



Monday Morning Quarterback Summary

Week of Sep 23, 2018

Single-family existing homes

- Sales of single-family homes increased to 639 during the week of Sep 23, from 518 the week prior
- The median price of a single family home remained constant at \$255,000
- The number of single-family home foreclosure transactions increased to 21 last week, from 14 the week of Sep 16
- The number of single-family home short-sale transactions increased to 8 from 2 the week prior
- Single-family inventory increased by 50, and now sits at 7,467

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 194 during the week of Sep 23, from 144 the week prior
- The median price of condos, townhomes, and villas increased to \$155,000, a change of 0.3%
- The number of condo, townhome, and villa foreclosure transactions increased to 7 last week, from 4 the week of Sep 16
- The number of condo, townhome and villa short-sale transactions increased to 3 from 0 the week prior
- Condo inventory increased by 12, and now sits at 1,739

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	639	301	119	121	50	45	3
Bank Owned	21	15	3	3	0	0	0
Short Sales	8	7	0	0	0	1	0
Other	610	279	116	118	50	44	3
Active Listings	7,467	2,072	1,166	1,694	750	1,239	546
Bank Owned	143	64	22	26	13	13	5
Short Sales	74	31	14	14	5	8	2
Other	7,250	1,977	1,130	1,654	732	1,218	539
Months of Inventory	3	2	2	3	3	6	42

List Price

Average Original List Price	\$308,219	\$197,553	\$285,187	\$357,556	\$465,209	\$722,140	\$1,510,000
Average Final List Price	\$300,571	\$194,820	\$277,922	\$348,310	\$452,684	\$691,702	\$1,481,667

Sale Price

Average Price	\$292,295	\$189,827	\$272,220	\$339,982	\$438,836	\$670,220	\$1,335,000
Median Price	\$255,000	\$204,000	\$270,000	\$336,000	\$435,000	\$620,000	\$1,400,000

Price Differences

<i>Original</i> to <i>Final</i> List Price	-\$7,648	-\$2,733	-\$7,265	-\$9,246	-\$12,525	-\$30,438	-\$28,333
<i>Original</i> List to <i>Sale</i> Price - \$	-\$15,924	-\$7,726	-\$12,967	-\$17,574	-\$26,373	-\$51,920	-\$175,000
<i>Final</i> List to <i>Sale</i> Price - \$	-\$8,276	-\$4,993	-\$5,702	-\$8,328	-\$13,848	-\$21,482	-\$146,667
<i>Original</i> List to <i>Sale</i> Price - %	94.83%	96.09%	95.45%	95.08%	94.33%	92.81%	88.41%
<i>Final</i> List to <i>Sale</i> Price - %	97.25%	97.44%	97.95%	97.61%	96.94%	96.89%	90.10%

Days on the Market

Avg Days Listing to Contract	49	40	45	53	59	94	94
Combined Avg Days to Contract	46	35	43	50	68	90	94
Avg Days Listing to Closing	87	77	82	89	97	136	178
Avg Days Contract to Close	37	36	36	36	37	41	82

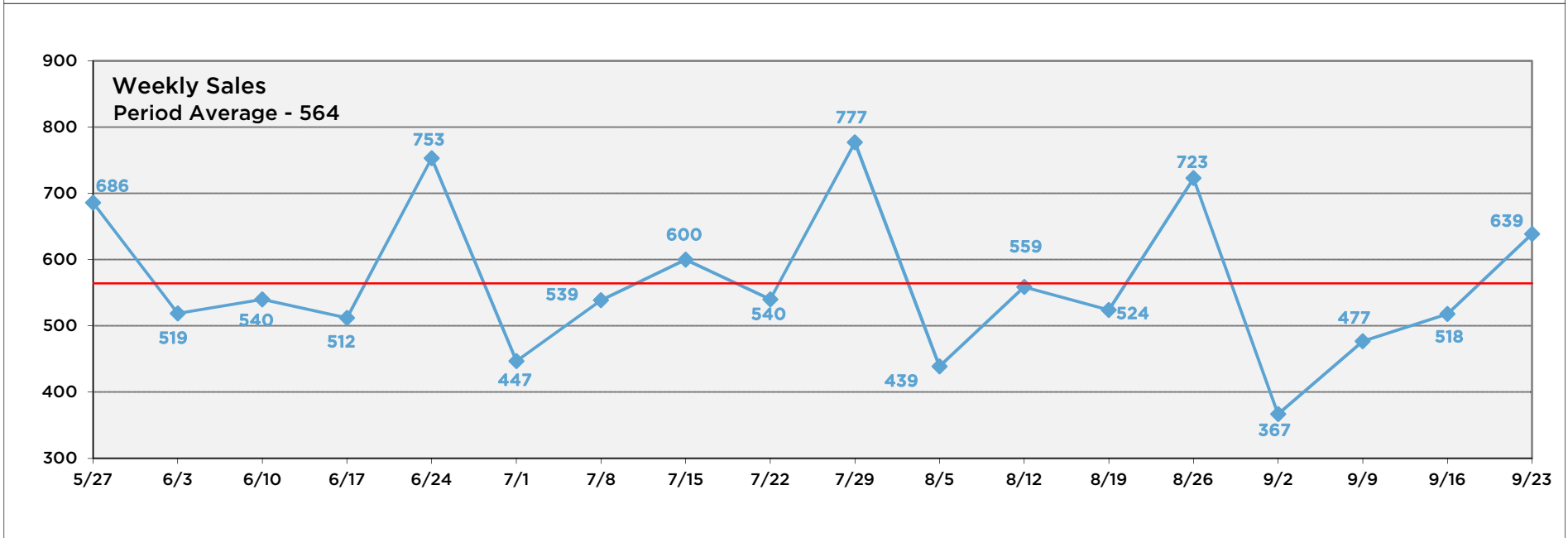
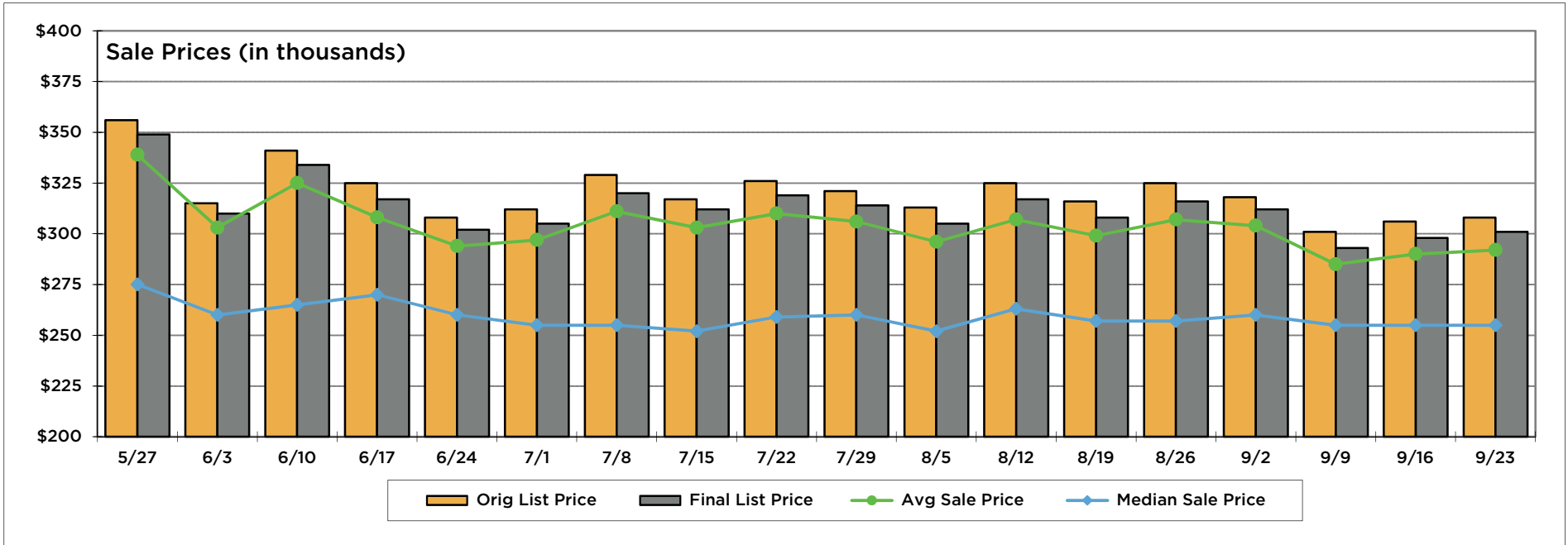
Beds / Baths

Average Bedrooms	3	3	4	4	4	4	6
Average Full Baths	2	2	2	3	3	3	5
Average Half Baths	0	0	0	0	0	1	2

