



Monday Morning Quarterback Summary

Week of Dec 11, 2016

Single-family existing homes

- Sales of single-family homes increased to 510 during the week of Dec 11, from 400 the week prior
- The median price of single family homes increased to \$230,000, a change of 6.4%
- The number of single-family home foreclosure transactions increased to 34 last week, from 29 the week of Dec 4
- The number of single-family home short-sale transactions increased to 12 from 9 the week prior
- Single-family inventory decreased by 105, and now sits at 8,463

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 126 during the week of Dec 11, from 109 the week prior
- The median price of condos, townhomes, and villas increased to \$151,500, a change of 21.20%
- The number of condo, townhome, and villa foreclosure transactions decreased to 7 last week, from 10 the week of Dec 4
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory decreased by 26, and now sits at 2,494

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

Monday Morning Quarterback
12/11/2016 - 12/17/2016
Lake, Orange, Osceola & Seminole Counties

Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	510	310	78	76	23	19	4
Bank Owned	34	28	3	2	0	1	0
Short Sales	12	9	3	0	0	0	0
Other	464	273	72	74	23	18	4
Active Listings	8,463	2,969	1,183	1,649	867	1,215	580
Bank Owned	336	217	40	37	15	20	7
Short Sales	229	144	25	39	9	10	2
Other	7,898	2,608	1,118	1,573	843	1,185	571
Months of Inventory	4	2	4	5	9	15	33

List Price

Average Original List Price	\$270,197	\$184,601	\$287,493	\$358,599	\$468,302	\$759,478	\$1,423,749
Average Final List Price	\$262,332	\$179,985	\$280,144	\$348,543	\$457,101	\$725,794	\$1,337,499

Sale Price

Average Price	\$255,084	\$176,044	\$273,361	\$338,931	\$440,921	\$689,752	\$1,297,992
Median Price	\$230,000	\$188,000	\$275,000	\$332,155	\$435,000	\$660,000	\$1,300,000

Price Differences

Original to Final List Price	-\$7,865	-\$4,616	-\$7,349	-\$10,056	-\$11,201	-\$33,684	-\$86,250
Original List to Sale Price - \$	-\$15,113	-\$8,557	-\$14,132	-\$19,668	-\$27,381	-\$69,726	-\$125,757
Final List to Sale Price - \$	-\$7,248	-\$3,941	-\$6,783	-\$9,612	-\$16,180	-\$36,042	-\$39,507
Original List to Sale Price - %	94.41%	95.36%	95.08%	94.52%	94.15%	90.82%	91.17%
Final List to Sale Price - %	97.24%	97.81%	97.58%	97.24%	96.46%	95.03%	97.05%

Days on the Market

Avg Days Listing to Contract	57	51	57	64	61	108	89
Combined Avg Days to Contract	60	52	64	68	60	124	85
Avg Days Listing to Closing	99	94	98	102	94	158	151
Avg Days Contract to Close	41	42	41	39	33	49	61

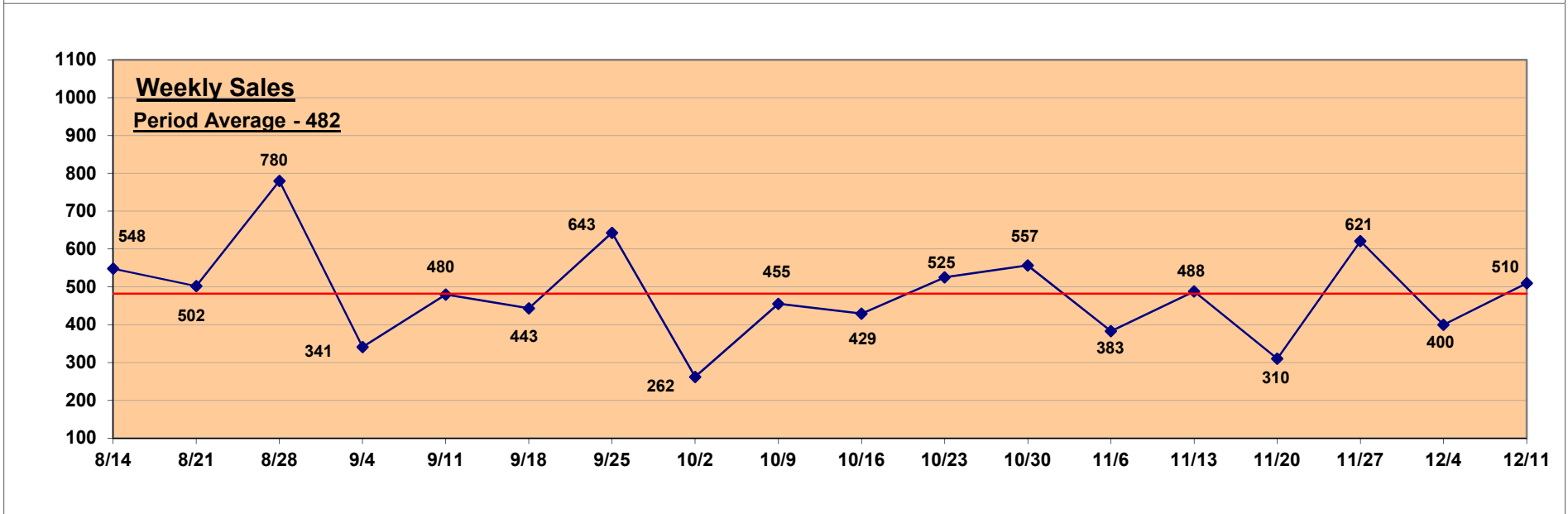
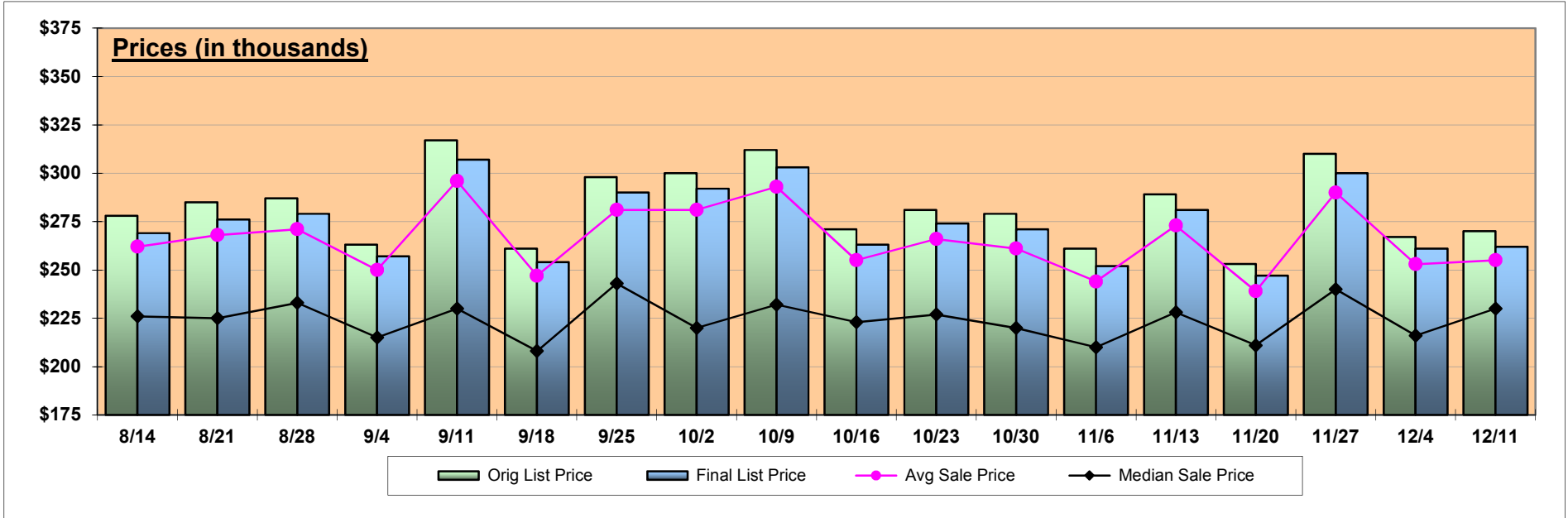
Beds / Baths

Average Bedrooms	3	3	4	4	4	4	5
Average Full Baths	2	2	2	3	3	4	4
Average Half Baths	0	0	0	0	0	0	1

