



Monday Morning Quarterback Summary

Week of Nov 18, 2018

Single-family existing homes

- Sales of single-family homes decreased to 311 during the week of Nov 18, from 467 the week prior
- The median price of single family homes decreased to \$255,000, a change of -1.2%
- The number of single-family home foreclosure transactions decreased to 8 last week, from 16 the week of Nov 11
- The number of single-family home short-sale transactions decreased to 2 from 8 the week prior
- Single-family inventory decreased by 86, and now sits at 7,652

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 93 during the week of Nov 18, from 156 the week prior
- The median price of condos, townhomes, and villas decreased to \$152,000, a change of -7.0%
- The number of condo, townhome, and villa foreclosure transactions increased to 4 last week, from 2 the week of Nov 11
- The number of condo, townhome and villa short-sale transactions decreased to 0 from 3 the week prior
- Condo inventory decreased by 5, and now sits at 1,870

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	311	143	70	57	18	20	3
Bank Owned	8	5	1	1	0	0	1
Short Sales	2	1	0	1	0	0	0
Other	301	137	69	55	18	20	2
Active Listings	7,652	2,263	1,227	1,701	791	1,170	500
Bank Owned	160	83	21	33	11	10	2
Short Sales	70	25	12	18	2	12	1
Other	7,422	2,155	1,194	1,650	778	1,148	497
Months of Inventory	6	4	4	7	10	14	38

List Price

Average Original List Price	\$311,751	\$197,942	\$282,887	\$357,972	\$461,867	\$766,990	\$1,596,300
Average Final List Price	\$301,432	\$193,901	\$275,421	\$350,065	\$452,878	\$703,174	\$1,522,967

Sale Price

Average Price	\$292,071	\$189,670	\$268,032	\$339,810	\$438,889	\$670,063	\$1,426,233
Median Price	\$255,000	\$205,000	\$265,000	\$336,000	\$430,000	\$628,250	\$1,375,000

Price Differences

Original to Final List Price	-\$10,319	-\$4,041	-\$7,466	-\$7,907	-\$8,989	-\$63,816	-\$73,333
Original List to Sale Price - \$	-\$19,680	-\$8,272	-\$14,855	-\$18,162	-\$22,978	-\$96,927	-\$170,067
Final List to Sale Price - \$	-\$9,361	-\$4,231	-\$7,389	-\$10,255	-\$13,989	-\$33,111	-\$96,734
Original List to Sale Price - %	93.69%	95.82%	94.75%	94.93%	95.02%	87.36%	89.35%
Final List to Sale Price - %	96.89%	97.82%	97.32%	97.07%	96.91%	95.29%	93.65%

Days on the Market

Avg Days Listing to Contract	53	40	47	65	47	142	78
Combined Avg Days to Contract	55	39	48	67	54	156	82
Avg Days Listing to Closing	89	74	82	104	83	184	114
Avg Days Contract to Close	35	34	34	38	35	41	35

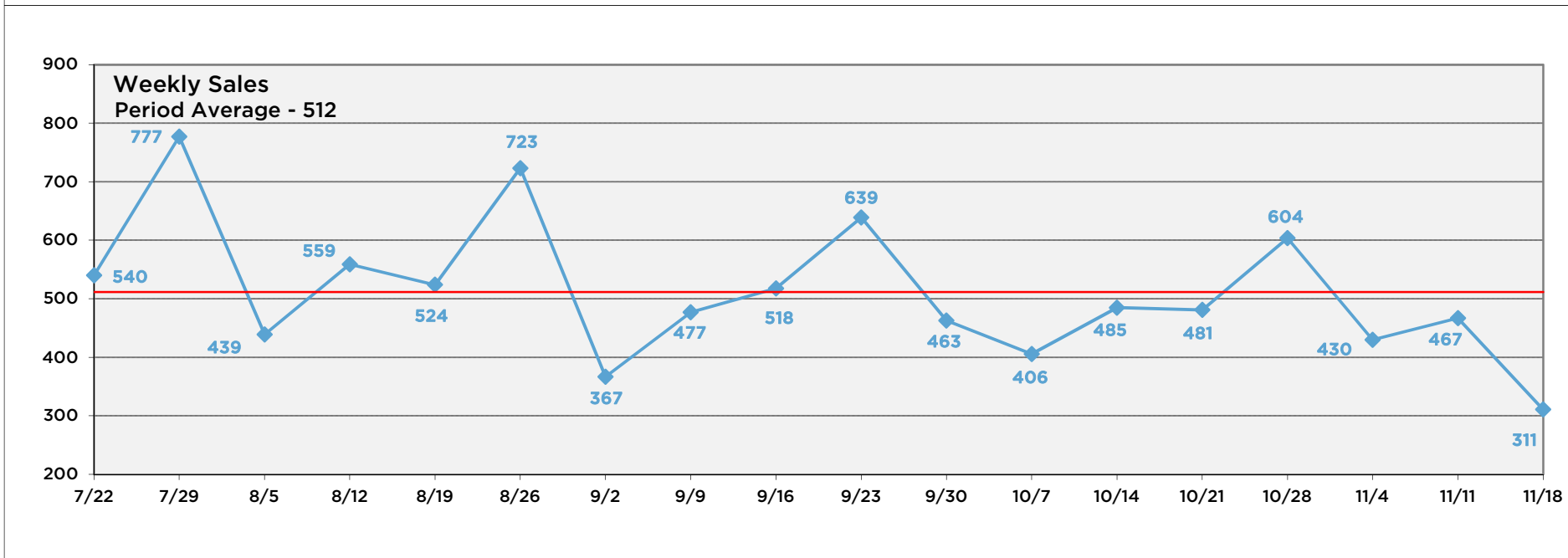
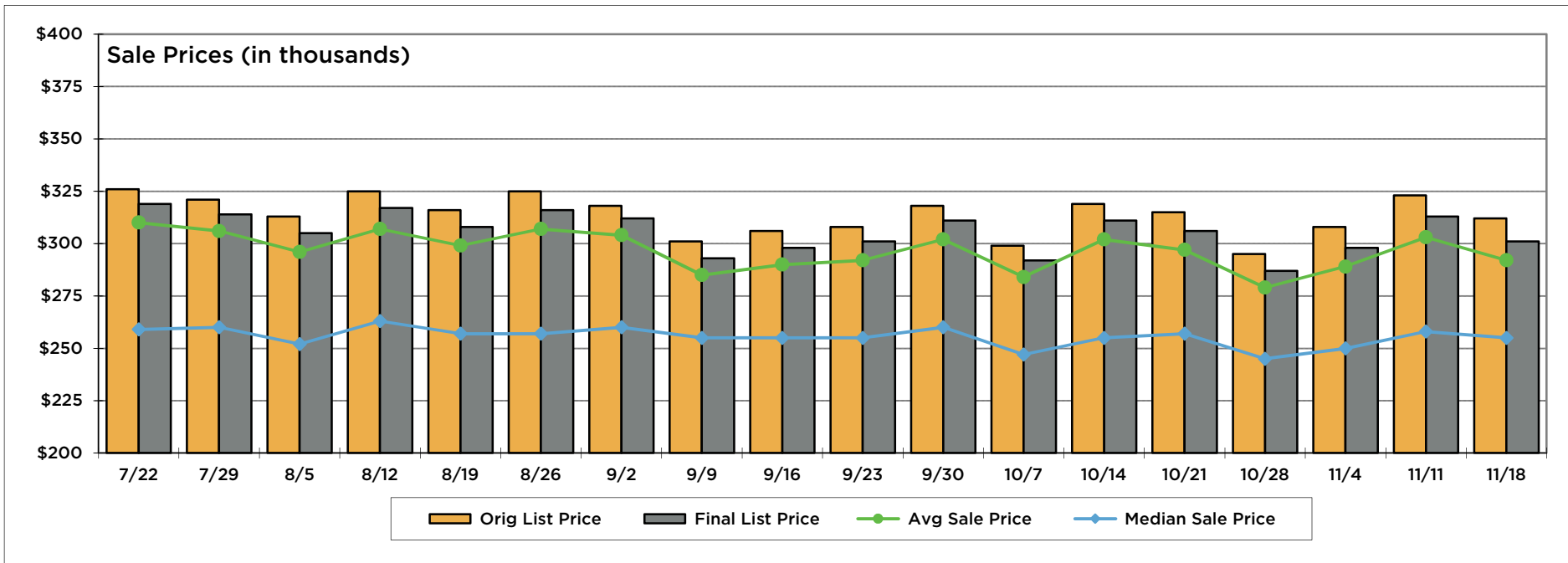
Beds / Baths