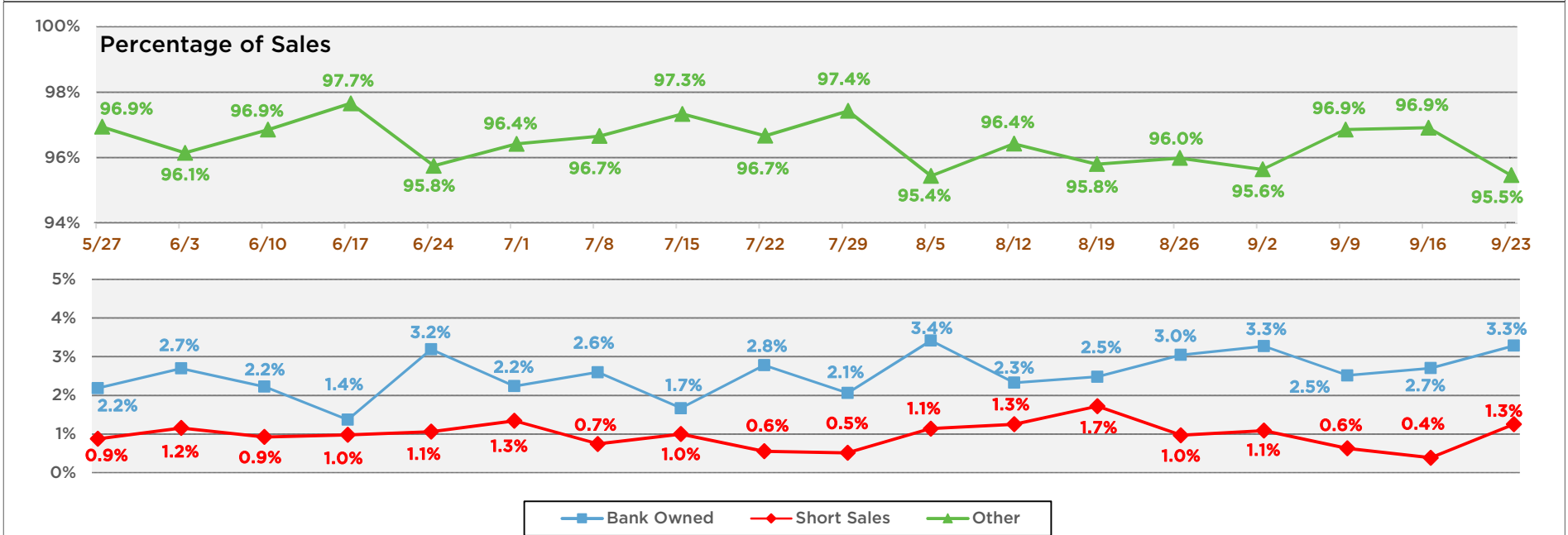
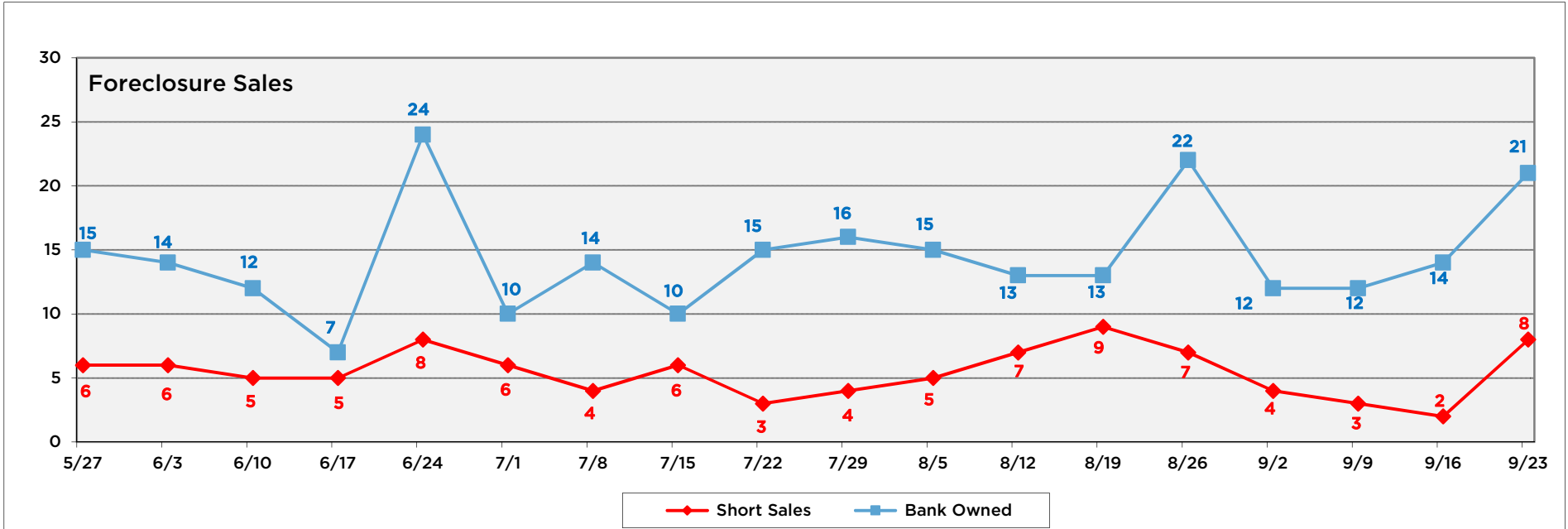
Square Footage

Average Square Feet	2,050	1,481	2,065	2,459	2,948	3,525	4,959
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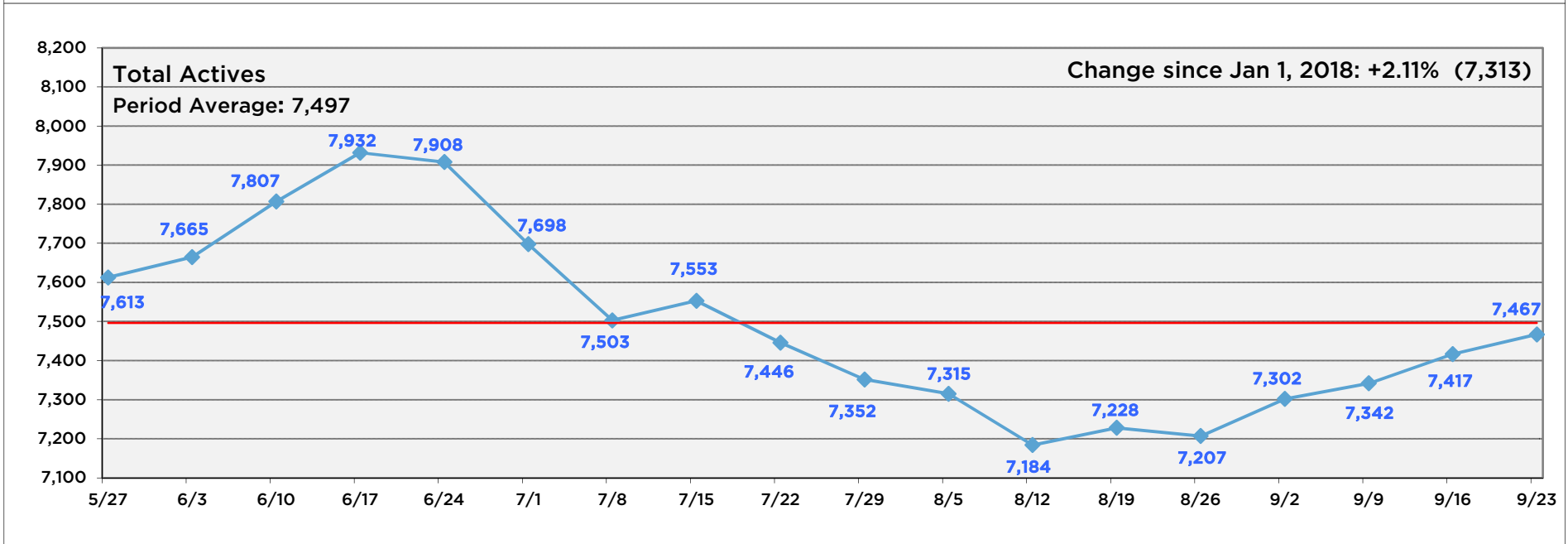
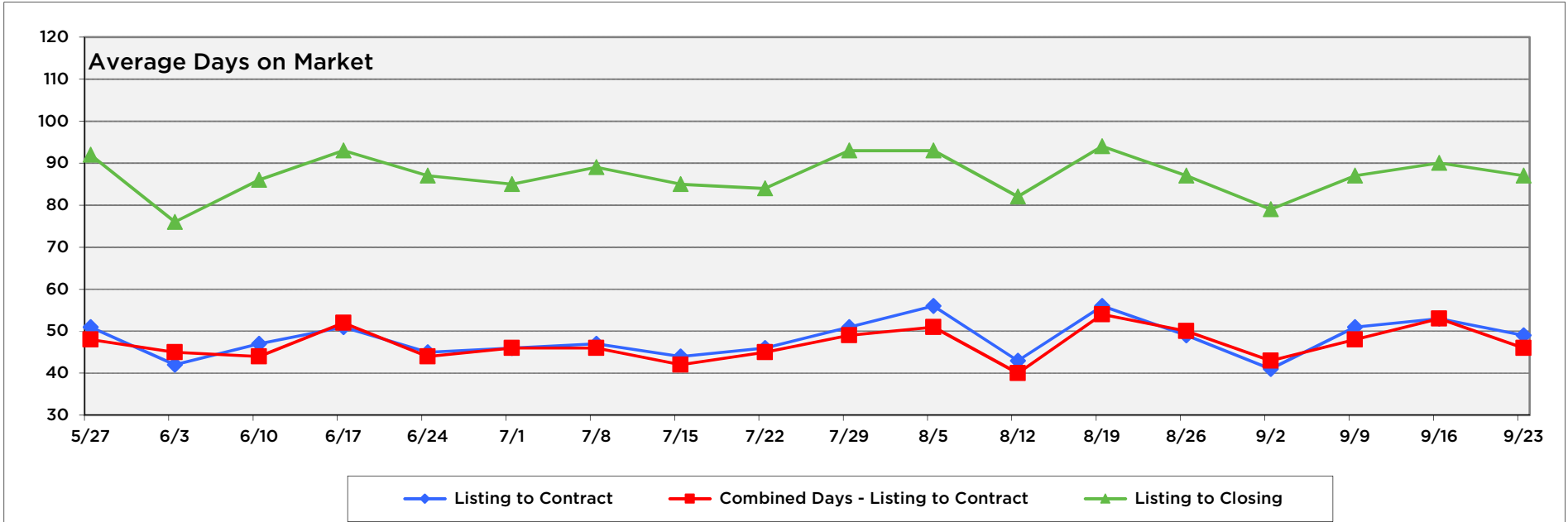
Single Family Homes



