

SMITH & ASSOCIATES REAL ESTATE MARKET UPDATE

TAMPA, FL 33611

- **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**
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 \$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 ↔

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:

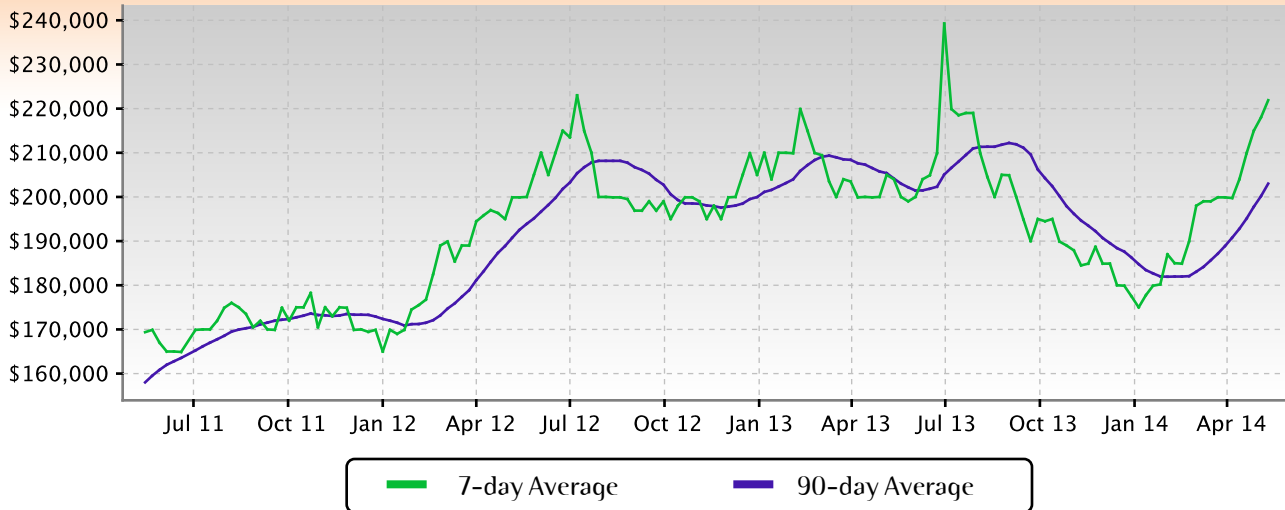
↔	No change	↑↑	Strong upward trend	↓↓	Strong downward trend
↑	Slight upward trend	↓	Slight downward trend		

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 650,000	3462	0.25 - 0.50 acre	4.0	3.5	16	667	59	57	138	Most expensive 25% of properties
Upper/Second	\$ 289,900	2238	8,001 - 10,000 sqft	4.0	2.5	19	668	72	64	111	Upper-middle 25% of properties
Lower/Third	\$ 160,500	1564	6,501 - 8,000 sqft	3.0	2.0	41	668	72	79	122	Lower-middle 25% of properties
Bottom/Fourth	\$ 69,000	1151	6,501 - 8,000 sqft	3.0	1.0	56	668	73	99	153	Least expensive 25% of properties

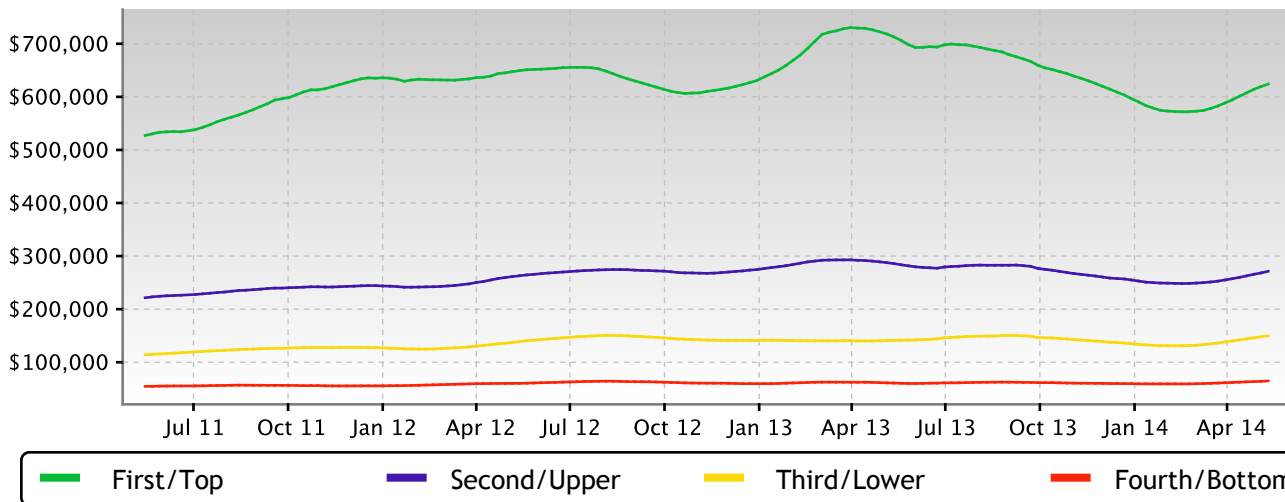
Median Price

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.