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

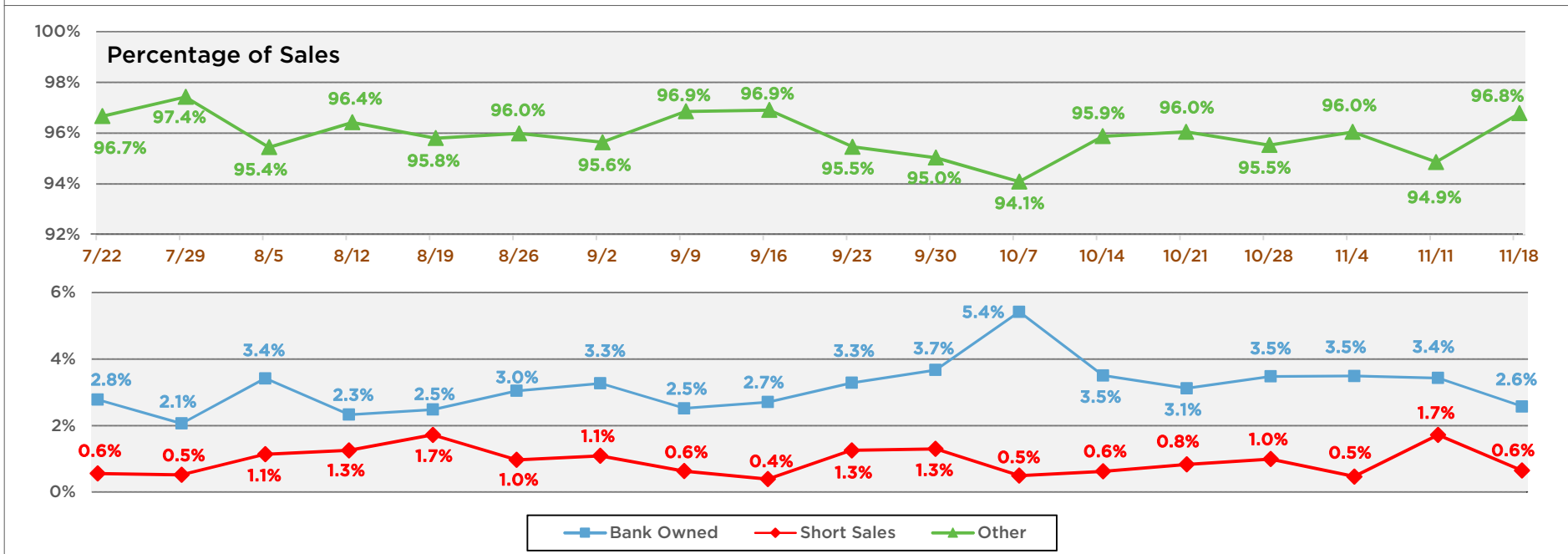
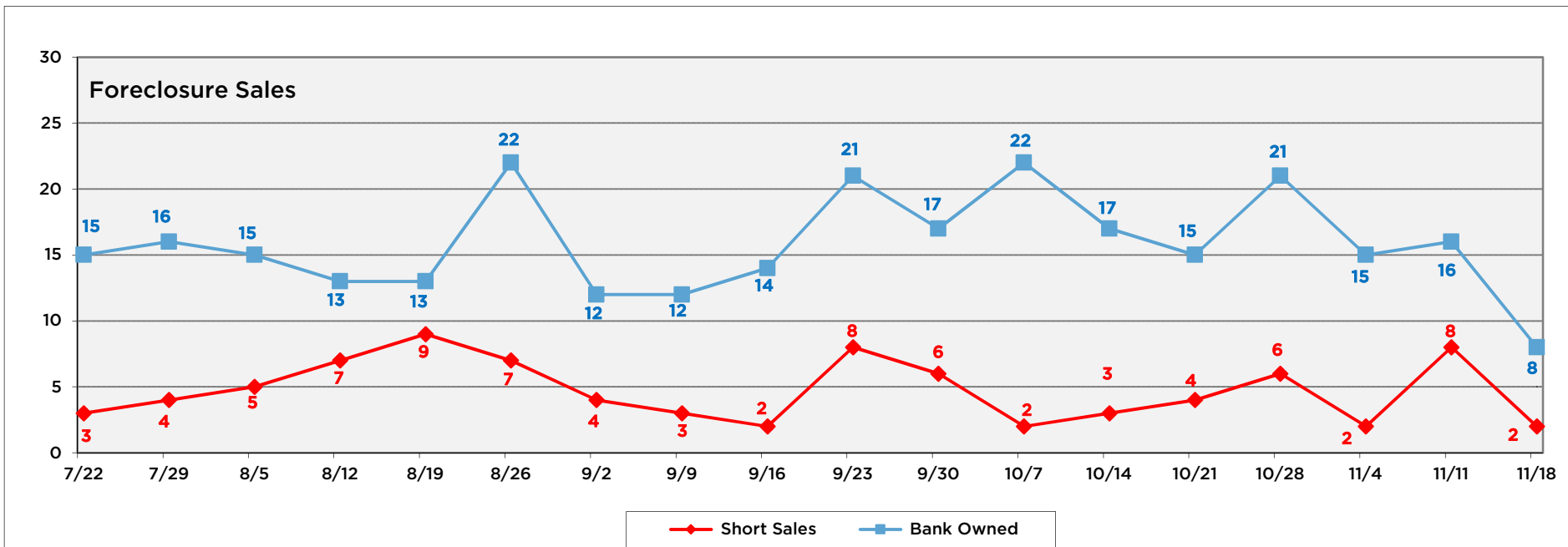
Square Footage

Average Square Feet	2,029	1,527	2,001	2,463	2,831	3,423	4,273
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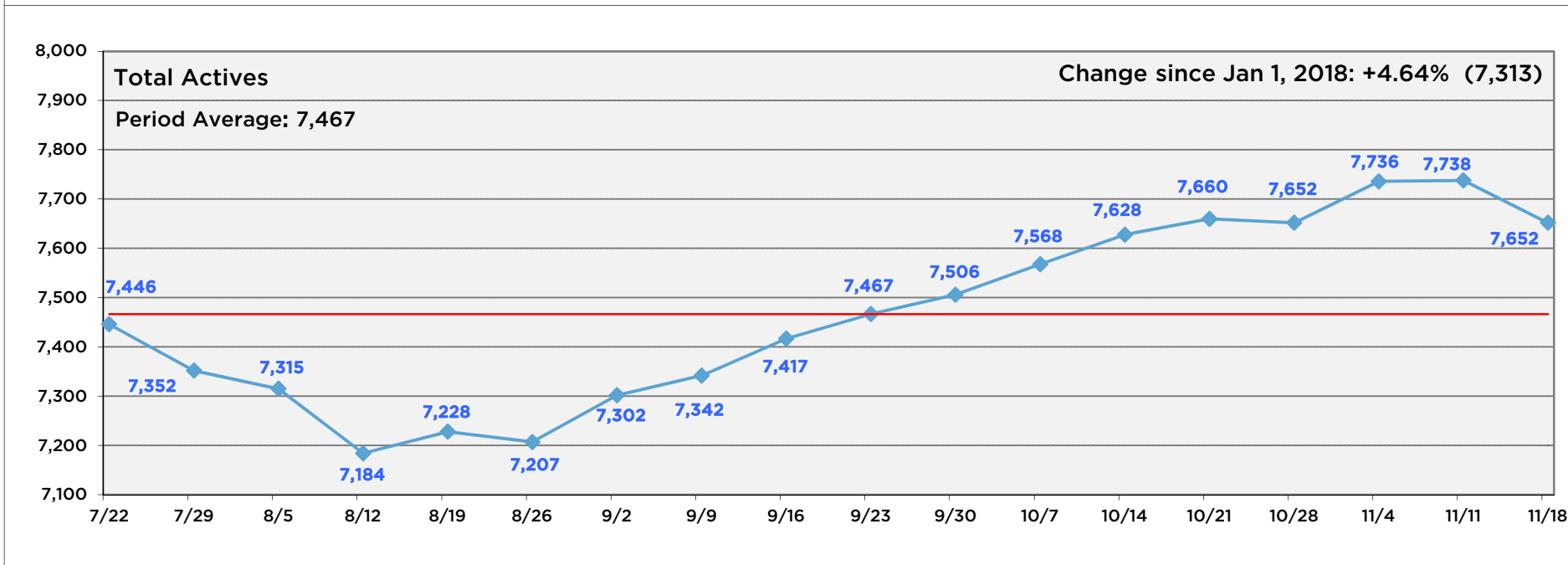
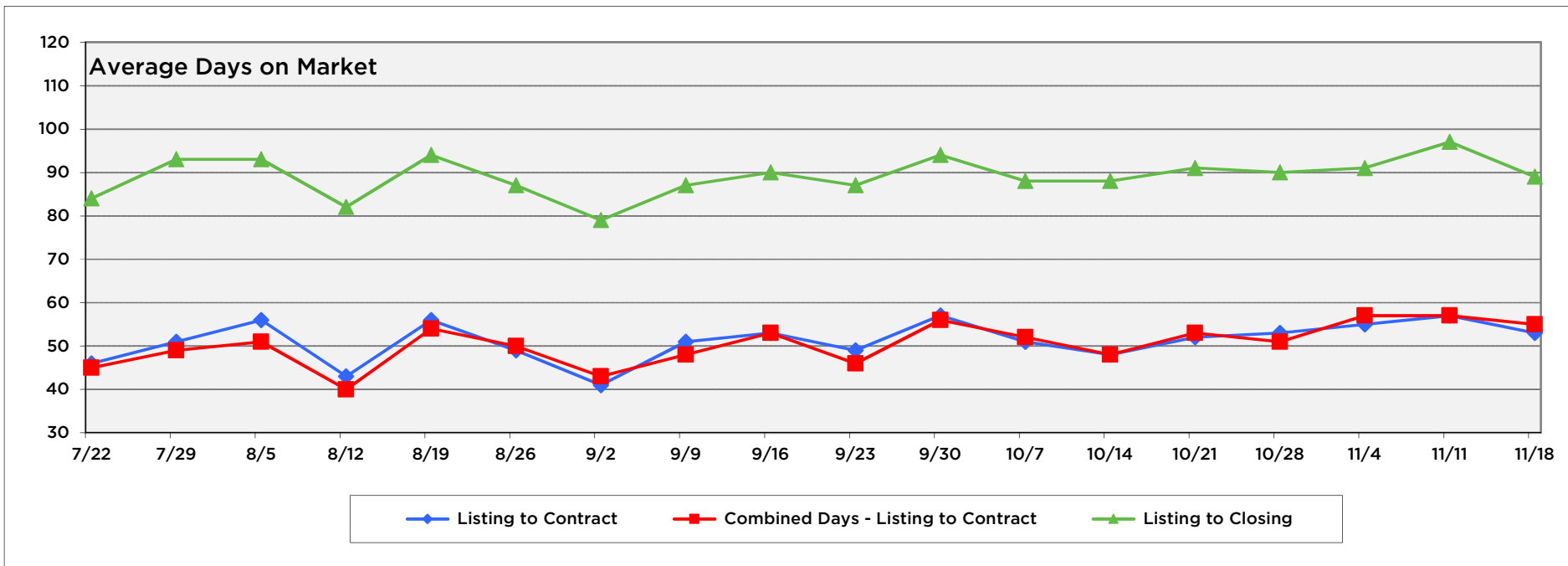
Single Family Homes