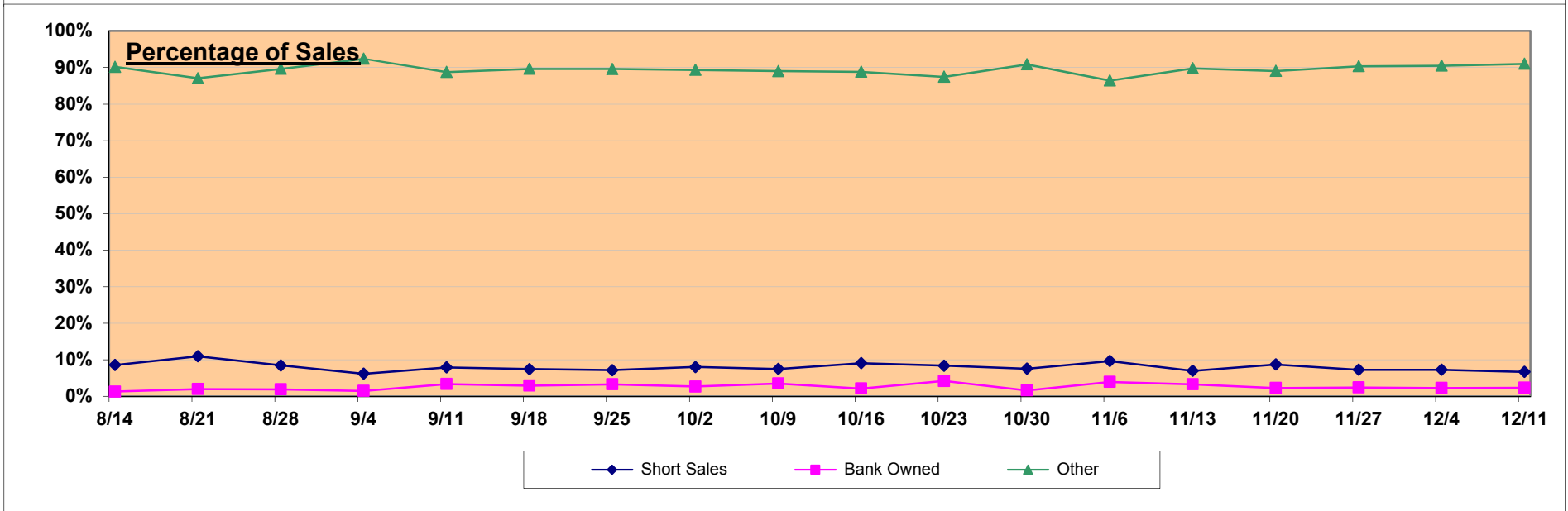
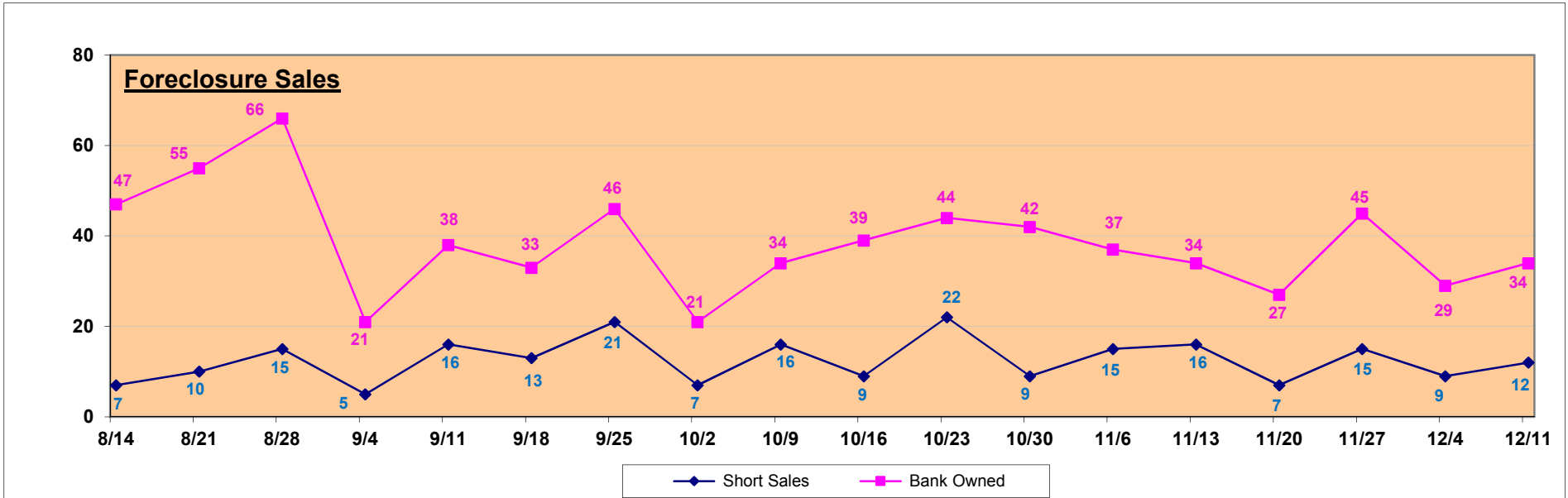
Square Footage

Average Square Feet	2,064	1,611	2,337	2,638	3,144	4,045	5,398
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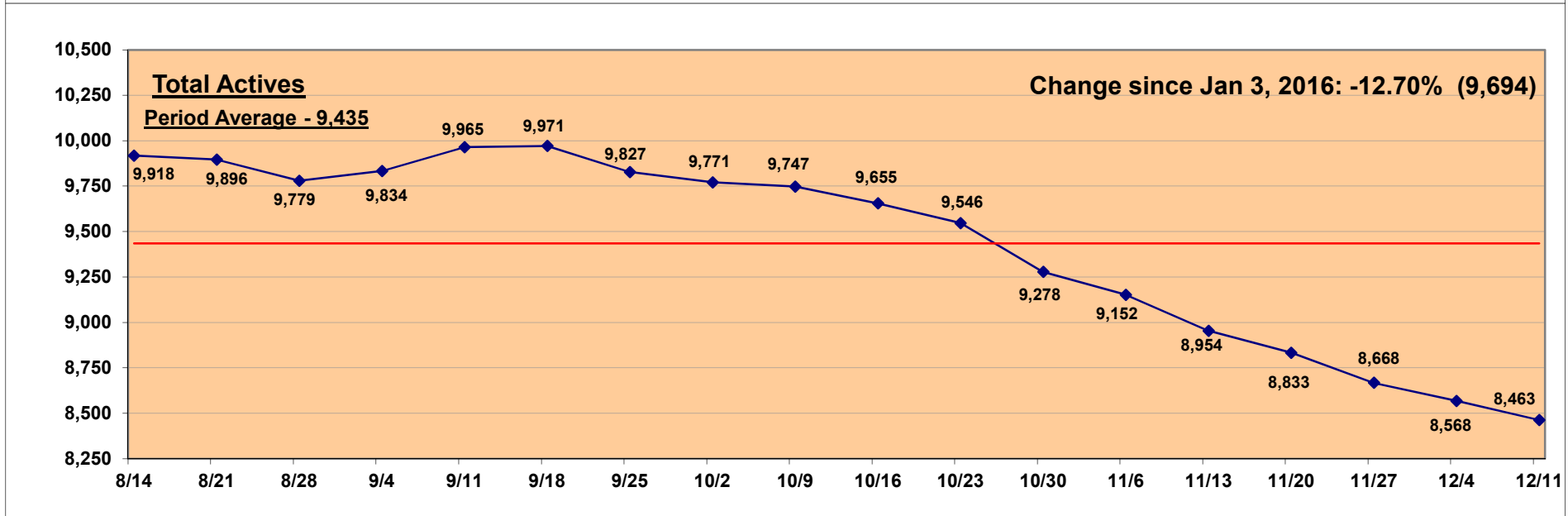
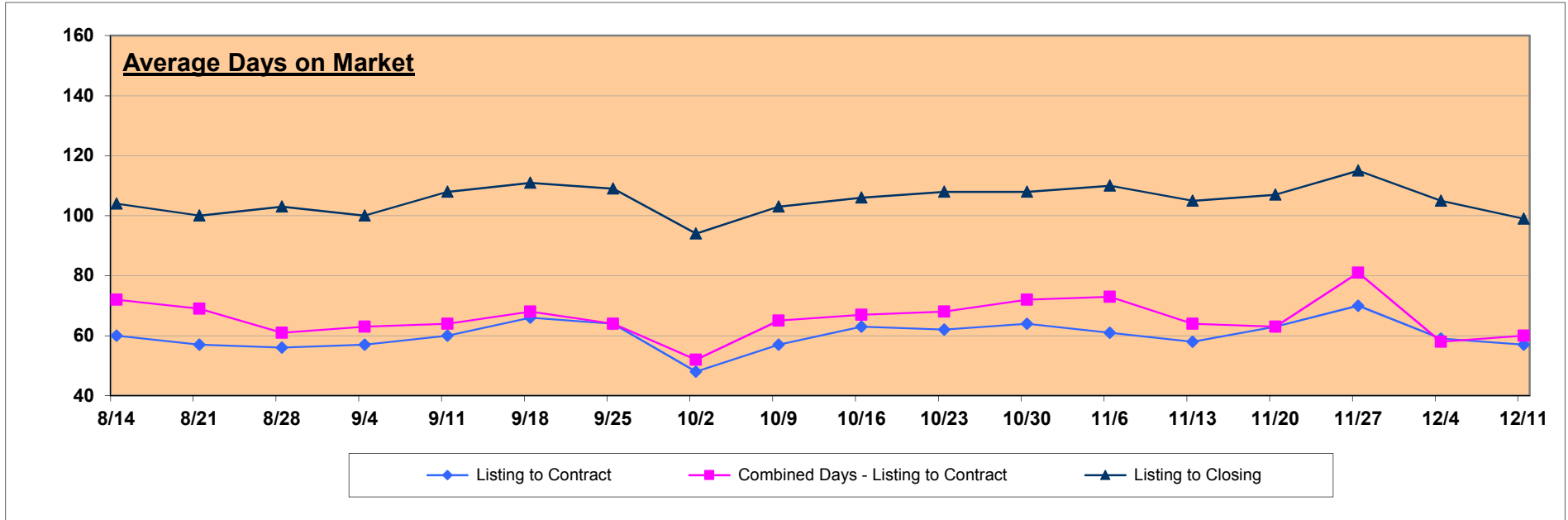
Single Family Homes



