



Monday Morning Quarterback Summary

Week of Jan 27, 2019

Single-family existing homes

- Sales of single-family homes increased to 497 during the week of Jan 27, from 291 the week prior
- The median price of single family homes increased to \$255,000, a change of 4.5%
- The number of single-family home foreclosure transactions increased to 25 last week, from 12 the week of Jan 20
- The number of single-family home short-sale transactions increased to 2 from 1 the week prior
- Single-family inventory increased by 44, and now sits at 7,248

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 152 during the week of Jan 27, from 93 the week prior
- The median price of condos, townhomes, and villas decreased to \$163,000, a change of -4.1%
- The number of condo, townhome, and villa foreclosure transactions decreased to 4 last week, from 5 the week of Jan 20
- The number of condo, townhome and villa short-sale transactions remained constant at 0
- Condo inventory increased by 11, and now sits at 1,989

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	497	235	80	96	44	33	9
Bank Owned	25	19	4	0	0	2	0
Short Sales	2	2	0	0	0	0	0
Other	470	214	76	96	44	31	9
Active Listings	7,248	2,122	1,182	1,617	728	1,112	487
Bank Owned	127	73	19	16	9	10	0
Short Sales	63	25	13	10	7	6	2
Other	7,058	2,024	1,150	1,591	712	1,096	485
Months of Inventory	3	2	3	4	4	8	12

List Price

Average Original List Price	\$322,927	\$189,353	\$287,723	\$357,937	\$477,882	\$748,858	\$1,430,878
Average Final List Price	\$311,754	\$184,633	\$277,871	\$349,687	\$452,505	\$700,188	\$1,415,211

Sale Price

Average Price	\$301,707	\$179,708	\$270,554	\$340,204	\$441,694	\$669,739	\$1,319,667
Median Price	\$255,000	\$190,000	\$270,000	\$332,500	\$435,000	\$644,000	\$1,300,000

Price Differences

Original to Final List Price	-\$11,173	-\$4,720	-\$9,852	-\$8,250	-\$25,377	-\$48,670	-\$15,667
Original List to Sale Price - \$	-\$21,220	-\$9,645	-\$17,169	-\$17,733	-\$36,188	-\$79,119	-\$111,211
Final List to Sale Price - \$	-\$10,047	-\$4,925	-\$7,317	-\$9,483	-\$10,811	-\$30,449	-\$95,544
Original List to Sale Price - %	93.43%	94.91%	94.03%	95.05%	92.43%	89.43%	92.23%
Final List to Sale Price - %	96.78%	97.33%	97.37%	97.29%	97.61%	95.65%	93.25%

Days on the Market

Avg Days Listing to Contract	66	53	61	69	97	131	57
Combined Avg Days to Contract	69	47	71	79	107	129	105
Avg Days Listing to Closing	105	91	96	107	137	173	107
Avg Days Contract to Close	38	38	34	38	39	41	49

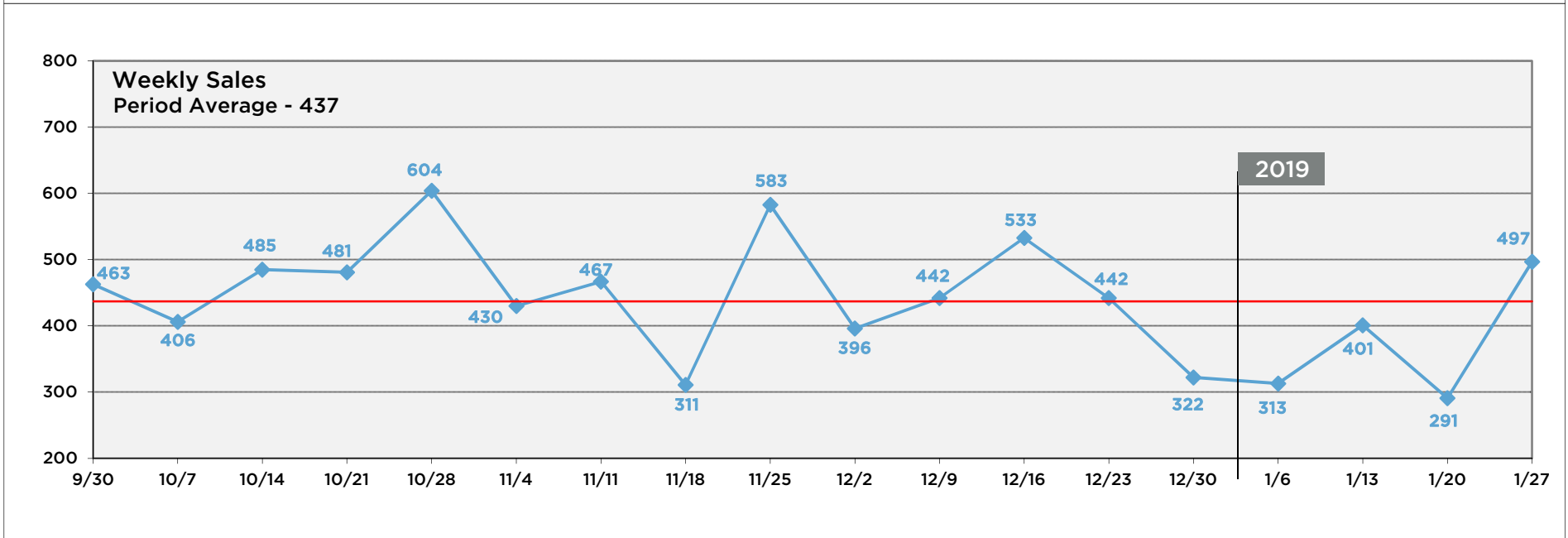
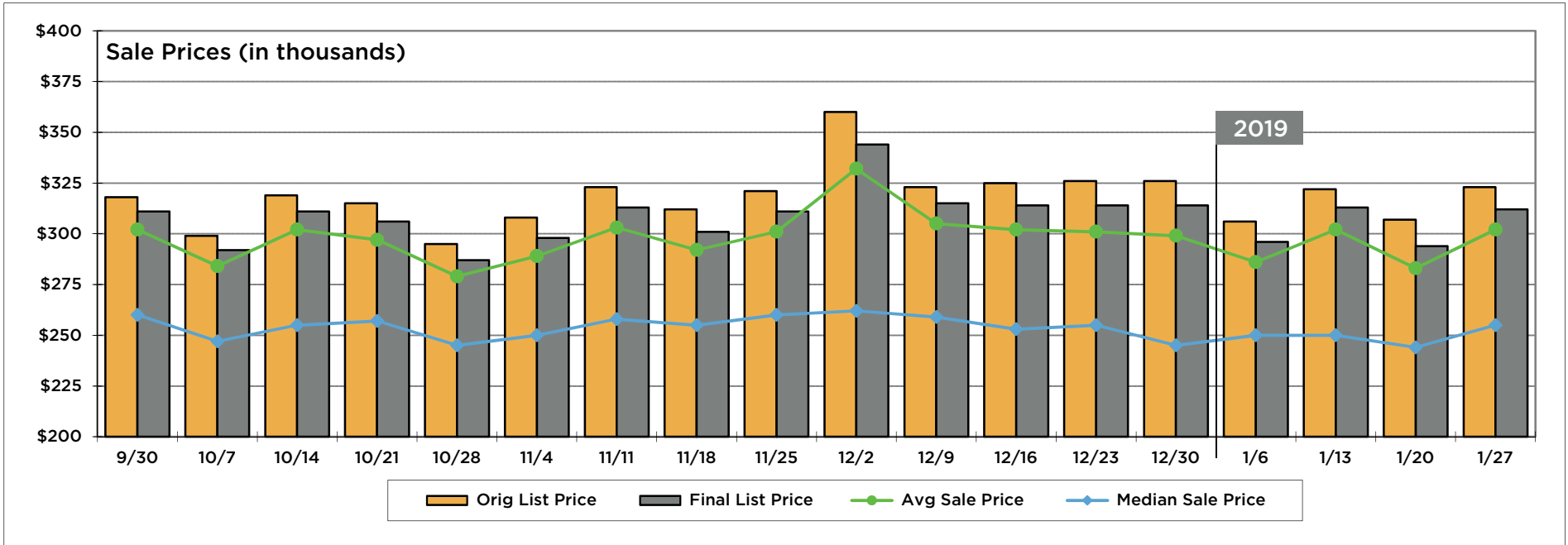
Beds / Baths

