



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

***Week of Mar 31, 2019***

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

- Sales of single-family homes decreased to 515 during the week of Mar 31, from 755 the week prior
- The median price of single family homes increased to \$260,000, a change of 2.8%
- The number of single-family home foreclosure transactions increased to 20 last week, from 17 the week of Mar 24
- The number of single-family home short-sale transactions decreased to 5 from 9 the week prior
- Single-family inventory decreased by 23, and now sits at 7,048

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

- Sales of condos, townhomes, and villas decreased to 167 during the week of Mar 31, from 194 the week prior
- The median price of condos, townhomes, and villas decreased to \$155,000, a change of -4.0%
- The number of condo, townhome, and villa foreclosure transactions decreased to 4 last week, from 8 the week of Mar 24
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory increased by 13, and now sits at 1,889

*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>515</b>	232	98	112	30	34	9
Bank Owned	20	15	1	3	0	1	0
Short Sales	5	5	0	0	0	0	0
Other	490	212	97	109	30	33	9
<b>Active Listings</b>	<b>7,048</b>	1,765	1,081	1,628	792	1,244	538
Bank Owned	137	68	28	21	10	8	2
Short Sales	59	22	12	9	9	5	2
Other	6,852	1,675	1,041	1,598	773	1,231	534
<b>Months of Inventory</b>	<b>3</b>	2	3	3	6	8	14

**List Price**

Average Original List Price	<b>\$318,324</b>	\$190,956	\$283,252	\$362,761	\$457,123	\$665,070	\$1,657,889
Average Final List Price	<b>\$307,546</b>	\$186,878	\$276,043	\$351,128	\$449,360	\$642,779	\$1,479,643

**Sale Price**

Average Price	<b>\$298,535</b>	\$181,428	\$270,959	\$341,629	\$437,980	\$622,334	\$1,393,227
Median Price	<b>\$260,000</b>	\$195,450	\$269,950	\$336,250	\$435,000	\$570,500	\$1,175,000

**Price Differences**

<b>Original to Final List Price</b>	<b>-\$10,778</b>	-\$4,078	-\$7,209	-\$11,633	-\$7,763	-\$22,291	-\$178,246
<b>Original List to Sale Price - \$</b>	<b>-\$19,789</b>	-\$9,528	-\$12,293	-\$21,132	-\$19,143	-\$42,736	-\$264,662
<b>Final List to Sale Price - \$</b>	<b>-\$9,011</b>	-\$5,450	-\$5,084	-\$9,499	-\$11,380	-\$20,445	-\$86,416
<b>Original List to Sale Price - %</b>	<b>93.78%</b>	95.01%	95.66%	94.17%	95.81%	93.57%	84.04%
<b>Final List to Sale Price - %</b>	<b>97.07%</b>	97.08%	98.16%	97.29%	97.47%	96.82%	94.16%

**Days on the Market**

Avg Days Listing to Contract	<b>63</b>	51	64	68	43	81	286
Combined Avg Days to Contract	<b>66</b>	49	62	79	62	103	282
Avg Days Listing to Closing	<b>103</b>	92	100	106	82	132	329
Avg Days Contract to Close	<b>40</b>	40	37	37	39	51	43

