



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

***Week of Dec 30, 2018***

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

- Sales of single-family homes decreased to 322 during the week of Dec 30, from 442 the week prior
- The median price of single family homes decreased to \$245,000, a change of -3.9%
- The number of single-family home foreclosure transactions decreased to 13 last week, from 14 the week of Dec 23
- The number of single-family home short-sale transactions decreased to 3 from 8 the week prior
- Single-family inventory increased by 134, and now sits at 7,080

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

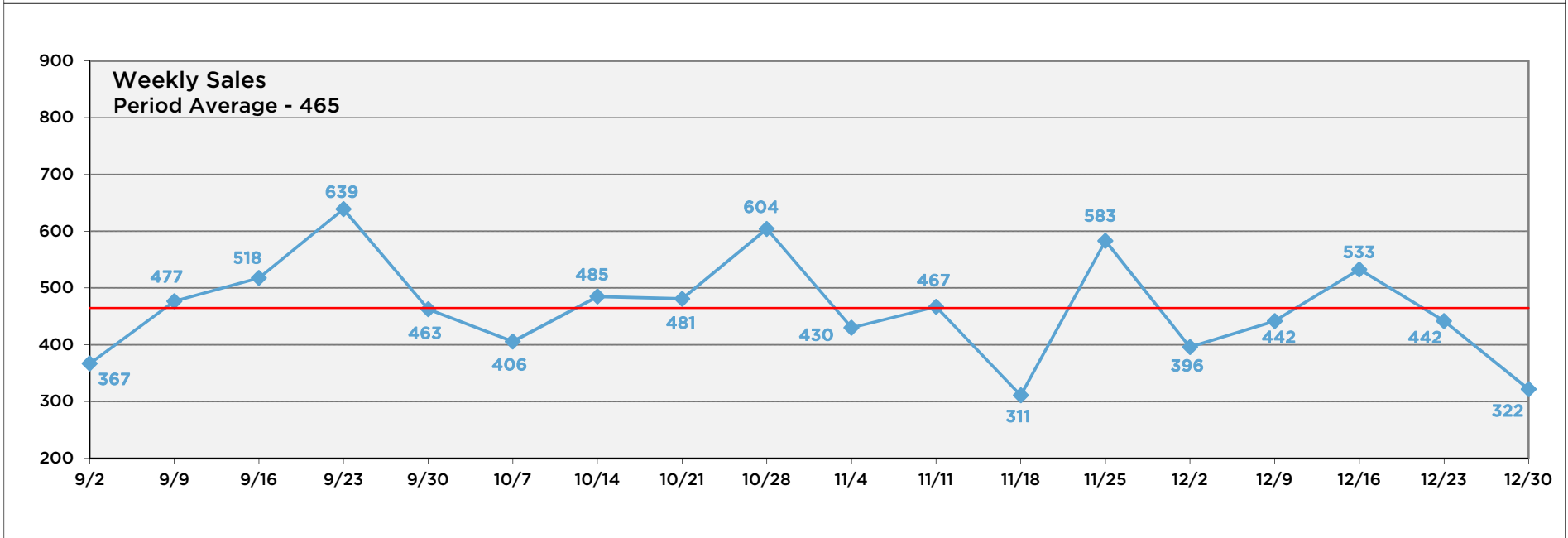
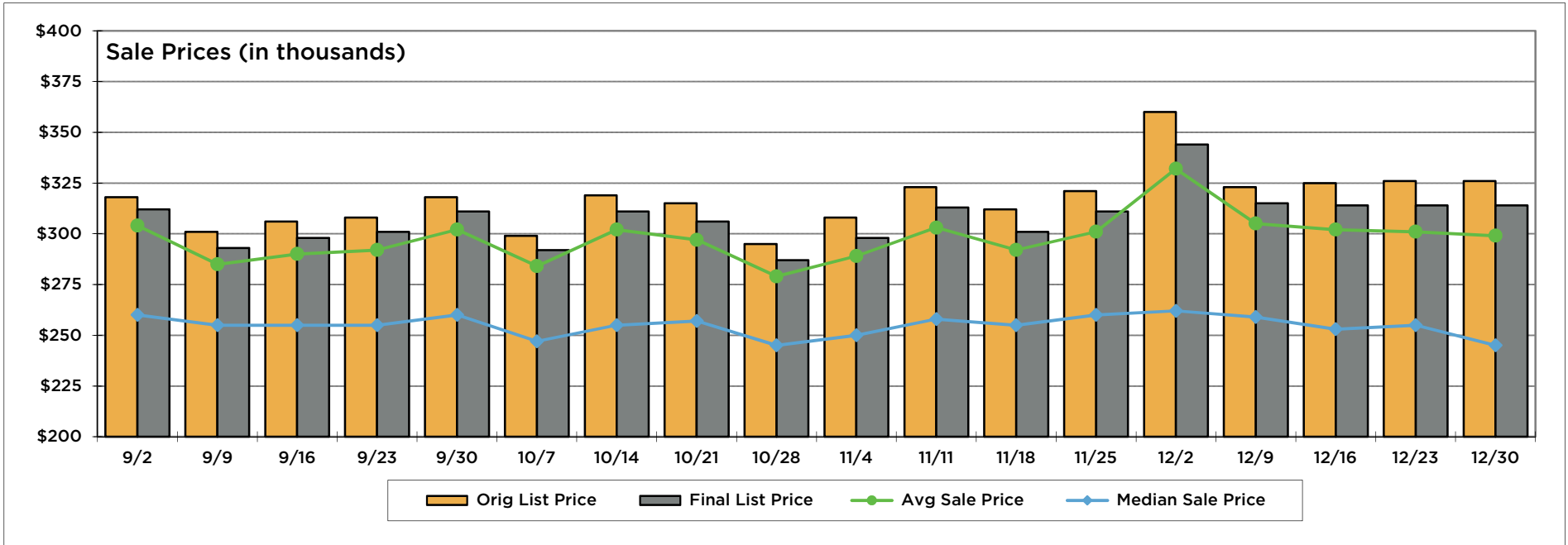
- Sales of condos, townhomes, and villas decreased to 102 during the week of Dec 30, from 109 the week prior
- The median price of condos, townhomes, and villas increased to \$158,250, a change of 0.2%
- The number of condo, townhome, and villa foreclosure transactions decreased to 3 last week, from 4 the week of Dec 23
- The number of condo, townhome and villa short-sale transactions increased to 3 from 1 the week prior
- Condo inventory increased by 75, and now sits at 1,858

