



## ***Monday Morning Quarterback Summary***

***Week of Dec 10, 2017***

### ***Single-family existing homes***

- Sales of single-family homes increased to 491 during the week of Dec 10, from 462 the week prior
- The median price of single family homes decreased to \$240,000, a change of -2.5%
- The number of single-family home foreclosure transactions increased to 17 last week, from 15 the week of Dec 3
- The number of single-family home short-sale transactions increased to 6 from 2 the week prior
- Single-family inventory decreased by 4, and now sits at 7,667

### ***Condos, townhomes, and villas***

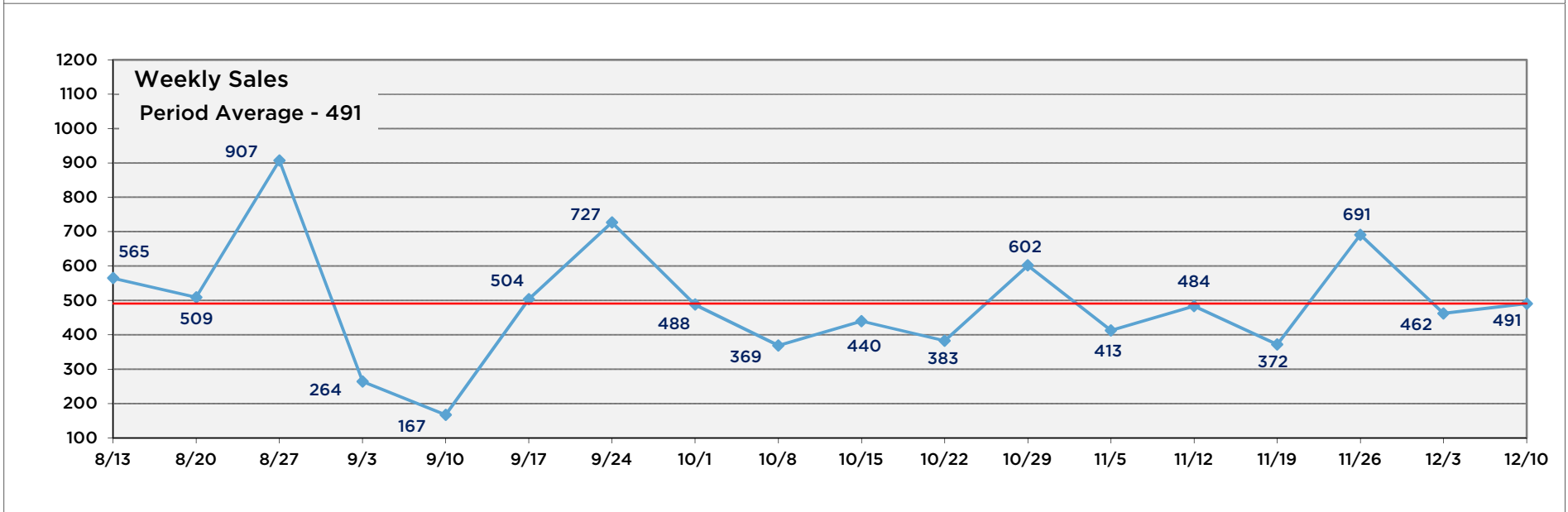
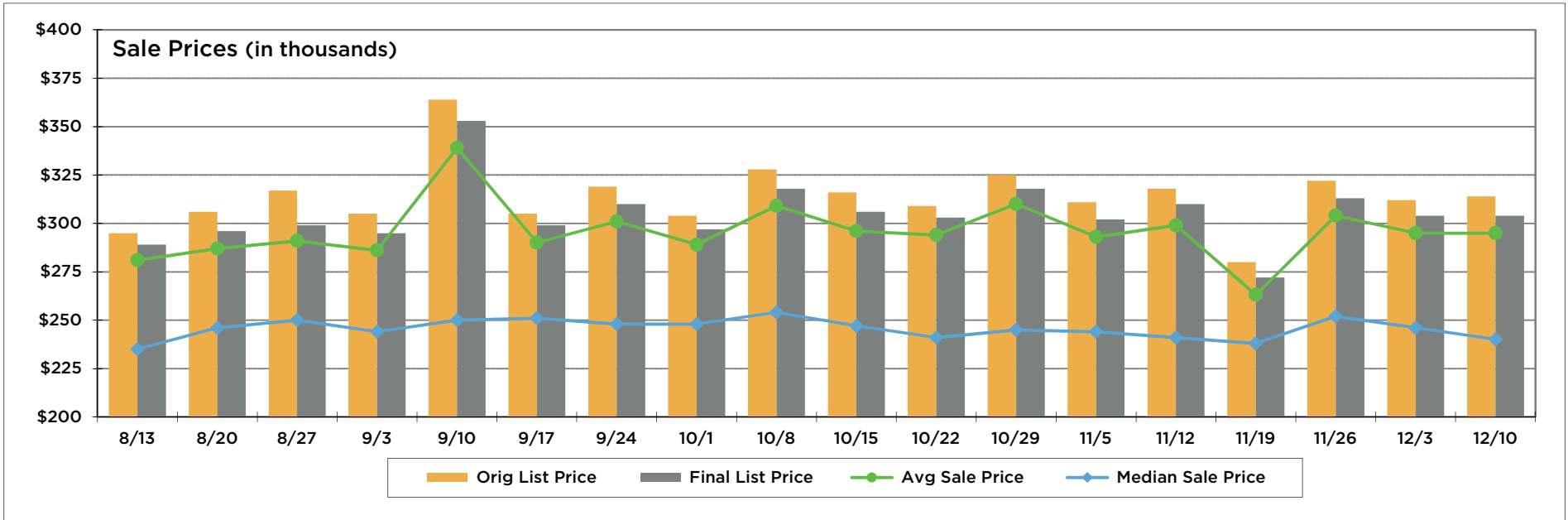
- Sales of condos, townhomes, and villas remained constant at 140 during the week of Dec 10
- The median price of condos, townhomes, and villas increased to \$157,500, a change of 0.8%
- The number of condo, townhome, and villa foreclosure transactions increased to 5 last week, from 3 the week of Dec 3
- The number of condo, townhome and villa short-sale transactions decreased to 1 from 3 the week prior
- Condo inventory decreased by 11, and now sits at 2,025