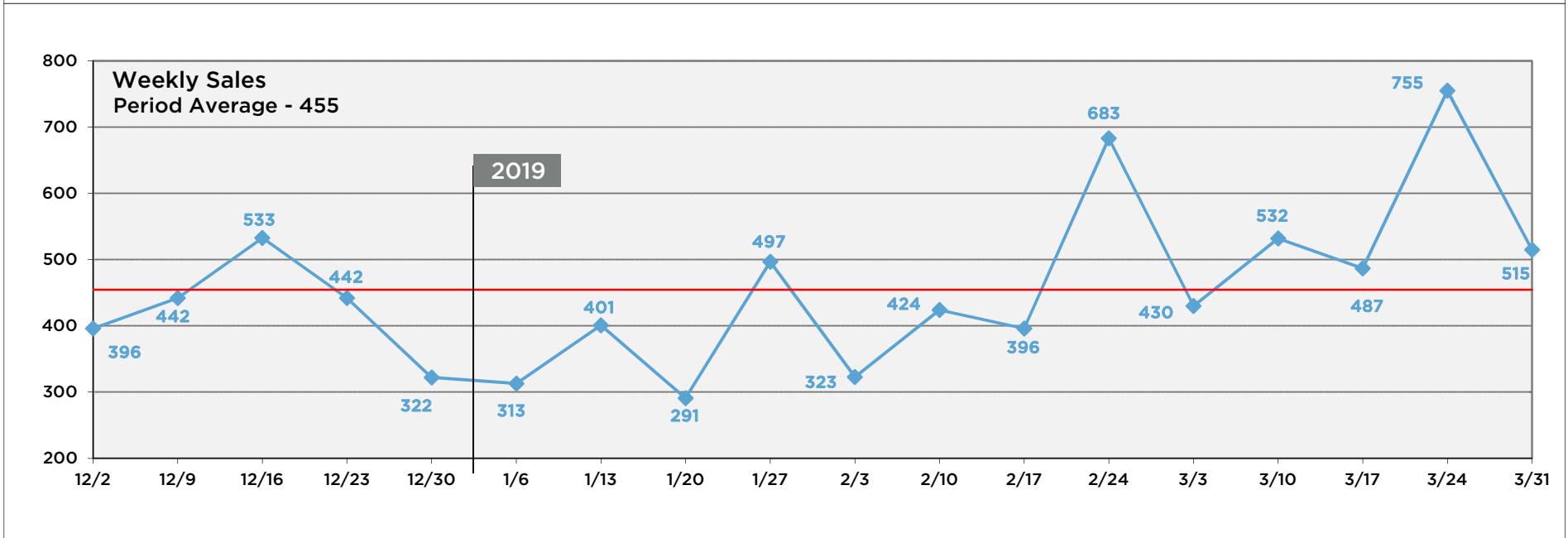
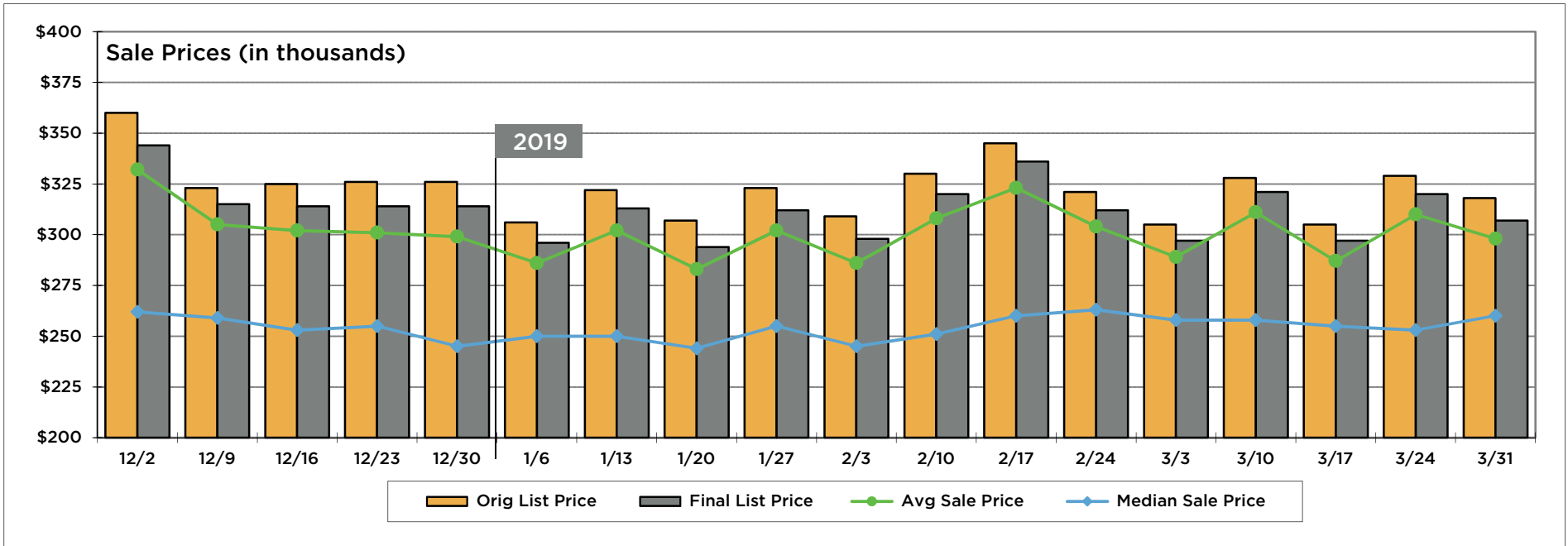
**Beds / Baths**

Average Bedrooms	<b>3</b>	3	4	4	4	4	5
Average Full Baths	<b>2</b>	2	2	2	3	3	5
Average Half Baths	<b>0</b>	0	0	0	0	0	1

