



Monday Morning Quarterback Summary

Week of Oct 22, 2017

Single-family existing homes

- Sales of single-family homes decreased to 383 during the week of Oct 22, from 440 the week prior
- The median price of single family homes decreased to \$241,000, a change of -2.5%
- The number of single-family home foreclosure transactions increased to 15 last week, from 14 the week of Oct 15
- The number of single-family home short-sale transactions decreased to 7 from 9 the week prior
- Single-family inventory decreased by 98, and now sits at 8,118

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 130 during the week of Oct 22, from 138 the week prior
- The median price of condos, townhomes, and villas increased to \$154,950, a change of 9.1%
- The number of condo, townhome, and villa foreclosure transactions decreased to 3 last week, from 11 the week of Oct 15
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory increased by 7, and now sits at 2,107

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

Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	383	201	78	49	24	23	8
Bank Owned	15	12	2	1	0	0	0
Short Sales	7	5	1	1	0	0	0
Other	361	184	75	47	24	23	8
Active Listings	8,118	2,291	1,221	1,825	879	1,324	578
Bank Owned	190	99	31	31	15	11	3
Short Sales	106	62	15	16	6	5	2
Other	7,822	2,130	1,175	1,778	858	1,308	573
Months of Inventory	5	3	4	9	8	13	17

List Price

Average Original List Price	\$308,910	\$188,599	\$280,154	\$356,609	\$465,831	\$661,966	\$1,834,117
Average Final List Price	\$302,752	\$186,464	\$275,340	\$347,943	\$452,121	\$643,509	\$1,787,192

Sale Price

Average Price	\$294,006	\$182,176	\$269,687	\$340,594	\$444,222	\$617,382	\$1,675,145
Median Price	\$241,000	\$195,000	\$265,745	\$339,000	\$438,344	\$568,985	\$1,630,579

Price Differences

<i>Original to Final</i> List Price	-\$6,158	-\$2,135	-\$4,814	-\$8,666	-\$13,710	-\$18,457	-\$46,925
<i>Original</i> List to <i>Sale</i> Price - \$	-\$14,904	-\$6,423	-\$10,467	-\$16,015	-\$21,609	-\$44,584	-\$158,972
<i>Final</i> List to <i>Sale</i> Price - \$	-\$8,746	-\$4,288	-\$5,653	-\$7,349	-\$7,899	-\$26,127	-\$112,047
<i>Original</i> List to <i>Sale</i> Price - %	95.18%	96.59%	96.26%	95.51%	95.36%	93.26%	91.33%
<i>Final</i> List to <i>Sale</i> Price - %	97.11%	97.70%	97.95%	97.89%	98.25%	95.94%	93.73%

Days on the Market

Avg Days Listing to Contract	53	46	52	58	73	60	119
Combined Avg Days to Contract	51	37	55	61	79	94	91
Avg Days Listing to Closing	91	88	93	97	90	84	136
Avg Days Contract to Close	43	43	44	40	46	42	33

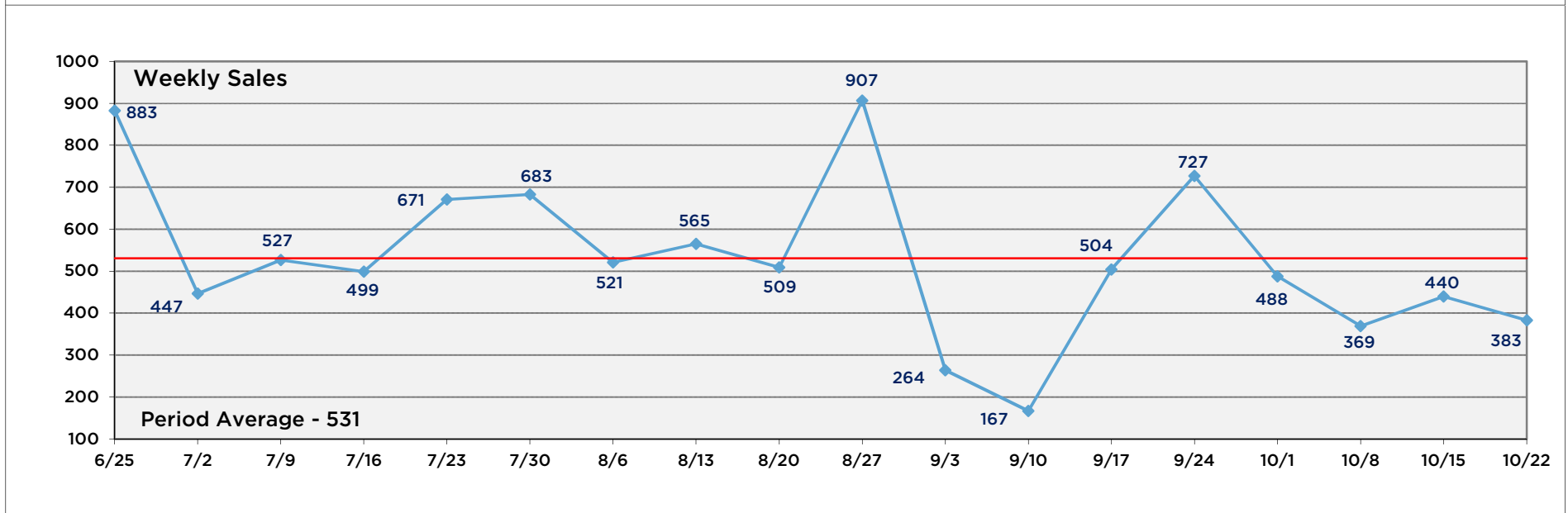
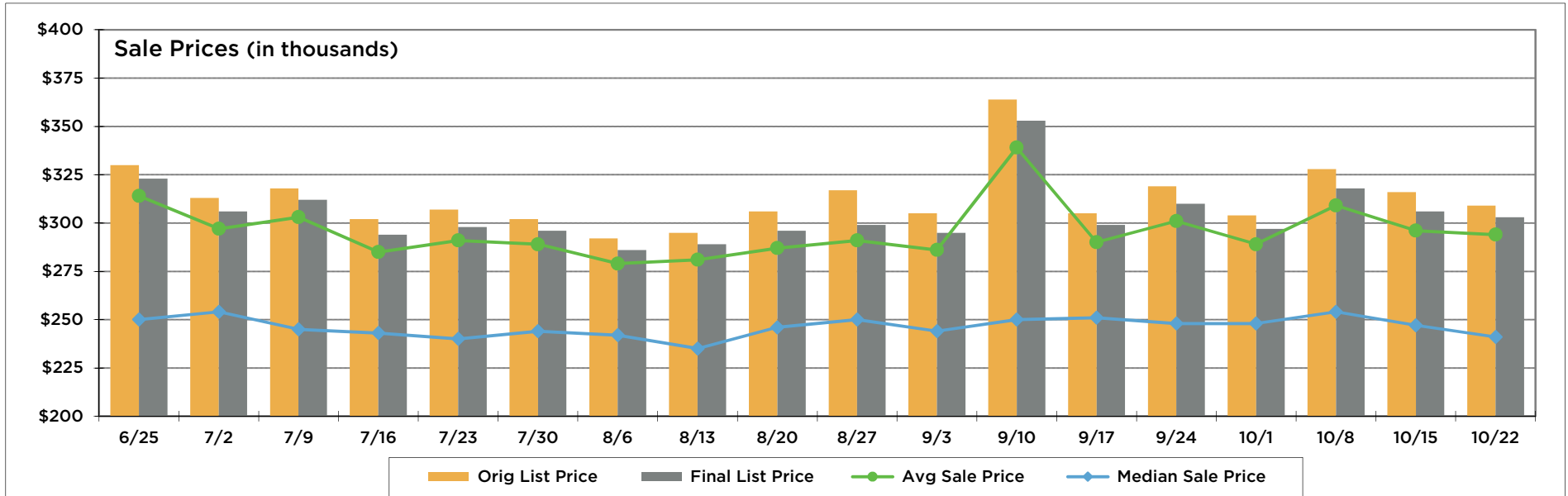
Beds / Baths