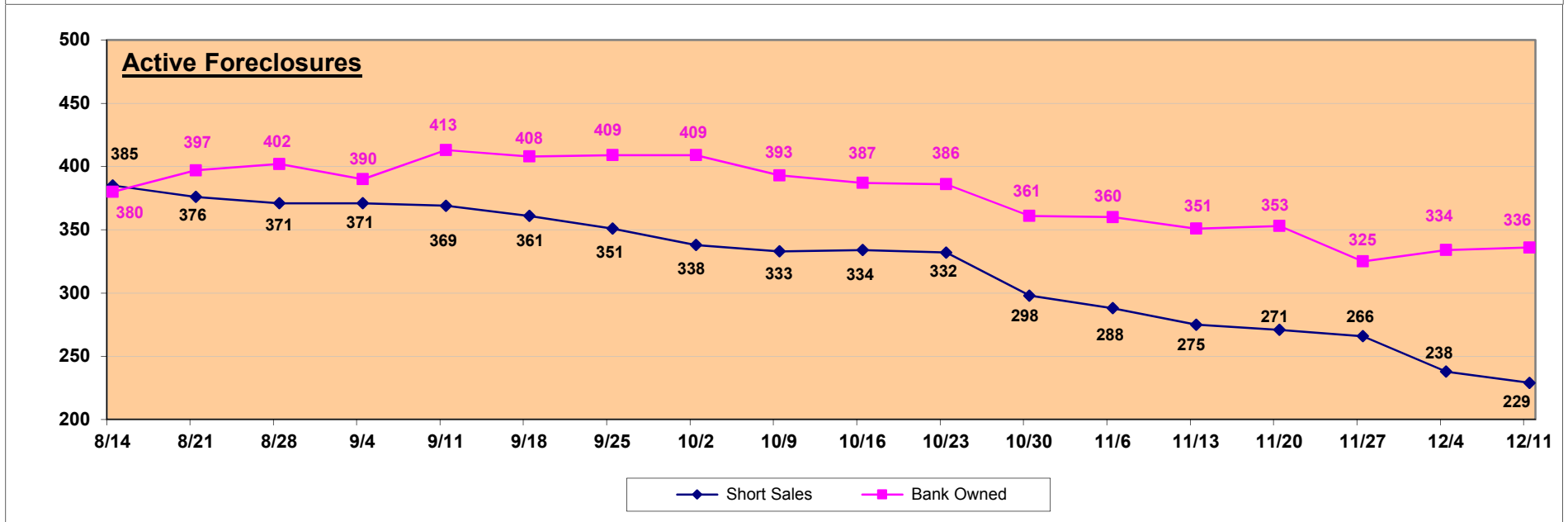
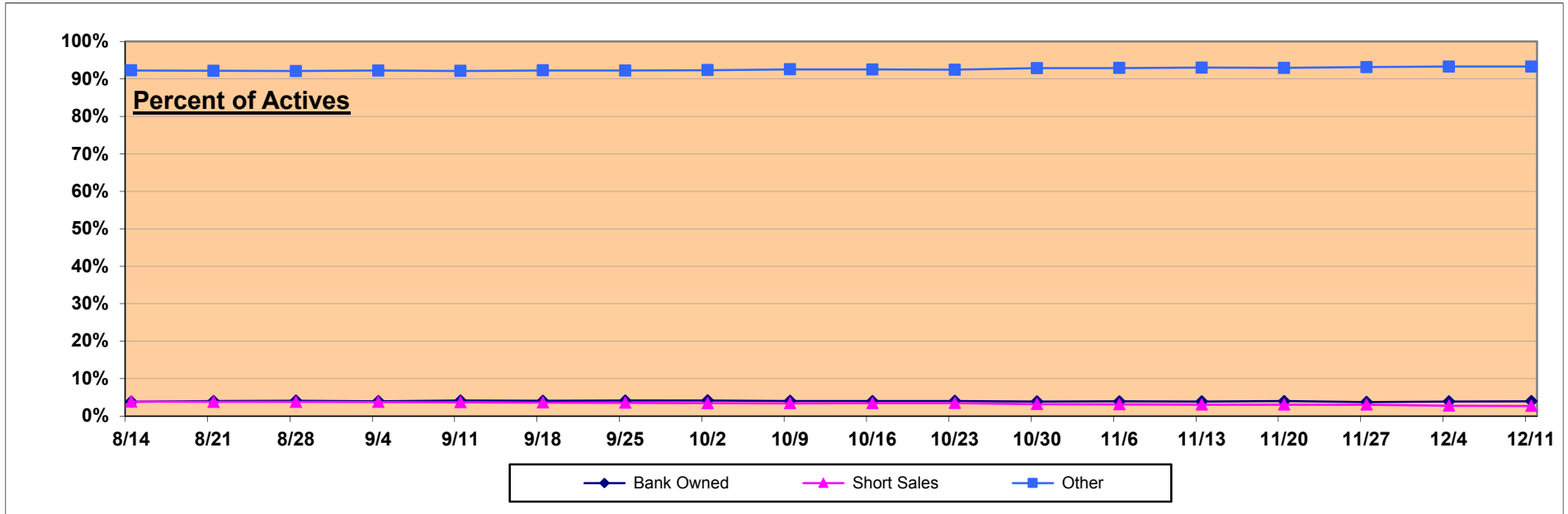
Single Family Homes



