



--- Westley Chapel Market Update ---
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Market Summary Table

Price Range		Active Listings			Pending Listings		Exp. *	Sold Listings - Last 6 Months *						
From	To	Number Active	Average Days on Market	Average List Price	Number Pending	Pending Ratio	Number Expired	Number Sold	Average Days on Market	Average Orig List Price	Average Final List Price	Average Sold Price	List to Sales Ratio	Absorption Rate (mo.)
\$0	\$99,999	4	231	\$ 82,778	14	77.8%	0	4	114	\$ 104,925	\$ 92,675	\$ 93,375	100.8%	6.0
\$100,000	\$149,999	36	136	\$ 130,561	69	65.7%	16	46	62	\$ 137,475	\$ 127,146	\$ 123,941	97.5%	4.7
\$150,000	\$199,999	31	125	\$ 175,806	25	44.6%	12	35	127	\$ 198,668	\$ 177,399	\$ 171,449	96.6%	5.3
\$200,000	\$249,999	15	193	\$ 223,463	5	25.0%	9	10	95	\$ 232,419	\$ 225,078	\$ 216,786	96.3%	9.0
\$250,000	\$299,999	5	73	\$ 275,166	1	16.7%	3	1	64	\$ 304,999	\$ 304,999	\$ 250,000	82.0%	30.0
\$300,000	\$349,999	8	265	\$ 321,538	1	11.1%	0	0	-	-	-	-	-	-
\$350,000	\$399,999	3	49	\$ 372,967	0	-	1	1	62	\$ 399,000	\$ 389,000	\$ 375,000	96.4%	18.0
\$400,000	\$449,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$450,000	\$499,999	2	159	\$ 499,000	0	-	1	0	-	-	-	-	-	-
\$500,000	\$599,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$600,000	\$699,999	2	278	\$ 625,000	0	-	0	0	-	-	-	-	-	-
\$700,000	\$799,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$800,000	\$899,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$900,000	\$999,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$1,000,000	+	0	-	-	0	-	0	0	-	-	-	-	-	-
Market Summary -->		106	152	\$ 199,512	115	52.0%	42	97	91	\$ 172,424	\$ 158,486	\$ 153,282	96.7%	6.6

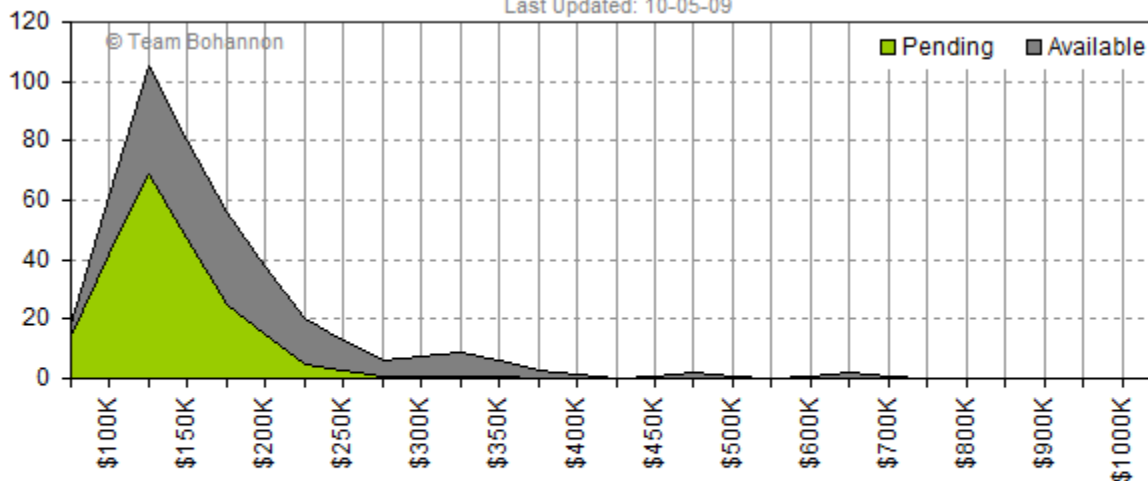
* Dates are from April 05, 2009 to October 05, 2009
 Search: {33545}

Single-Family Residential Listings

Market Dashboard

Number of Available vs. Pending Listings Westley Chapel

Last Updated: 10-05-09



As of this week, there are currently 115 sales pending in Westley Chapel, leaving 106 active listings. Additionally, the average list price (or asking price) for all homes in this market is \$199,512.