*Detailed charts and graphs begin on page 2 of this report.*

**Single Family Homes**

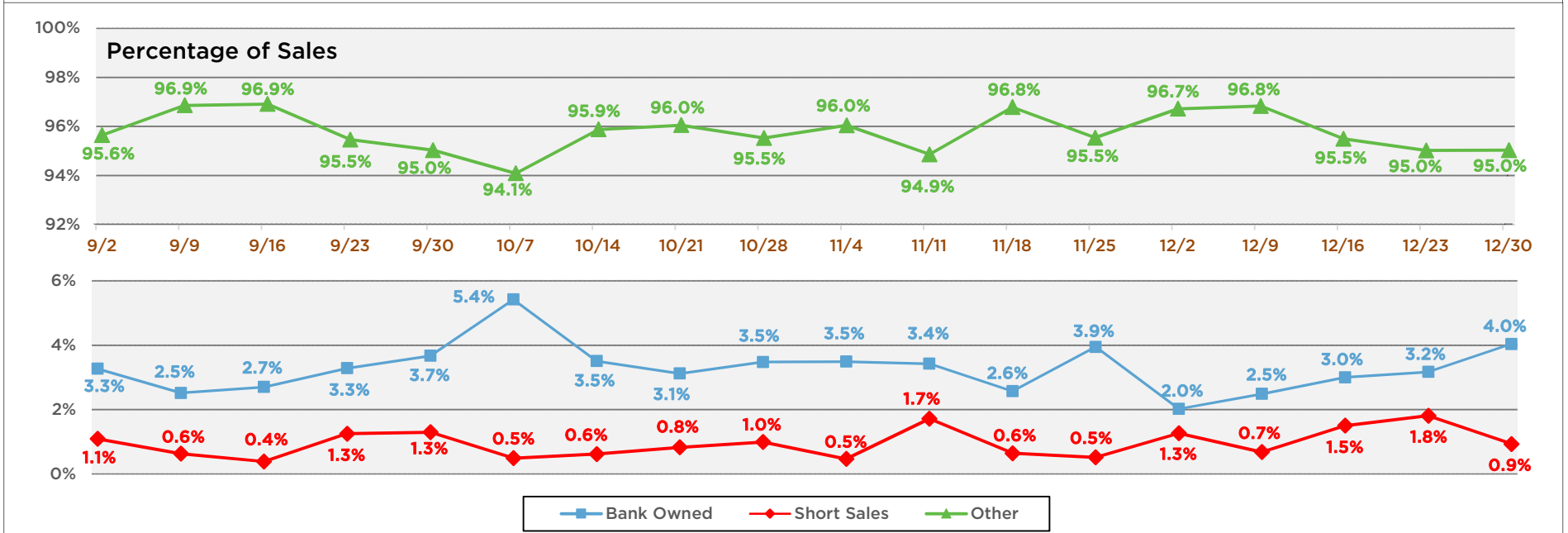
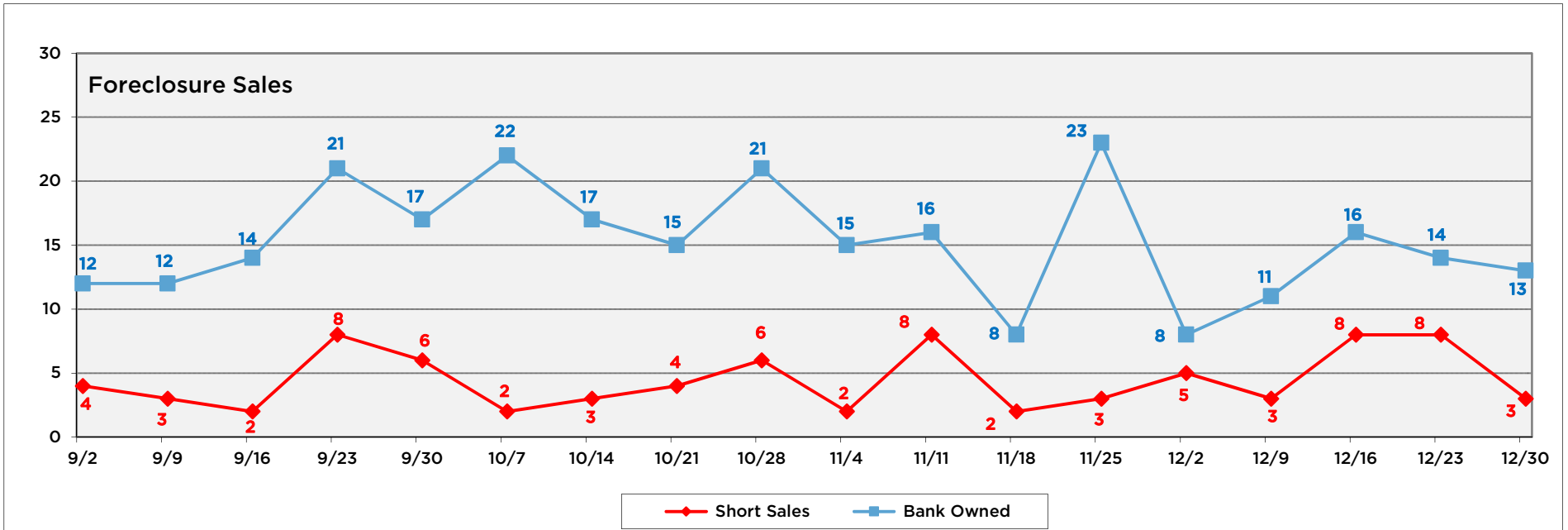
	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>322</b>	163	51	72	17	14	5
Bank Owned	13	10	0	3	0	0	0
Short Sales	3	0	1	2	0	0	0
Other	306	153	50	67	17	14	5
<b>Active Listings</b>	<b>7,080</b>	2,127	1,185	1,553	695	1,040	480
Bank Owned	167	105	15	23	9	12	3
Short Sales	63	23	19	9	3	7	2
Other	6,850	1,999	1,151	1,521	683	1,021	475
<b>Months of Inventory</b>	<b>5</b>	3	5	5	9	17	22
<b>List Price</b>							
Average Original List Price	\$325,665	\$193,305	\$287,763	\$373,596	\$467,705	\$708,907	\$2,780,980
Average Final List Price	\$313,500	\$187,832	\$279,757	\$356,792	\$450,906	\$673,686	\$2,655,380
<b>Sale Price</b>							
Average Price	\$299,203	\$182,046	\$273,378	\$345,466	\$438,147	\$653,250	\$2,252,000
Median Price	\$245,000	\$195,700	\$275,000	\$340,000	\$435,000	\$647,500	\$1,550,000
<b>Price Differences</b>							
Original to Final List Price	-\$12,165	-\$5,473	-\$8,006	-\$16,804	-\$16,799	-\$35,221	-\$125,600
Original List to Sale Price - \$	-\$26,462	-\$11,259	-\$14,385	-\$28,130	-\$29,558	-\$55,657	-\$528,980
Final List to Sale Price - \$	-\$14,297	-\$5,786	-\$6,379	-\$11,326	-\$12,759	-\$20,436	-\$403,380
Original List to Sale Price - %	91.87%	94.18%	95.00%	92.47%	93.68%	92.15%	80.98%
Final List to Sale Price - %	95.44%	96.92%	97.72%	96.83%	97.17%	96.97%	84.81%
<b>Days on the Market</b>							
Avg Days Listing to Contract	65	50	46	78	99	143	202
Combined Avg Days to Contract	67	44	52	81	111	211	196
Avg Days Listing to Closing	101	85	81	115	133	206	215
Avg Days Contract to Close	37	35	42	36	33	62	13
<b>Beds / Baths</b>							
Average Bedrooms	3	3	3	4	4	4	5
Average Full Baths	2	2	2	3	3	3	6
Average Half Baths	0	0	0	0	0	1	1
<b>Square Footage</b>							
Average Square Feet	2,043	1,443	1,967	2,540	2,947	3,496	8,099

**Single Family Homes**

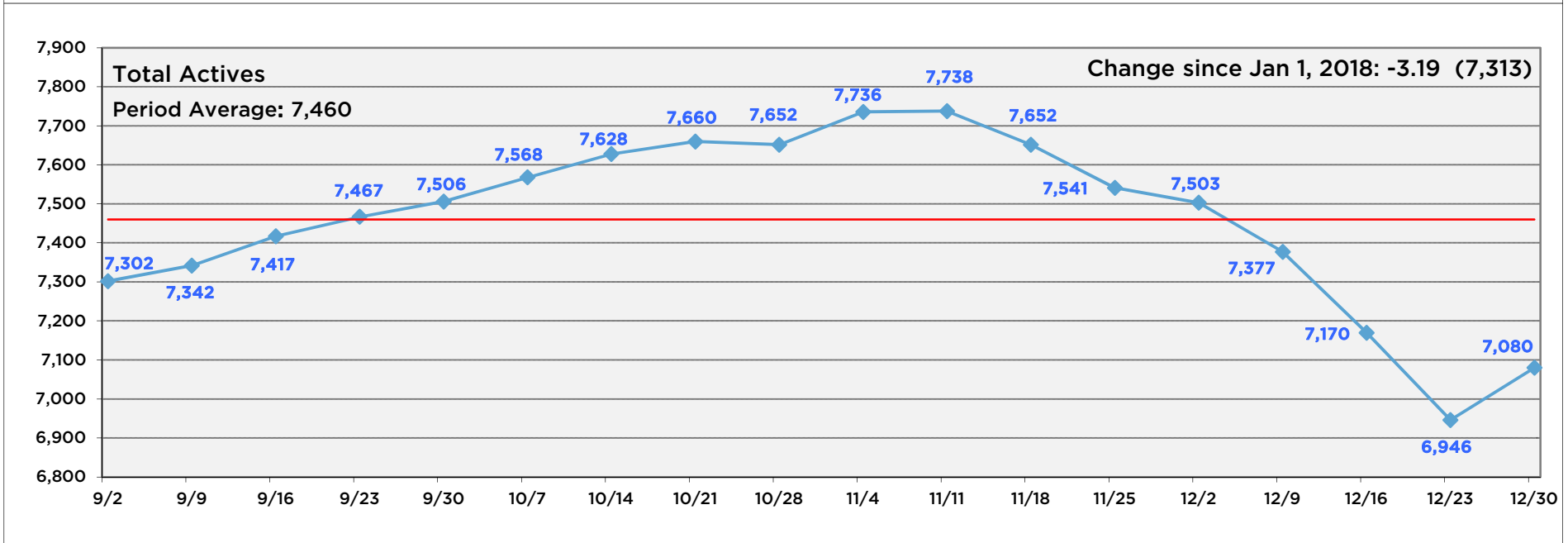
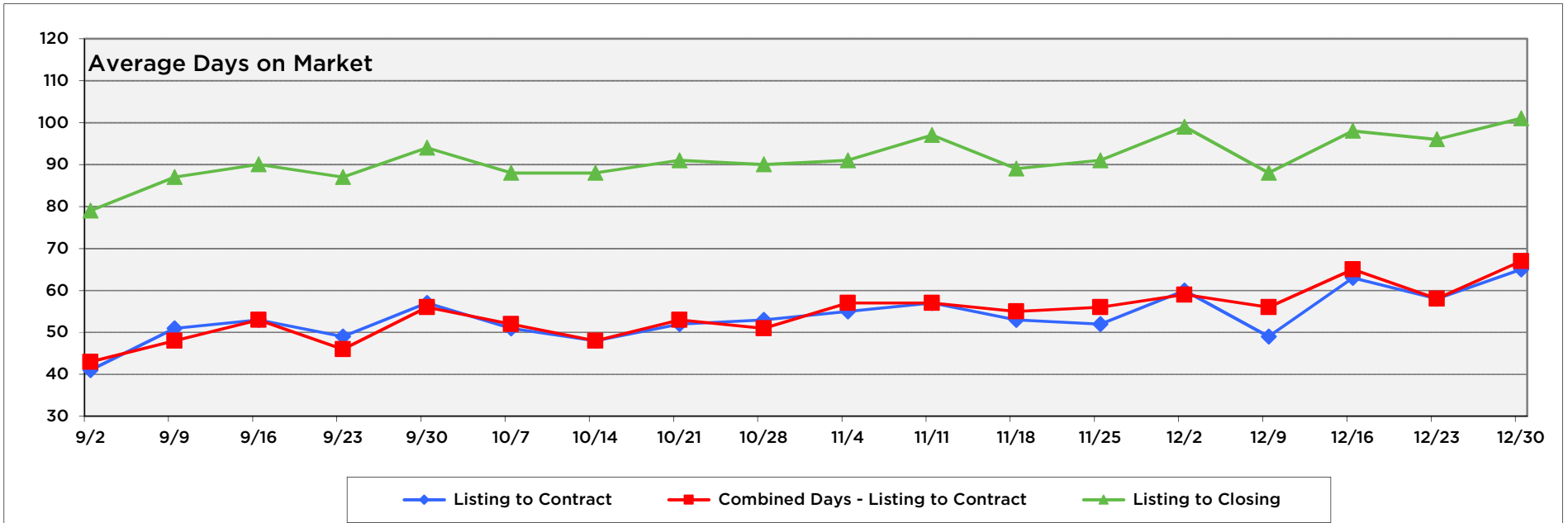