**Square Footage**

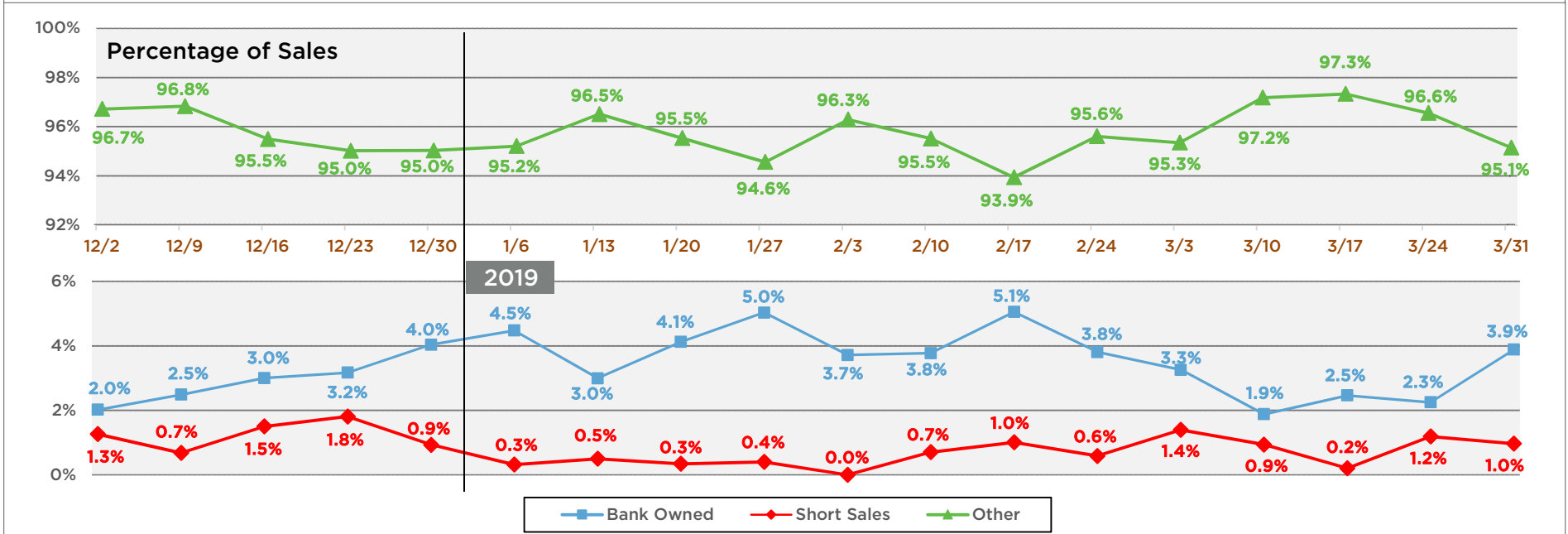
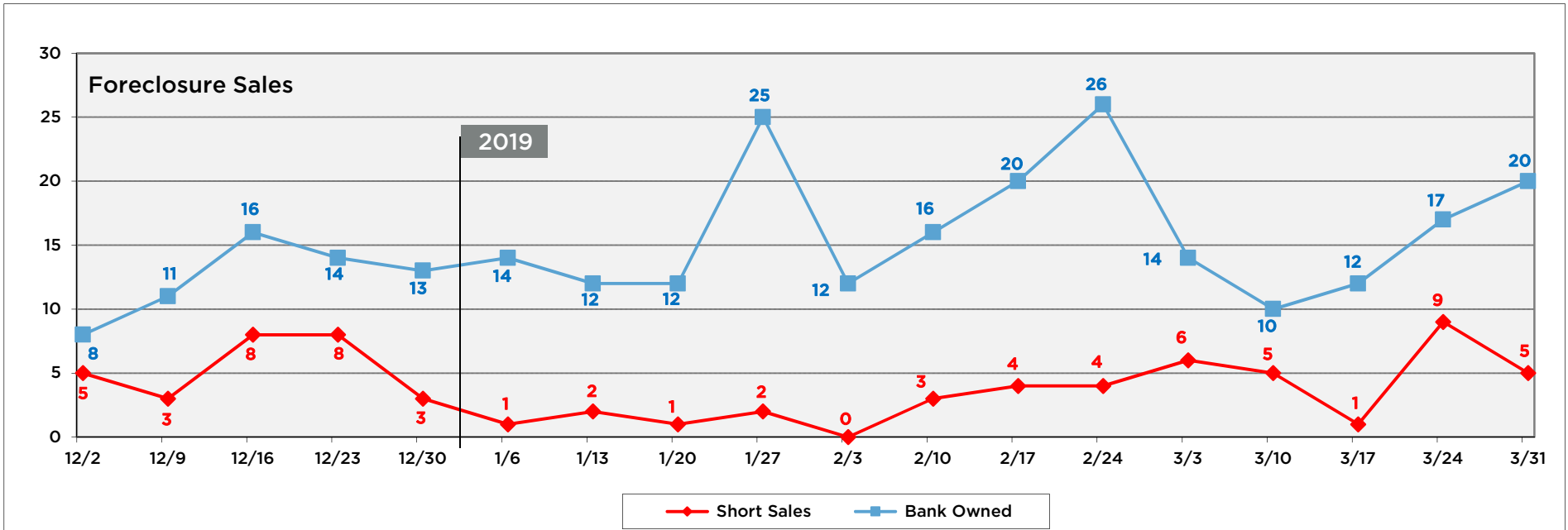
Average Square Feet	<b>2,022</b>	1,421	1,981	2,387	2,965	3,389	5,068
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### Single Family Homes