Homes in the \$100K - \$150K price range have the largest active inventory of 36 listings. Taking a closer look, we notice that homes in the \$100K - \$150K price range have the largest number of contracts that are currently pending.

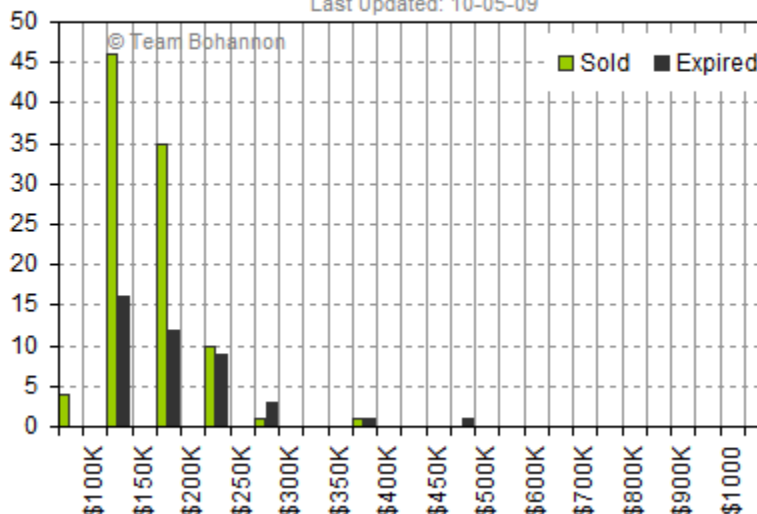
A total of 97 homes in Westley Chapel have sold in the last 6 months. Additionally, 42 listings have expired in that same period of time.

Breaking it down, we see that more homes have sold in the \$100K - \$150K price range than any other. The \$100K - \$150K price range has the largest number expired at 16 listings.

The average sold price of homes for the last 6 months is \$153,282.

Number of Sold vs. Expired (Last 6 mos.) Westley Chapel

Last Updated: 10-05-09



Market Dashboard

Currently active listings in Westley Chapel have been on the market for an average of 152 days.

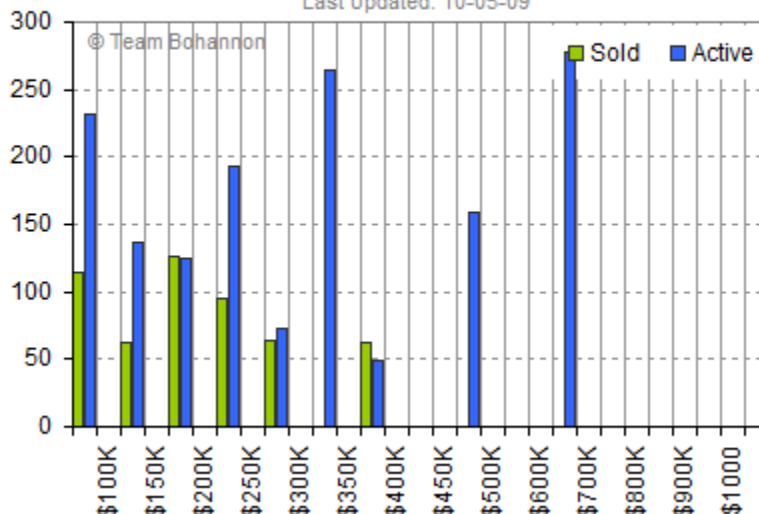
Taking a closer look, we see that active listings in the \$600K - \$700K price range have been on the market longest at 278 days. The chart indicates that homes in the \$150K - \$200K price range have recently taken longest to sell.