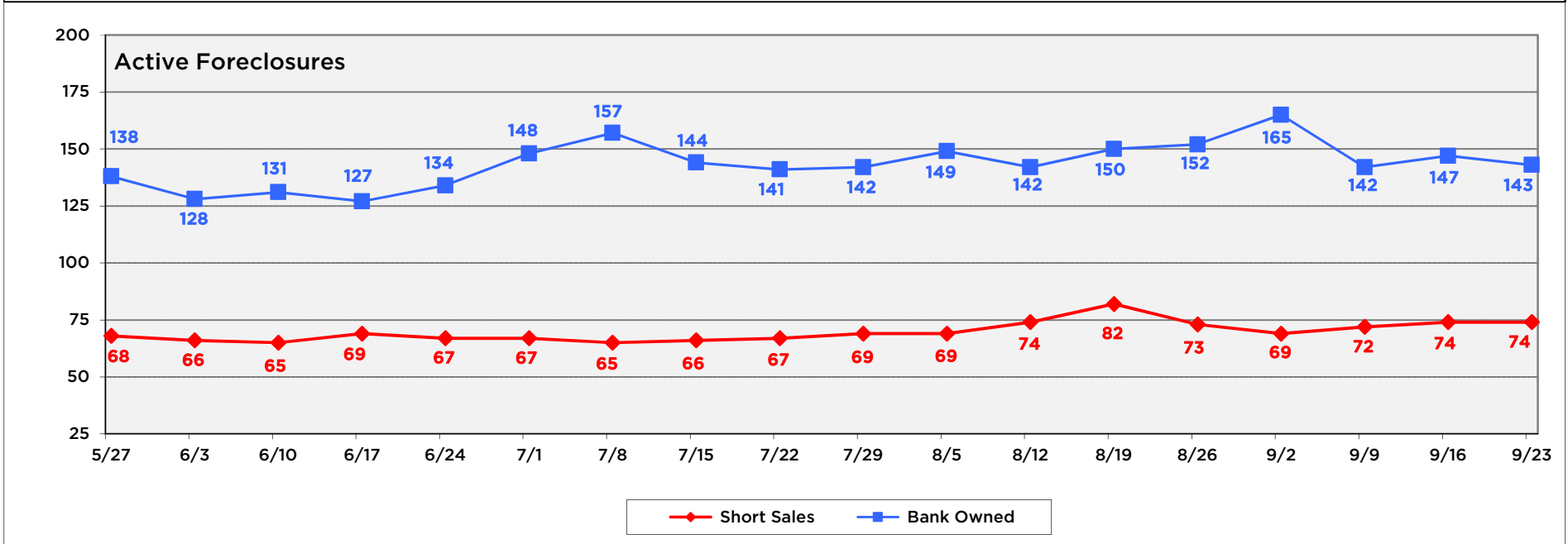
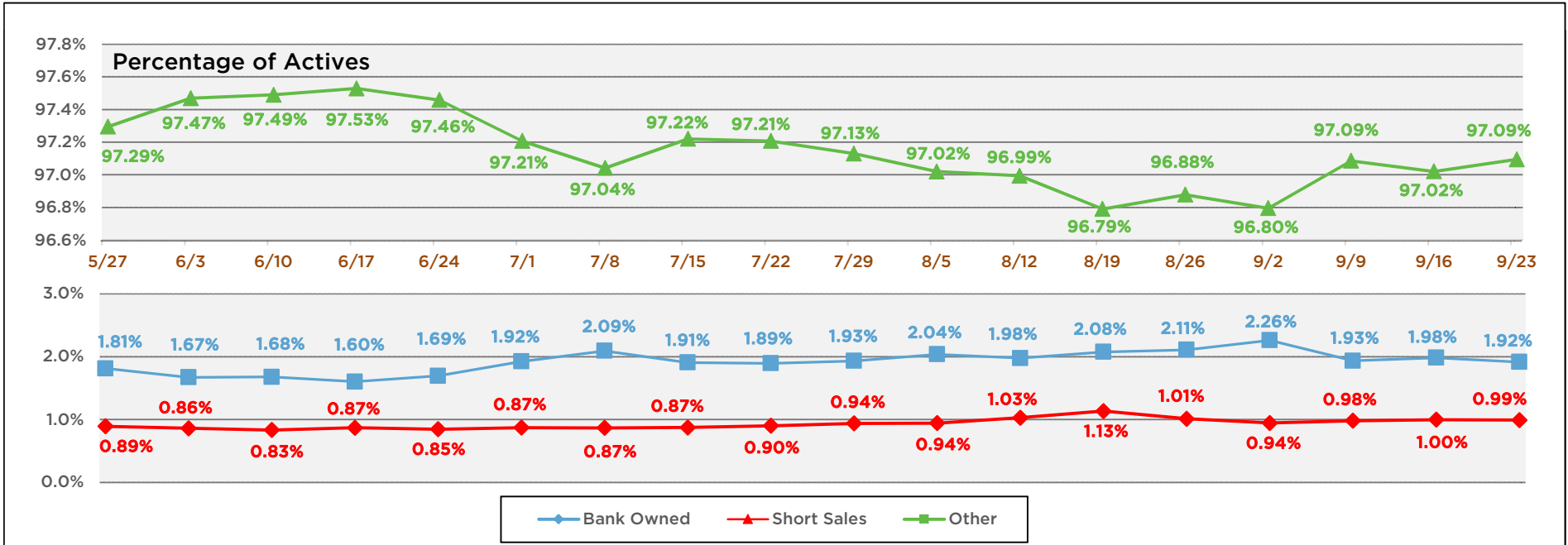
Single Family Homes