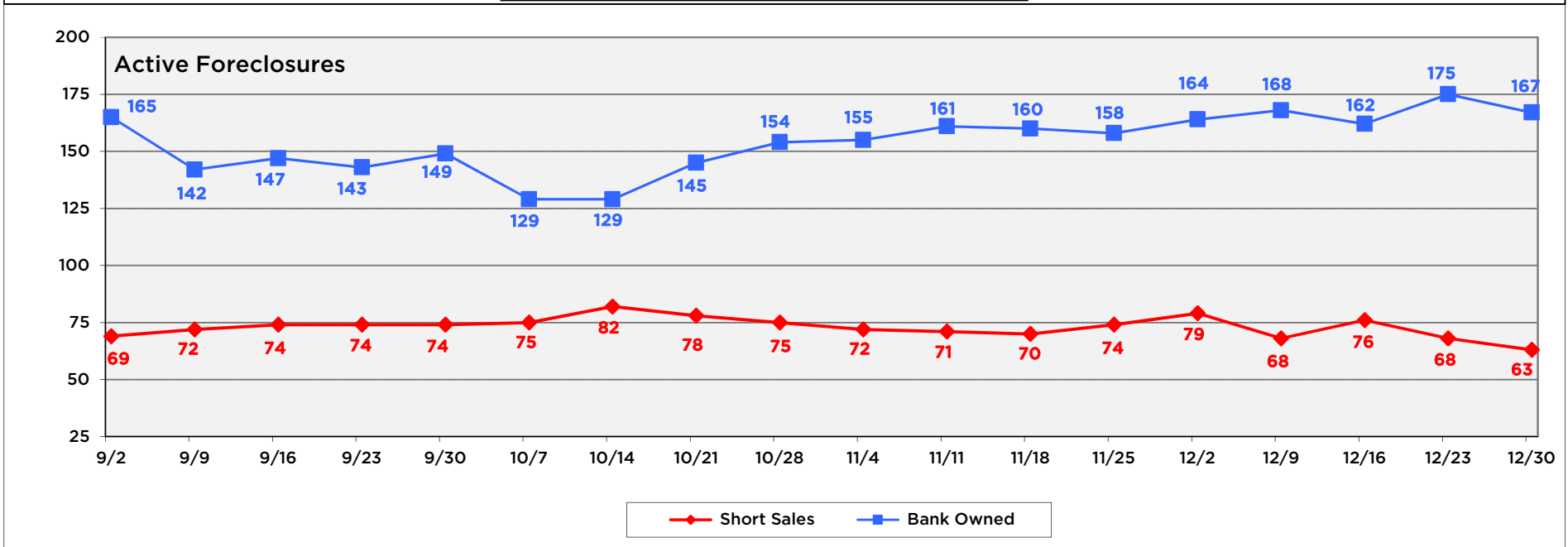
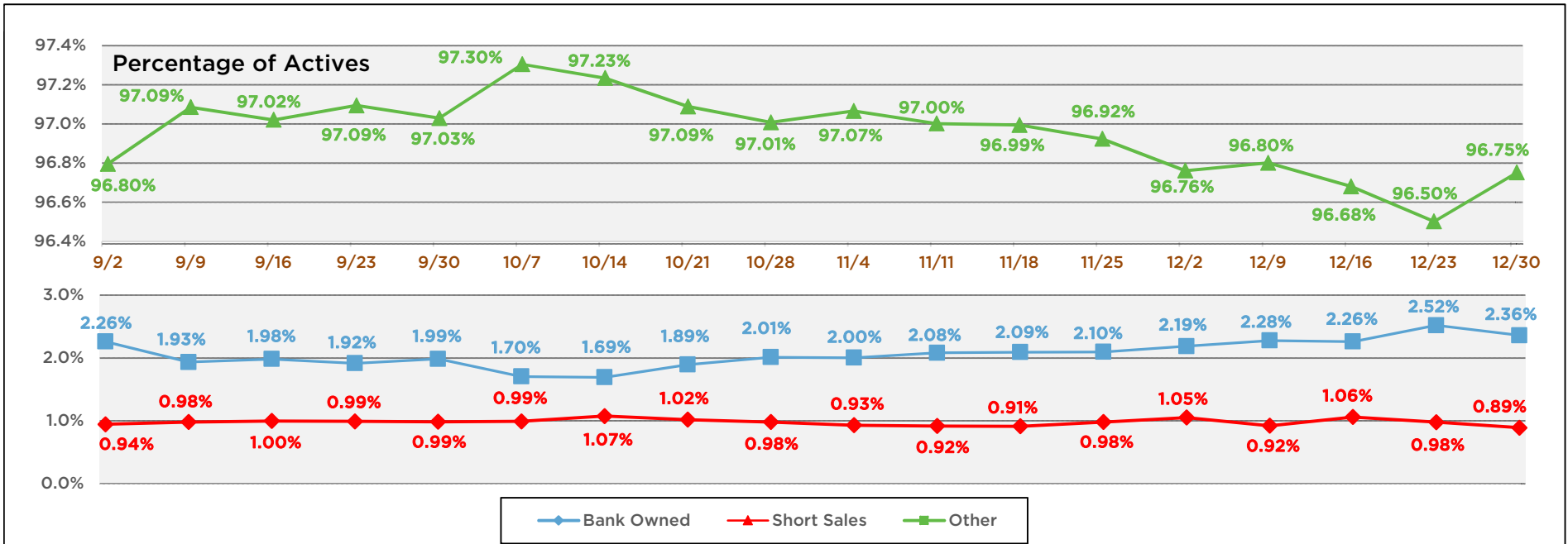
**Single Family Homes**