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

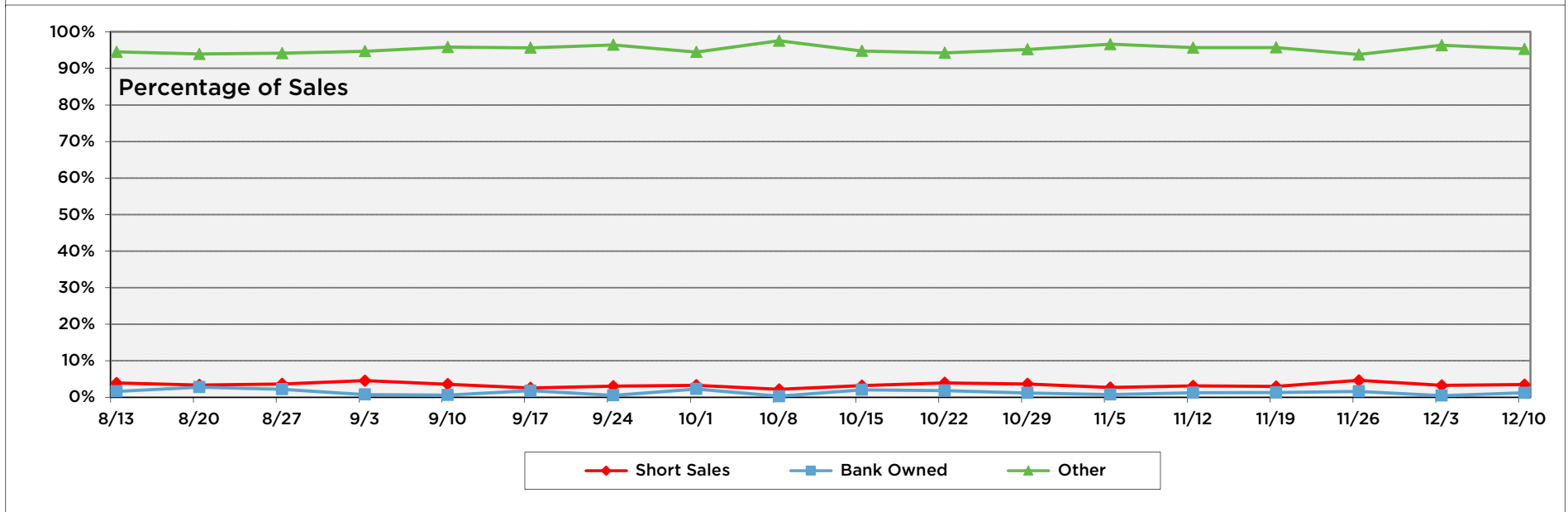
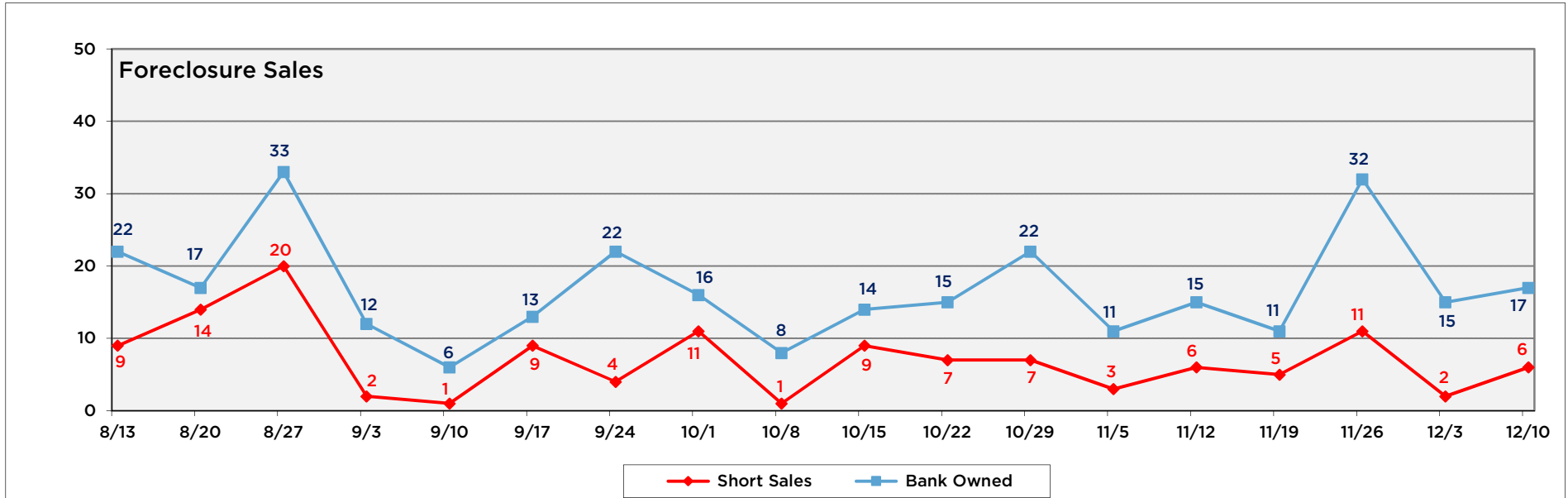
**Single Family Homes**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>491</b>	<b>267</b>	<b>76</b>	<b>80</b>	<b>26</b>	<b>35</b>	<b>7</b>
Bank Owned	17	11	2	1	2	1	0
Short Sales	6	4	2	0	0	0	0
Other	468	252	72	79	24	34	7
<b>Active Listings</b>	<b>7,667</b>	<b>2,173</b>	<b>1,165</b>	<b>1,679</b>	<b>843</b>	<b>1,258</b>	<b>549</b>
Bank Owned	166	88	26	25	8	15	4
Short Sales	95	41	19	19	8	7	1
Other	7,406	2,044	1,120	1,635	827	1,236	544
<b>Months of Inventory</b>	<b>4</b>	<b>2</b>	<b>4</b>	<b>5</b>	<b>7</b>	<b>8</b>	<b>18</b>
<b><i>List Price</i></b>							
Average Original List Price	\$314,010	\$195,310	\$287,410	\$364,138	\$475,122	\$731,283	\$1,872,714
Average Final List Price	\$304,190	\$191,575	\$278,871	\$355,900	\$452,154	\$699,474	\$1,757,571
<b><i>Sale Price</i></b>							
Average Price	\$295,392	\$186,685	\$271,630	\$344,766	\$441,295	\$684,246	\$1,649,286
Median Price	\$240,000	\$198,500	\$271,745	\$342,553	\$436,200	\$679,000	\$1,400,000
<b><i>Price Differences</i></b>							
Original to Final List Price	-\$9,820	-\$3,735	-\$8,539	-\$8,238	-\$22,968	-\$31,809	-\$115,143
Original List to Sale Price - \$	-\$18,618	-\$8,625	-\$15,780	-\$19,372	-\$33,827	-\$47,037	-\$223,428
Final List to Sale Price - \$	-\$8,798	-\$4,890	-\$7,241	-\$11,134	-\$10,859	-\$15,228	-\$108,285
Original List to Sale Price - %	94.07%	95.58%	94.51%	94.68%	92.88%	93.57%	88.07%
Final List to Sale Price - %	97.11%	97.45%	97.40%	96.87%	97.60%	97.82%	93.84%
<b><i>Days on the Market</i></b>							
Avg Days Listing to Contract	64	49	69	77	100	93	126
Combined Avg Days to Contract	63	42	65	86	105	114	175
Avg Days Listing to Closing	104	89	110	114	141	142	185
Avg Days Contract to Close	40	39	41	37	40	49	60
<b><i>Beds / Baths</i></b>							
Average Bedrooms	3	3	4	4	4	4	5
Average Full Baths	2	2	2	3	3	3	4
Average Half Baths	0	0	0	0	1	1	1
<b><i>Square Footage</i></b>							
Average Square Feet	2,096	1,580	2,148	2,563	3,112	3,386	5,659

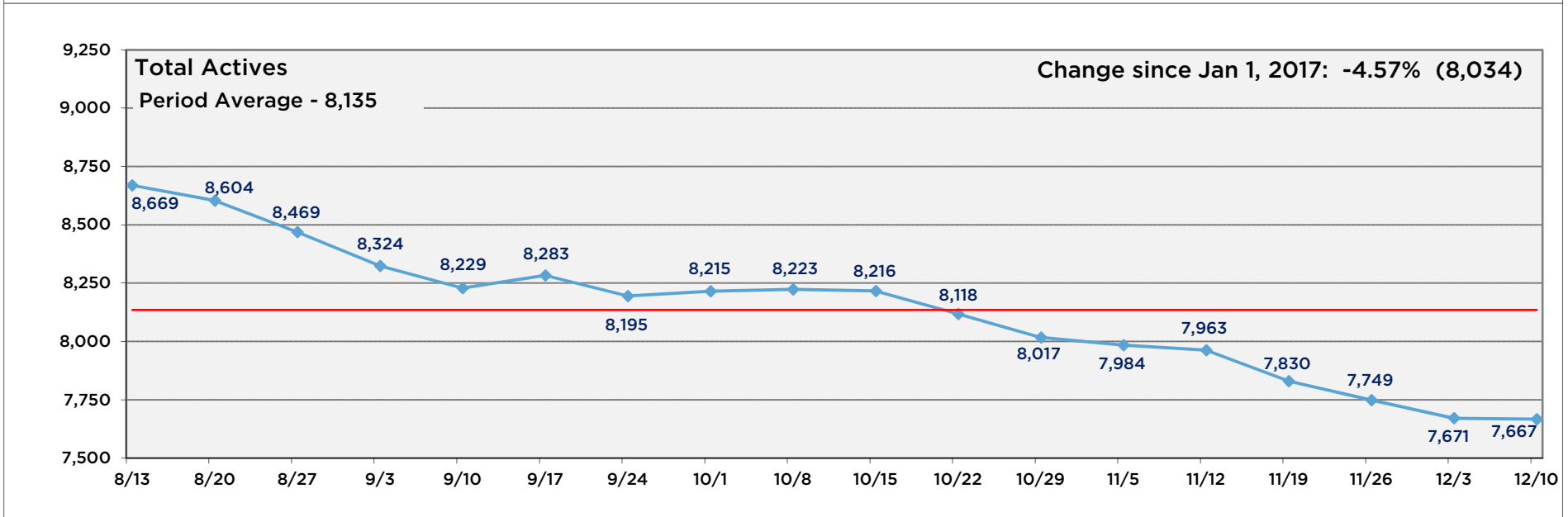
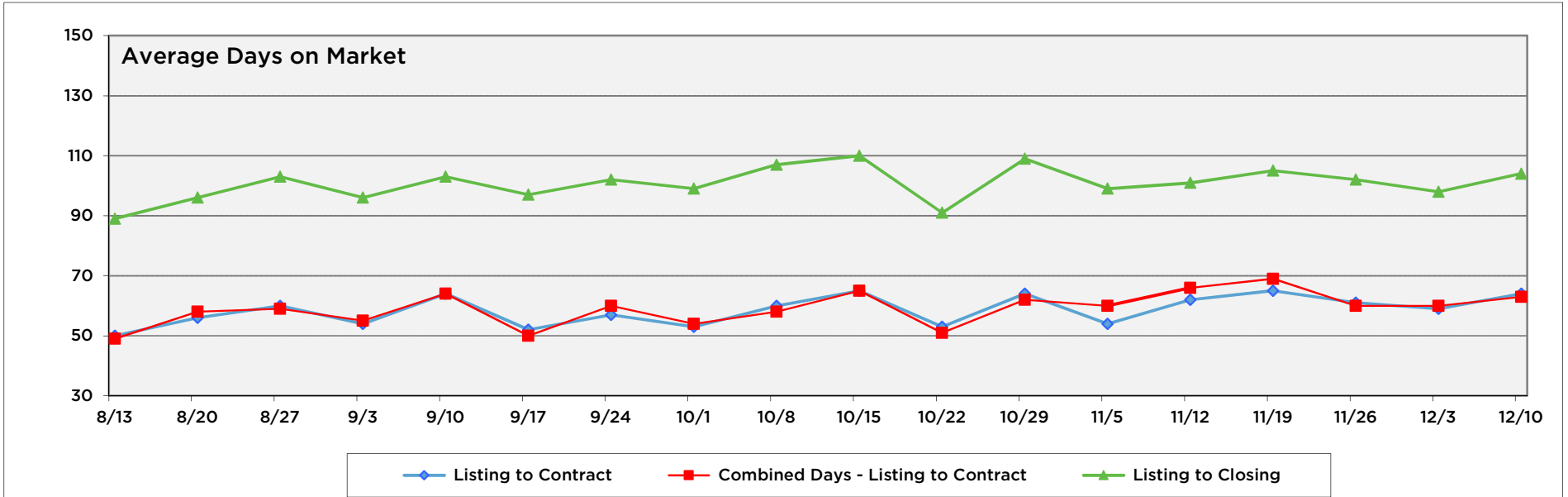
**Single Family Homes**