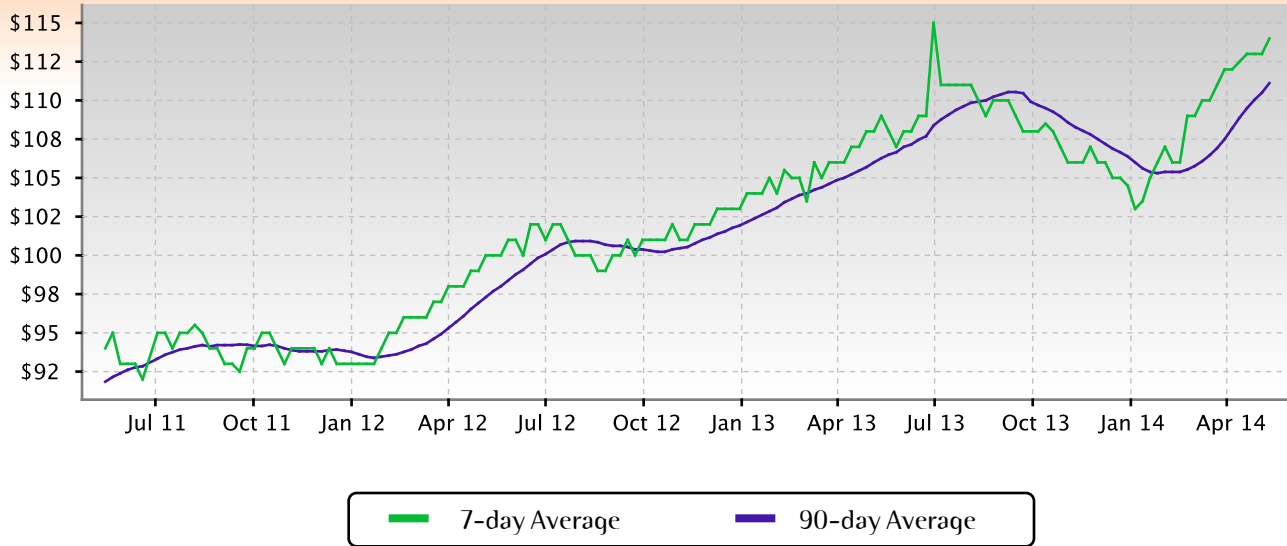
Quartile Prices

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.



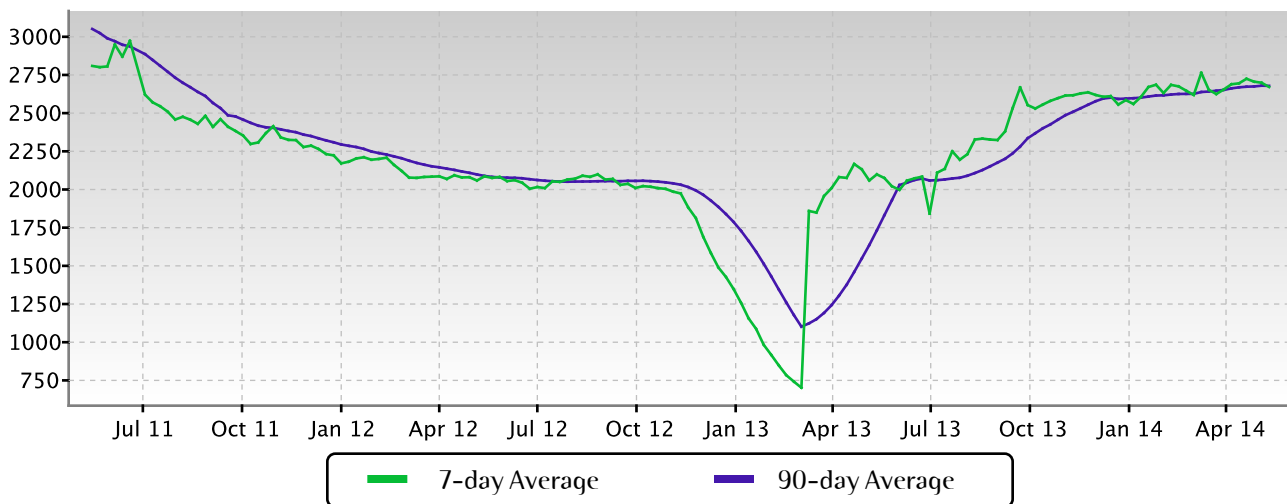
Price per Square Foot

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.