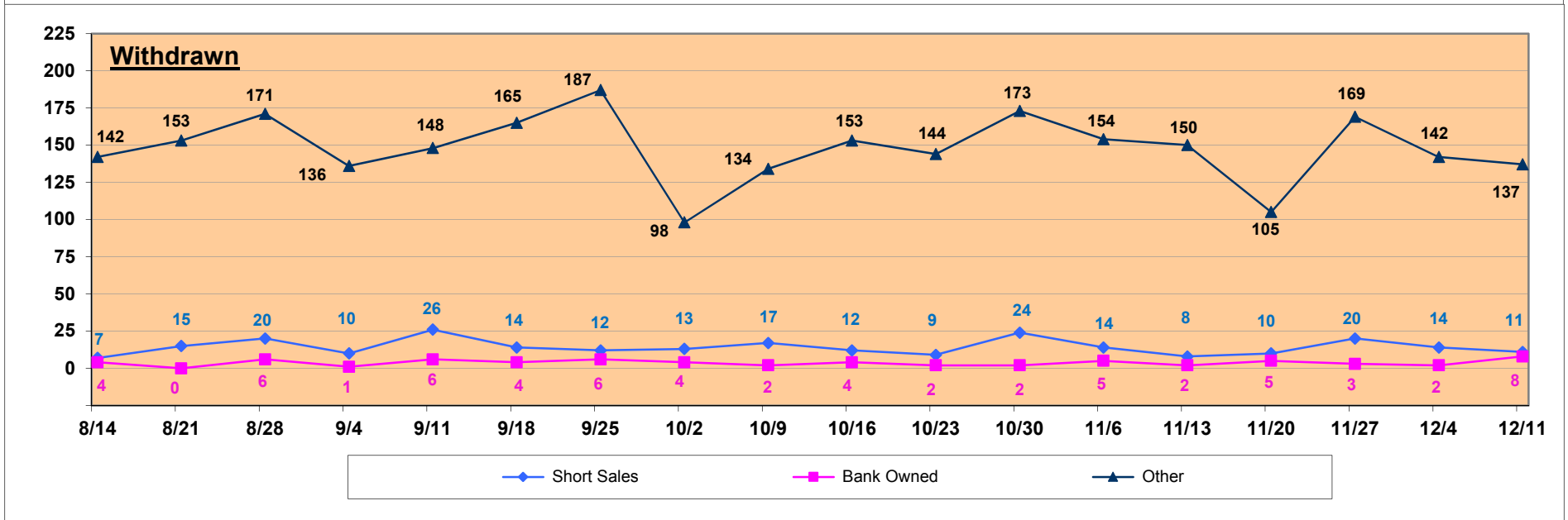
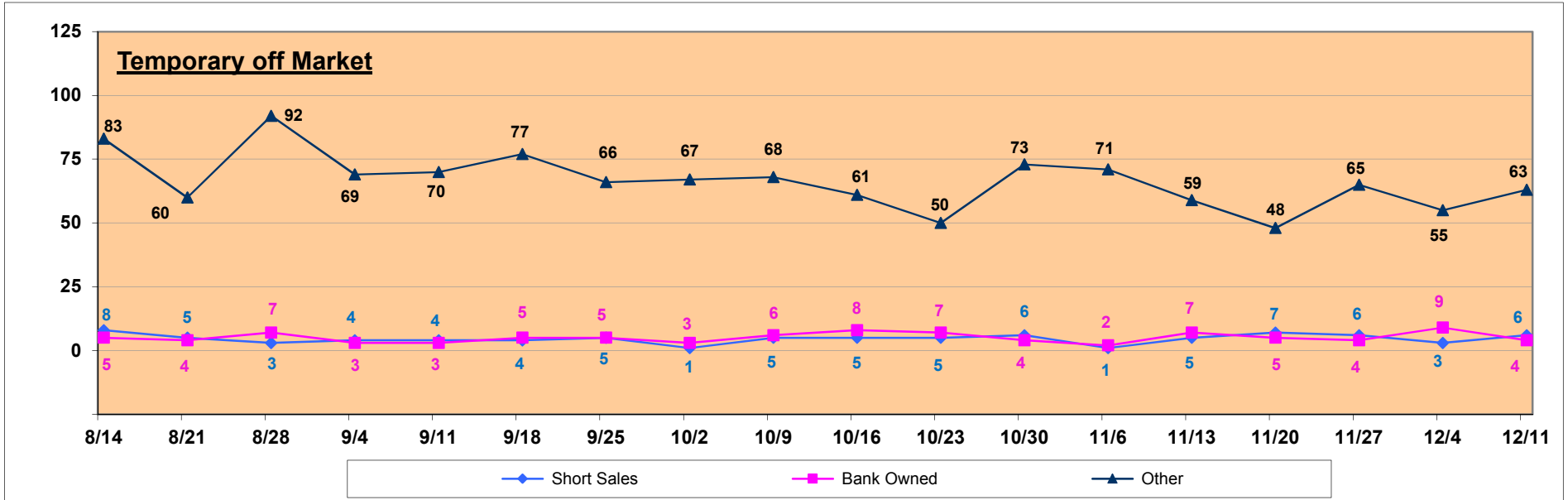
Single Family Homes



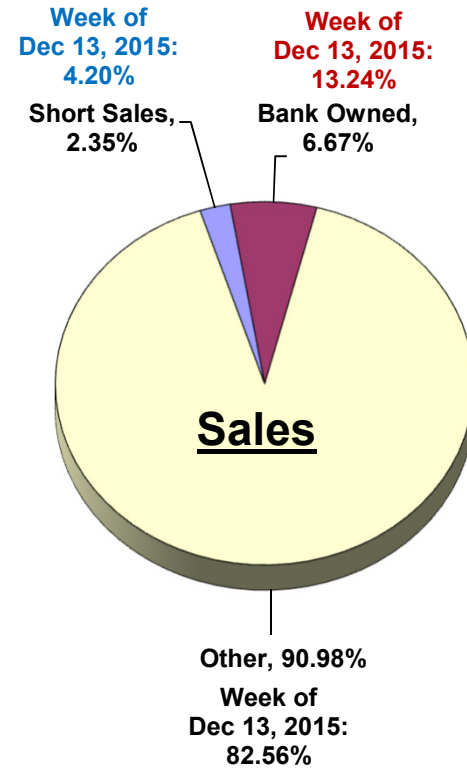
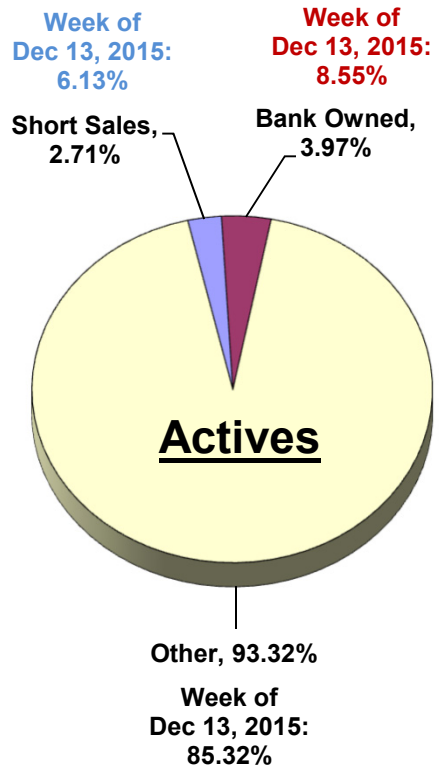
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
12/11/2016 - 12/17/2016
Lake, Orange, Osceola & Seminole Counties

Where are the 97 Single Family Homes available for the Median Price of \$230,000? (± \$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>
Seminole County		10	\$229,958	3.6	2.3	1,901	\$120.99
Apopka / Hunt Club	32703	1	\$229,900	4.0	2.0	2,440	\$94.22
Casselberry	32707	1	\$229,900	3.0	2.0	1,499	\$153.37
Winter Springs / Tuskawilla	32708	1	\$230,000	4.0	2.0	1,661	\$138.47
Altamonte Springs / Forest City	32714	3	\$229,963	4.0	3.0	2,262	\$101.66
Lake Mary / Heathrow	32746	1	\$229,999	3.0	2.0	1,559	\$147.53
Oviedo	32765	2	\$229,950	3.0	2.0	1,553	\$148.07
Sanford (South)	32773	1	\$229,990	4.0	2.0	1,955	\$117.64
Orange County		36	\$229,933	3.1	1.9	1,733	\$132.69
Apopka / Hunt Club	32703	1	\$229,900	4.0	2.0	1,874	\$122.68
Maitland / Eatonville	32751	1	\$230,000	3.0	2.0	1,642	\$140.07
Mount Dora	32757	1	\$229,900	4.0	2.0	2,024	\$113.59
College Park	32804	2	\$229,950	2.0	1.0	1,072	\$214.51
Delaney / Crystal Lake	32806	1	\$229,900	3.0	2.0	1,059	\$217.09
Azalea Park	32807	1	\$229,900	3.0	2.0	1,606	\$143.15
Conway	32812	2	\$230,000	3.0	2.0	1,663	\$138.30
Hiawassee	32818	4	\$229,975	3.0	2.0	1,896	\$121.29
Bithlo	32820	1	\$230,000	3.0	2.0	1,855	\$123.99
Williamsburg / Lake Bryan	32821	1	\$229,900	3.0	2.0	2,180	\$105.46
Taft	32824	7	\$229,943	3.0	2.0	1,820	\$126.34
Rio Pinar / Union Park	32825	2	\$229,950	4.0	2.0	1,948	\$118.04
Waterford Lakes	32828	1	\$229,900	3.0	2.0	1,743	\$131.90
Union Park / Chickasaw	32829	6	\$229,948	3.0	2.0	1,760	\$130.65
Hunters Creek	32837	3	\$229,800	3.0	2.0	1,707	\$134.62
Ocoee	34761	2	\$229,900	3.0	2.0	1,515	\$151.75
Osceola County		29	\$229,923	3.8	2.1	2,044	\$112.48
Kissimmee (Central)	34741	1	\$230,000	4.0	2.0	2,304	\$99.83
Kissimmee / Buena Ventura Lakes	34743	1	\$230,000	3.0	2.0	1,769	\$130.02
Kissimmee (East)	34744	2	\$229,950	4.0	2.0	2,080	\$110.55
Kissimmee (West) / Pleasant Hill	34746	11	\$229,919	4.0	2.0	2,059	\$111.67
Kissimmee / Celebration	34747	4	\$229,942	4.0	3.0	1,670	\$137.69
Kissimmee / Poinciana	34758	3	\$229,967	3.0	2.0	2,459	\$93.52
St Cloud / Canoe Creek	34772	5	\$229,840	4.0	2.0	2,072	\$110.93
St Cloud / Harmony	34773	2	\$229,950	3.0	2.0	1,990	\$115.55