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

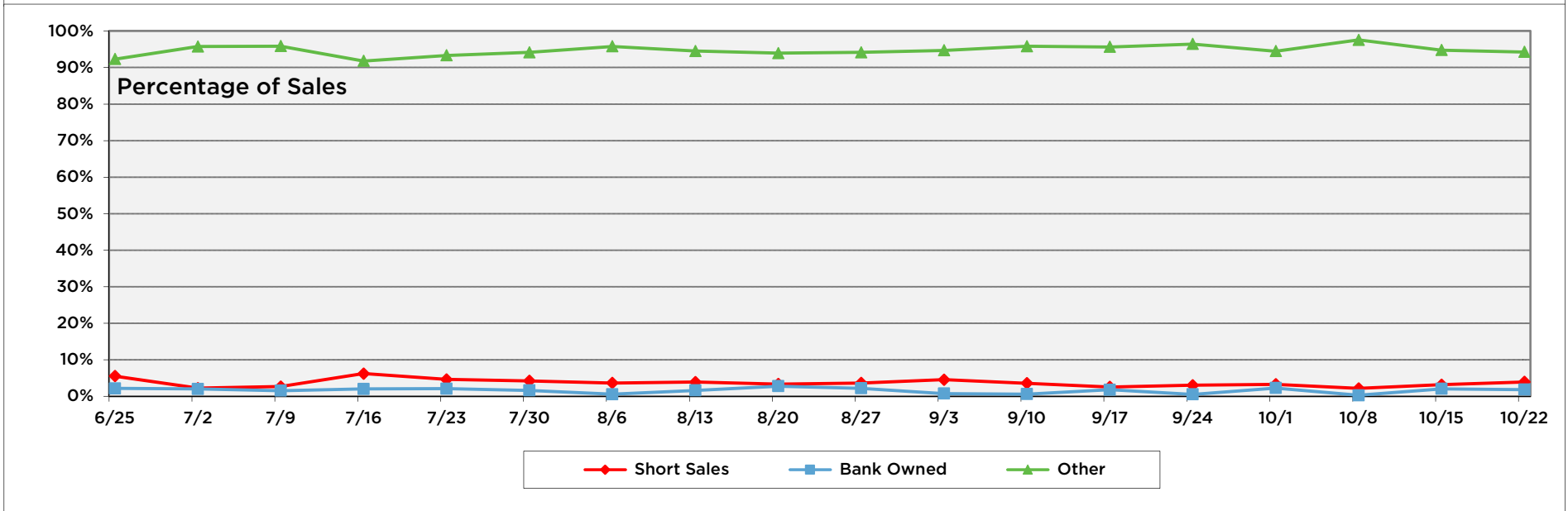
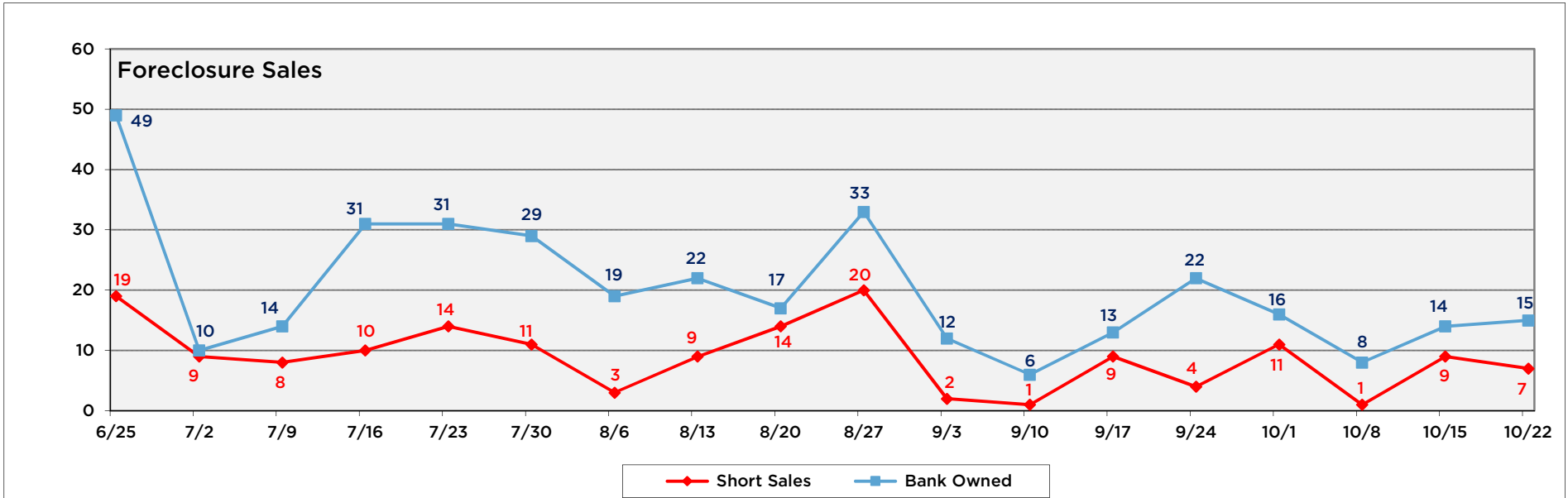
Square Footage

Average Square Feet	2,097	1,584	2,096	2,456	3,057	3,501	5,873
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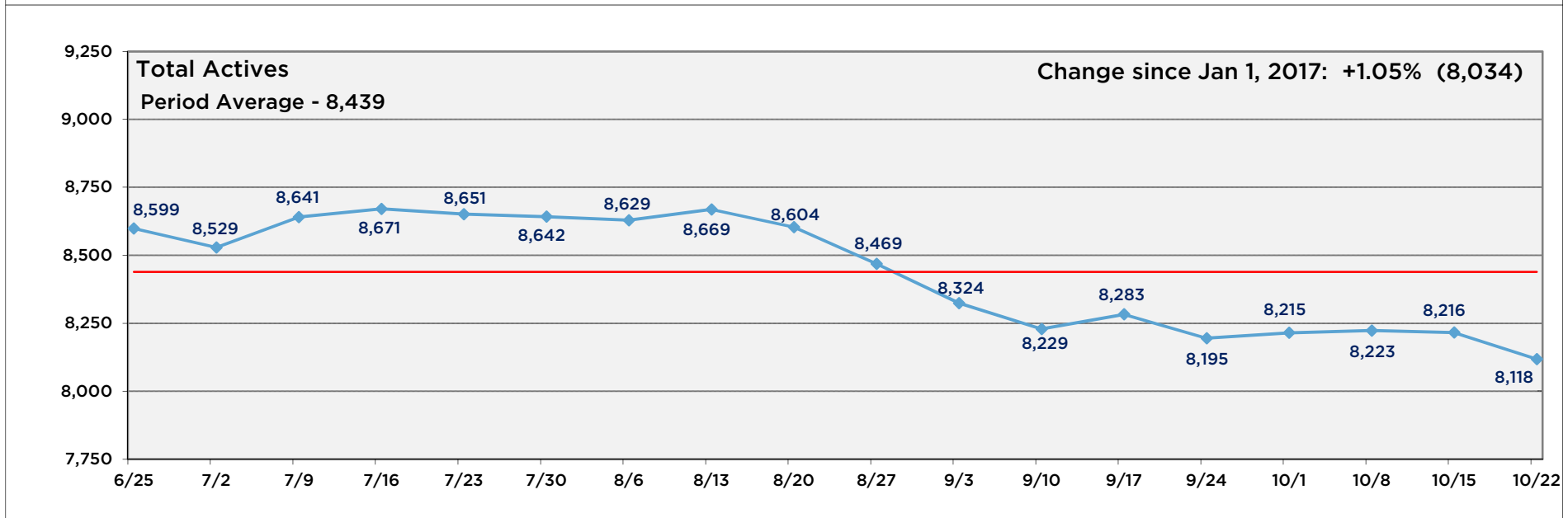
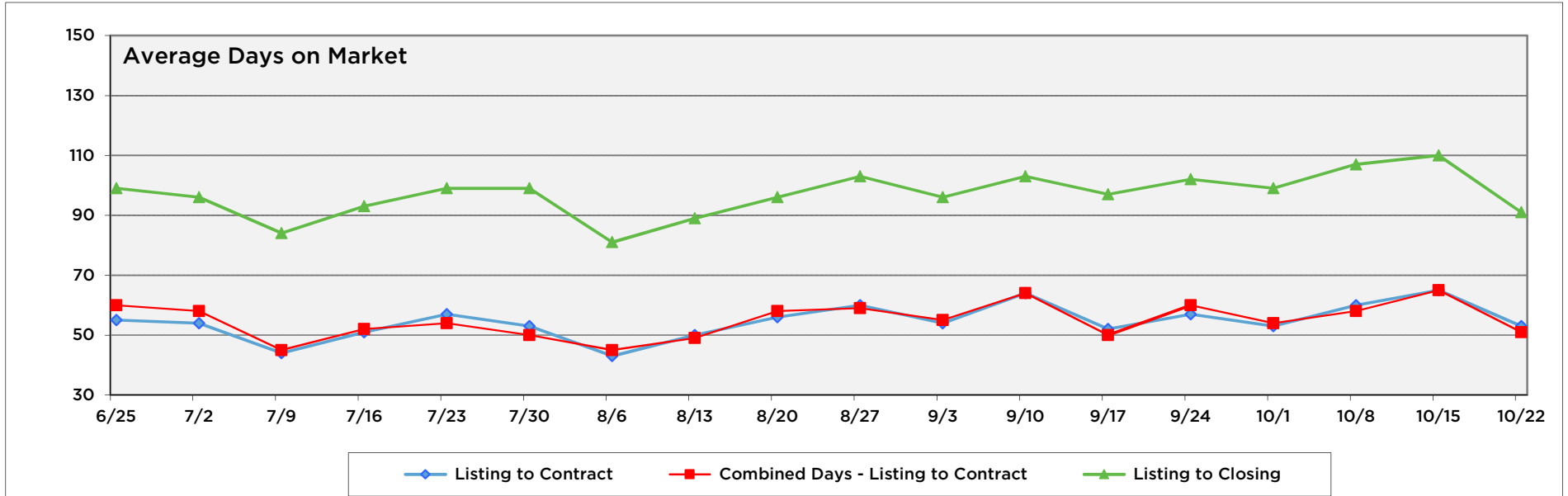
Single Family Homes