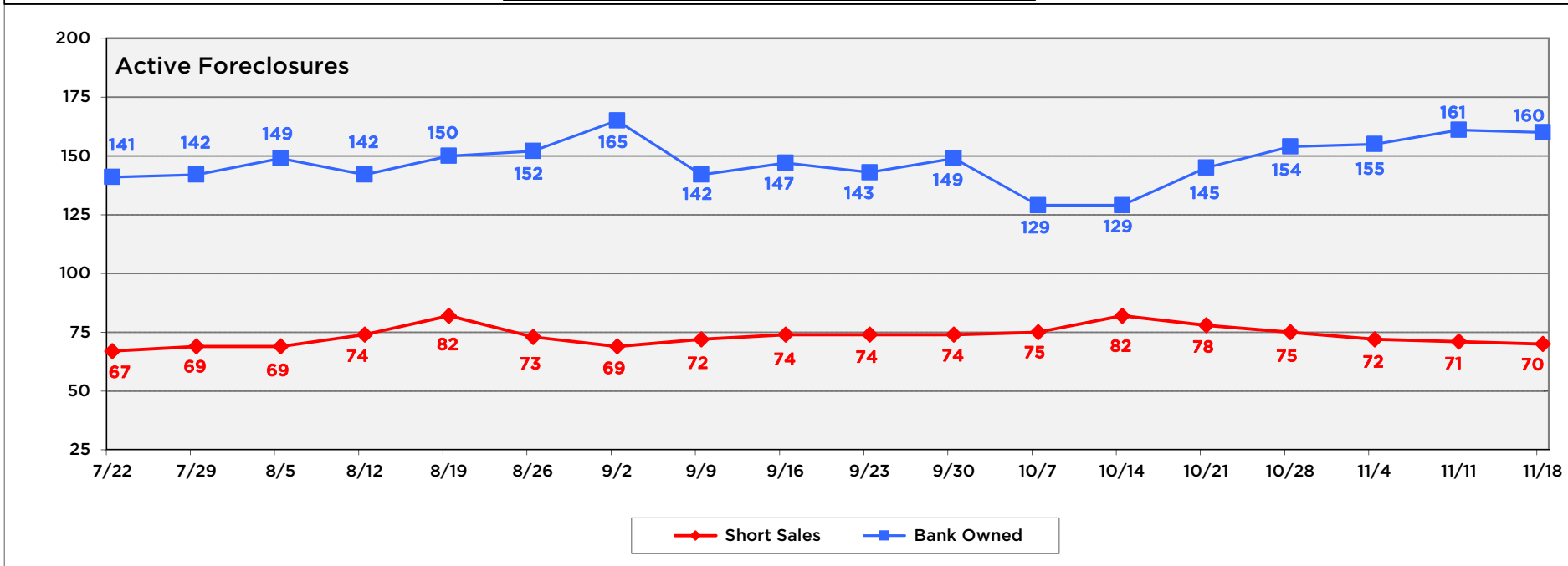
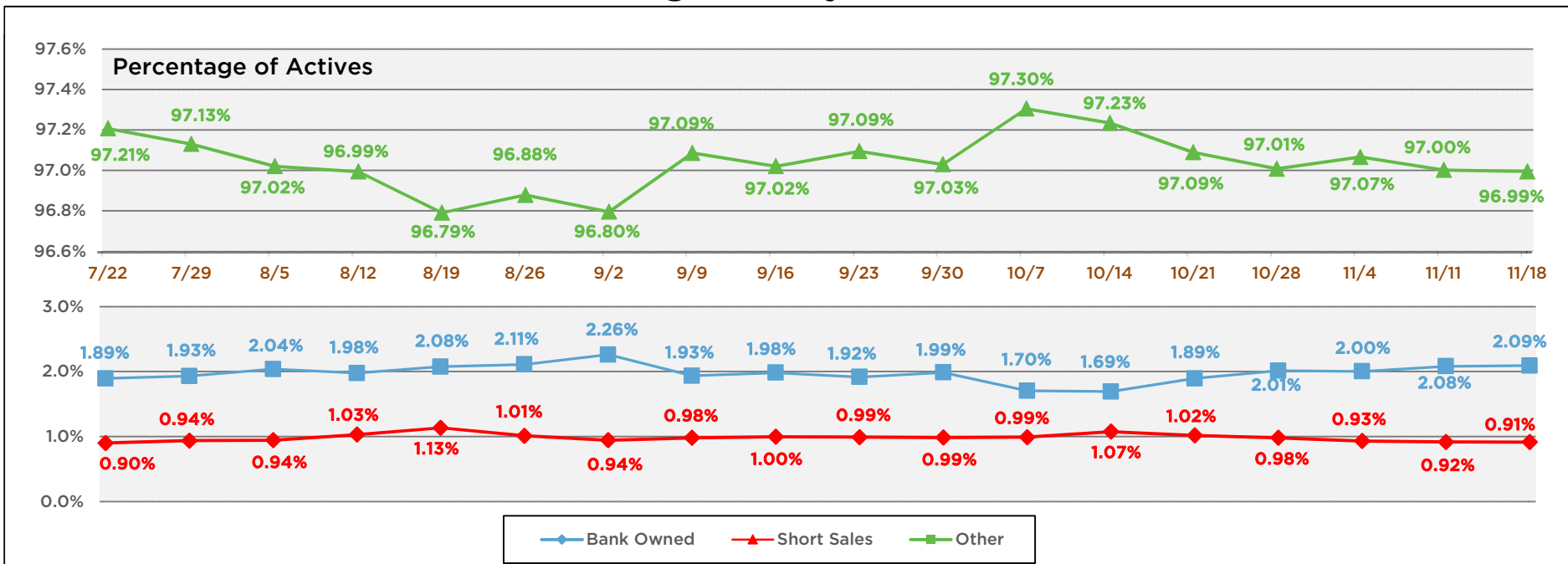
Single Family Homes



