



## ***Monday Morning Quarterback Summary***

***Week of Dec 16, 2018***

### ***Single-family existing homes***

- Sales of single-family homes increased to 533 during the week of Dec 16, from 442 the week prior
- The median price of single family homes decreased to \$252,500, a change of -2.5%
- The number of single-family home foreclosure transactions increased to 16 last week, from 11 the week of Dec 9
- The number of single-family home short-sale transactions increased to 8 from 3 the week prior
- Single-family inventory decreased by 207, and now sits at 7,170

### ***Condos, townhomes, and villas***

- Sales of condos, townhomes, and villas decreased to 45 during the week of Dec 16, from 122 the week prior
- The median price of condos, townhomes, and villas increased to \$169,950, a change of 1.8%
- The number of condo, townhome, and villa foreclosure transactions increased to 3 last week, from 0 the week of Dec 9
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory decreased by 57, and now sits at 1,881

*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
<b>Sales</b>	<b>533</b>	256	106	99	32	32	8
Bank Owned	16	10	1	3	0	1	1
Short Sales	8	5	1	1	0	1	0
Other	509	241	104	95	32	30	7
<b>Active Listings</b>	<b>7,170</b>	2,106	1,177	1,603	719	1,085	480
Bank Owned	162	97	15	26	9	13	2
Short Sales	76	24	19	16	3	12	2
Other	6,932	1,985	1,143	1,561	707	1,060	476
<b>Months of Inventory</b>	<b>3</b>	2	3	4	5	8	14

***List Price***

Average Original List Price	\$325,231	\$200,298	\$291,907	\$364,856	\$474,209	\$662,484	\$2,329,375
Average Final List Price	\$313,636	\$194,557	\$281,438	\$354,772	\$456,625	\$628,747	\$2,209,375

***Sale Price***

Average Price	\$301,555	\$188,737	\$272,302	\$344,187	\$442,280	\$612,594	\$1,964,719
Median Price	\$252,500	\$200,000	\$270,000	\$341,000	\$427,000	\$580,000	\$1,435,500

***Price Differences***

<i>Original to Final</i> List Price	-\$11,595	-\$5,741	-\$10,469	-\$10,084	-\$17,584	-\$33,737	-\$120,000
<i>Original</i> List to <i>Sale</i> Price - \$	-\$23,676	-\$11,561	-\$19,605	-\$20,669	-\$31,929	-\$49,890	-\$364,656
<i>Final</i> List to <i>Sale</i> Price - \$	-\$12,081	-\$5,820	-\$9,136	-\$10,585	-\$14,345	-\$16,153	-\$244,656
<i>Original</i> List to <i>Sale</i> Price - %	92.72%	94.23%	93.28%	94.34%	93.27%	92.47%	84.35%
<i>Final</i> List to <i>Sale</i> Price - %	96.15%	97.01%	96.75%	97.02%	96.86%	97.43%	88.93%

***Days on the Market***

Avg Days Listing to Contract	63	55	54	66	74	87	246
Combined Avg Days to Contract	65	48	56	75	82	122	303
Avg Days Listing to Closing	98	90	85	102	113	130	295
Avg Days Contract to Close	35	35	31	36	39	43	48

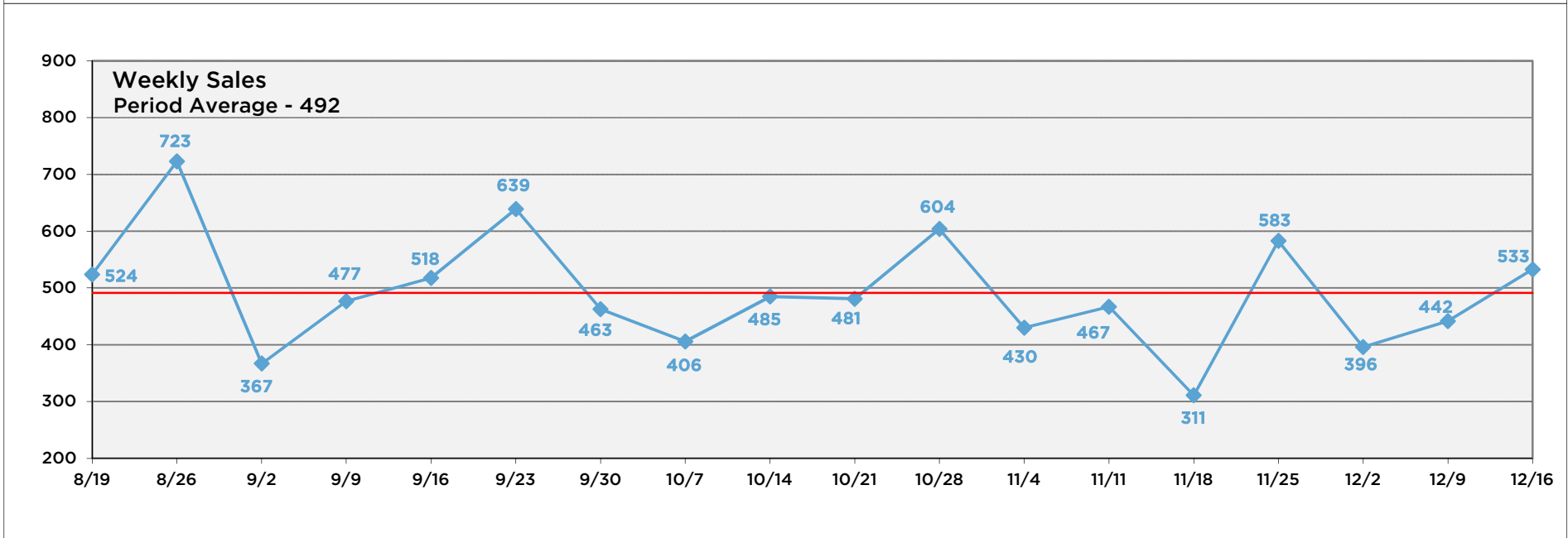
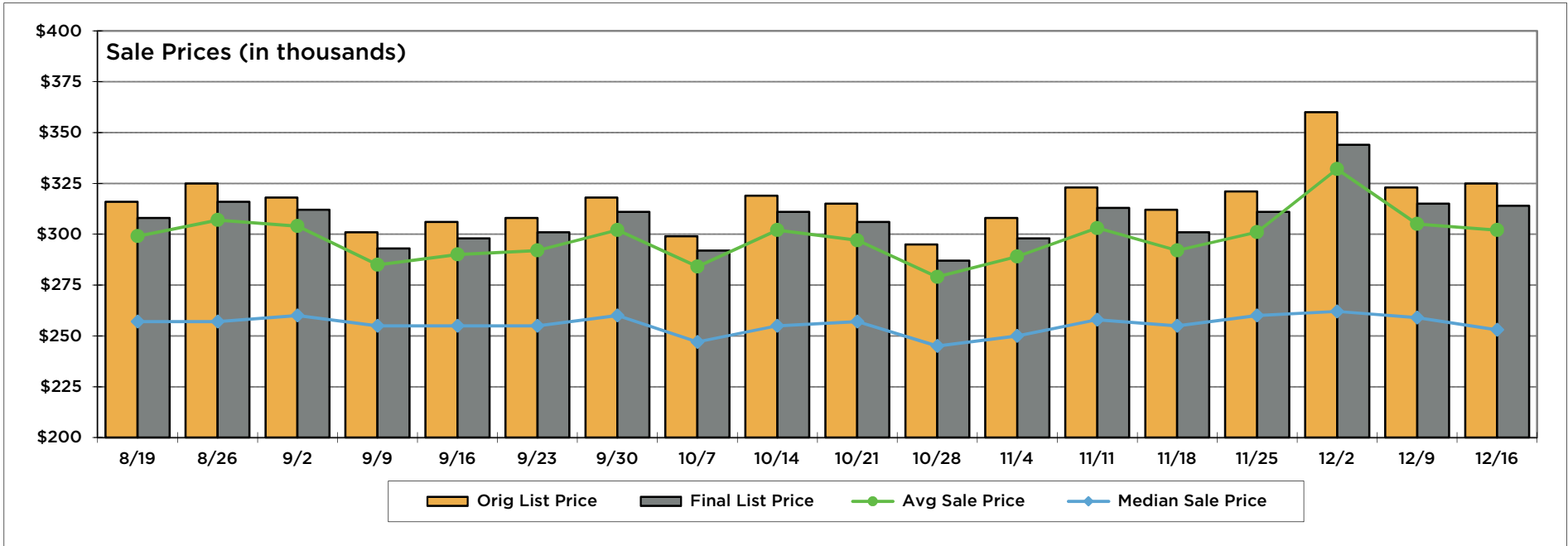
***Beds / Baths***