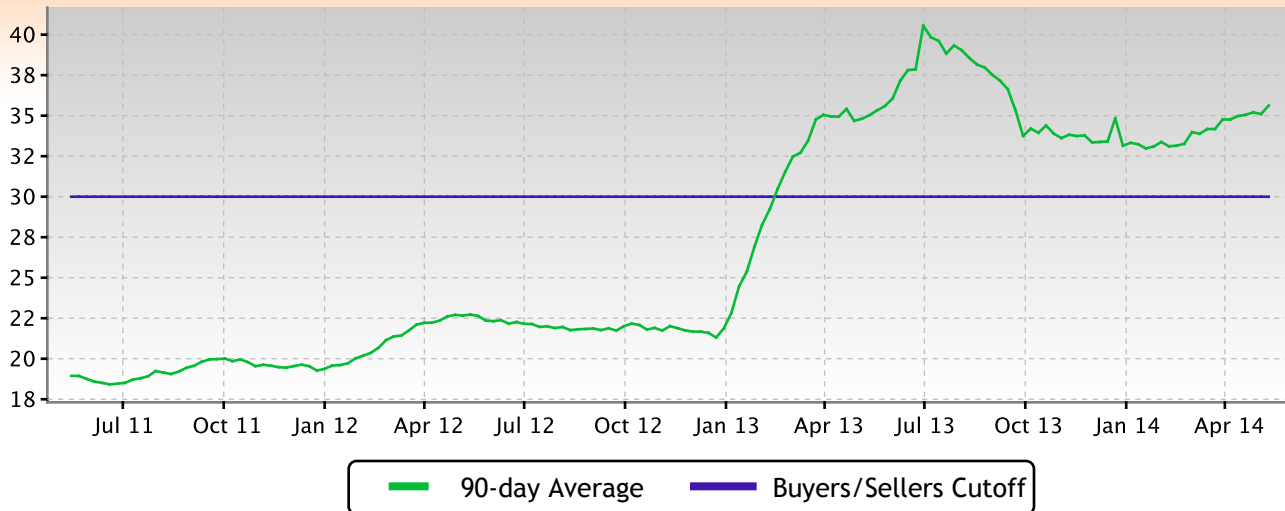
Inventory of Properties Listed for Sale

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



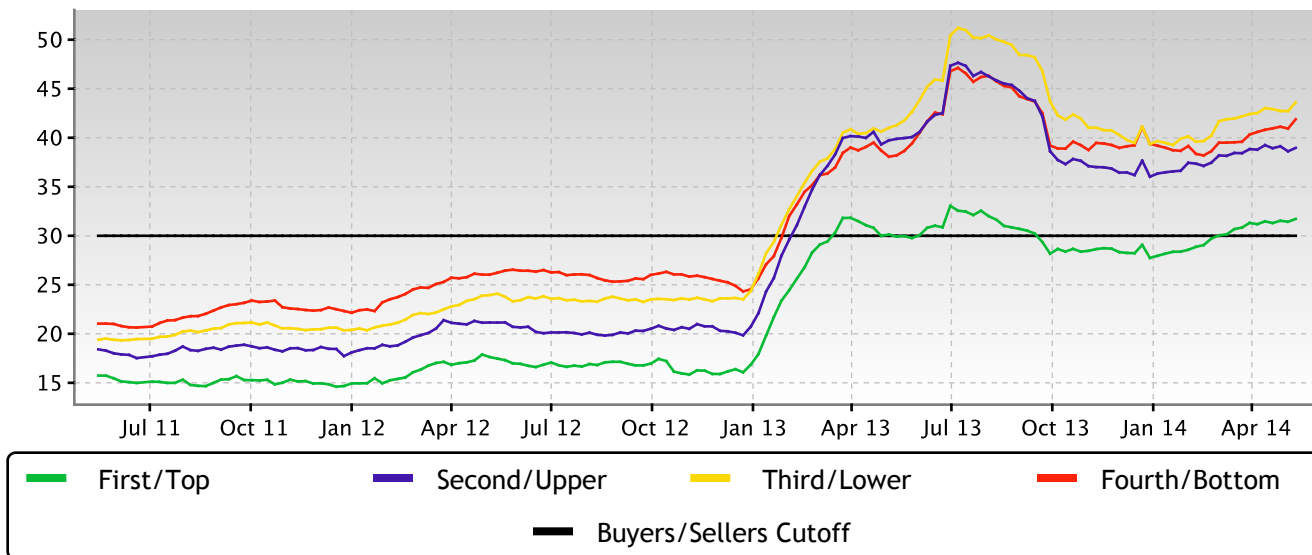
Market Action Index

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

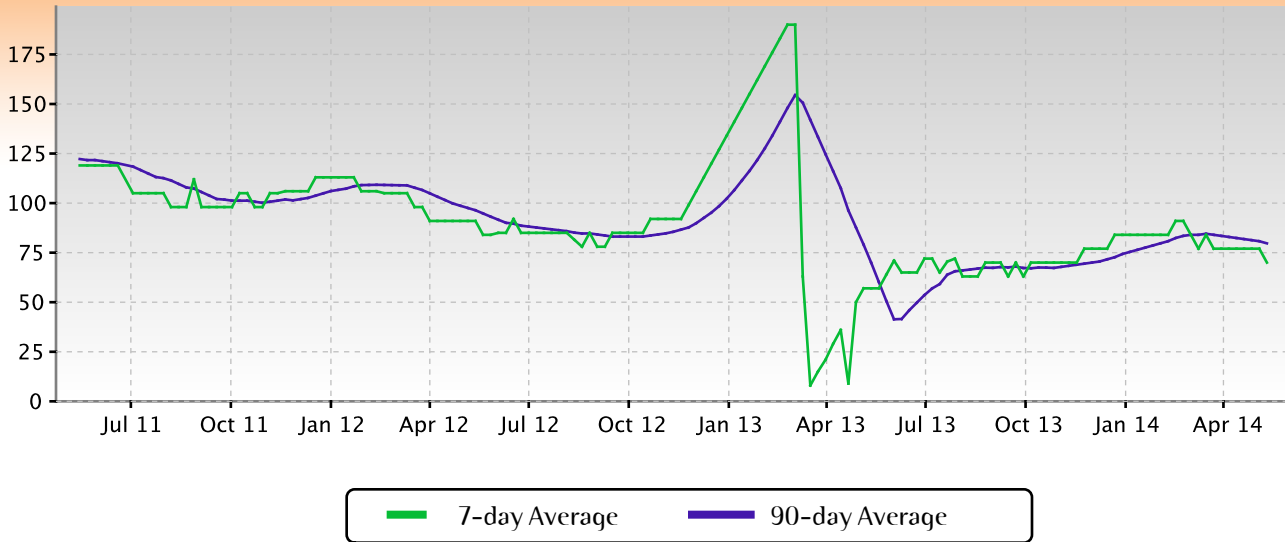