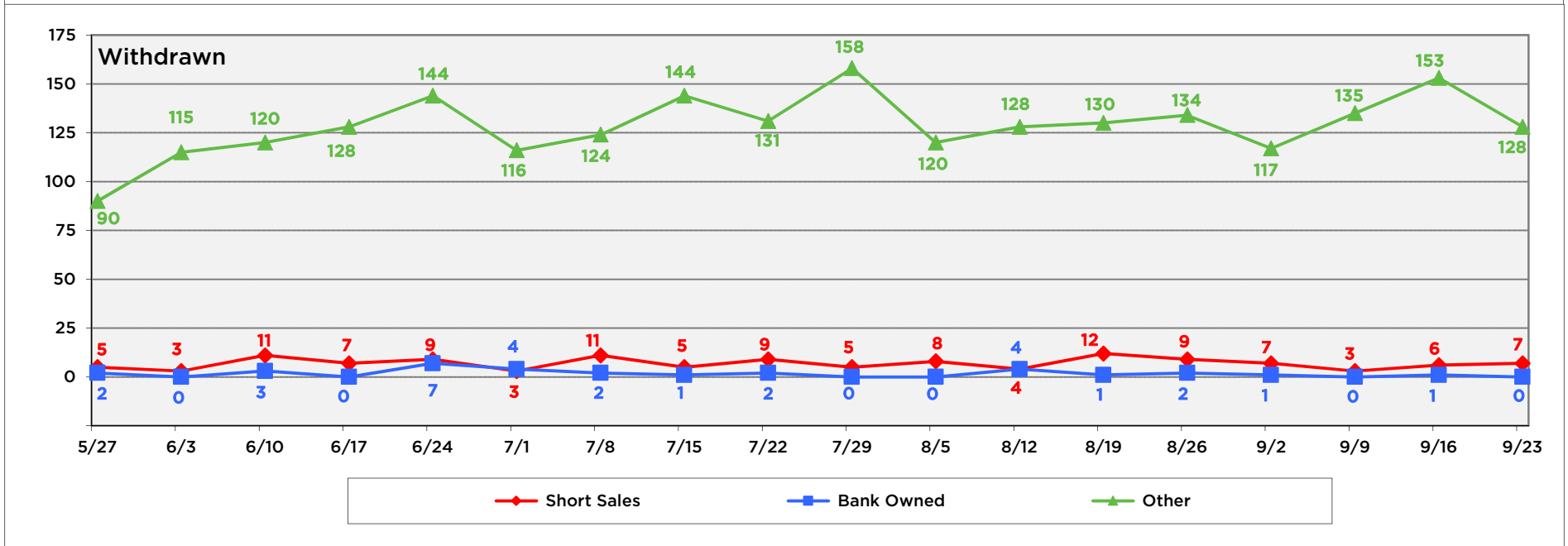
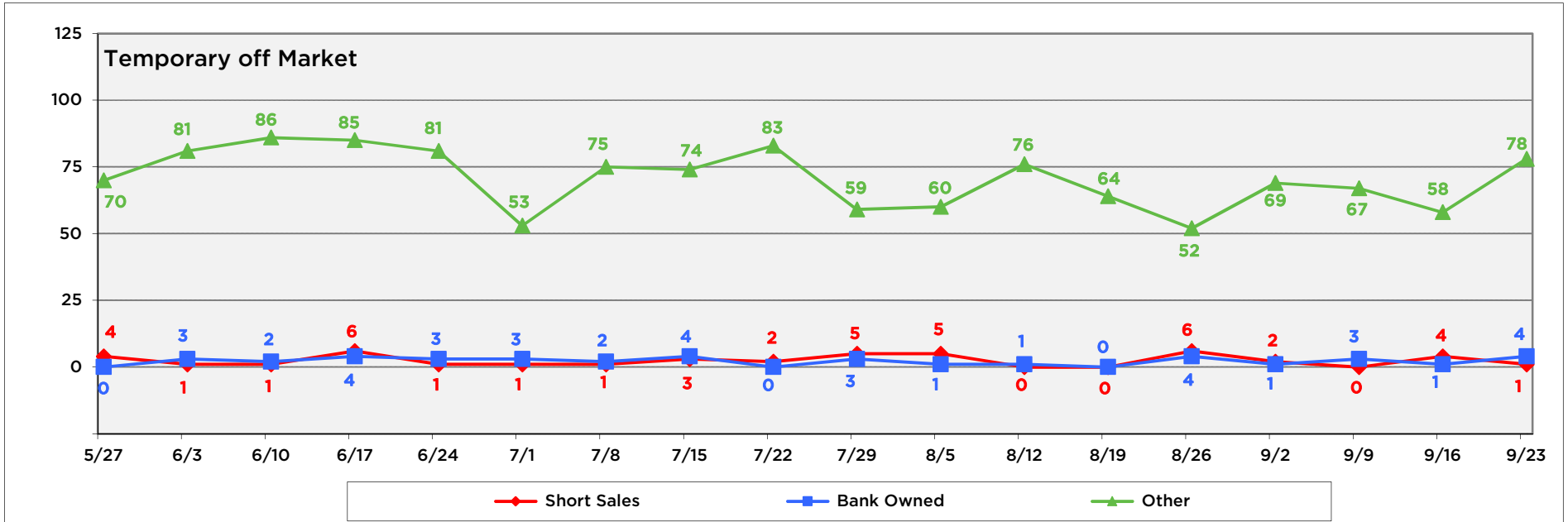
Single Family Homes



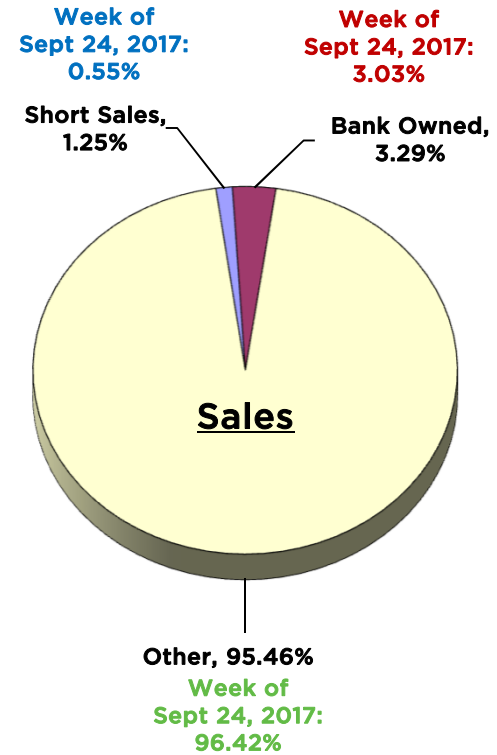
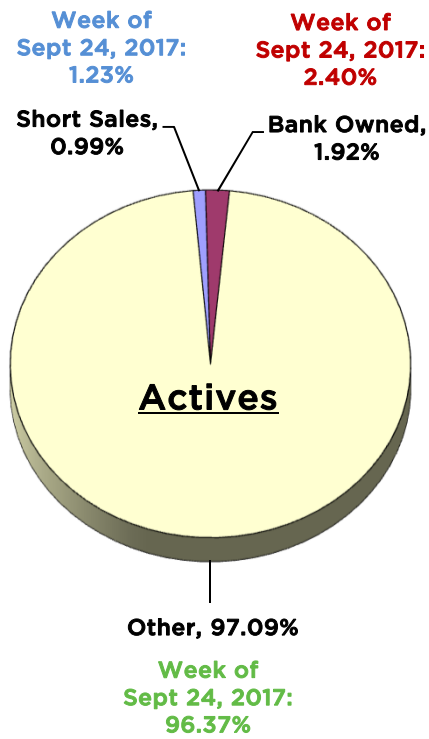
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
09/23/2018 - 09/29/2018
Lake, Orange, Osceola & Seminole Counties

Where are the 51 Single Family Homes available for the Median Price of \$255,000? (± \$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		8	\$254,937	3.5	2.0	1,596	\$159.77
Casselberry	32707	1	\$255,000	4.0	2.0	1,829	\$139.42
Winter Springs / Tuskawilla	32708	2	\$254,900	3.0	2.0	1,626	\$156.77
Longwood (East)	32750	3	\$254,933	4.0	2.0	1,618	\$157.56
Oviedo	32765	2	\$254,950	3.0	2.0	1,415	\$180.18
Orange County		16	\$254,963	3.3	2.0	1,609	\$158.46
Apopka / Hunt Club	32703	1	\$255,000	4.0	2.0	1,616	\$157.80
Mount Dora	32757	1	\$255,000	4.0	3.0	2,022	\$126.11
Colonialtown	32803	2	\$254,950	3.0	2.0	1,198	\$212.81
Pinecastle / Belle Isle	32809	1	\$254,900	3.0	1.0	1,365	\$186.74
Lockhart	32810	1	\$254,900	3.0	2.0	1,982	\$128.61
Union Park	32817	1	\$254,900	3.0	2.0	1,312	\$194.28
Hiawassee	32818	1	\$255,000	4.0	2.0	1,980	\$128.79
Rio Pinar / Union Park	32825	3	\$254,967	3.0	2.0	1,608	\$158.56
Union Park / Chickasaw	32829	1	\$255,000	3.0	2.0	1,807	\$141.12
Wedgfield	32833	1	\$255,000	3.0	2.0	1,700	\$150.00
Hunters Creek	32837	1	\$254,900	4.0	2.0	1,583	\$161.02
Pine Castle / Edgewood	32839	1	\$255,000	3.0	2.0	1,911	\$133.44
Ocoee	34761	1	\$255,000	3.0	2.0	1,246	\$204.65
Osceola County		17	\$255,003	3.7	2.1	1,941	\$131.35
Kissimmee (Central)	34741	1	\$254,900	2.0	2.0	1,650	\$154.48
Kissimmee / Buena Ventura Lakes	34743	2	\$255,000	3.0	2.0	1,569	\$162.52
Kissimmee (West) / Pleasant Hill	34746	6	\$254,975	4.0	2.0	1,930	\$132.11
Kissimmee / Celebration	34747	1	\$254,900	3.0	3.0	1,816	\$140.36
Kissimmee / Poinciana	34758	3	\$255,167	4.0	2.0	2,441	\$104.53
St Cloud / Canoe Creek	34772	4	\$254,975	4.0	2.0	1,874	\$136.06
Lake County		10	\$254,945	4.0	2.1	2,233	\$114.17
Eustis (West)	32726	1	\$254,900	3.0	2.0	1,750	\$145.66
Grand Island	32735	1	\$255,000	4.0	2.0	1,988	\$128.27
Clermont (Central)	34711	3	\$254,933	4.0	2.0	2,300	\$110.84
Clermont (South)	34714	1	\$254,950	5.0	2.0	2,919	\$87.34
Minneola	34715	2	\$254,950	3.0	2.0	1,780	\$143.23
Groveland	34736	1	\$255,000	5.0	3.0	2,141	\$119.10
Mascotte	34753	1	\$254,900	5.0	2.0	3,072	\$82.98

