



Monday Morning Quarterback Summary

Week of Dec 9, 2018

Single-family existing homes

- Sales of single-family homes increased to 442 during the week of Dec 9, from 396 the week prior
- The median price of single family homes decreased to \$259,000, a change of -1.1%
- The number of single-family home foreclosure transactions increased to 11 last week, from 8 the week of Dec 2
- The number of single-family home short-sale transactions decreased to 3 from 5 the week prior
- Single-family inventory decreased by 126, and now sits at 7,377

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 122 during the week of Dec 9, from 134 the week prior
- The median price of condos, townhomes, and villas increased to \$167,000, a change of 10.2%
- The number of condo, townhome, and villa foreclosure transactions decreased to 0 last week, from 2 the week of Dec 2
- The number of condo, townhome and villa short-sale transactions decreased to 0 from 2 the week prior
- Condo inventory increased by 31, and now sits at 1,938

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	442	205	89	74	40	27	7
Bank Owned	11	7	1	2	0	1	0
Short Sales	3	2	1	0	0	0	0
Other	428	196	87	72	40	26	7
Active Listings	7,377	2,164	1,200	1,647	760	1,114	492
Bank Owned	168	103	17	23	11	12	2
Short Sales	68	22	15	15	3	12	1
Other	7,141	2,039	1,168	1,609	746	1,090	489
Months of Inventory	4	2	3	5	4	10	16

List Price

Average Original List Price	\$322,922	\$195,585	\$284,296	\$359,220	\$481,960	\$651,092	\$1,984,857
Average Final List Price	\$315,306	\$190,770	\$280,248	\$350,205	\$457,007	\$645,622	\$1,955,429

Sale Price

Average Price	\$305,327	\$185,816	\$273,583	\$342,293	\$441,160	\$624,348	\$1,811,429
Median Price	\$259,000	\$199,000	\$274,250	\$337,450	\$435,000	\$600,000	\$1,500,000

Price Differences

Original to Final List Price	-\$7,616	-\$4,815	-\$4,048	-\$9,015	-\$24,953	-\$5,470	-\$29,428
Original List to Sale Price - \$	-\$17,595	-\$9,769	-\$10,713	-\$16,927	-\$40,800	-\$26,744	-\$173,428
Final List to Sale Price - \$	-\$9,979	-\$4,954	-\$6,665	-\$7,912	-\$15,847	-\$21,274	-\$144,000
Original List to Sale Price - %	94.55%	95.01%	96.23%	95.29%	91.53%	95.89%	91.26%
Final List to Sale Price - %	96.84%	97.40%	97.62%	97.74%	96.53%	96.70%	92.64%

Days on the Market

Avg Days Listing to Contract	49	44	39	64	73	52	55
Combined Avg Days to Contract	56	40	42	83	98	69	109
Avg Days Listing to Closing	88	83	76	99	115	88	100
Avg Days Contract to Close	38	39	37	35	44	36	47

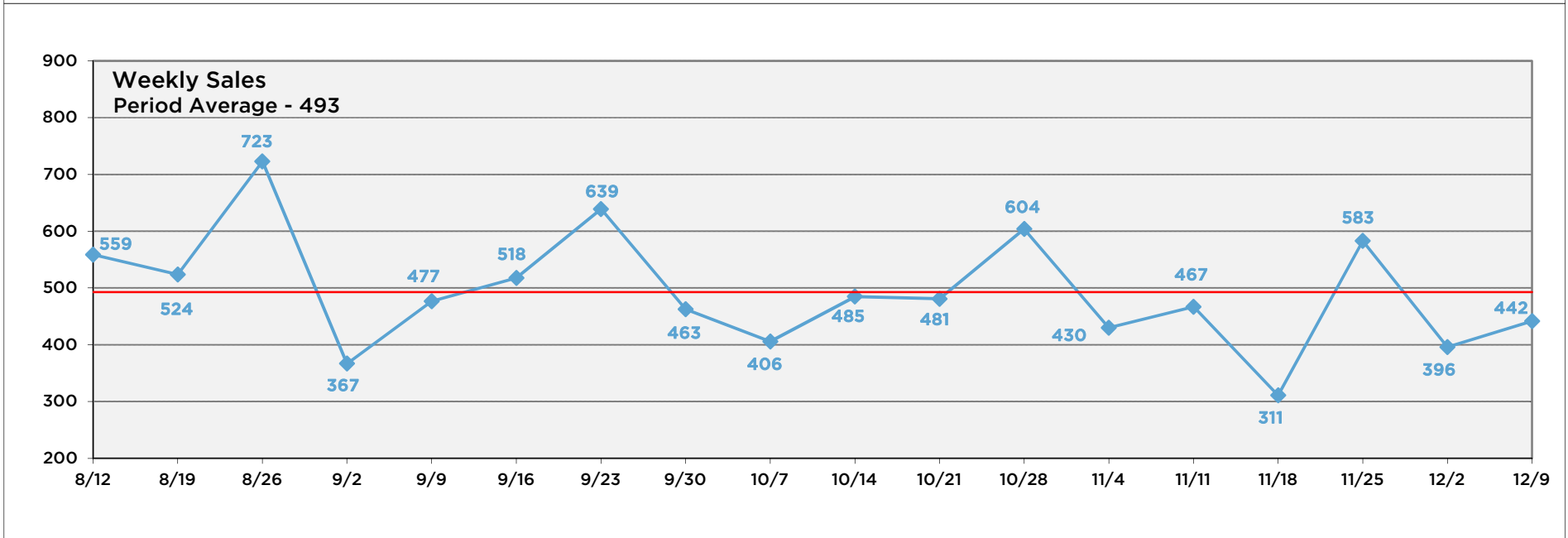
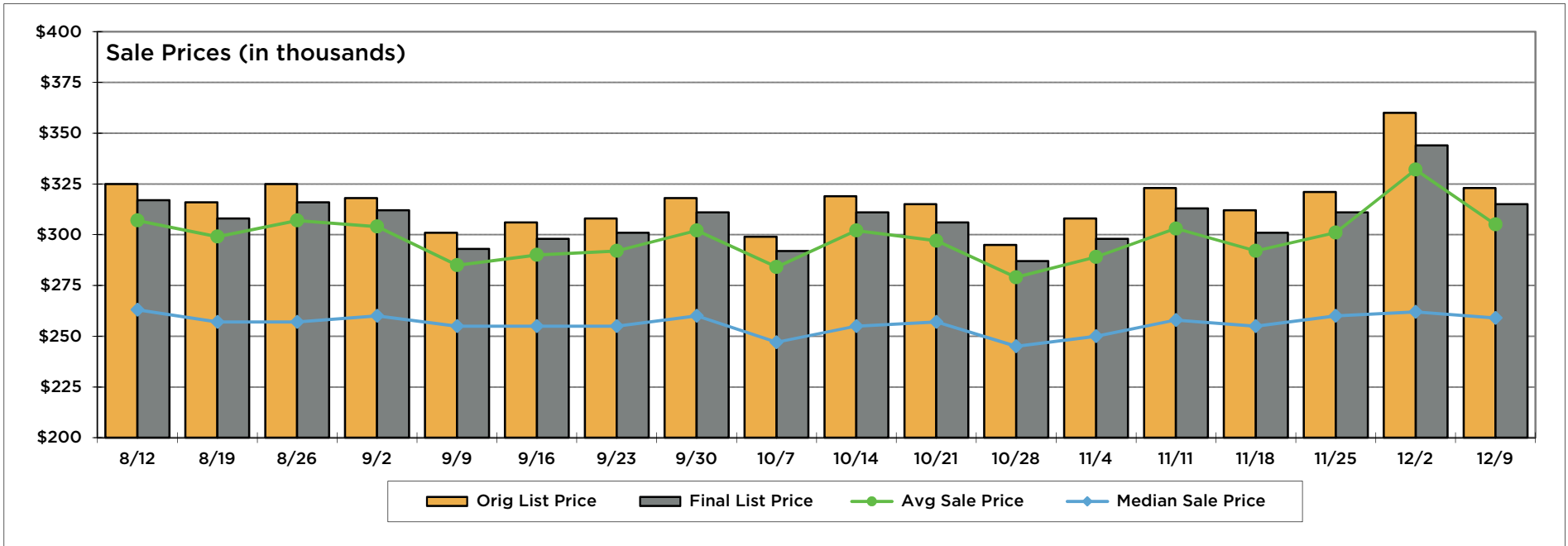
Beds / Baths