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

Square Footage

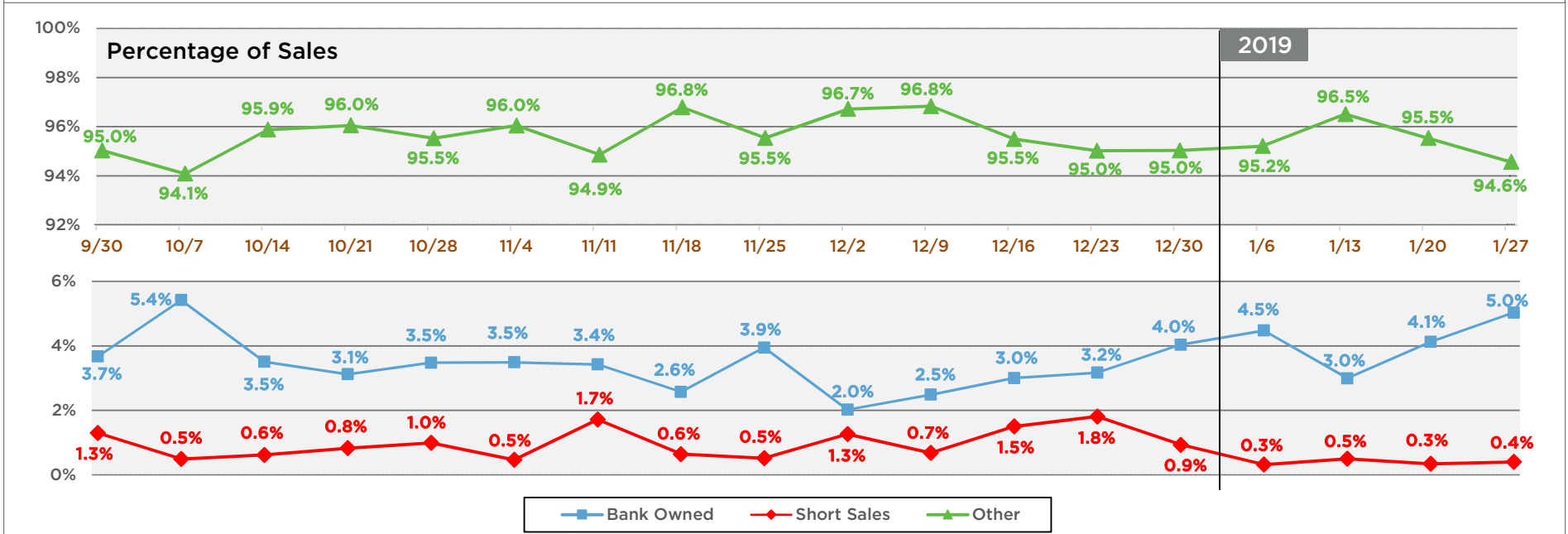
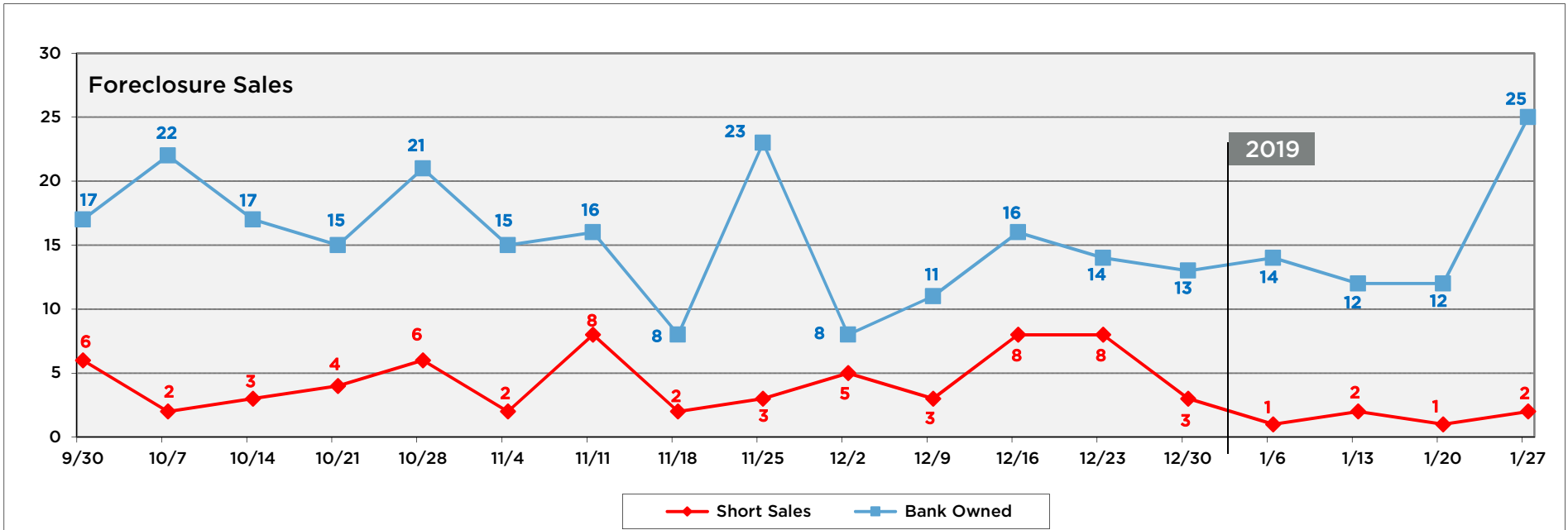
Average Square Feet	2,104	1,469	2,040	2,469	2,963	3,637	5,563
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Single Family Homes



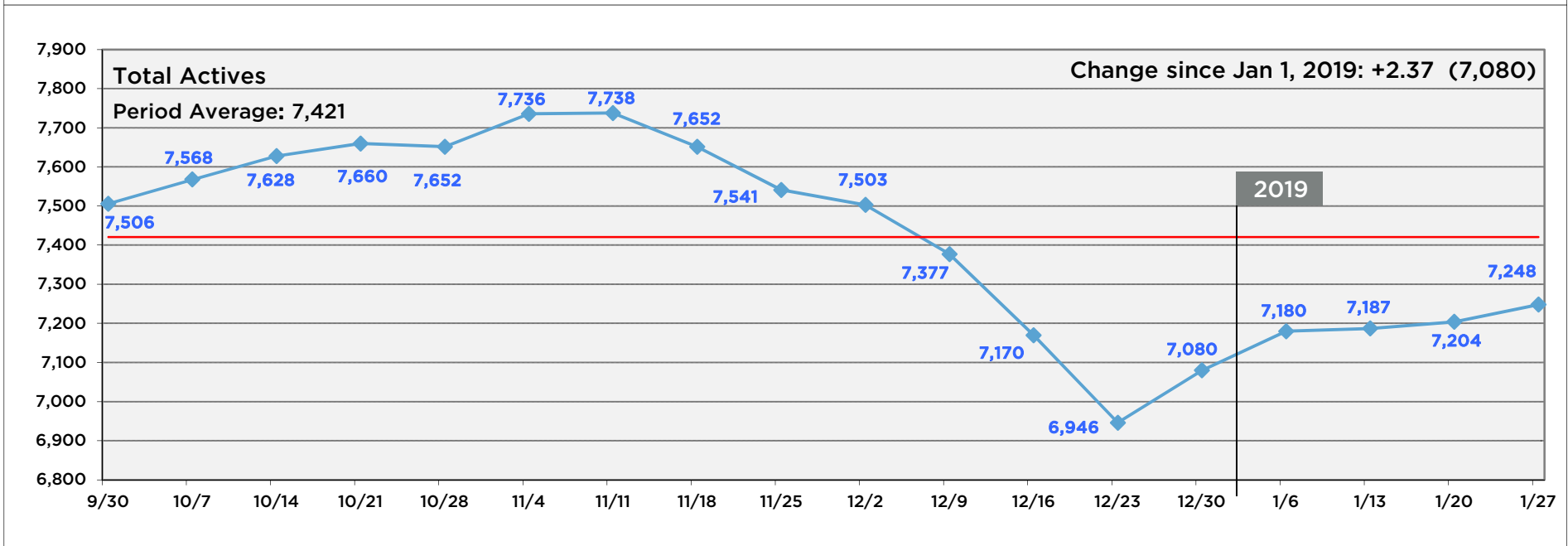
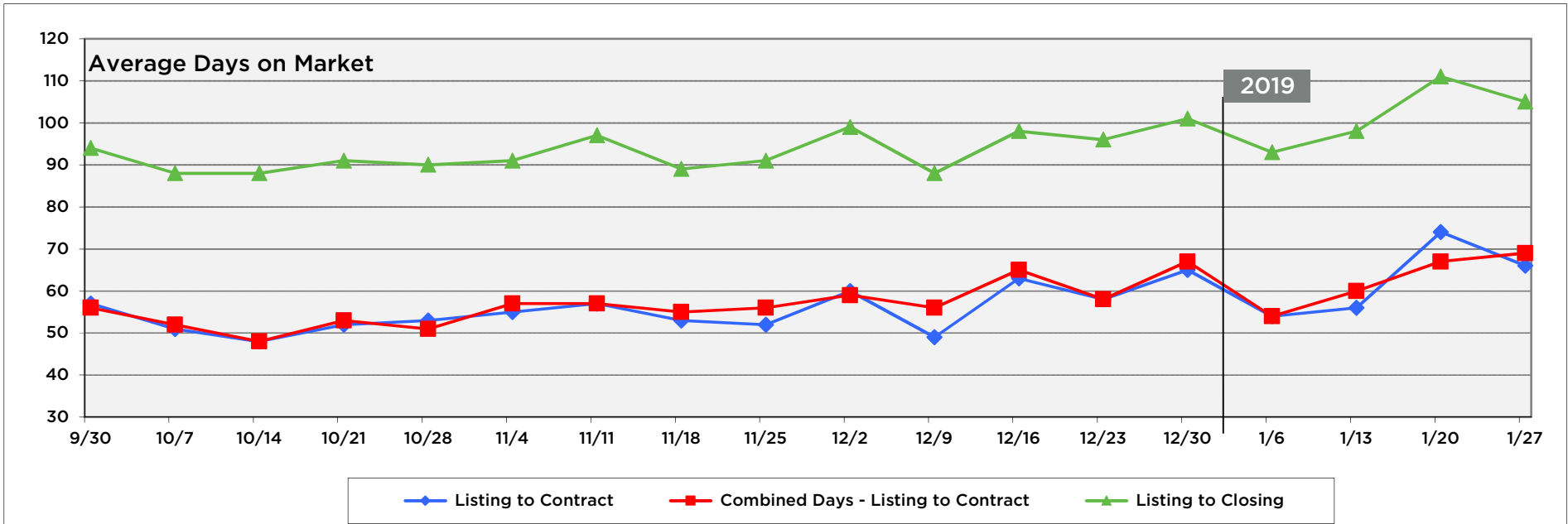