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	194	164	18	9	2	1	0
Bank Owned	7	6	0	1	0	0	0
Short Sales	3	3	0	0	0	0	0
Other	184	155	18	8	2	1	0
Active Listings	1,739	1,219	199	208	51	50	12
Bank Owned	24	21	2	1	0	0	0
Short Sales	13	9	2	0	2	0	0
Other	1,702	1,189	195	207	49	50	12
Months of Inventory	2	2	3	5	6	12	0

List Price

Average Original List Price	\$180,695	\$154,929	\$279,661	\$335,400	\$457,000	\$680,000	\$0
Average Final List Price	\$177,982	\$153,218	\$270,724	\$327,522	\$450,000	\$680,000	\$0

Sale Price

Average Price	\$173,517	\$149,042	\$268,661	\$320,611	\$445,000	\$608,000	\$0
Median Price	\$155,000	\$143,750	\$267,500	\$315,000	\$445,000	\$608,000	\$0

Price Differences

Original to Final List Price	-\$2,713	-\$1,711	-\$8,937	-\$7,878	-\$7,000	\$0	\$0
Original List to Sale Price - \$	-\$7,178	-\$5,887	-\$11,000	-\$14,789	-\$12,000	-\$72,000	\$0
Final List to Sale Price - \$	-\$4,465	-\$4,176	-\$2,063	-\$6,911	-\$5,000	-\$72,000	\$0
Original List to Sale Price - %	96.03%	96.20%	96.07%	95.59%	97.37%	89.41%	0.00%
Final List to Sale Price - %	97.49%	97.27%	99.24%	97.89%	98.89%	89.41%	0.00%

Days on the Market

Avg Days Listing to Contract	59	50	98	119	123	108	0
Combined Avg Days to Contract	58	49	88	118	196	108	0
Avg Days Listing to Closing	92	82	137	150	150	154	0
Avg Days Contract to Close	32	32	38	30	26	45	0

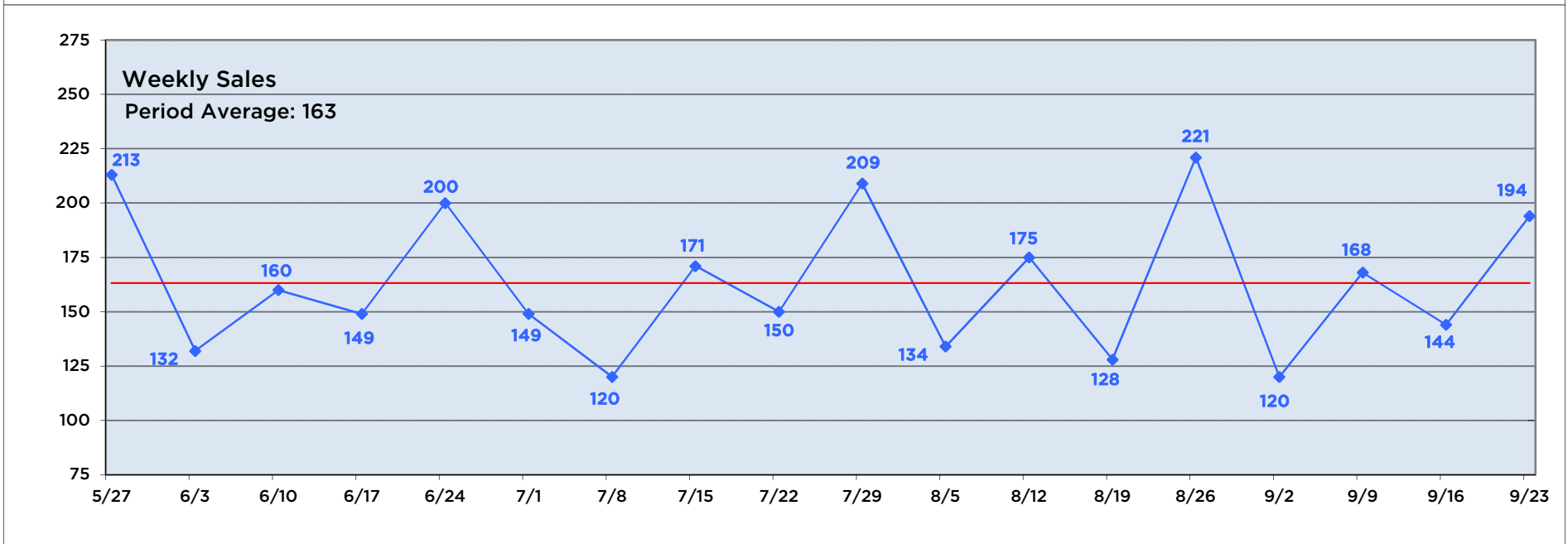
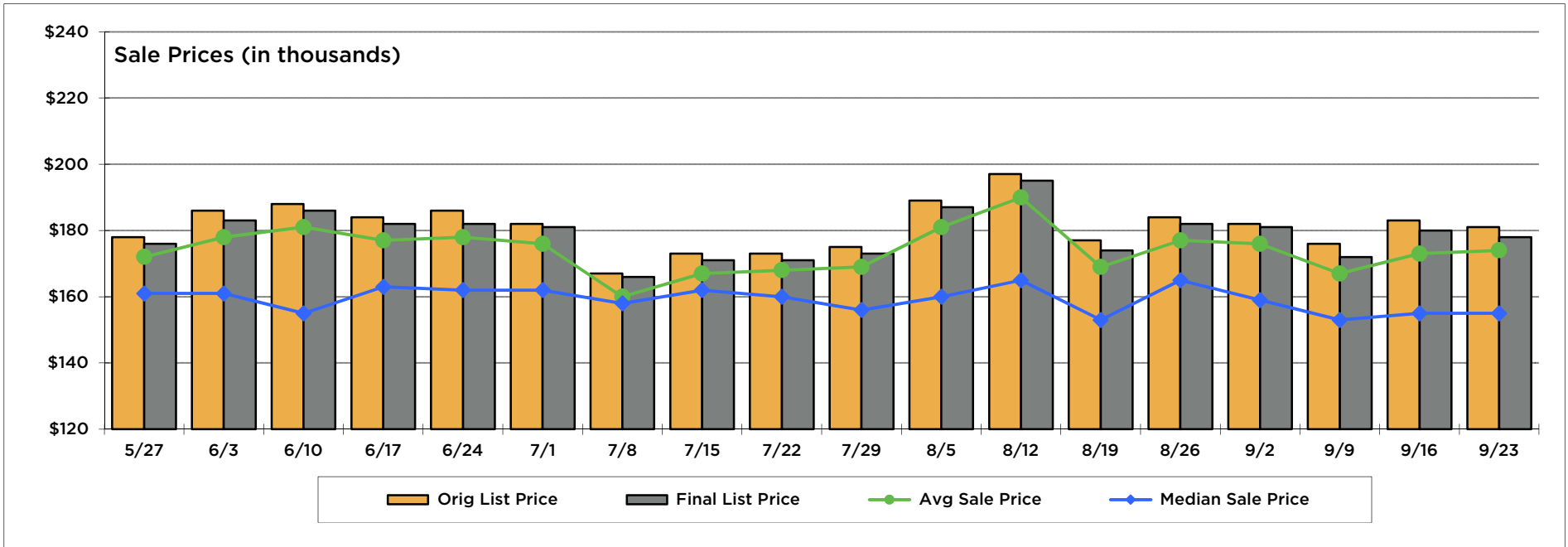
Beds / Baths

