



Monday Morning Quarterback Summary

Week of Jun 17, 2018

Single-family existing homes

- Sales of single-family homes decreased to 512 during the week of Jun 17, from 540 the week prior
- The median price of single family homes increased to \$269,500, a change of 1.7%
- The number of single-family home foreclosure transactions decreased to 7 last week, from 12 the week of Jun 10
- The number of single-family home short-sale transactions increased to 15 from 5 the week prior
- Single-family inventory increased by 125, and now sits at 7,932

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 149 during the week of Jun 17, from 160 the week prior
- The median price of condos, townhomes, and villas increased to \$163,000, a change of 5.2%
- The number of condo, townhome, and villa foreclosure transactions decreased to 2 last week, from 3 the week of Jun 10
- The number of condo, townhome and villa short-sale transactions remained constant at 0
- Condo inventory increased by 72, and now sits at 1,855

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	512	212	97	122	38	38	5
Bank Owned	7	6	1	0	0	0	0
Short Sales	5	3	1	1	0	0	0
Other	500	203	95	121	38	38	5
Active Listings	7,932	1,904	1,173	1,779	918	1,511	647
Bank Owned	127	63	20	23	8	12	1
Short Sales	69	35	15	10	2	5	2
Other	7,736	1,806	1,138	1,746	908	1,494	644
Months of Inventory	4	2	3	3	6	9	30

List Price

Average Original List Price	\$324,516	\$200,109	\$278,557	\$357,502	\$463,160	\$692,250	\$1,837,600
Average Final List Price	\$316,926	\$196,804	\$276,757	\$351,279	\$453,394	\$673,116	\$1,607,000

Sale Price

Average Price	\$307,705	\$192,319	\$272,283	\$341,763	\$436,365	\$649,213	\$1,483,000
Median Price	\$269,500	\$200,000	\$270,000	\$340,000	\$435,000	\$632,500	\$1,430,000

Price Differences

Original to Final List Price	-\$7,590	-\$3,305	-\$1,800	-\$6,223	-\$9,766	-\$19,134	-\$230,600
Original List to Sale Price - \$	-\$16,811	-\$7,790	-\$6,274	-\$15,739	-\$26,795	-\$43,037	-\$354,600
Final List to Sale Price - \$	-\$9,221	-\$4,485	-\$4,474	-\$9,516	-\$17,029	-\$23,903	-\$124,000
Original List to Sale Price - %	94.82%	96.11%	97.75%	95.60%	94.21%	93.78%	80.70%
Final List to Sale Price - %	97.09%	97.72%	98.38%	97.29%	96.24%	96.45%	92.28%

Days on the Market

Avg Days Listing to Contract	51	43	36	57	57	76	282
Combined Avg Days to Contract	52	38	32	61	54	112	348
Avg Days Listing to Closing	93	84	74	101	99	120	368
Avg Days Contract to Close	41	41	37	43	40	43	85

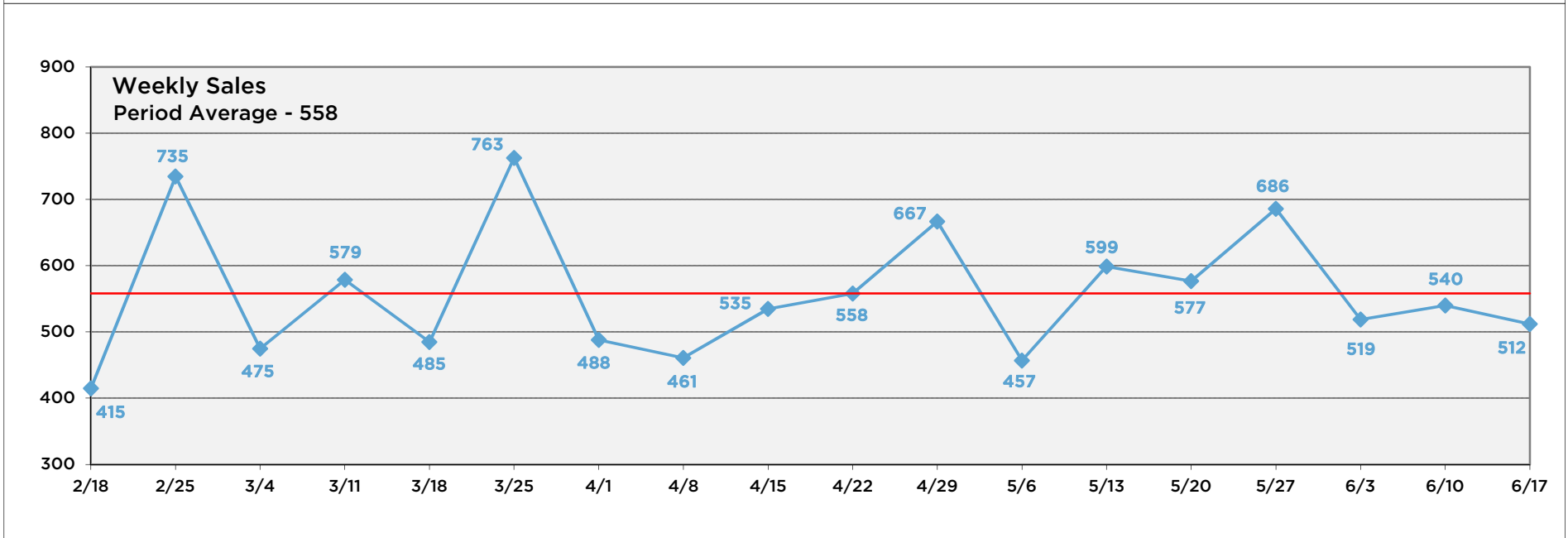
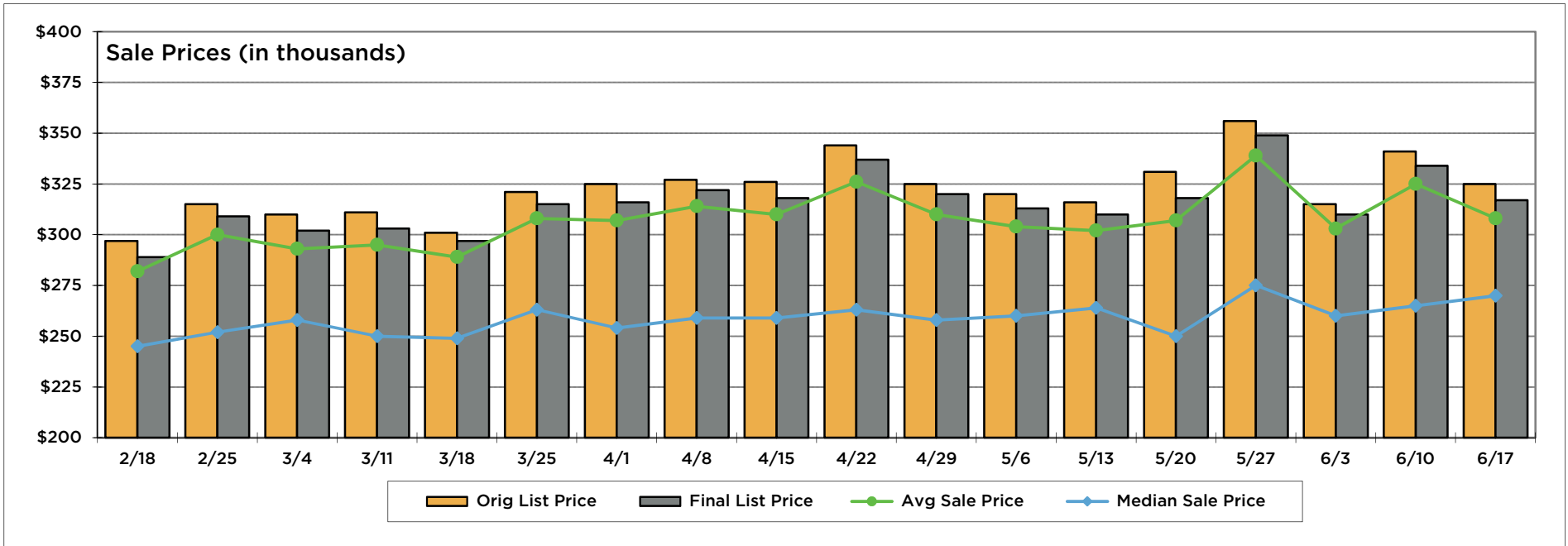
Beds / Baths