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

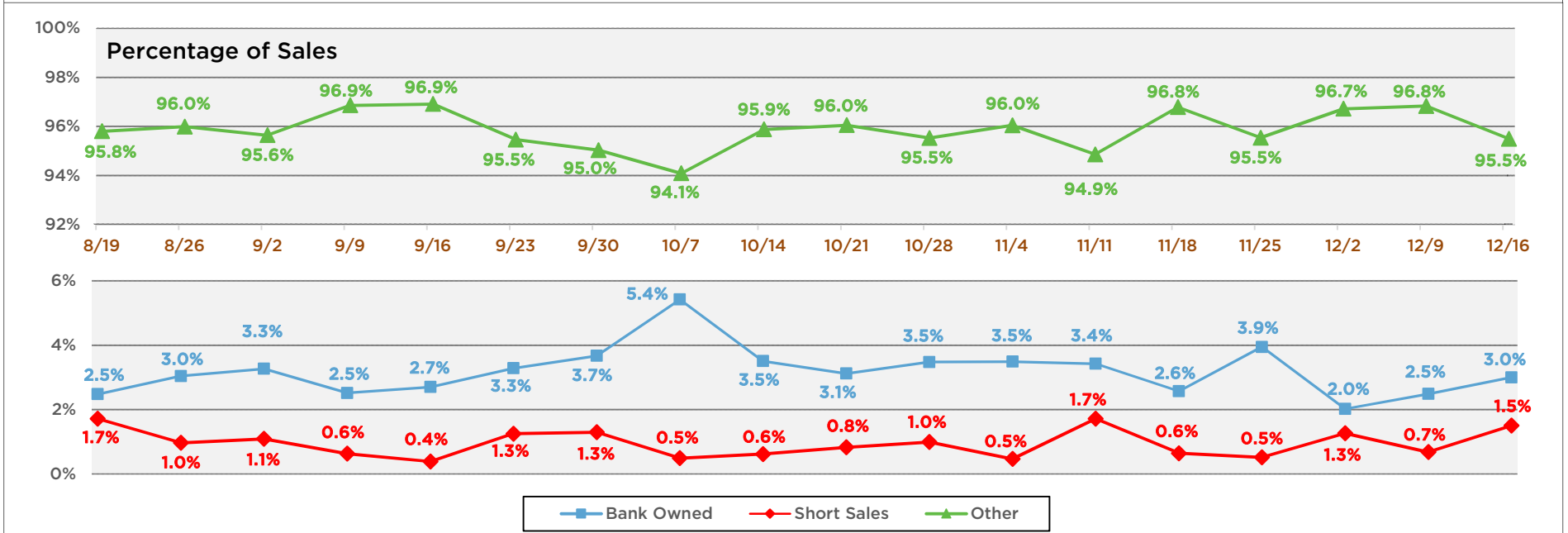
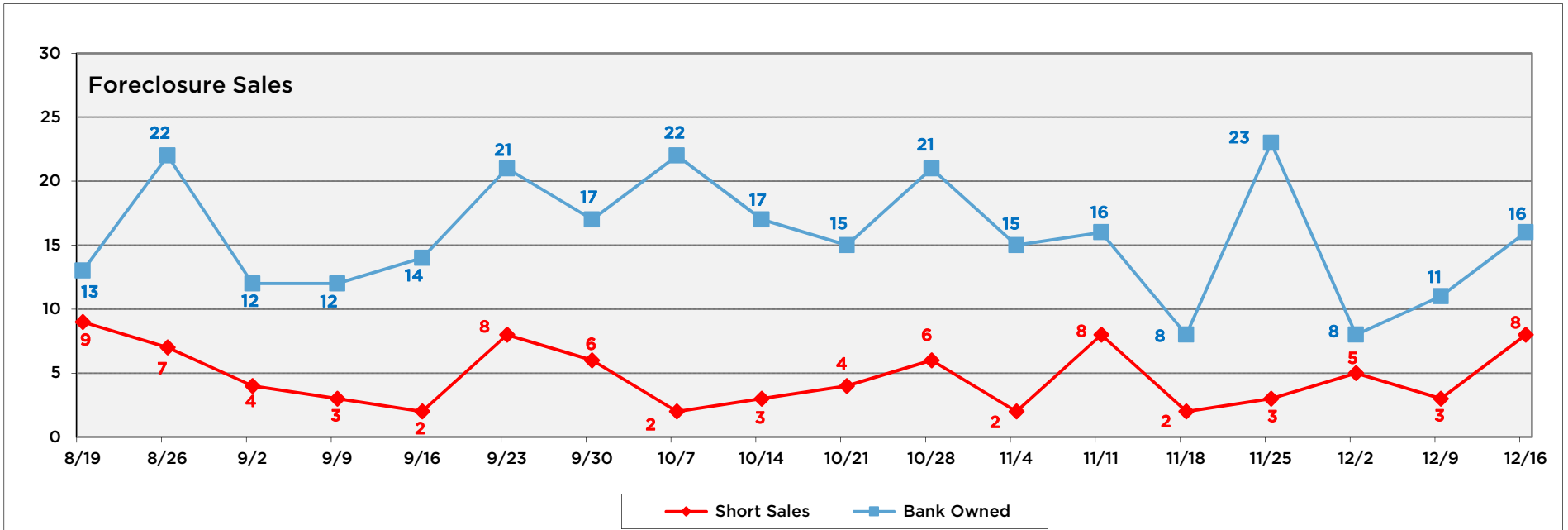
***Square Footage***

Average Square Feet	2,077	1,500	2,008	2,492	3,050	2,566	6,486
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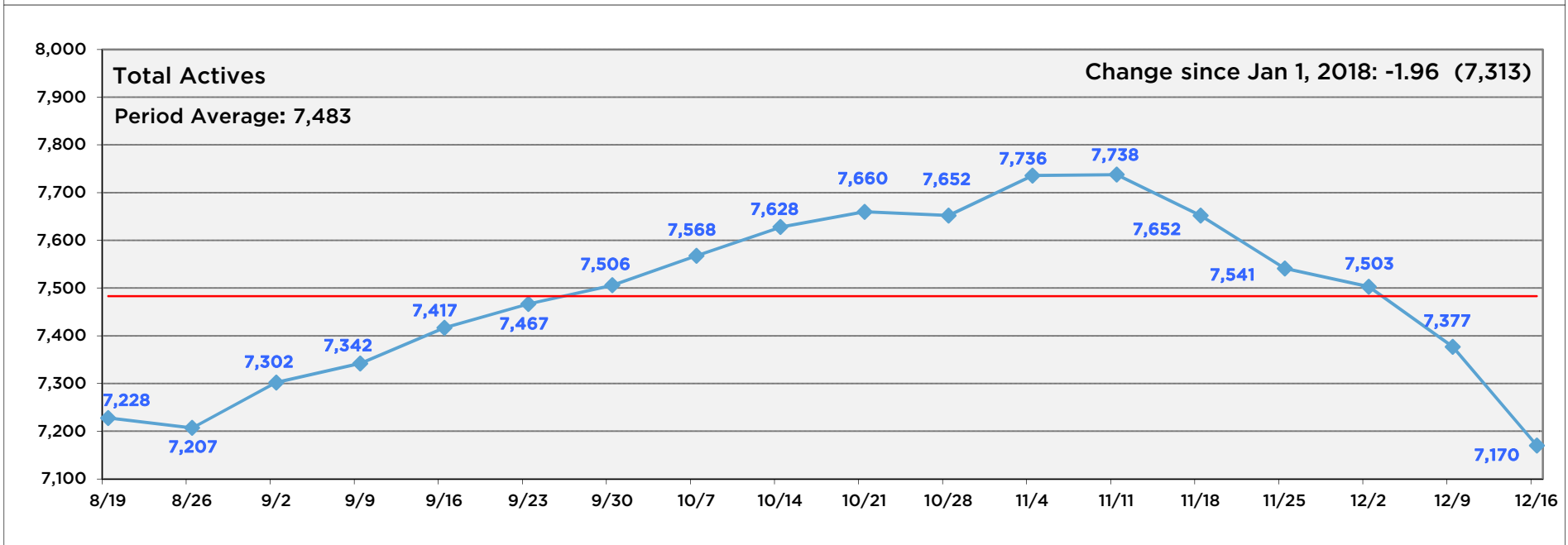
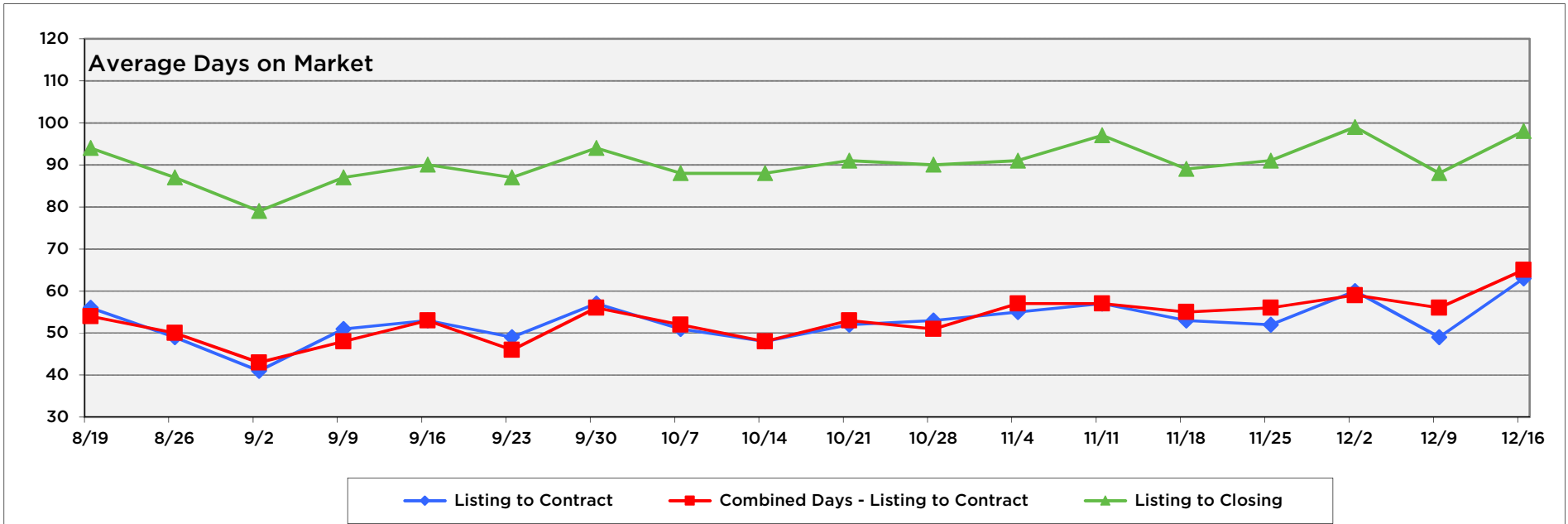
**Single Family Homes**