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

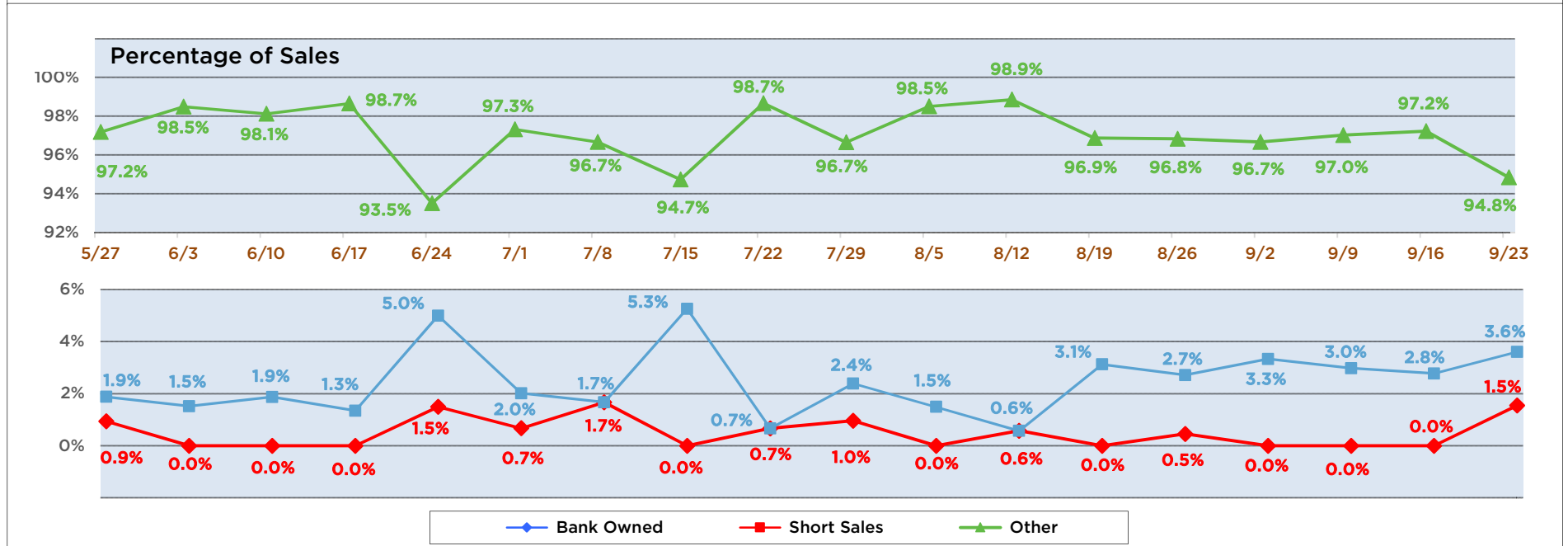
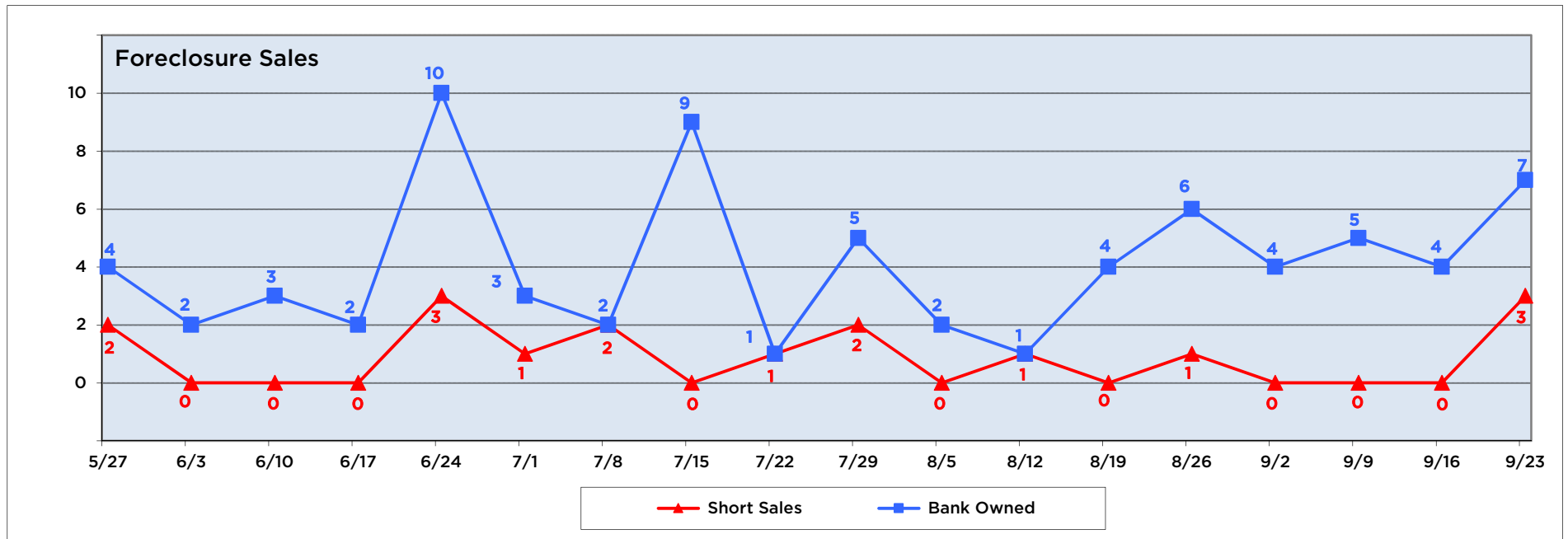
Square Footage

Average Square Feet	1,340	1,239	1,718	1,901	2,786	3,129	0
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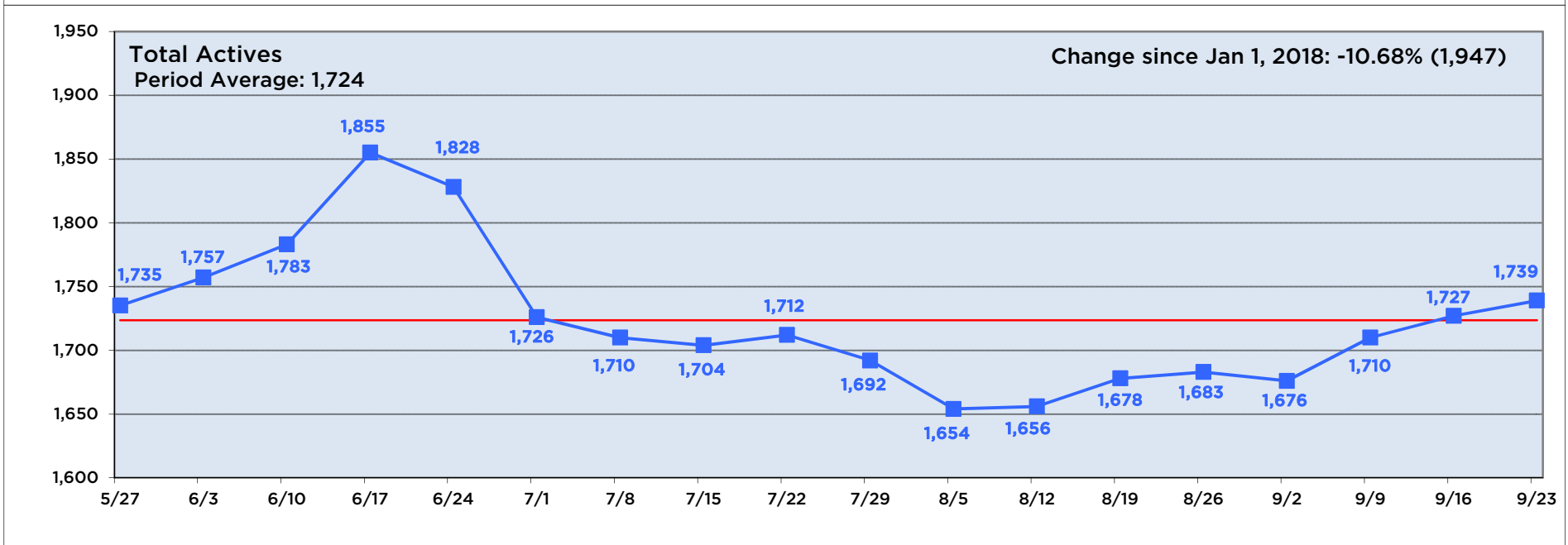
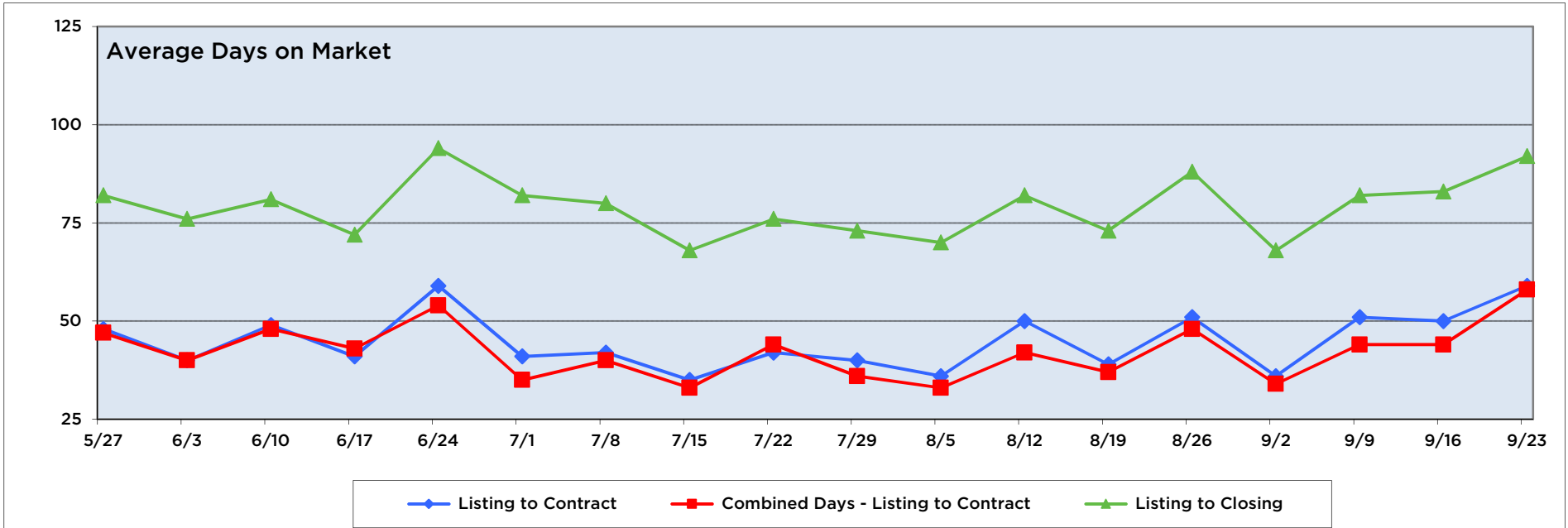
Condos, Townhomes, Villas