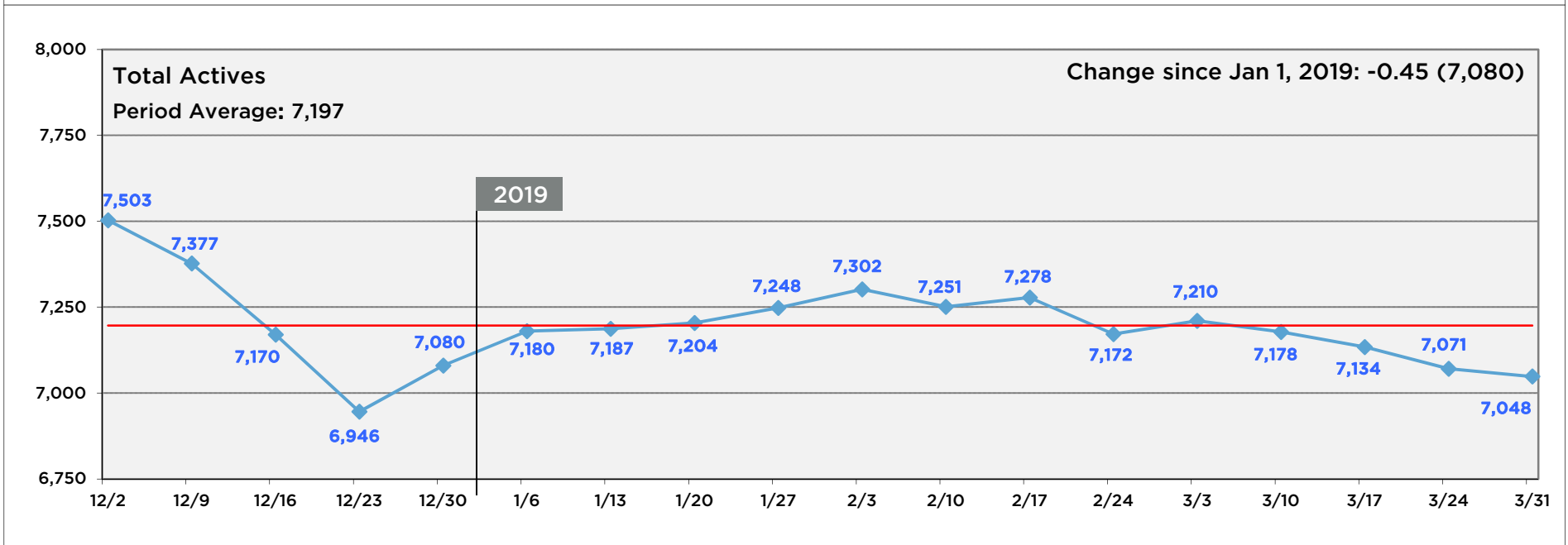
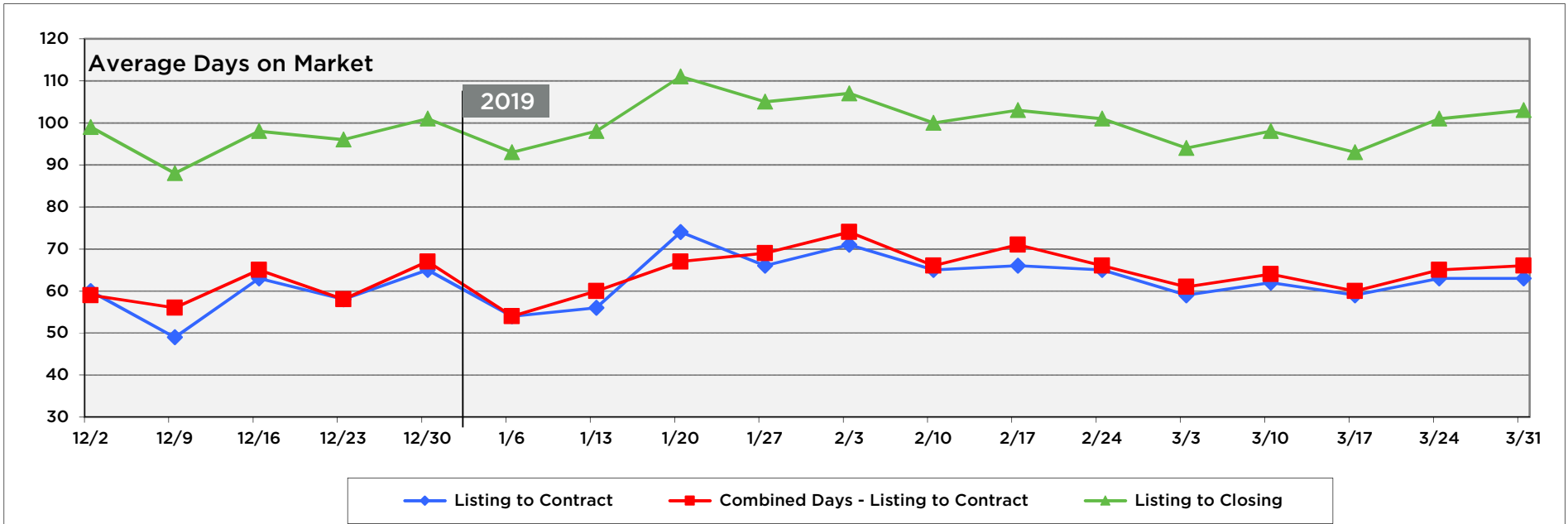