### Single Family Homes

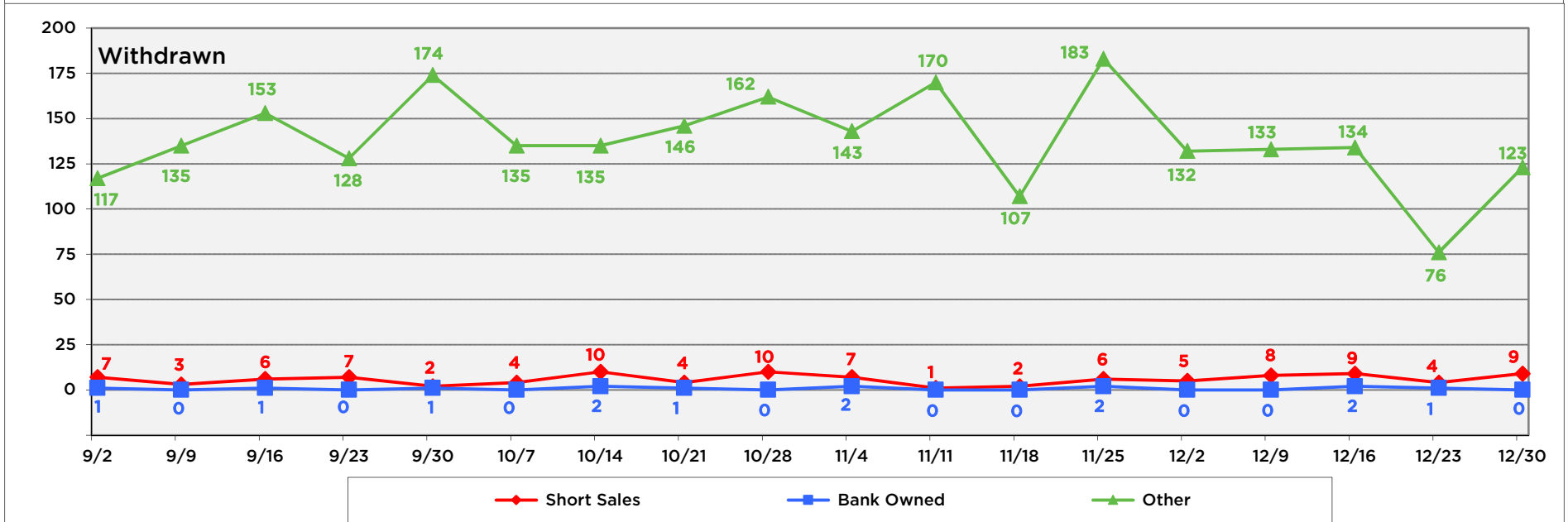
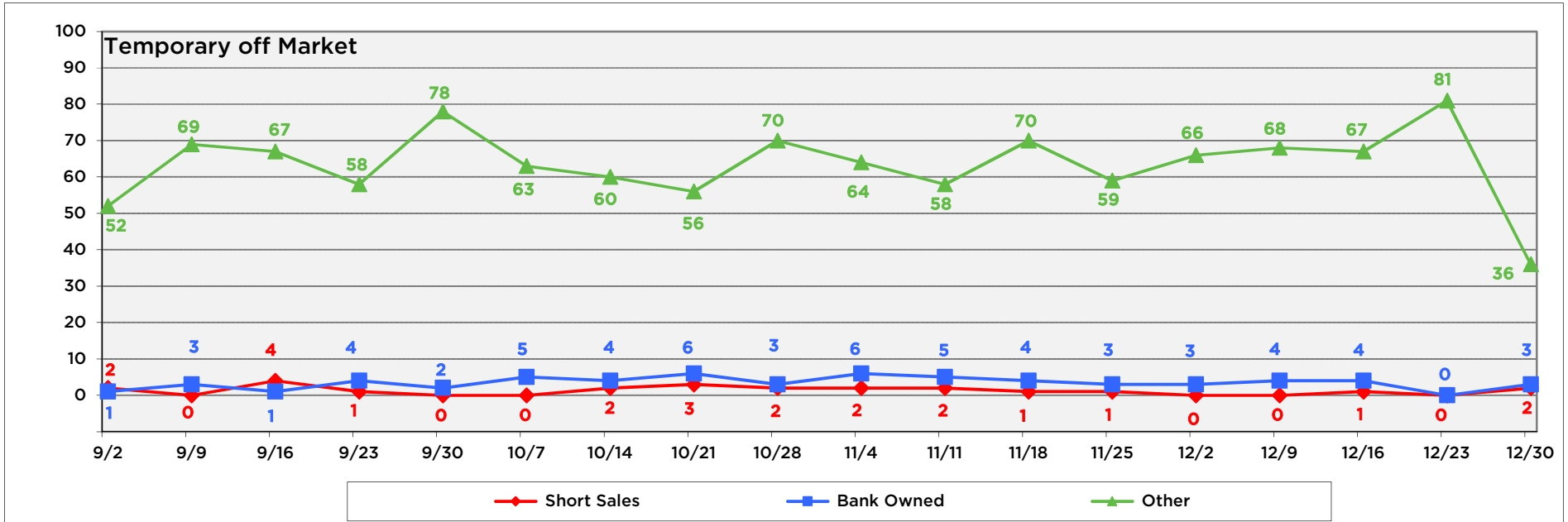


**Single Family Homes**



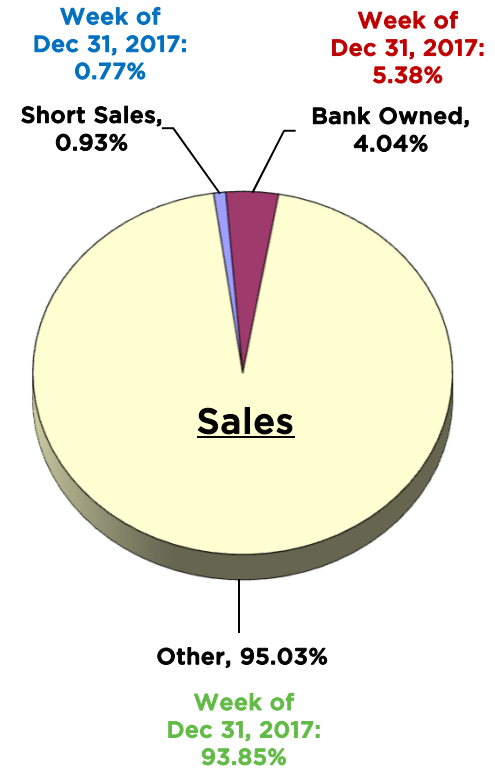
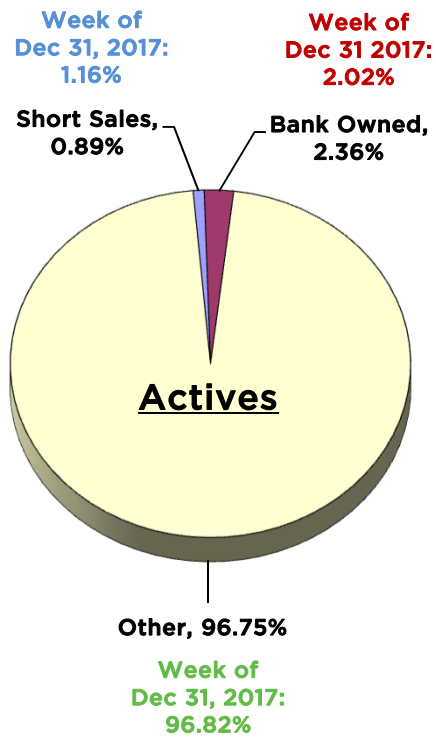


**Single Family Homes**





### Single Family Homes





**Where are the 68 Single Family Homes available for the Median Price of \$245,000? (± \$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>
<b>Seminole County</b>		<b>8</b>	<b>\$244,964</b>	<b>3.5</b>	<b>2.0</b>	<b>1,671</b>	<b>\$146.64</b>
Altamonte Springs (East)	32701	1	\$245,000	3.0	2.0	1,363	\$179.75
Winter Springs / Tuskawilla	32708	1	\$244,900	2.0	2.0	1,107	\$221.23
Geneva	32732	1	\$245,000	3.0	2.0	1,834	\$133.59
Longwood (East)	32750	1	\$245,000	4.0	2.0	1,488	\$164.65
Sanford (South)	32773	2	\$244,955	4.0	2.0	1,791	\$136.77
Winter Park	32792	2	\$244,950	4.0	2.0	1,995	\$122.78
<b>Orange County</b>		<b>25</b>	<b>\$244,988</b>	<b>3.5</b>	<b>2.0</b>	<b>1,574</b>	<b>\$155.64</b>
Apopka / Hunt Club	32703	1	\$245,000	3.0	2.0	1,643	\$149.12
Apopka (North)	32712	2	\$244,950	3.0	2.0	1,579	\$155.13
Colonialtown	32803	1	\$245,000	2.0	1.0	801	\$305.87
Delaney / Crystal Lake	32806	3	\$245,000	3.0	2.0	1,346	\$182.02
Azalea Park	32807	1	\$245,000	4.0	2.0	1,552	\$157.86
Lockhart	32810	2	\$245,000	4.0	2.0	1,752	\$139.84
Union Park	32817	1	\$245,000	3.0	2.0	1,266	\$193.52
Hiawassee	32818	2	\$245,000	3.0	2.0	1,917	\$127.80
Williamsburg / Lake Bryan	32821	1	\$245,000	4.0	2.0	1,873	\$130.81
Ventura	32822	2	\$244,950	5.0	3.0	1,981	\$123.65
Taft	32824	1	\$245,000	4.0	2.0	1,670	\$146.71
Rio Pinar / Union Park	32825	3	\$245,000	4.0	2.0	1,538	\$159.30
Metro West / Orlo Vista	32835	1	\$245,000	4.0	2.0	1,826	\$134.17
Hunters Creek	32837	2	\$244,950	3.0	2.0	1,409	\$173.85
Winter Garden / Oakland	34787	2	\$245,000	3.0	2.0	1,396	\$175.50
<b>Osceola County</b>		<b>16</b>	<b>\$244,975</b>	<b>3.8</b>	<b>2.0</b>	<b>1,984</b>	<b>\$123.46</b>
Kissimmee / Buena Ventura Lakes	34743	2	\$244,950	4.0	2.0	1,675	\$146.24
Kissimmee (East)	34744	1	\$245,000	3.0	2.0	1,854	\$132.15
Kissimmee (West) / Pleasant Hill	34746	3	\$244,967	4.0	2.0	2,154	\$113.73
Kissimmee / Celebration	34747	2	\$245,000	4.0	2.0	1,935	\$126.61
Kissimmee / Poinciana	34758	4	\$244,975	4.0	2.0	2,192	\$111.76
St Cloud	34769	1	\$245,000	2.0	2.0	1,952	\$125.51
St Cloud / Narcoossee	34771	1	\$244,900	3.0	2.0	1,824	\$134.27
St Cloud / Canoe Creek	34772	2	\$245,000	4.0	2.0	1,834	\$133.59