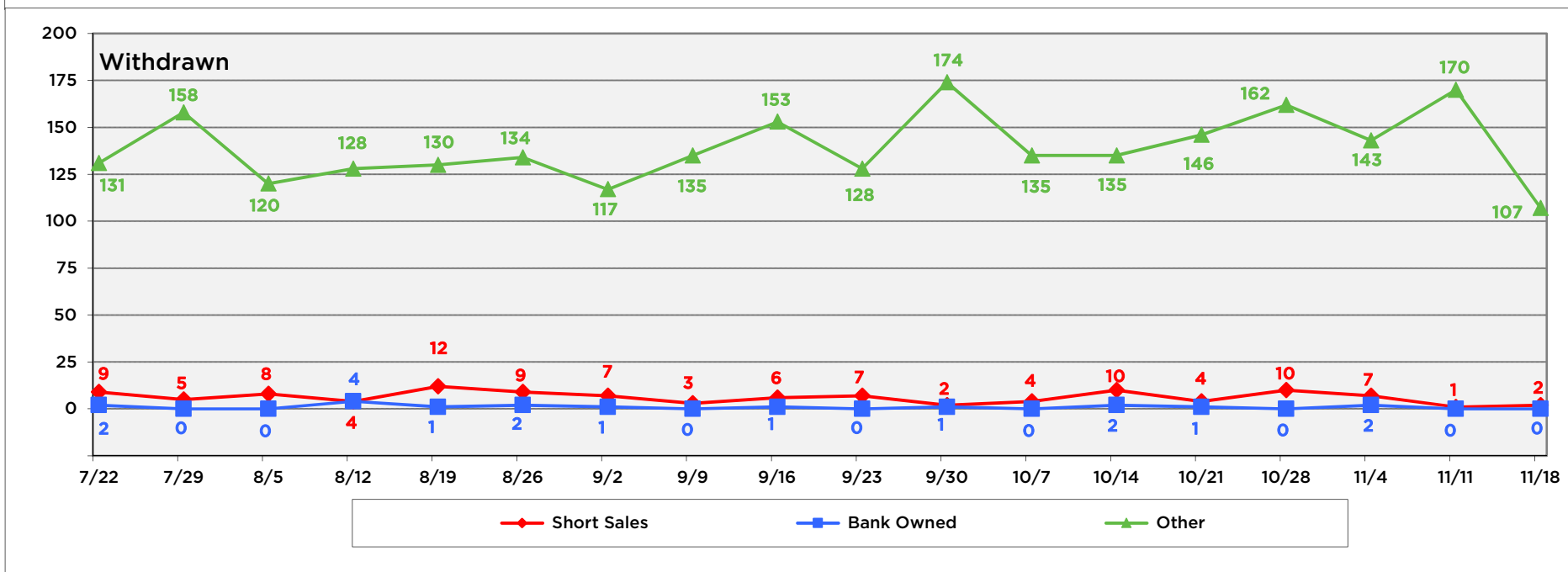
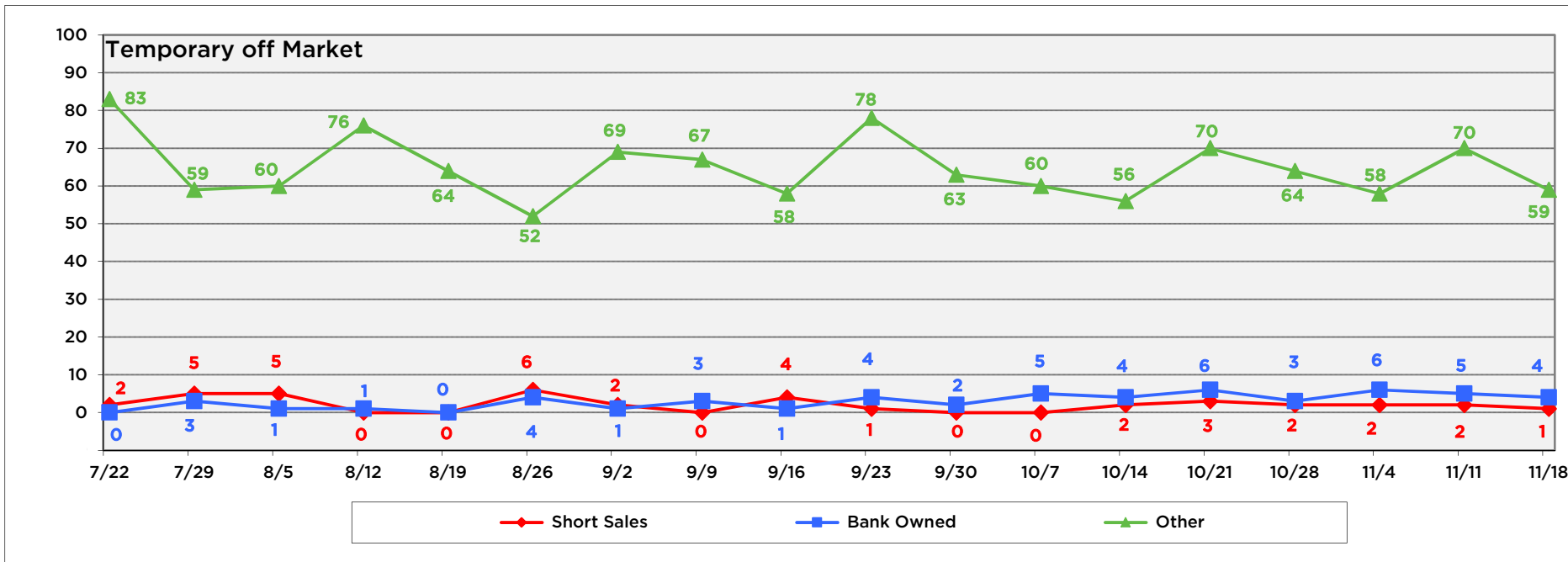
Single Family Homes



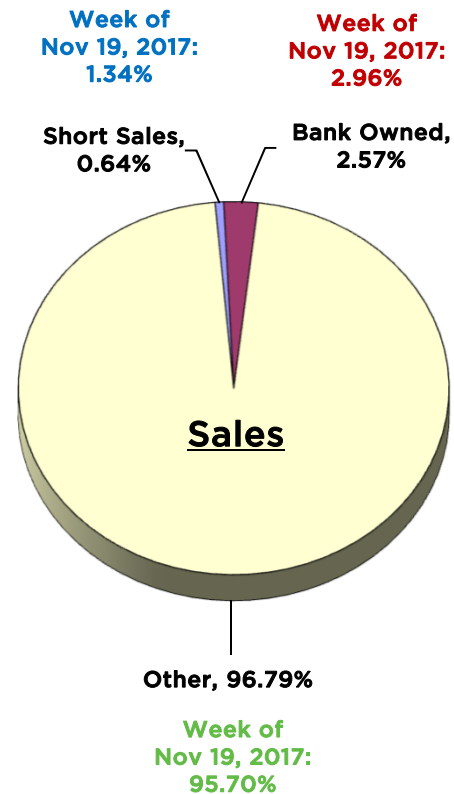
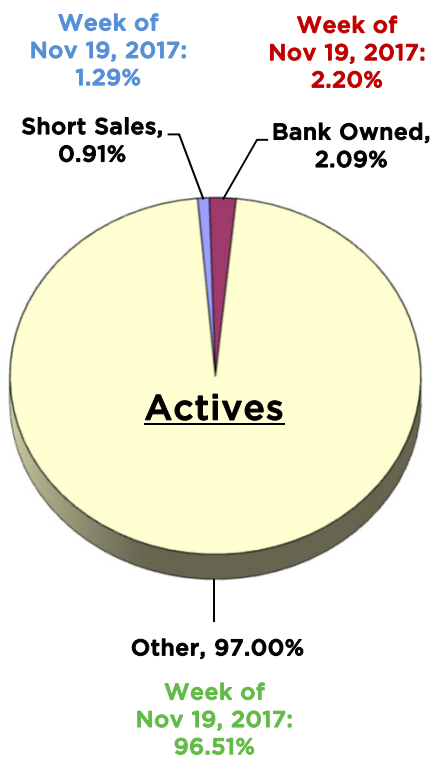
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 67 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		14	\$254,986	3.2	2.0	1,674	\$152.30
Winter Springs / Tuskawilla	32708	1	\$254,900	3.0	2.0	1,386	\$183.91
Lake Mary / Heathrow	32746	2	\$255,000	4.0	2.0	1,591	\$160.28
Longwood (East)	32750	3	\$255,000	3.0	2.0	1,663	\$153.34
Oviedo	32765	4	\$255,000	3.0	2.0	1,556	\$163.88
Chuluota/Oviedo	32766	1	\$254,900	3.0	2.0	1,611	\$158.22
Sanford / Lake Forest	32771	1	\$255,000	4.0	2.0	2,810	\$90.75
Winter Park	32792	2	\$255,000	3.0	2.0	1,619	\$157.50
Orange County		16	\$254,994	3.4	2.0	1,705	\$149.53
Mount Dora	32757	1	\$255,000	3.0	2.0	1,867	\$136.58
Azalea Park	32807	1	\$255,000	4.0	2.0	1,992	\$128.01
Lockhart	32810	1	\$255,000	5.0	2.0	1,935	\$131.78
Conway	32812	2	\$254,950	3.0	2.0	1,532	\$166.42
Union Park	32817	2	\$255,000	3.0	2.0	1,580	\$161.39
Hiawassee	32818	2	\$255,000	4.0	2.0	1,971	\$129.38
Taft	32824	1	\$255,000	3.0	2.0	1,636	\$155.87
Rio Pinar / Union Park	32825	1	\$255,000	3.0	2.0	1,786	\$142.78
Waterford Lakes	32828	2	\$255,000	3.0	2.0	1,420	\$179.58
Metro West / Orlo Vista	32835	1	\$255,000	3.0	2.0	1,322	\$192.89
Pine Castle / Edgewood	32839	1	\$255,000	3.0	2.0	1,911	\$133.44
Ocoee	34761	1	\$255,000	4.0	2.0	1,829	\$139.42
Osceola County		26	\$254,971	4.0	2.1	1,964	\$129.83
Kissimmee / Buena Ventura Lakes	34743	2	\$254,850	4.0	3.0	1,825	\$139.64
Kissimmee (East)	34744	3	\$254,933	4.0	2.0	2,067	\$123.33
Kissimmee (West) / Pleasant Hill	34746	11	\$254,959	4.0	2.0	1,976	\$129.03
Kissimmee / Celebration	34747	1	\$255,000	5.0	2.0	1,889	\$134.99
Kissimmee / Poinciana	34758	1	\$255,500	4.0	2.0	2,384	\$107.17
St Cloud	34769	1	\$255,000	4.0	3.0	2,482	\$102.74
St Cloud / Canoe Creek	34772	7	\$254,957	4.0	2.0	1,817	\$140.32