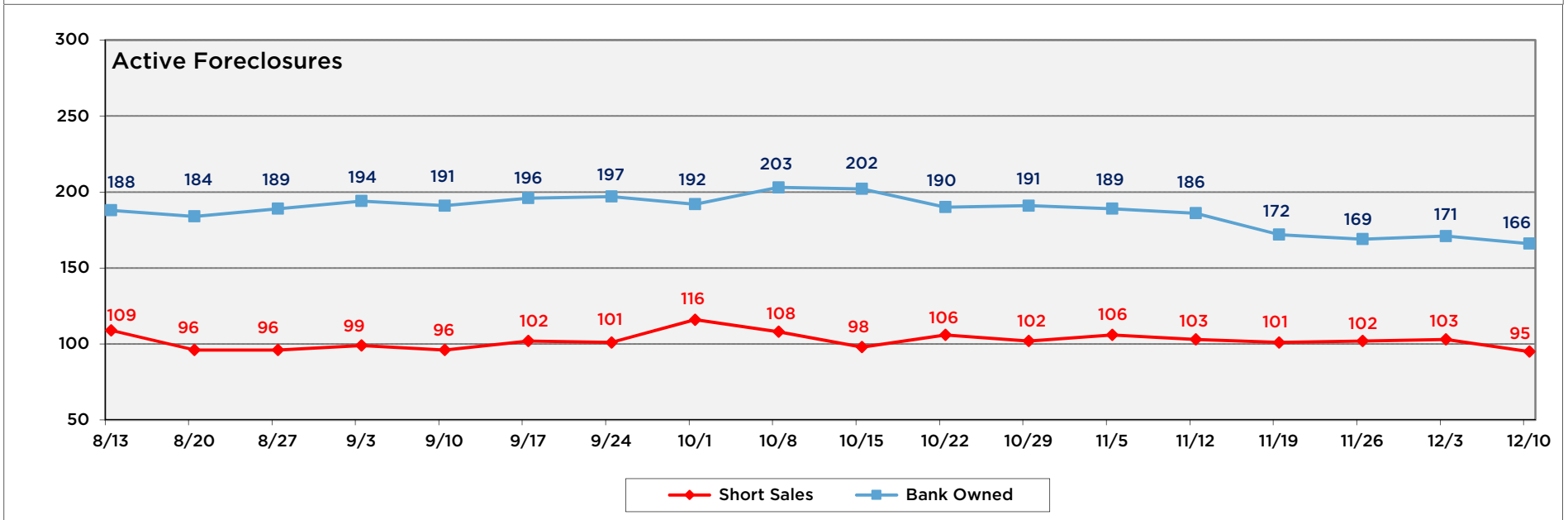
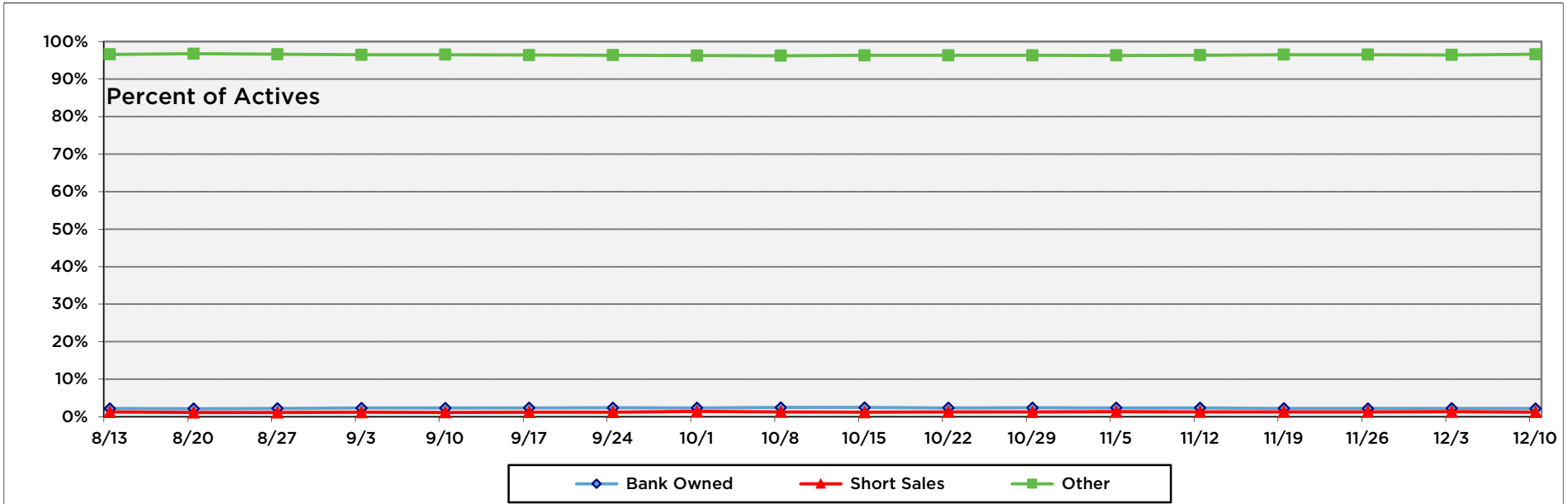
**Single Family Homes**