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

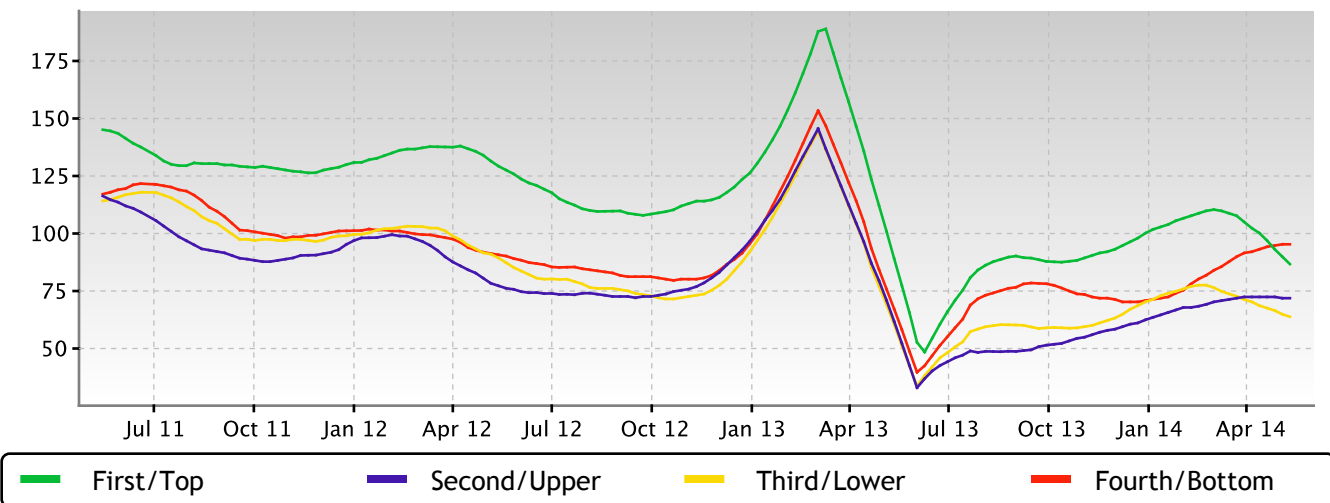
Days on Market

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 33611 this week is \$354,000. The 159 properties have been on the market for an average of 141 days.