Monday Morning Quarterback
11/18/2018 - 11/24/2018
Lake, Orange, Osceola & Seminole Counties

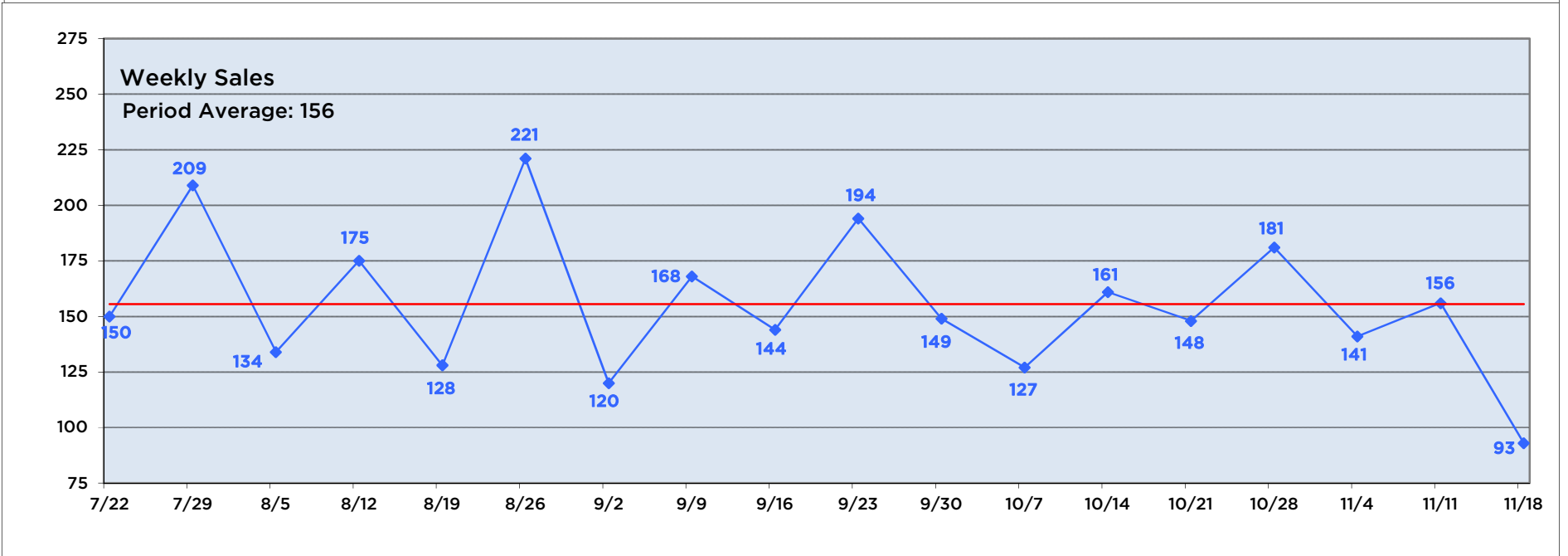
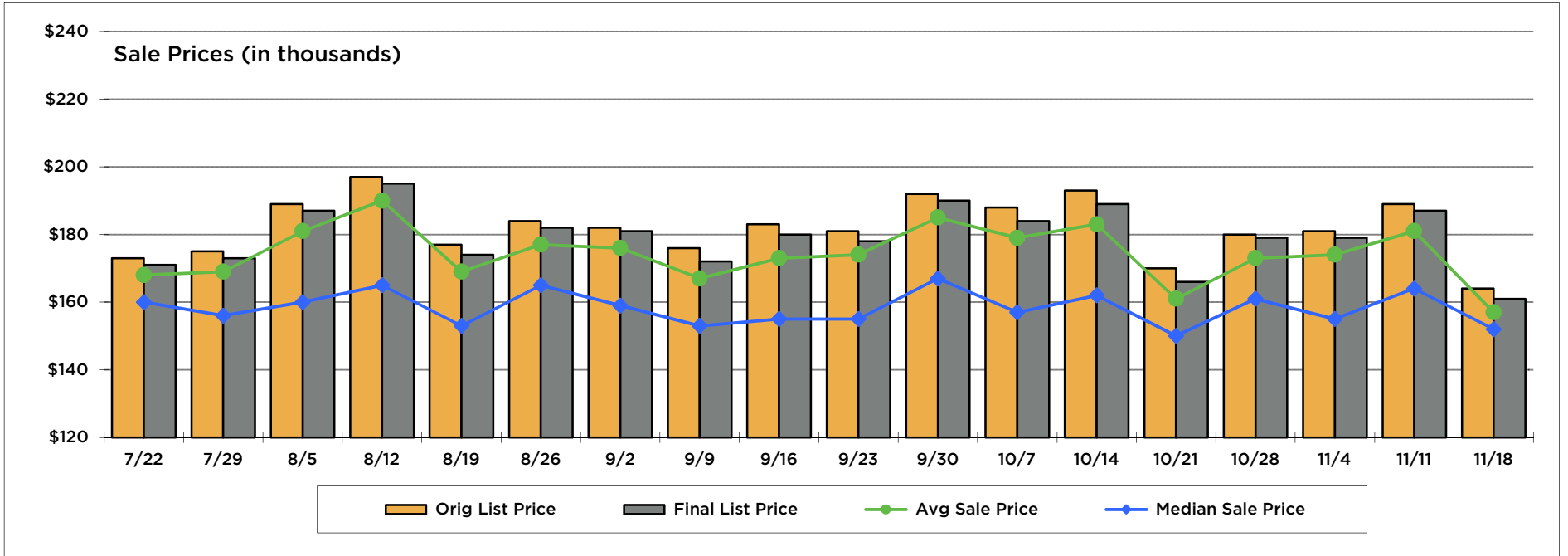
Where are the 67 Single Family Homes available for the Median Price of \$255,000? (cont'd) (± \$500)

<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>
Lake County		11	\$255,009	3.5	2.2	2,048	\$124.54
Lady Lake / The Villages	32159	1	\$255,500	3.0	2.0	2,120	\$120.52
Eustis (West)	32726	2	\$254,950	4.0	2.0	2,326	\$109.61
Eustis (East)	32736	1	\$255,000	3.0	2.0	2,035	\$125.31
Sorrento / Mt Plymouth	32776	1	\$255,000	3.0	2.0	1,901	\$134.14
Clermont (Central)	34711	2	\$254,950	3.0	2.0	1,846	\$138.11
Clermont (South)	34714	1	\$254,900	4.0	3.0	1,942	\$131.26
Groveland	34736	2	\$254,950	4.0	2.0	2,029	\$125.65
Leesburg (West)	34748	1	\$254,999	3.0	3.0	2,124	\$120.06