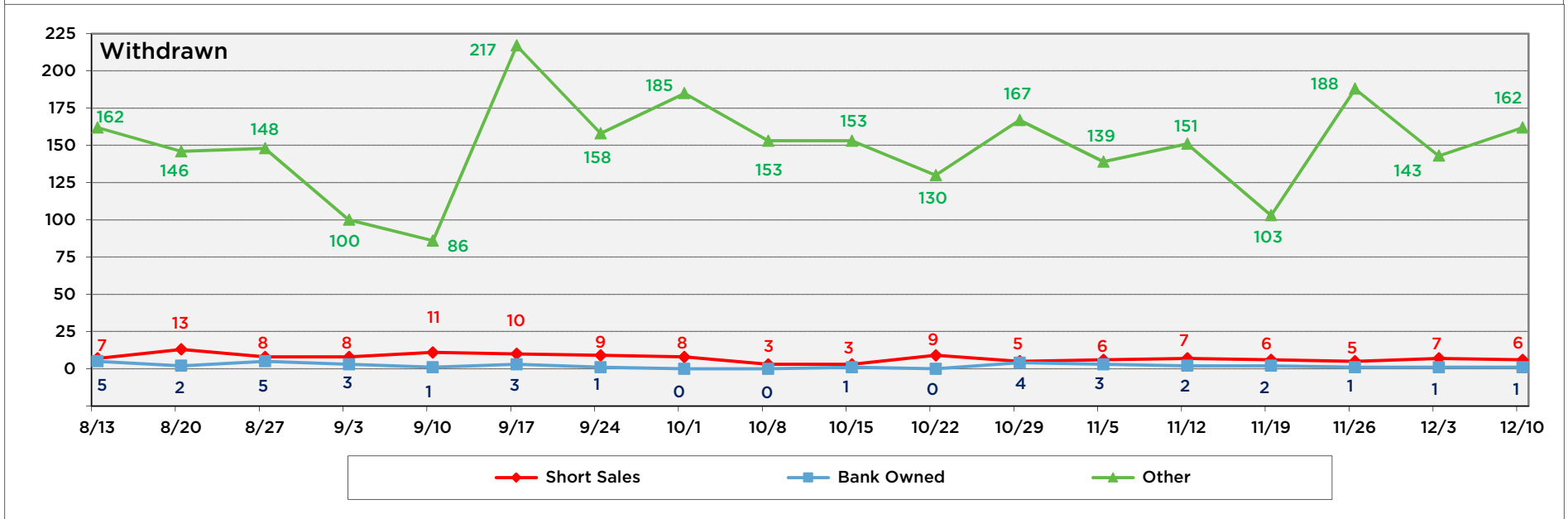
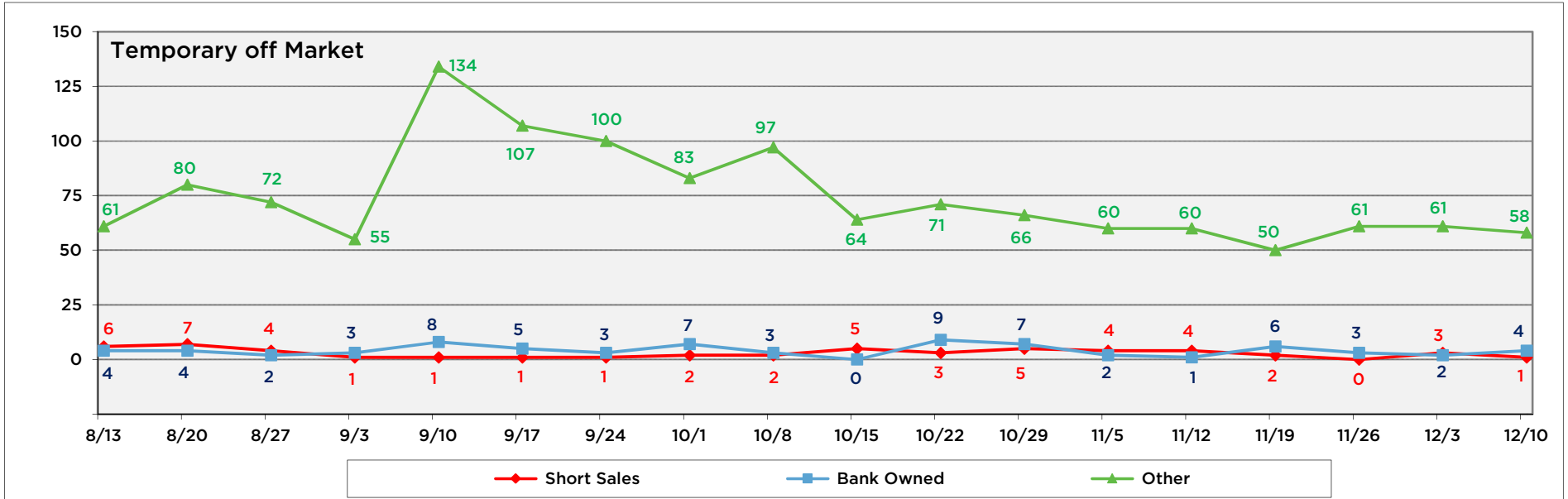
**Single Family Homes**



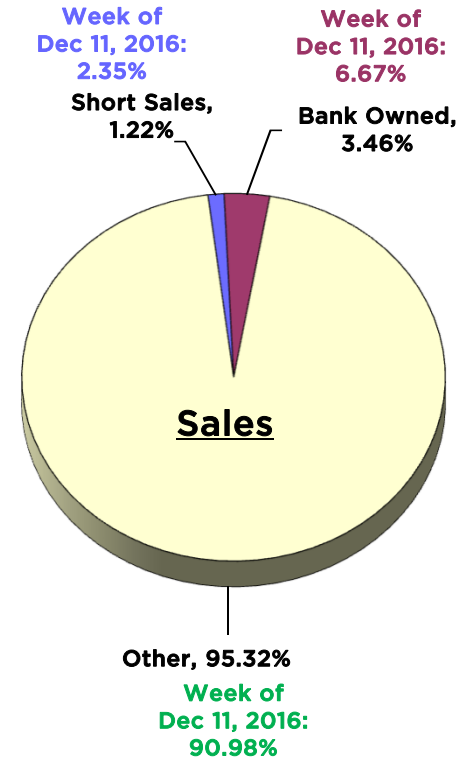
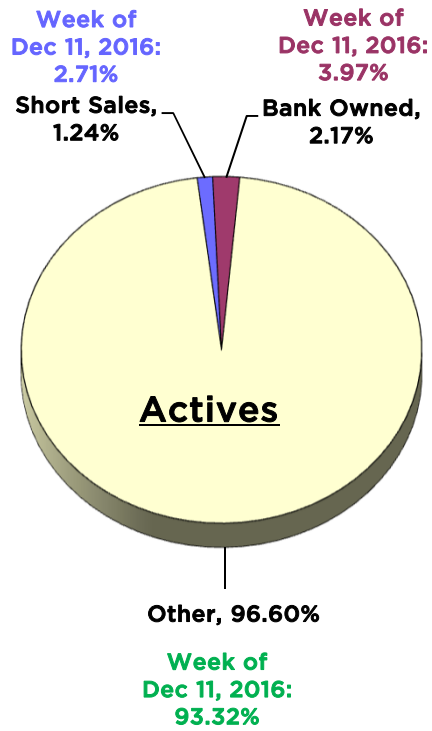
**Single Family Homes**



**Single Family Homes**



**Single Family Homes**





**Monday Morning Quarterback**  
12/10/2017 - 12/16/2017  
Lake, Orange, Osceola & Seminole Counties

**Where are the 67 Single Family Homes available for the Median Price of \$240,000? (± \$500)**

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
<b>Seminole County</b>		<b>14</b>	<b>\$239,879</b>	<b>3.1</b>	<b>2.0</b>	<b>1,690</b>	<b>\$141.96</b>
Altamonte Springs (East)	32701	1	\$239,500	4.0	2.0	1,768	\$135.46
Apopka / Hunt Club	32703	2	\$239,950	3.0	2.0	1,470	\$163.23
Casselberry	32707	3	\$239,800	3.0	2.0	1,907	\$125.75
Winter Springs / Tuskawilla	32708	1	\$239,900	4.0	2.0	1,577	\$152.12
Lake Mary / Heathrow	32746	3	\$239,933	3.0	2.0	1,511	\$158.79
Longwood (East)	32750	1	\$239,900	3.0	2.0	1,624	\$147.72
Maitland / Eatonville	32751	1	\$239,900	3.0	2.0	1,713	\$140.05
Oviedo	32765	1	\$240,000	3.0	2.0	1,784	\$134.53
Sanford / Lake Forest	32771	1	\$240,000	3.0	2.0	1,997	\$120.18
<b>Orange County</b>		<b>17</b>	<b>\$239,928</b>	<b>3.5</b>	<b>2.2</b>	<b>1,733</b>	<b>\$138.46</b>
Apopka / Hunt Club	32703	1	\$239,900	3.0	2.0	1,634	\$146.82
Apopka (North)	32712	1	\$239,900	4.0	2.0	1,992	\$120.43
Mount Dora	32757	1	\$239,900	4.0	2.0	2,024	\$118.53
Colonialtown	32803	2	\$239,938	3.0	3.0	1,270	\$188.93
College Park	32804	1	\$239,900	4.0	3.0	1,679	\$142.88
Lockhart	32810	2	\$239,900	5.0	2.0	2,145	\$111.84
Williamsburg / Lake Bryan	32821	1	\$240,000	3.0	2.0	1,873	\$128.14
Taft	32824	1	\$240,000	3.0	2.0	1,757	\$136.60
Waterford Lakes	32828	3	\$239,933	3.0	2.0	1,587	\$151.19
Union Park / Chickasaw	32829	1	\$239,999	3.0	2.0	1,398	\$171.67
Metro West / Orlo Vista	32835	1	\$239,900	4.0	2.0	1,359	\$176.53
Ocoee	34761	1	\$239,900	4.0	2.0	2,481	\$96.69
Winter Garden / Oakland	34787	1	\$239,900	3.0	2.0	1,670	\$143.65
<b>Osceola County</b>		<b>19</b>	<b>\$239,929</b>	<b>3.7</b>	<b>2.3</b>	<b>1,976</b>	<b>\$121.45</b>
Kissimmee (East)	34744	1	\$239,900	4.0	3.0	1,790	\$134.02
Kissimmee (West) / Pleasant Hill	34746	4	\$239,925	4.0	2.0	2,174	\$110.36
Kissimmee / Celebration	34747	4	\$239,948	4.0	2.0	1,918	\$125.10
Kissimmee / Poinciana	34758	4	\$239,913	4.0	3.0	2,503	\$95.85
St Cloud	34769	6	\$239,933	3.0	2.0	1,561	\$153.70