**Single Family Homes**

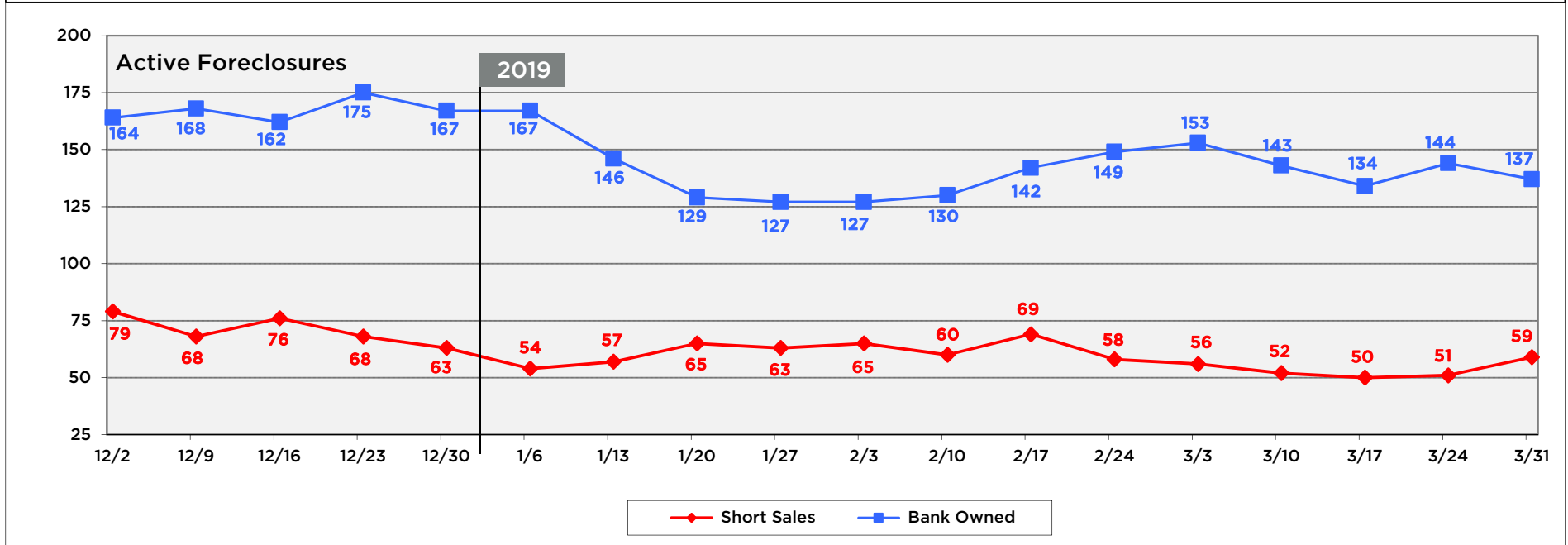
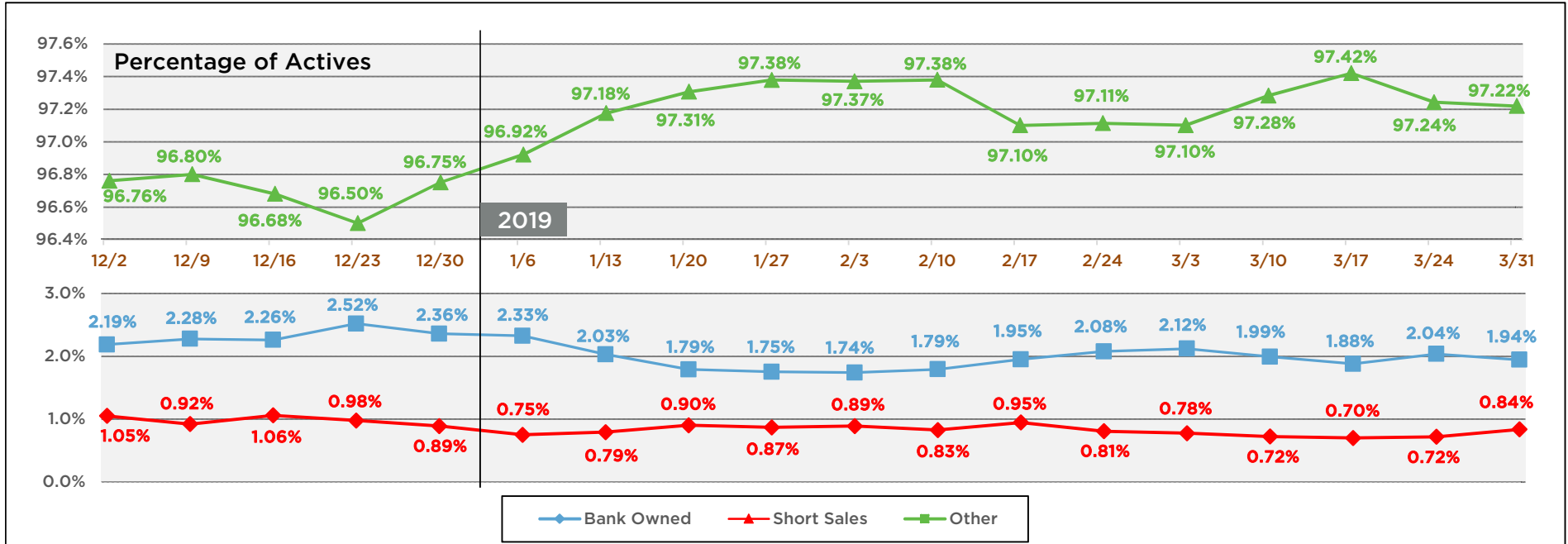