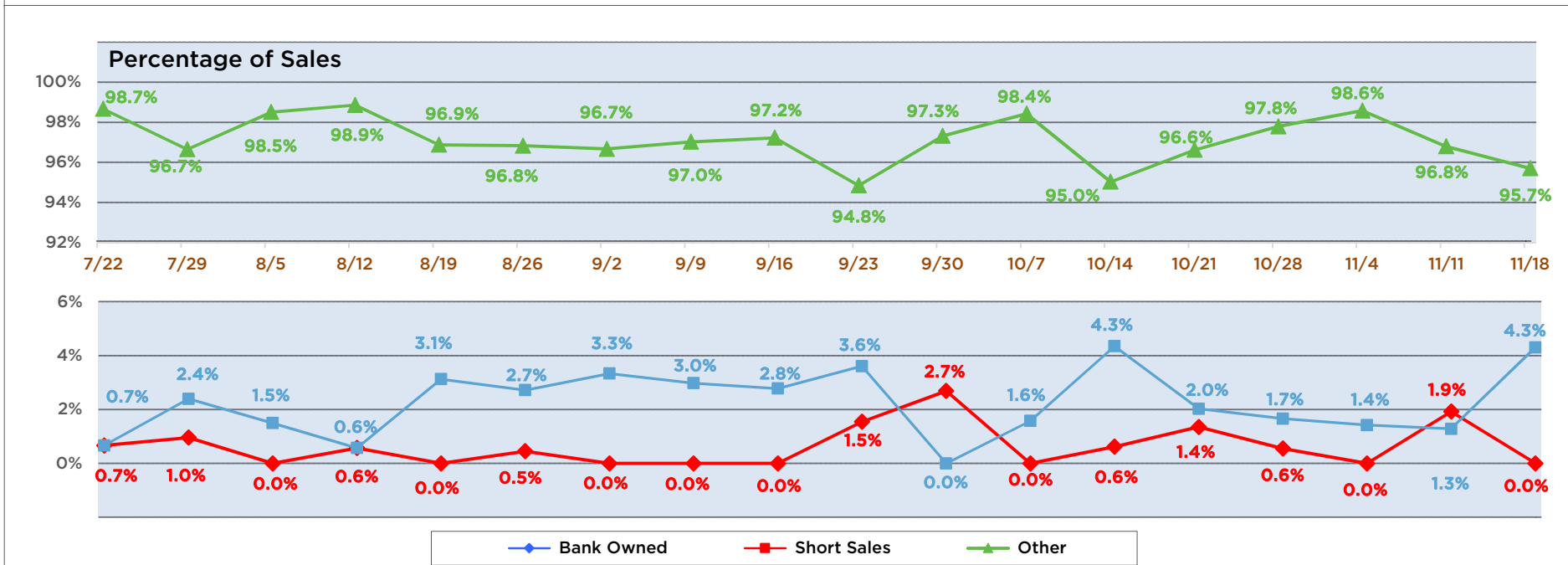
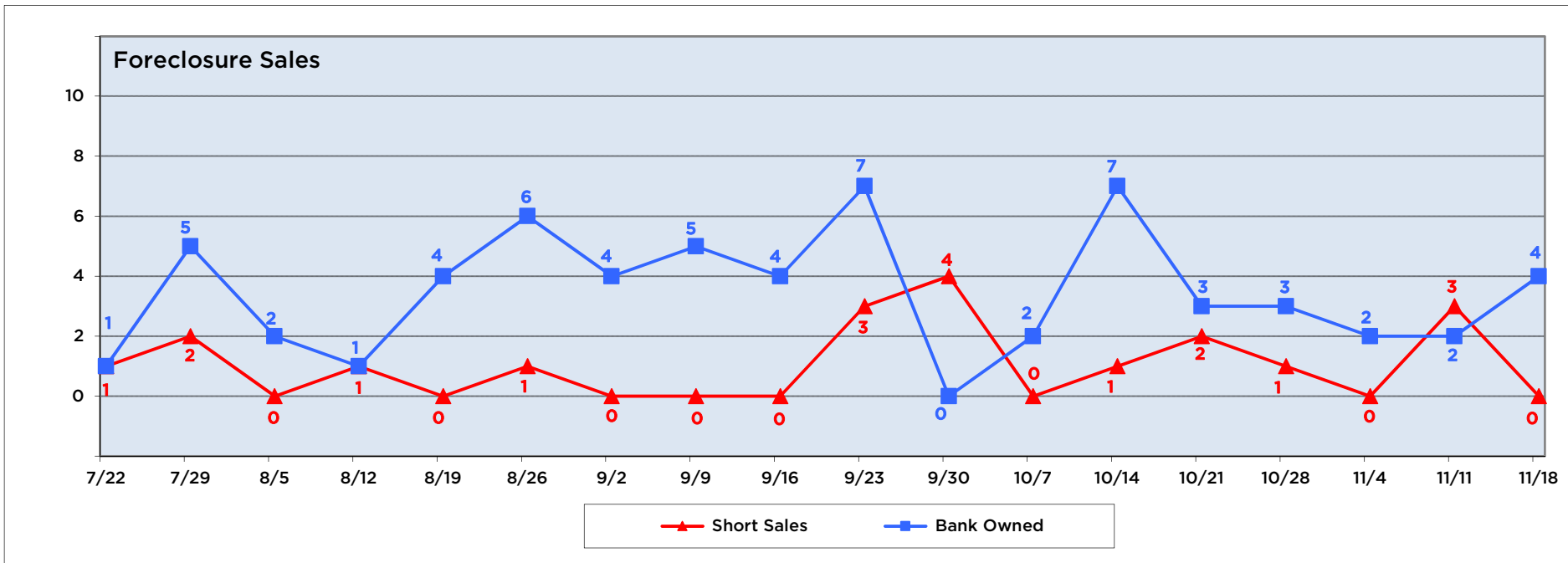
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	93	87	5	1	0	0	0
Bank Owned	4	4	0	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	89	83	5	1	0	0	0
Active Listings	1,870	1,337	211	204	50	53	15
Bank Owned	28	27	1	0	0	0	0
Short Sales	15	9	3	0	3	0	0
Other	1,827	1,301	207	204	47	53	15
Months of Inventory	5	4	10	47	0	0	0
<i>List Price</i>							
Average Original List Price	\$163,796	\$153,564	\$302,998	\$358,000	\$0	\$0	\$0
Average Final List Price	\$161,044	\$151,489	\$287,900	\$358,000	\$0	\$0	\$0
<i>Sale Price</i>							
Average Price	\$157,335	\$147,818	\$281,810	\$363,000	\$0	\$0	\$0
Median Price	\$152,000	\$150,000	\$290,000	\$363,000	\$0	\$0	\$0
<i>Price Differences</i>							
Original to Final List Price	-\$2,752	-\$2,075	-\$15,098	\$0	\$0	\$0	\$0
Original List to Sale Price - \$	-\$6,461	-\$5,746	-\$21,188	\$5,000	\$0	\$0	\$0
Final List to Sale Price - \$	-\$3,709	-\$3,671	-\$6,090	\$5,000	\$0	\$0	\$0
Original List to Sale Price - %	96.06%	96.26%	93.01%	101.40%	0.00%	0.00%	0.00%
Final List to Sale Price - %	97.70%	97.58%	97.88%	101.40%	0.00%	0.00%	0.00%
<i>Days on the Market</i>							
Avg Days Listing to Contract	36	36	49	0	0	0	0
Combined Avg Days to Contract	34	34	46	0	0	0	0
Avg Days Listing to Closing	64	64	80	11	0	0	0
Avg Days Contract to Close	27	27	31	11	0	0	0
<i>Beds / Baths</i>							
Average Bedrooms	2	2	3	2	0	0	0
Average Full Baths	2	2	2	2	0	0	0
Average Half Baths	0	0	1	0	0	0	0
<i>Square Footage</i>							
Average Square Feet	1,240	1,197	1,932	0	0	0	0

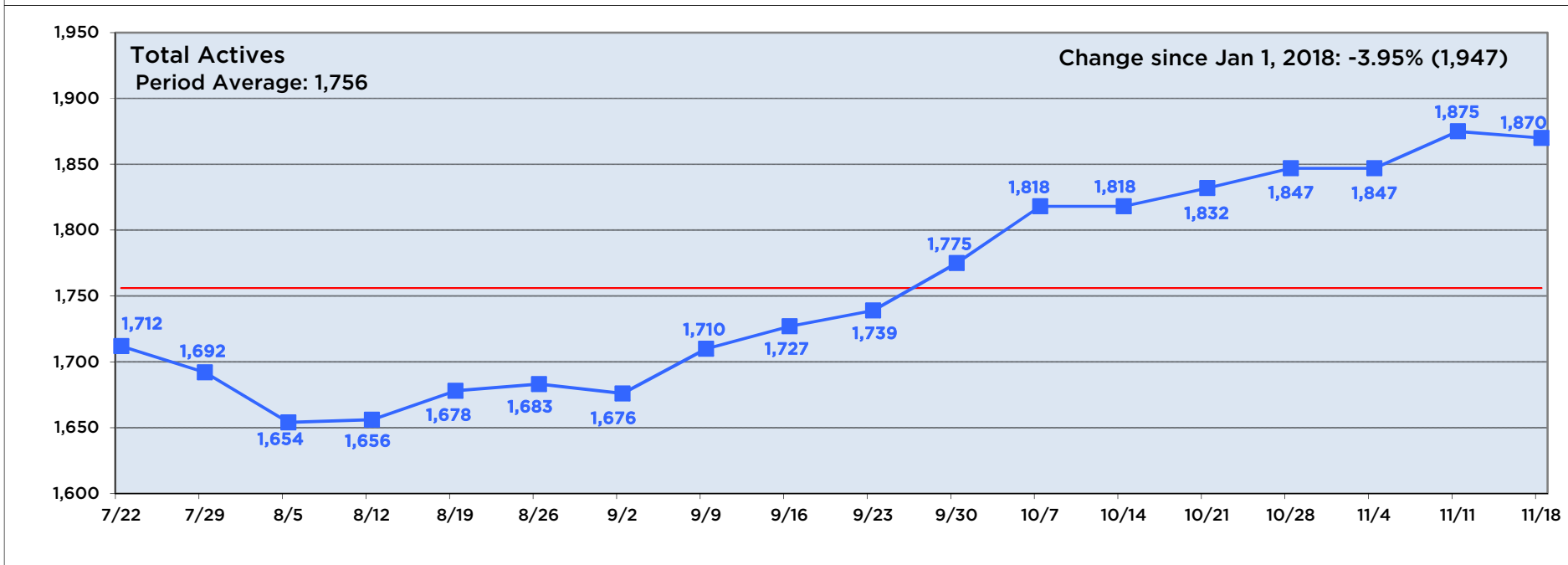
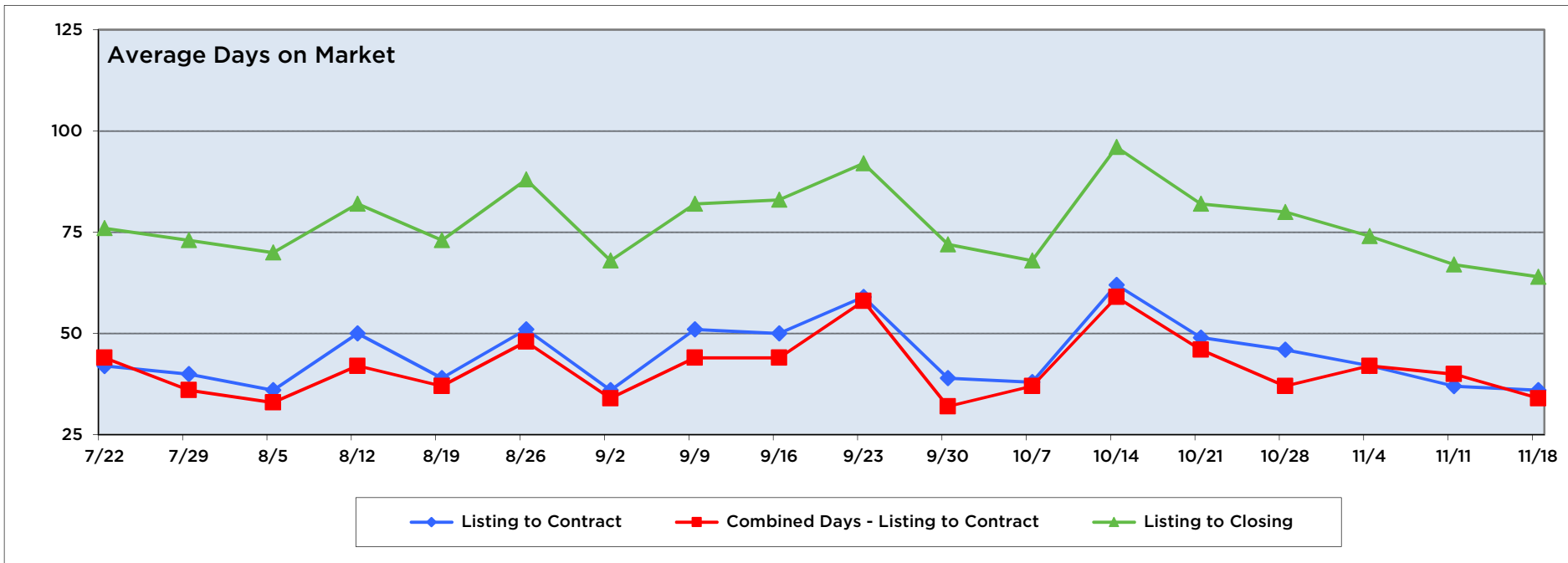
Condos, Townhomes, Villas