**Monday Morning Quarterback**  
12/10/2017 - 12/16/2017  
Lake, Orange, Osceola & Seminole Counties

**Where are the 67 Single Family Homes available for the Median Price of \$240,000? (cont'd) (± \$500)**

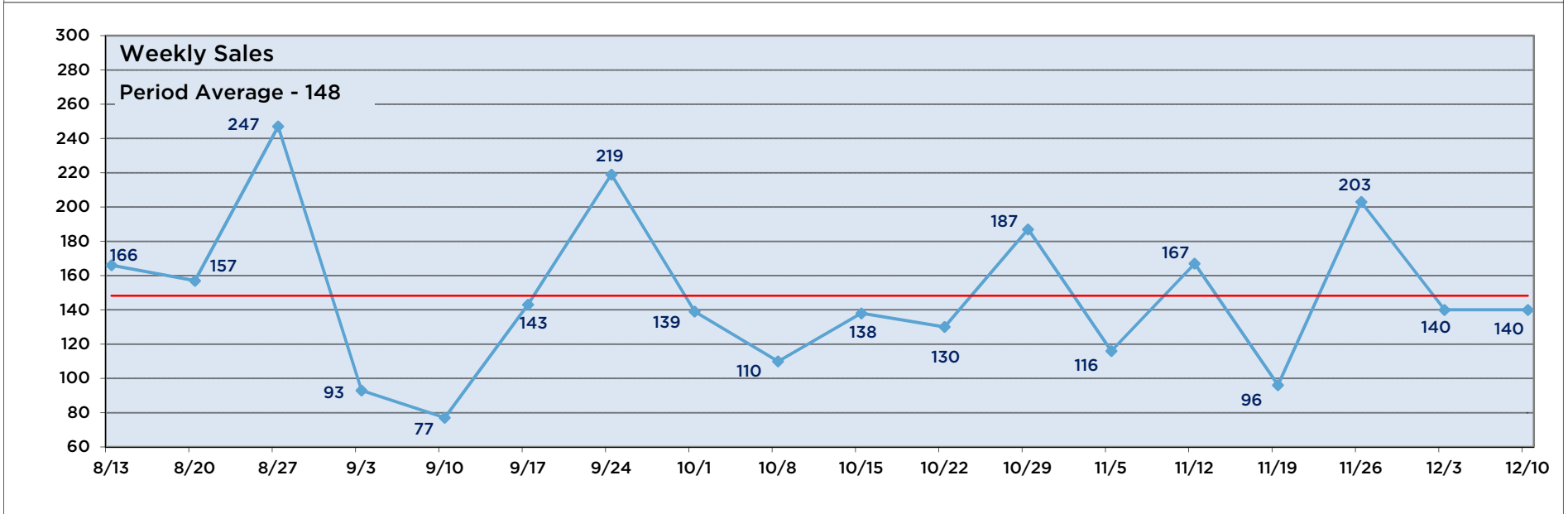
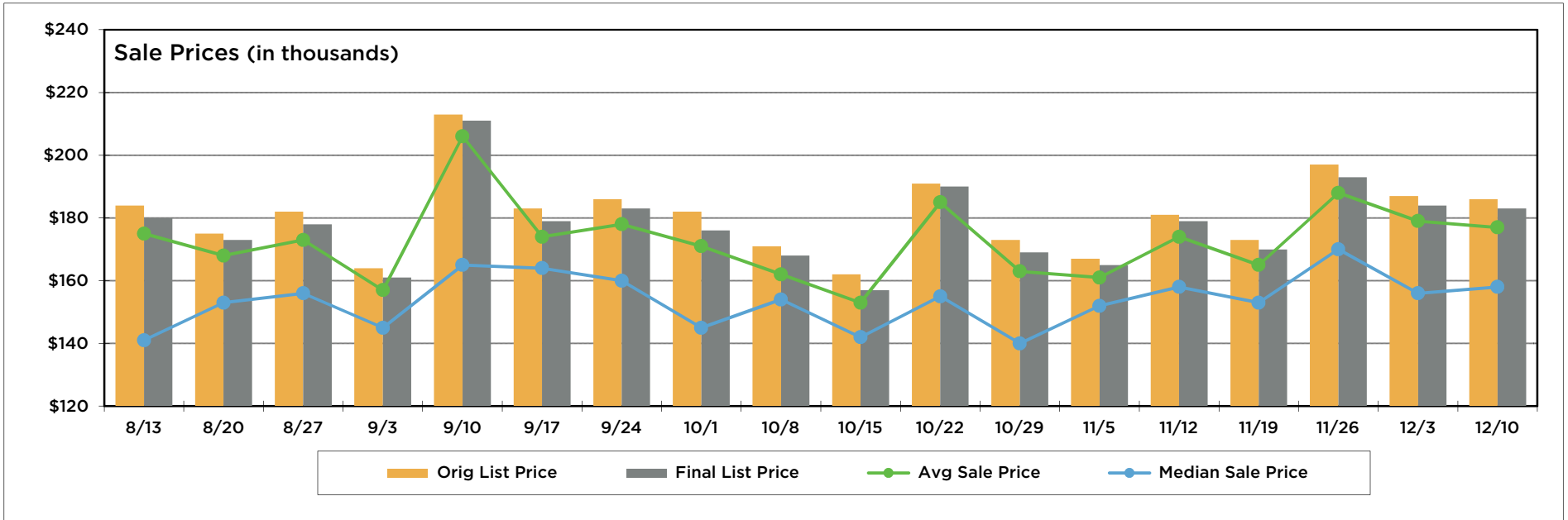
County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
<b>Lake County</b>		<b>17</b>	<b>\$239,935</b>	<b>3.3</b>	<b>2.0</b>	<b>2,006</b>	<b>\$119.63</b>
Deland	32720	1	\$240,000	3.0	2.0	2,052	\$116.96
Eustis (West)	32726	2	\$239,900	4.0	2.0	2,256	\$106.34
Mount Dora	32757	1	\$239,999	3.0	2.0	2,228	\$107.72
Tavares / Mt Plymouth	32778	3	\$239,900	3.0	2.0	1,738	\$138.03
Clermont (Central)	34711	1	\$240,000	4.0	2.0	2,085	\$115.11
Clermont (South)	34714	2	\$239,950	4.0	2.0	1,931	\$124.26
Fruitland Park	34731	1	\$239,900	4.0	3.0	3,120	\$76.89
Groveland	34736	1	\$239,900	3.0	2.0	1,864	\$128.70
Leesburg (West)	34748	4	\$239,925	3.0	2.0	2,021	\$118.72
Yalaha	34797	1	\$240,000	2.0	1.0	1,076	\$223.05