Single Family Homes



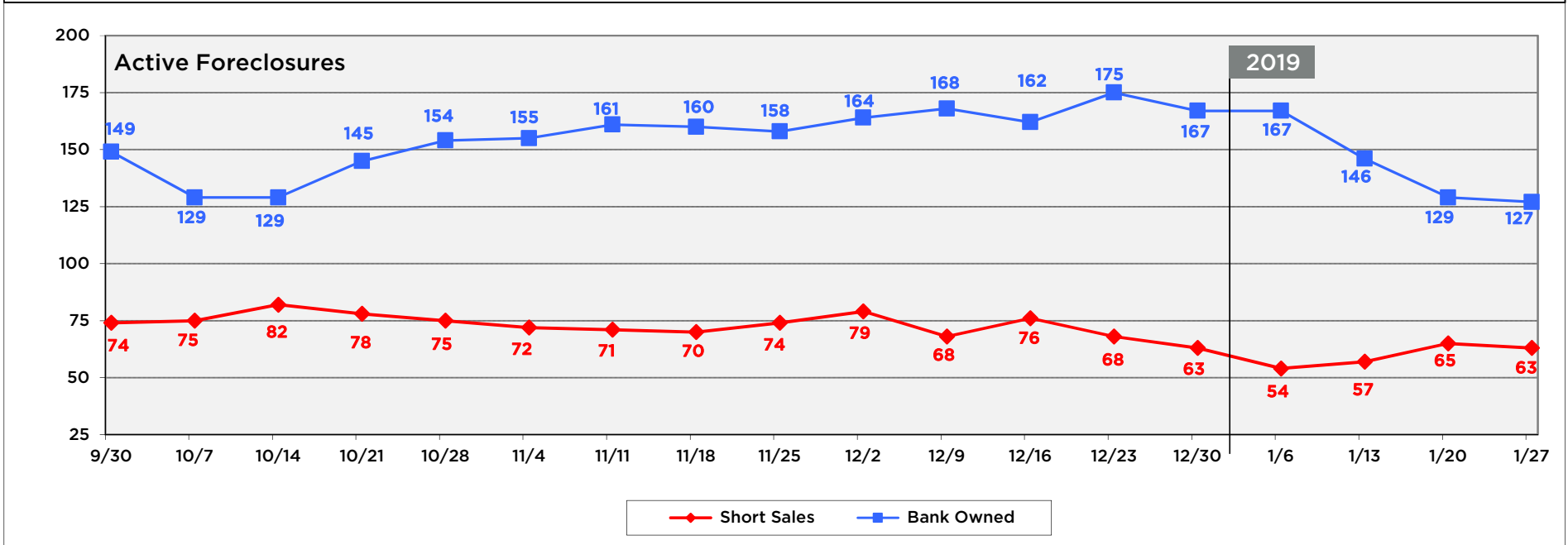
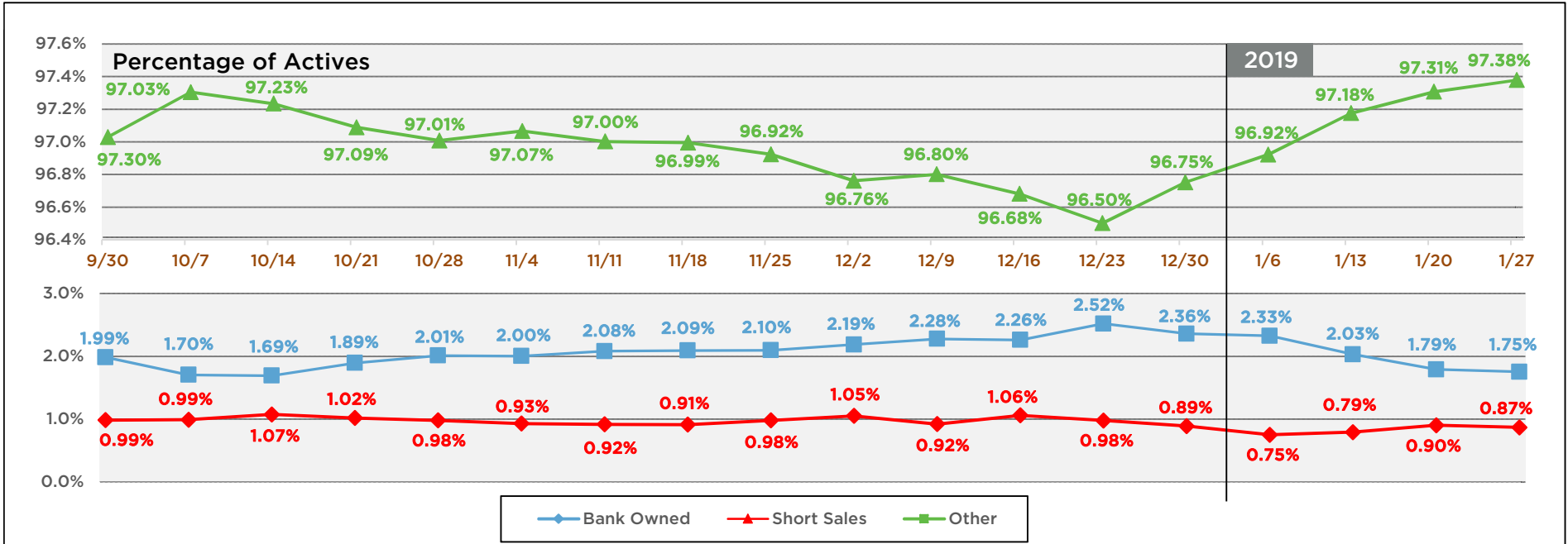