The Market Action Index has been trending down recently, but as days-on-market decreases also, there are not strong signals for the direction of the market.

Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Real-Time Market Profile

		Trend
Median List Price	\$ 354,000	↔
Average List Price	\$ 578,376	
Asking Price Per Square Foot	\$ 179	↑↑
Average Days on Market (DoM)	141	↓↓
Inventory of Properties Listed	159	↔
Most Expensive Listing	\$ 6,700,000	
Least Expensive Listing	\$ 49,500	
Average Age of Listing	38	
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2044	
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	33.3	↑↑
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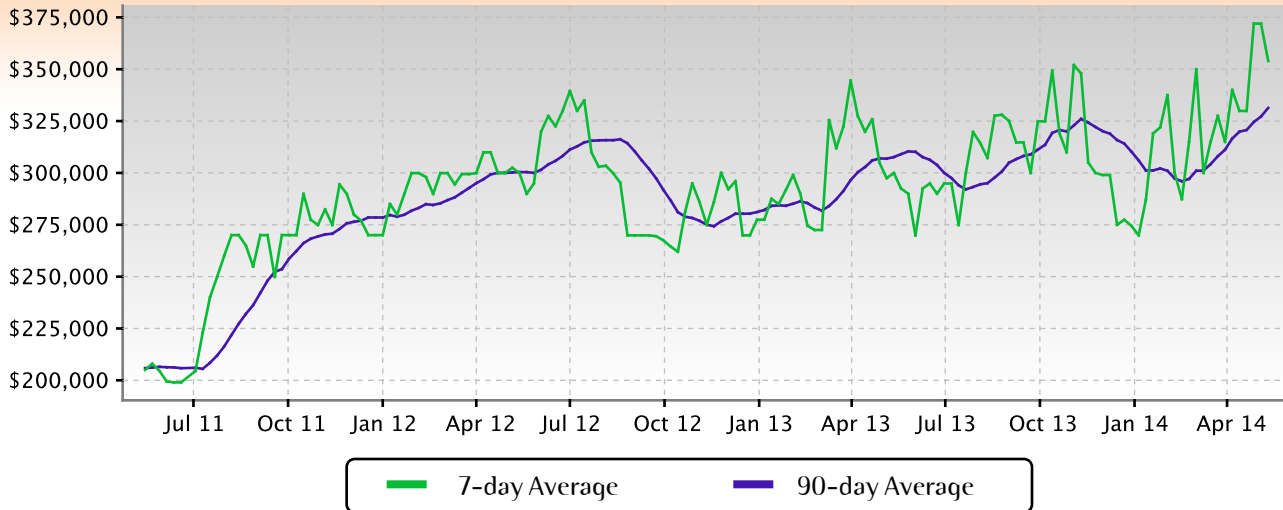
↔	No change	↑↑	Strong upward trend	↓↓	Strong downward trend
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Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,099,000	3925	8,001 - 10,000 sqft	5.0	4.0	14	39	1	2	180	Most expensive 25% of properties
Upper/Second	\$ 556,200	2895	6,501 - 8,000 sqft	4.0	2.8	12	40	5	4	102	Upper-middle 25% of properties
Lower/Third	\$ 241,950	1616	6,501 - 8,000 sqft	3.0	2.0	60	40	5	1	123	Lower-middle 25% of properties
Bottom/Fourth	\$ 127,700	992	6,501 - 8,000 sqft	2.0	1.0	57	40	4	5	158	Least expensive 25% of properties