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

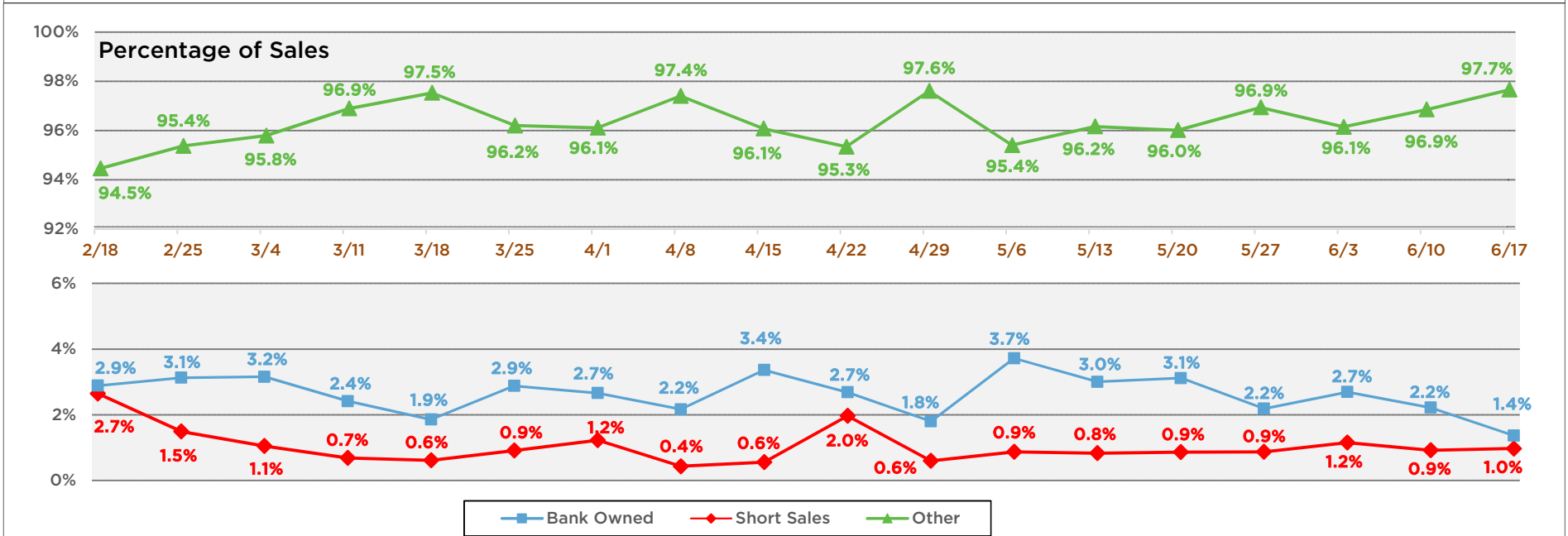
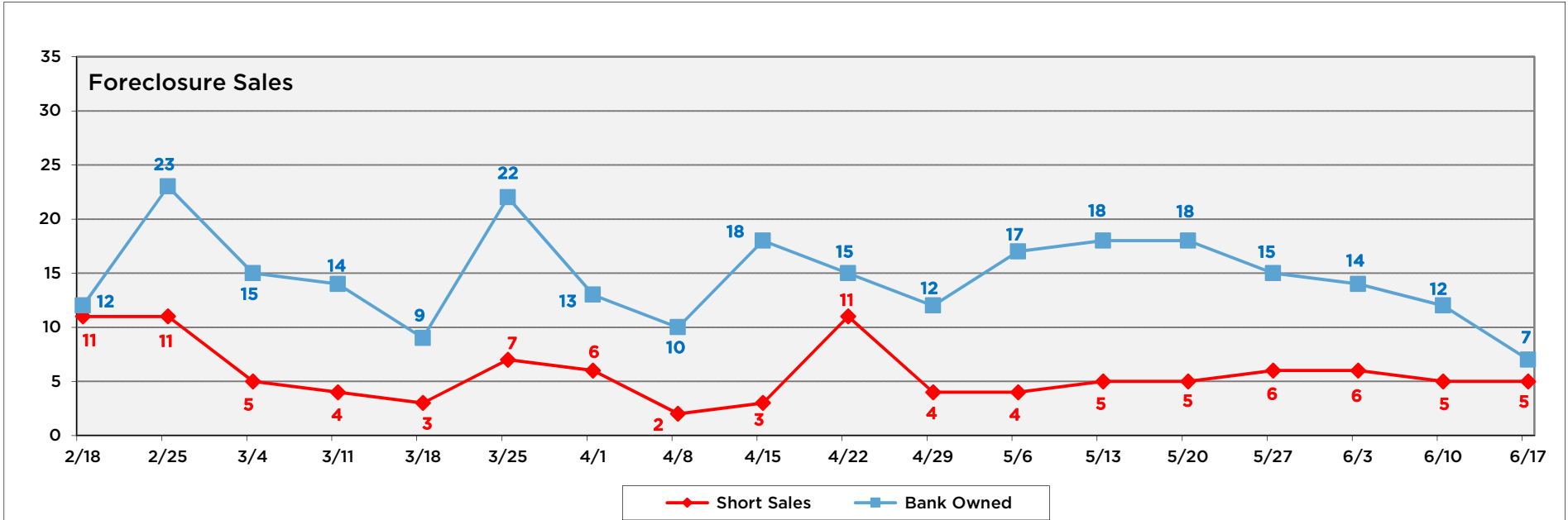
Square Footage

Average Square Feet	2,146	1,507	1,999	2,494	2,922	3,698	5,922
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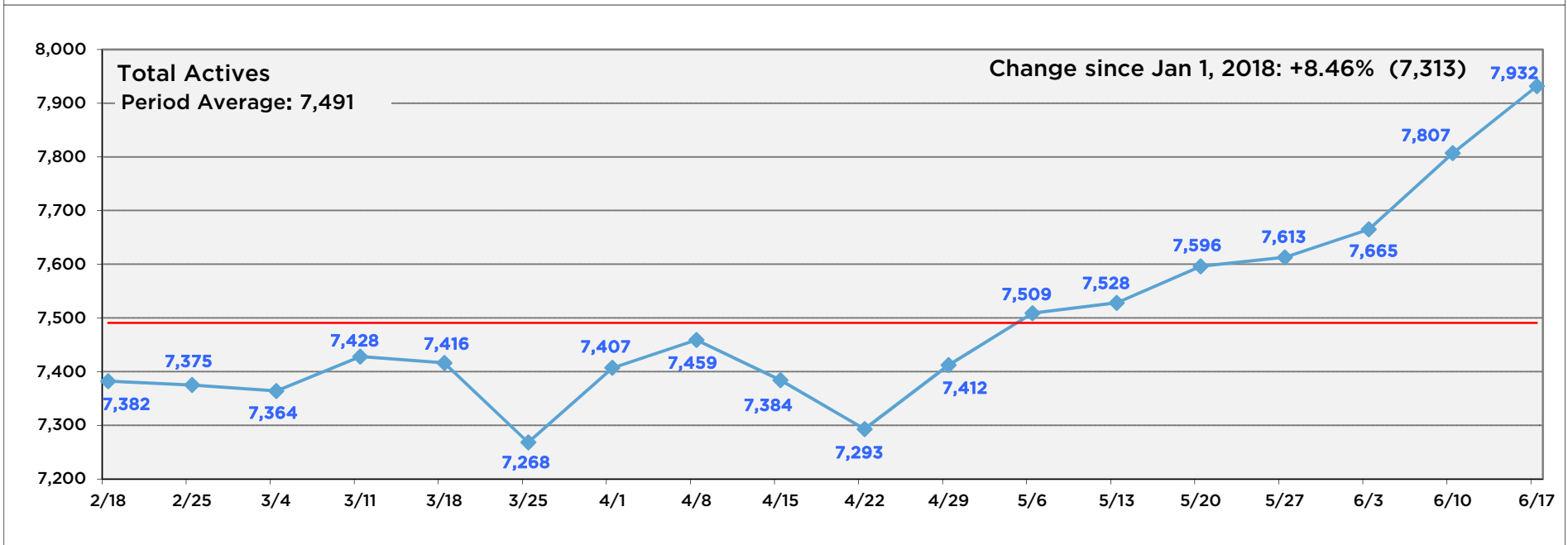
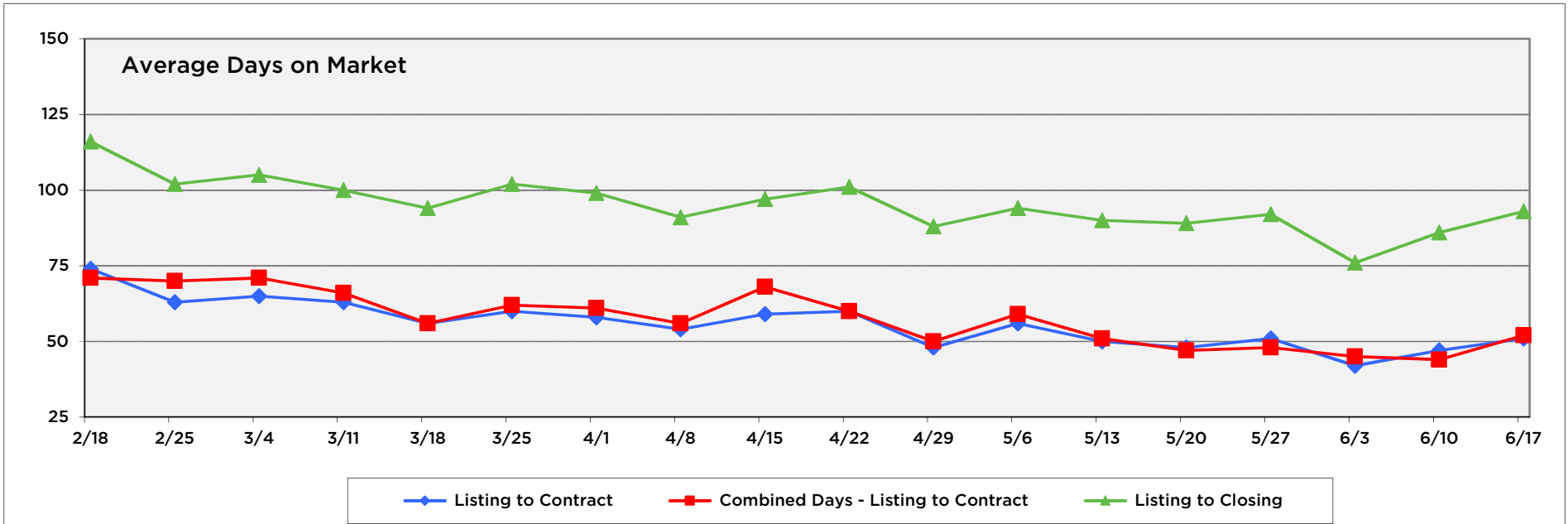
Single Family Homes