Where are the 97 Single Family Homes available for the Median Price of \$230,000? (cont'd)

<u>County / City</u>	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Lake County		22	\$229,927	3.3	2.1	1,972	\$116.60
Lady Lake / The Villages	32159	1	\$229,900	2.0	2.0	1,546	\$148.71
Deland	32720	1	\$230,000	5.0	4.0	2,793	\$82.35
Eustis (East)	32736	1	\$229,900	4.0	3.0	1,430	\$160.77
Mount Dora	32757	1	\$229,900	4.0	2.0	1,840	\$124.95
Tavares / Mt Plymouth	32778	1	\$229,900	3.0	2.0	2,104	\$109.27
Clermont (Central)	34711	5	\$229,940	3.0	2.0	2,033	\$113.10
Clermont (South)	34714	2	\$229,950	4.0	2.0	1,933	\$118.96
Minneola	34715	2	\$229,950	3.0	2.0	1,907	\$120.58
Groveland	34736	2	\$229,900	3.0	2.0	1,988	\$115.64
Leesburg (West)	34748	5	\$229,920	3.0	2.0	1,982	\$116.00
Leesburg (East) / Haines Creek	34788	1	\$229,900	4.0	2.0	1,938	\$118.63

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Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	126	115	4	3	3	1	0
Bank Owned	7	6	0	0	1	0	0
Short Sales	1	1	0	0	0	0	0
Other	118	108	4	3	2	1	0
Active Listings	2,494	1,896	227	216	64	59	32
Bank Owned	66	60	3	1	0	0	2
Short Sales	50	46	2	1	1	0	0
Other	2,378	1,790	222	214	63	59	30
Months of Inventory	5	4	13	17	5	14	0

List Price

Average Original List Price	\$169,705	\$148,971	\$275,509	\$345,045	\$501,633	\$609,000	\$0
Average Final List Price	\$164,752	\$144,954	\$277,267	\$340,045	\$464,967	\$564,900	\$0

Sale Price

Average Price	\$158,940	\$139,216	\$273,845	\$335,412	\$456,667	\$545,000	\$0
Median Price	\$151,500	\$141,000	\$272,325	\$320,500	\$455,000	\$545,000	\$0

Price Differences

Original to Final List Price	-\$4,953	-\$4,017	\$1,758	-\$5,000	-\$36,666	-\$44,100	\$0
Original List to Sale Price - \$	-\$10,765	-\$9,755	-\$1,664	-\$9,633	-\$44,966	-\$64,000	\$0
Final List to Sale Price - \$	-\$5,812	-\$5,738	-\$3,422	-\$4,633	-\$8,300	-\$19,900	\$0
Original List to Sale Price - %	93.66%	93.45%	99.40%	97.21%	91.04%	89.49%	0.00%
Final List to Sale Price - %	96.47%	96.04%	98.77%	98.64%	98.21%	96.48%	0.00%

Days on the Market

Avg Days Listing to Contract	72	70	105	25	79	252	0
Combined Avg Days to Contract	72	70	105	26	84	252	0
Avg Days Listing to Closing	109	107	178	52	102	295	0
Avg Days Contract to Close	37	37	72	27	23	43	0

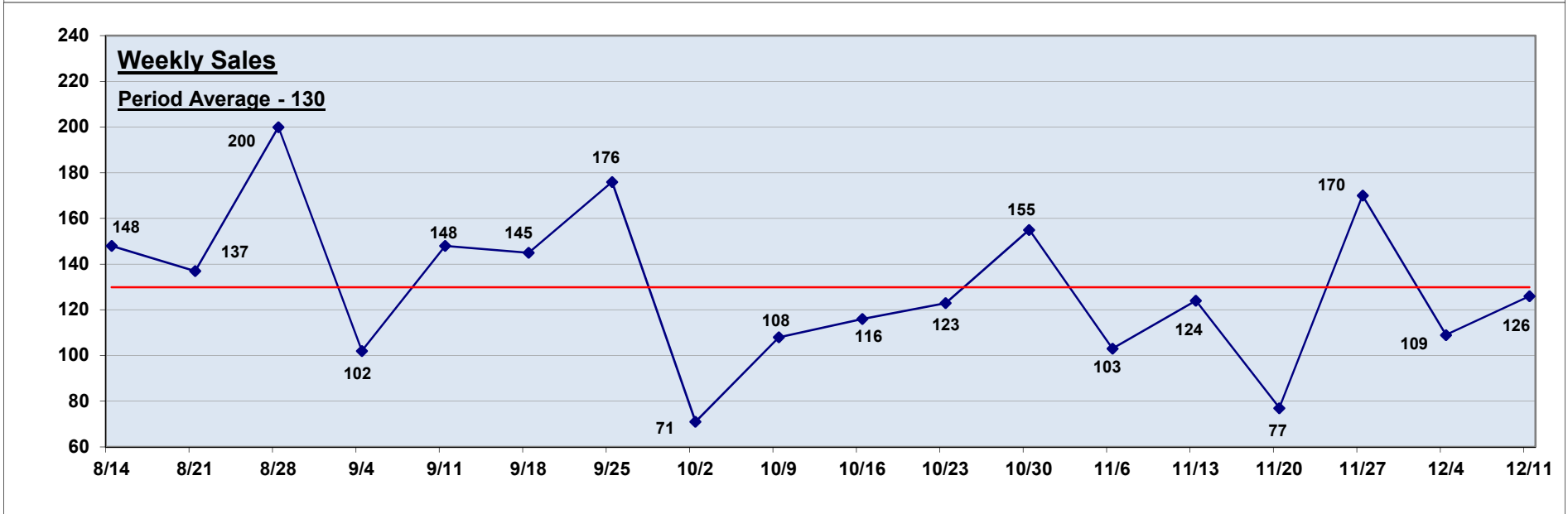
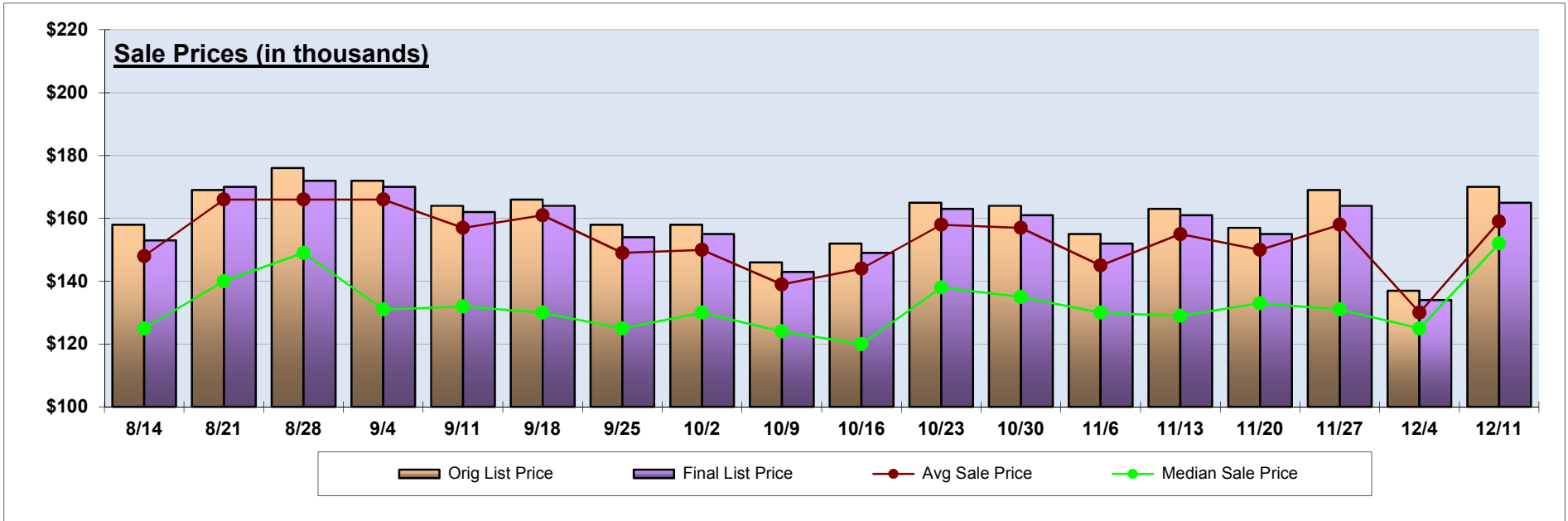
Beds / Baths