**Single Family Homes**



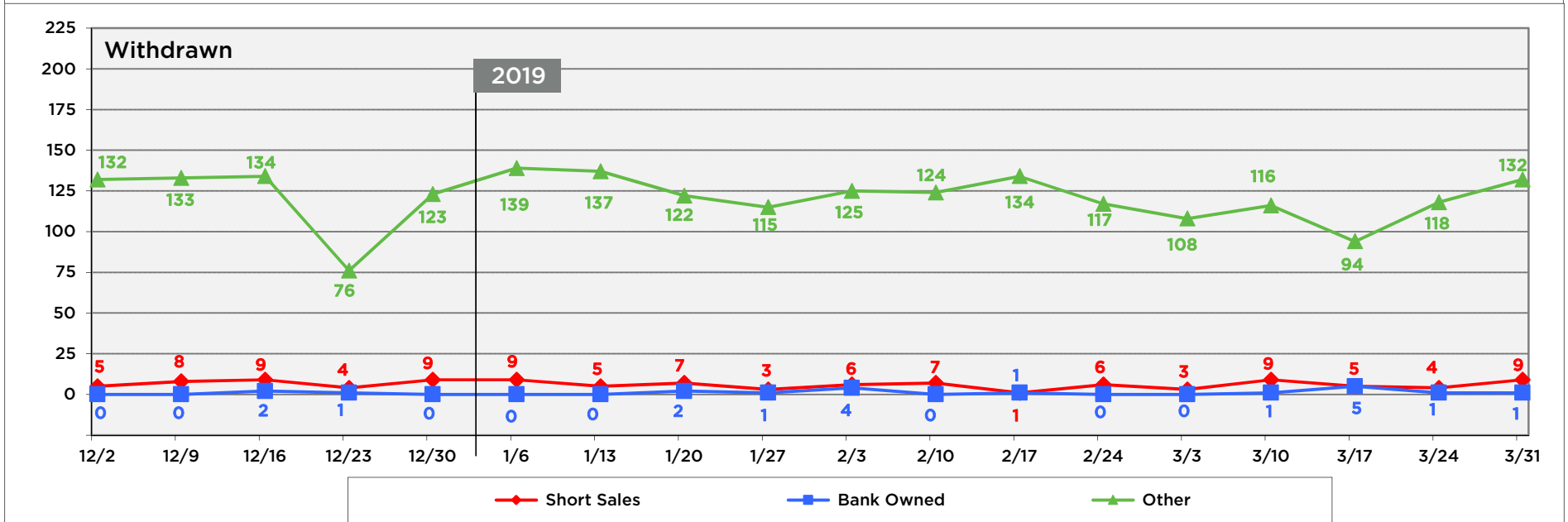
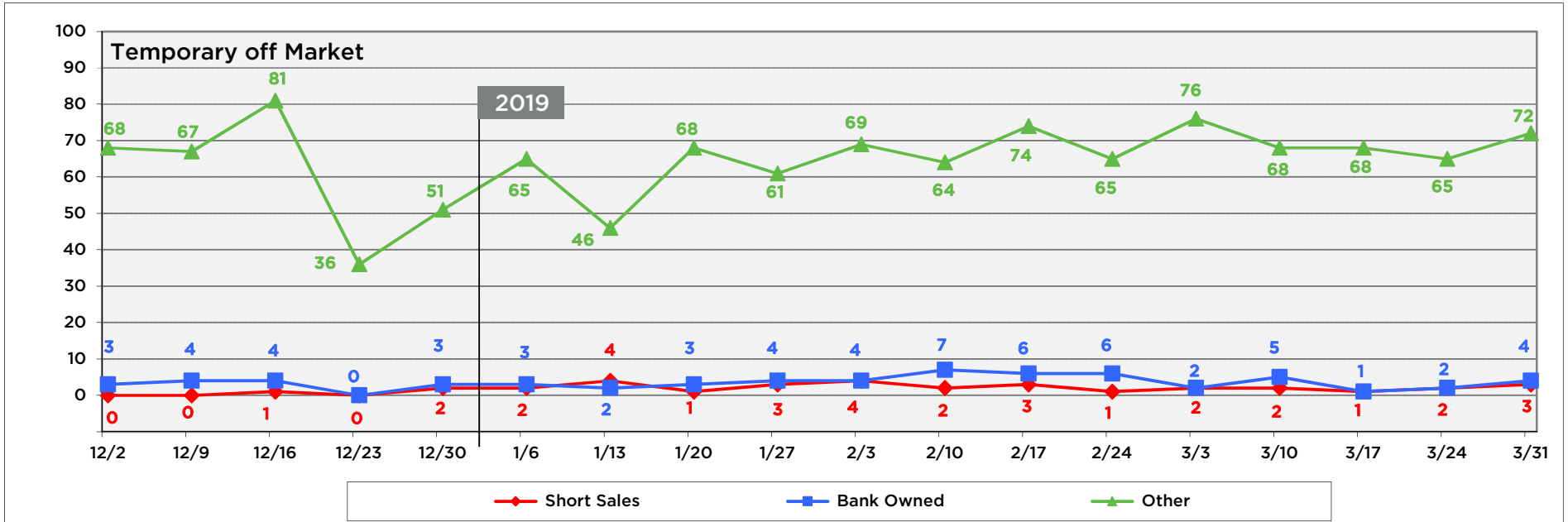