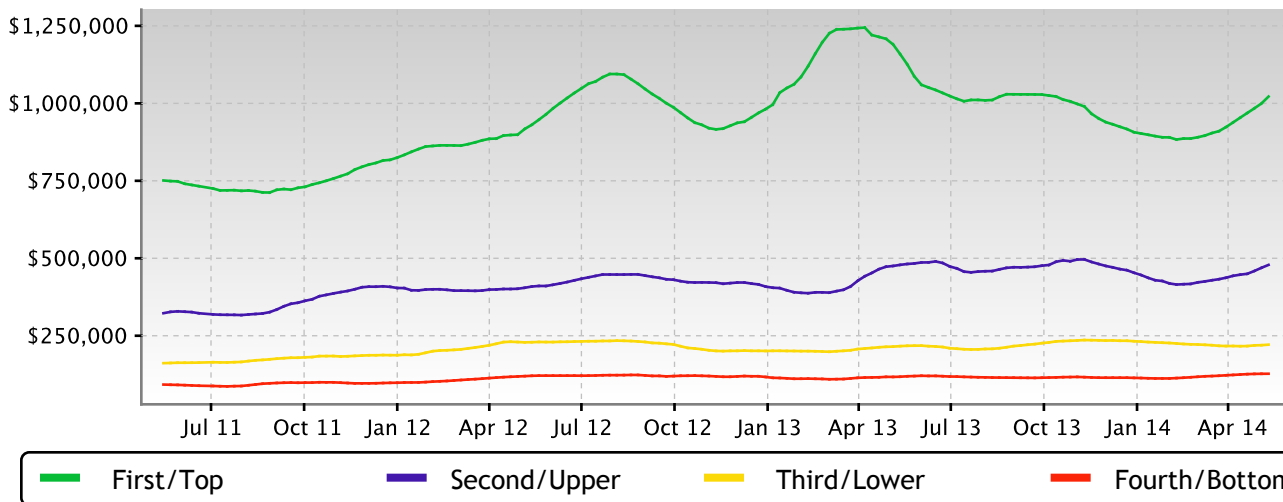
Median Price

Despite this week's down tic, the price trend in this zip code remains upward for several weeks. We're within sight of the market peak, and we'll assume this week's change is just randomness unless we see a persistent downward push of the Market Action Index into the Buyer's zone.



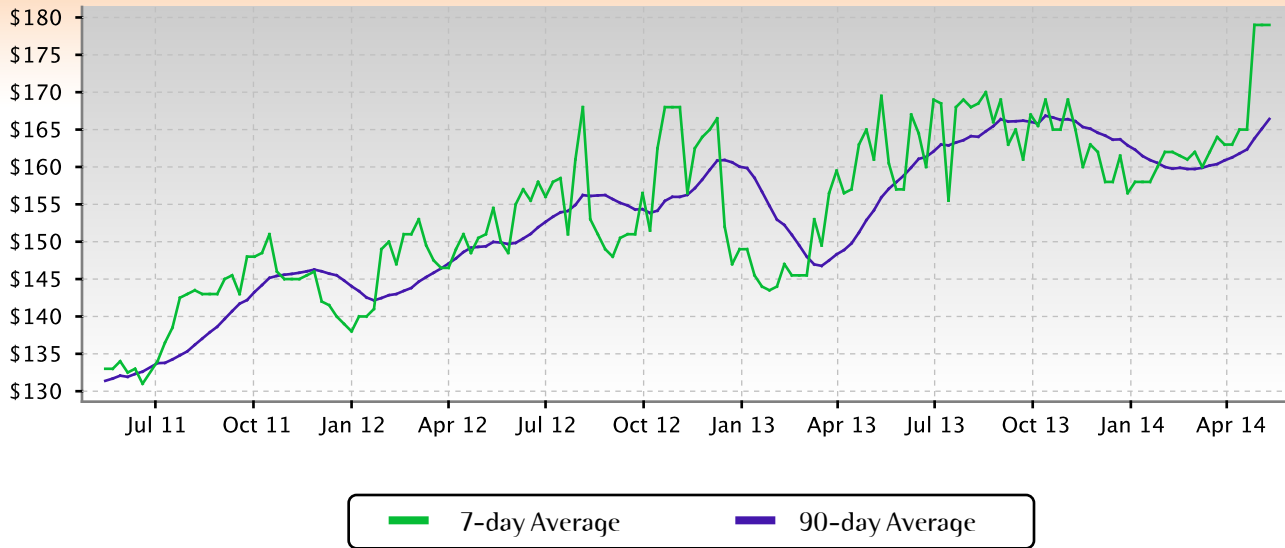
Quartile Prices

In the quartile market segments, we see the upper end of the market in this zip code showing signs of strength. While this strength hasn't percolated through to Quartiles 3 and 4 yet, expect the low end of the market to follow up, should the upper-end strength continue.