Single Family Homes

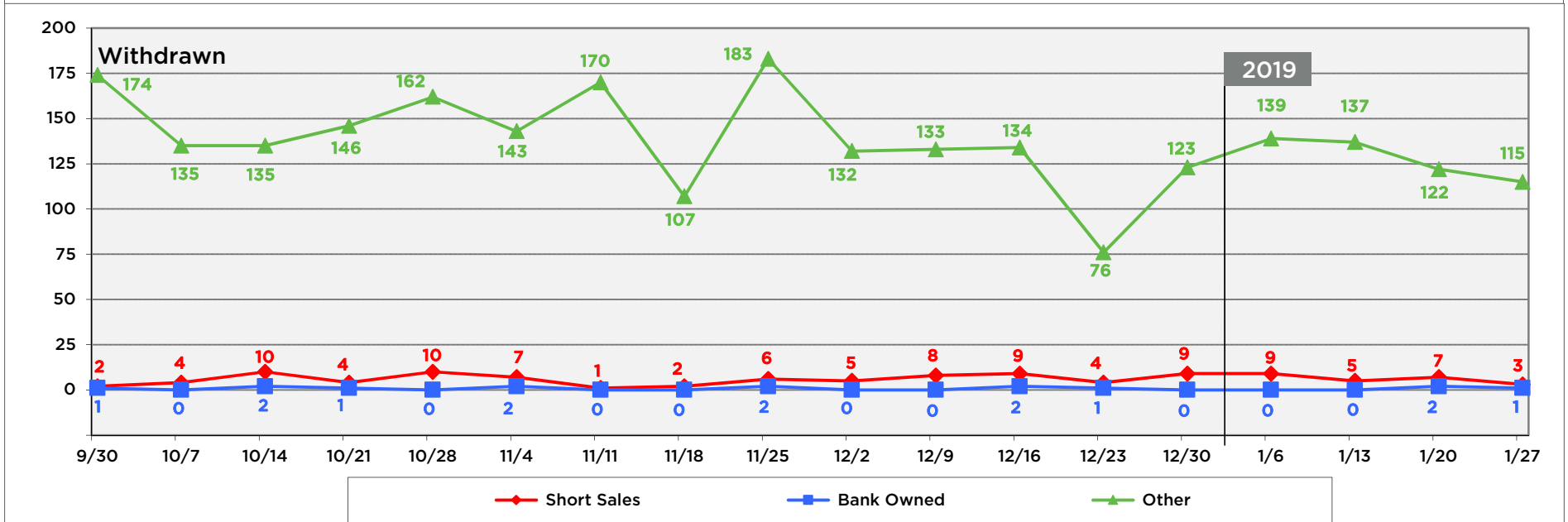
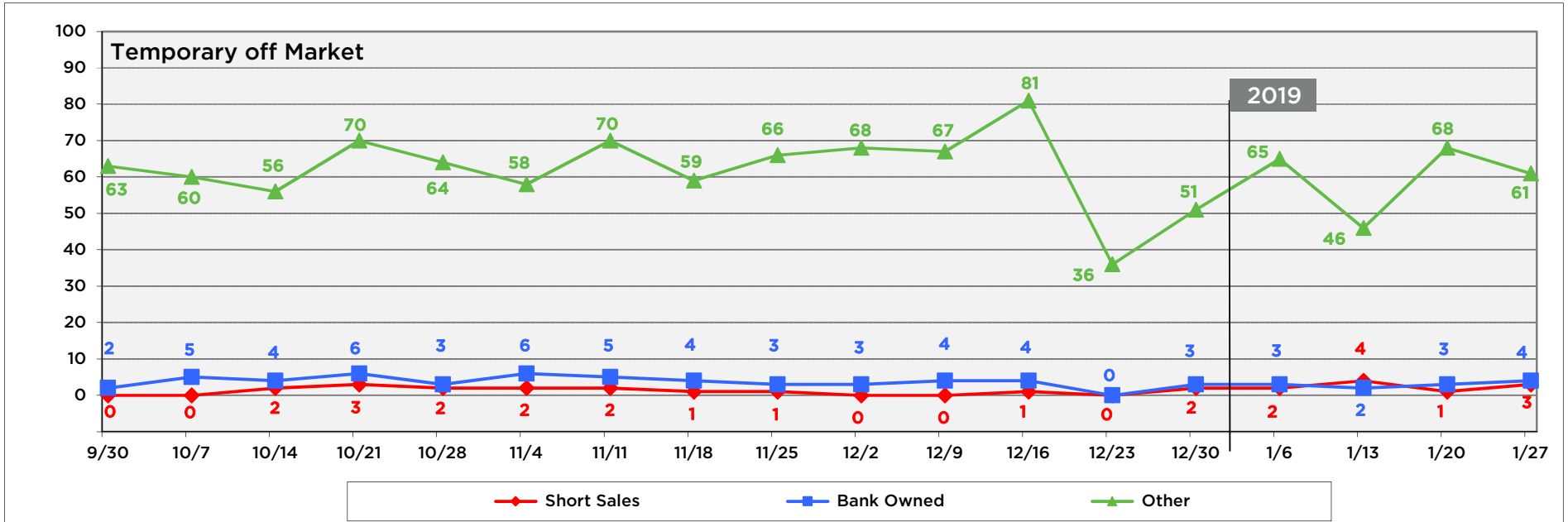




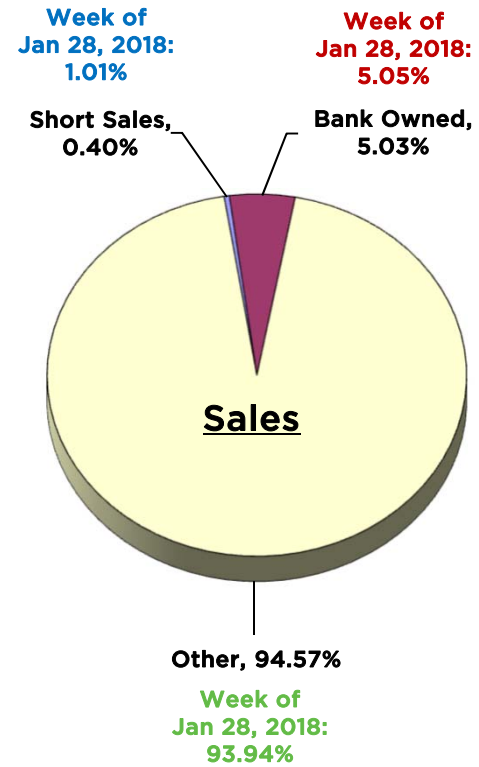
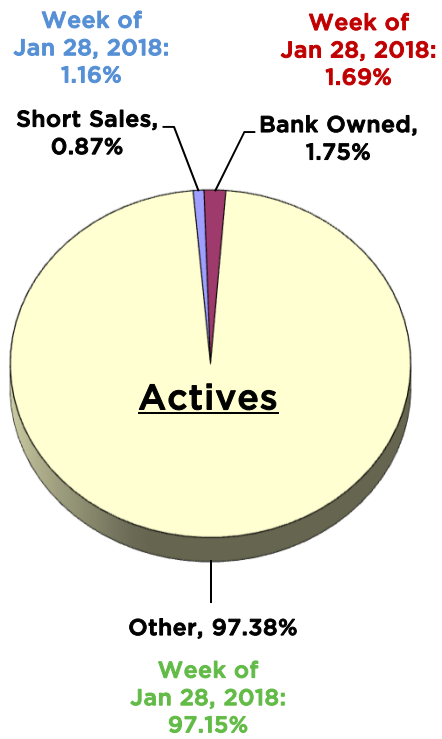
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 63 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		8	\$254,988	3.4	2.0	1,717	\$148.51
Casselberry	32707	1	\$254,900	3.0	2.0	1,639	\$155.52
Winter Springs / Tuskawilla	32708	1	\$255,000	4.0	2.0	1,978	\$128.92
Longwood (East)	32750	1	\$255,000	3.0	2.0	2,098	\$121.54
Oviedo	32765	2	\$255,000	3.0	2.0	1,593	\$160.08
Chuluota/Oviedo	32766	1	\$255,000	3.0	2.0	1,321	\$193.04
Winter Park	32792	2	\$255,000	4.0	2.0	1,757	\$145.13
Orange County		16	\$254,968	3.3	1.9	1,663	\$153.35
Apopka (North)	32712	2	\$254,950	3.0	2.0	1,741	\$146.44
Winter Park (West)	32789	1	\$255,000	3.0	1.0	1,200	\$212.50
Colonialtown	32803	1	\$255,000	2.0	1.0	848	\$300.71
Union Park	32817	2	\$254,900	4.0	2.0	1,517	\$168.03
Hiawassee	32818	1	\$255,000	4.0	2.0	1,980	\$128.79
Williamsburg / Lake Bryan	32821	1	\$255,000	3.0	2.0	1,652	\$154.36
Taft	32824	3	\$254,963	3.0	2.0	1,785	\$142.84
Research Park	32826	1	\$255,000	3.0	2.0	1,571	\$162.32
Waterford Lakes	32828	1	\$255,000	3.0	2.0	1,419	\$179.70
Union Park / Chickasaw	32829	2	\$254,950	4.0	2.0	2,133	\$119.53
Metro West / Orlo Vista	32835	1	\$255,000	3.0	2.0	1,796	\$141.98
Osceola County		24	\$254,919	3.8	2.4	1,931	\$132.01
Kissimmee (Central)	34741	1	\$254,900	3.0	2.0	1,621	\$157.25
Kissimmee / Buena Ventura Lakes	34743	1	\$255,000	4.0	2.0	2,013	\$126.68
Kissimmee (East)	34744	4	\$254,800	4.0	2.0	1,846	\$138.03
Kissimmee (West) / Pleasant Hill	34746	7	\$254,986	4.0	3.0	1,977	\$128.98
Kissimmee / Celebration	34747	1	\$255,000	3.0	2.0	2,014	\$126.61
Kissimmee / Poinciana	34758	2	\$254,928	4.0	3.0	2,066	\$123.39
St Cloud / Narcoossee	34771	2	\$254,950	3.0	2.0	1,710	\$149.09
St Cloud / Canoe Creek	34772	6	\$254,883	4.0	2.0	1,987	\$128.28