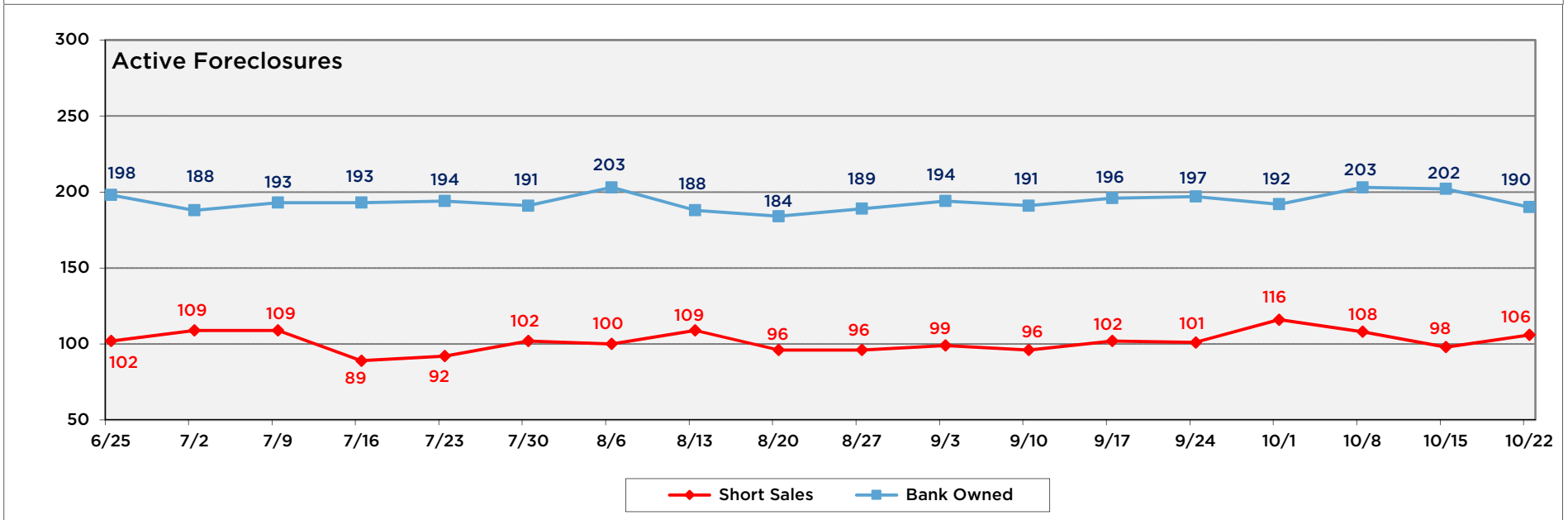
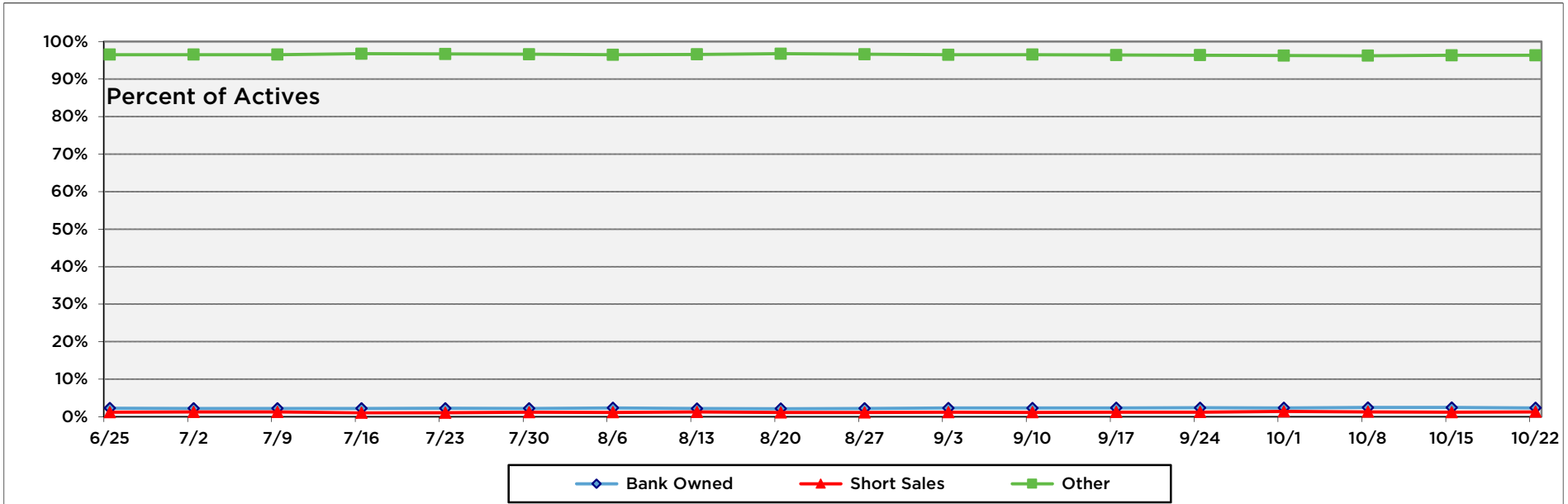
Single Family Homes



