



Monday Morning Quarterback Summary

Week of Sep 30, 2018

Single-family existing homes

- Sales of single-family homes decreased to 463 during the week of Sep 30, from 639 the week prior
- The median price of single family homes increased to \$259,900, a change of 1.9%
- The number of single-family home foreclosure transactions decreased to 17 last week, from 21 the week of Sep 23
- The number of single-family home short-sale transactions decreased to 6 from 8 the week prior
- Single-family inventory increased by 39, and now sits at 7,506

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 149 during the week of Sep 30, from 194 the week prior
- The median price of condos, townhomes, and villas increased to \$167,000, a change of 7.7%
- The number of condo, townhome, and villa foreclosure transactions decreased to 0 last week, from 7 the week of Sep 23
- The number of condo, townhome and villa short-sale transactions increased to 4 from 3 the week prior
- Condo inventory increased by 36, and now sits at 1,775

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	463	207	100	84	32	33	7
Bank Owned	17	13	3	1	0	0	0
Short Sales	6	4	1	0	0	1	0
Other	440	190	96	83	32	32	7
Active Listings	7,506	2,093	1,189	1,700	749	1,229	546
Bank Owned	149	72	24	28	9	10	6
Short Sales	74	27	18	13	3	12	1
Other	7,283	1,994	1,147	1,659	737	1,207	539
Months of Inventory	4	2	3	5	5	9	18

List Price

Average Original List Price	\$318,101	\$198,246	\$285,762	\$351,606	\$464,475	\$712,320	\$1,394,686
Average Final List Price	\$310,942	\$195,840	\$278,665	\$347,281	\$452,001	\$679,102	\$1,359,257

Sale Price

Average Price	\$302,497	\$190,124	\$272,550	\$339,976	\$441,024	\$649,091	\$1,336,429
Median Price	\$259,900	\$202,000	\$273,875	\$339,450	\$439,500	\$620,000	\$1,185,000

Price Differences

Original to Final List Price	-\$7,159	-\$2,406	-\$7,097	-\$4,325	-\$12,474	-\$33,218	-\$35,429
Original List to Sale Price - \$	-\$15,604	-\$8,122	-\$13,212	-\$11,630	-\$23,451	-\$63,229	-\$58,257
Final List to Sale Price - \$	-\$8,445	-\$5,716	-\$6,115	-\$7,305	-\$10,977	-\$30,011	-\$22,828
Original List to Sale Price - %	95.09%	95.90%	95.38%	96.69%	94.95%	91.12%	95.82%
Final List to Sale Price - %	97.28%	97.08%	97.81%	97.90%	97.57%	95.58%	98.32%

Days on the Market

Avg Days Listing to Contract	57	49	52	52	50	125	126
Combined Avg Days to Contract	56	44	52	51	53	117	270
Avg Days Listing to Closing	94	86	87	91	89	166	177
Avg Days Contract to Close	37	36	34	39	39	40	51

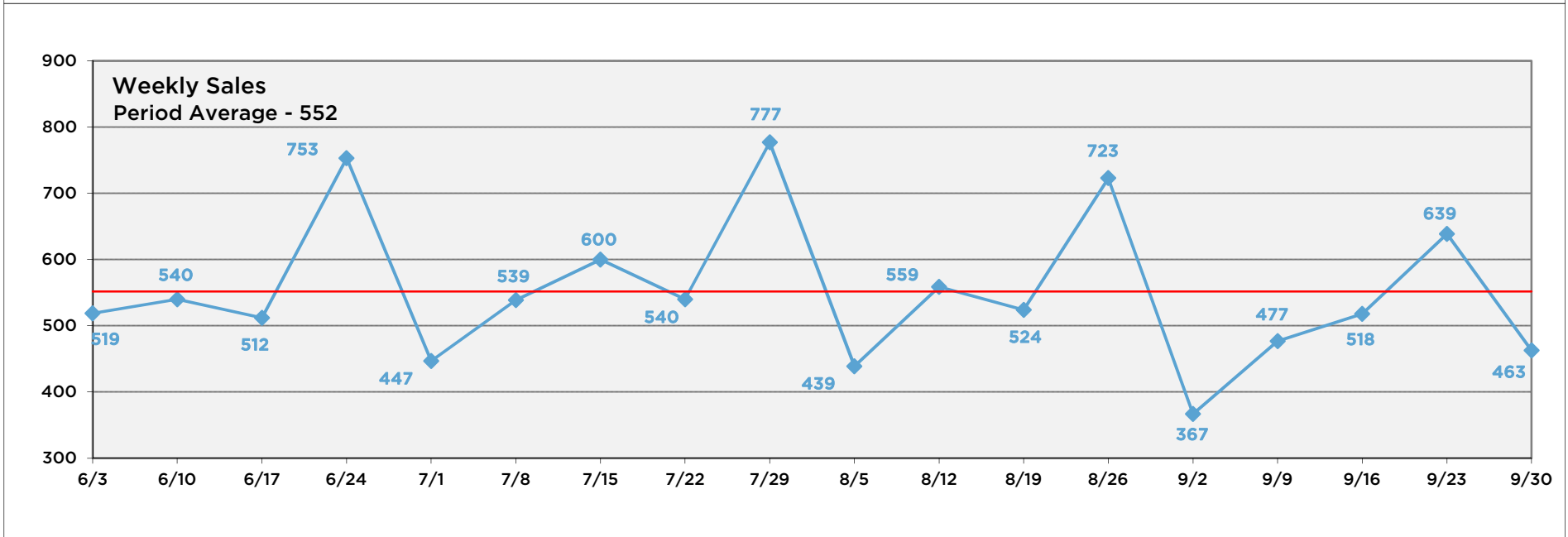
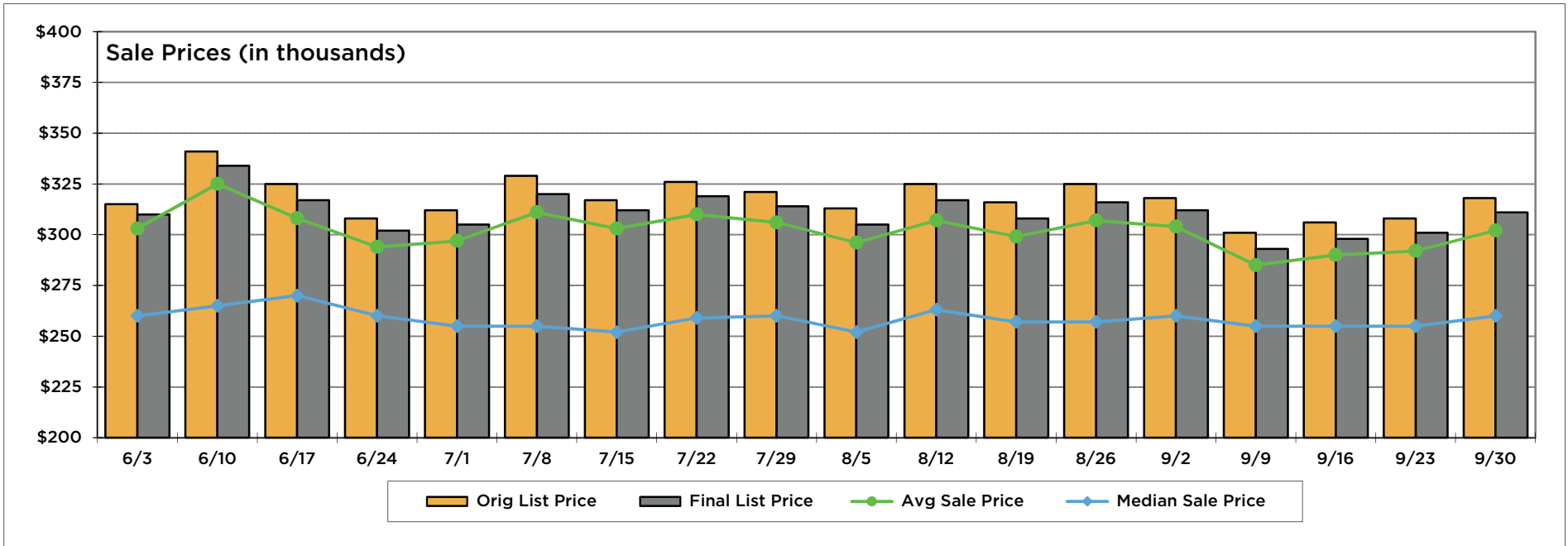
Beds / Baths