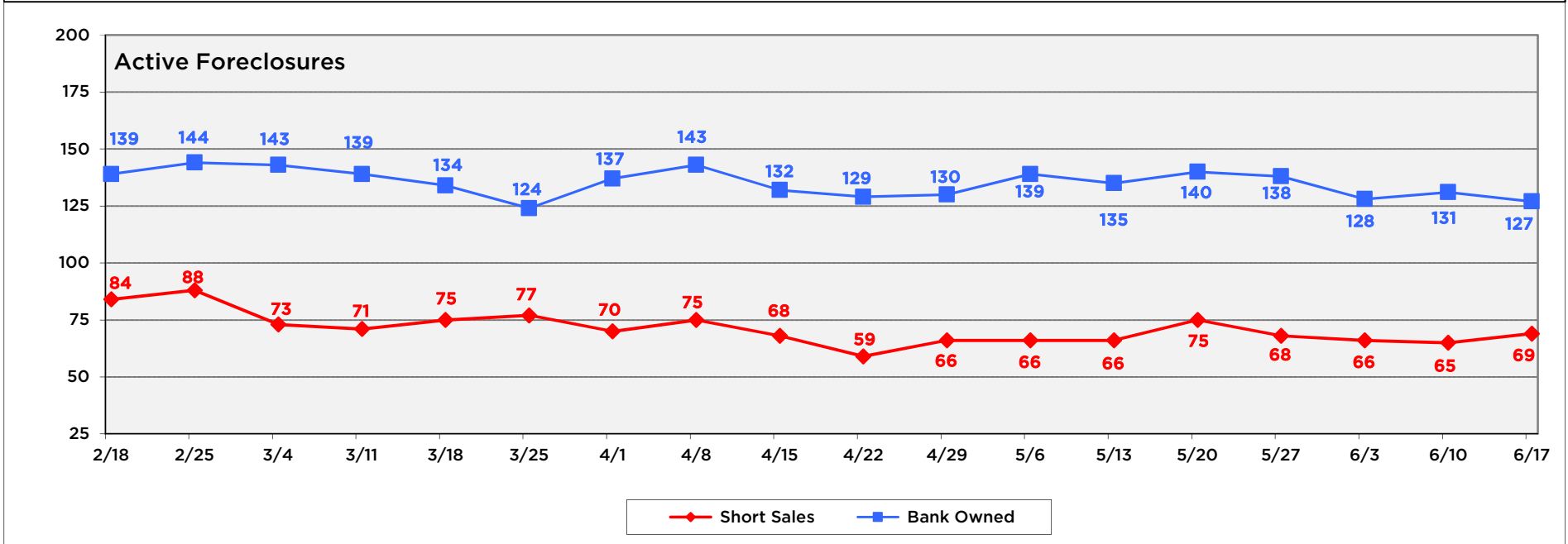
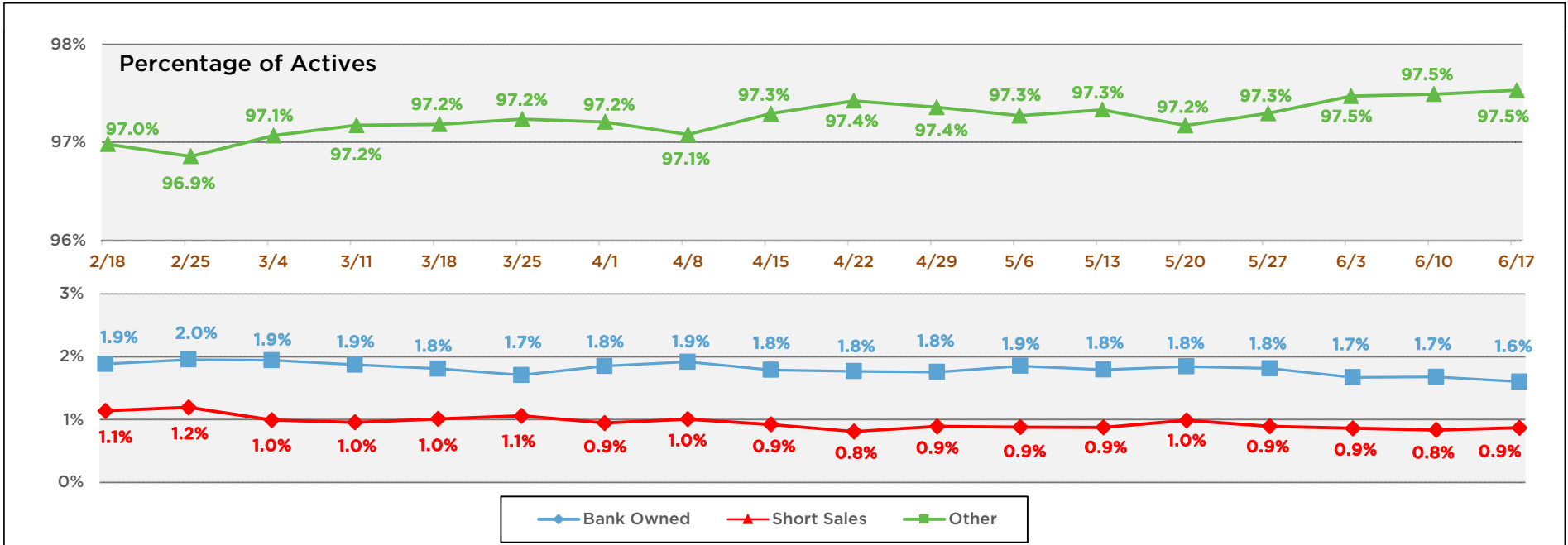
Single Family Homes