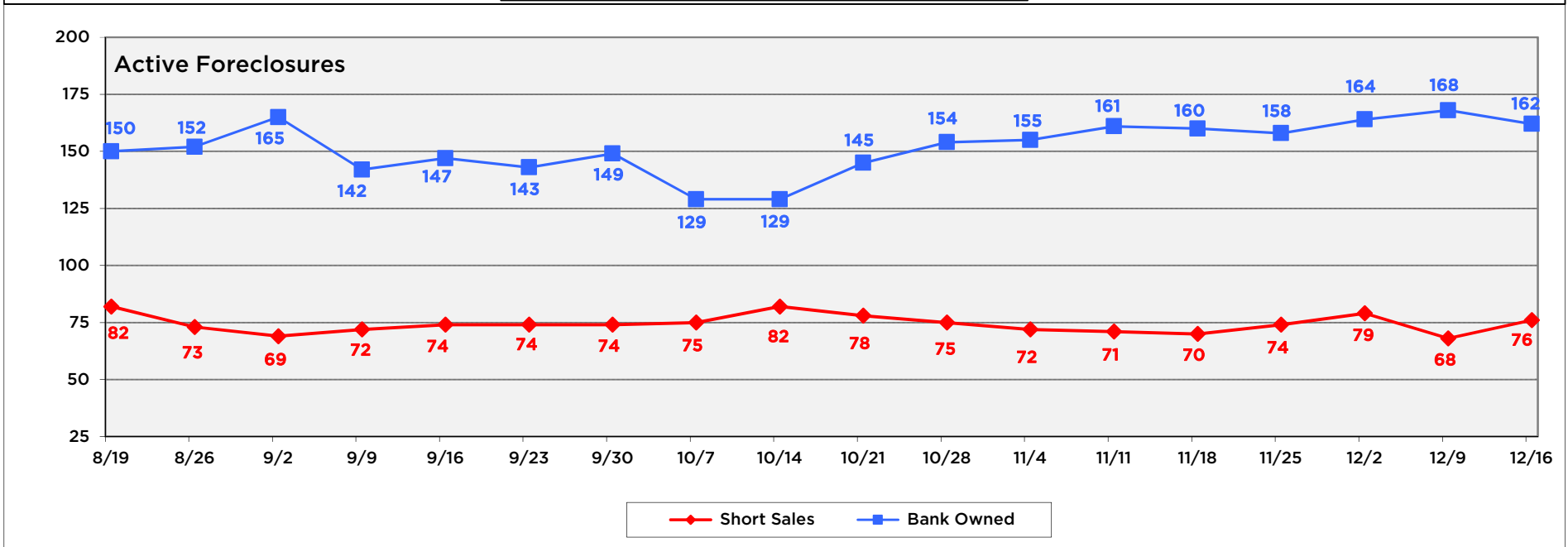
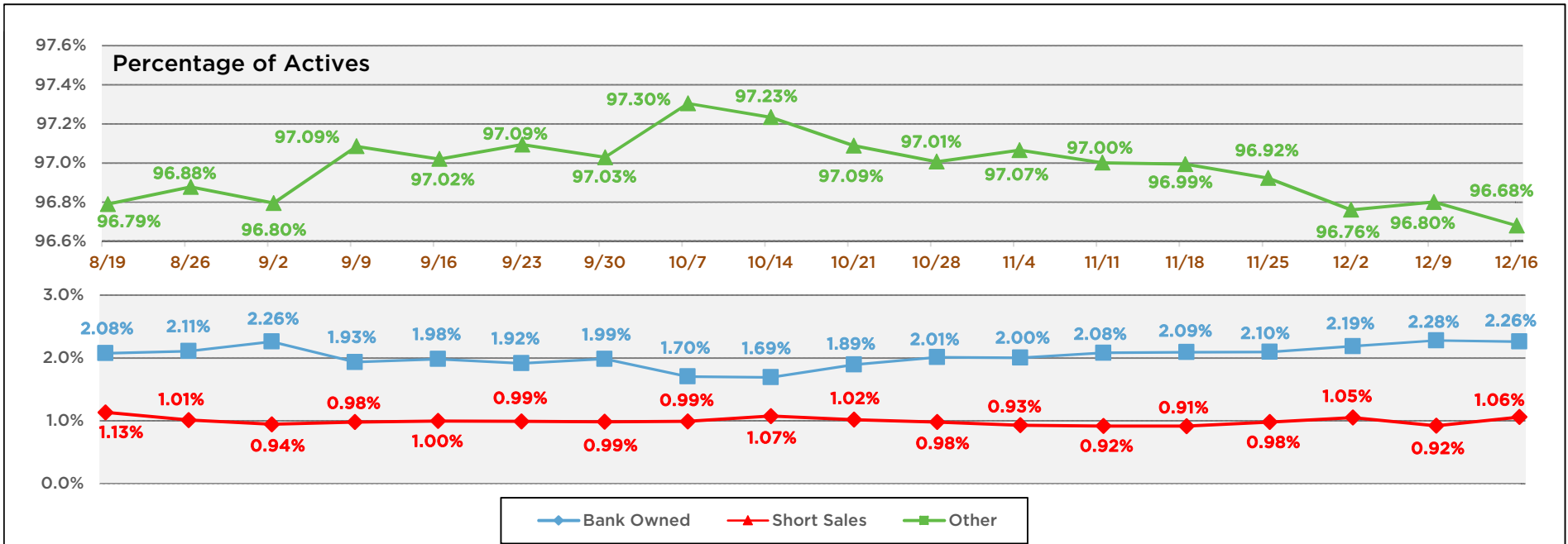
**Single Family Homes**