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

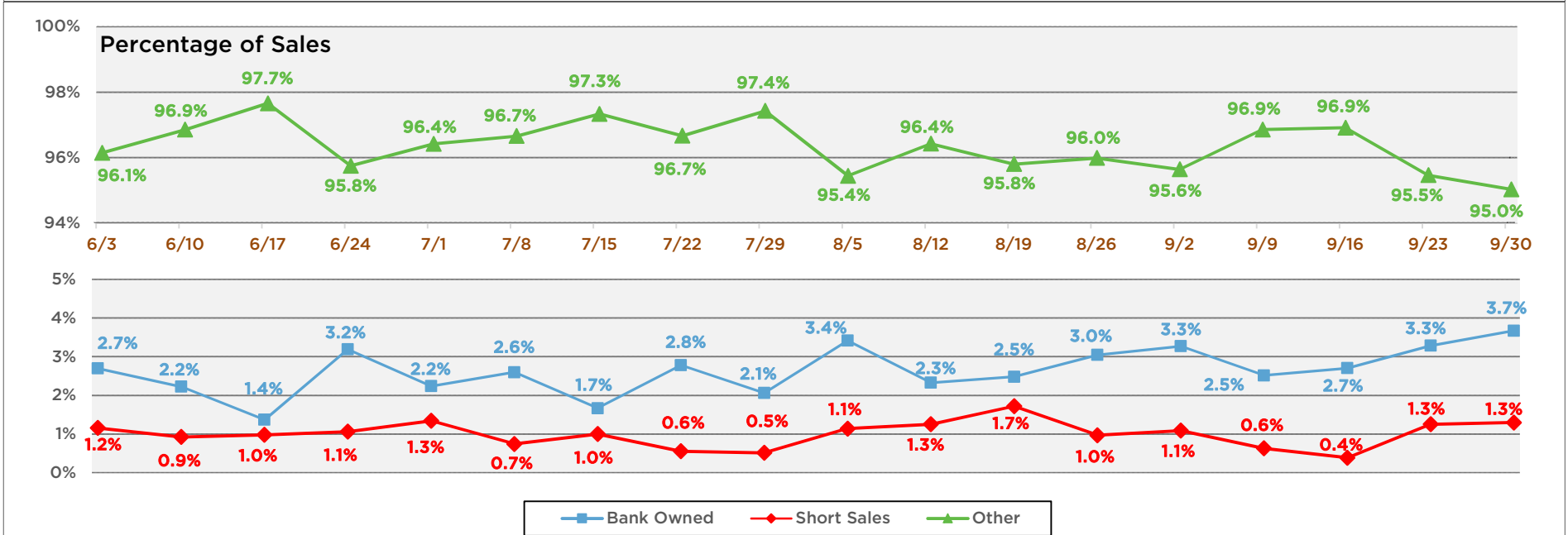
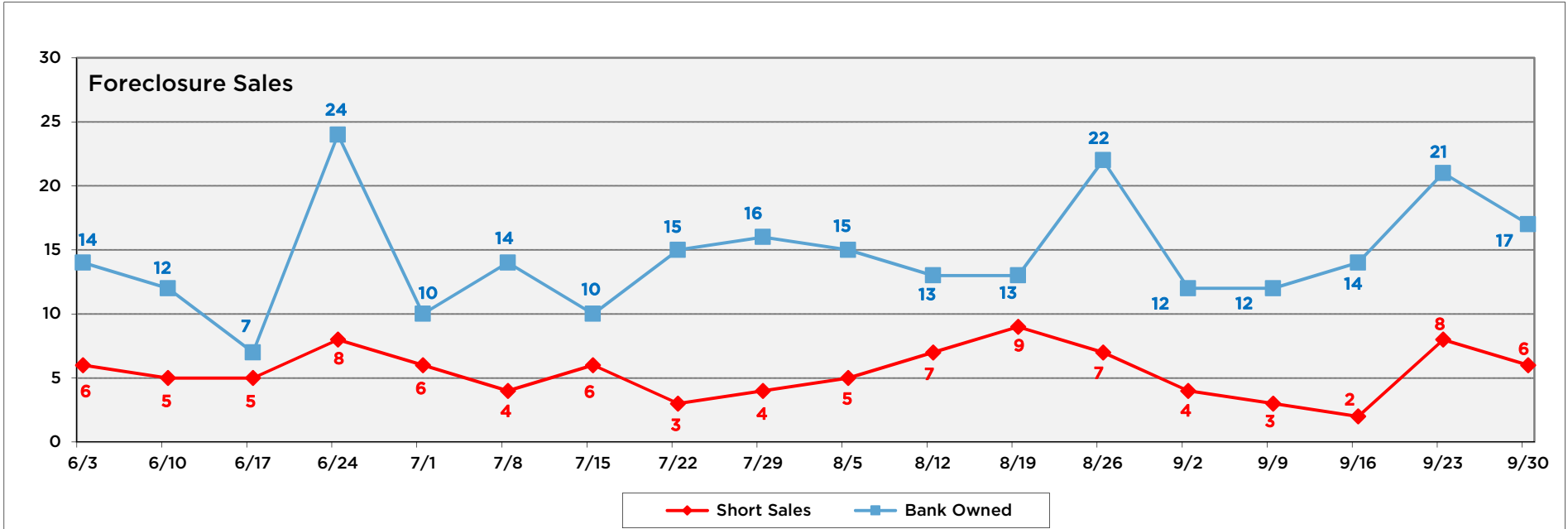
Square Footage

Average Square Feet	2,045	1,494	1,971	2,461	2,923	3,435	3,883
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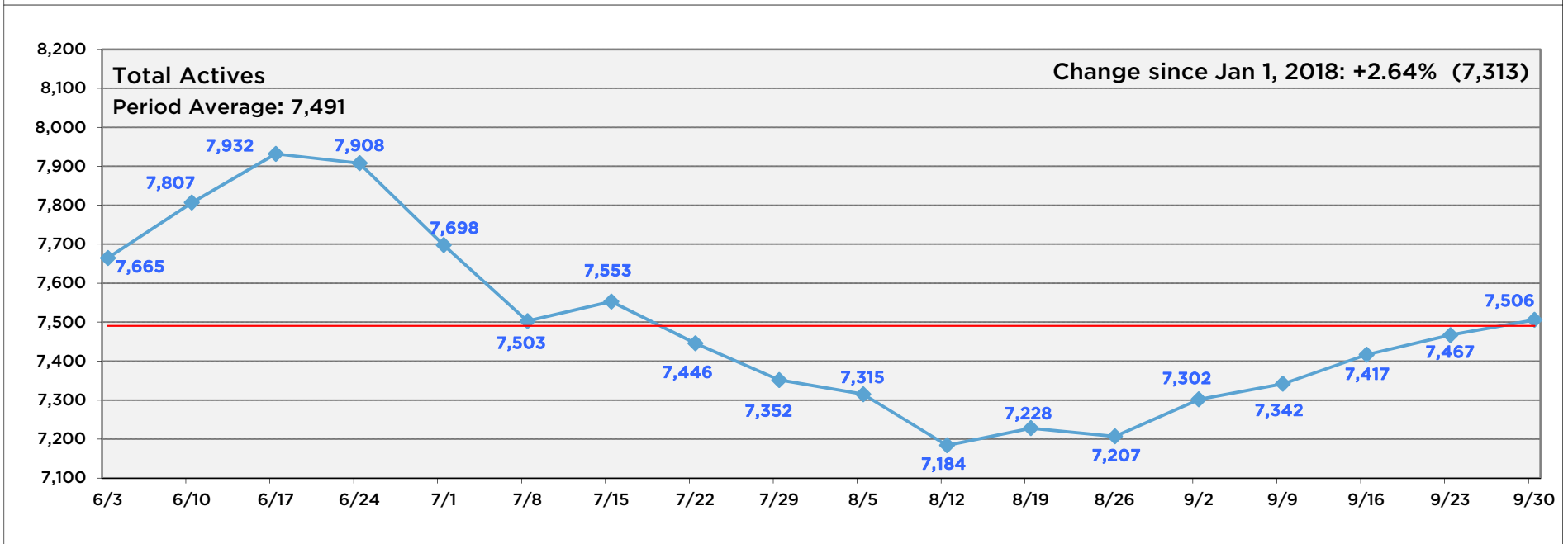
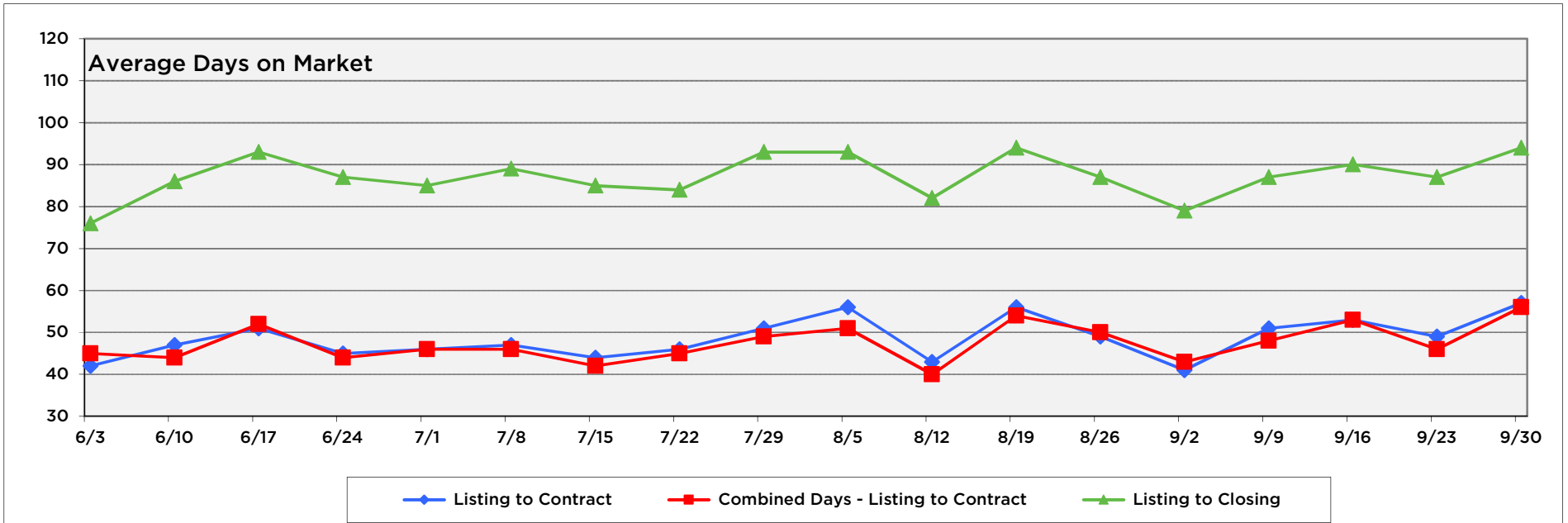
Single Family Homes