Where are the 63 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		15	\$255,013	3.2	2.1	2,037	\$125.20
Lady Lake / The Villages	32159	1	\$255,500	3.0	2.0	2,120	\$120.52
Eustis (West)	32726	1	\$255,000	4.0	2.0	2,362	\$107.96
Grand Island	32735	1	\$255,000	3.0	2.0	2,010	\$126.87
Mount Dora	32757	2	\$255,150	4.0	2.0	1,925	\$132.55
Sorrento / Mt Plymouth	32776	1	\$254,900	3.0	2.0	1,901	\$134.09
Tavares / Mt Plymouth	32778	1	\$255,000	3.0	3.0	2,056	\$124.03
Clermont (Central)	34711	3	\$254,900	3.0	2.0	1,919	\$132.83
Groveland	34736	2	\$254,950	3.0	2.0	2,240	\$113.82
Leesburg (West)	34748	2	\$255,000	3.0	2.0	2,098	\$121.54
Leesburg (East) / Haines Creek	34788	1	\$254,900	3.0	2.0	1,821	\$139.98

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	152	132	8	7	3	2	0
Bank Owned	4	3	1	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	148	129	7	7	3	2	0
Active Listings	1,989	1,426	237	225	40	46	15
Bank Owned	22	20	1	1	0	0	0
Short Sales	14	10	3	0	1	0	0
Other	1,953	1,396	233	224	39	46	15
Months of Inventory	3	2	7	7	3	5	0

List Price

Average Original List Price	\$187,530	\$159,004	\$286,925	\$366,813	\$444,967	\$659,000	\$0
Average Final List Price	\$183,936	\$156,652	\$273,225	\$356,084	\$427,967	\$659,000	\$0

Sale Price

Average Price	\$178,147	\$151,842	\$266,031	\$344,429	\$412,333	\$629,500	\$0
Median Price	\$163,000	\$145,000	\$263,125	\$352,000	\$412,000	\$629,500	\$0

Price Differences

Original to Final List Price	-\$3,594	-\$2,352	-\$13,700	-\$10,729	-\$17,000	\$0	\$0
Original List to Sale Price - \$	-\$9,383	-\$7,162	-\$20,894	-\$22,384	-\$32,634	-\$29,500	\$0
Final List to Sale Price - \$	-\$5,789	-\$4,810	-\$7,194	-\$11,655	-\$15,634	-\$29,500	\$0
Original List to Sale Price - %	95.00%	95.50%	92.72%	93.90%	92.67%	95.52%	0.00%
Final List to Sale Price - %	96.85%	96.93%	97.37%	96.73%	96.35%	95.52%	0.00%

Days on the Market

Avg Days Listing to Contract	63	60	75	98	91	34	0
Combined Avg Days to Contract	58	55	50	90	82	108	0
Avg Days Listing to Closing	97	95	104	120	119	61	0
Avg Days Contract to Close	33	34	29	21	28	26	0

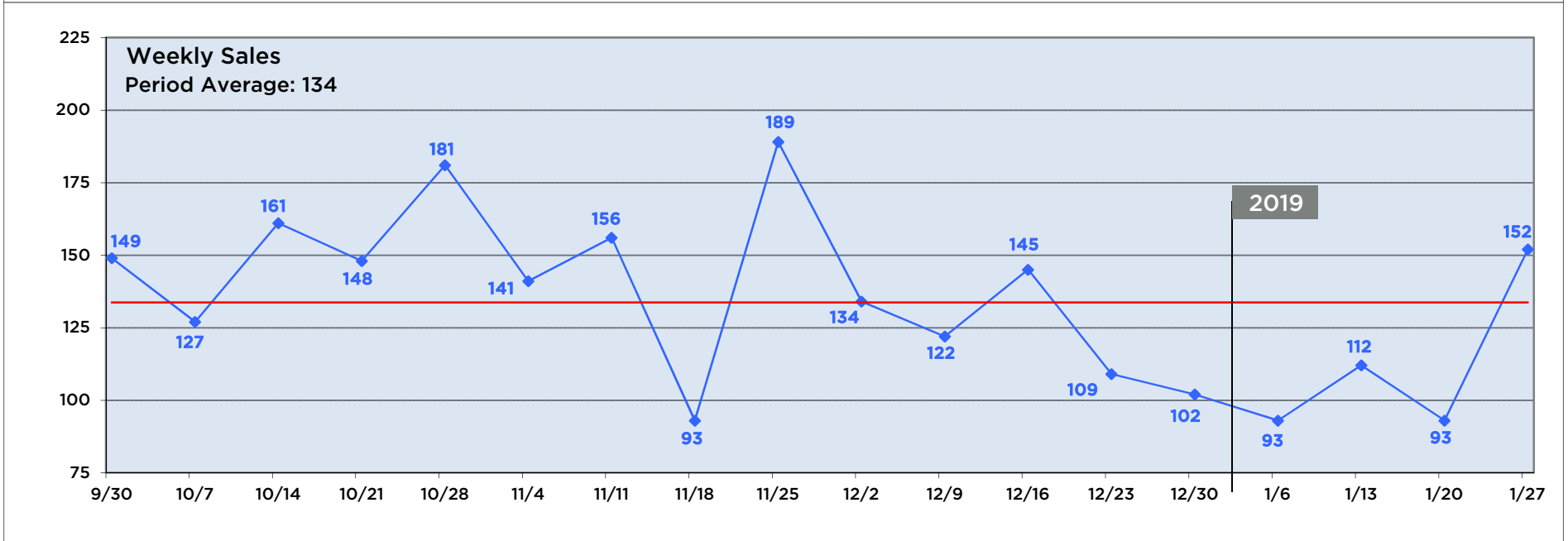
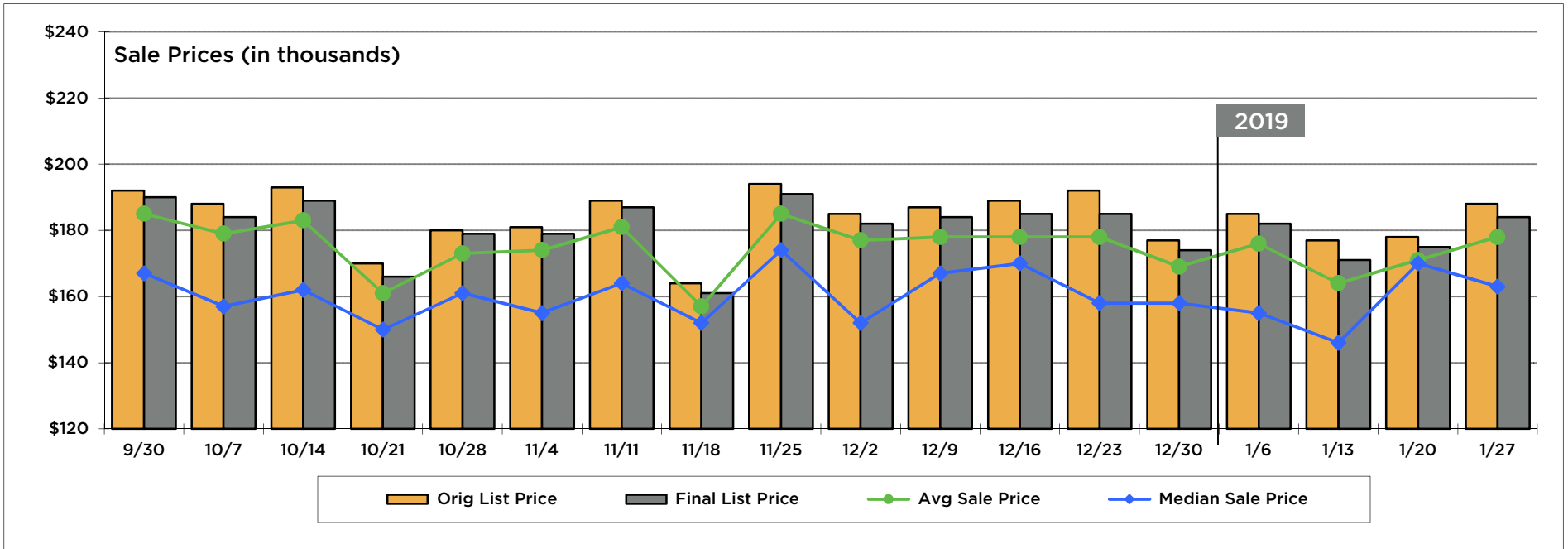
Beds / Baths