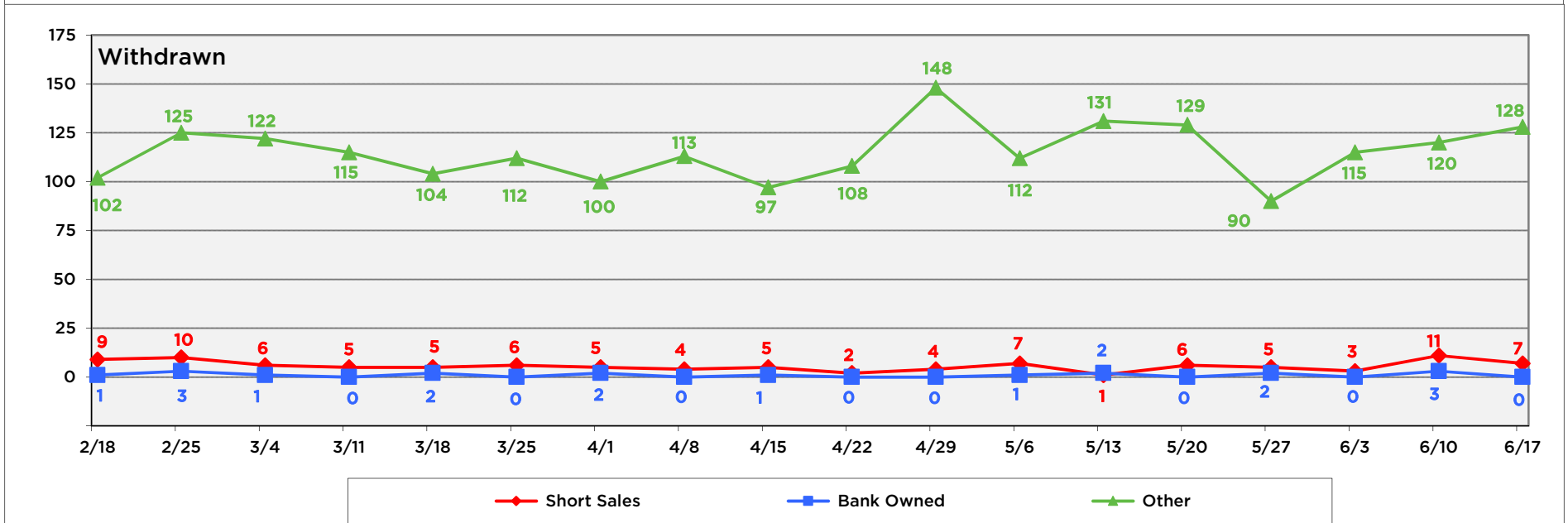
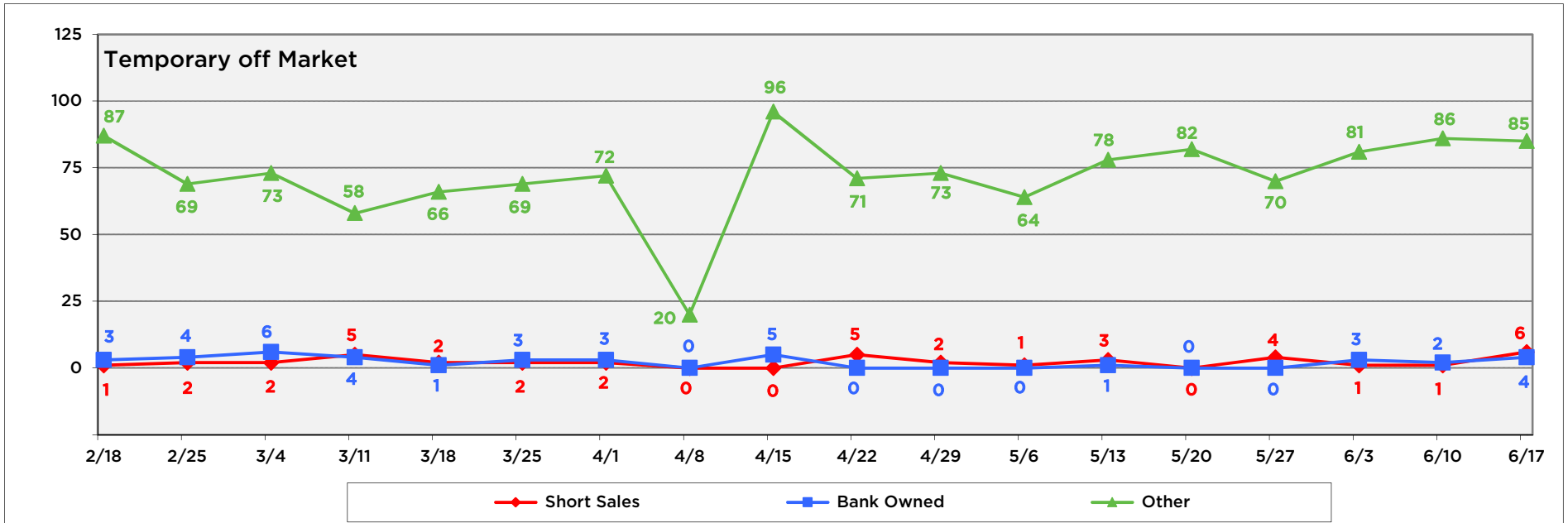
Single Family Homes



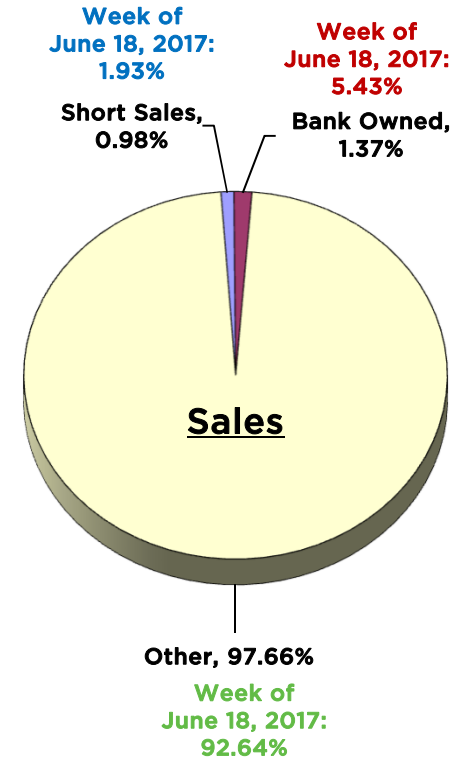
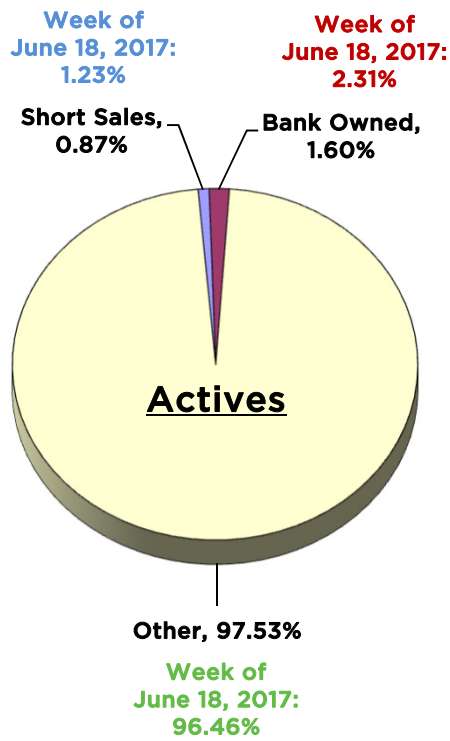
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 107 Single Family Homes available for the Median Price of \$269,500? (± \$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>
Seminole County		12	\$269,637	3.6	2.0	1,651	\$163.32
Altamonte Springs (East)	32701	1	\$269,900	4.0	3.0	1,744	\$154.76
Winter Springs / Tuskawilla	32708	1	\$269,750	4.0	2.0	1,764	\$152.92
Lake Mary / Heathrow	32746	2	\$269,500	4.0	2.0	1,605	\$167.91
Longwood (East)	32750	3	\$269,233	3.0	2.0	1,814	\$148.42
Oviedo	32765	3	\$269,833	4.0	2.0	1,604	\$168.23
Longwood / Wekiva Springs	32779	1	\$269,900	3.0	2.0	1,404	\$192.24
Winter Park	32792	1	\$269,900	3.0	1.0	1,436	\$187.95
Orange County		43	\$269,728	3.6	2.1	1,876	\$143.79
Apopka / Hunt Club	32703	1	\$269,900	4.0	2.0	2,041	\$132.24
Apopka (North)	32712	4	\$269,950	4.0	2.0	2,101	\$128.49
Maitland / Eatonville	32751	1	\$269,900	4.0	2.0	1,782	\$151.46
Winter Park (West)	32789	1	\$270,000	4.0	2.0	1,593	\$169.49
Winter Park (East) / Aloma	32792	1	\$269,900	4.0	3.0	1,483	\$182.00
Colonialtown	32803	1	\$269,900	2.0	1.0	1,132	\$238.43
Azalea Park	32807	2	\$269,500	4.0	2.0	1,674	\$160.99
Lockhart	32810	1	\$270,000	4.0	2.0	1,808	\$149.34
Conway	32812	1	\$269,800	4.0	2.0	1,828	\$147.59
Union Park	32817	2	\$269,950	3.0	2.0	1,819	\$148.41
Bithlo	32820	2	\$269,250	4.0	2.0	2,114	\$127.37
Williamsburg / Lake Bryan	32821	2	\$269,500	3.0	3.0	1,783	\$151.15
Taft	32824	3	\$269,967	4.0	2.0	1,836	\$147.04
Rio Pinar / Union Park	32825	3	\$269,767	3.0	2.0	1,794	\$150.37
Research Park	32826	2	\$269,900	4.0	2.0	1,827	\$147.73
Waterford Lakes	32828	3	\$269,633	3.0	2.0	1,709	\$157.77
Wedgefield	32833	1	\$269,900	4.0	2.0	2,235	\$120.76
Metro West / Orlo Vista	32835	2	\$269,350	4.0	3.0	2,410	\$111.76
Hunters Creek	32837	2	\$269,450	4.0	2.0	1,936	\$139.18
Ocoee	34761	6	\$269,583	3.0	2.0	1,859	\$145.02
Winter Garden / Oakland	34787	2	\$269,900	4.0	2.0	2,029	\$133.02