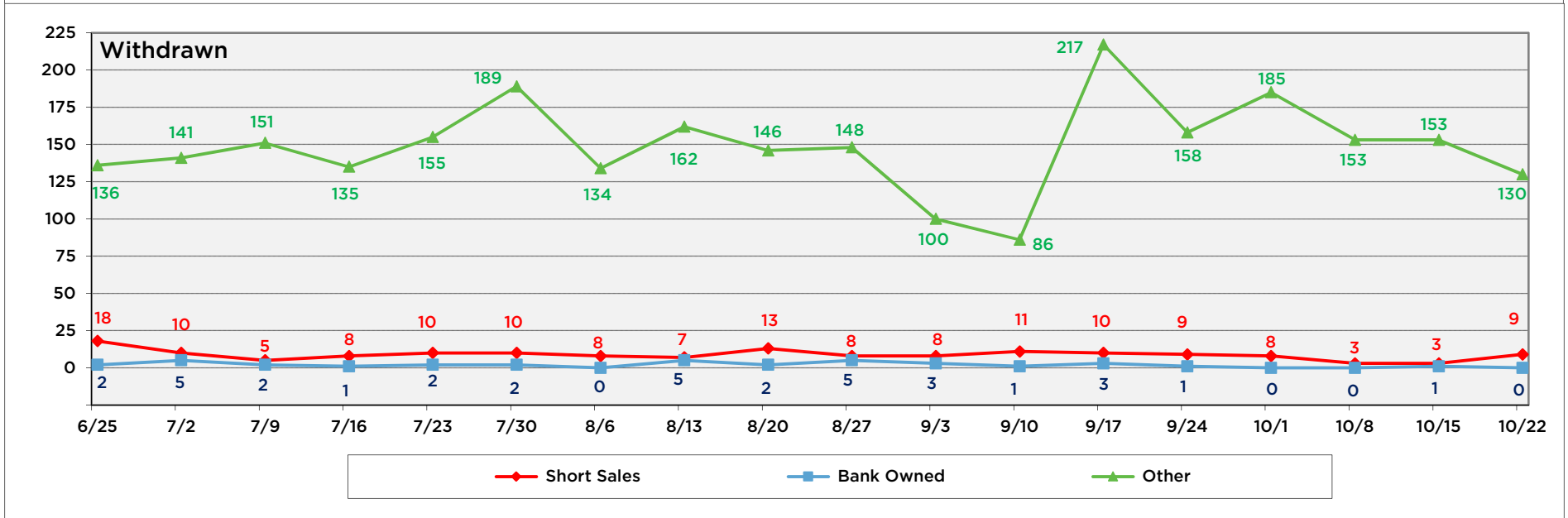
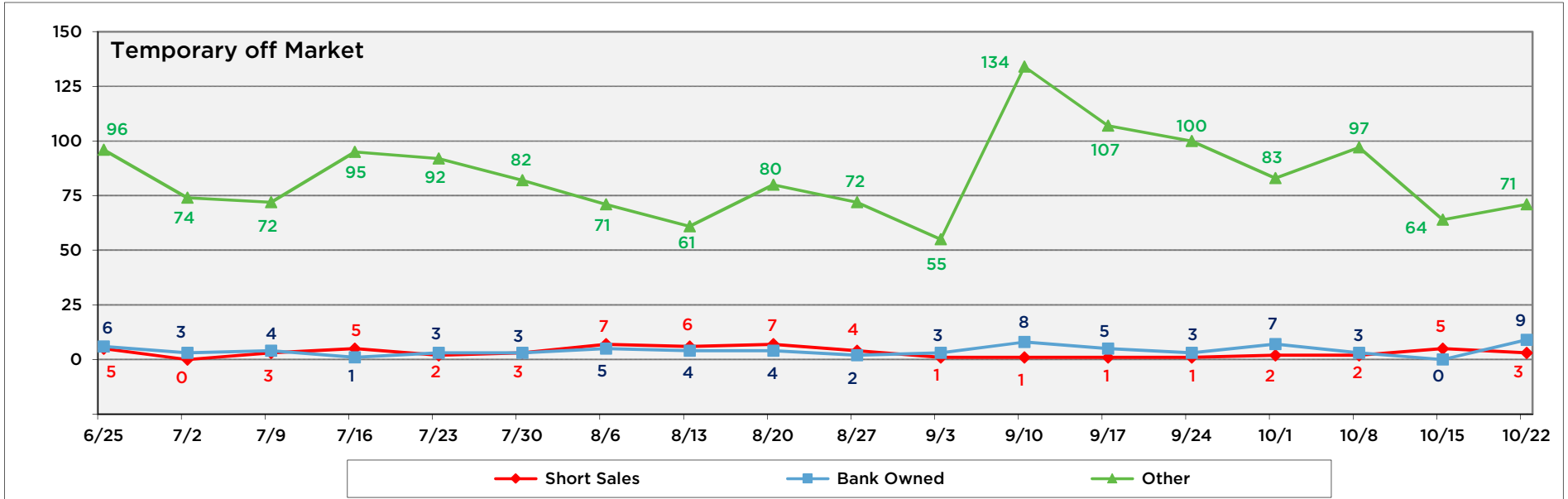
Single Family Homes



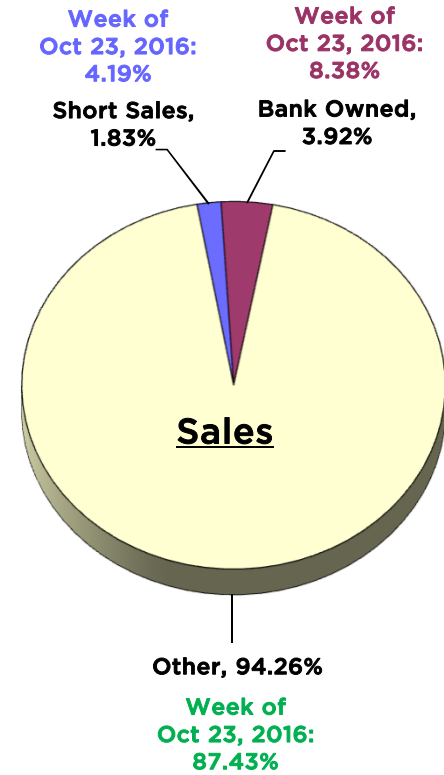
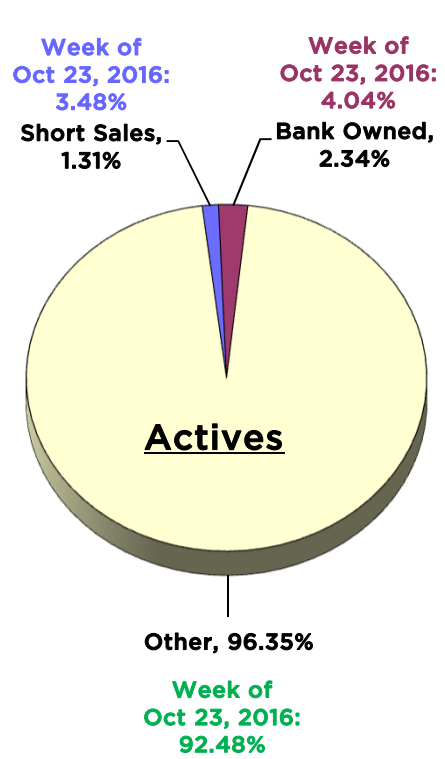
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
10/22/2017 - 10/28/2017
Lake, Orange, Osceola & Seminole Counties

Where are the 8 Single Family Homes available for the Median Price of \$241,000? (± \$500)