**Where are the 68 Single Family Homes available for the Median Price of \$245,000? (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>
<b>Lake County</b>		<b>19</b>	<b>\$244,991</b>	<b>3.4</b>	<b>2.0</b>	<b>1,917</b>	<b>\$127.83</b>
Eustis (West)	32726	1	\$244,900	5.0	2.0	2,428	\$100.86
Grand Island	32735	1	\$245,000	4.0	2.0	1,988	\$123.24
Tavares / Mt Plymouth	32778	2	\$245,000	4.0	2.0	1,902	\$128.81
Clermont (Central)	34711	7	\$244,971	3.0	2.0	1,845	\$132.78
Clermont (South)	34714	3	\$244,967	3.0	2.0	1,911	\$128.19
Minneola	34715	1	\$245,000	3.0	2.0	1,896	\$129.22
Groveland	34736	2	\$244,995	4.0	2.0	1,738	\$140.96
Leesburg (West)	34748	2	\$245,125	3.0	2.0	2,087	\$117.45

**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>102</b>	<b>93</b>	<b>4</b>	<b>4</b>	<b>0</b>	<b>1</b>	<b>0</b>
Bank Owned	3	3	0	0	0	0	0
Short Sales	3	3	0	0	0	0	0
Other	96	87	4	4	0	1	0
<b>Active Listings</b>	<b>1,858</b>	<b>1,334</b>	<b>213</b>	<b>207</b>	<b>46</b>	<b>43</b>	<b>15</b>
Bank Owned	28	27	1	0	0	0	0
Short Sales	12	9	2	0	1	0	0
Other	1,818	1,298	210	207	45	43	15
<b>Months of Inventory</b>	<b>4</b>	<b>3</b>	<b>12</b>	<b>12</b>	<b>0</b>	<b>10</b>	<b>0</b>

***List Price***

Average Original List Price	\$177,203	\$156,700	\$284,675	\$366,975	\$0	\$895,000	\$0
Average Final List Price	\$174,303	\$154,583	\$281,200	\$363,225	\$0	\$825,000	\$0

***Sale Price***

Average Price	\$169,022	\$149,998	\$273,475	\$349,125	\$0	\$800,000	\$0
Median Price	\$158,250	\$150,500	\$274,500	\$348,250	\$0	\$800,000	\$0

***Price Differences***

<b>Original to Final List Price</b>	<b>-\$2,900</b>	<b>-\$2,117</b>	<b>-\$3,475</b>	<b>-\$3,750</b>	<b>\$0</b>	<b>-\$70,000</b>	<b>\$0</b>
<b>Original List to Sale Price - \$</b>	<b>-\$8,181</b>	<b>-\$6,702</b>	<b>-\$11,200</b>	<b>-\$17,850</b>	<b>\$0</b>	<b>-\$95,000</b>	<b>\$0</b>
<b>Final List to Sale Price - \$</b>	<b>-\$5,281</b>	<b>-\$4,585</b>	<b>-\$7,725</b>	<b>-\$14,100</b>	<b>\$0</b>	<b>-\$25,000</b>	<b>\$0</b>
<b>Original List to Sale Price - %</b>	<b>95.38%</b>	<b>95.72%</b>	<b>96.07%</b>	<b>95.14%</b>	<b>0.00%</b>	<b>89.39%</b>	<b>0.00%</b>
<b>Final List to Sale Price - %</b>	<b>96.97%</b>	<b>97.03%</b>	<b>97.25%</b>	<b>96.12%</b>	<b>0.00%</b>	<b>96.97%</b>	<b>0.00%</b>

***Days on the Market***

Avg Days Listing to Contract	52	47	146	38	0	197	0
Combined Avg Days to Contract	43	37	146	38	0	197	0
Avg Days Listing to Closing	93	87	180	88	0	258	0
Avg Days Contract to Close	40	40	34	50	0	60	0

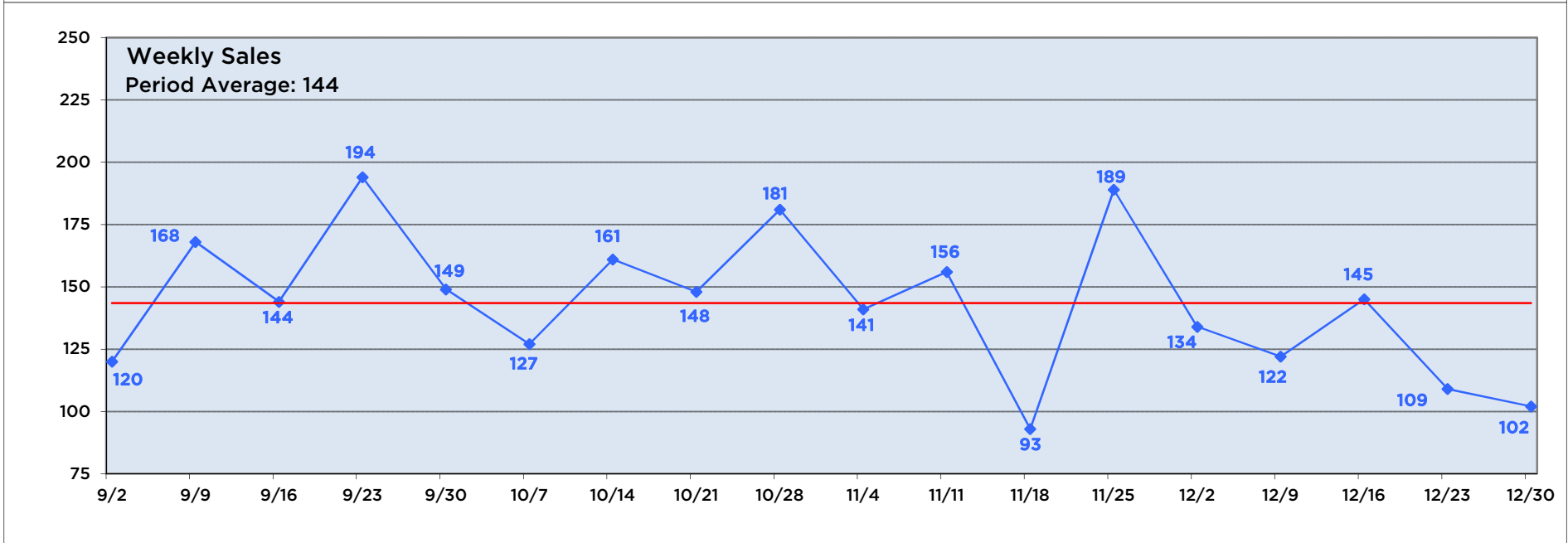
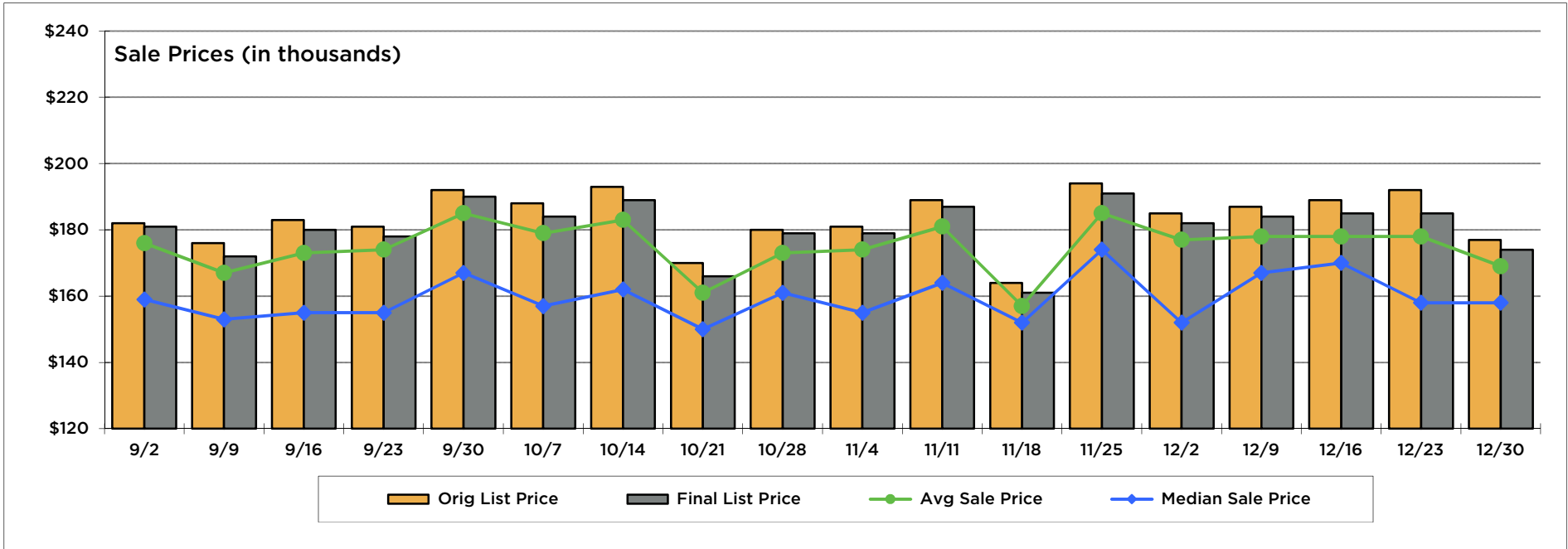
***Beds / Baths***