Single Family Homes

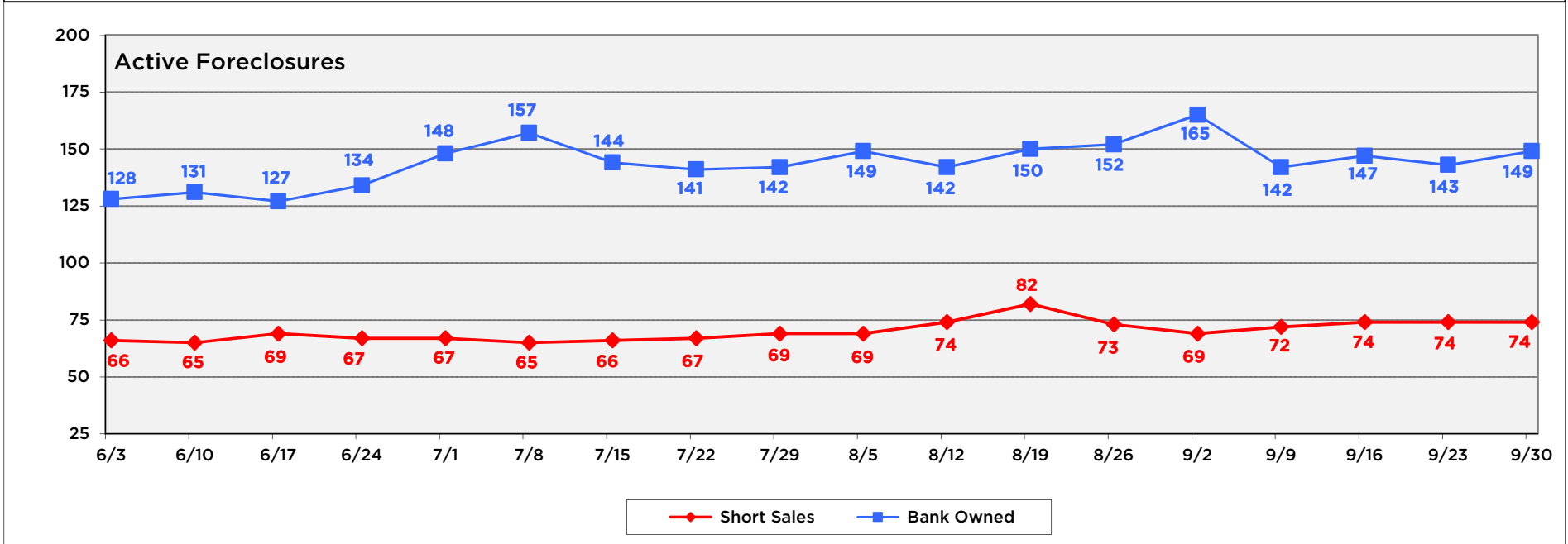
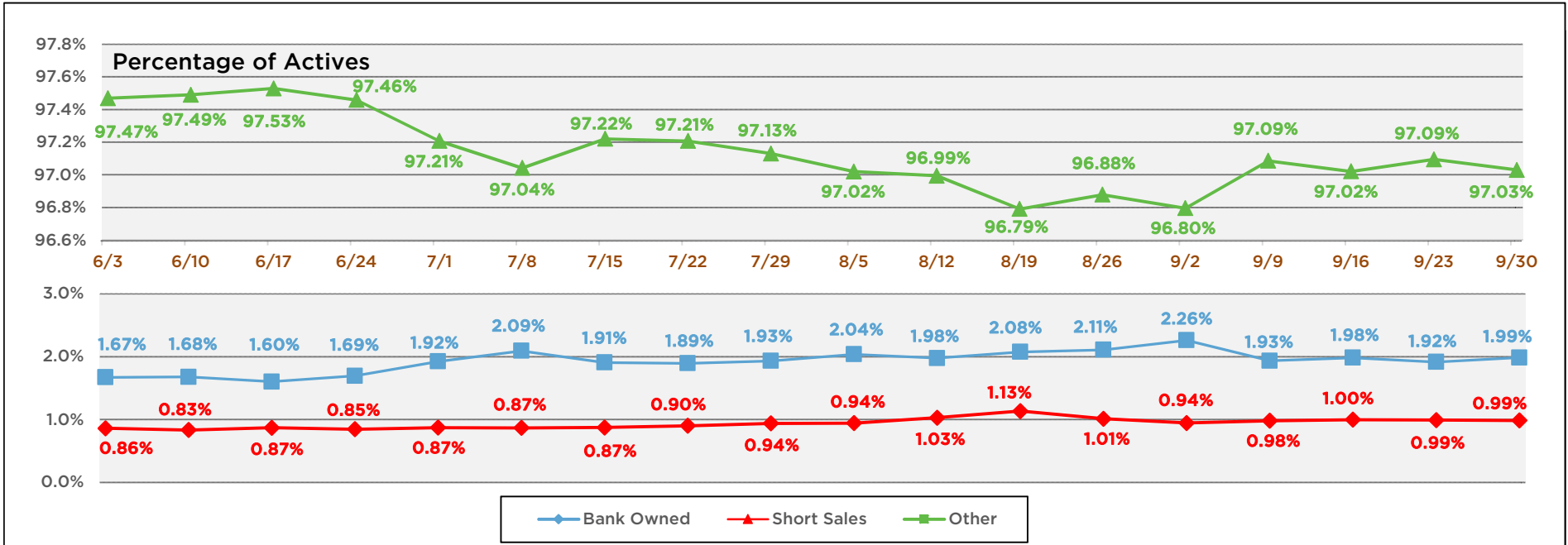