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

Square Footage

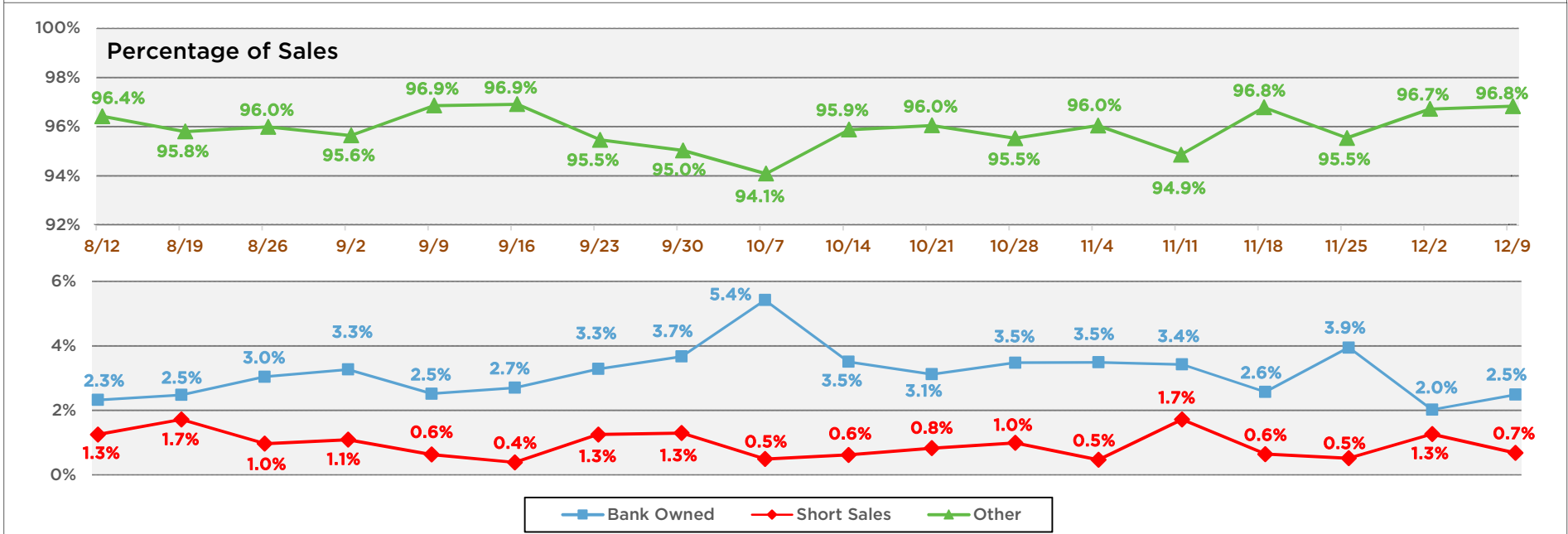
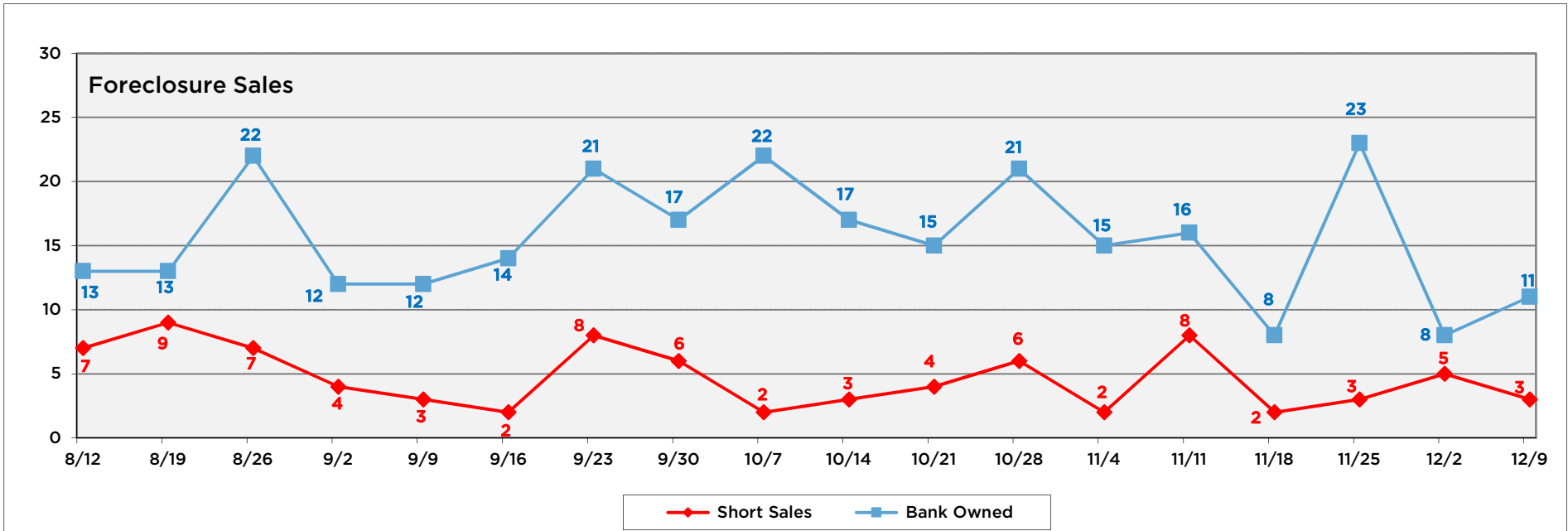
Average Square Feet	2,088	1,543	2,007	2,502	2,886	3,499	4,710
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Single Family Homes