Where are the 107 Single Family Homes available for the Median Price of \$269,500? (cont'd) (± \$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>
Osceola County		28	\$269,541	4.2	2.3	2,196	\$122.73
Kissimmee (Central)	34741	1	\$269,000	4.0	2.0	2,063	\$130.39
Kissimmee / Buena Ventura Lakes	34743	3	\$269,633	4.0	2.0	2,165	\$124.54
Kissimmee (East)	34744	4	\$269,688	4.0	3.0	2,372	\$113.70
Kissimmee (West) / Pleasant Hill	34746	9	\$269,422	4.0	2.0	2,123	\$126.91
Kissimmee / Celebration	34747	3	\$269,933	5.0	3.0	2,305	\$117.11
Kissimmee / Poinciana	34758	2	\$269,000	5.0	3.0	2,295	\$117.21
Kissimmee	34759	1	\$269,900	4.0	2.0	2,738	\$98.58
St Cloud / Narcoossee	34771	3	\$269,663	4.0	2.0	2,030	\$132.84
St Cloud / Canoe Creek	34772	2	\$269,500	4.0	2.0	2,003	\$134.55
Lake County		24	\$269,715	3.4	2.2	2,208	\$122.17
Lady Lake / The Villages	32159	3	\$269,682	3.0	2.0	1,891	\$142.61
Eustis (West)	32726	2	\$269,450	4.0	3.0	2,380	\$113.21
Mount Dora	32757	3	\$269,663	3.0	2.0	2,003	\$134.63
Sorrento / Mt Plymouth	32776	1	\$269,950	3.0	2.0	1,919	\$140.67
Tavares / Mt Plymouth	32778	5	\$269,954	4.0	2.0	2,437	\$110.77
Clermont (Central)	34711	7	\$269,586	3.0	2.0	2,199	\$122.59
Clermont (South)	34714	1	\$270,000	4.0	3.0	2,027	\$133.20
Howey in the Hills	34737	1	\$269,900	3.0	3.0	1,894	\$142.50
Leesburg (West)	34748	1	\$269,500	4.0	2.0	3,127	\$86.18

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	149	126	14	4	3	0	2
Bank Owned	2	2	0	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	147	124	14	4	3	0	2
Active Listings	1,855	1,208	219	246	90	69	23
Bank Owned	30	28	1	1	0	0	0
Short Sales	13	11	1	0	1	0	0
Other	1,812	1,169	217	245	89	69	23
Months of Inventory	3	2	4	14	7	0	3

List Price

Average Original List Price	\$184,254	\$153,673	\$283,236	\$404,725	\$470,667	\$0	\$547,400
Average Final List Price	\$182,429	\$153,262	\$279,014	\$364,475	\$470,667	\$0	\$547,400

Sale Price

Average Price	\$177,352	\$149,612	\$269,174	\$352,000	\$465,000	\$0	\$501,450
Median Price	\$163,000	\$152,750	\$266,000	\$342,500	\$482,000	\$0	\$501,450

Price Differences

Original to Final List Price	-\$1,825	-\$411	-\$4,222	-\$40,250	\$0	\$0	\$0
Original List to Sale Price - \$	-\$6,902	-\$4,061	-\$14,062	-\$52,725	-\$5,667	\$0	-\$45,950
Final List to Sale Price - \$	-\$5,077	-\$3,650	-\$9,840	-\$12,475	-\$5,667	\$0	-\$45,950
Original List to Sale Price - %	96.25%	97.36%	95.04%	86.97%	98.80%	0.00%	91.61%
Final List to Sale Price - %	97.22%	97.62%	96.47%	96.58%	98.80%	0.00%	91.61%

Days on the Market

Avg Days Listing to Contract	41	38	54	100	28	0	12
Combined Avg Days to Contract	43	33	59	100	114	0	338
Avg Days Listing to Closing	72	70	86	131	54	0	42
Avg Days Contract to Close	31	31	31	31	25	0	29

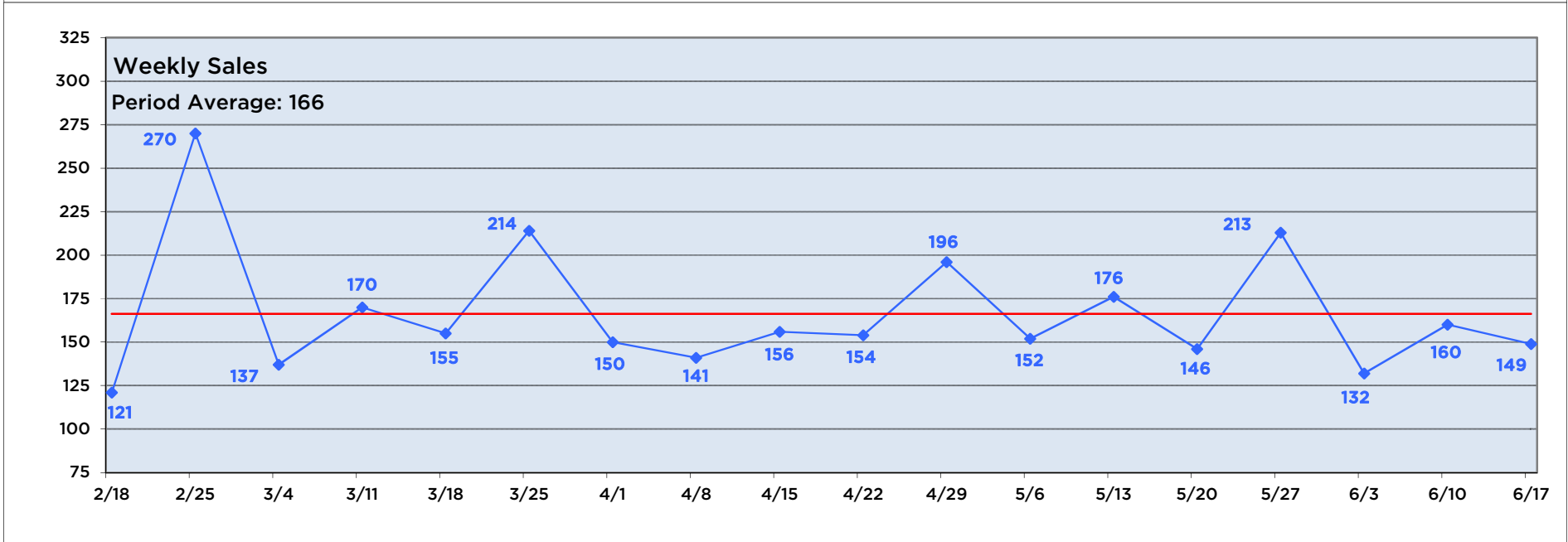
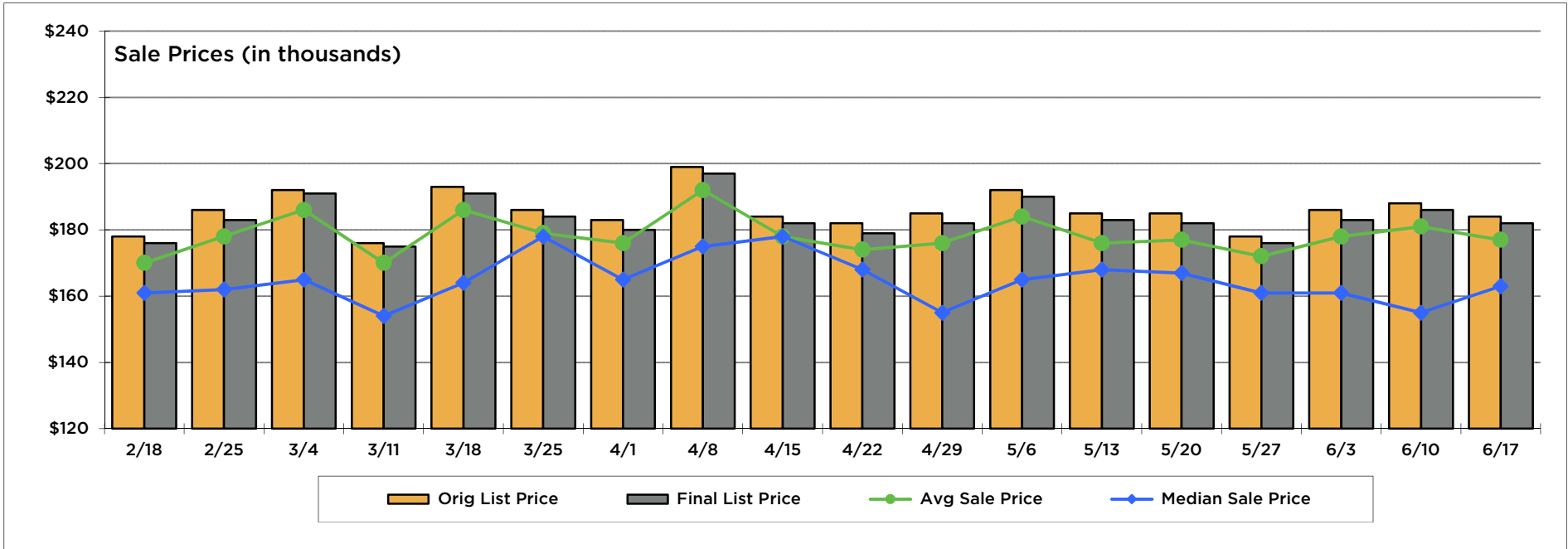
Beds / Baths