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

***Square Footage***

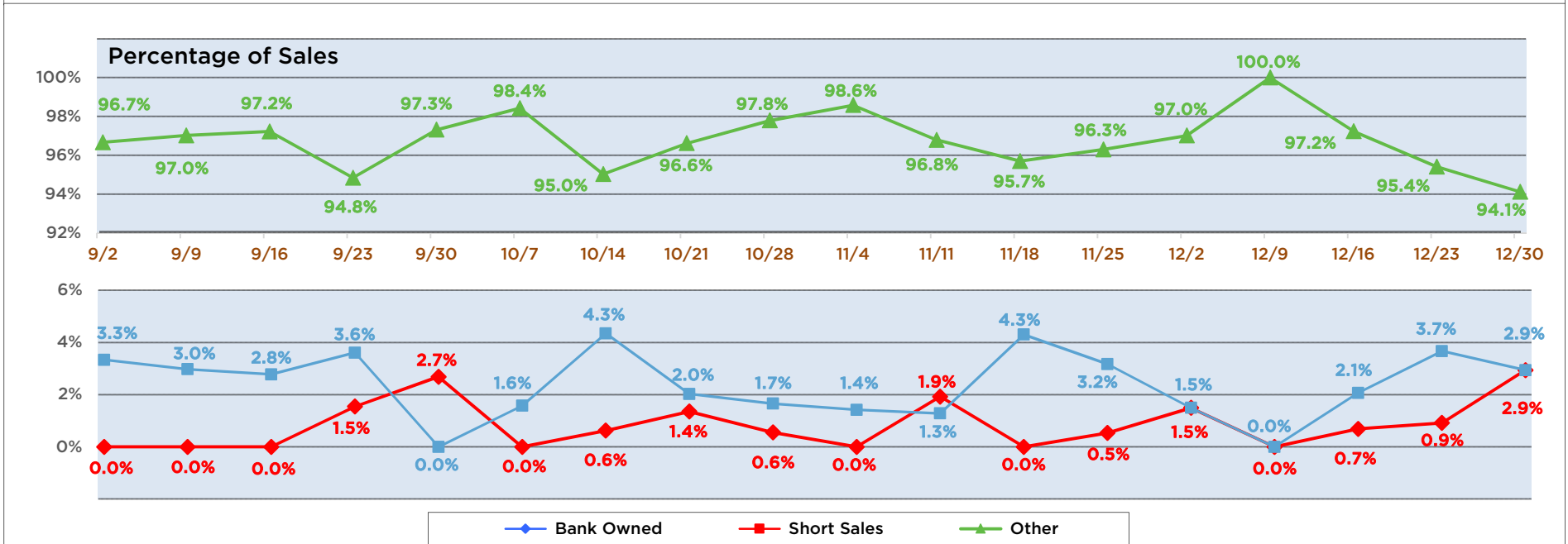
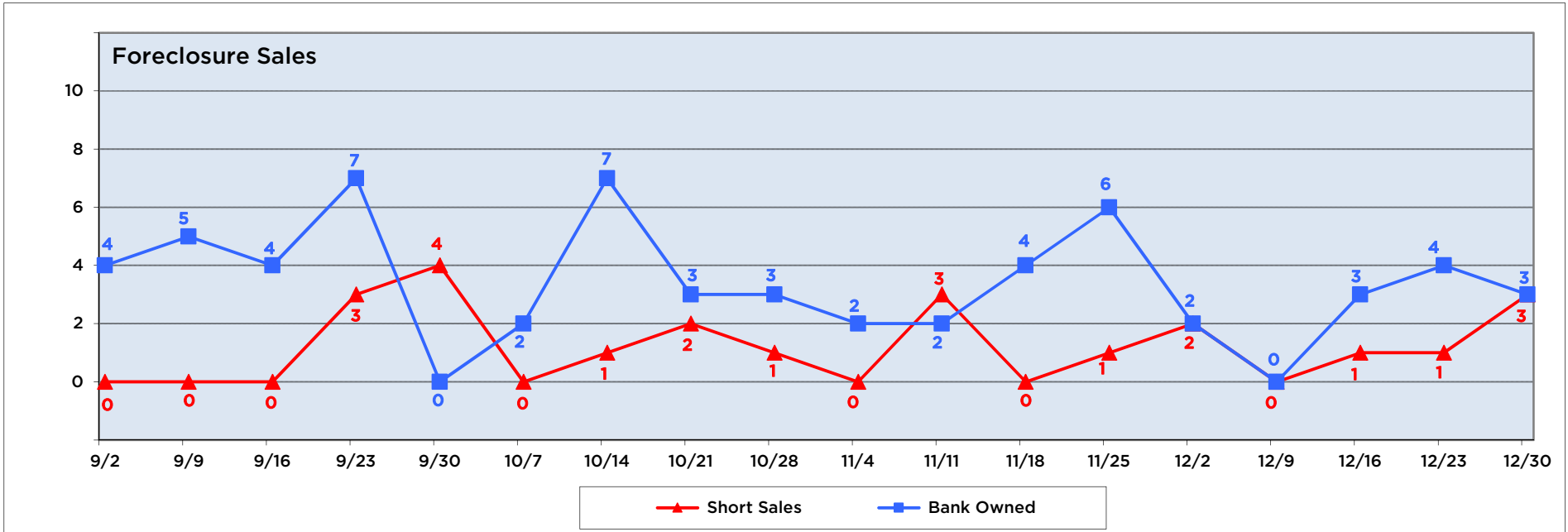
Average Square Feet	1,267	1,224	1,560	1,898	0	1,639	0
---------------------	-------	-------	-------	-------	---	-------	---