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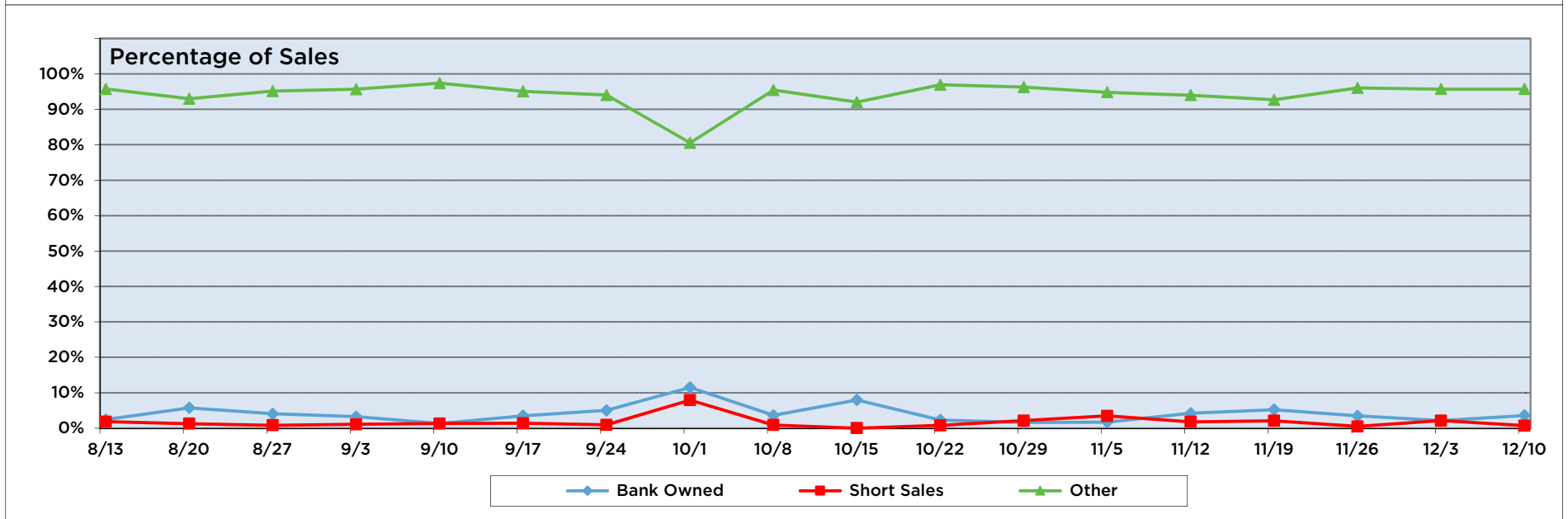
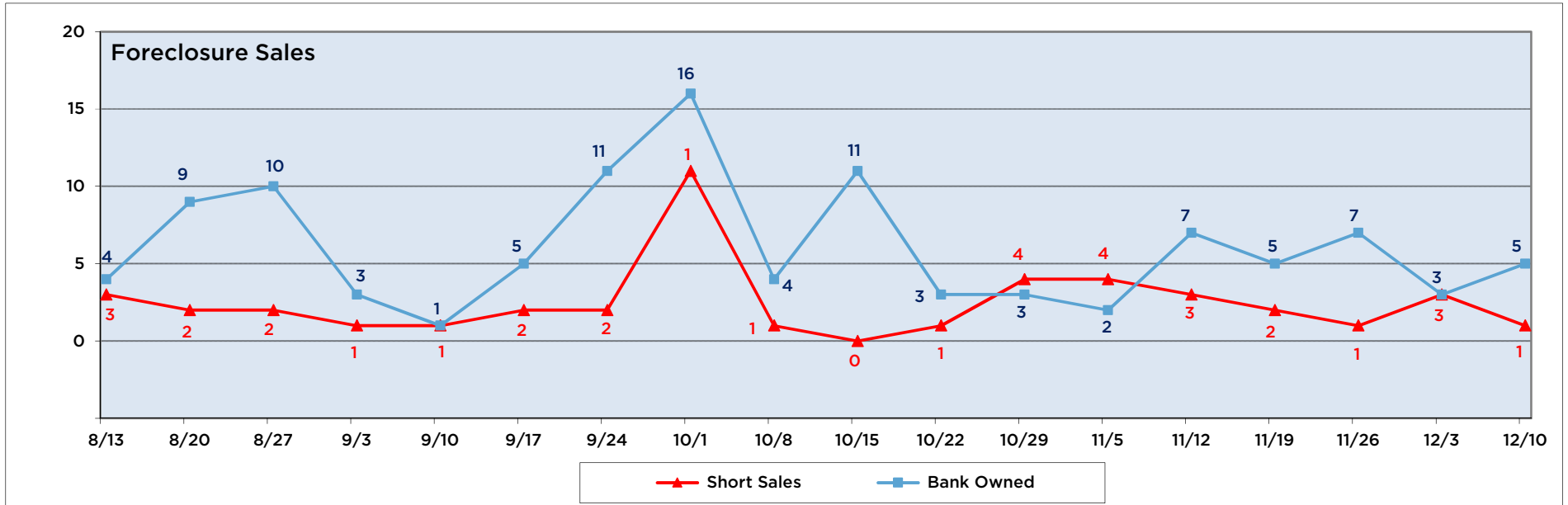
**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>140</b>	124	5	6	2	2	1
Bank Owned	5	5	0	0	0	0	0
Short Sales	1	0	0	0	1	0	0
Other	134	119	5	6	1	2	1
<b>Active Listings</b>	<b>2,025</b>	1,371	289	217	70	49	29
Bank Owned	27	23	2	1	0	0	1
Short Sales	24	23	0	1	0	0	0
Other	1,974	1,325	287	215	70	49	28
<b>Months of Inventory</b>	<b>3</b>	3	13	8	8	6	7
<b><i>List Price</i></b>							
Average Original List Price	\$185,651	\$154,303	\$272,258	\$347,703	\$410,500	\$550,000	\$1,489,000
Average Final List Price	\$183,219	\$150,253	\$268,073	\$338,470	\$529,500	\$550,000	\$1,489,000
<b><i>Sale Price</i></b>							
Average Price	\$176,902	\$146,517	\$264,357	\$331,063	\$427,500	\$537,500	\$1,360,000
Median Price	\$157,500	\$147,500	\$263,500	\$335,200	\$427,500	\$537,500	\$1,360,000
<b><i>Price Differences</i></b>							
<i>Original to Final</i> List Price	-\$2,432	-\$4,050	-\$4,185	-\$9,233	\$119,000	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$8,749	-\$7,786	-\$7,901	-\$16,640	\$17,000	-\$12,500	-\$129,000
<i>Final</i> List to <i>Sale</i> Price - \$	-\$6,317	-\$3,736	-\$3,716	-\$7,407	-\$102,000	-\$12,500	-\$129,000
<i>Original</i> List to <i>Sale</i> Price - %	95.29%	94.95%	97.10%	95.21%	104.14%	97.73%	91.34%
<i>Final</i> List to <i>Sale</i> Price - %	96.55%	97.51%	98.61%	97.81%	80.74%	97.73%	91.34%
<b><i>Days on the Market</i></b>							
Avg Days Listing to Contract	63	56	130	139	139	12	0
Combined Avg Days to Contract	61	51	165	171	162	12	0
Avg Days Listing to Closing	97	88	163	208	157	134	42
Avg Days Contract to Close	34	31	33	68	19	120	41
<b><i>Beds / Baths</i></b>							
Average Bedrooms	2	2	3	4	3	3	3
Average Full Baths	2	2	2	3	3	2	3
Average Half Baths	0	0	1	1	1	1	1
<b><i>Square Footage</i></b>							
Average Square Feet	1,375	1,272	1,691	2,056	2,289	3,244	2,806