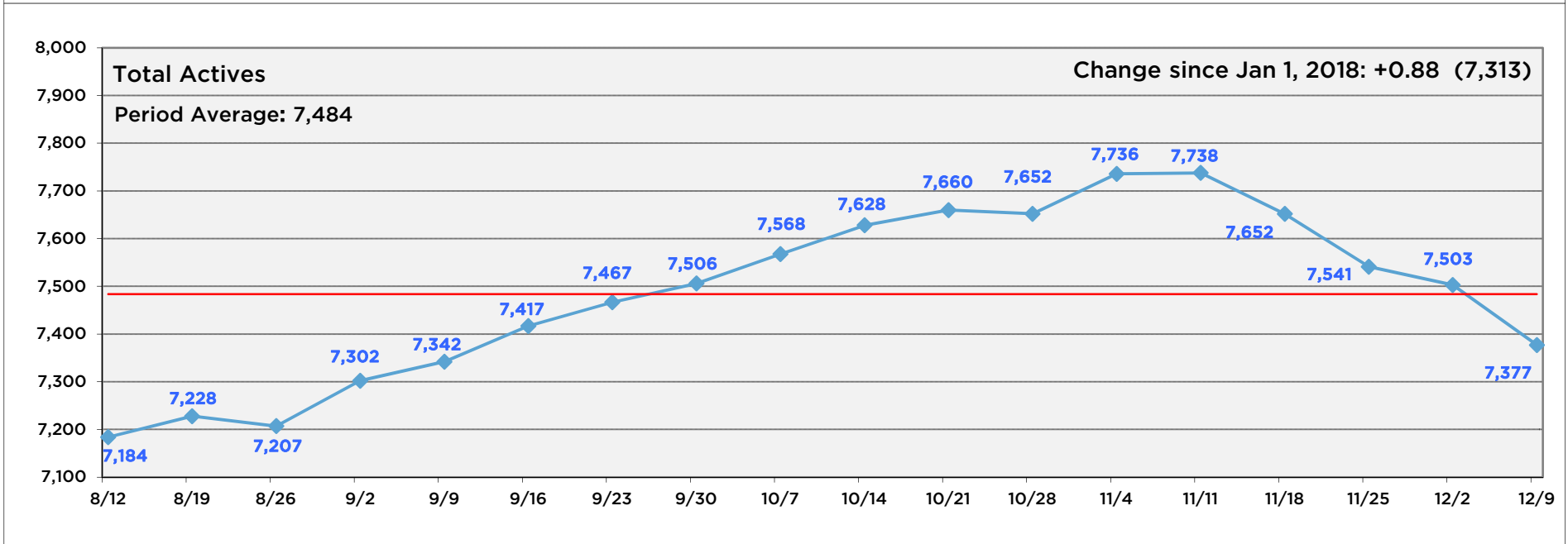
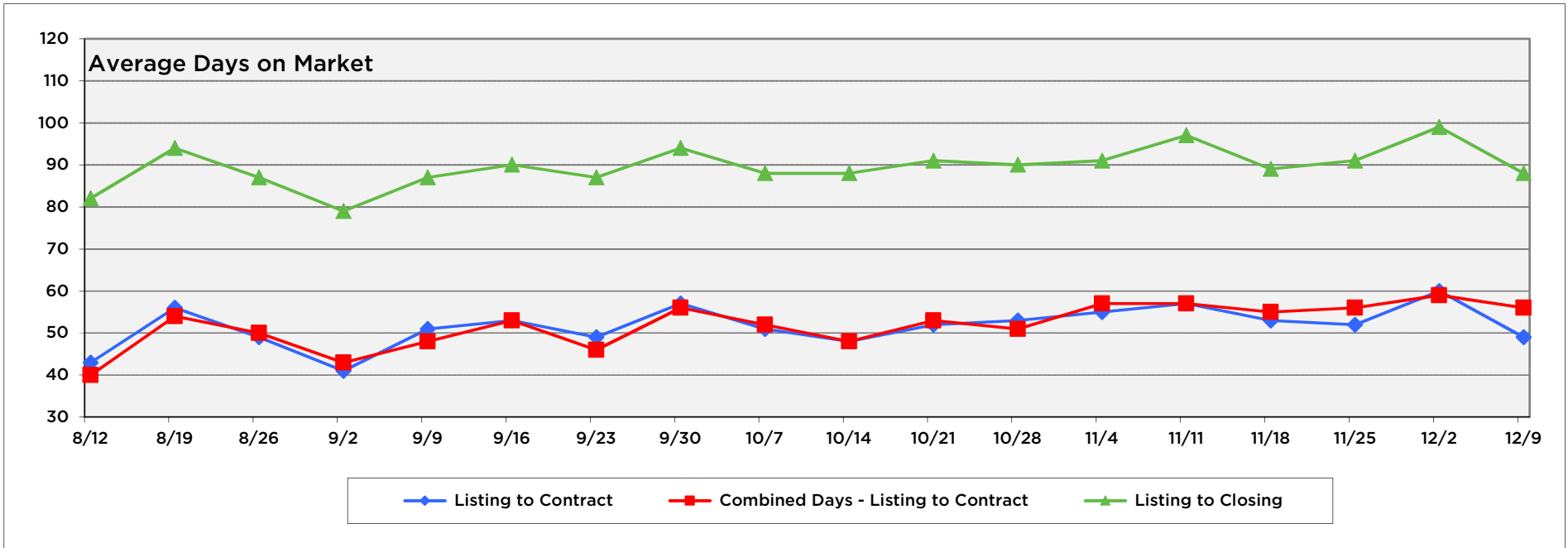




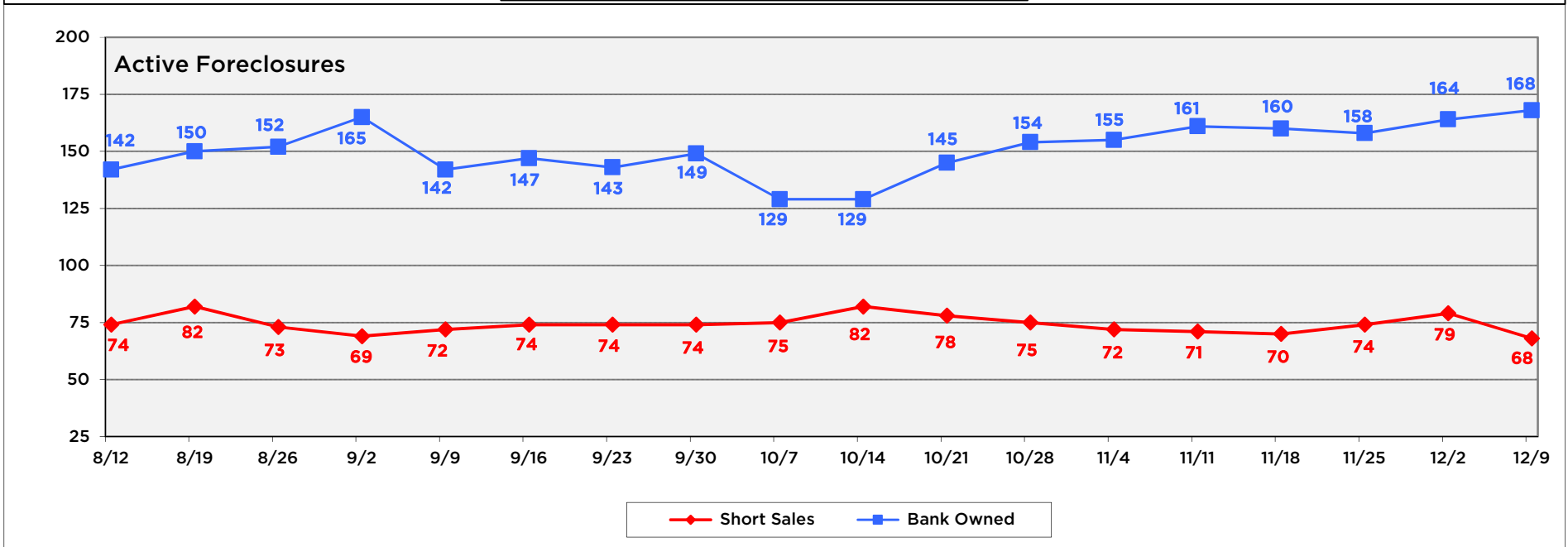
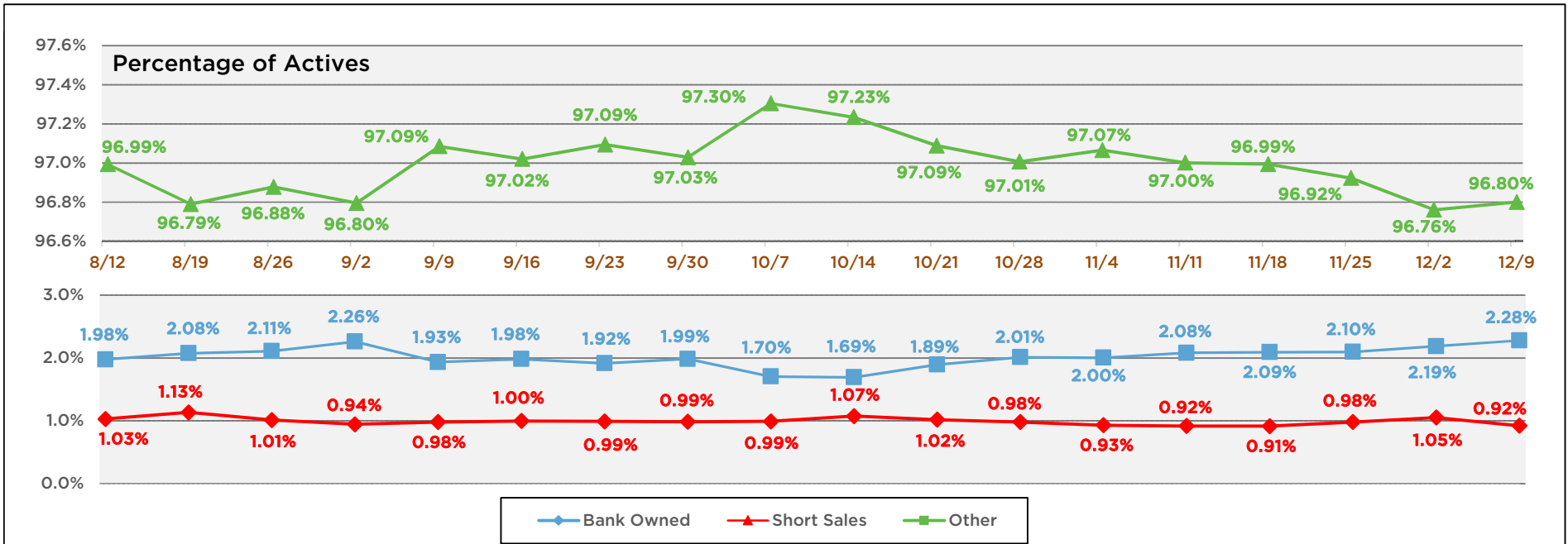
Single Family Homes