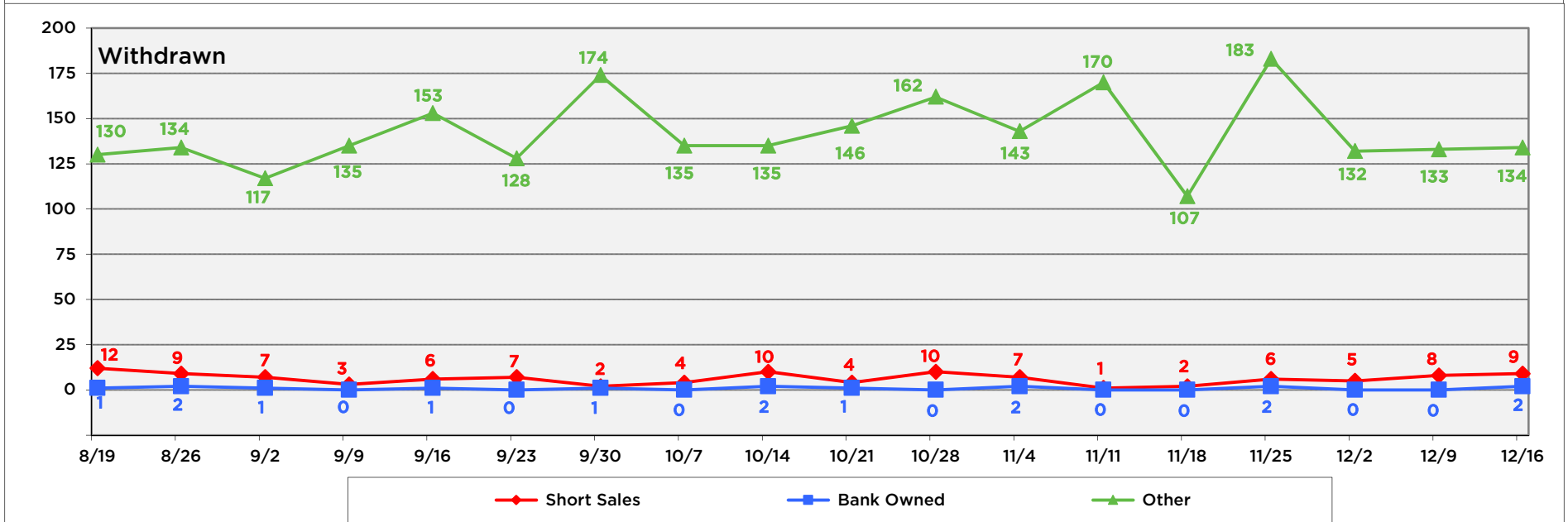
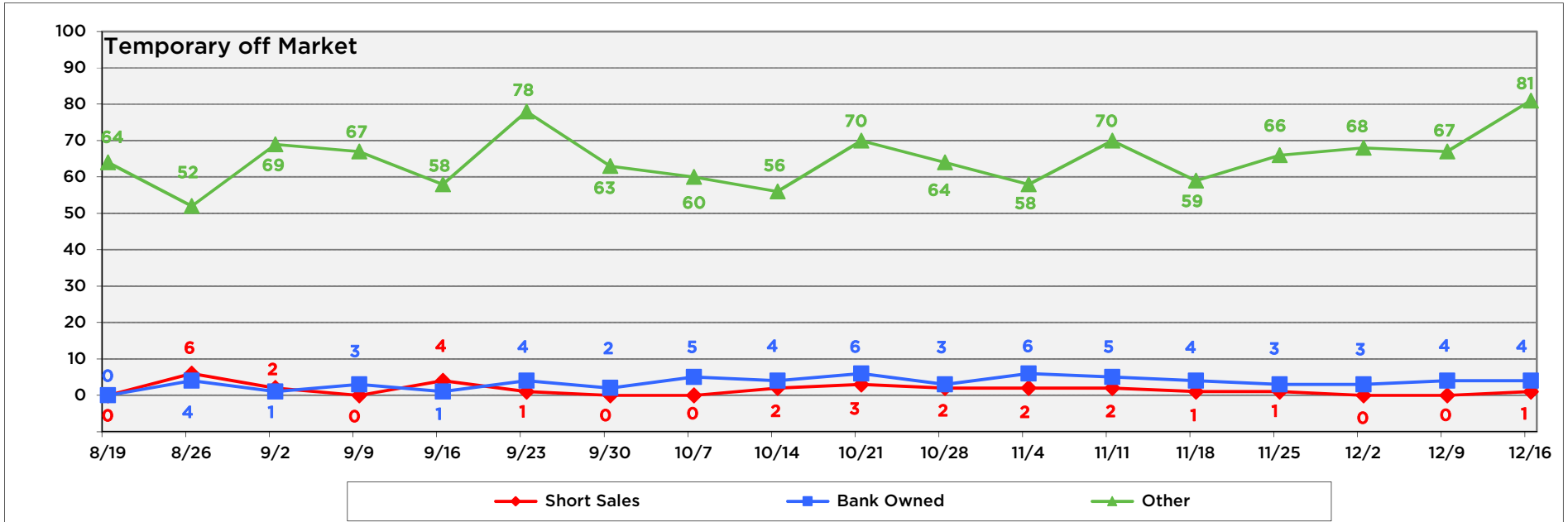
### Single Family Homes



**Single Family Homes**

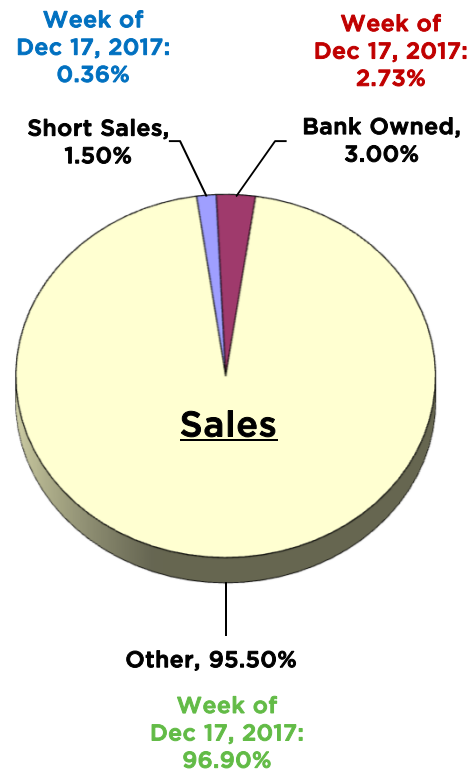
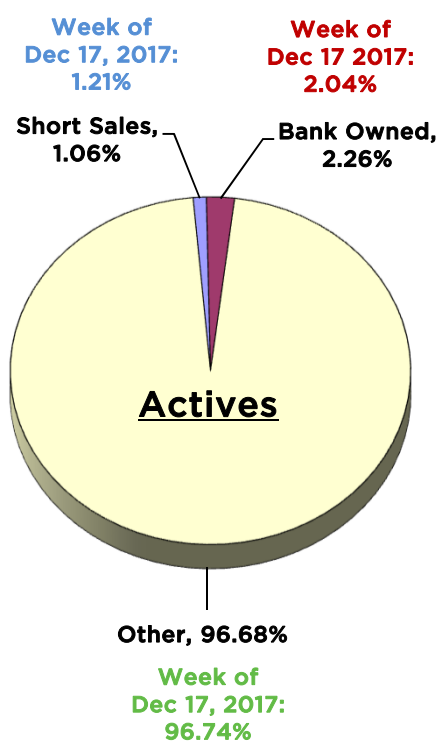


**Single Family Homes**





### Single Family Homes





**Where are the 13 Single Family Homes available for the Median Price of \$252,500? (± \$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>
<b>Seminole County</b>		<b>2</b>	<b>\$253,000</b>	<b>3.0</b>	<b>2.0</b>	<b>1,572</b>	<b>\$160.99</b>
Casselberry	32707	1	\$253,000	3.0	2.0	1,603	\$157.83
Winter Park	32792	1	\$253,000	3.0	2.0	1,540	\$164.29
<b>Orange County</b>		<b>3</b>	<b>\$252,000</b>	<b>3.3</b>	<b>2.0</b>	<b>1,697</b>	<b>\$148.53</b>
Apopka (North)	32712	1	\$252,000	3.0	2.0	1,561	\$161.43
Mount Dora	32757	1	\$252,000	3.0	2.0	1,867	\$134.98
Hunters Creek	32837	1	\$252,000	4.0	2.0	1,662	\$151.62
<b>Osceola County</b>		<b>3</b>	<b>\$252,600</b>	<b>3.3</b>	<b>2.0</b>	<b>1,930</b>	<b>\$130.88</b>
Kissimmee / Poinciana	34758	1	\$252,000	4.0	2.0	1,952	\$129.10
St Cloud / Canoe Creek	34772	2	\$252,900	3.0	2.0	1,919	\$131.79
<b>Lake County</b>		<b>5</b>	<b>\$252,100</b>	<b>3.6</b>	<b>2.0</b>	<b>1,904</b>	<b>\$132.43</b>
Tavares / Mt Plymouth	32778	1	\$252,500	3.0	2.0	1,981	\$127.46
Clermont (Central)	34711	2	\$252,000	4.0	2.0	1,927	\$130.77
Minneola	34715	1	\$252,000	4.0	2.0	1,855	\$135.85
Groveland	34736	1	\$252,000	3.0	2.0	1,828	\$137.86