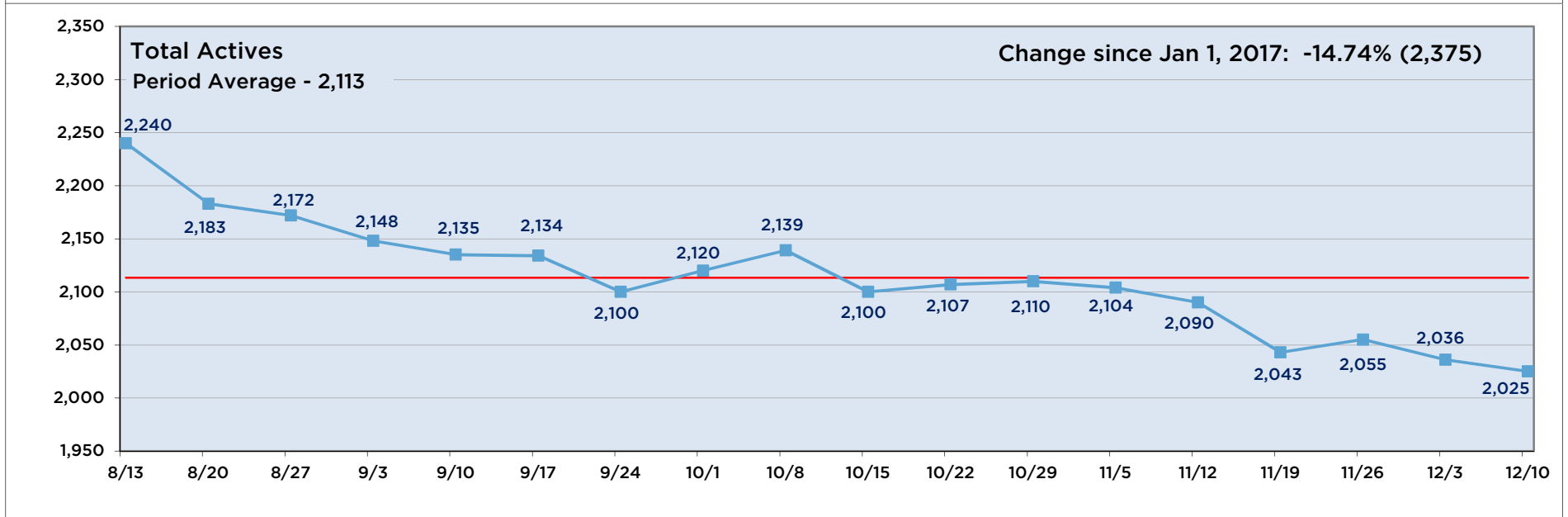
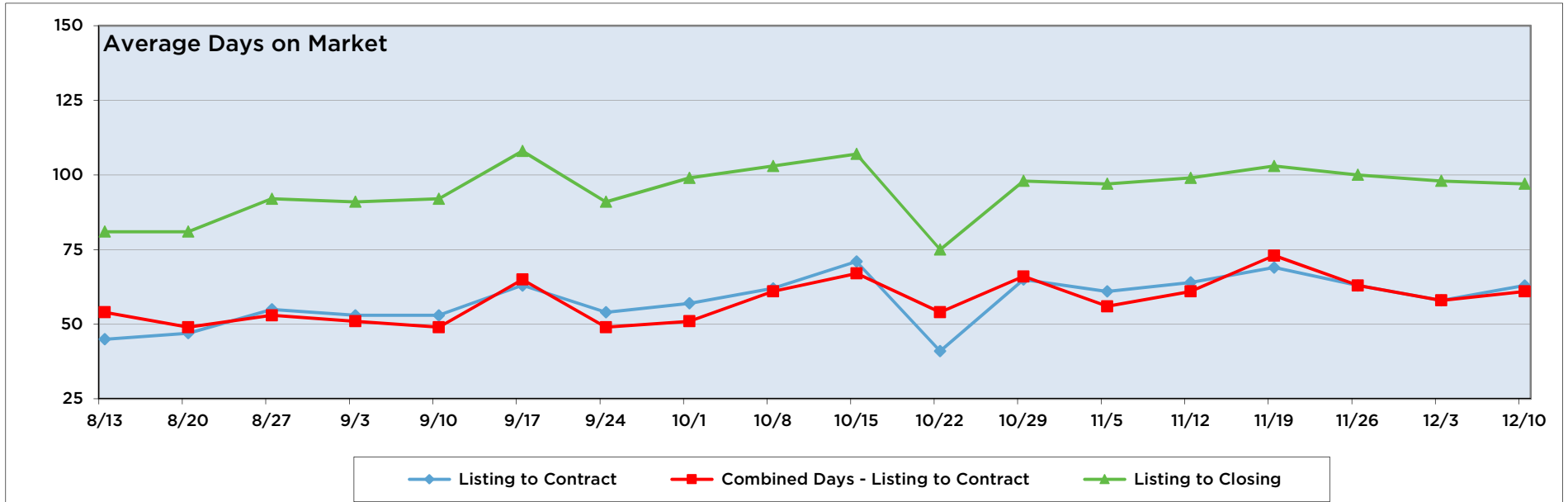
**Condos, Townhomes, Villas**



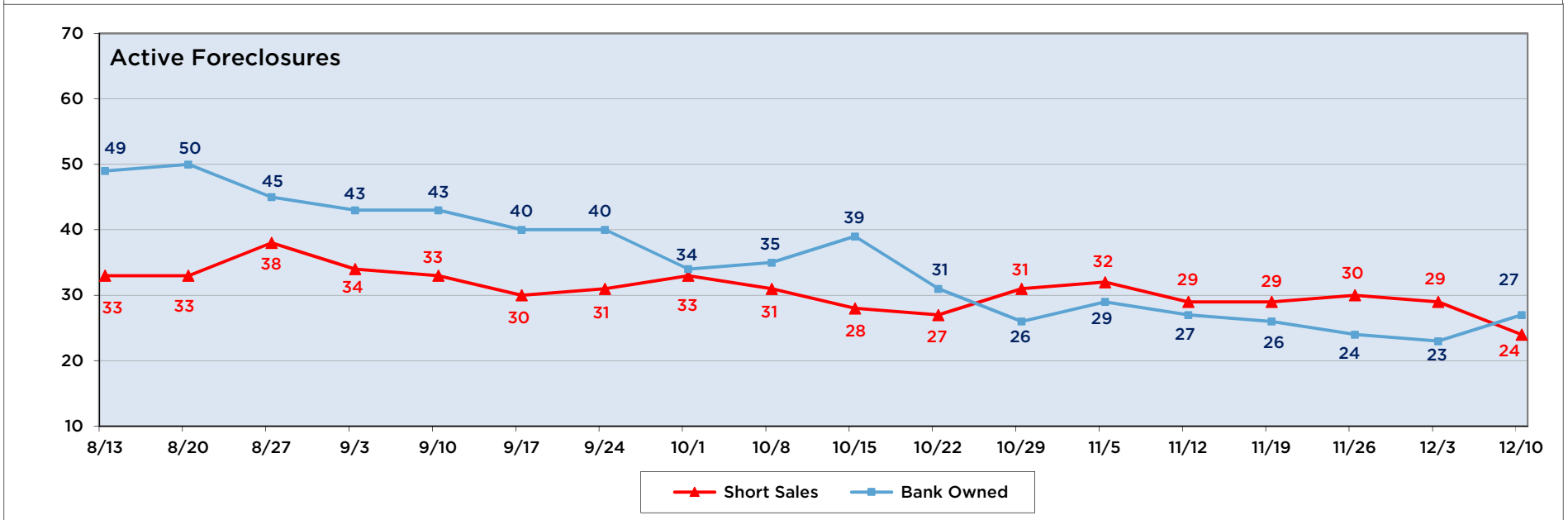
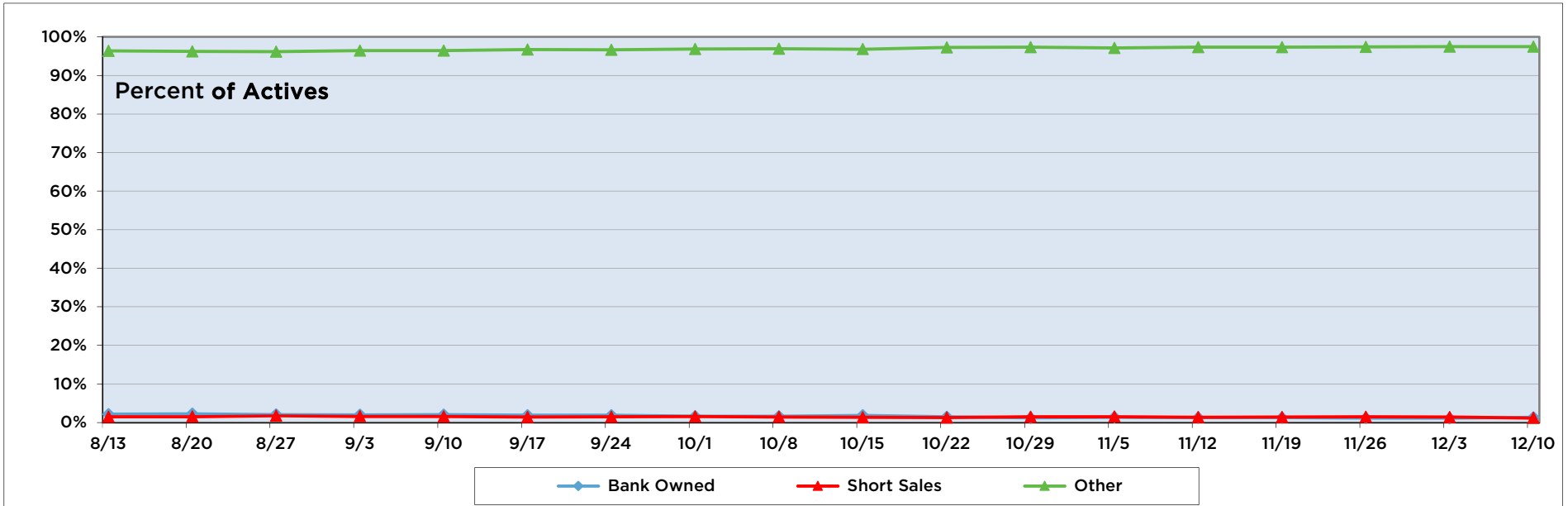
**Condos, Townhomes, Villas**