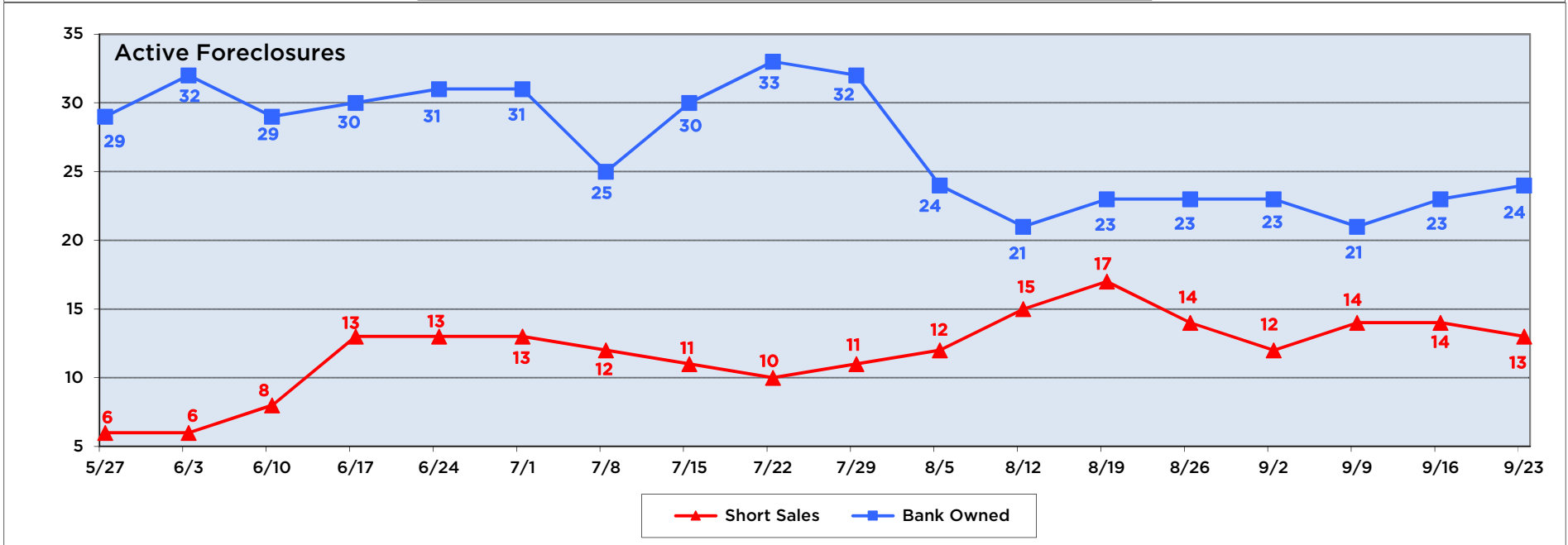
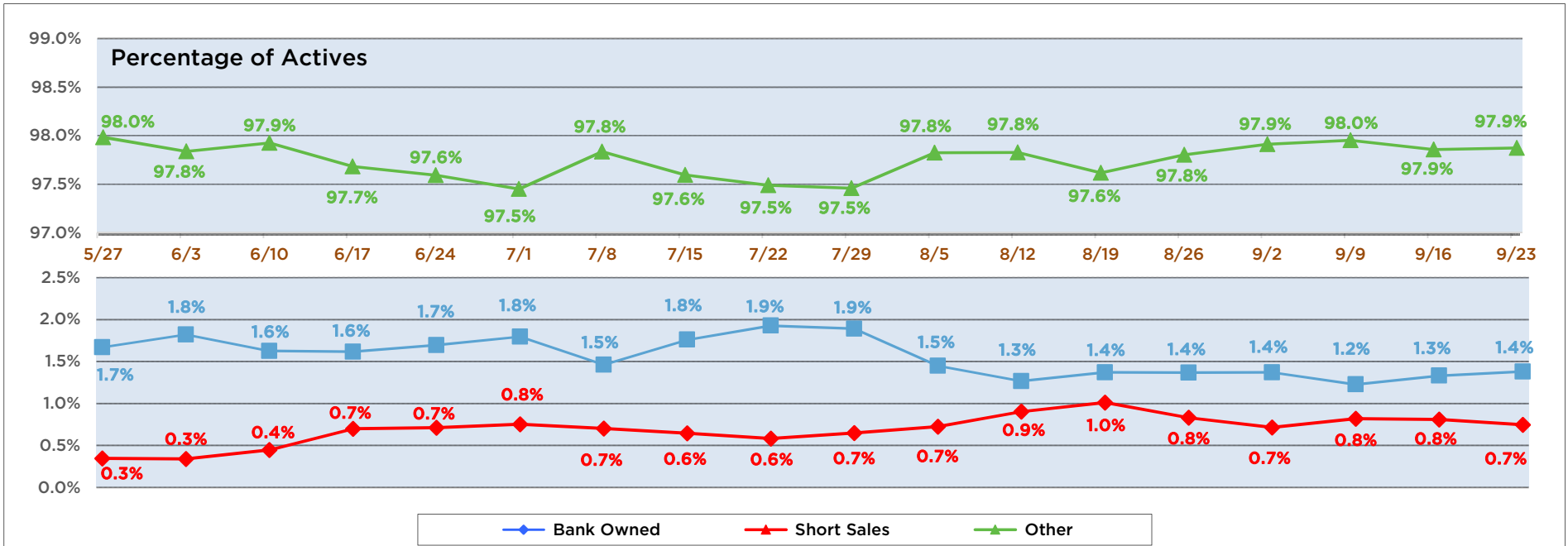
Condos, Townhomes, Villas