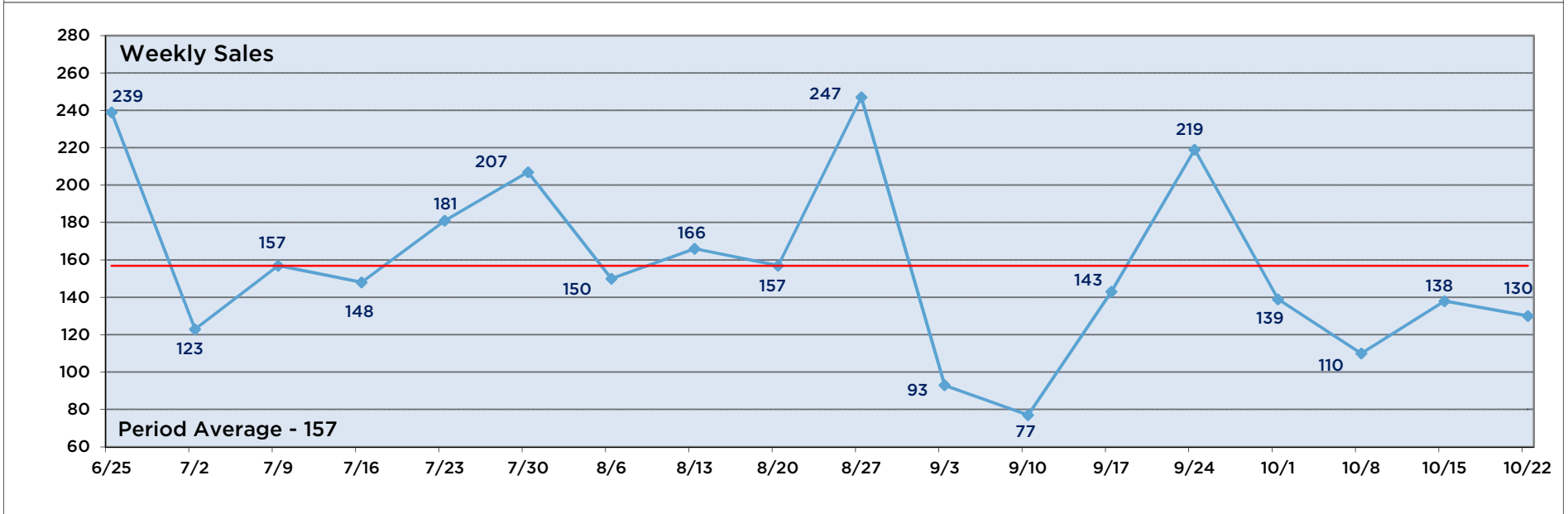
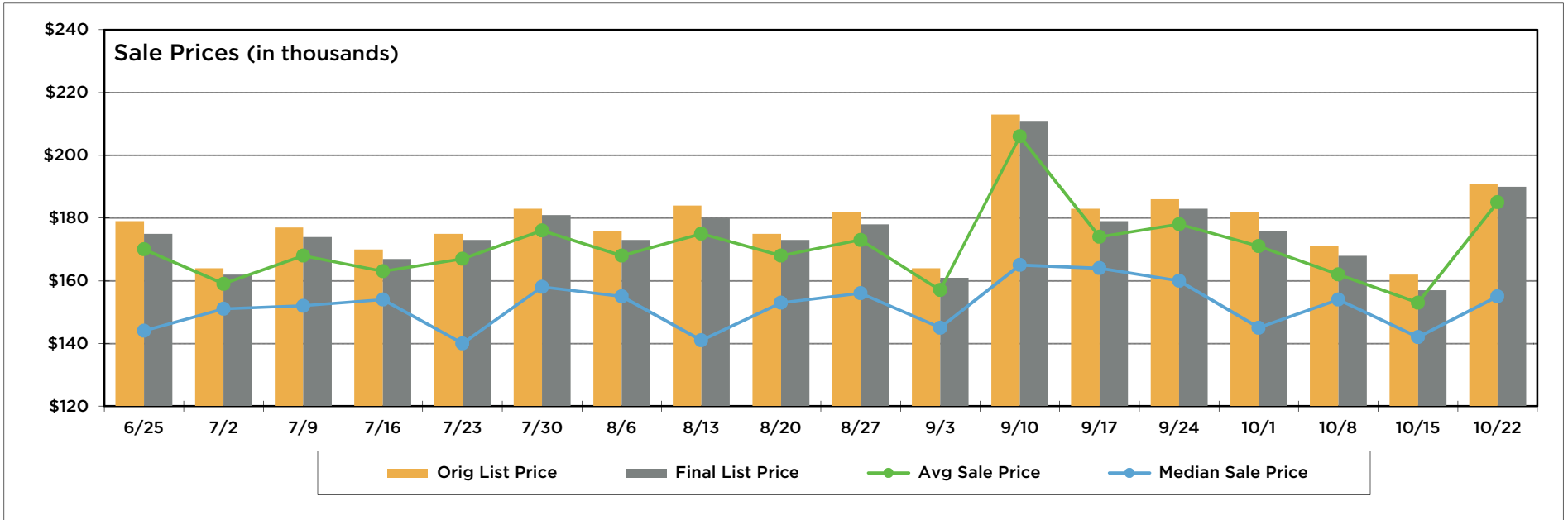
County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Orange County		3	\$240,800	3.0	2.0	1,569	\$153.47
Lockhart	32810	1	\$240,900	3.0	2.0	1,667	\$144.51
Conway	32812	1	\$241,000	3.0	2.0	1,721	\$140.03
Hunters Creek	32837	1	\$240,500	3.0	2.0	1,319	\$182.34
Lake County		5	\$241,003	3.8	2.2	2,085	\$115.58
Tavares / Mt Plymouth	32778	1	\$240,990	5.0	3.0	2,807	\$85.85
Clermont (Central)	34711	1	\$240,725	3.0	2.0	1,677	\$143.55
Minneola	34715	1	\$241,500	3.0	2.0	2,240	\$107.81
Groveland	34736	2	\$240,900	4.0	2.0	1,851	\$130.15