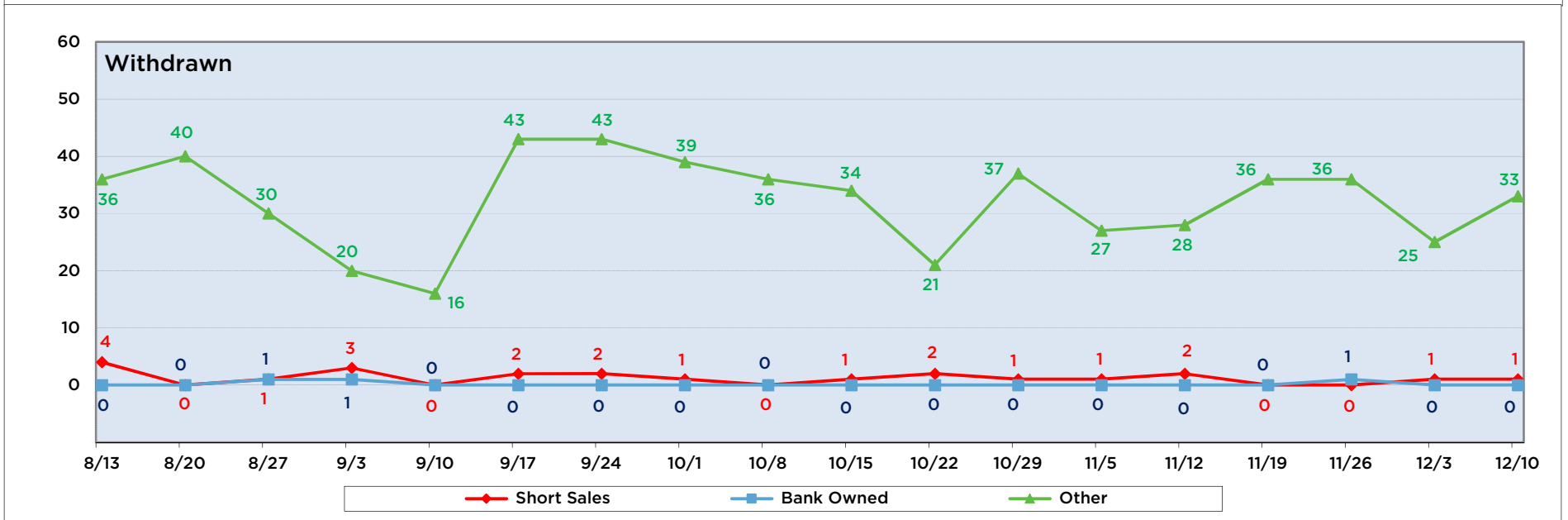
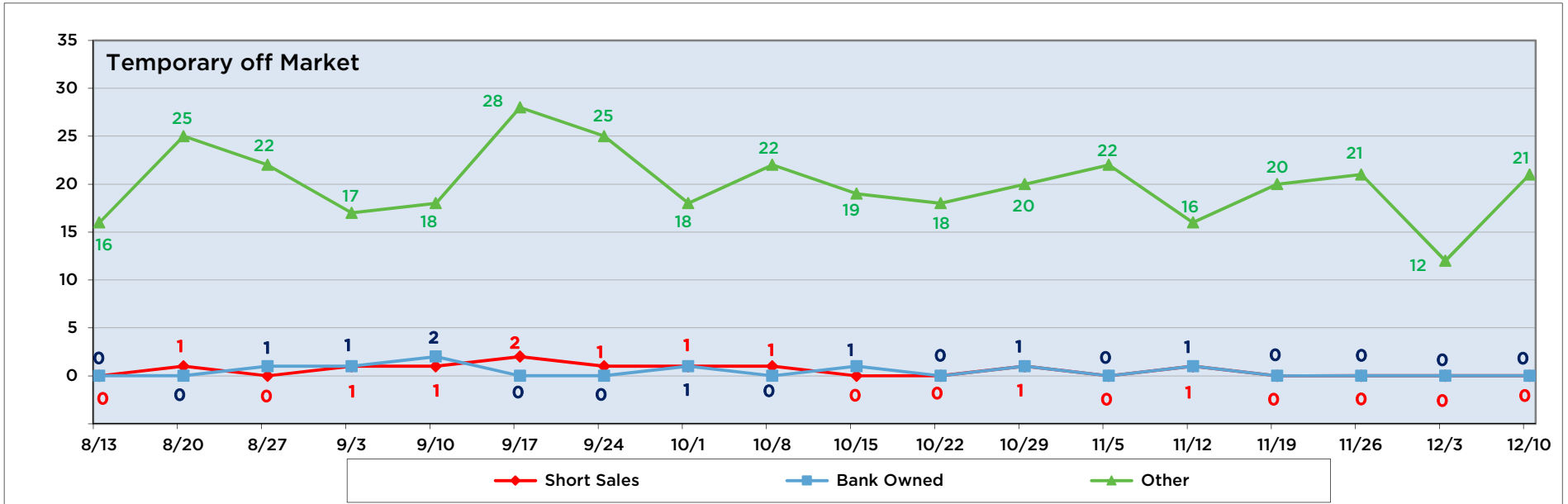
**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**

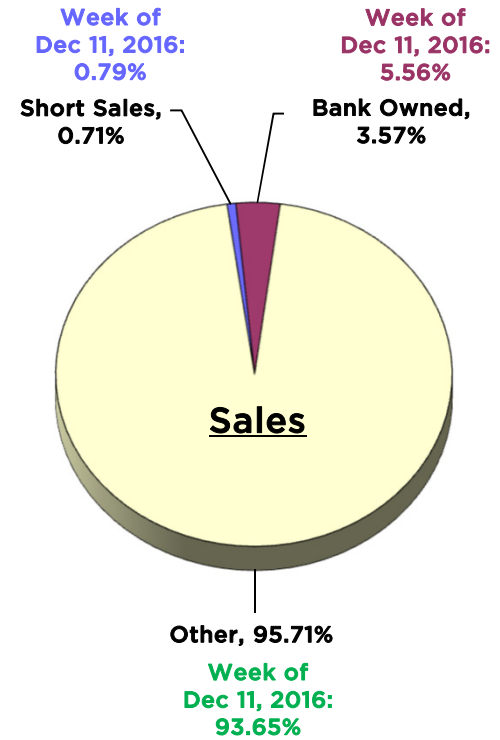
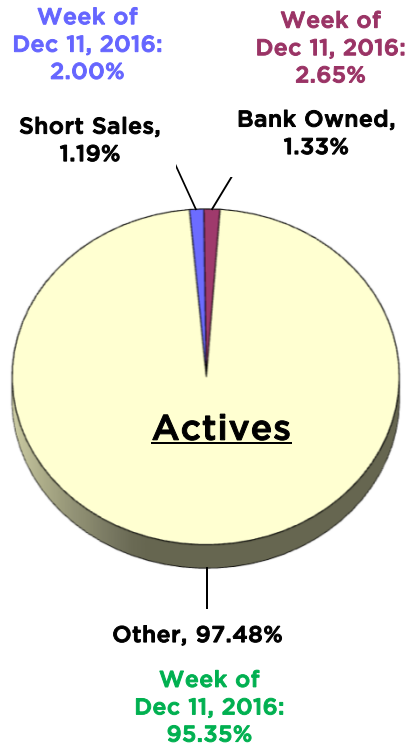


**Condos, Townhomes, Villas**





**Condos, Townhomes, Villas**



**Monday Morning Quarterback**  
12/10/2017 - 12/16/2017  
Lake, Orange, Osceola & Seminole Counties

**Where are the 4 Condos, Townhomes, or Villas available for the Median Price of \$157,500?** ( ± \$500 )

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
<b>Seminole County</b>							
Lake Mary / Heathrow	32746	1	\$157,900	2.0	2.0	1,095	\$144.20
<b>Orange County</b>							
Winter Park (East) / Aloma	32792	1	\$158,000	2.0	1.0	1,219	\$129.61
Metro West / Orlo Vista	32835	1	\$158,000	3.0	2.0	1,206	\$131.01
<b>Osceola County</b>							
Kissimmee (West) / Pleasant Hill	34746	1	\$157,900	3.0	2.0	1,296	\$121.84