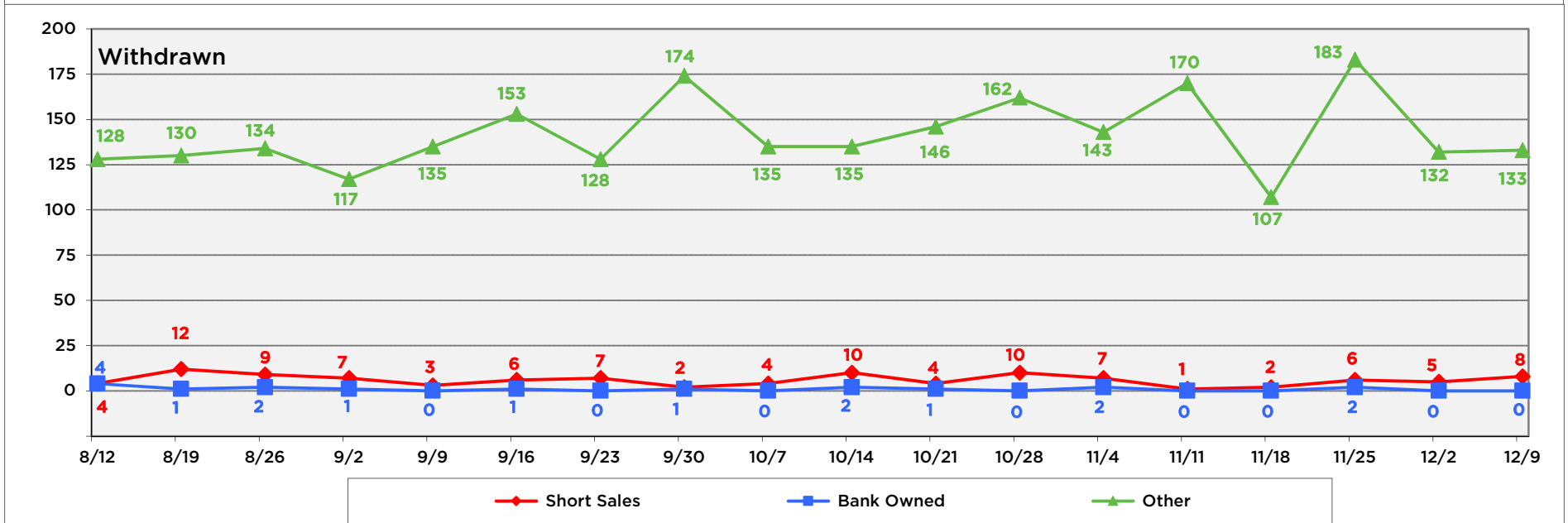
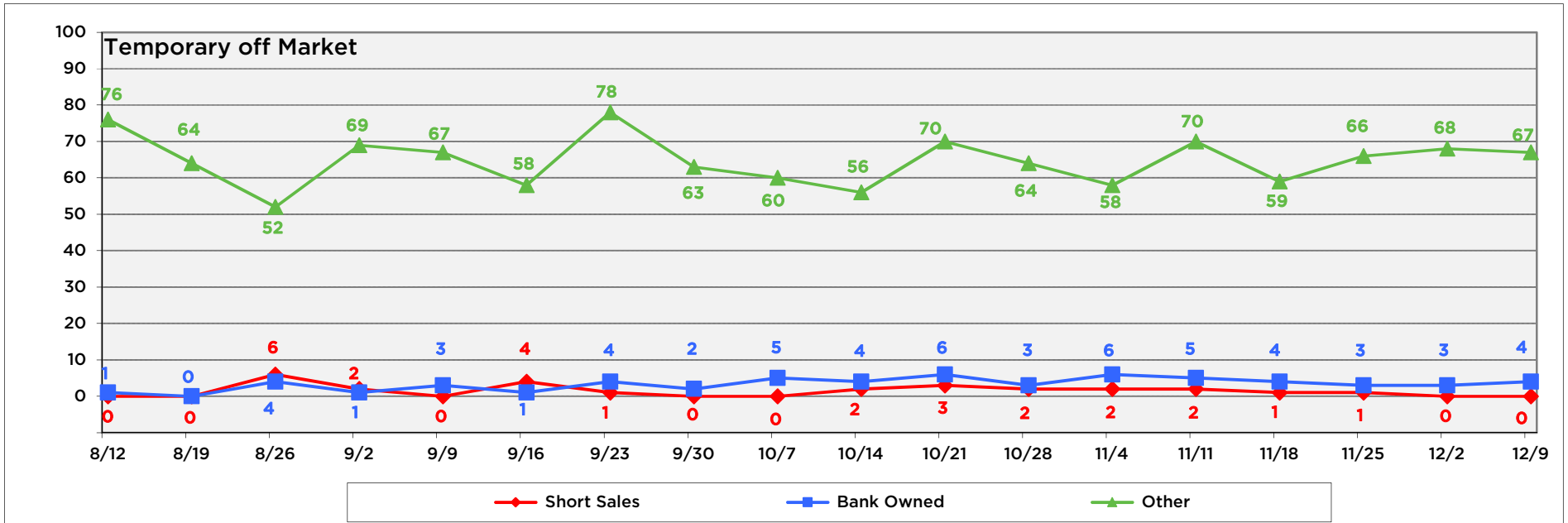
Single Family Homes