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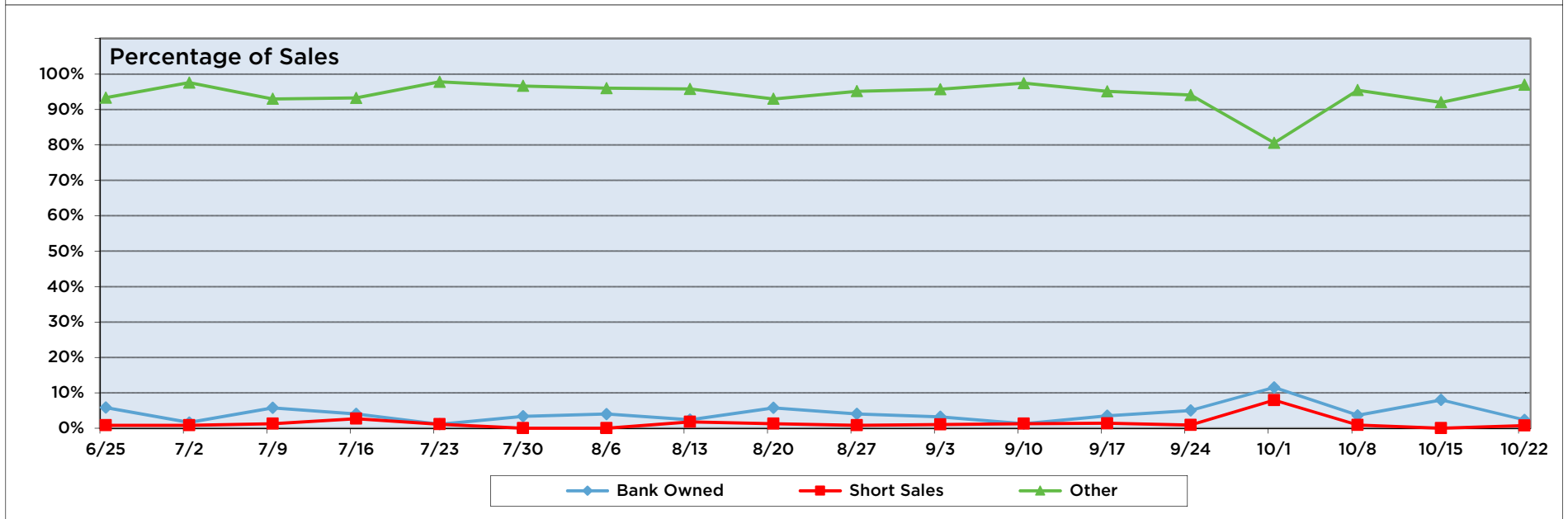
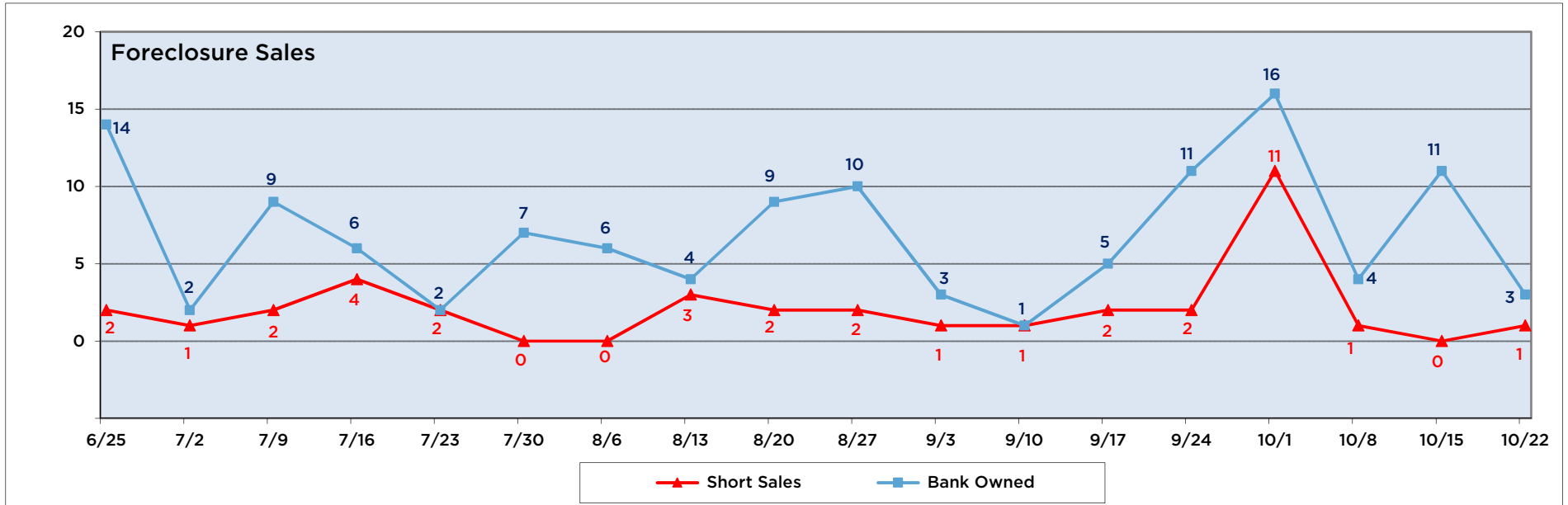
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	130	112	9	4	2	2	1
Bank Owned	3	3	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	126	108	9	4	2	2	1
Active Listings	2,107	1,445	266	238	72	62	24
Bank Owned	31	26	4	1	0	0	0
Short Sales	27	23	2	0	1	1	0
Other	2,049	1,396	260	237	71	61	24
Months of Inventory	4	3	7	14	8	7	6
<i>List Price</i>							
Average Original List Price	\$191,423	\$149,001	\$281,028	\$362,224	\$457,450	\$551,950	\$2,200,000
Average Final List Price	\$189,728	\$147,320	\$278,568	\$359,724	\$457,450	\$551,950	\$2,200,000
<i>Sale Price</i>							
Average Price	\$184,990	\$143,373	\$272,935	\$351,112	\$445,000	\$520,000	\$2,200,000
Median Price	\$154,950	\$140,000	\$272,000	\$350,725	\$445,000	\$520,000	\$2,200,000
<i>Price Differences</i>							
<i>Original to Final</i> List Price	-\$1,695	-\$1,681	-\$2,460	-\$2,500	\$0	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$6,433	-\$5,628	-\$8,093	-\$11,112	-\$12,450	-\$31,950	\$0
<i>Final</i> List to <i>Sale</i> Price - \$	-\$4,738	-\$3,947	-\$5,633	-\$8,612	-\$12,450	-\$31,950	\$0
<i>Original</i> List to <i>Sale</i> Price - %	96.64%	96.22%	97.12%	96.93%	97.28%	94.21%	100.00%
<i>Final</i> List to <i>Sale</i> Price - %	97.50%	97.32%	97.98%	97.61%	97.28%	94.21%	100.00%
<i>Days on the Market</i>							
Avg Days Listing to Contract	41	40	64	37	17	32	0
Combined Avg Days to Contract	51	45	130	123	17	117	3
Avg Days Listing to Closing	75	73	105	100	36	79	3
Avg Days Contract to Close	35	34	40	62	19	47	3
<i>Beds / Baths</i>							
Average Bedrooms	2	2	3	4	4	3	3
Average Full Baths	2	2	2	3	3	2	5
Average Half Baths	0	0	1	1	1	1	0
<i>Square Footage</i>							
Average Square Feet	1,389	1,274	1,818	2,090	1,985	2,533	4,090

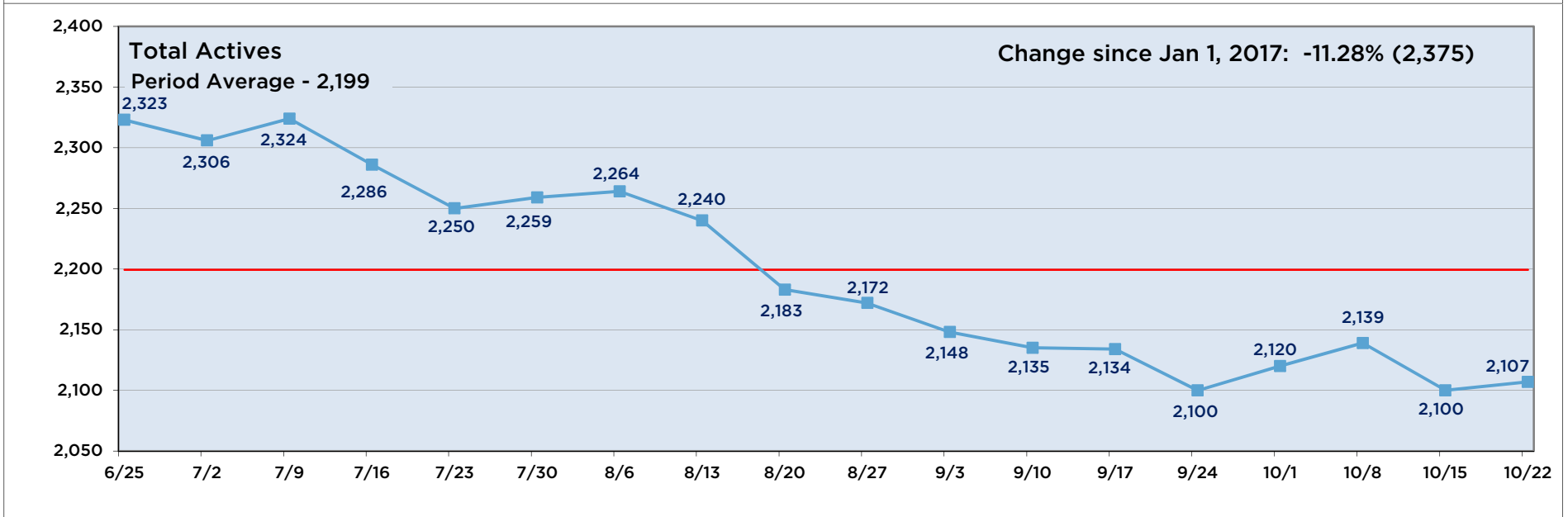
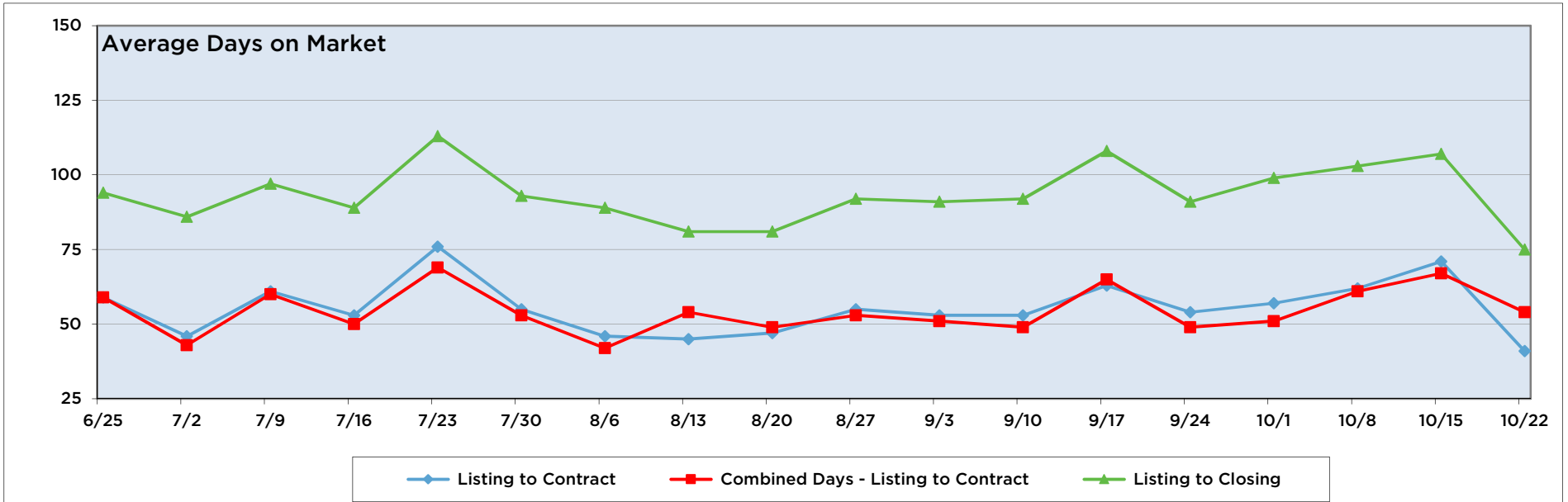
Condos, Townhomes, Villas