**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>145</b>	124	14	6	0	1	0
Bank Owned	3	3	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	141	120	14	6	0	1	0
<b>Active Listings</b>	<b>1,881</b>	1,359	208	206	47	46	15
Bank Owned	28	27	1	0	0	0	0
Short Sales	17	13	3	0	1	0	0
Other	1,836	1,319	204	206	46	46	15
<b>Months of Inventory</b>	<b>3</b>	3	3	8	0	11	0

***List Price***

Average Original List Price	<b>\$188,657</b>	\$163,701	\$287,032	\$385,483	\$0	\$725,000	\$0
Average Final List Price	<b>\$185,277</b>	\$161,319	\$283,911	\$360,317	\$0	\$725,000	\$0

***Sale Price***

Average Price	<b>\$178,479</b>	\$155,201	\$275,536	\$346,158	\$0	\$700,000	\$0
Median Price	<b>\$169,950</b>	\$156,500	\$272,250	\$346,475	\$0	\$700,000	\$0

***Price Differences***

<b>Original to Final List Price</b>	<b>-\$3,380</b>	-\$2,382	-\$3,121	-\$25,166	\$0	\$0	\$0
<b>Original List to Sale Price - \$</b>	<b>-\$10,178</b>	-\$8,500	-\$11,496	-\$39,325	\$0	-\$25,000	\$0
<b>Final List to Sale Price - \$</b>	<b>-\$6,798</b>	-\$6,118	-\$8,375	-\$14,159	\$0	-\$25,000	\$0
<b>Original List to Sale Price - %</b>	<b>94.61%</b>	94.81%	95.99%	89.80%	0.00%	96.55%	0.00%
<b>Final List to Sale Price - %</b>	<b>96.33%</b>	96.21%	97.05%	96.07%	0.00%	96.55%	0.00%

***Days on the Market***

Avg Days Listing to Contract	<b>47</b>	42	74	88	0	0	0
Combined Avg Days to Contract	<b>45</b>	39	77	88	0	0	0
Avg Days Listing to Closing	<b>76</b>	72	112	106	0	18	0
Avg Days Contract to Close	<b>30</b>	30	37	19	0	18	0

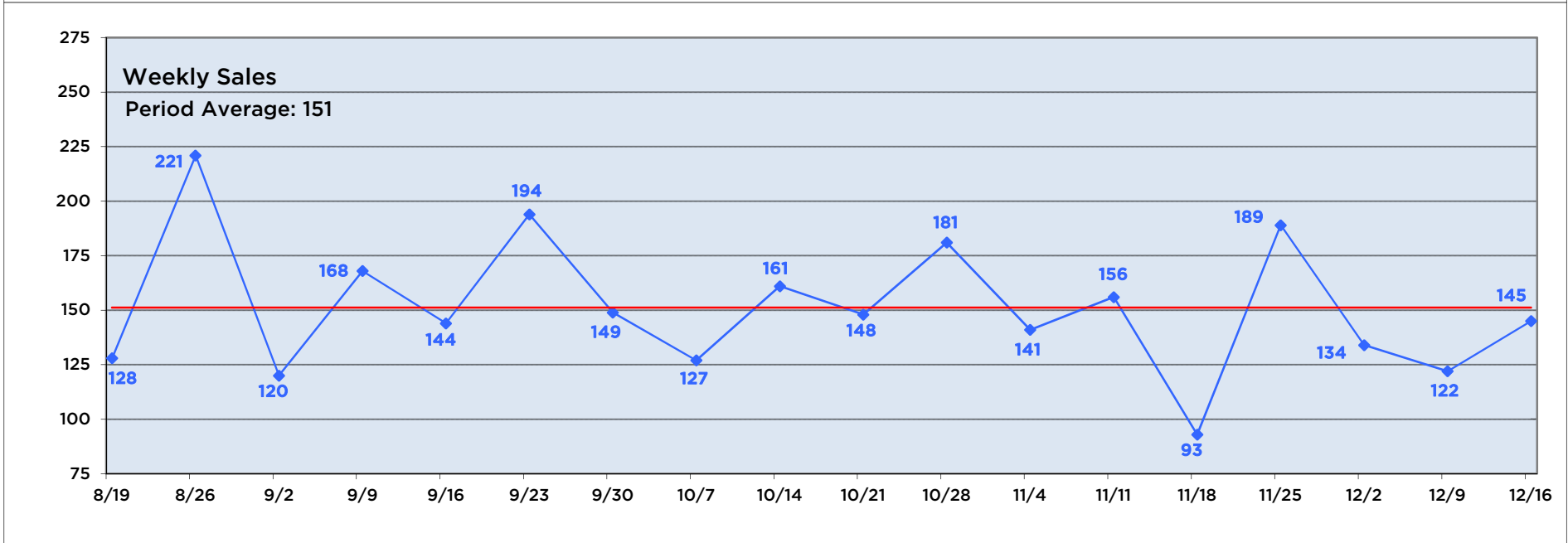
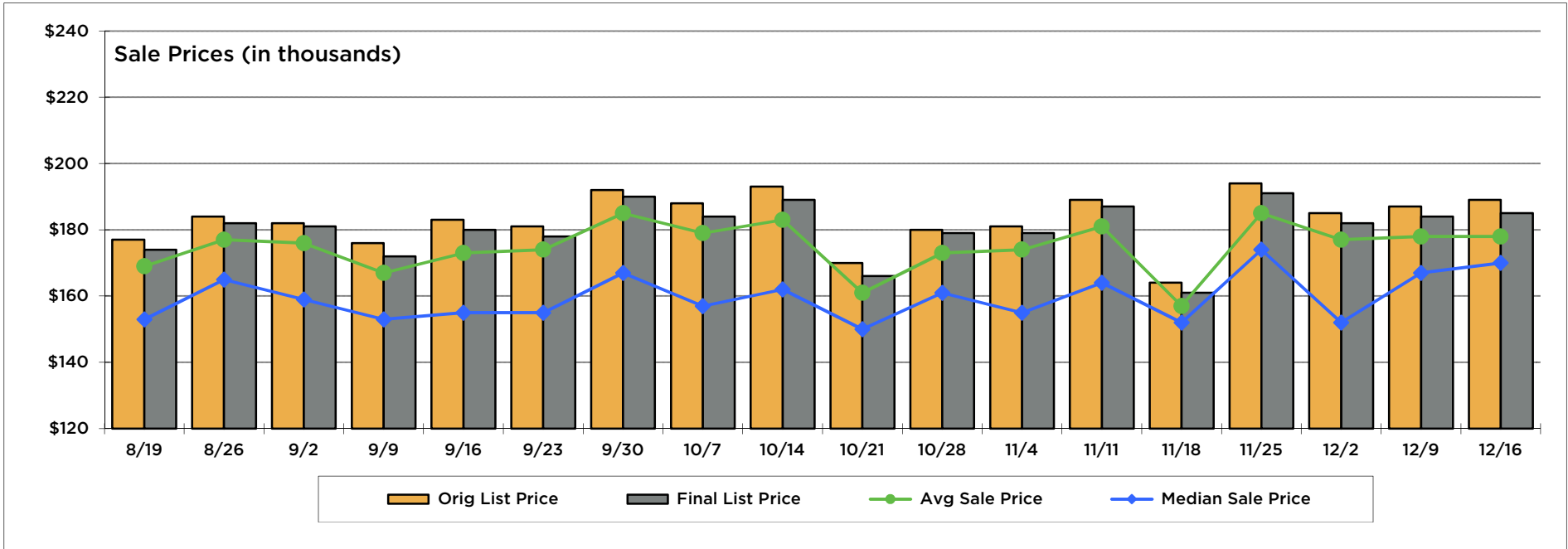
***Beds / Baths***

Average Bedrooms	<b>2</b>	2	3	3	0	2	0
Average Full Baths	<b>2</b>	2	2	3	0	2	0
Average Half Baths	<b>0</b>	0	1	1	0	1	0