Single Family Homes



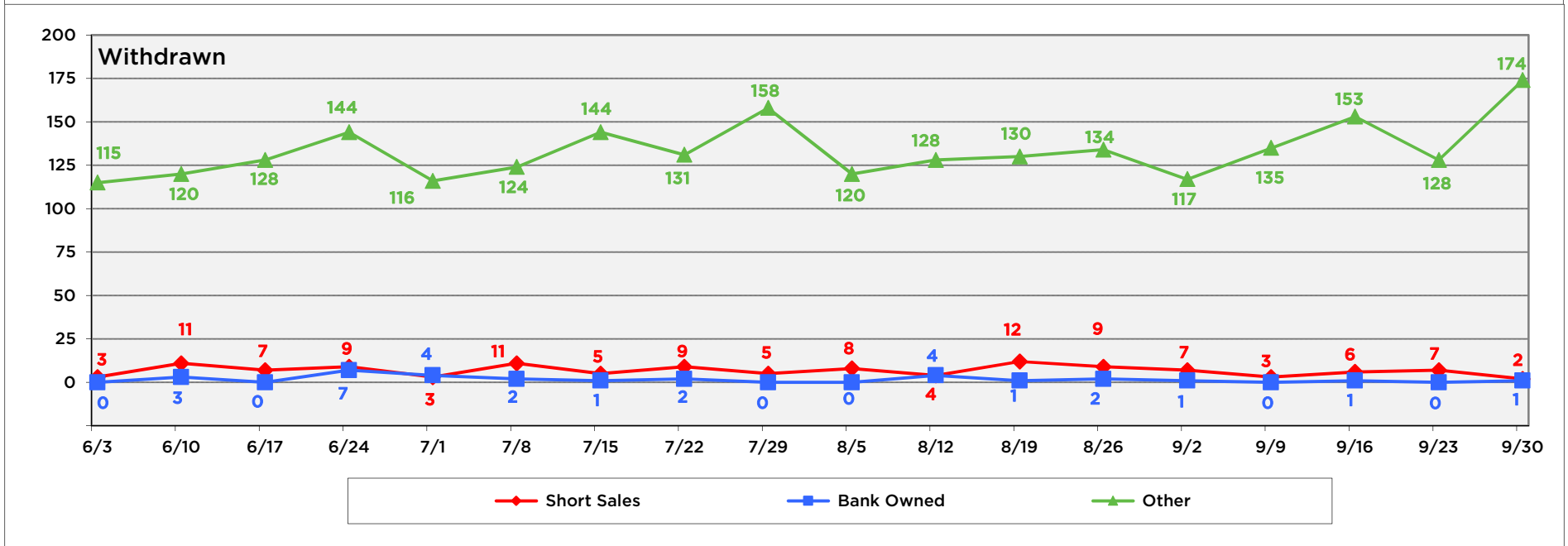
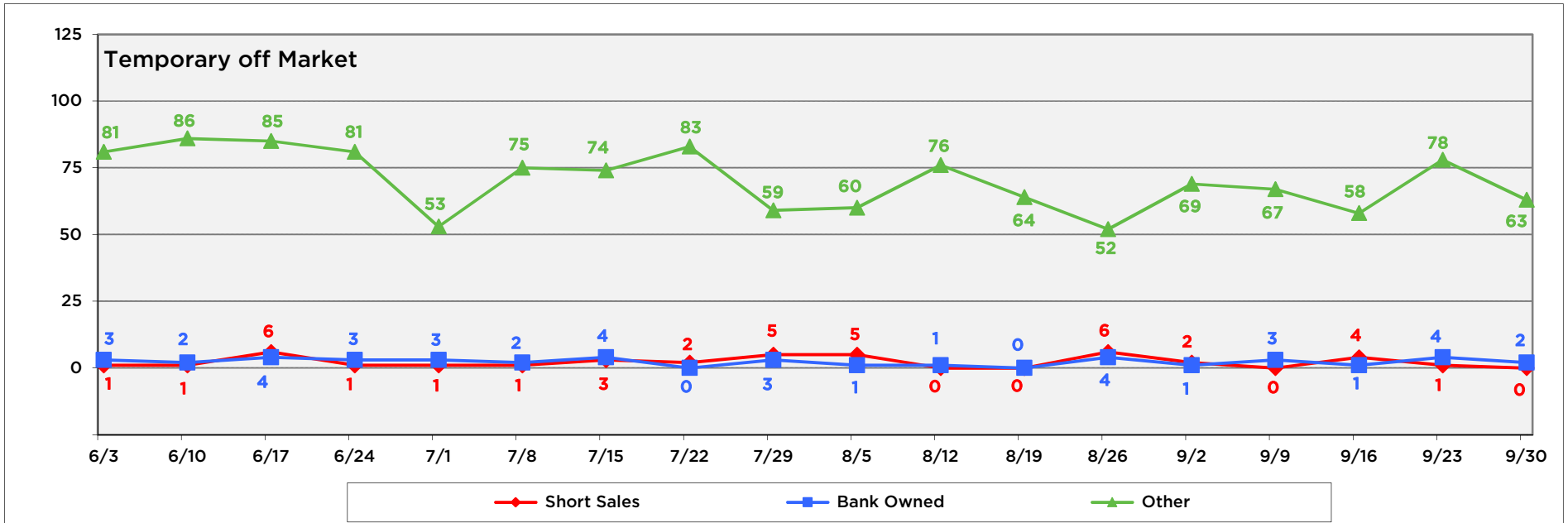


Single Family Homes

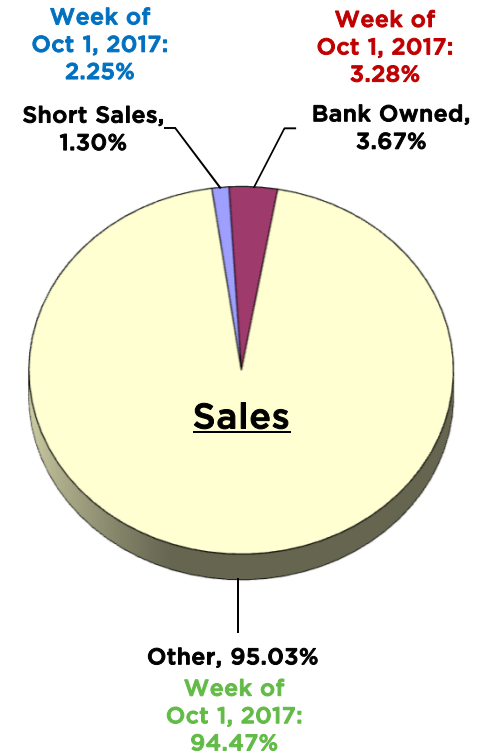
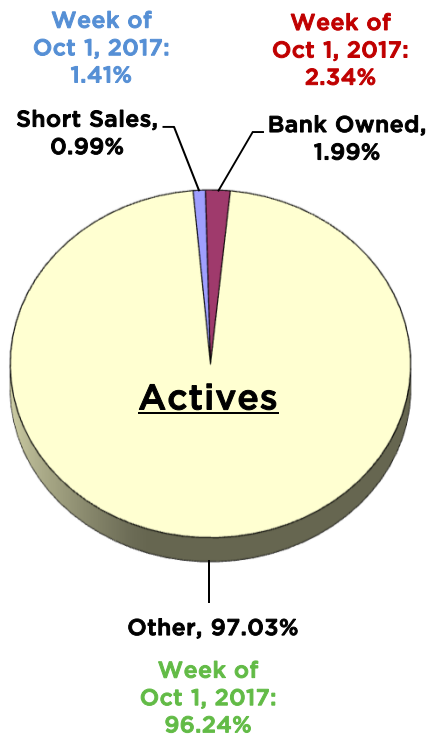




Single Family Homes



Single Family Homes



Where are the 97 Single Family Homes available for the Median Price of \$259,900? (± \$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		18	\$259,906	3.3	2.1	1,795	\$144.79
Altamonte Springs (East)	32701	1	\$260,000	3.0	2.0	1,428	\$182.07
Apopka / Hunt Club	32703	1	\$260,000	2.0	2.0	1,279	\$203.28
Casselberry	32707	1	\$260,000	3.0	2.0	1,361	\$191.04
Winter Springs / Tuskawilla	32708	3	\$259,900	4.0	2.0	1,938	\$134.11
Altamonte Springs / Forest City	32714	1	\$259,900	4.0	2.0	1,842	\$141.10
Geneva	32732	1	\$259,900	3.0	2.0	2,026	\$128.28
Lake Mary / Heathrow	32746	2	\$259,900	3.0	2.0	1,587	\$163.77
Maitland / Eatonville	32751	2	\$259,950	4.0	3.0	2,330	\$111.57
Sanford / Lake Forest	32771	2	\$259,900	3.0	2.0	1,913	\$135.86
Sanford (South)	32773	1	\$259,900	4.0	2.0	1,955	\$132.94
Longwood / Wekiva Springs	32779	2	\$259,700	3.0	2.0	1,624	\$159.91
Winter Park	32792	1	\$260,000	3.0	2.0	1,698	\$153.12
Orange County		37	\$259,941	3.4	2.1	1,827	\$142.29
Apopka / Hunt Club	32703	1	\$260,000	4.0	2.0	1,670	\$155.69
Apopka (North)	32712	3	\$259,933	3.0	2.0	1,840	\$141.27
Mount Dora	32757	1	\$260,000	4.0	3.0	2,117	\$122.82
Delaney / Crystal Lake	32806	3	\$259,950	3.0	2.0	1,387	\$187.42
Lockhart	32810	3	\$259,967	4.0	2.0	2,121	\$122.57
Conway	32812	1	\$260,000	3.0	2.0	1,619	\$160.59
Union Park	32817	3	\$260,000	3.0	2.0	1,637	\$158.83
Hiawassee	32818	1	\$259,900	3.0	2.0	2,023	\$128.47
Bithlo	32820	1	\$260,000	3.0	2.0	2,412	\$107.79
Williamsburg / Lake Bryan	32821	1	\$259,900	2.0	2.0	1,450	\$179.24
Ventura	32822	1	\$260,000	3.0	2.0	1,646	\$157.96
Taft	32824	4	\$259,825	3.0	2.0	1,678	\$154.84
Rio Pinar / Union Park	32825	2	\$259,990	3.0	2.0	1,744	\$149.08
Waterford Lakes	32828	3	\$260,000	4.0	2.0	1,869	\$139.11
Wedgfield	32833	2	\$260,000	4.0	2.0	2,262	\$114.94
Metro West / Orlo Vista	32835	1	\$260,000	4.0	3.0	2,190	\$118.72
Hunters Creek	32837	2	\$259,900	4.0	2.0	1,741	\$149.28
Ocoee	34761	4	\$259,850	4.0	2.0	1,924	\$135.06