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

Square Footage

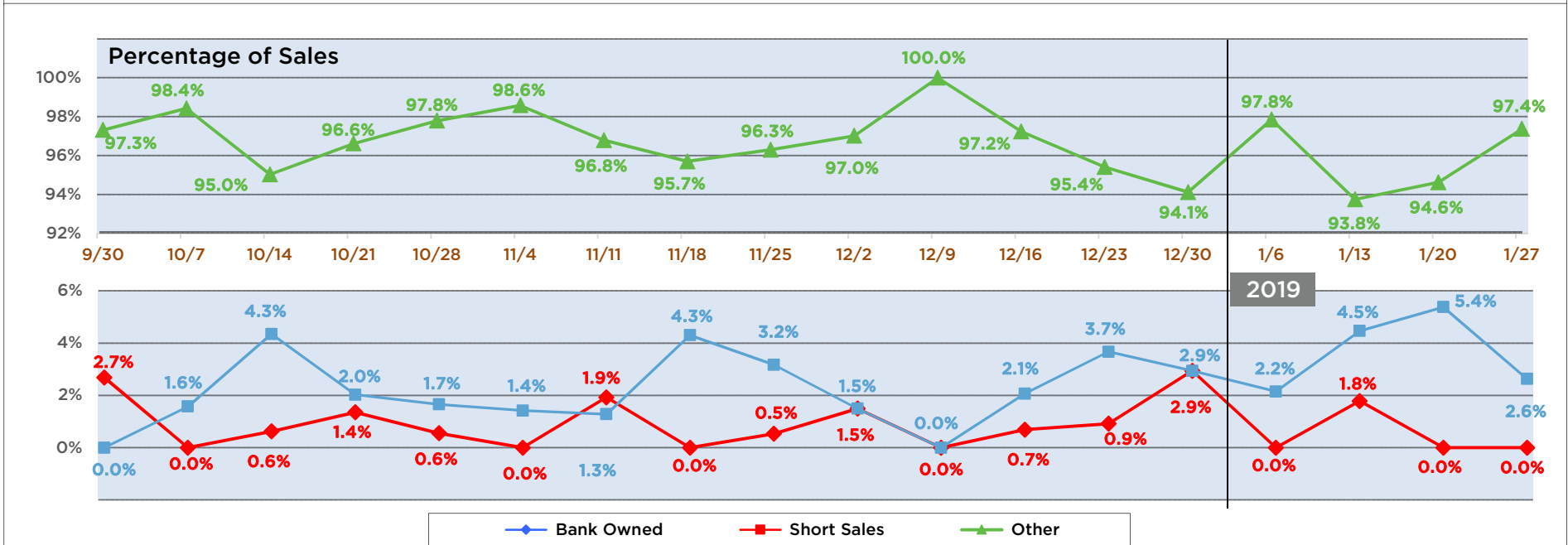
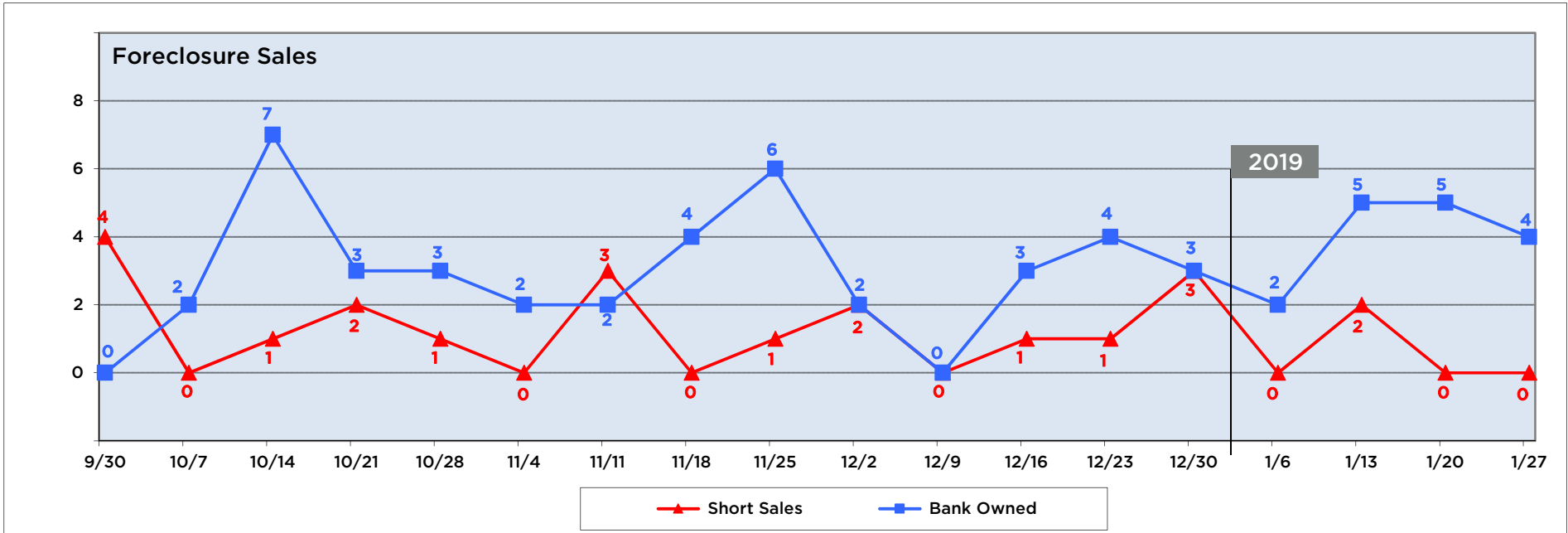
Average Square Feet	1,293	1,203	1,837	1,701	2,369	2,018	0
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Condos, Townhomes, Villas