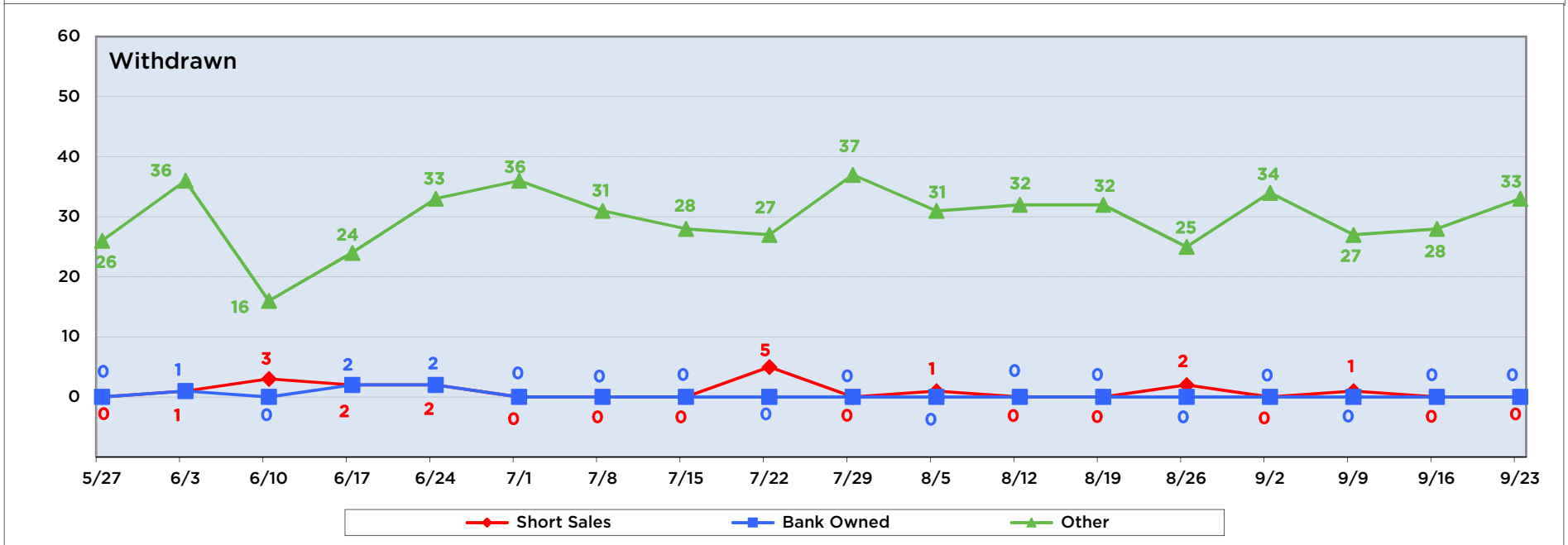
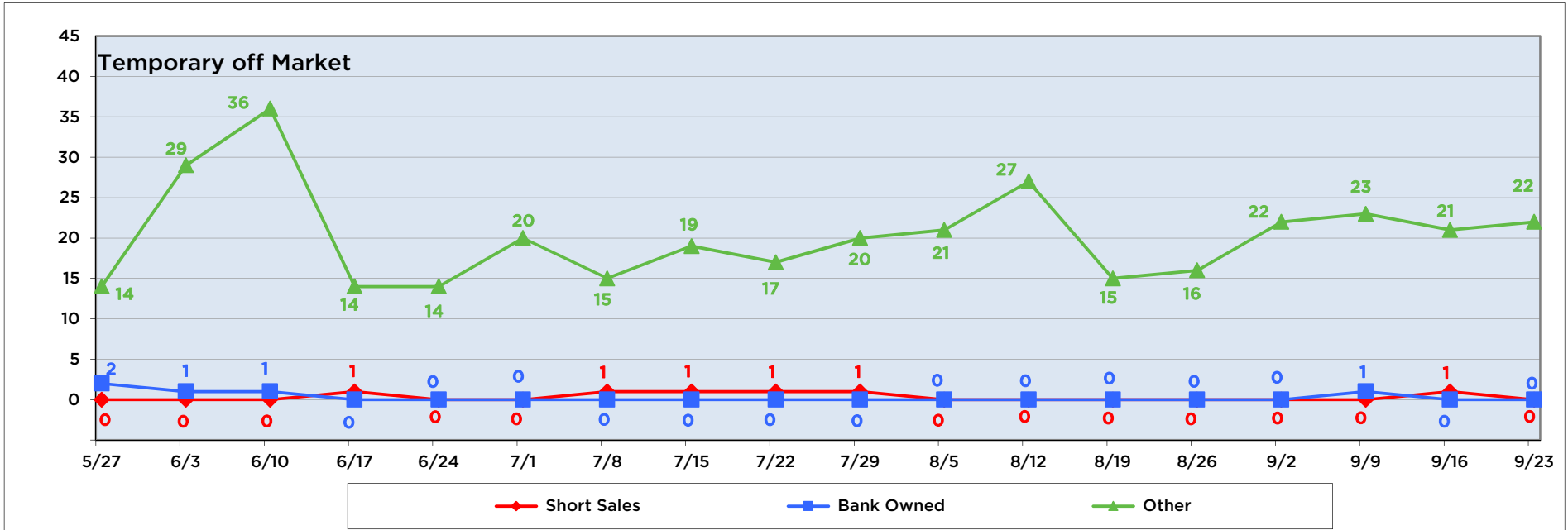
Condos, Townhomes, Villas



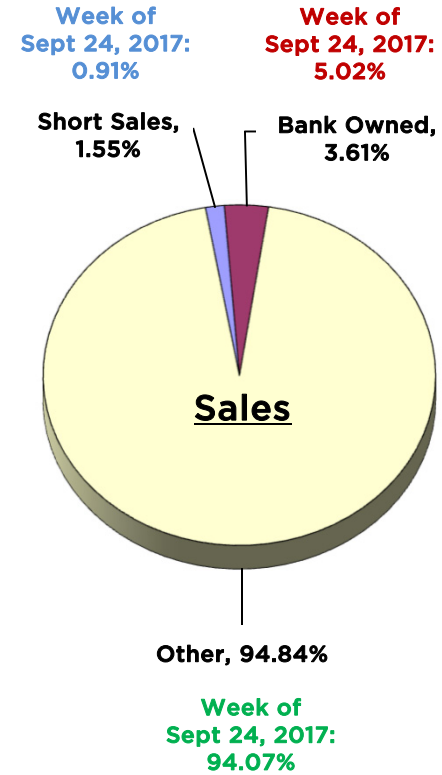
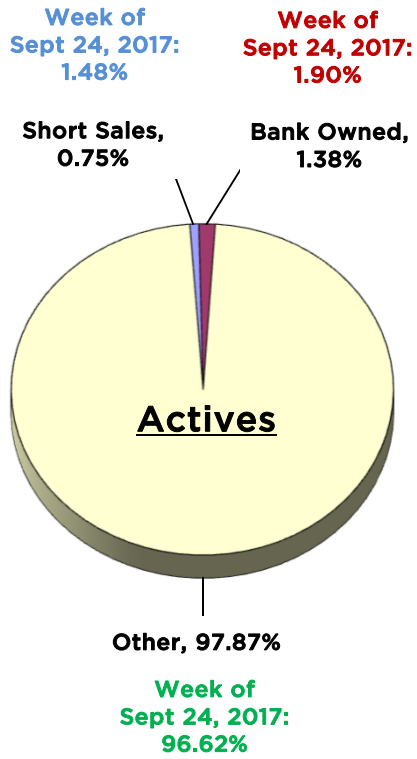
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 19 Condos, Townhomes, or Villas available for the Median Price of \$155,000?

(± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		3	\$155,000	2.7	2.0	1,335	\$116.10
Altamonte Springs (East)	32701	1	\$155,000	3.0	2.0	1,822	\$85.07
Altamonte Springs / Forest City	32714	1	\$155,000	3.0	2.0	1,208	\$128.31
Oviedo	32765	1	\$155,000	2.0	2.0	975	\$158.97
Orange County		11	\$154,927	2.6	2.3	1,374	\$112.72
Apopka (North)	32712	1	\$154,900	2.0	2.0	1,420	\$109.08
Maitland / Eatonville	32751	1	\$154,900	3.0	2.0	1,538	\$100.72
Winter Park (East) / Aloma	32792	1	\$155,000	2.0	2.0	1,578	\$98.23
Orlando (Downtown)	32801	1	\$154,900	1.0	1.0	744	\$208.20
Orlo Vista	32811	1	\$155,000	3.0	2.0	1,418	\$109.31
Williamsburg / Lake Bryan	32821	4	\$154,875	3.0	3.0	1,457	\$106.30
Metro West / Orlo Vista	32835	1	\$155,000	3.0	2.0	1,260	\$123.02
Pine Castle / Edgewood	32839	1	\$155,000	3.0	2.0	1,333	\$116.28
Osceola County		3	\$154,950	2.3	2.3	1,320	\$117.39
Kissimmee (West) / Pleasant Hill	34746	1	\$154,950	2.0	2.0	1,188	\$130.43
Kissimmee / Poinciana	34758	1	\$154,900	3.0	3.0	1,504	\$102.99
St Cloud	34769	1	\$155,000	2.0	2.0	1,268	\$122.24
Lake County		2	\$155,000	2.5	2.0	1,286	\$120.53
Clermont (Central)	34711	1	\$155,000	2.0	1.0	1,078	\$143.78
Clermont (South)	34714	1	\$155,000	3.0	3.0	1,494	\$103.75