Where are the 97 Single Family Homes available for the Median Price of \$259,900? (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		21	\$259,941	3.9	2.7	2,069	\$125.62
Kissimmee / Buena Ventura Lakes	34743	2	\$259,900	4.0	2.0	2,280	\$113.99
Kissimmee (East)	34744	5	\$259,940	3.0	2.0	1,792	\$145.06
Kissimmee (West) / Pleasant Hill	34746	7	\$259,936	4.0	3.0	2,164	\$120.12
Kissimmee / Celebration	34747	2	\$259,900	4.0	3.0	1,711	\$151.90
Kissimmee / Poinciana	34758	2	\$259,950	6.0	4.0	2,472	\$105.16
St Cloud	34769	1	\$260,000	4.0	3.0	2,482	\$104.75
St Cloud / Canoe Creek	34772	2	\$260,000	3.0	2.0	1,970	\$131.98
Lake County		21	\$259,943	3.5	2.3	2,030	\$128.04
The Villages	32163	1	\$260,000	3.0	2.0	1,611	\$161.39
Grand Island	32735	1	\$260,000	4.0	3.0	2,625	\$99.05
Mount Dora	32757	2	\$259,950	4.0	3.0	2,200	\$118.16
Sorrento / Mt Plymouth	32776	1	\$259,900	3.0	2.0	1,390	\$186.98
Tavares / Mt Plymouth	32778	2	\$259,900	4.0	2.0	2,143	\$121.28
Clermont (Central)	34711	3	\$259,967	3.0	2.0	1,892	\$137.40
Clermont (South)	34714	2	\$259,950	5.0	4.0	1,989	\$130.69
Minneola	34715	1	\$260,000	4.0	2.0	1,722	\$150.99
Groveland	34736	1	\$259,900	4.0	2.0	2,290	\$113.49
Leesburg (West)	34748	2	\$259,950	3.0	2.0	2,193	\$118.54
Montverde	34756	1	\$259,900	3.0	2.0	1,844	\$140.94
Leesburg (East) / Haines Creek	34788	4	\$259,925	3.0	2.0	2,106	\$123.42

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	149	125	9	8	5	2	0
Bank Owned	0	0	0	0	0	0	0
Short Sales	4	4	0	0	0	0	0
Other	145	121	9	8	5	2	0
Active Listings	1,775	1,258	203	203	50	50	11
Bank Owned	21	19	2	0	0	0	0
Short Sales	12	9	1	0	2	0	0
Other	1,742	1,230	200	203	48	50	11
Months of Inventory	3	2	5	6	2	6	0

List Price

Average Original List Price	\$192,184	\$153,335	\$286,476	\$363,725	\$467,579	\$821,250	\$0
Average Final List Price	\$190,125	\$152,618	\$283,133	\$350,488	\$454,379	\$813,750	\$0

Sale Price

Average Price	\$185,199	\$148,573	\$277,667	\$340,063	\$439,200	\$803,750	\$0
Median Price	\$167,000	\$150,000	\$285,000	\$340,000	\$415,000	\$803,750	\$0

Price Differences

Original to Final List Price	-\$2,059	-\$717	-\$3,343	-\$13,237	-\$13,200	-\$7,500	\$0
Original List to Sale Price - \$	-\$6,985	-\$4,762	-\$8,809	-\$23,662	-\$28,379	-\$17,500	\$0
Final List to Sale Price - \$	-\$4,926	-\$4,045	-\$5,466	-\$10,425	-\$15,179	-\$10,000	\$0
Original List to Sale Price - %	96.37%	96.89%	96.93%	93.49%	93.93%	97.87%	0.00%
Final List to Sale Price - %	97.41%	97.35%	98.07%	97.03%	96.66%	98.77%	0.00%

Days on the Market

Avg Days Listing to Contract	39	36	32	79	48	44	0
Combined Avg Days to Contract	32	27	46	75	47	44	0
Avg Days Listing to Closing	73	70	55	109	83	80	0
Avg Days Contract to Close	33	34	23	30	35	36	0

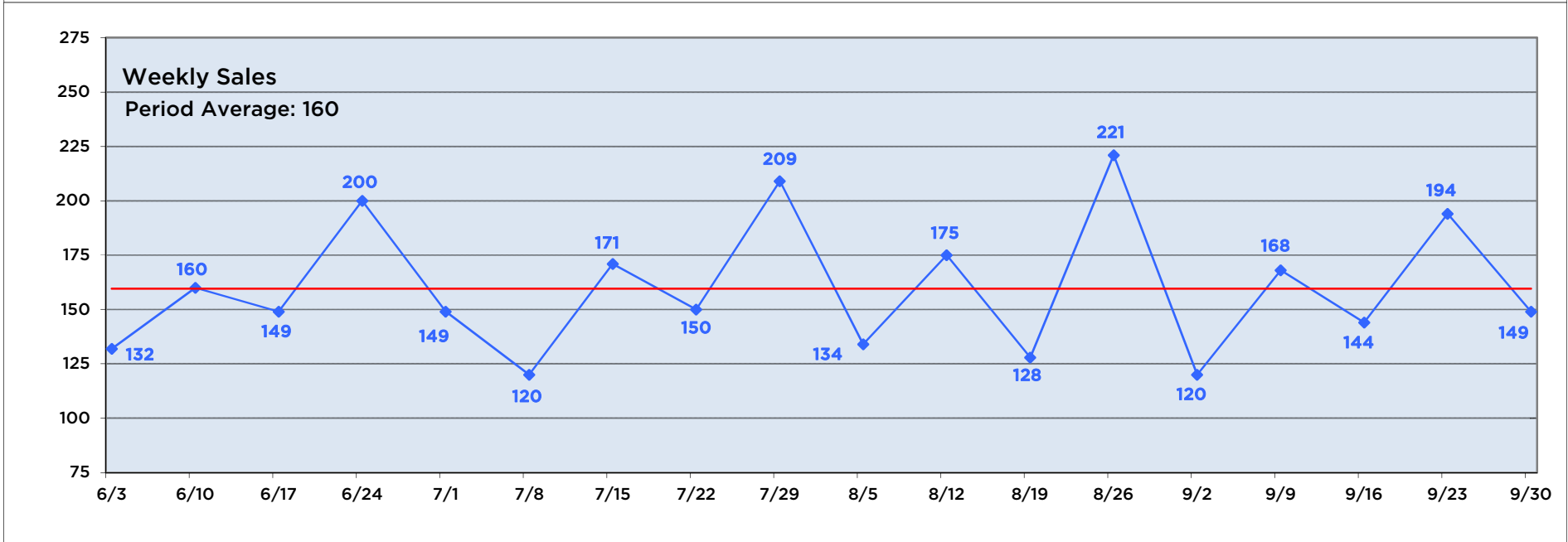
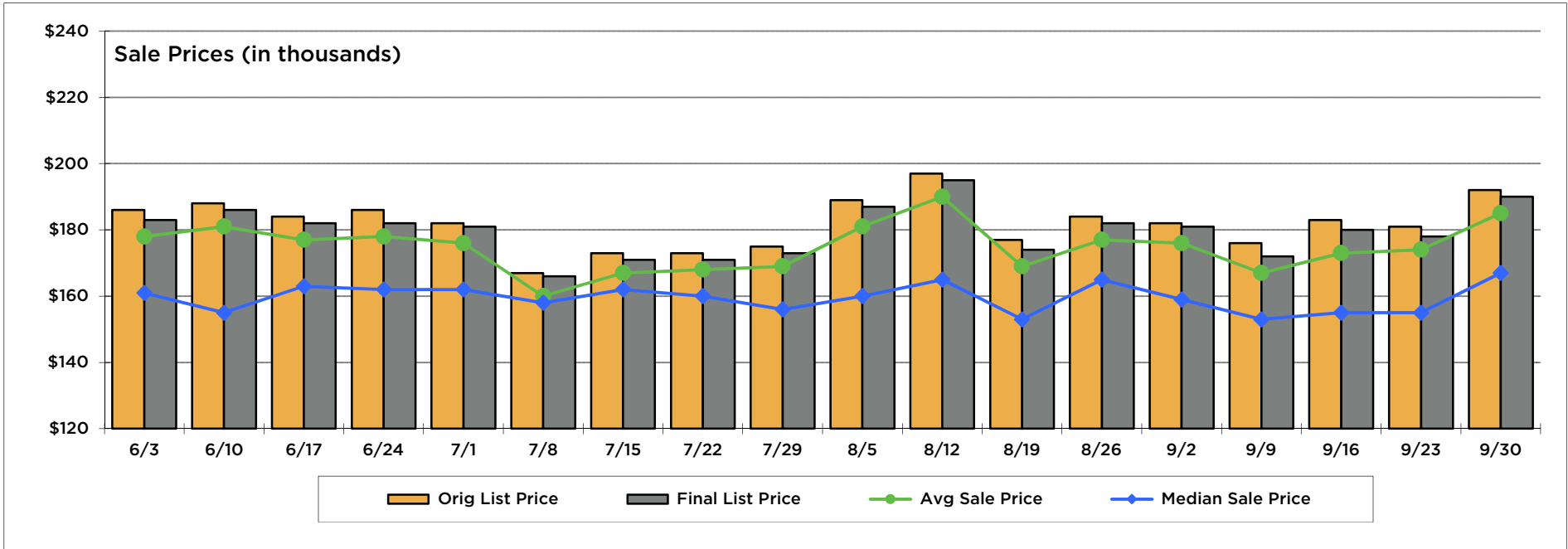
Beds / Baths