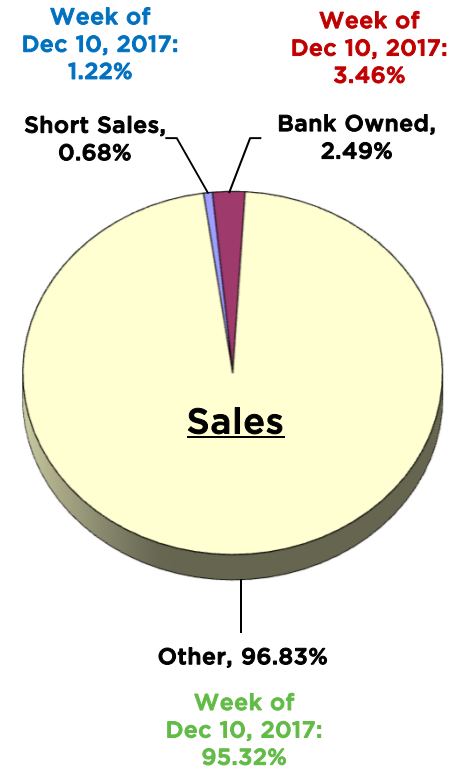
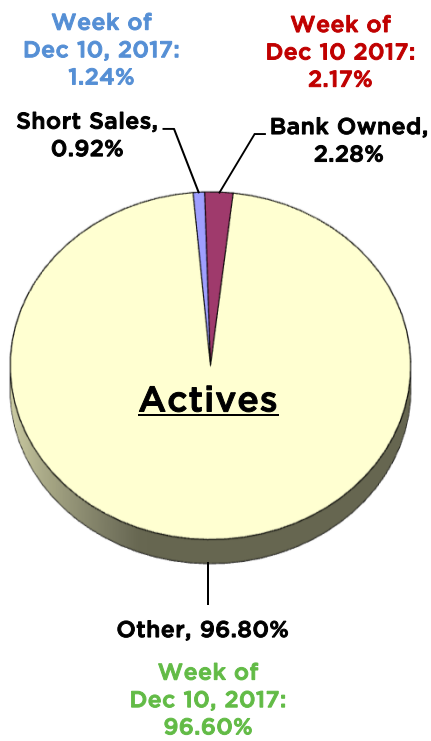
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 33 Single Family Homes available for the Median Price of \$259,000? (± \$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		7	\$258,971	3.4	2.1	1,731	\$149.64
Winter Springs / Tuskawilla	32708	1	\$259,000	3.0	2.0	1,912	\$135.46
Altamonte Springs / Forest City	32714	1	\$259,000	5.0	2.0	2,125	\$121.88
Lake Mary / Heathrow	32746	1	\$258,900	3.0	2.0	1,337	\$193.64
Longwood (East)	32750	1	\$259,500	3.0	2.0	1,553	\$167.10
Oviedo	32765	1	\$258,895	3.0	2.0	1,905	\$135.90
Sanford (South)	32773	1	\$258,500	4.0	2.0	1,736	\$148.91
Winter Park	32792	1	\$259,000	3.0	3.0	1,546	\$167.53
Orange County		13	\$259,115	2.8	1.8	1,573	\$164.75
Winter Park (West)	32789	2	\$259,000	2.0	2.0	1,303	\$198.77
Winter Park (East) / Aloma	32792	1	\$259,000	3.0	2.0	1,889	\$137.11
Colonialtown	32803	1	\$259,500	3.0	1.0	1,486	\$174.63
College Park	32804	1	\$259,000	2.0	1.0	1,128	\$229.61
Pinecastle / Belle Isle	32809	1	\$259,000	3.0	2.0	1,861	\$139.17
Union Park	32817	2	\$259,250	3.0	2.0	1,620	\$160.03
Sand Lake / Bay Hill	32819	1	\$259,000	3.0	2.0	1,440	\$179.86
Rio Pinar / Union Park	32825	1	\$259,000	4.0	2.0	1,612	\$160.67
Waterford Lakes	32828	1	\$259,500	3.0	2.0	1,684	\$154.10
Union Park / Chickasaw	32829	1	\$259,000	3.0	2.0	2,116	\$122.40
Winter Garden / Oakland	34787	1	\$259,000	3.0	2.0	1,384	\$187.14
Osceola County		5	\$259,000	3.8	2.2	2,207	\$117.33
Kissimmee (Central)	34741	1	\$259,000	3.0	2.0	1,814	\$142.78
Kissimmee (West) / Pleasant Hill	34746	3	\$259,000	4.0	2.0	2,297	\$112.76
Kissimmee / Poinciana	34758	1	\$259,000	4.0	3.0	2,332	\$111.06
Lake County		8	\$259,000	3.4	2.1	1,910	\$135.58
Astor	32102	1	\$259,000	3.0	2.0	1,296	\$199.85
Lady Lake / The Villages	32159	1	\$259,000	3.0	2.0	1,586	\$163.30
Eustis (West)	32726	1	\$259,000	3.0	2.0	2,000	\$129.50
Grand Island	32735	1	\$259,000	4.0	3.0	2,155	\$120.19
Tavares / Mt Plymouth	32778	1	\$259,000	4.0	2.0	2,115	\$122.46
Clermont (Central)	34711	2	\$259,000	3.0	2.0	2,017	\$128.41
Groveland	34736	1	\$259,000	4.0	2.0	2,096	\$123.57

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	122	107	8	5	1	1	0
Bank Owned	0	0	0	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	122	107	8	5	1	1	0
Active Listings	1,938	1,411	209	208	46	50	14
Bank Owned	21	20	1	0	0	0	0
Short Sales	11	8	2	0	1	0	0
Other	1,906	1,383	206	208	45	50	14
Months of Inventory	4	3	6	10	11	12	0

List Price

Average Original List Price	\$187,130	\$165,129	\$292,213	\$357,360	\$487,500	\$549,000	\$0
Average Final List Price	\$183,974	\$162,600	\$285,288	\$345,560	\$487,500	\$549,000	\$0

Sale Price

Average Price	\$178,216	\$157,986	\$273,063	\$333,860	\$480,000	\$504,000	\$0
Median Price	\$167,000	\$155,000	\$277,000	\$334,800	\$480,000	\$504,000	\$0

Price Differences

Original to Final List Price	-\$3,156	-\$2,529	-\$6,925	-\$11,800	\$0	\$0	\$0
Original List to Sale Price - \$	-\$8,914	-\$7,143	-\$19,150	-\$23,500	-\$7,500	-\$45,000	\$0
Final List to Sale Price - \$	-\$5,758	-\$4,614	-\$12,225	-\$11,700	-\$7,500	-\$45,000	\$0
Original List to Sale Price - %	95.24%	95.67%	93.45%	93.42%	98.46%	91.80%	0.00%
Final List to Sale Price - %	96.87%	97.16%	95.71%	96.61%	98.46%	91.80%	0.00%

Days on the Market

Avg Days Listing to Contract	44	41	53	106	33	20	0
Combined Avg Days to Contract	41	36	52	129	22	20	0
Avg Days Listing to Closing	79	75	84	157	85	47	0
Avg Days Contract to Close	35	35	31	50	51	27	0