Analysis of sold homes for the last 6 months reveals an average DOM of 91 days.

Average Days On Market (Last 6 mos.)

Westley Chapel

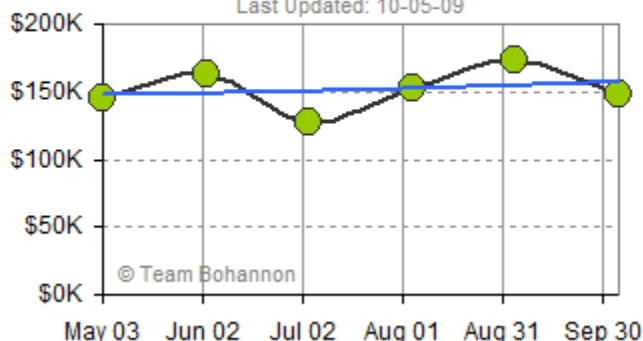
Last Updated: 10-05-09



Average Sold Prices

Westley Chapel

Last Updated: 10-05-09

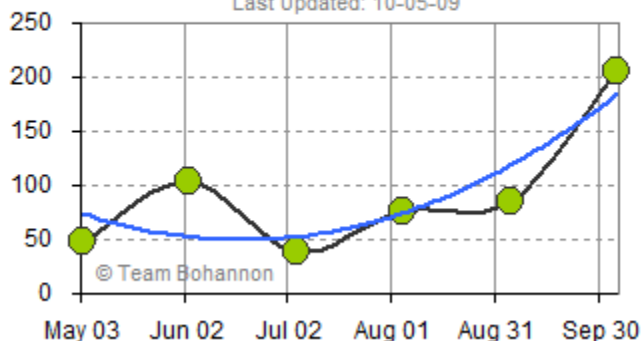


The average sold price in Westley Chapel for the last 30 days is \$148,321. This is a 14.2% decrease from the previous 30 day period. Additionally, the list-to-sales ratio (percentage of the list price that the buyer ultimately paid for the home) is 96.7%. This ratio is typically used to help decide how much to offer on a home or what price to list a home at.

Average Days On Market (Sold)

Westley Chapel

Last Updated: 10-05-09



There was an average of 205 days on market for homes that sold in Westley Chapel in the last 30 days. This is a 141.5% increase from the previous 30 day period. Additionally, analysis of the absorption rate (an estimate of how fast listings are currently selling) indicates an inventory of 6.6 months based on the last 6 months of sales and currently active listings. Please note that this does not take into account the number of new houses which will eventually come on the market.

Glossary & Definitions

1. ACTIVE LISTINGS

- a. **Number Active:** The number of listings which are currently being marketed but do not yet have a purchase agreement.
- b. **Average Days on Market (DOM):** The average marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Average List Price:** The average price that a seller is currently asking. Otherwise known as the asking price of a home.

2. PENDING LISTINGS

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a "list to pending ratio". This is a measure of how fast homes are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents homes that buyers have chosen

(A+P) represents the entire pool from which they have chosen

3. EXPIRED LISTINGS

- a. **Number Expired:** The number of listing agreements that have expired in the last 6 months.

4. SOLD LISTINGS

- a. **Number Sold:** The number of homes that have gone to a closing in the last 6 months.
- b. **Average Days on Market (DOM):** The average amount of time it has taken homes to sell in the last six (6) months.
- c. **Average Original List Price:** The average price at which a sold home was originally marketed.
- d. **Average List Price:** The average price at which a sold home was marketed just prior to selling.
- e. **Average Sold Price:** The average price for which a home sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the home.

$$\text{List to Sales Ratio} = \frac{\text{Average Sold Price}}{\text{Average List Price}}$$

- g. **Absorption Rate:** An estimate of how fast listings are currently selling, measured in months. This calculation helps determine whether an area is trending towards a buyers or sellers market.

$$\text{Absorption Rate} = \frac{\text{Number of Active Listings}}{\text{Avg Number of Sales per Month (Over 6 mos. Period)}}$$