**Single Family Homes**

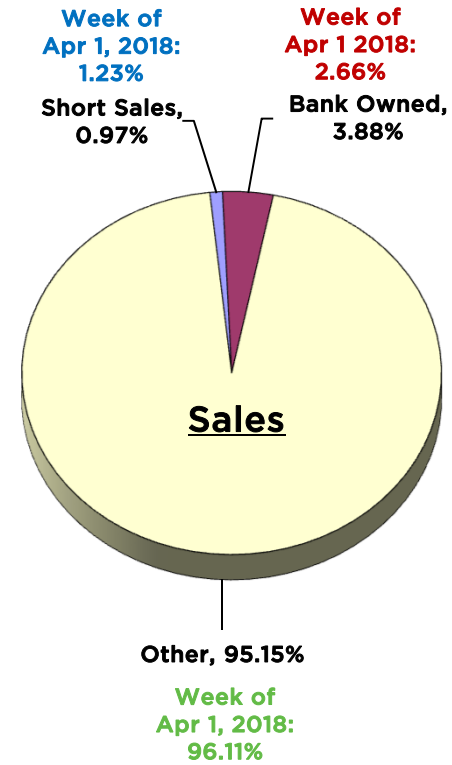
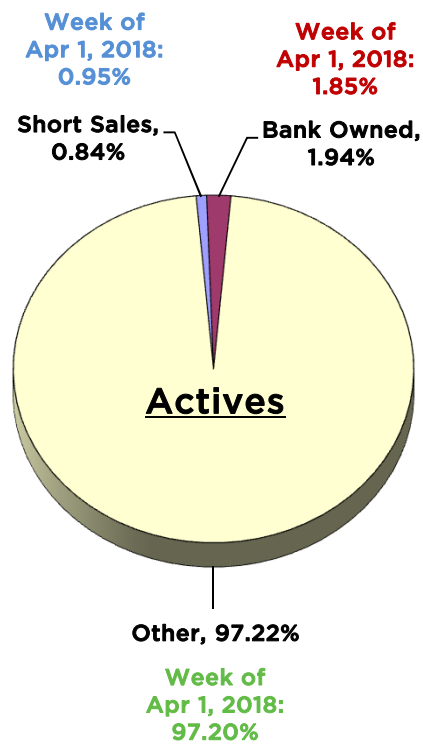