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

Square Footage

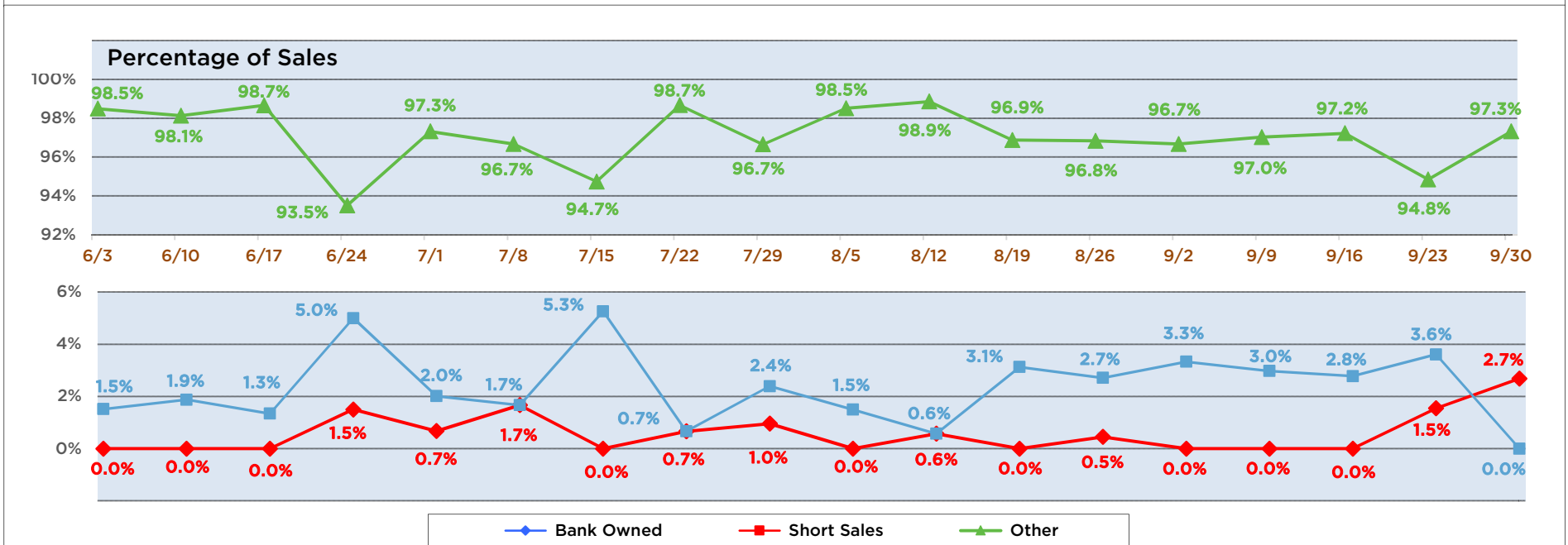
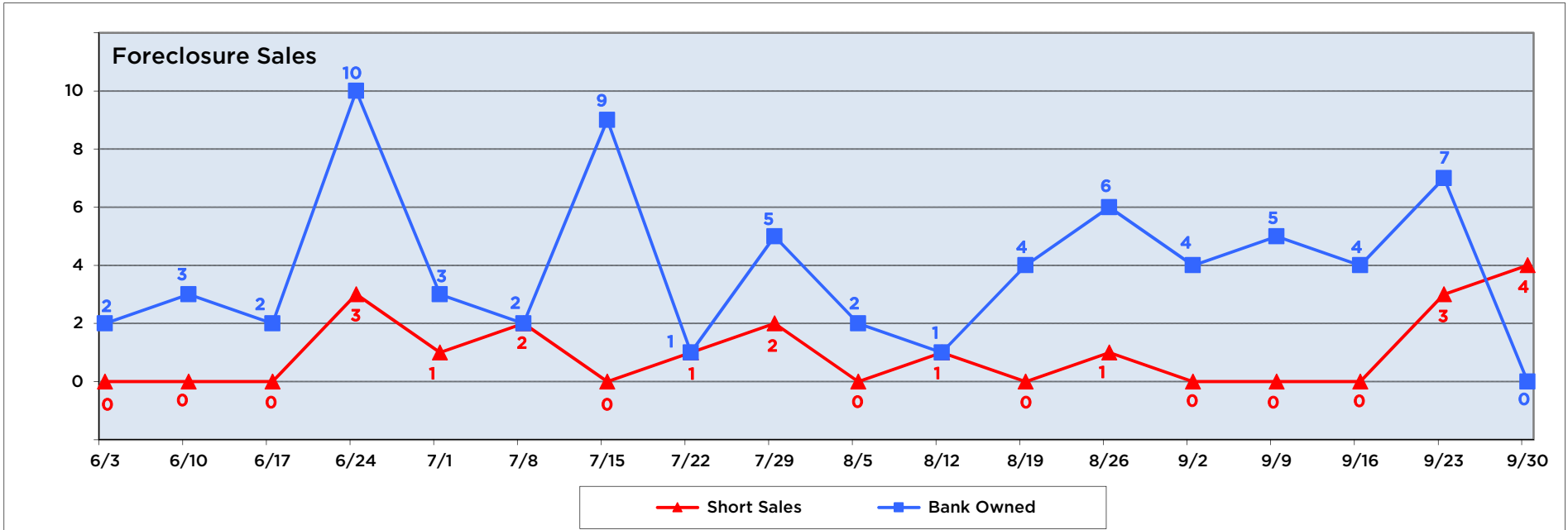
Average Square Feet	1,349	1,239	1,670	1,797	2,307	2,593	0
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Condos, Townhomes, Villas