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

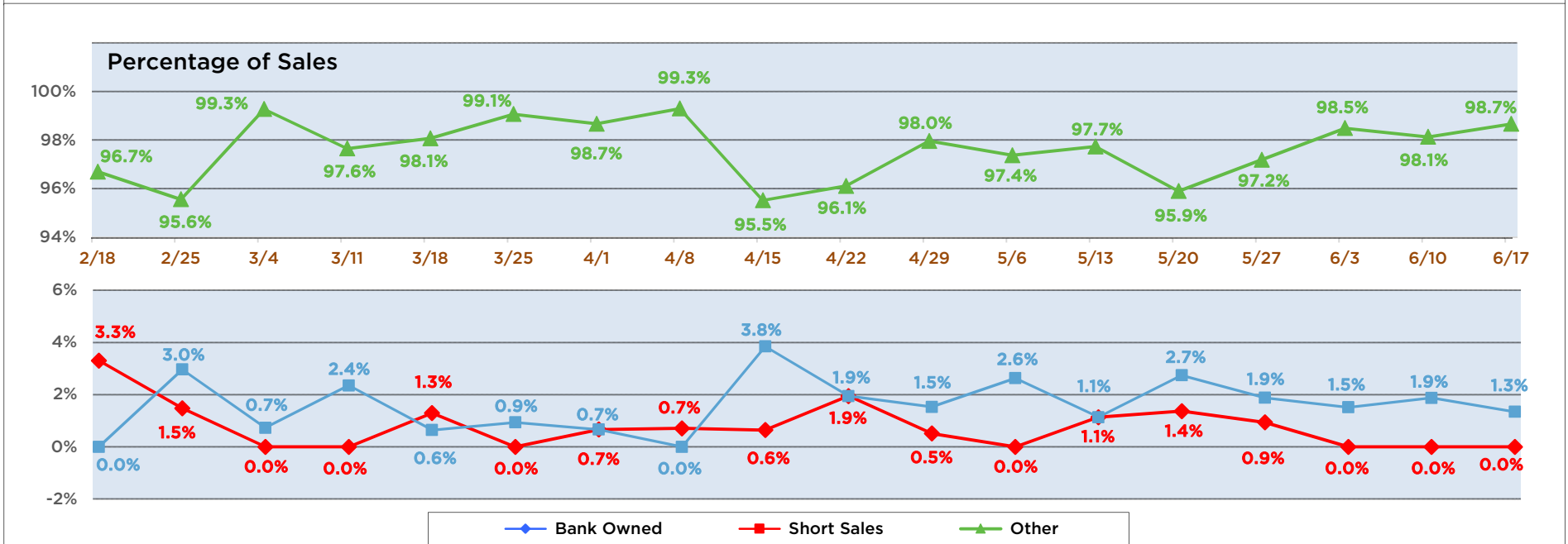
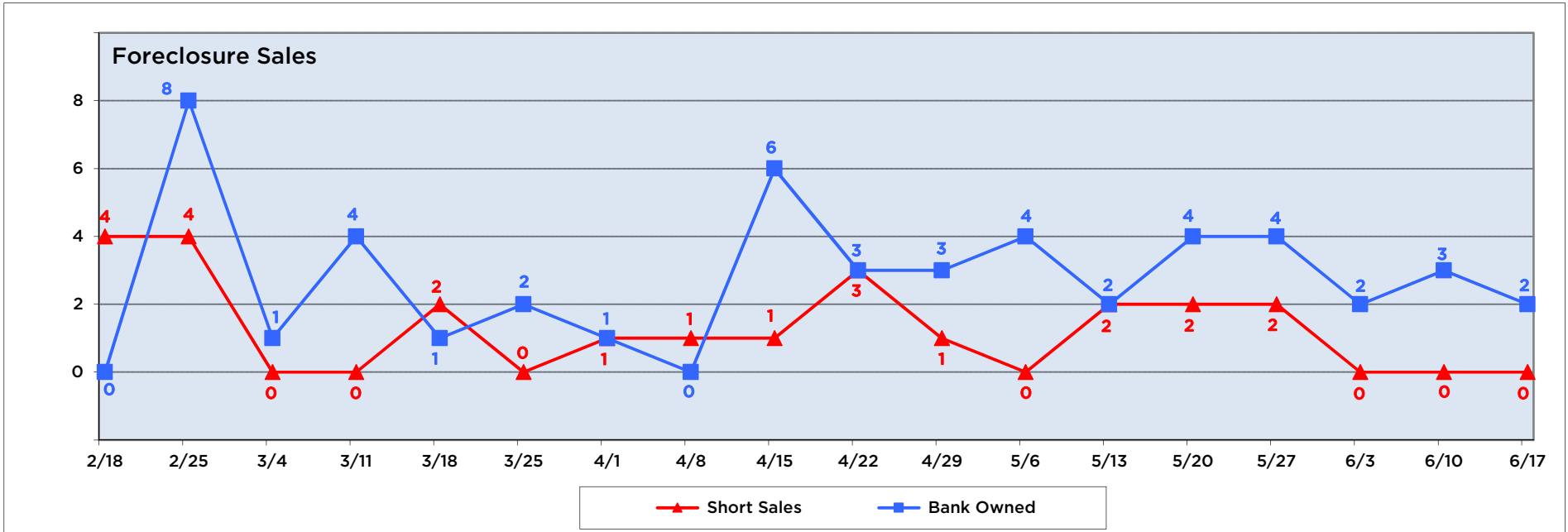
Square Footage