***Square Footage***

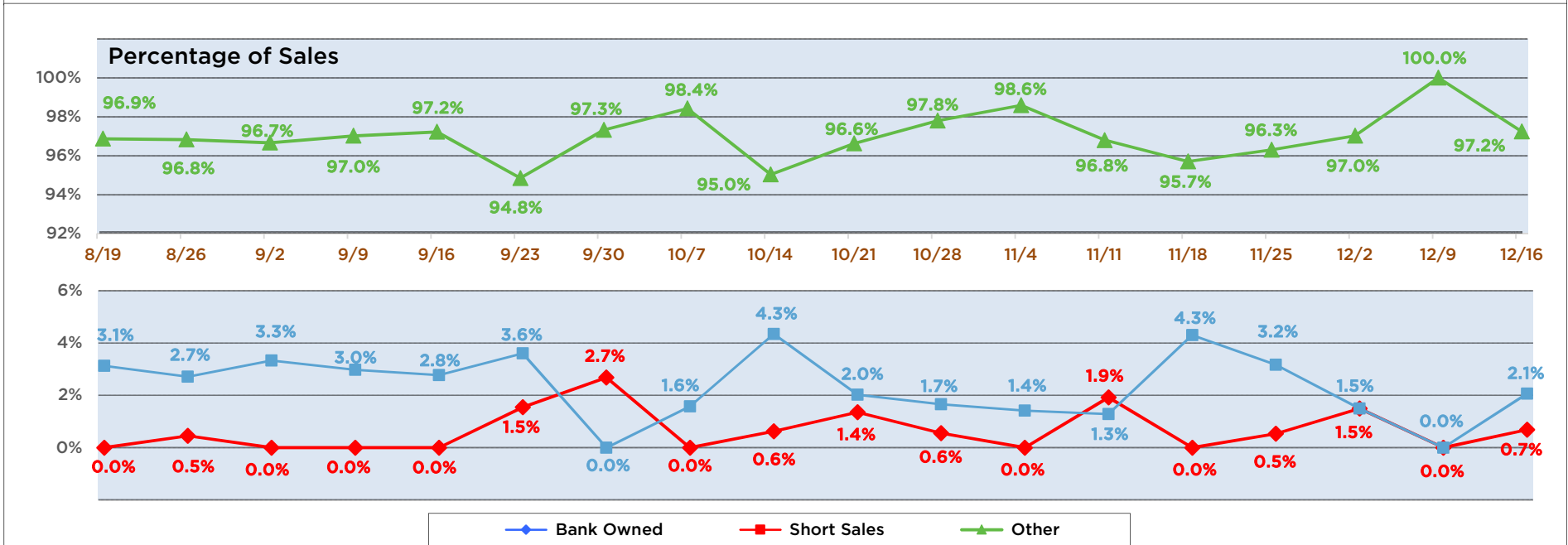
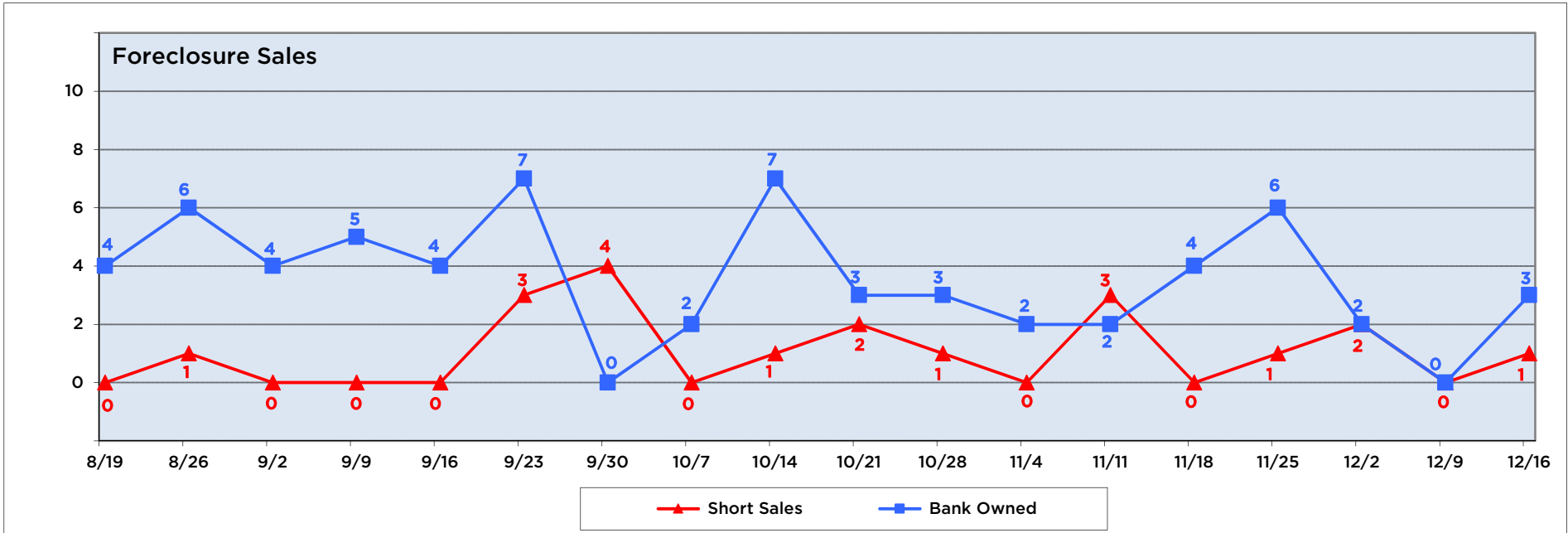
Average Square Feet	<b>1,372</b>	1,276	1,796	2,247	0	2,120	0
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**Condos, Townhomes, Villas**

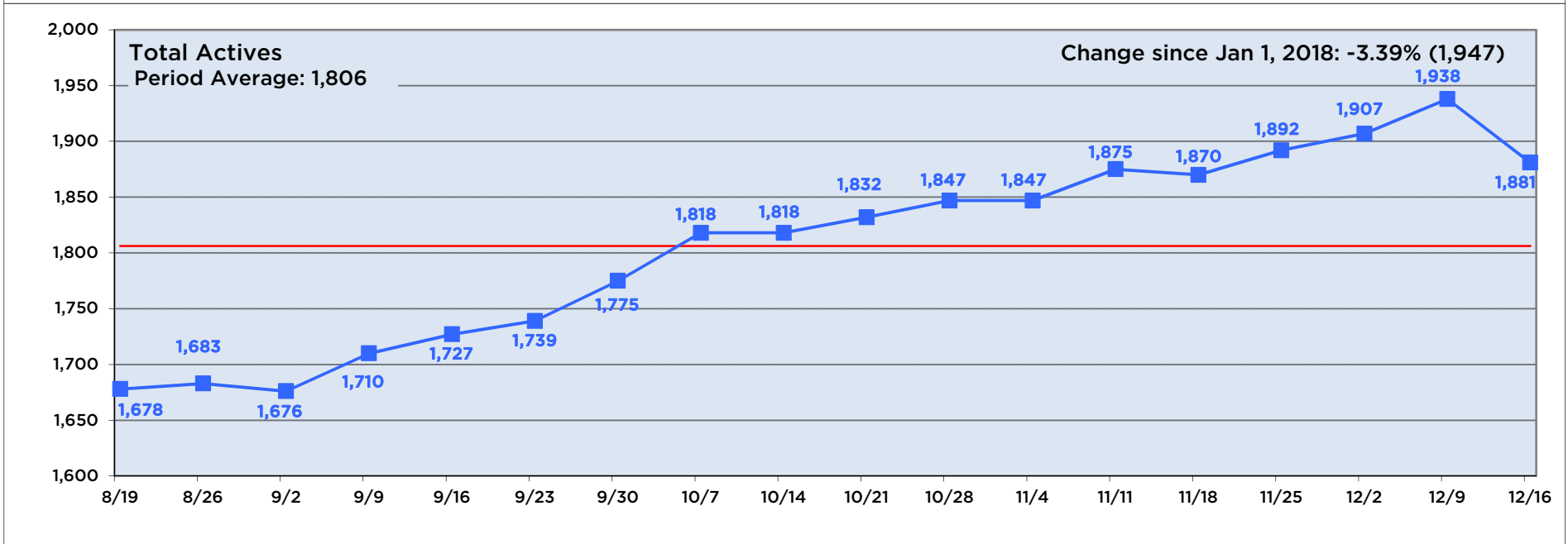
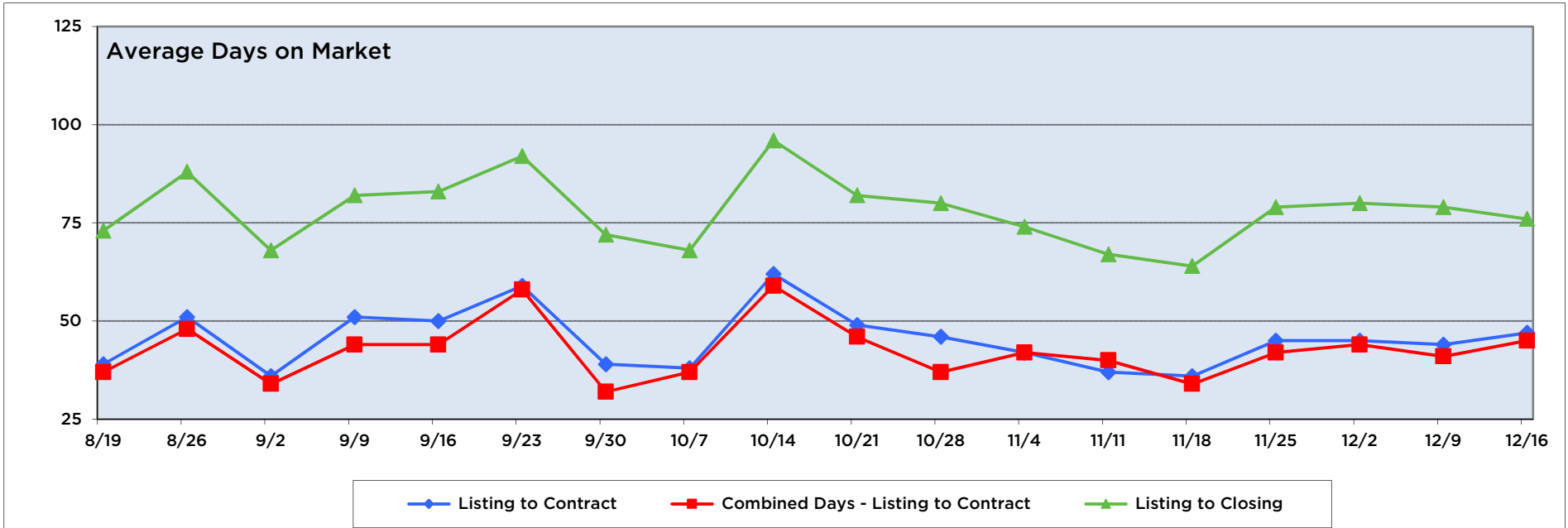