Average Bedrooms	2	2	3	3	2	2	0
Average Full Baths	2	2	3	2	2	2	0
Average Half Baths	0	0	1	1	0	1	0

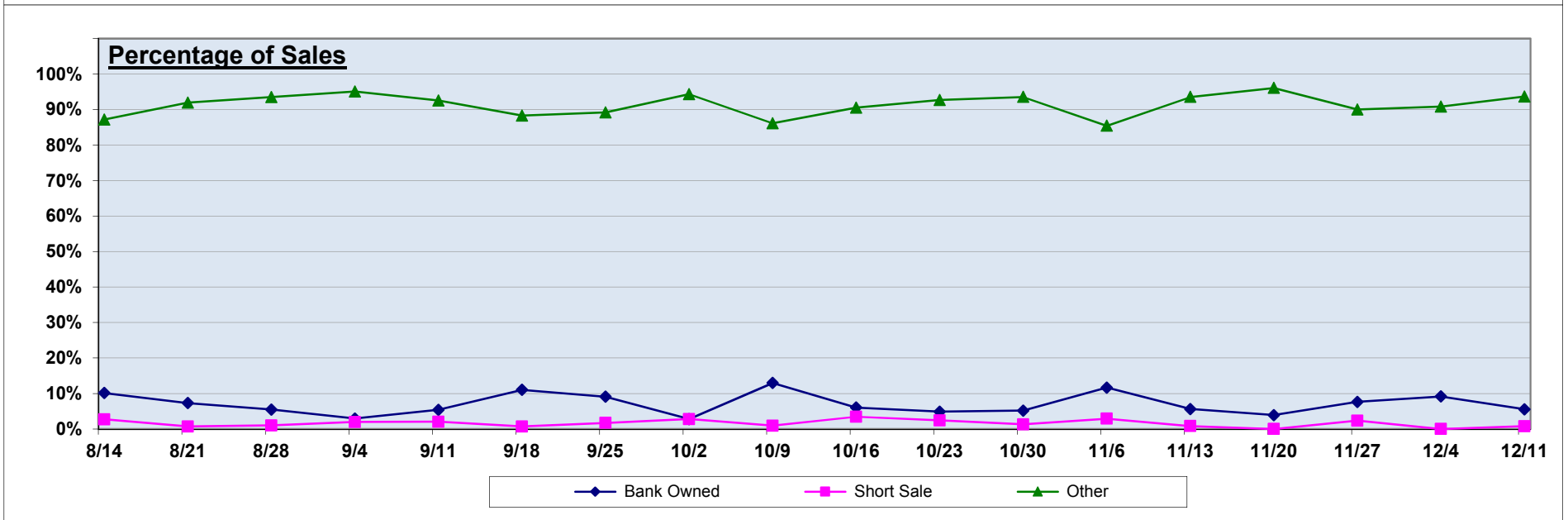
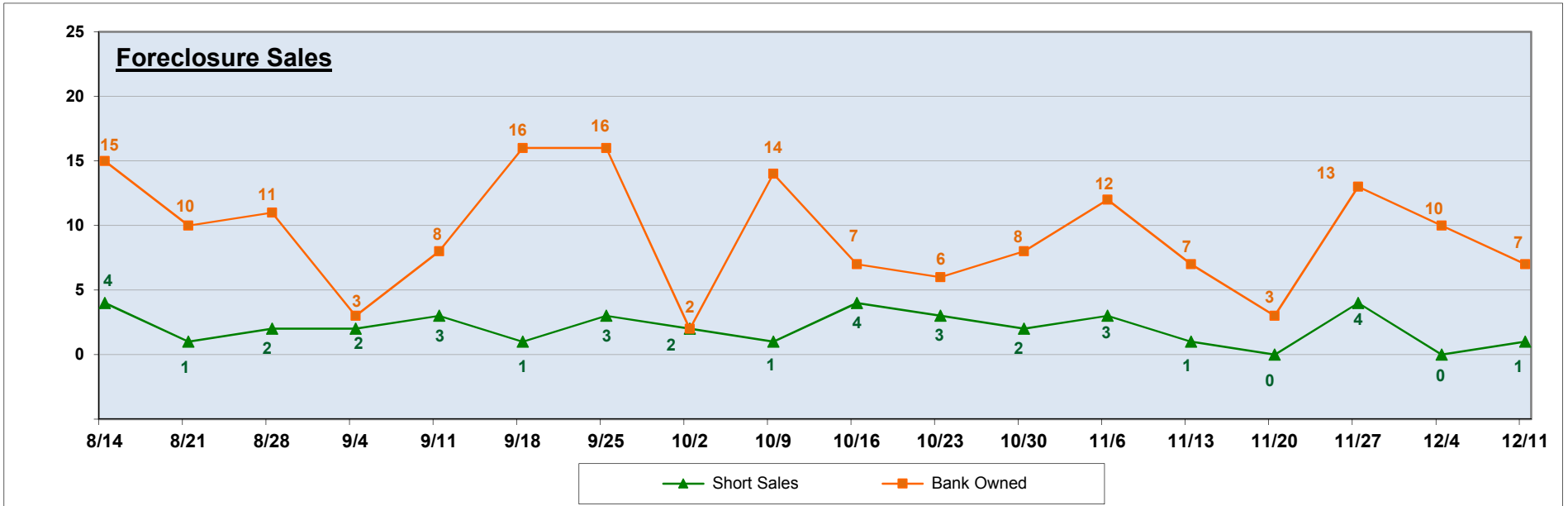
Square Footage

Average Square Feet	1,361	1,304	1,970	1,970	1,888	2,000	0
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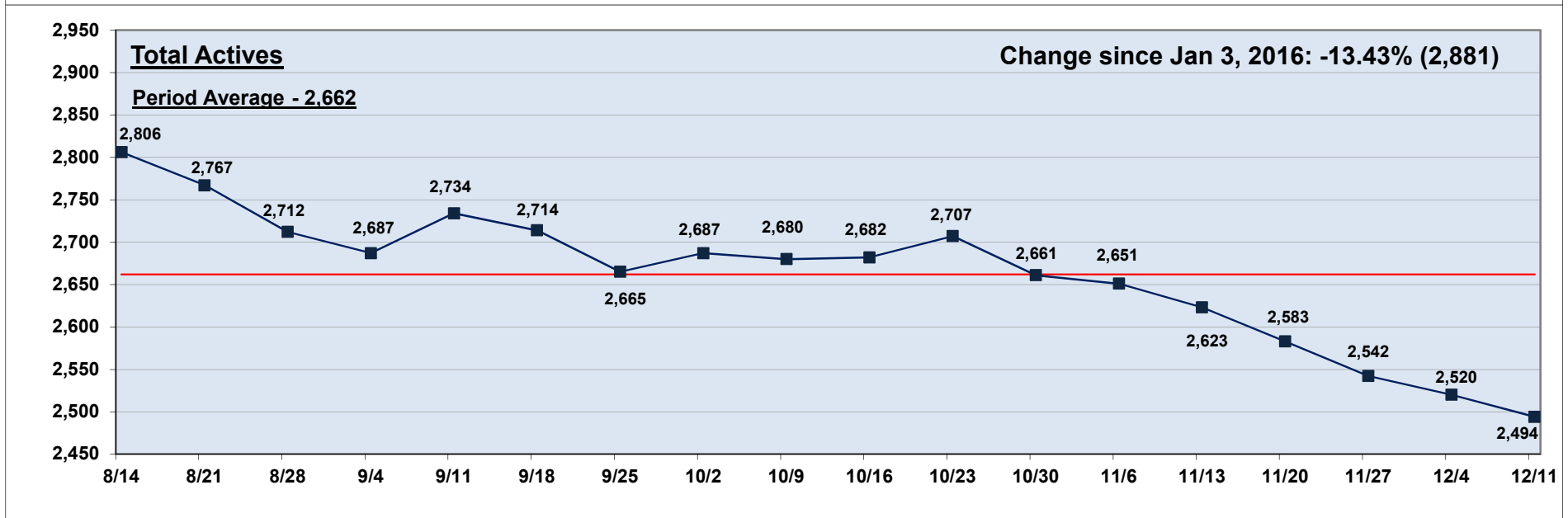
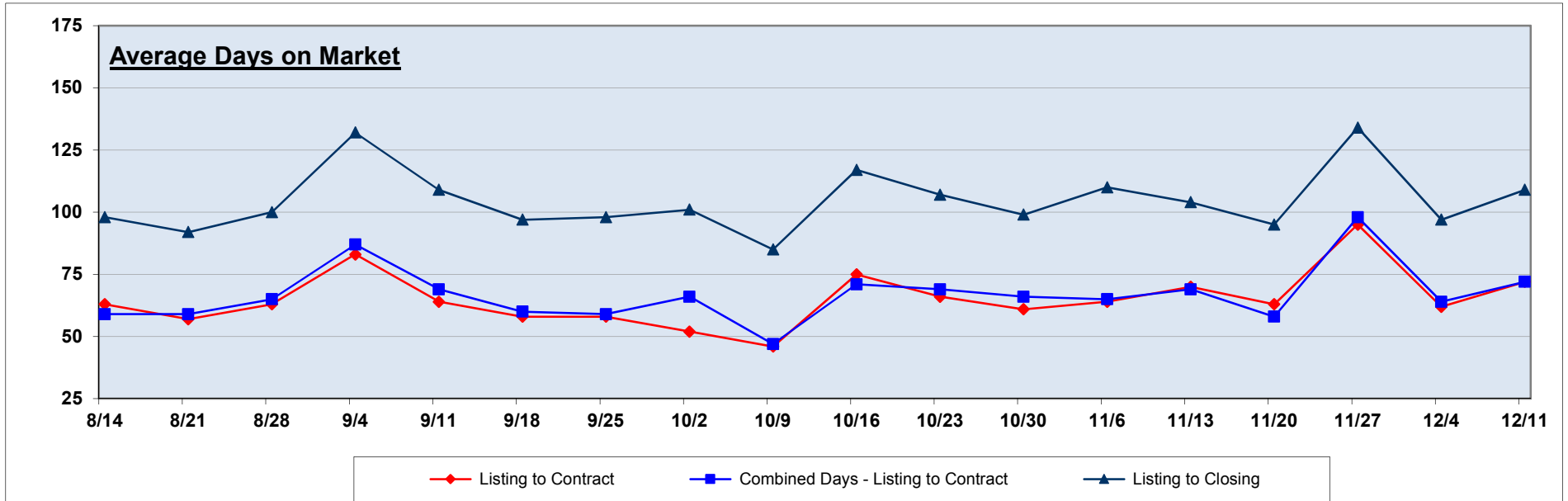
Condos, Townhomes, Villas