**Condos, Townhomes, Villas**



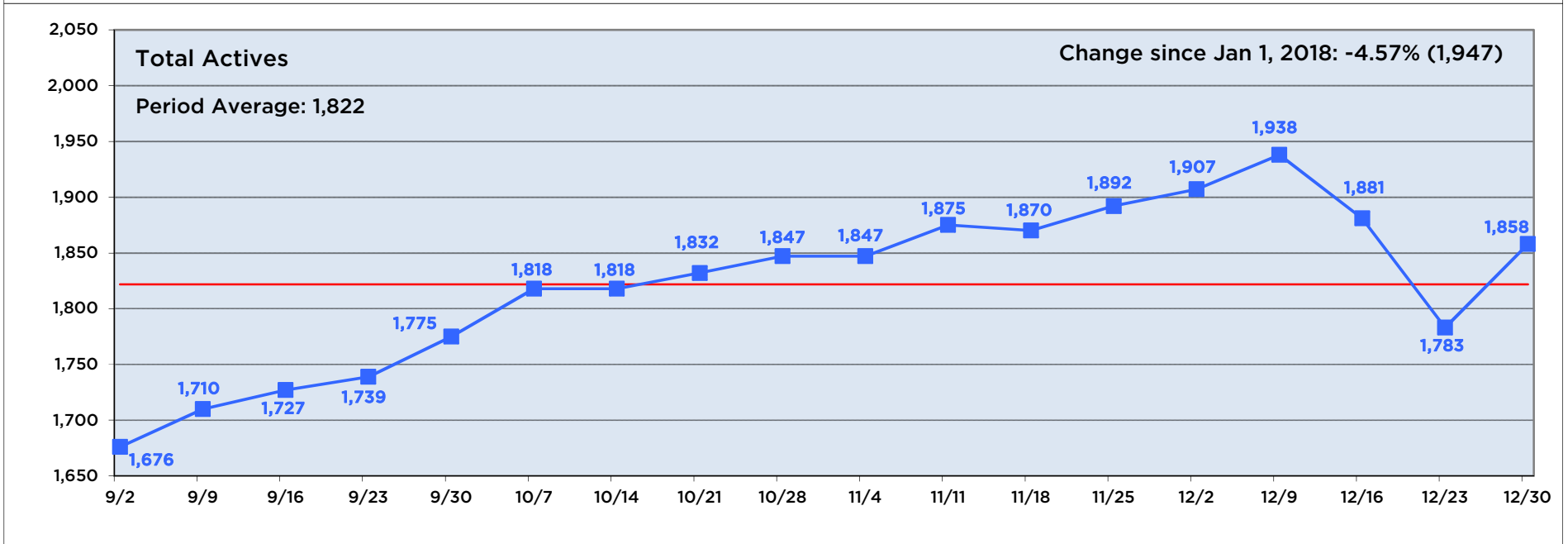
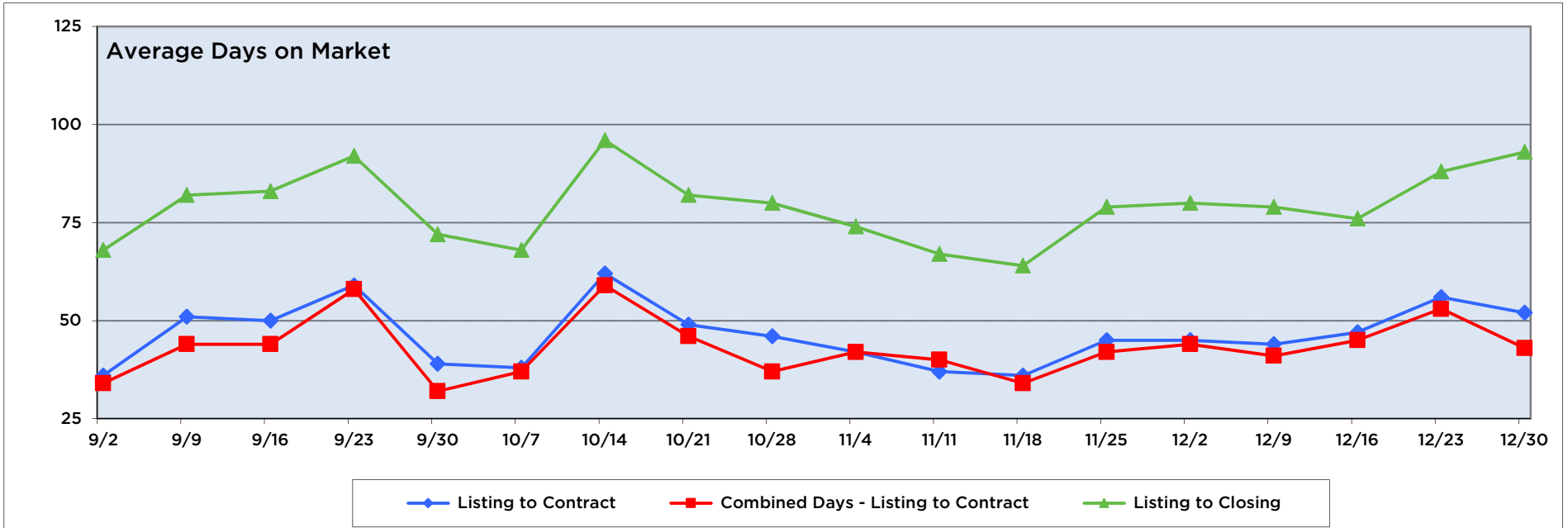


**Condos, Townhomes, Villas**

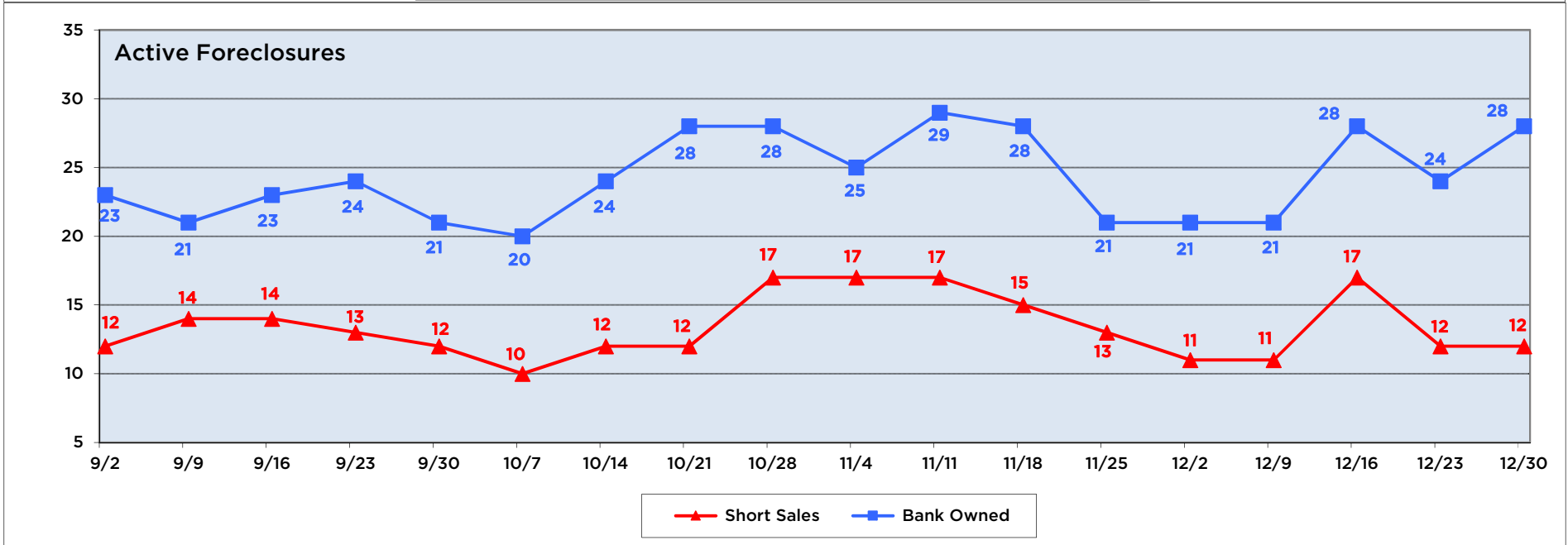
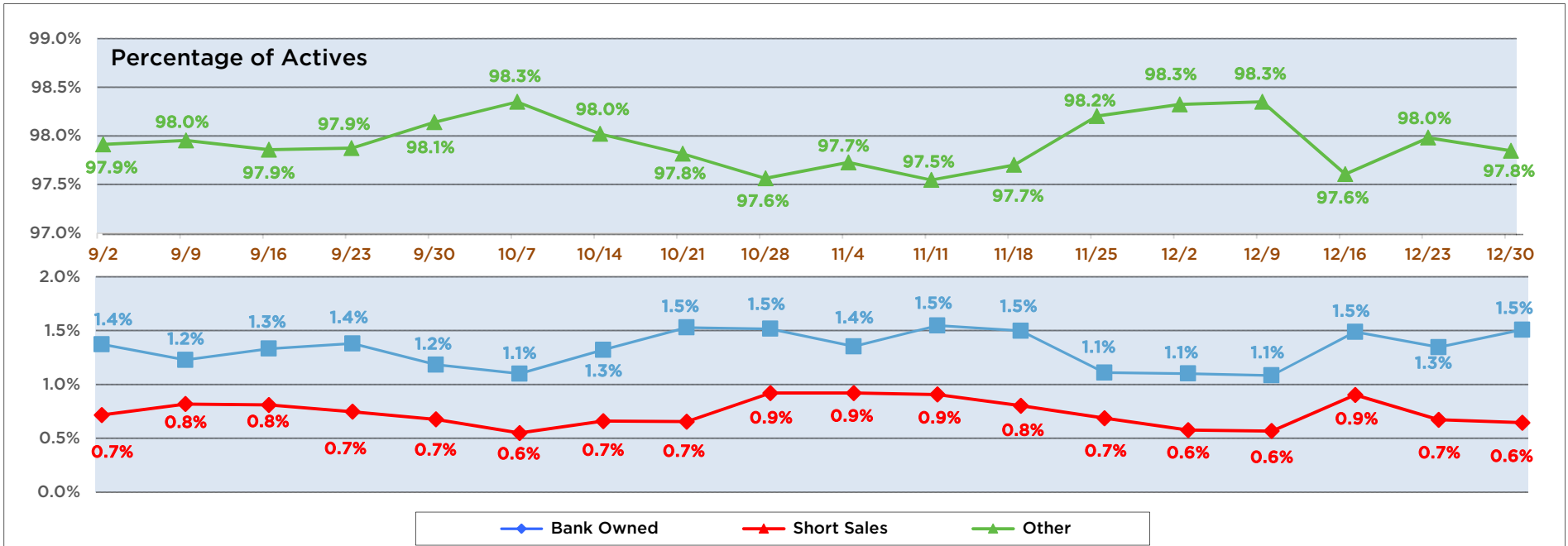