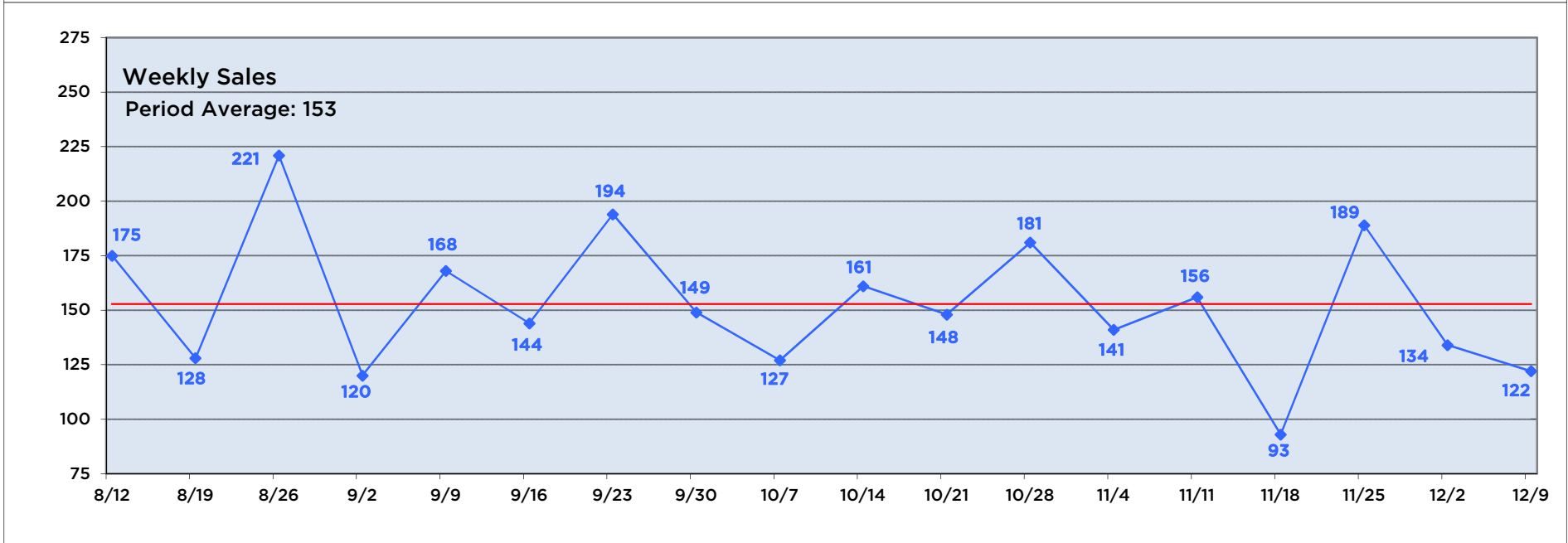
Beds / Baths

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

Square Footage

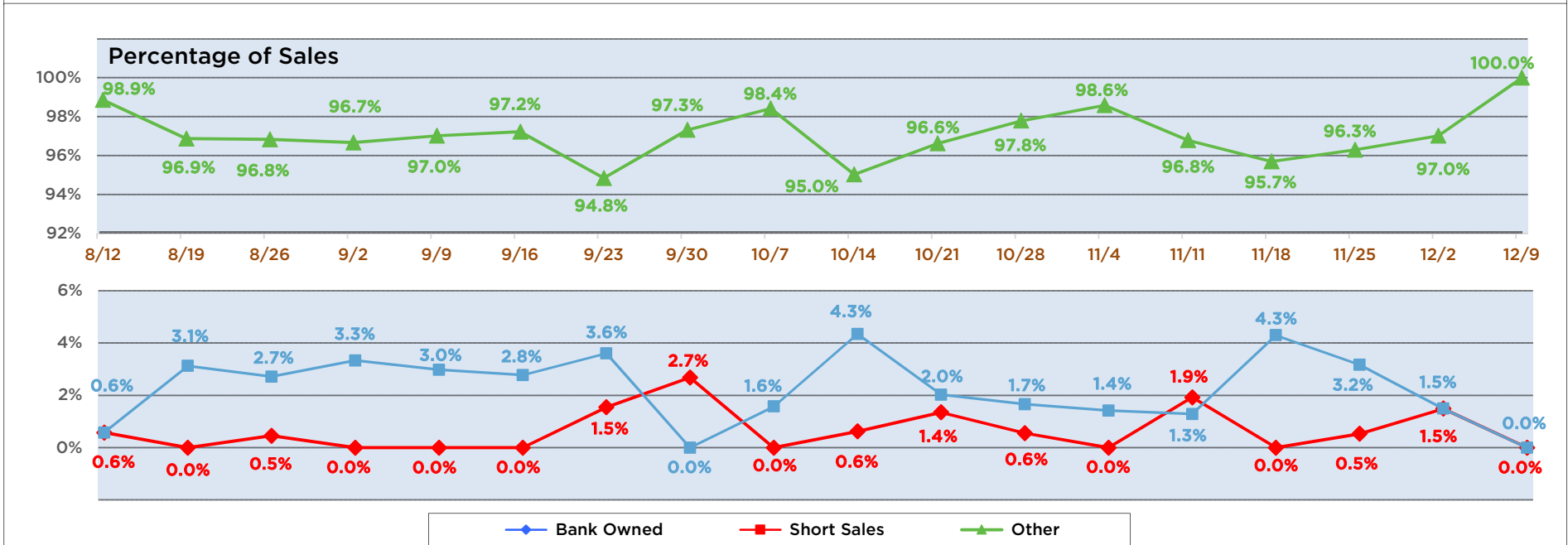
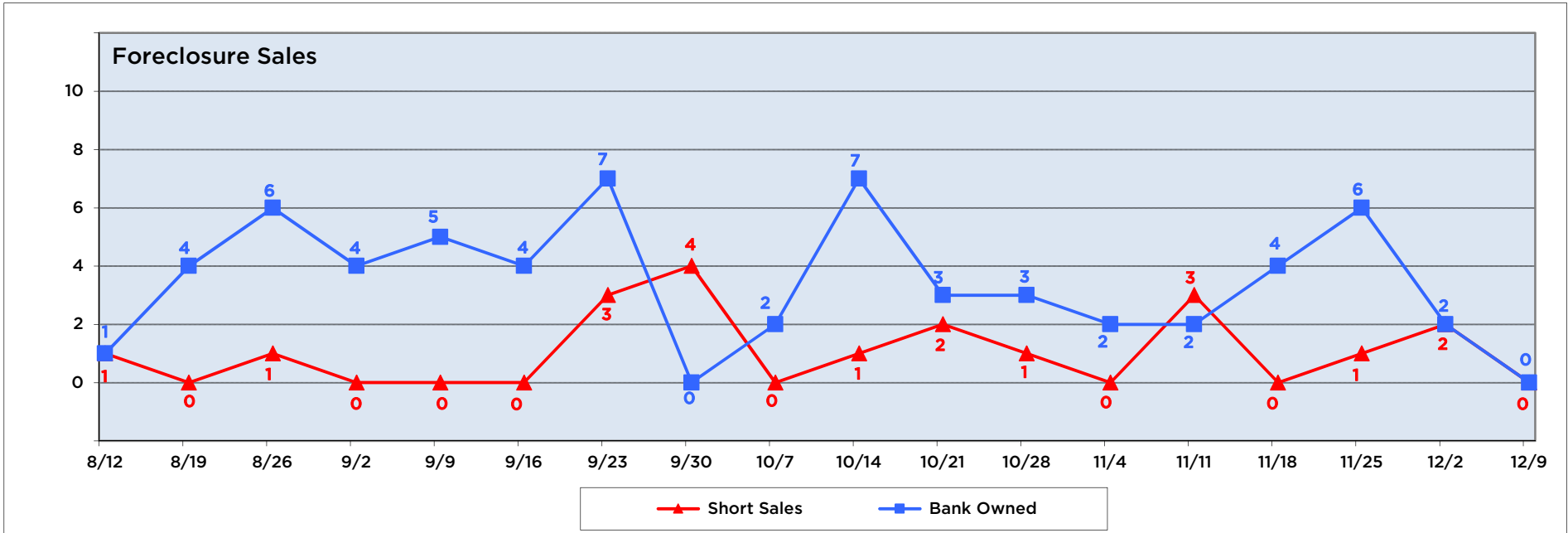
Average Square Feet	1,370	1,313	1,842	1,711	1,300	2,080	0
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Condos, Townhomes, Villas



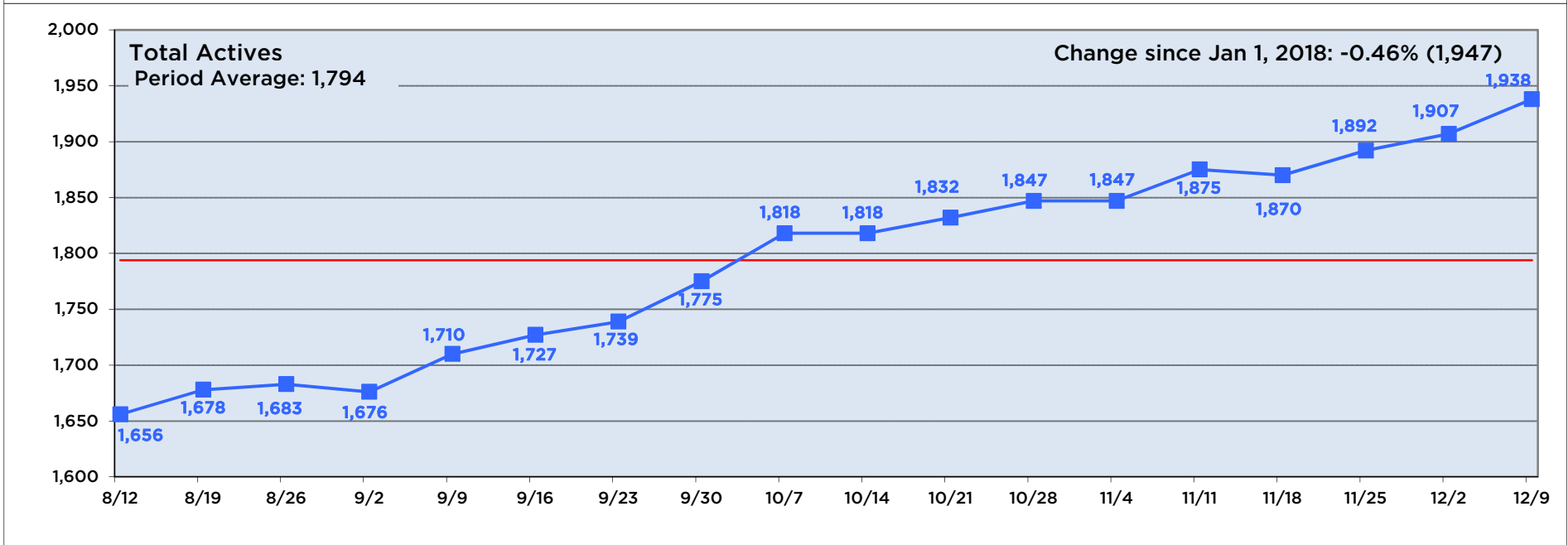
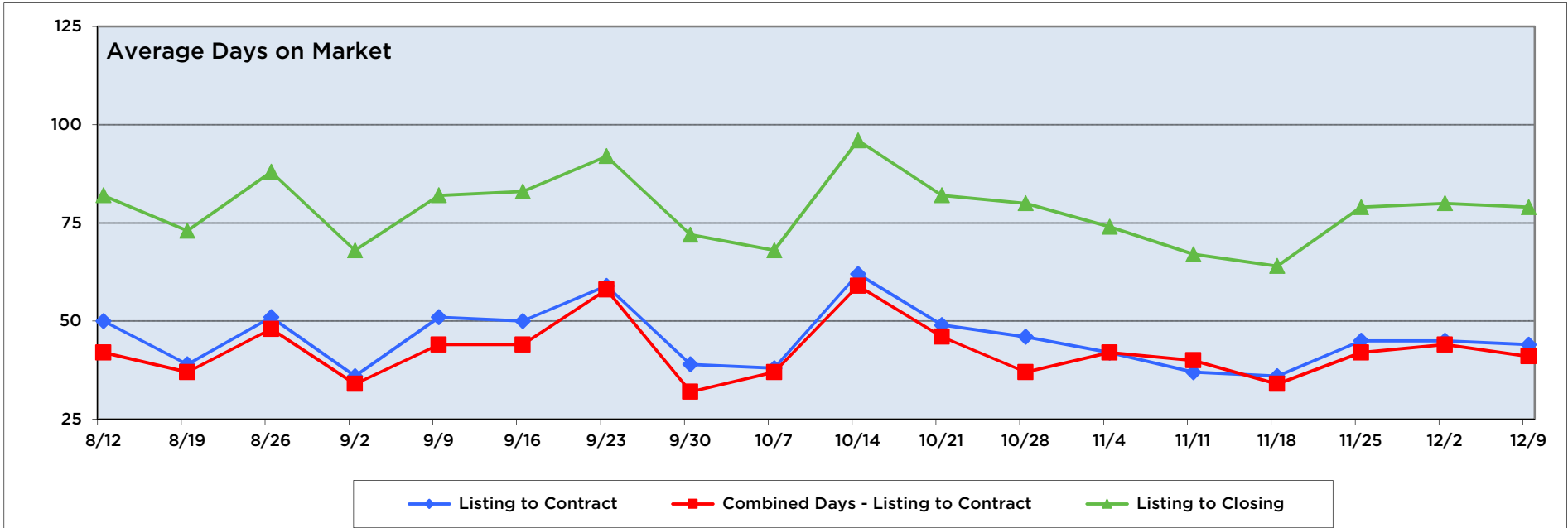