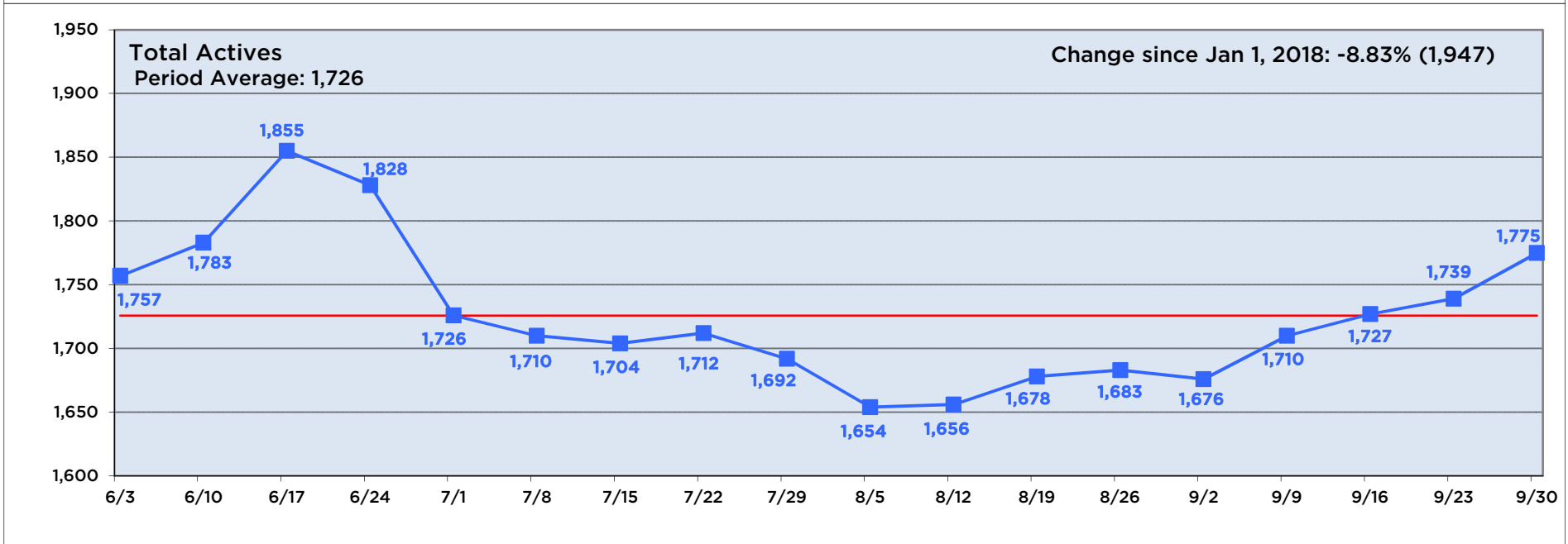
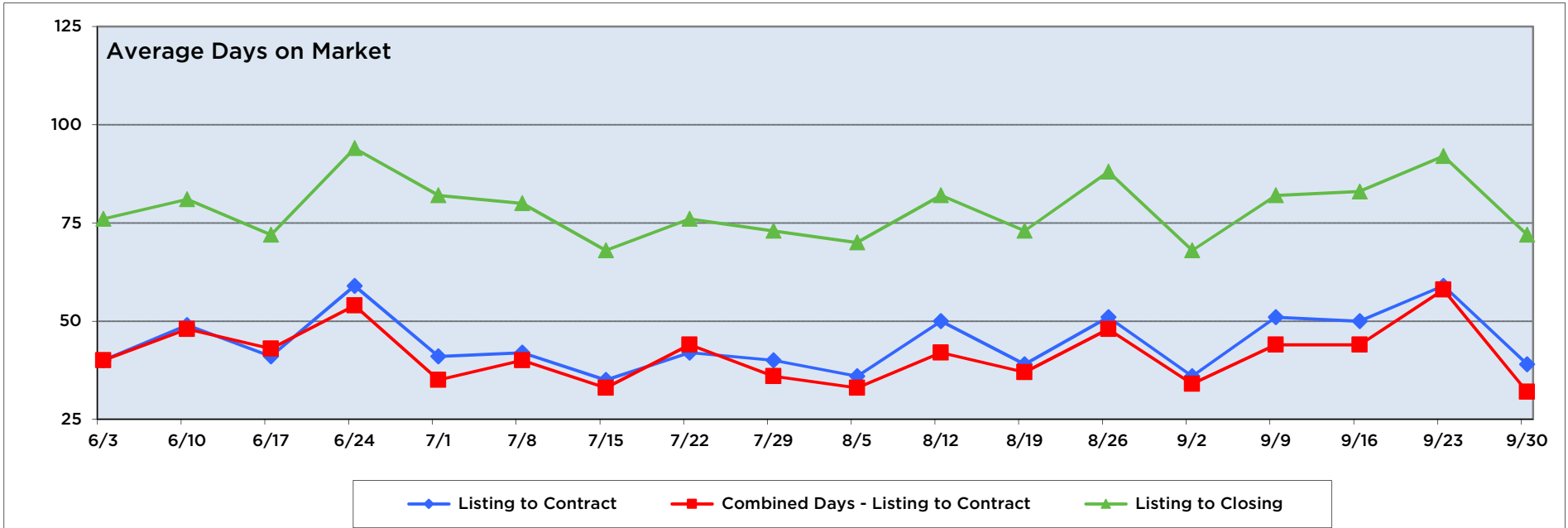


Condos, Townhomes, Villas

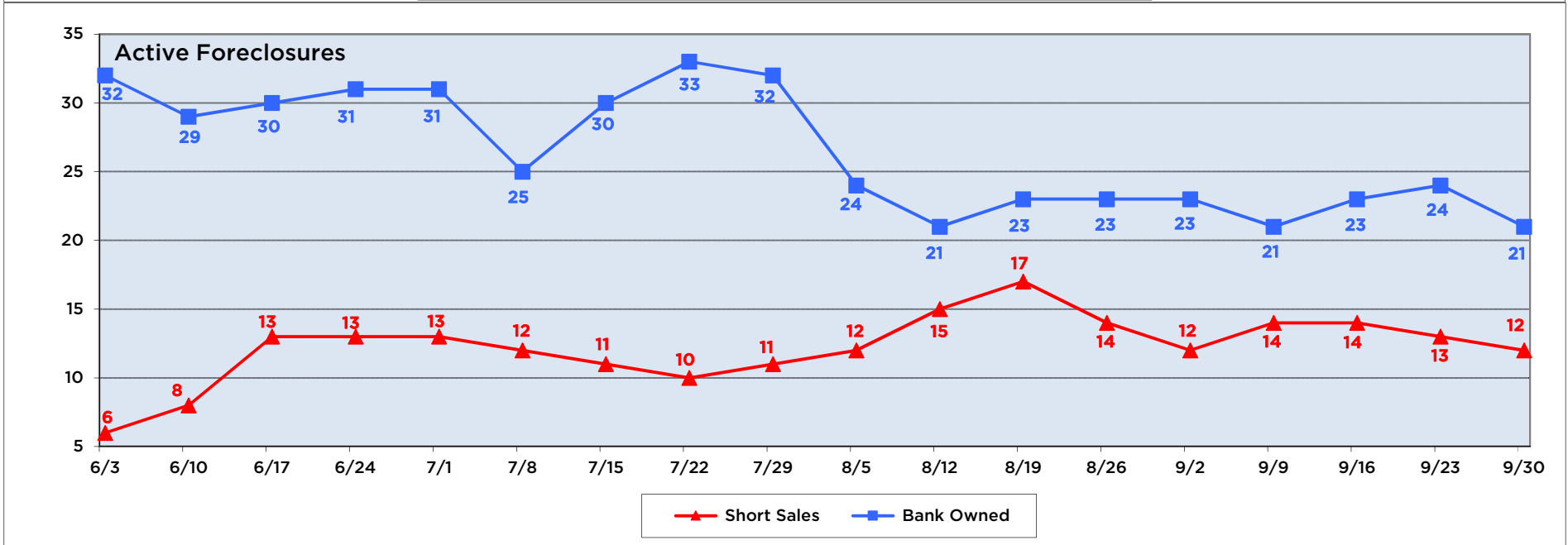
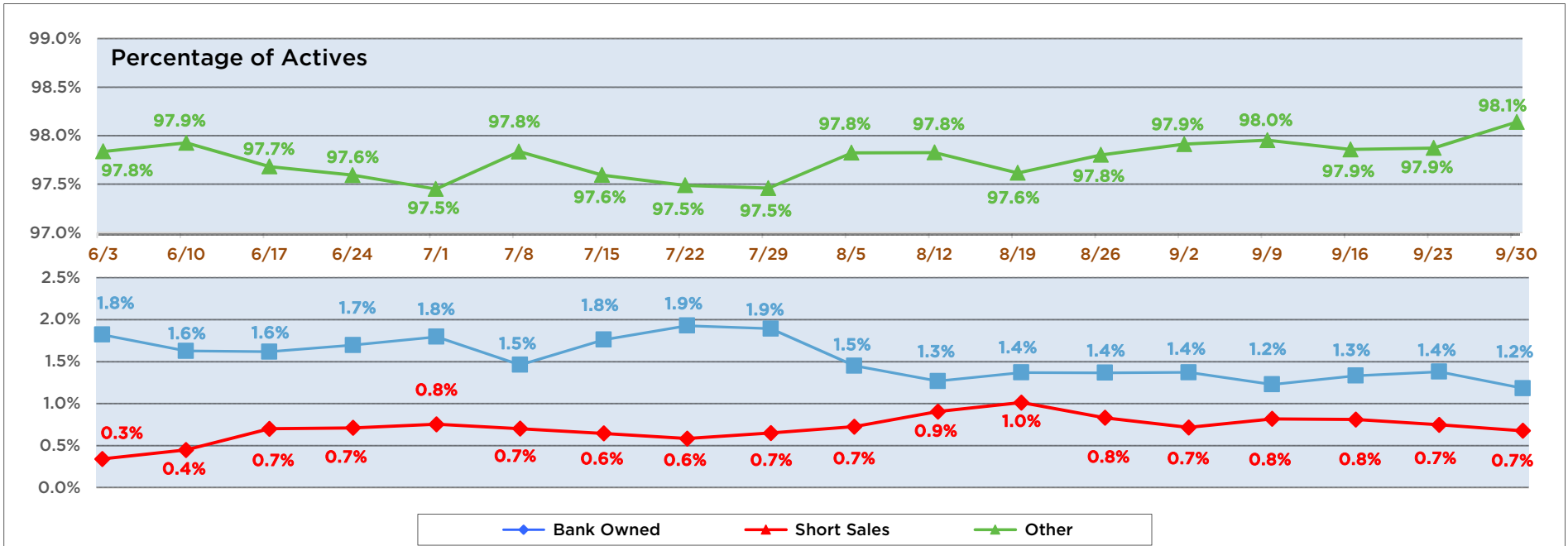