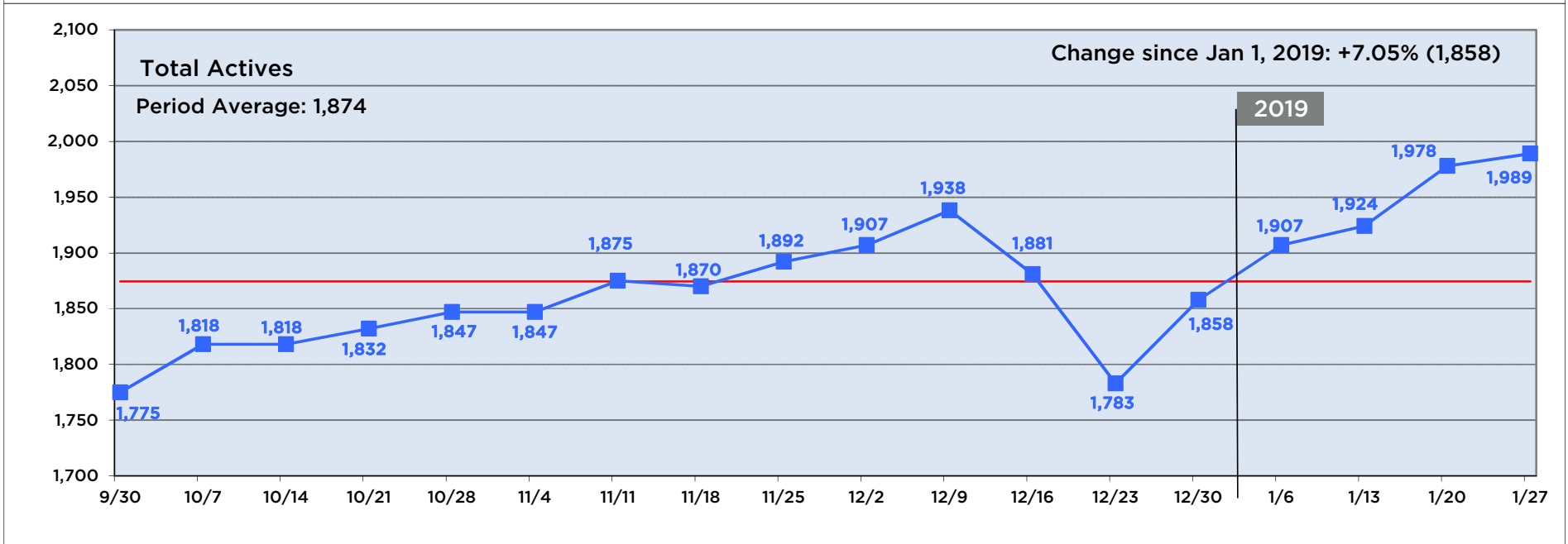
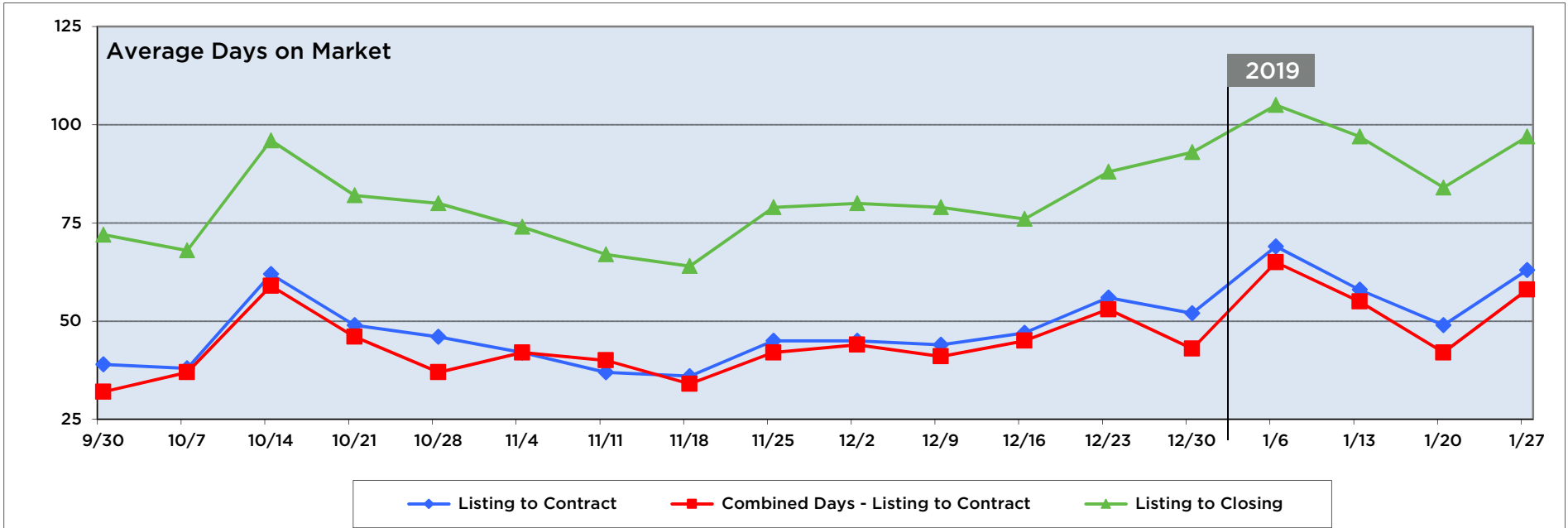


Condos, Townhomes, Villas



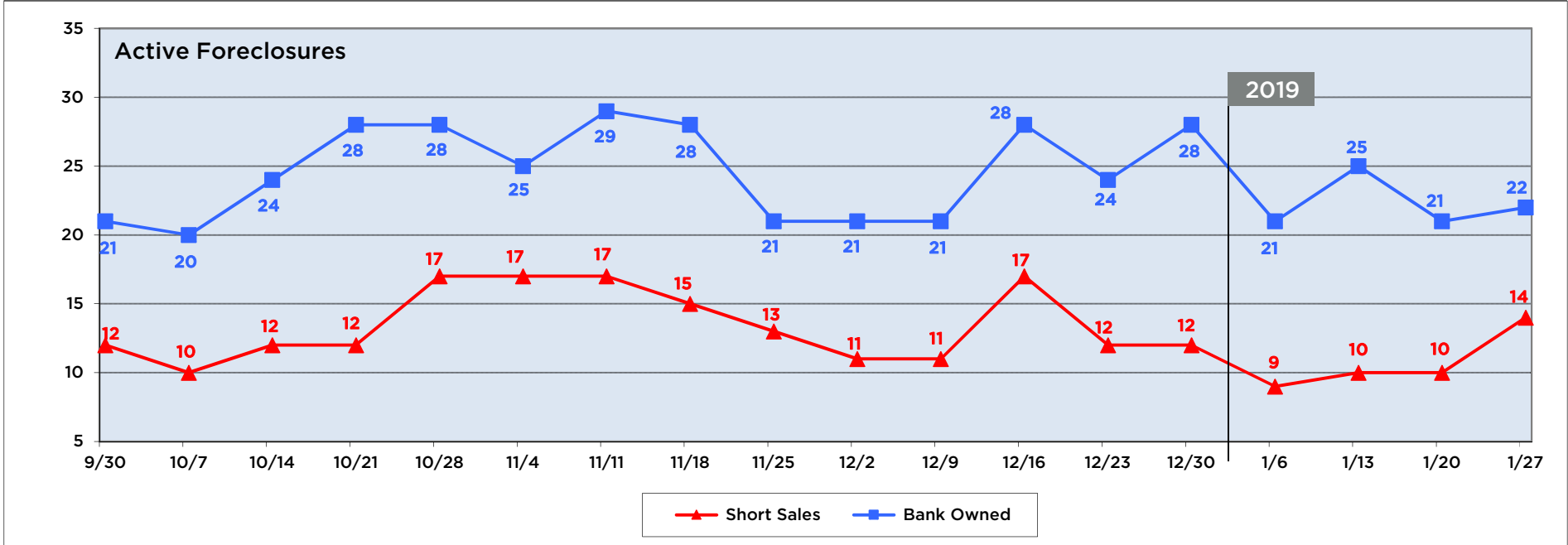
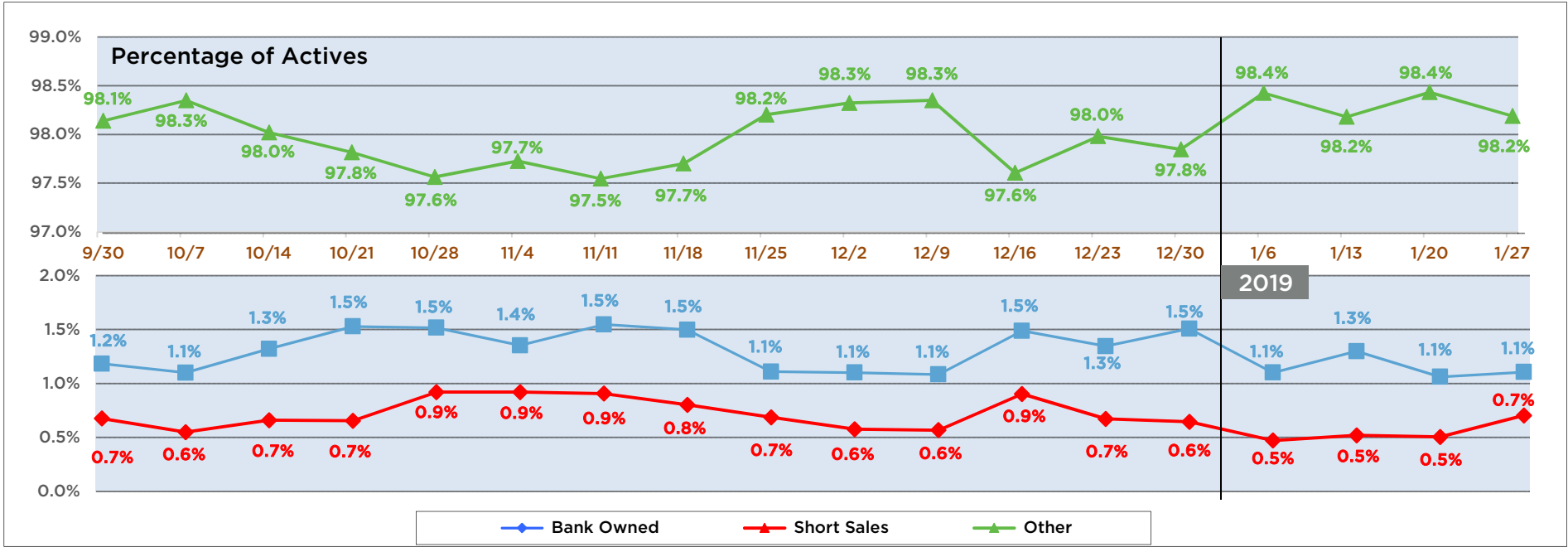