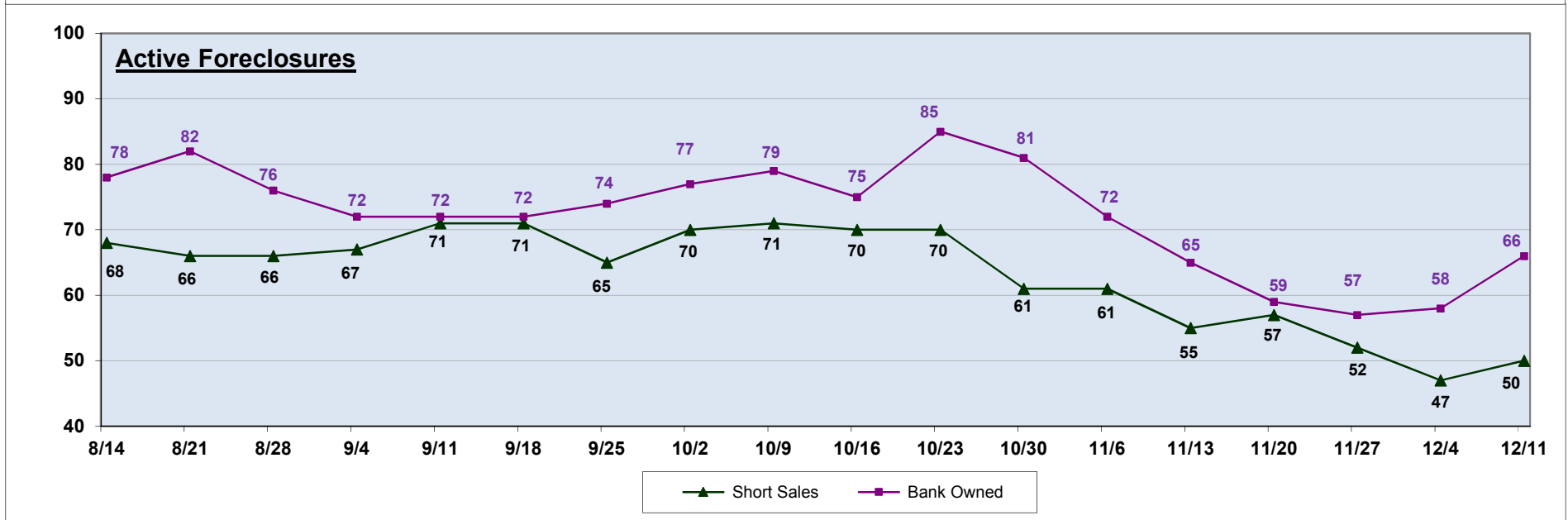
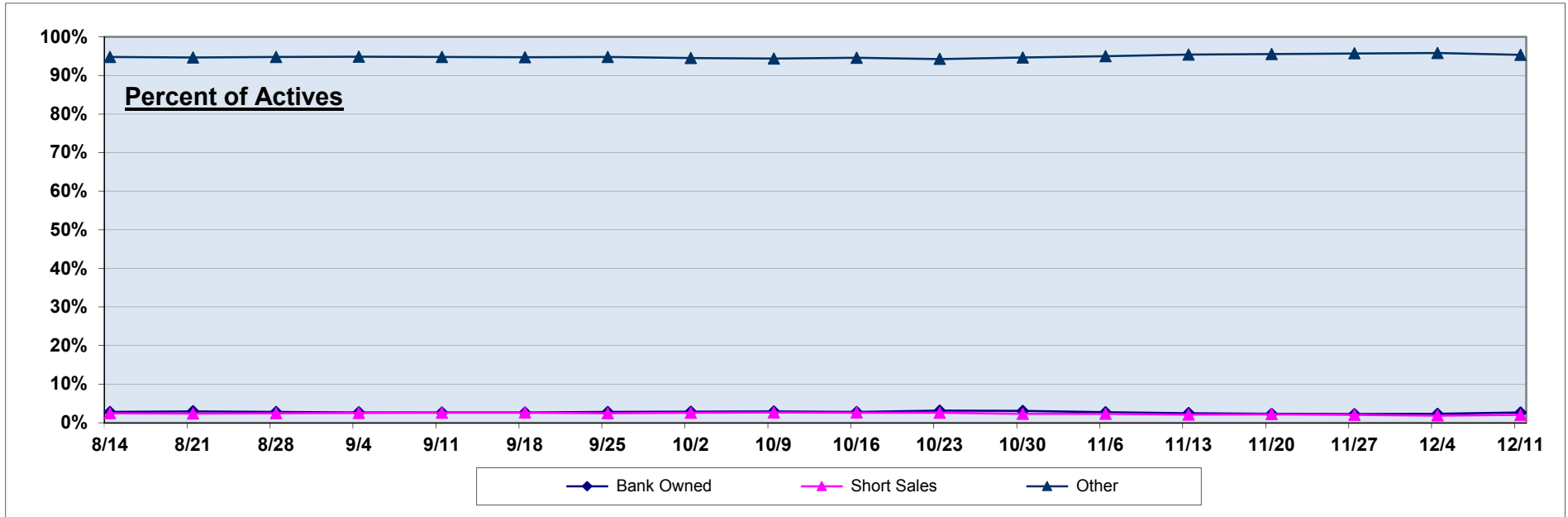
Condos, Townhomes, Villas