Condos, Townhomes, Villas

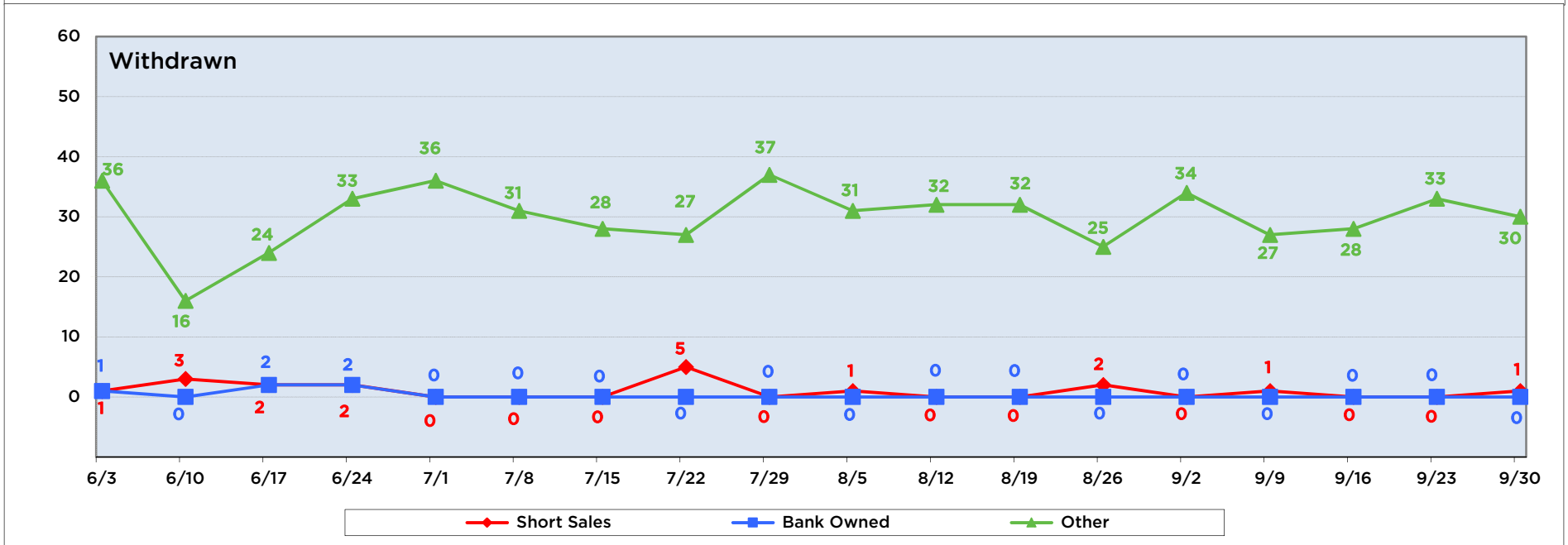
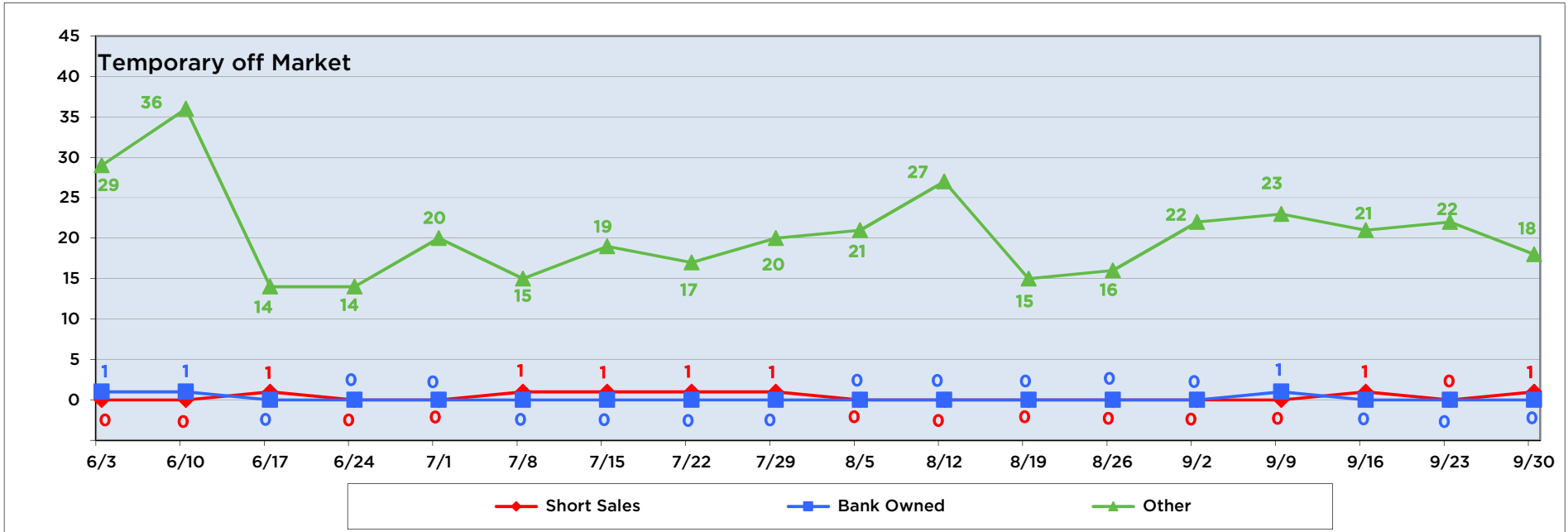


Condos, Townhomes, Villas

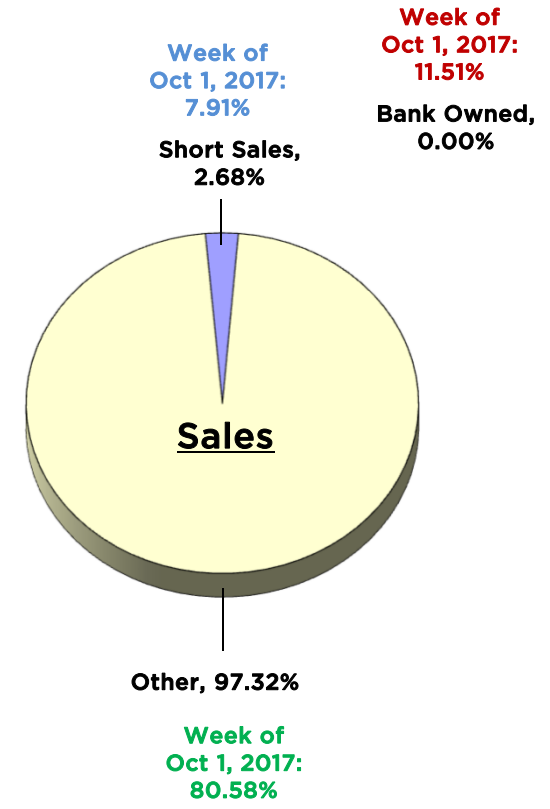
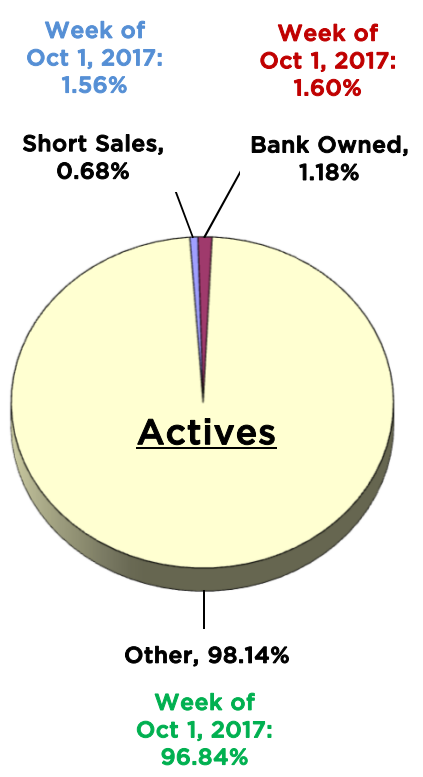




Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 6 Condos, Townhomes, or Villas available for the Median Price of \$167,000? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		2	\$167,250	2.5	2.0	1,441	\$116.07
Sanford (South)	32773	1	\$167,000	3.0	2.0	1,476	\$113.14
Longwood / Wekiva Springs	32779	1	\$167,500	2.0	2.0	1,406	\$119.13
Orange County		4	\$167,250	2.8	2.0	1,317	\$126.97
Maitland / Eatonville	32751	1	\$167,500	3.0	2.0	1,739	\$96.32
Williamsburg / Lake Bryan	32821	1	\$167,500	3.0	2.0	1,421	\$117.87
Ventura	32822	1	\$167,000	3.0	2.0	1,096	\$152.37
Waterford Lakes	32828	1	\$167,000	2.0	2.0	1,013	\$164.86