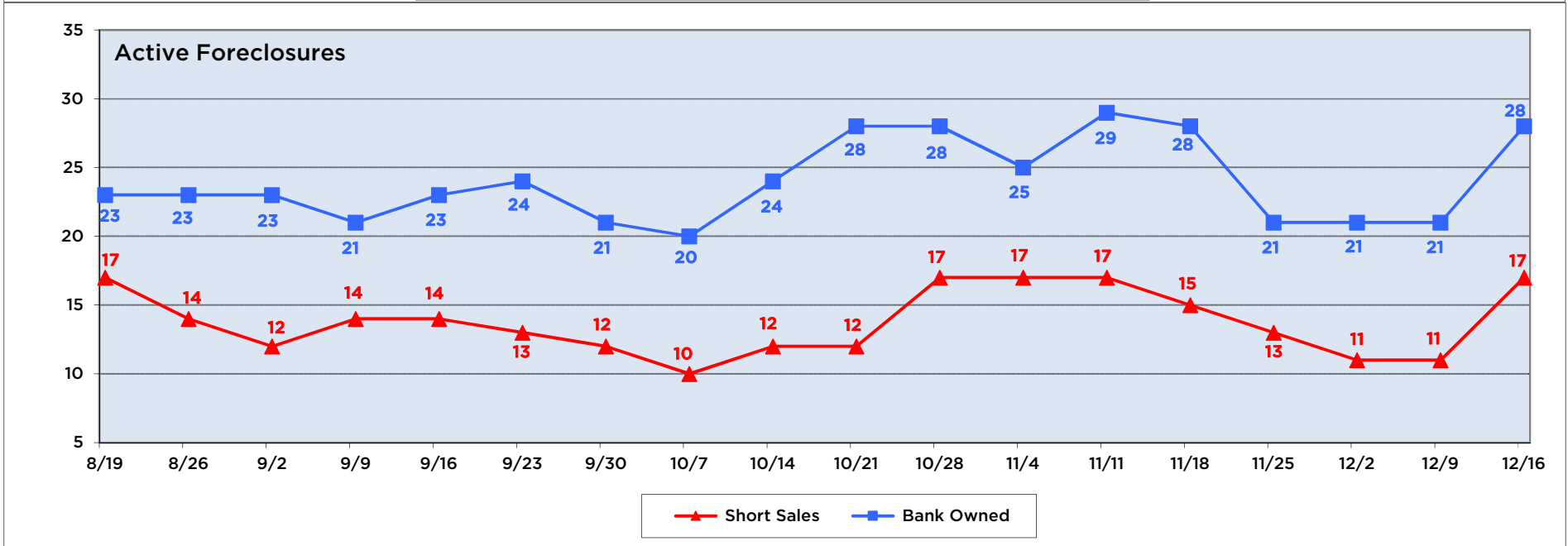
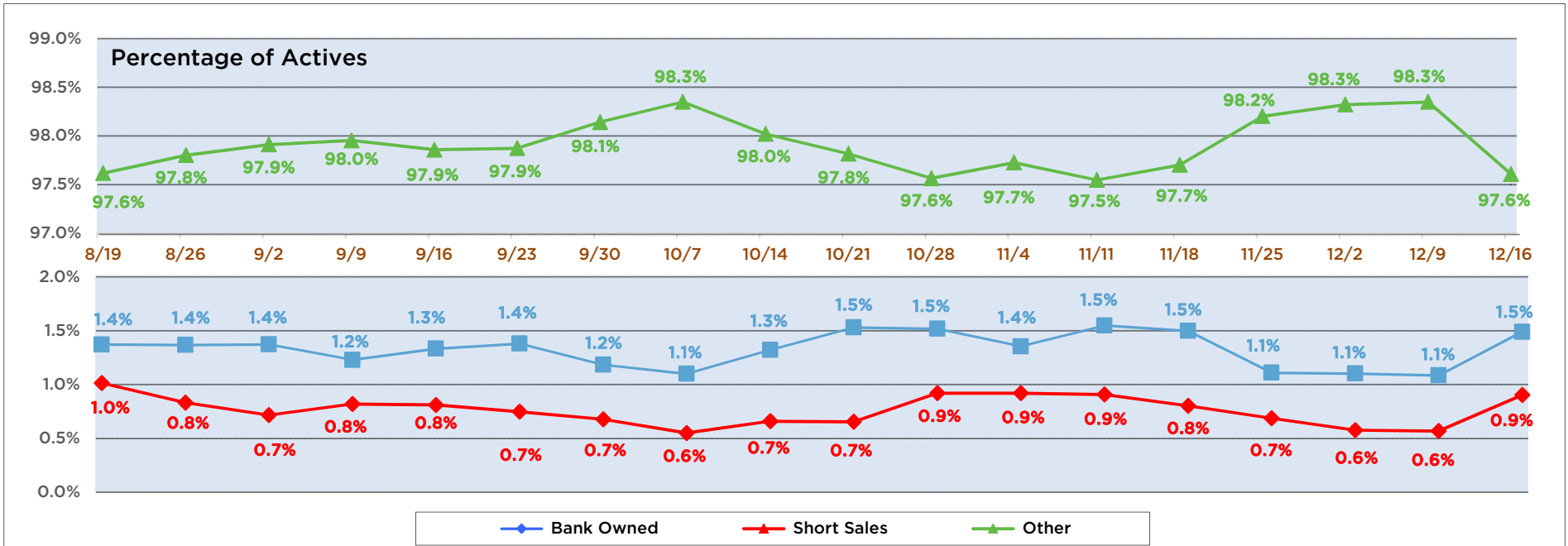
**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**