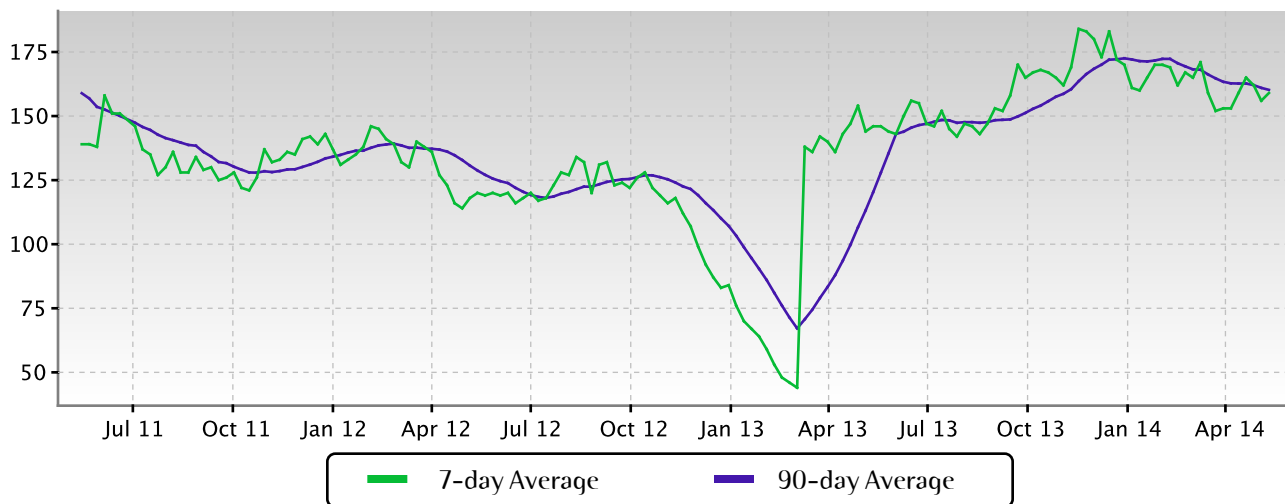
Price per Square Foot

The market appears to be placing an increasing premium on homes. When list prices and price per square foot consistently increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