Average Square Feet	1,336	1,252	1,694	1,923	1,700	0	2,416
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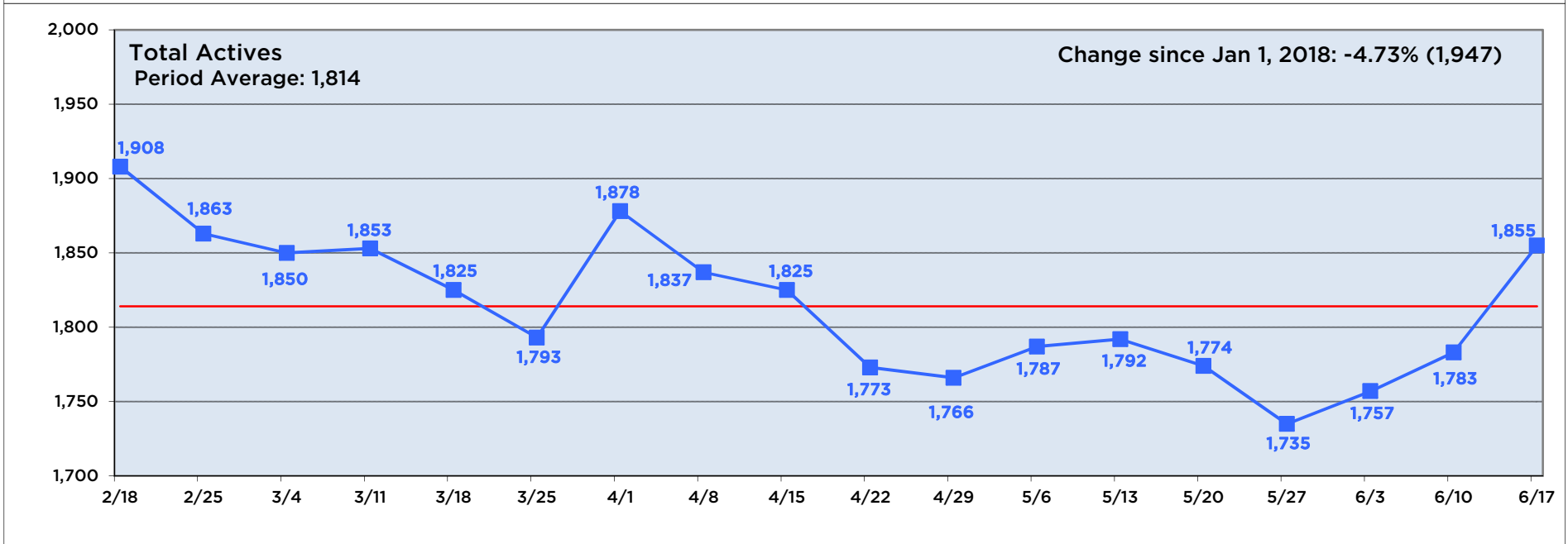
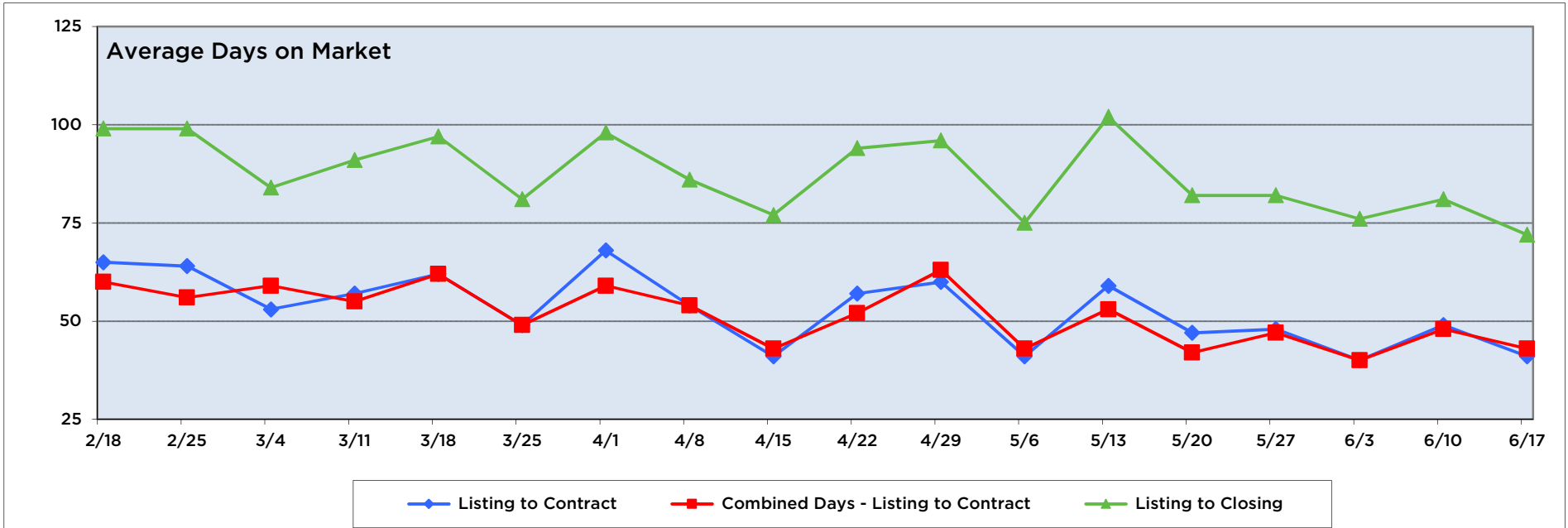
Condos, Townhomes, Villas