Condos, Townhomes, Villas

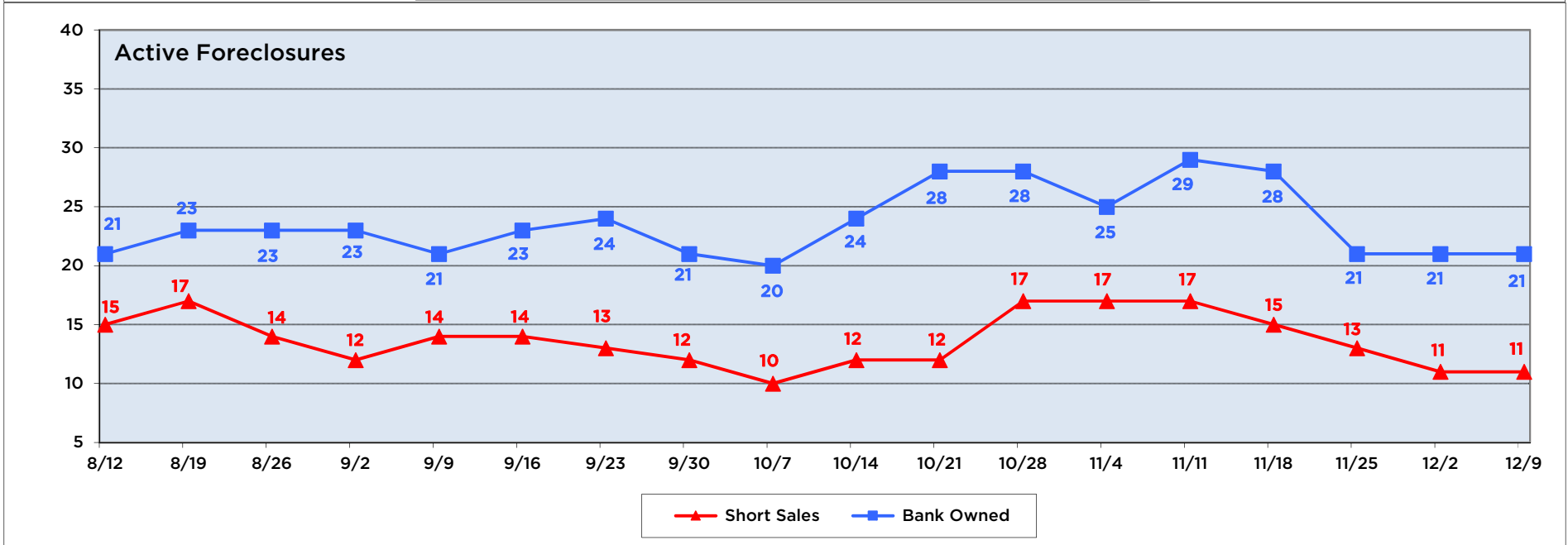
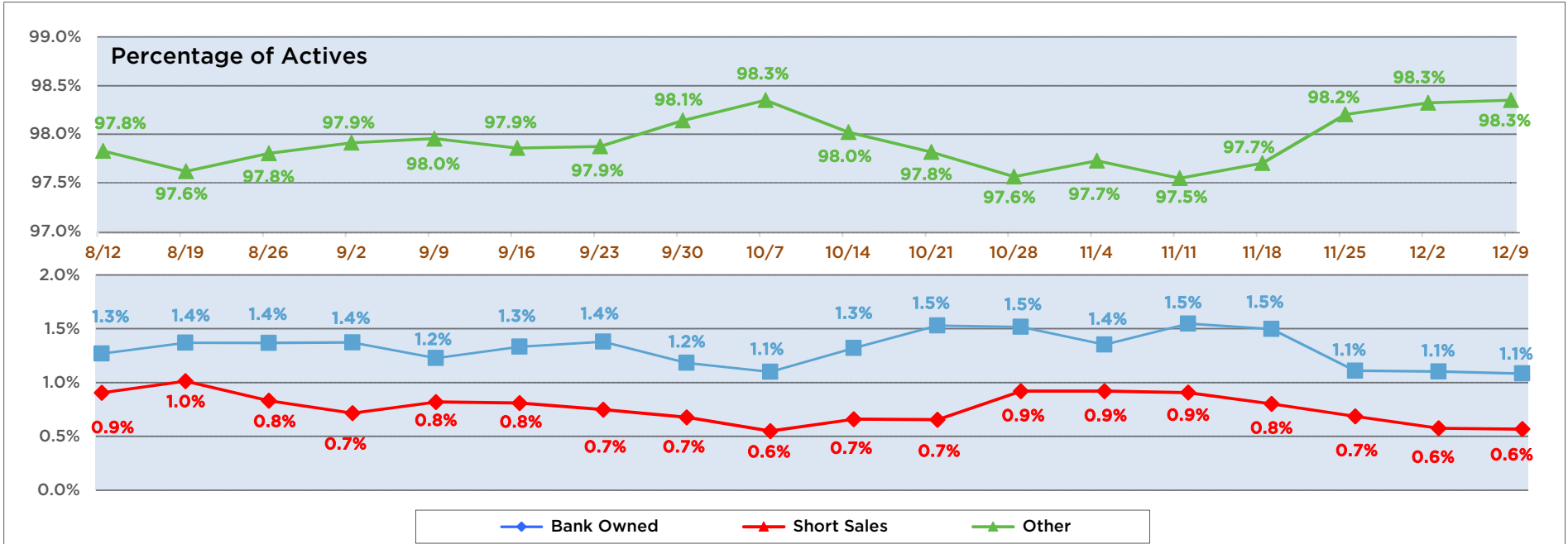