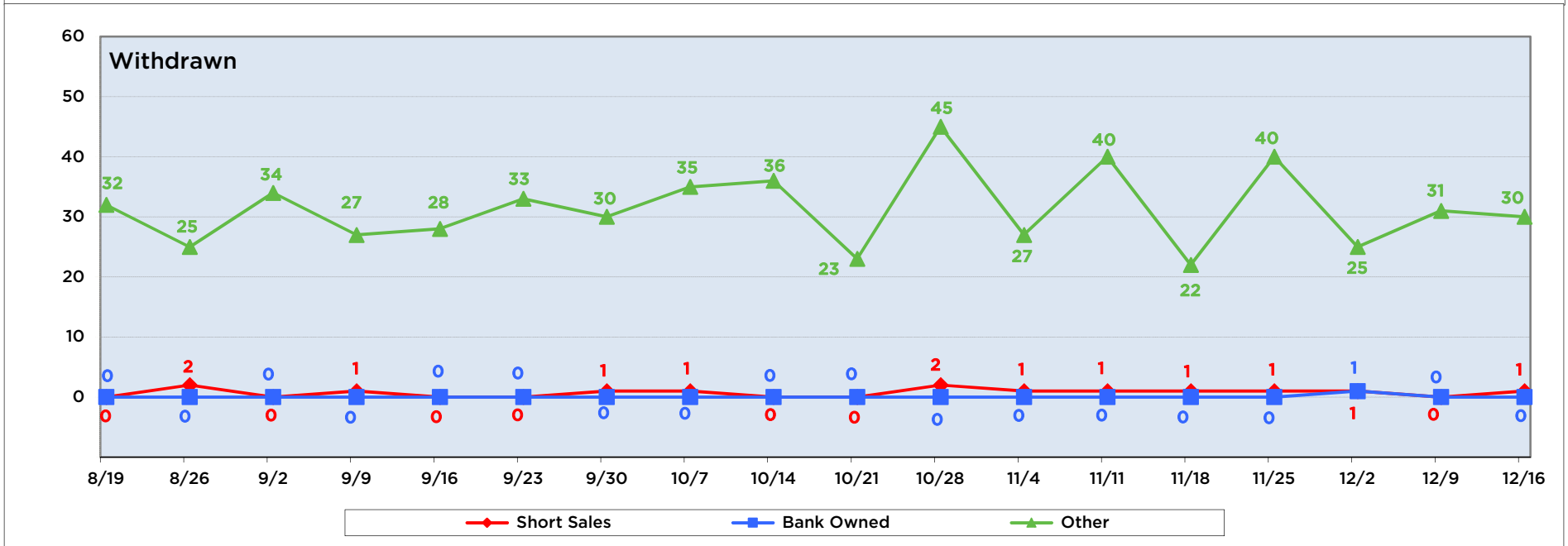
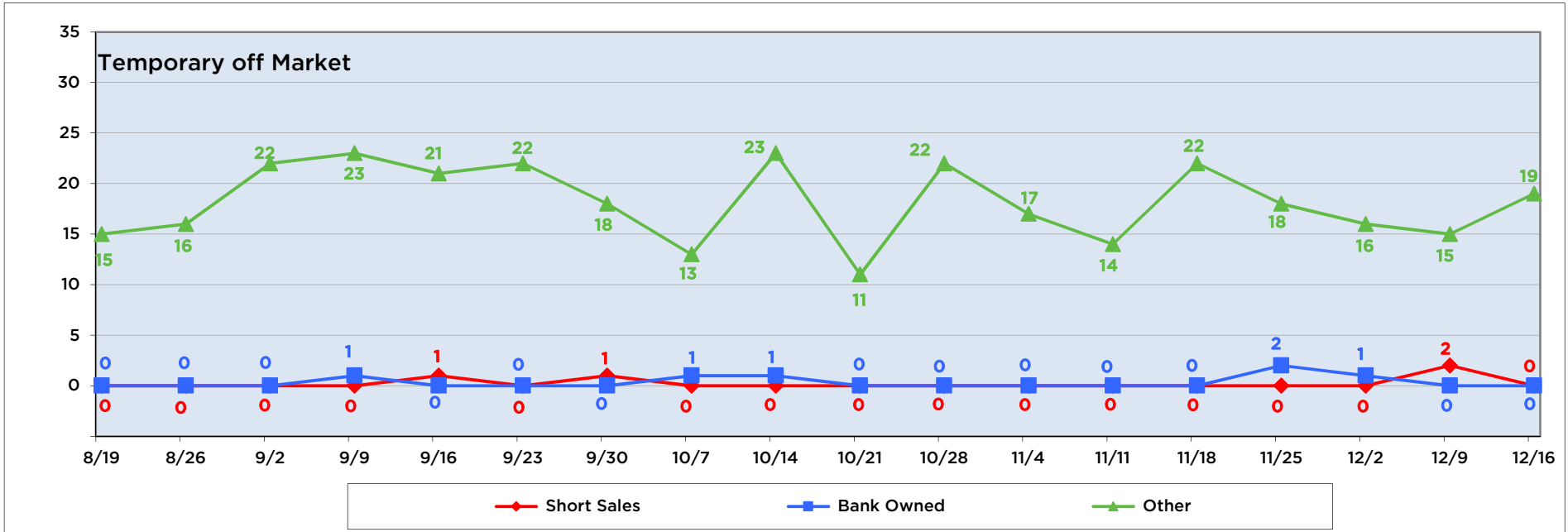


**Condos, Townhomes, Villas**

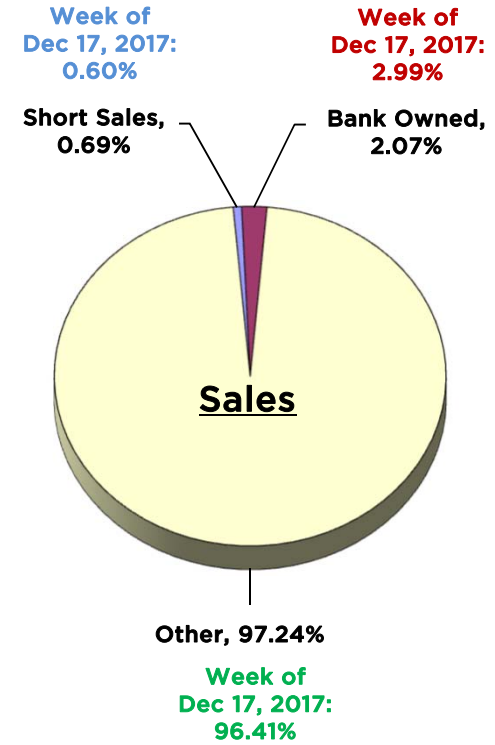
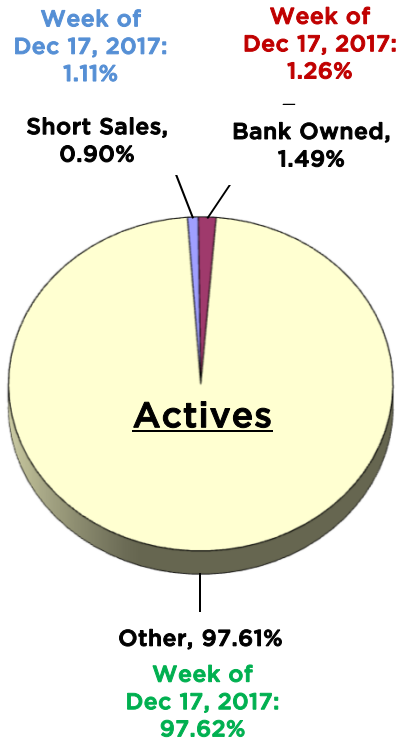




**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**





**Where are the 25 Condos, Townhomes, or Villas available for the Median Price of \$169,950? (± \$500)**

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
<b>Seminole County</b>		<b>7</b>	<b>\$169,899</b>	<b>2.1</b>	<b>2.0</b>	<b>1,337</b>	<b>\$127.05</b>
Altamonte Springs (East)	32701	1	\$170,000	2.0	2.0	1,127	\$150.84
Casselberry	32707	1	\$169,500	2.0	2.0	1,328	\$127.64
Winter Springs / Tuskawilla	32708	1	\$169,900	3.0	2.0	1,359	\$125.02
Sanford (South)	32773	2	\$170,000	2.0	2.0	1,442	\$117.89
Longwood / Wekiva Springs	32779	1	\$169,900	2.0	2.0	1,427	\$119.06
Winter Park	32792	1	\$169,990	2.0	2.0	1,236	\$137.53
<b>Orange County</b>		<b>8</b>	<b>\$169,950</b>	<b>2.0</b>	<b>1.8</b>	<b>1,009</b>	<b>\$168.52</b>
Winter Park (West)	32789	1	\$169,900	1.0	1.0	864	\$196.64
Colonialtown	32803	2	\$169,950	2.0	2.0	884	\$192.25
College Park	32804	1	\$170,000	2.0	2.0	1,283	\$132.50
Williamsburg / Lake Bryan	32821	1	\$169,900	2.0	2.0	1,060	\$160.28
Research Park	32826	1	\$170,000	2.0	1.0	888	\$191.44
Union Park / Chickasaw	32829	1	\$169,900	2.0	2.0	1,071	\$158.64
Hunters Creek	32837	1	\$170,000	3.0	2.0	1,134	\$149.91
<b>Osceola County</b>		<b>7</b>	<b>\$169,943</b>	<b>2.4</b>	<b>2.1</b>	<b>1,120</b>	<b>\$151.79</b>
Davenport	33896	1	\$170,000	3.0	2.0	1,248	\$136.22
Kissimmee (Central)	34741	1	\$169,900	2.0	2.0	940	\$180.74
Kissimmee (East)	34744	1	\$169,900	3.0	2.0	1,512	\$112.37
Kissimmee / Celebration	34747	2	\$169,950	2.0	2.0	999	\$170.12
Kissimmee / Poinciana	34758	1	\$170,000	3.0	3.0	600	\$283.33
St Cloud	34769	1	\$169,900	2.0	2.0	1,539	\$110.40
<b>Lake County</b>		<b>3</b>	<b>\$169,933</b>	<b>2.0</b>	<b>2.0</b>	<b>1,682</b>	<b>\$101.01</b>
Leesburg (West)	34748	1	\$169,900	2.0	2.0	1,531	\$110.97
Leesburg (East)/Haines Creek	34788	2	\$169,950	2.0	2.0	1,758	\$96.67