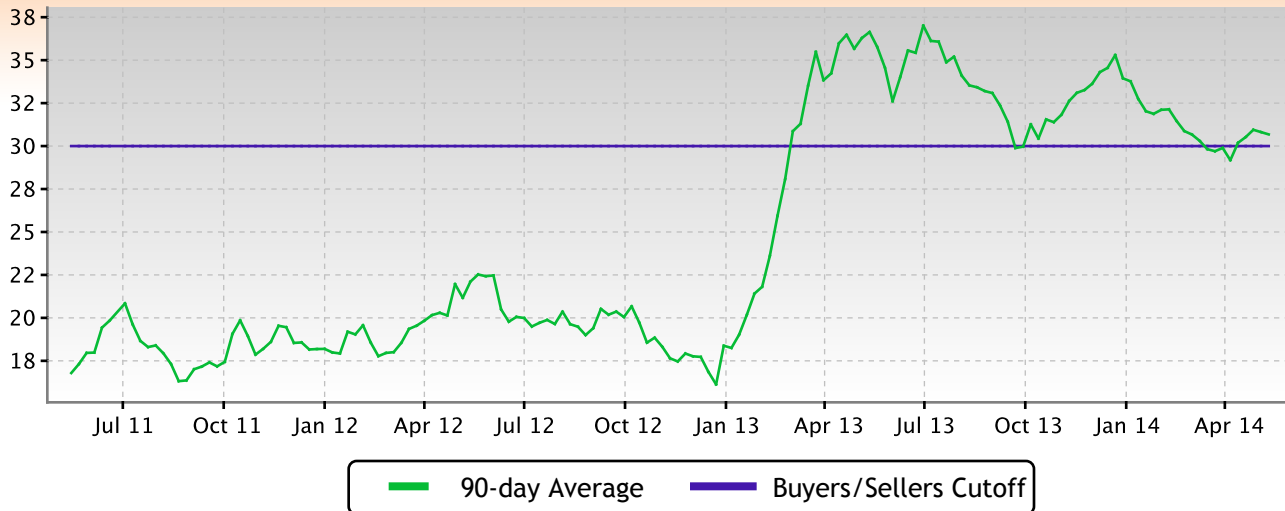
Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



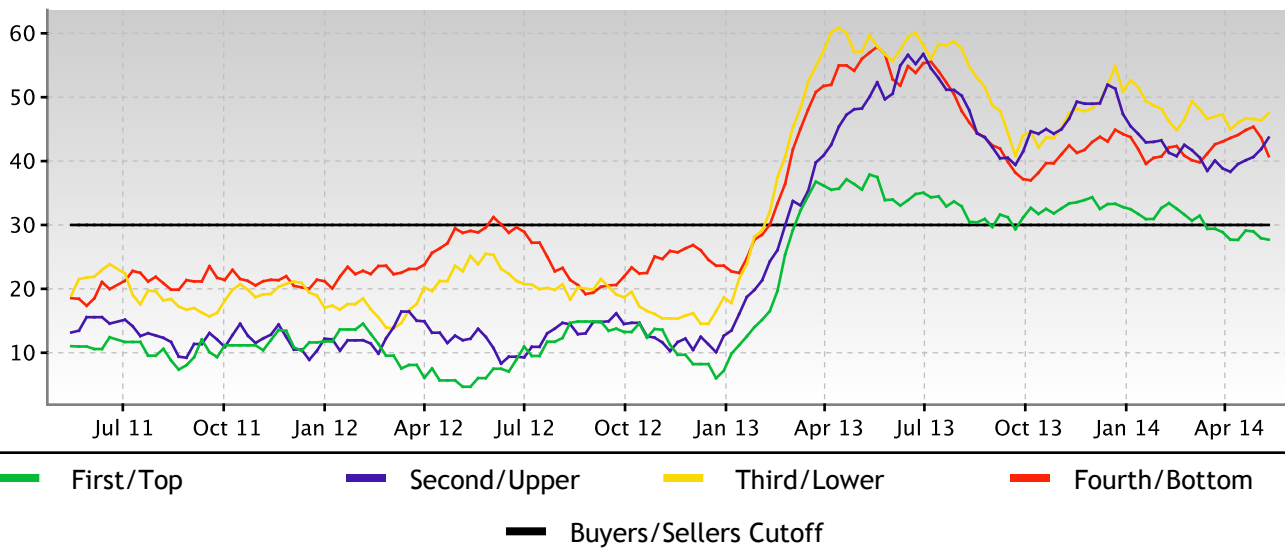
Market Action Index

The TAMPA, 33609 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 30.68 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

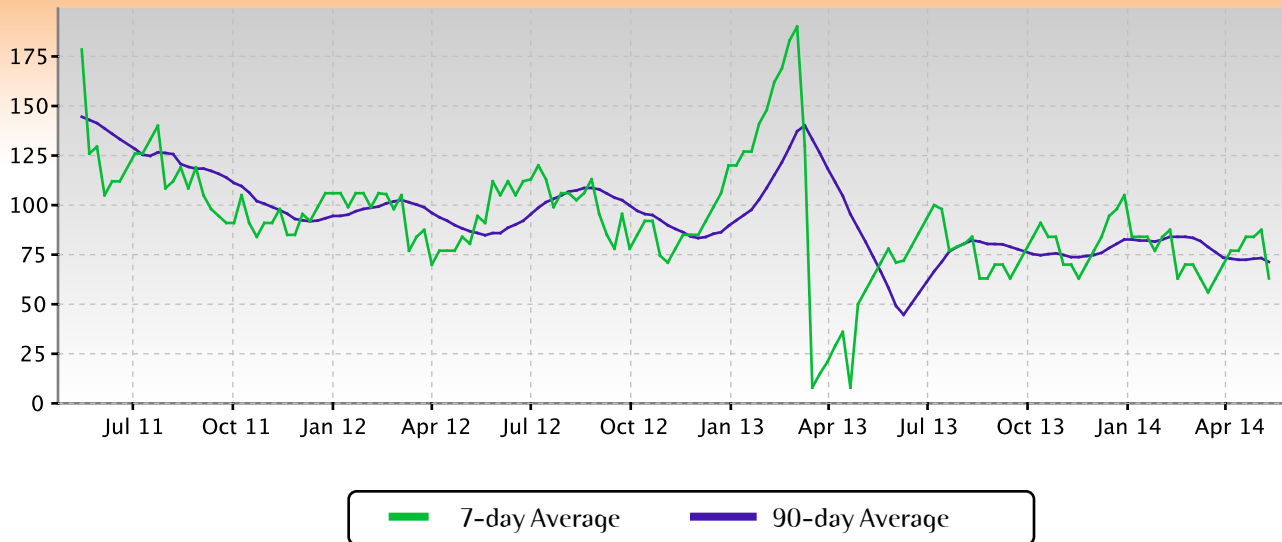
Three of the four quartiles of this zip code are in the Seller's Market zone with relatively low amounts of inventory given the current levels of demand. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



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 139 days. Half of the listings have come newly on the market in the past 63 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.