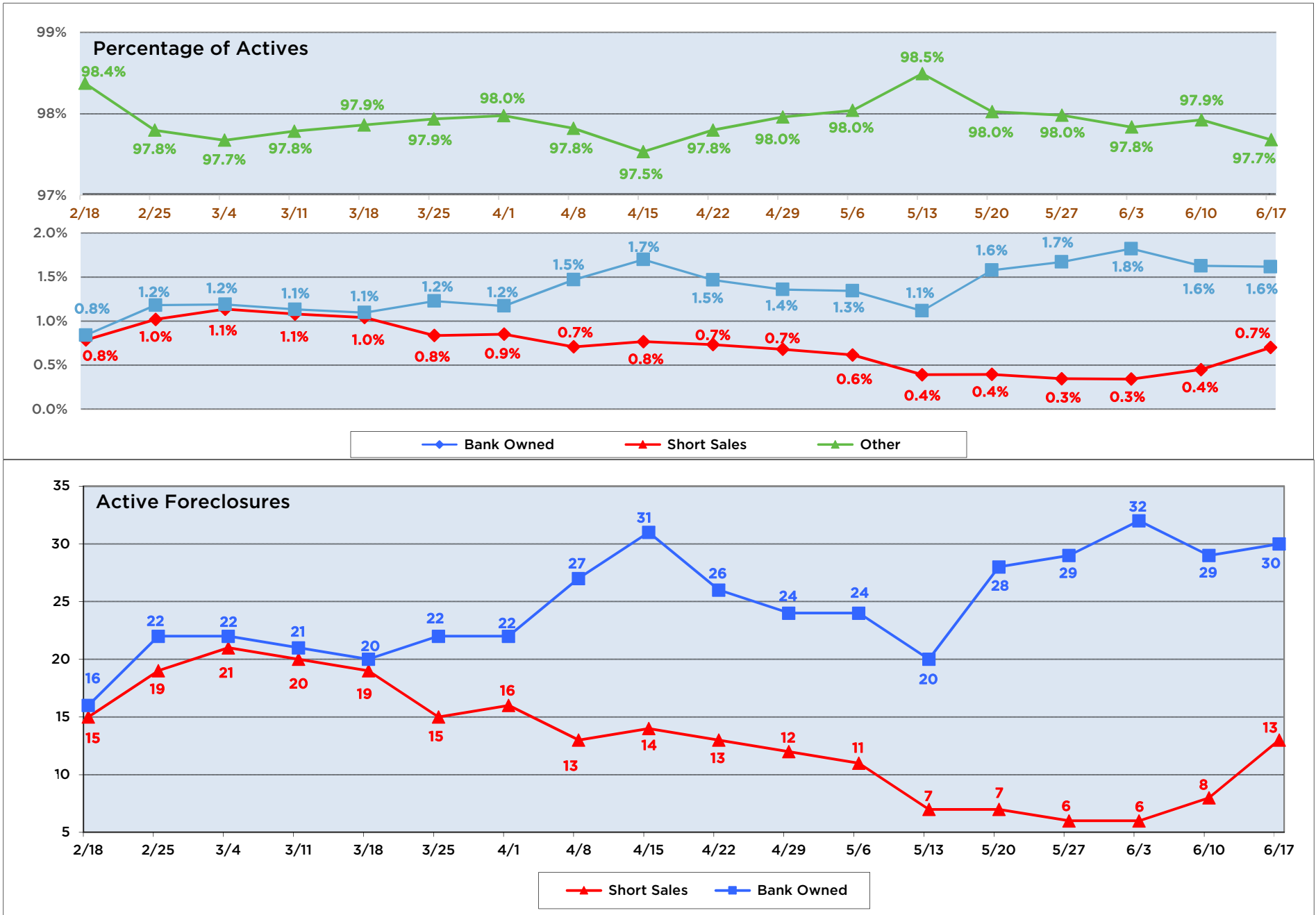
Condos, Townhomes, Villas



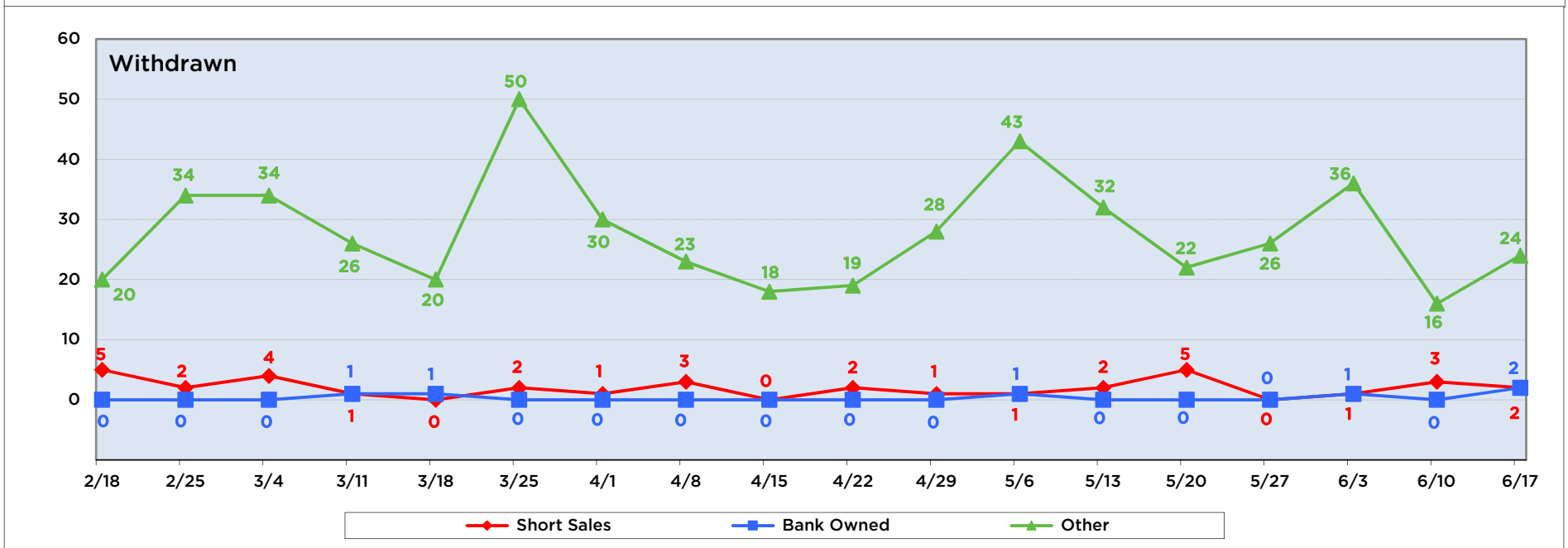
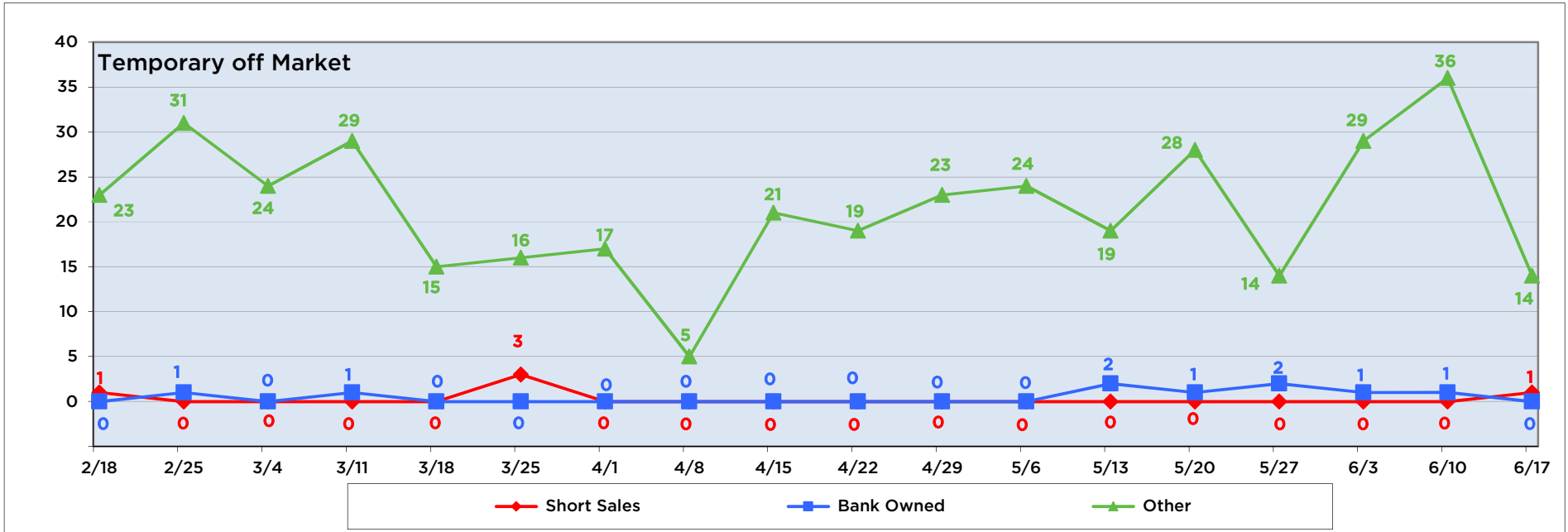
Condos, Townhomes, Villas



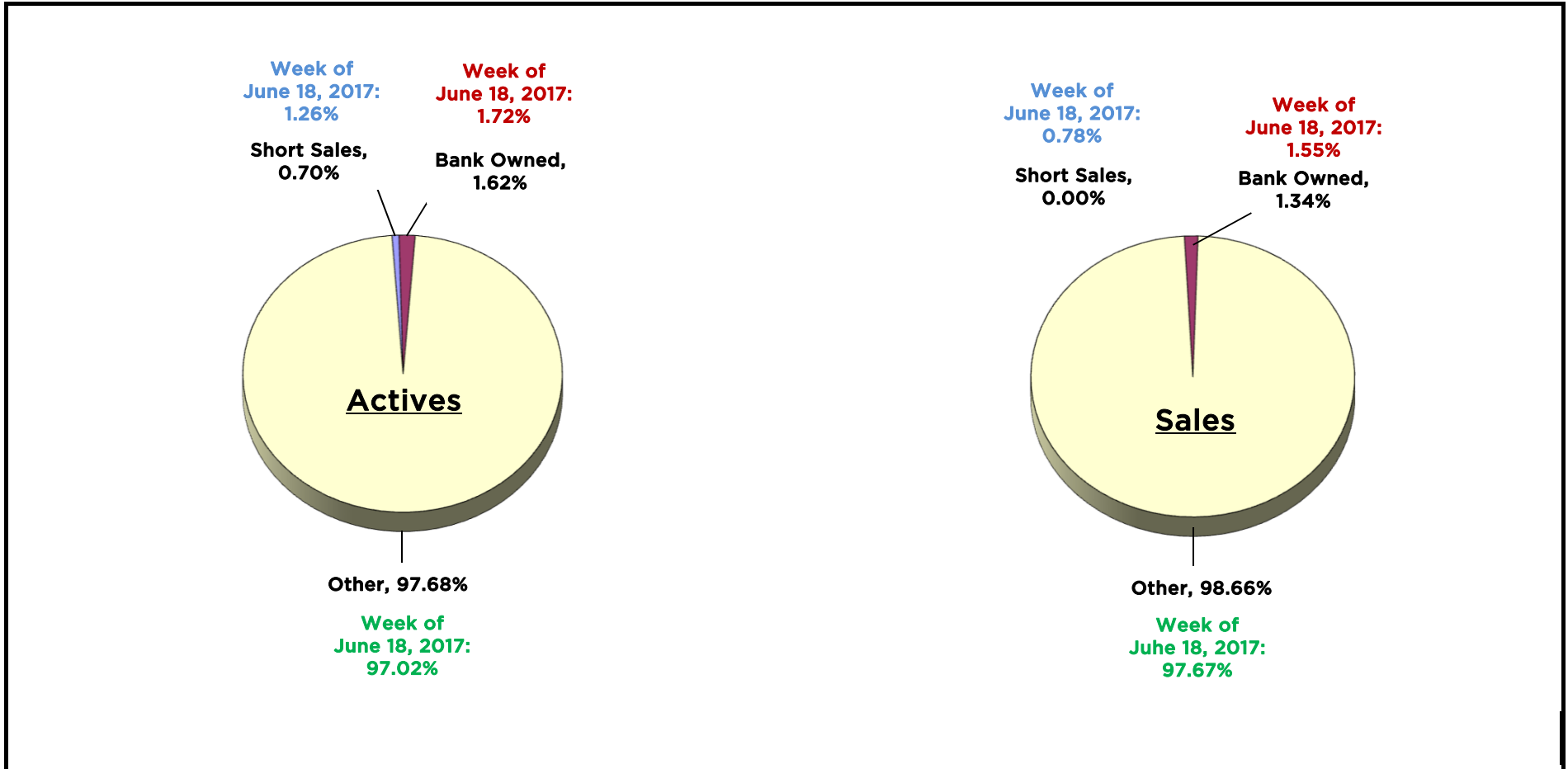
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 4 Condos, Townhomes, or Villas available for the Median Price of \$163,000? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Orange County		3	\$163,167	3.0	2.0	1,379	\$118.32
Pinecastle / Belle Isle	32809	1	\$163,500	3.0	2.0	1,306	\$125.19
Taft	32824	1	\$163,000	3.0	2.0	1,495	\$109.03
Pine Castle / Edgewood	32839	1	\$163,000	3.0	2.0	1,336	\$122.01
Osceola County		1	\$162,500	3.0	2.0	1,291	\$125.87
Kissimmee / Celebration	34747	1	\$162,500	3.0	2.0	1,291	\$125.87