Condos, Townhomes, Villas



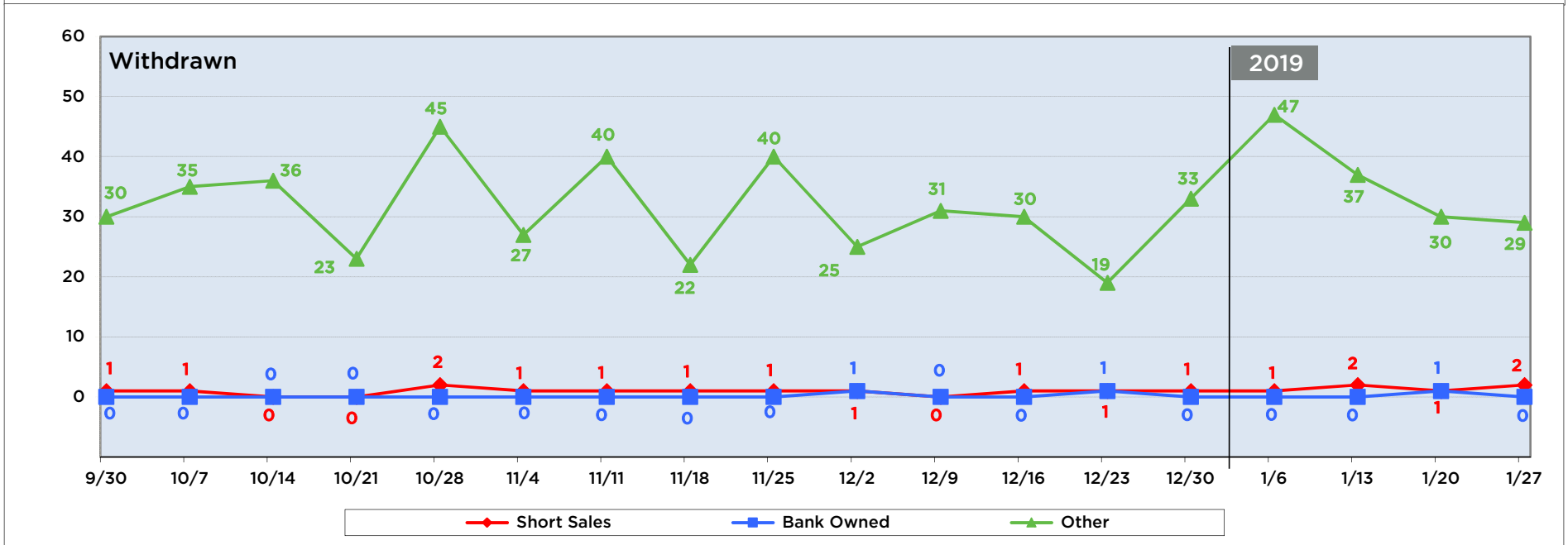
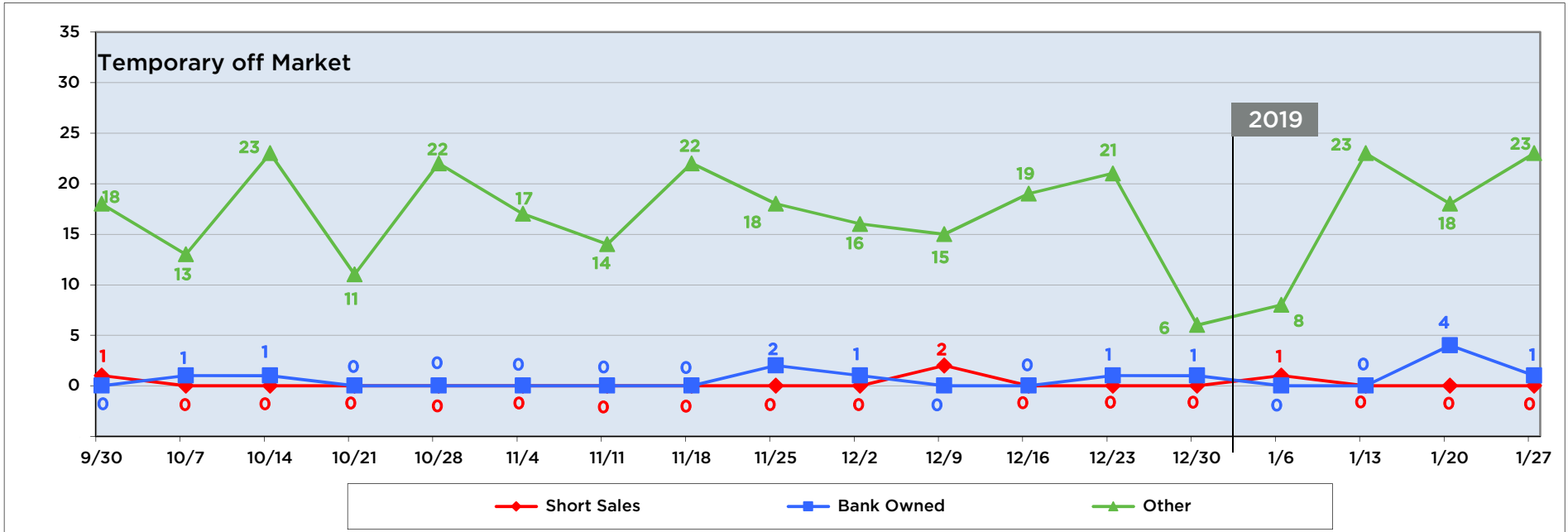


Condos, Townhomes, Villas

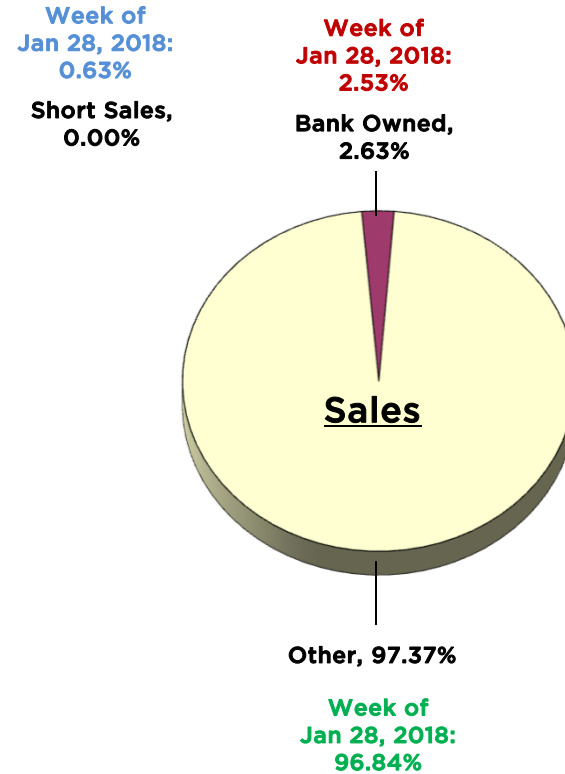
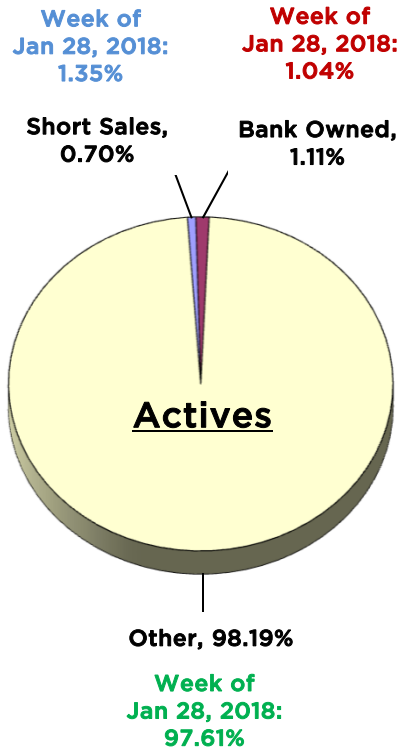




Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 8 Condos, Townhomes, or Villas available for the Median Price of \$163,000?

(± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		3	\$162,833	2.3	2.0	1,291	\$126.13
Sanford / Lake Forest	32771	1	\$162,500	2.0	2.0	1,074	\$151.30
Sanford (South)	32773	1	\$162,500	3.0	2.0	1,372	\$118.44
Longwood / Wekiva Springs	32779	1	\$163,500	2.0	2.0	1,427	\$114.58
Orange County		4	\$162,975	2.5	2.5	1,142	\$142.77
Williamsburg / Lake Bryan	32821	1	\$163,000	2.0	2.0	1,060	\$153.77
Taft	32824	1	\$163,000	2.0	2.0	1,026	\$158.87
Union Park / Chickasaw	32829	2	\$162,950	3.0	3.0	1,240	\$131.41
Osceola County		1	\$163,500	3.0	2.0	1,468	\$111.38
Kissimmee (West) / Pleasant Hill	34746	1	\$163,500	3.0	2.0	1,468	\$111.38