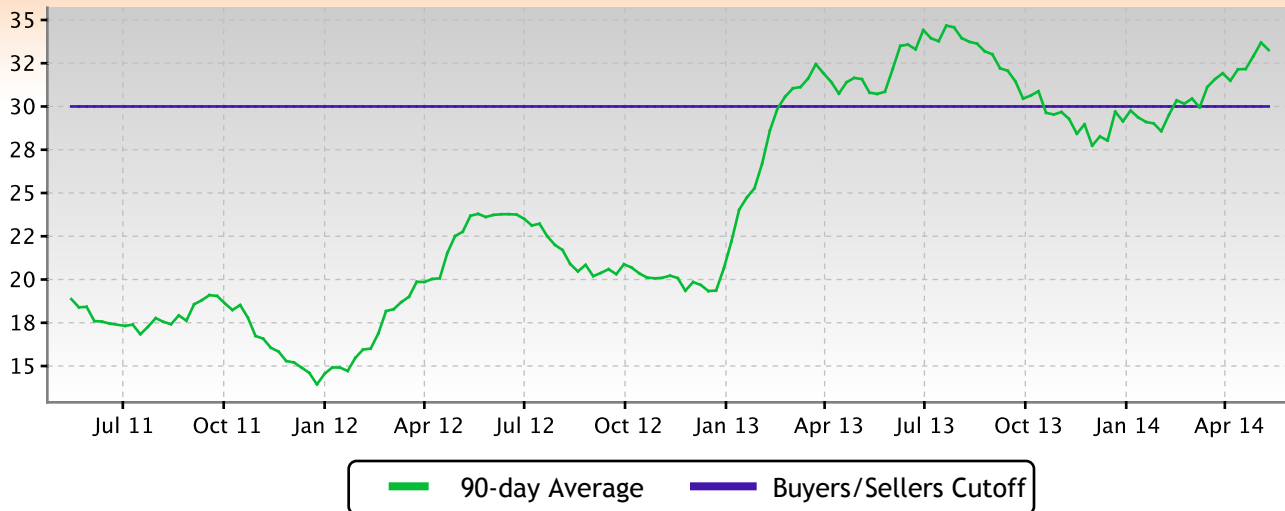
Inventory of Properties Listed for Sale

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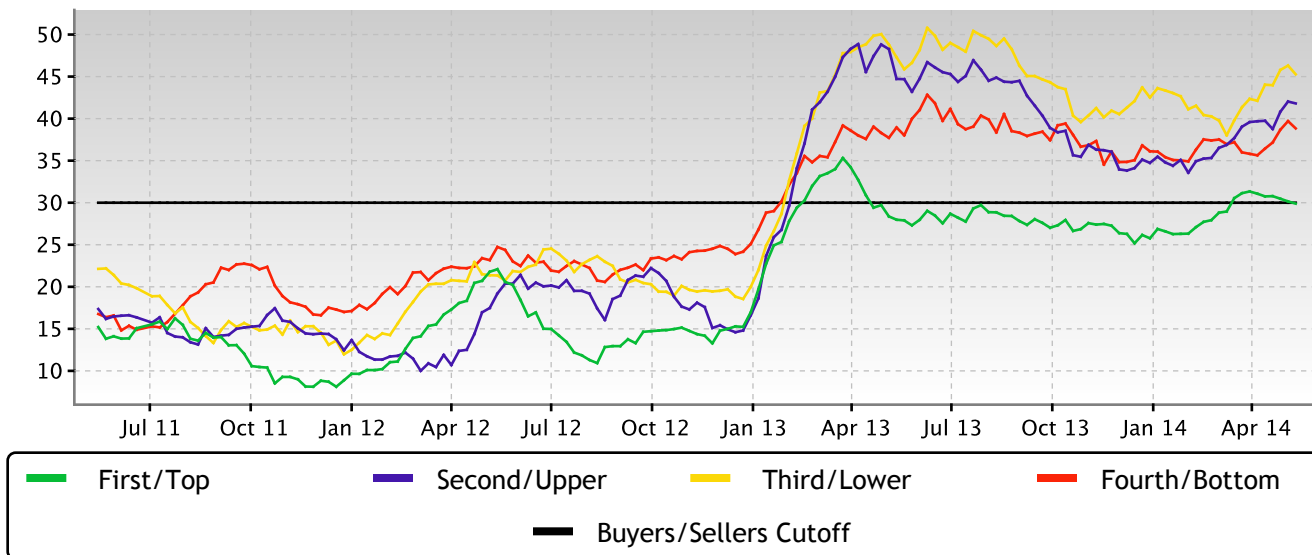
Market Action Index

The TAMPA, 33611 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 33.26 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

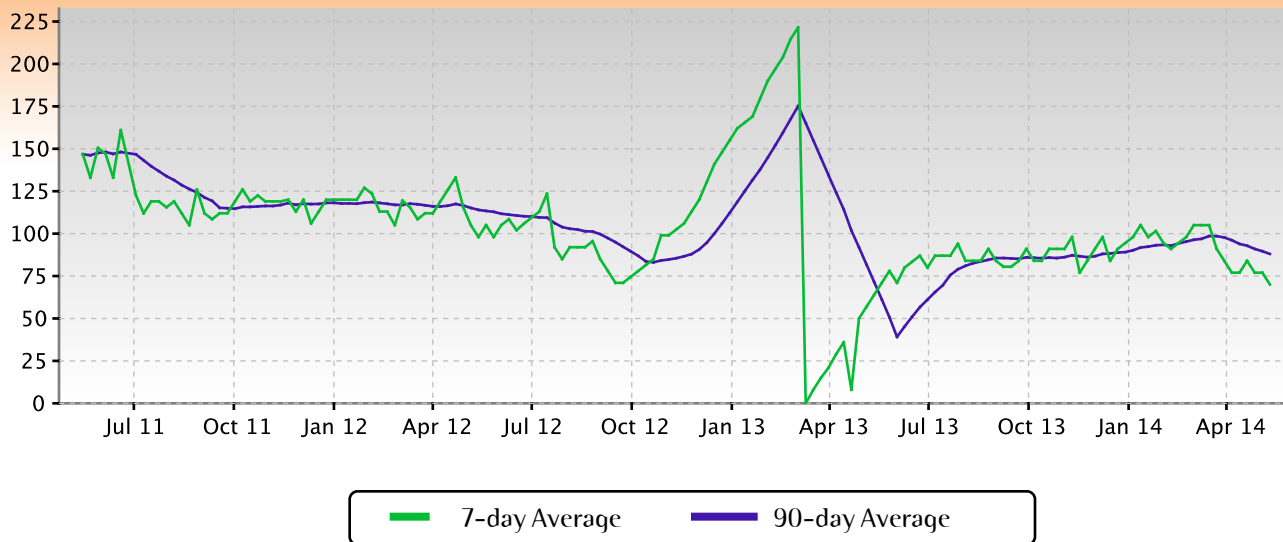
Three of the four quartiles of this zip code are in the Seller's Market zone with relatively low amounts of inventory given the current levels of demand. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



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Days on Market

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