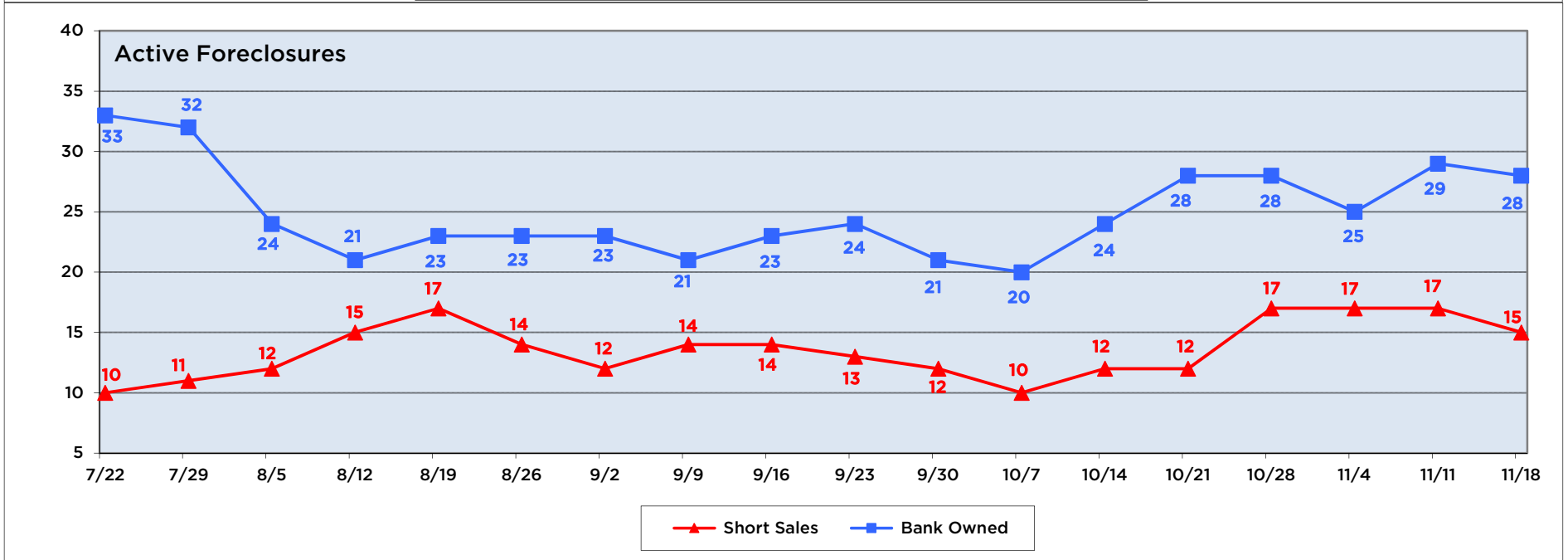
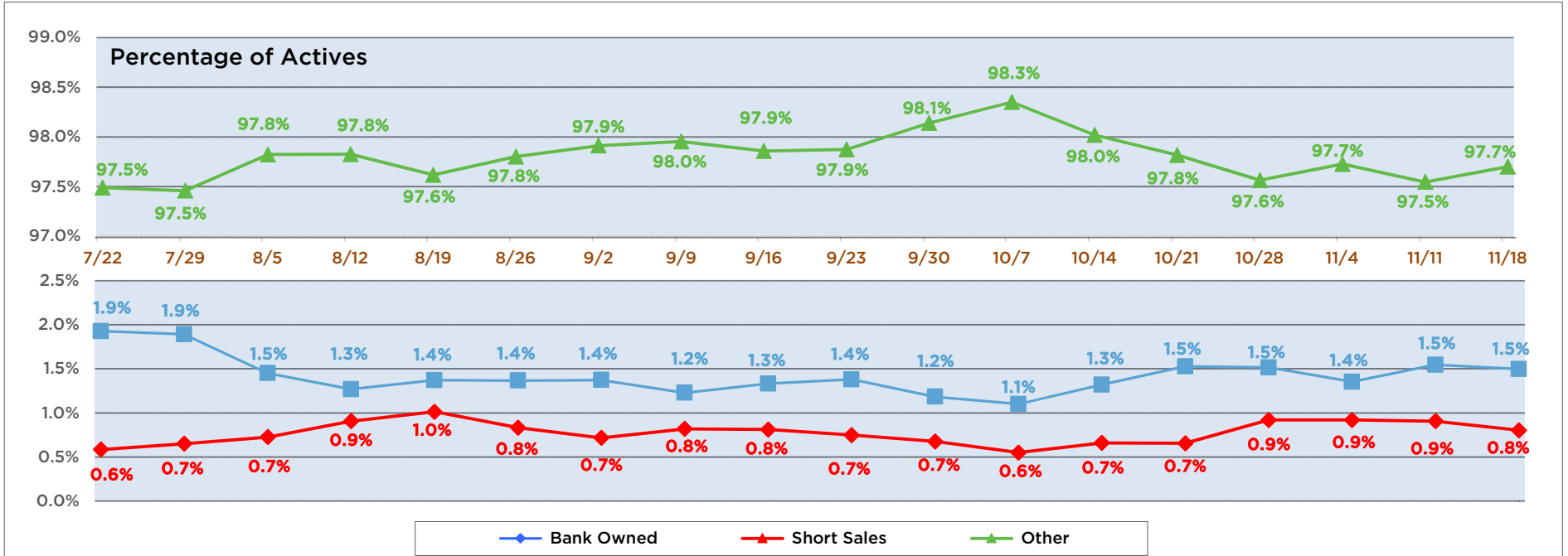
Condos, Townhomes, Villas