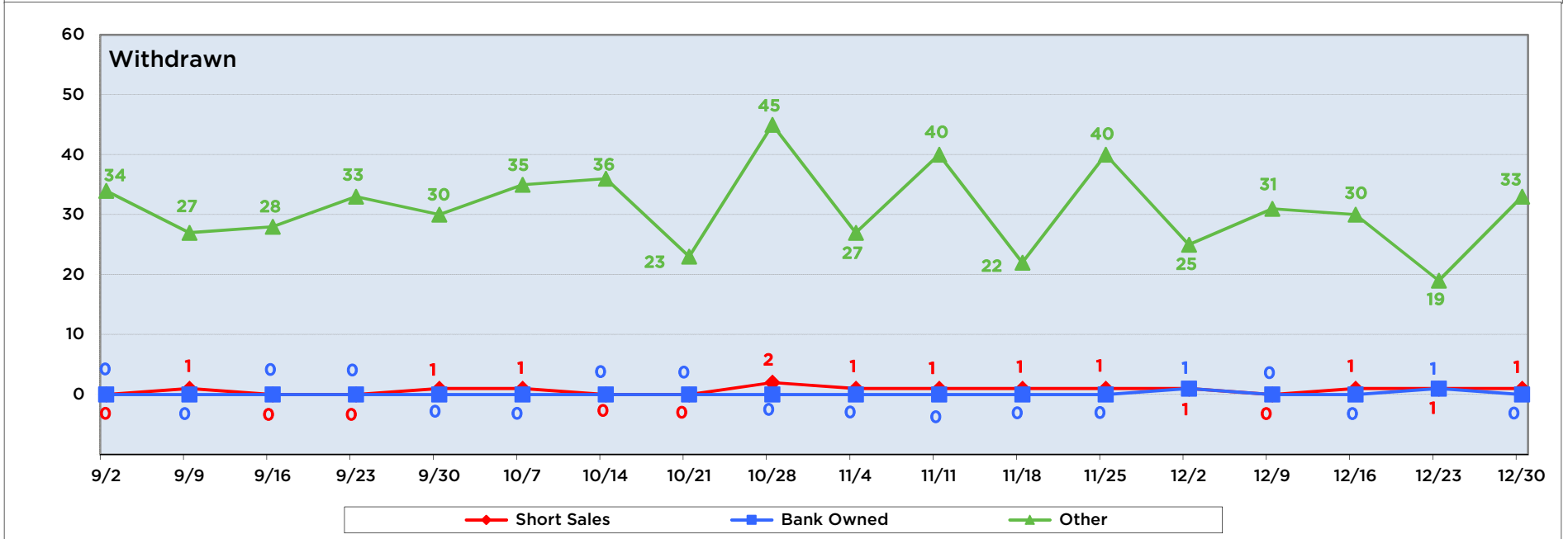
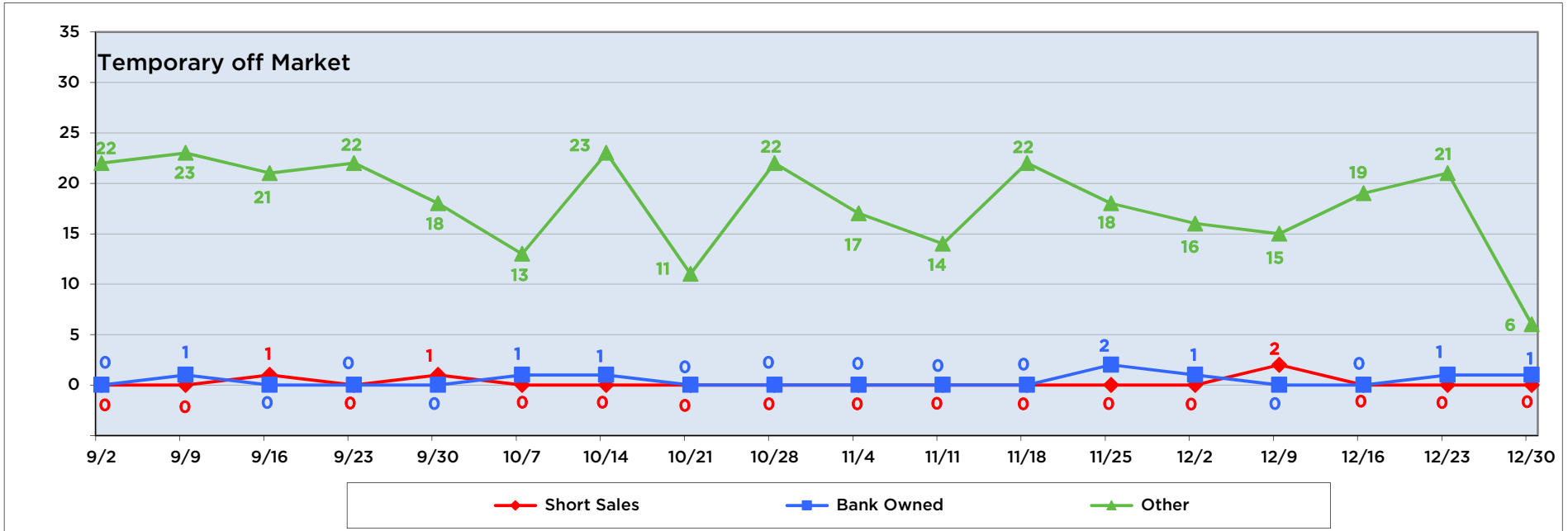
**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**

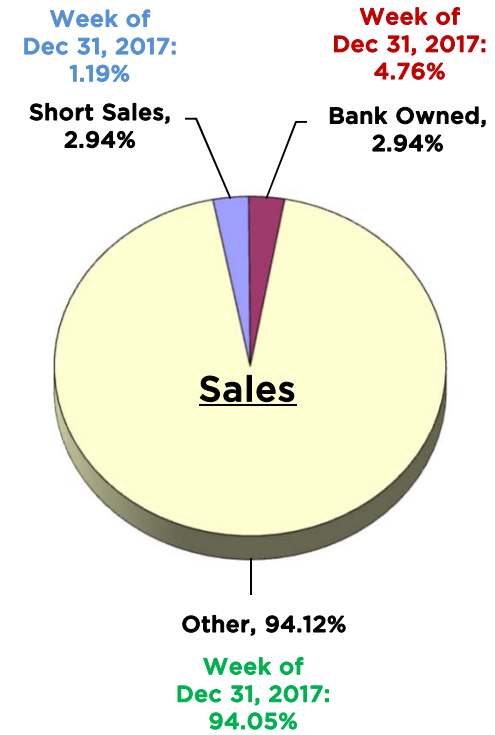
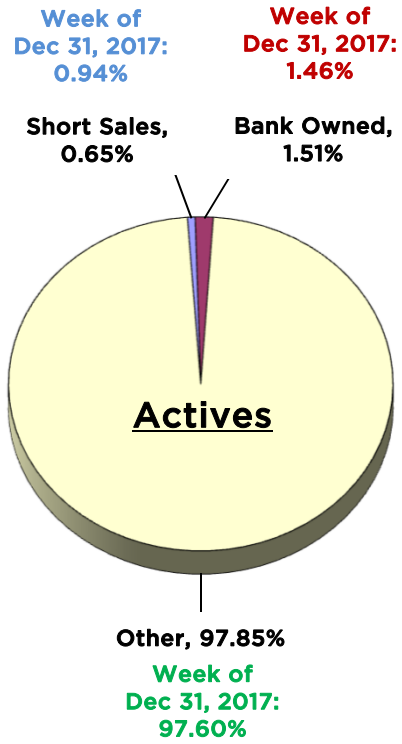


**Condos, Townhomes, Villas**





**Condos, Townhomes, Villas**



**Where are the 5 Condos, Townhomes, or Villas available for the Median Price of \$158,250?** (± \$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>Orange County</b>		<b>3</b>	<b>\$157,933</b>	<b>2.7</b>	<b>2.0</b>	<b>1,254</b>	<b>\$125.98</b>
Metro West / Orlo Vista	32835	1	\$158,000	3.0	2.0	1,408	\$112.22
Hunters Creek	32837	1	\$157,900	2.0	2.0	1,020	\$154.80
Pine Castle / Edgewood	32839	1	\$157,900	3.0	2.0	1,333	\$118.45
<b>Osceola County</b>		<b>1</b>	<b>\$158,400</b>	<b>1.0</b>	<b>1.0</b>	<b>823</b>	<b>\$192.47</b>
Kissimmee / Celebration	34747	1	\$158,400	1.0	1.0	823	\$192.47
<b>Lake County</b>		<b>1</b>	<b>\$158,000</b>	<b>2.0</b>	<b>2.0</b>	<b>1,104</b>	<b>\$143.12</b>
Tavares / Mt Plymouth	32778	1	\$158,000	2.0	2.0	1,104	\$143.12