Condos, Townhomes, Villas

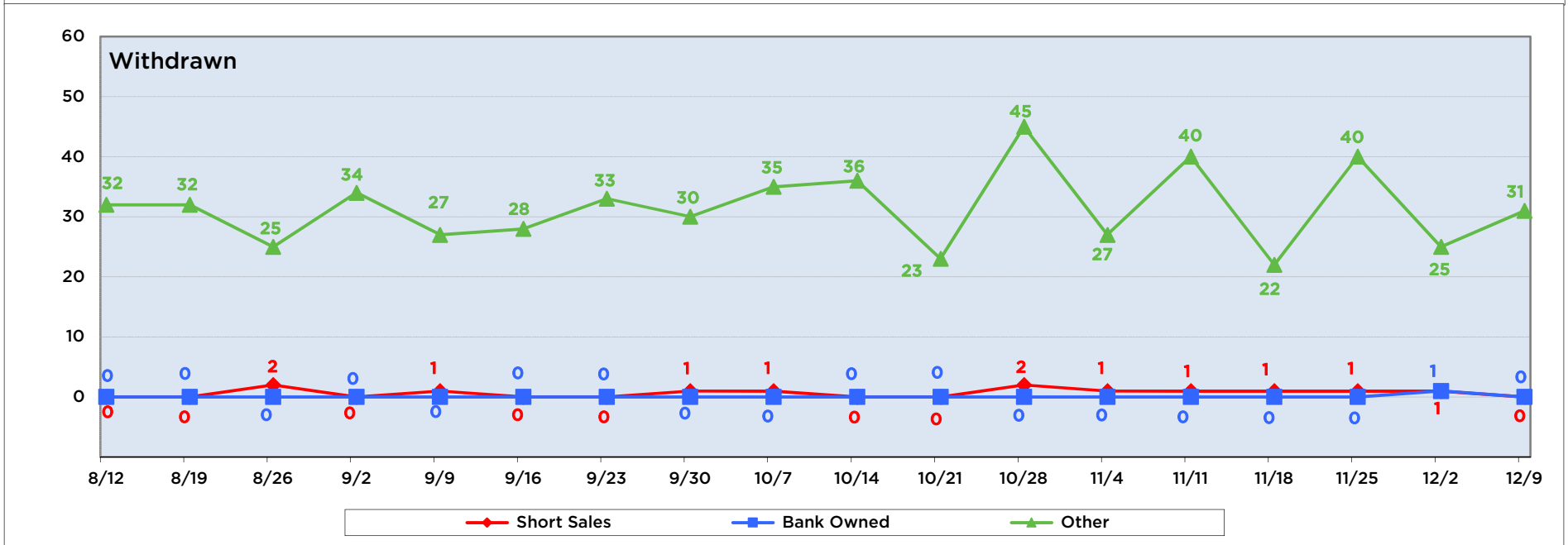
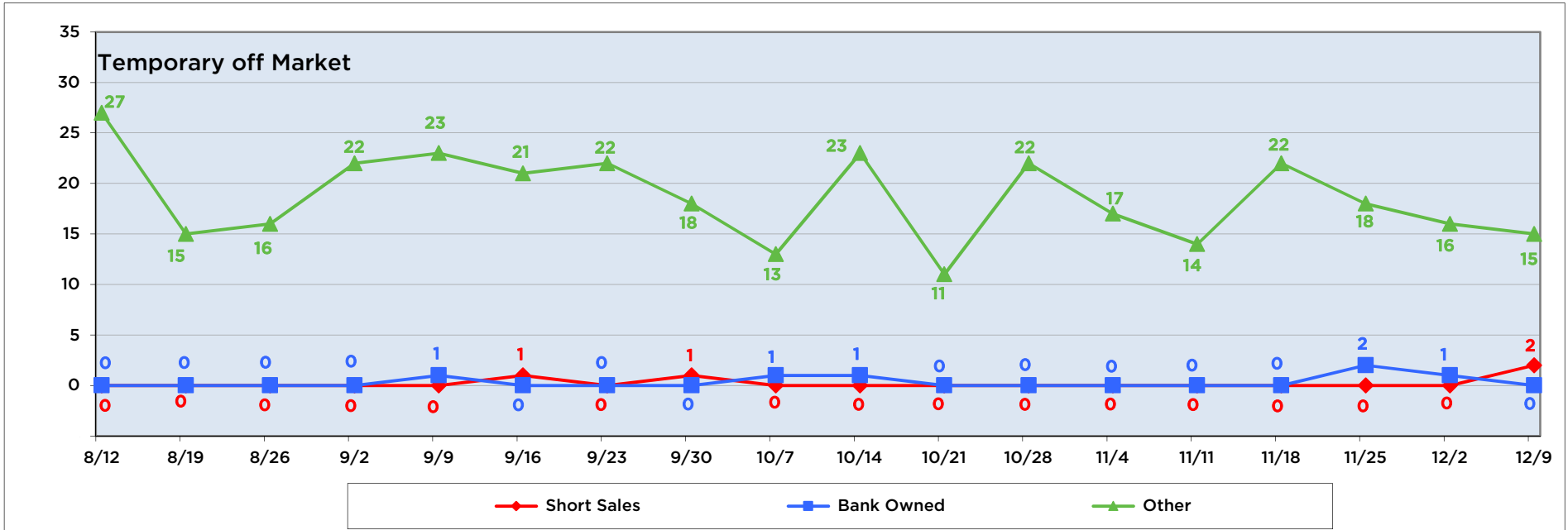


Condos, Townhomes, Villas

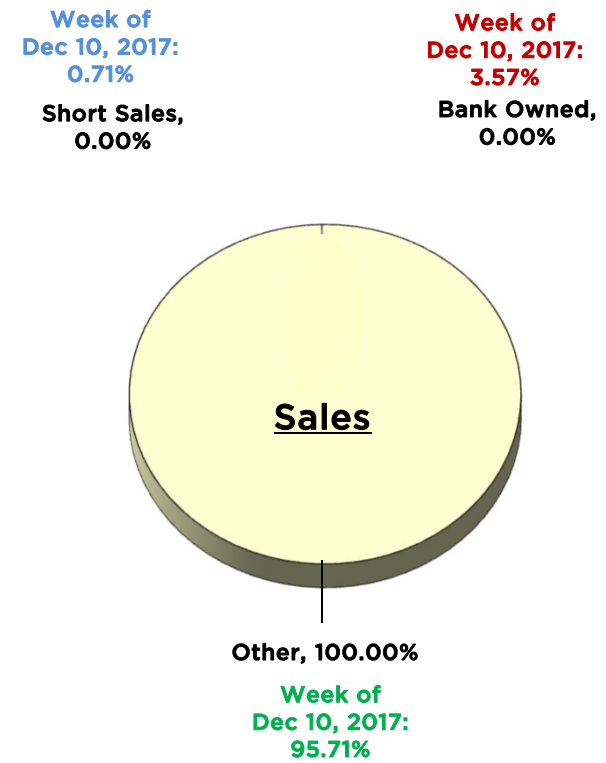
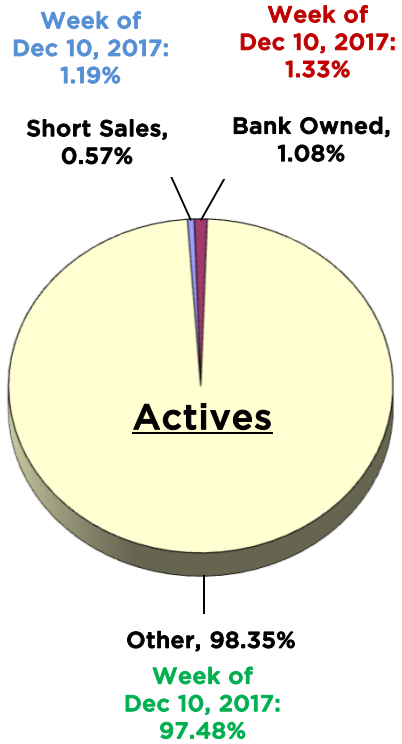




Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$167,000? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Orange County		1	\$167,500	3.0	2.0	1,739	\$96.32
Maitland / Eatonville	32751	1	\$167,500	3.0	2.0	1,739	\$96.32