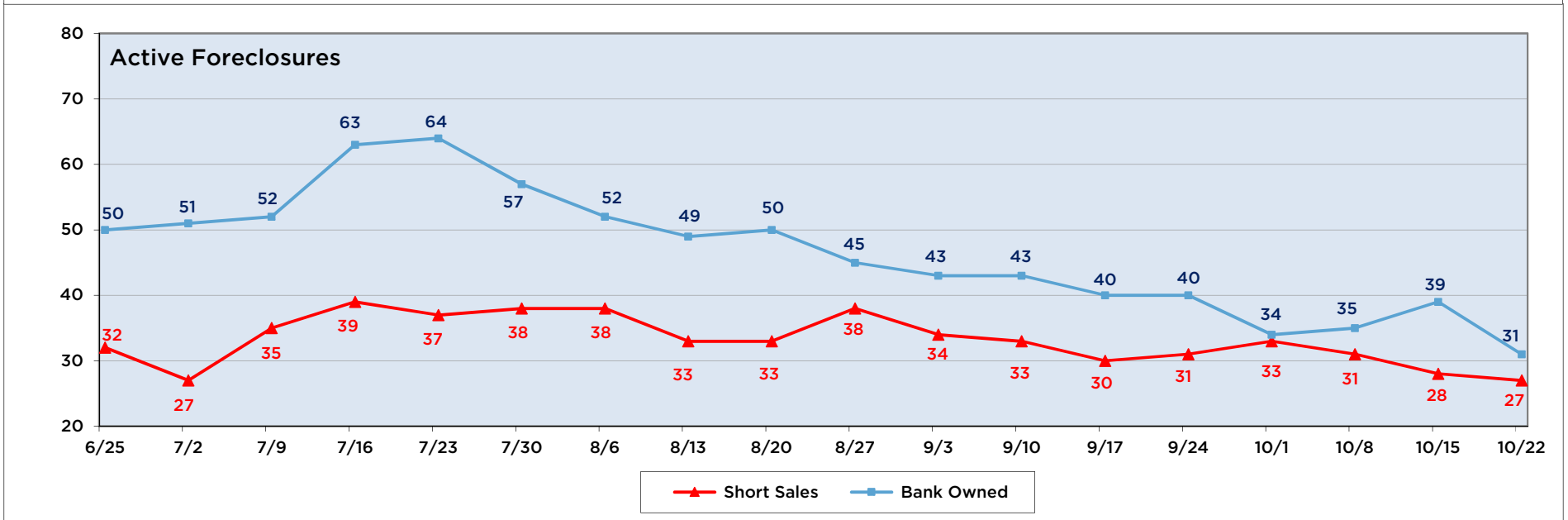
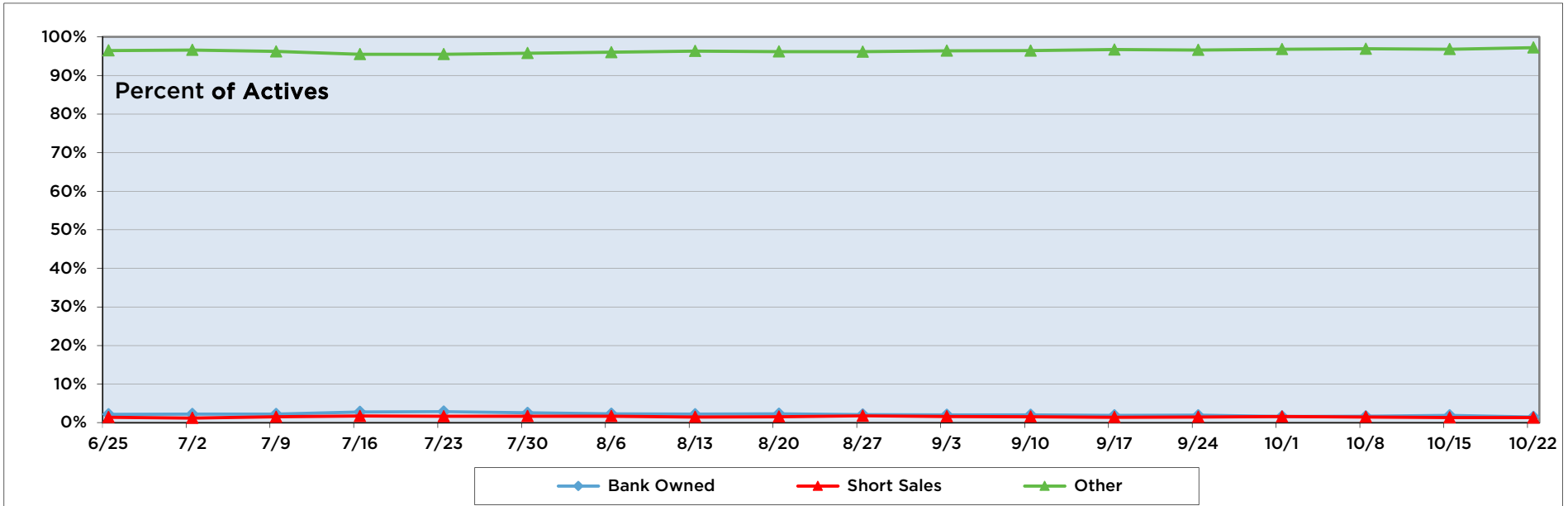
Condos, Townhomes, Villas