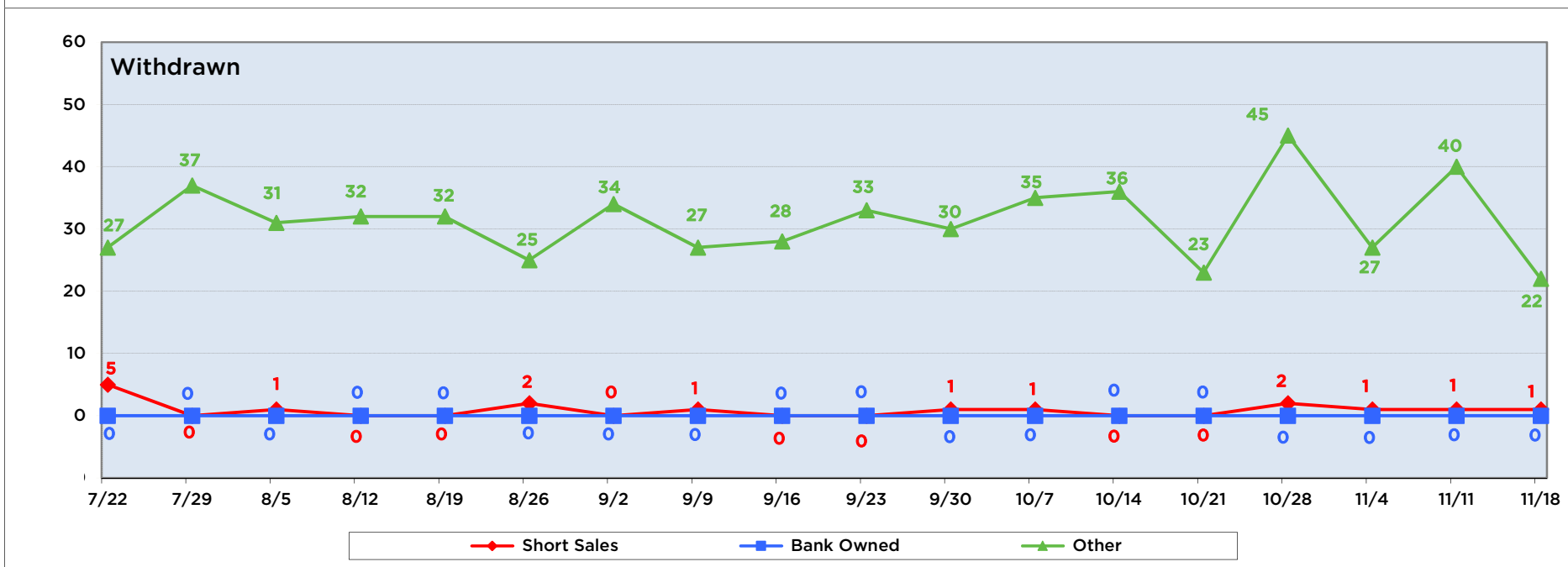
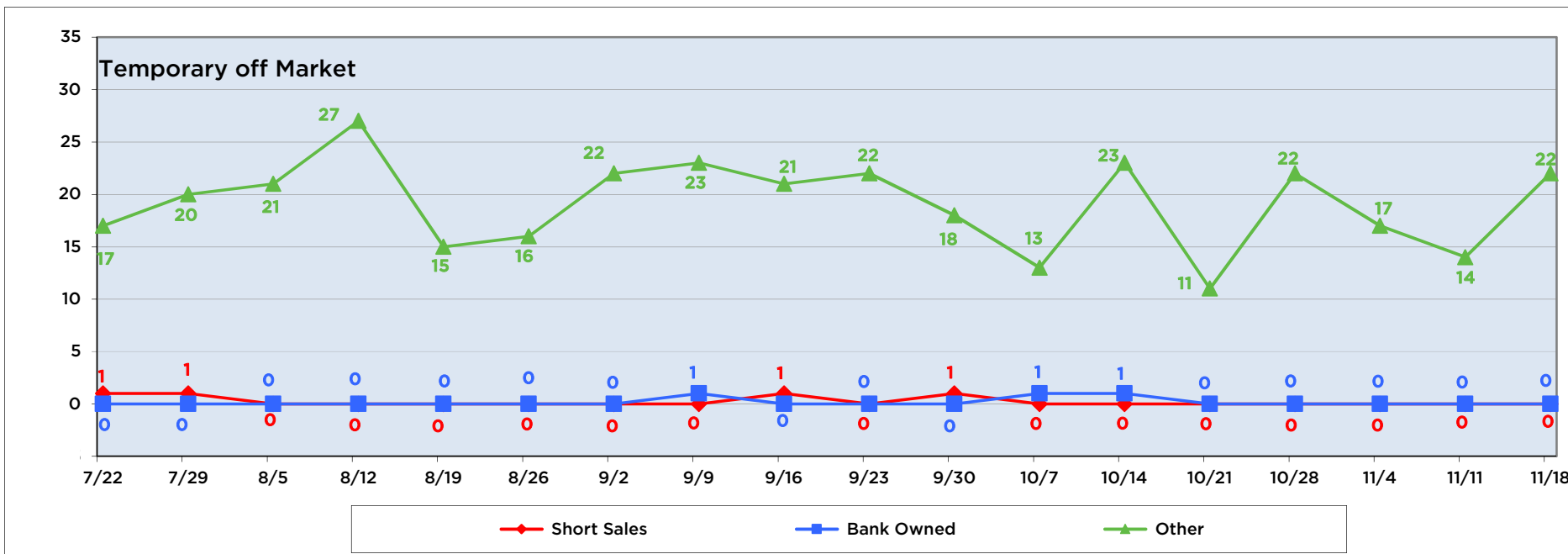
Condos, Townhomes, Villas



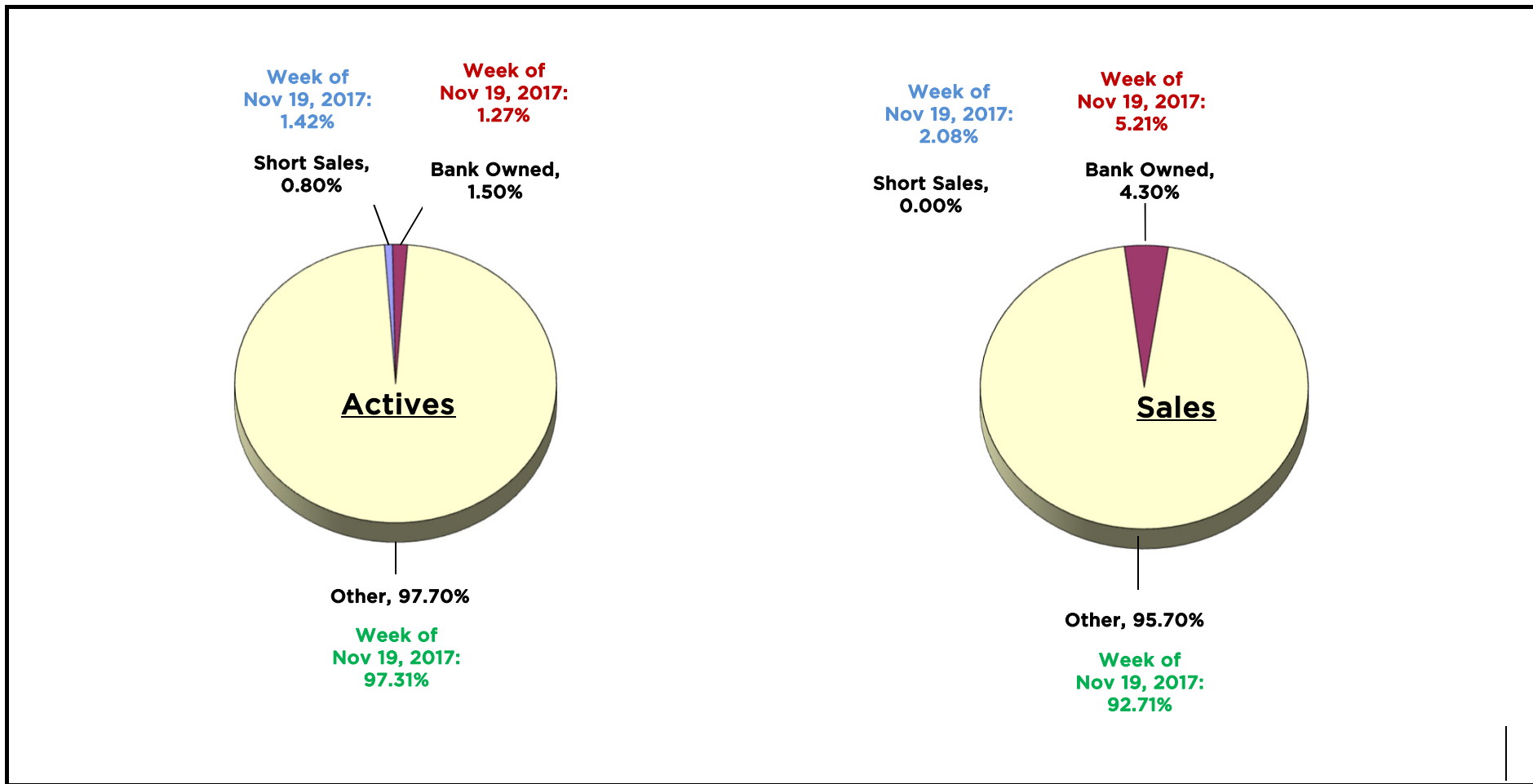
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$152,000?

(± \$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>
Orange County		1	\$151,999	3.0	2.0	1,292	\$117.65
Ventura	32822	1	\$151,999	3.0	2.0	1,292	\$117.65