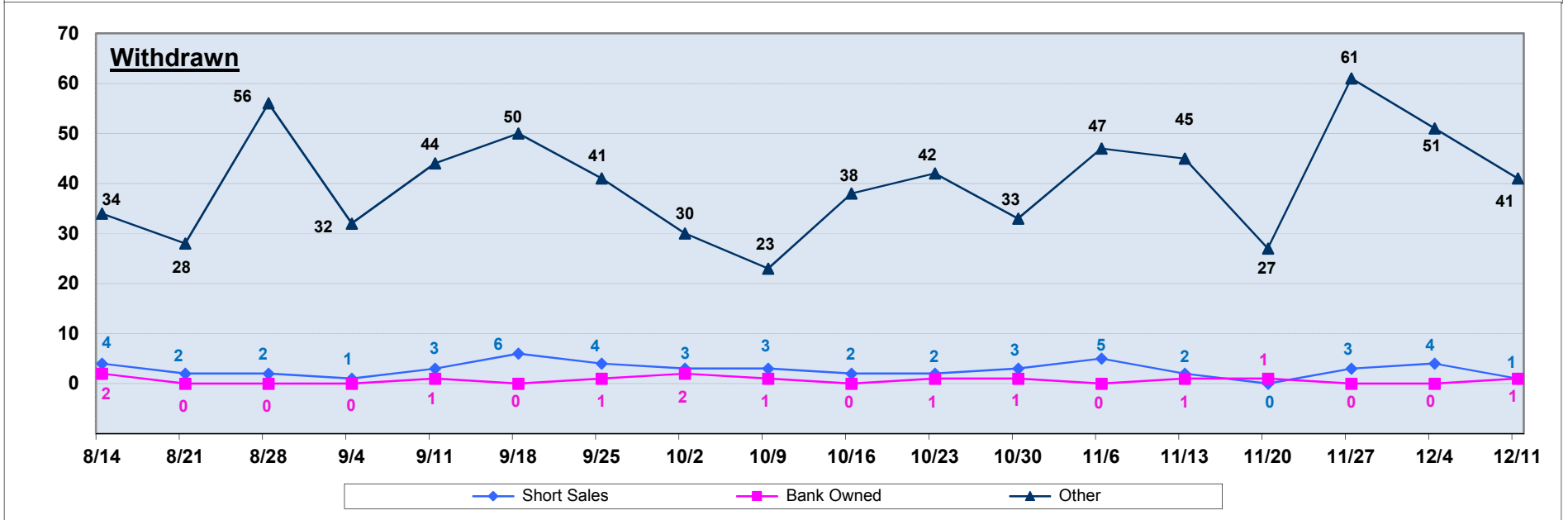
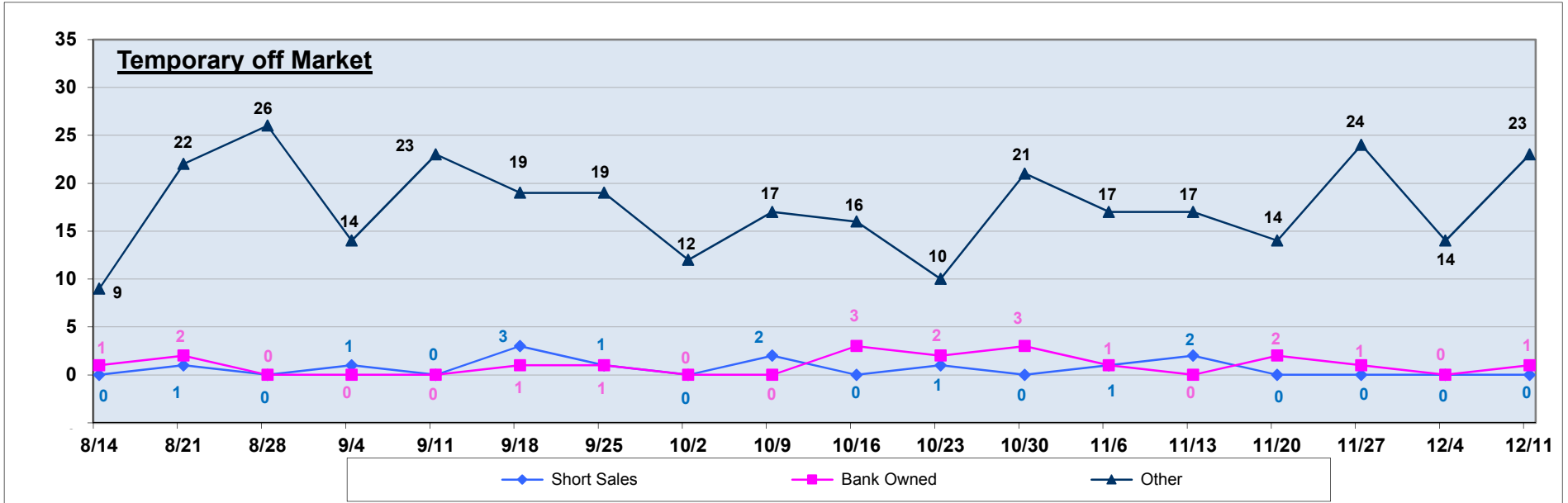
Condos, Townhomes, Villas



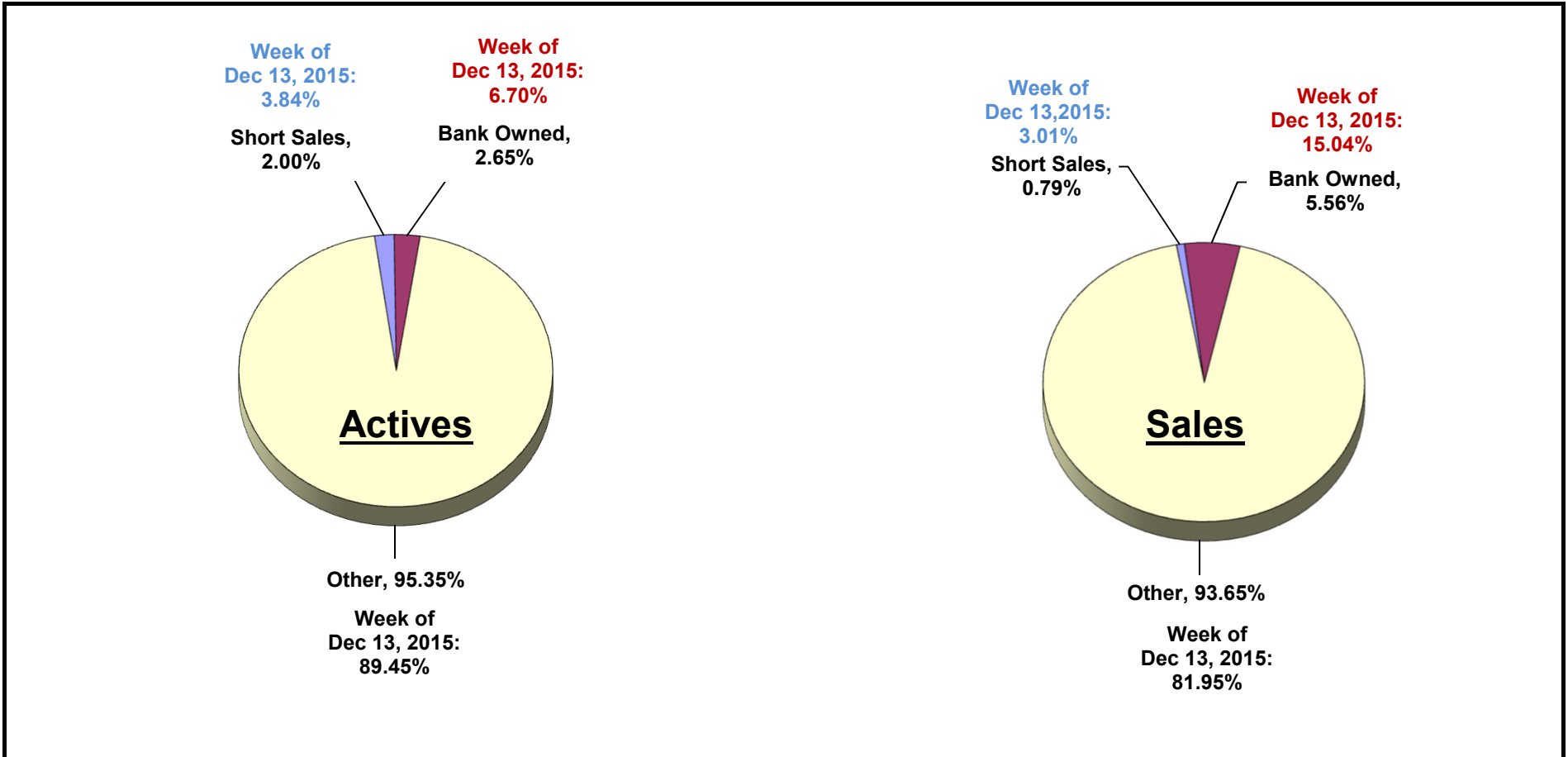
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 6 Condos, Townhomes, or Villas available for the Median Price of \$151,500? (± \$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>
Orange County		2	\$151,500	2.5	2.0	1,301	\$116.45
Sand Lake / Bay Hill	32819	1	\$151,000	2.0	2.0	1,124	\$134.34
Pine Castle / Edgewood	32839	1	\$152,000	3.0	2.0	1,478	\$102.84
Osceola County		4	\$151,500	3.5	2.5	1,547	\$97.93
Kissimmee (Central)	34741	2	\$151,500	3.0	2.0	1,716	\$88.29
Kissimmee (West) / Pleasant Hill	34746	2	\$151,500	4.0	3.0	1,378	\$109.94