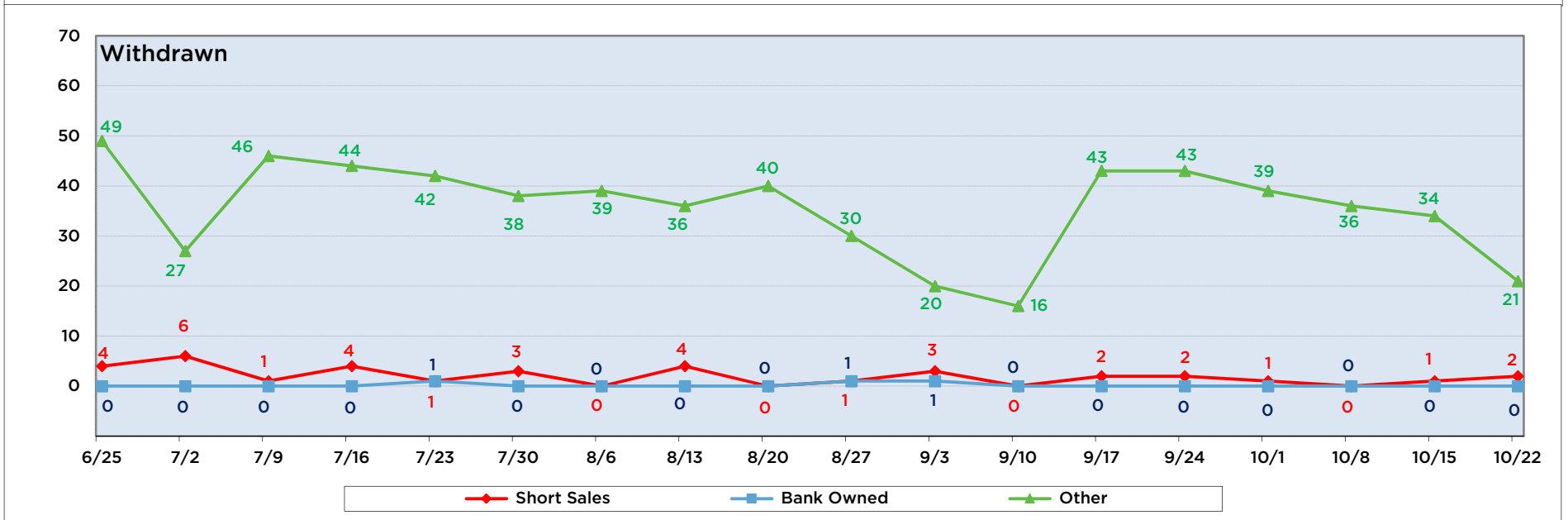
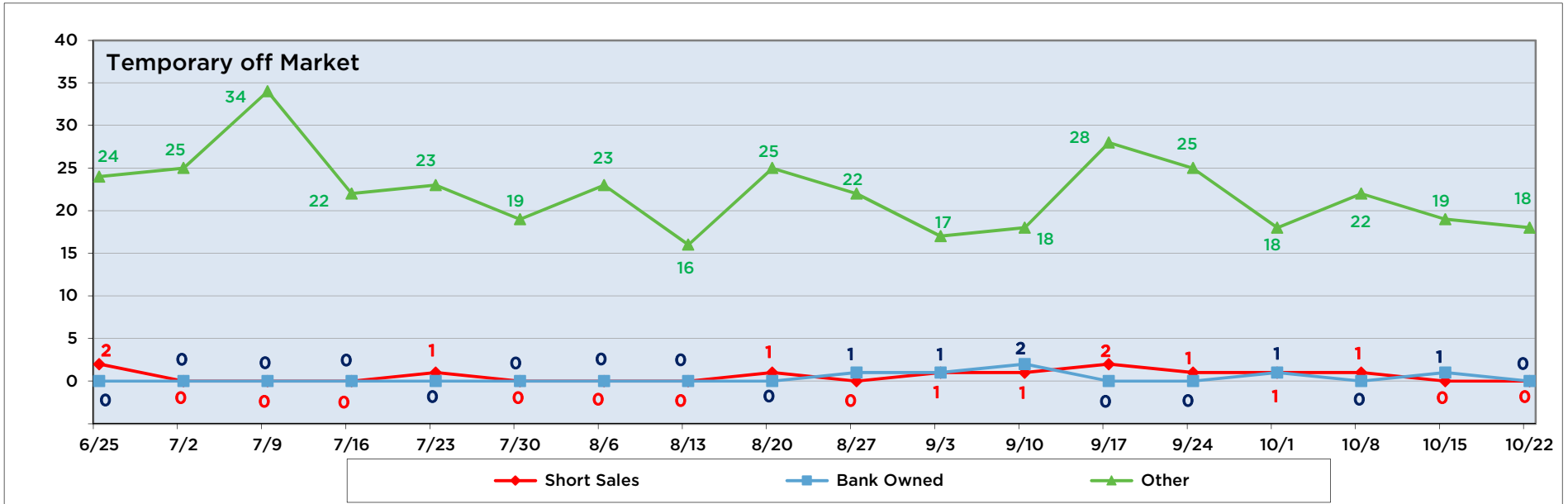
Condos, Townhomes, Villas



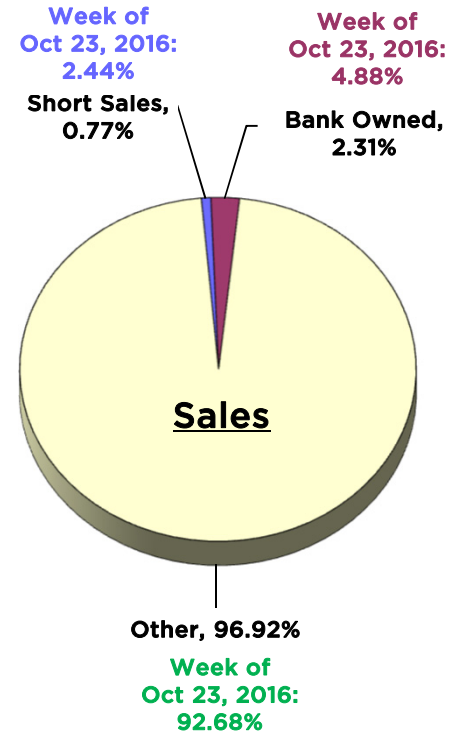
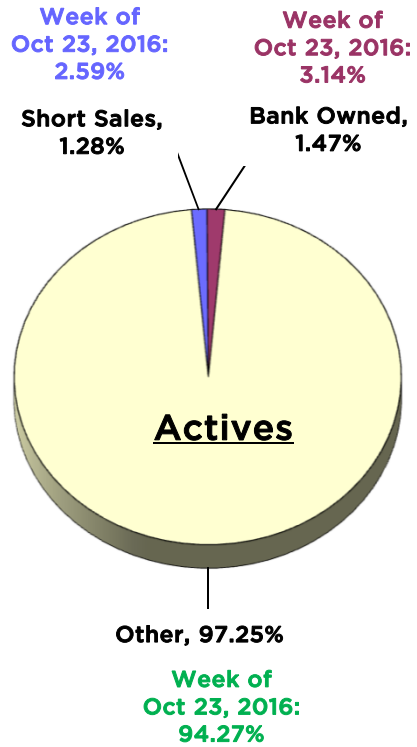
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Monday Morning Quarterback
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Lake, Orange, Osceola & Seminole Counties

Where are the 17 Condos, Townhomes, or Villas available for the Median Price of \$154,950?

(± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		3	\$154,933	2.3	2.0	1,497	\$103.47
Sanford / Lake Forest	32771	1	\$154,900	3.0	2.0	1,530	\$101.24
Sanford (South)	32773	1	\$154,900	2.0	2.0	1,589	\$97.48
Winter Park	32792	1	\$155,000	2.0	2.0	1,373	\$112.89
Orange County		8	\$154,963	2.9	2.3	1,379	\$112.41
Colonialtown	32803	2	\$155,000	3.0	2.0	1,640	\$94.51
Sand Lake / Bay Hill	32819	1	\$155,000	2.0	2.0	1,003	\$154.54
Williamsburg / Lake Bryan	32821	2	\$154,950	3.0	3.0	1,448	\$107.01
Ventura	32822	2	\$154,950	3.0	2.0	1,213	\$127.74
Rio Pinar / Union Park	32825	1	\$154,900	3.0	2.0	1,423	\$108.85
Osceola County		5	\$154,980	3.0	2.0	1,305	\$118.76
Kissimmee (East)	34744	1	\$155,000	3.0	2.0	1,406	\$110.24
Kissimmee (West) / Pleasant Hill	34746	3	\$154,967	3.0	2.0	1,291	\$120.04
Kissimmee / Celebration	34747	1	\$154,999	3.0	2.0	1,246	\$124.40
Lake County		1	\$154,900	2.0	2.0	2,280	\$67.94
Leesburg (East)/Haines Creek	34788	1	\$154,900	2.0	2.0	2,280	\$67.94