**Single Family Homes**



**Single Family Homes**





**Where are the 90 Single Family Homes available for the Median Price of \$260,000? (± \$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>20</b>	<b>\$259,920</b>	<b>3.3</b>	<b>2.2</b>	<b>1,683</b>	<b>\$154.42</b>
Altamonte Springs (East)	32701	3	\$259,933	3.0	2.0	1,660	\$156.59
Casselberry	32707	3	\$259,933	3.0	2.0	1,554	\$167.27
Winter Springs / Tuskawilla	32708	1	\$259,500	3.0	2.0	1,718	\$151.05
Altamonte Springs / Forest City	32714	3	\$259,933	4.0	2.0	1,821	\$142.74
Lake Mary / Heathrow	32746	1	\$259,900	3.0	2.0	1,480	\$175.61
Longwood (East)	32750	1	\$260,000	3.0	2.0	1,758	\$147.90
Oviedo	32765	1	\$260,000	3.0	2.0	1,614	\$161.09
Sanford / Lake Forest	32771	3	\$259,900	3.0	3.0	1,893	\$137.30
Sanford (South)	32773	1	\$260,000	4.0	2.0	1,955	\$132.99
Longwood / Wekiva Springs	32779	1	\$260,000	3.0	2.0	1,365	\$190.48
Winter Park	32792	2	\$259,950	4.0	2.0	1,495	\$173.88
<b>Orange County</b>		<b>32</b>	<b>\$259,927</b>	<b>3.3</b>	<b>2.0</b>	<b>1,689</b>	<b>\$153.90</b>
Apopka / Hunt Club	32703	1	\$260,000	3.0	2.0	1,082	\$240.30
Apopka (North)	32712	2	\$259,950	4.0	2.0	2,151	\$120.85
Maitland / Eatonville	32751	1	\$260,000	4.0	2.0	1,634	\$159.12
Mount Dora	32757	1	\$260,000	4.0	3.0	2,117	\$122.82
Winter Park (East) / Aloma	32792	1	\$260,000	3.0	2.0	1,578	\$164.77
Colonialtown	32803	2	\$259,900	3.0	2.0	995	\$261.21
Lockhart	32810	2	\$259,950	4.0	2.0	1,753	\$148.29
Conway	32812	1	\$259,900	3.0	2.0	1,515	\$171.55
Ventura	32822	1	\$260,000	3.0	2.0	1,949	\$133.40
Taft	32824	4	\$259,925	3.0	2.0	1,520	\$171.00
Rio Pinar / Union Park	32825	4	\$259,950	3.0	2.0	1,795	\$144.82
Research Park	32826	2	\$259,700	3.0	2.0	1,673	\$155.23
Waterford Lakes	32828	3	\$259,900	3.0	2.0	1,727	\$150.49
Union Park / Chickasaw	32829	1	\$259,900	4.0	2.0	1,472	\$176.56
Wedgfield	32833	2	\$260,000	4.0	2.0	2,340	\$111.11
Metro West / Orlo Vista	32835	1	\$260,000	3.0	2.0	1,796	\$144.77
Hunters Creek	32837	3	\$259,892	3.0	2.0	1,546	\$168.11
<b>Osceola County</b>		<b>19</b>	<b>\$259,939</b>	<b>3.6</b>	<b>2.4</b>	<b>1,980</b>	<b>\$131.27</b>
Kenansville	34739	1	\$259,900	3.0	2.0	2,736	\$94.99
Kissimmee (Central)	34741	2	\$259,900	3.0	2.0	1,541	\$168.66
Kissimmee / Buena Ventura Lakes	34743	3	\$259,999	3.0	2.0	1,825	\$142.47
Kissimmee (East)	34744	4	\$259,925	4.0	3.0	1,945	\$133.64
Kissimmee (West) / Pleasant Hill	34746	2	\$260,000	4.0	2.0	1,902	\$136.70

**Where are the 90 Single Family Homes available for the Median Price of \$260,000? (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>Osceola County (cont'd)</b>							
Kissimmee / Celebration	34747	1	\$260,000	5.0	4.0	1,824	\$142.54
Kissimmee / Poinciana	34758	1	\$259,900	4.0	2.0	2,847	\$91.29
Kissimmee	34759	1	\$259,900	5.0	3.0	2,215	\$117.34
St Cloud / Narcoossee	34771	1	\$259,900	3.0	2.0	1,992	\$130.47
St Cloud / Canoe Creek	34772	3	\$259,917	3.0	2.0	1,956	\$132.88
<b>Lake County</b>		<b>19</b>	<b>\$259,926</b>	<b>3.3</b>	<b>2.4</b>	<b>2,136</b>	<b>\$121.69</b>
Lady Lake / The Villages	32159	1	\$259,900	2.0	2.0	1,648	\$157.71
Eustis (West)	32726	1	\$259,900	3.0	2.0	2,140	\$121.45
Mount Dora	32757	2	\$259,900	3.0	2.0	1,592	\$163.25
Tavares / Mt Plymouth	32778	3	\$259,867	4.0	3.0	2,637	\$98.55
Clermont (Central)	34711	1	\$259,900	2.0	2.0	1,524	\$170.54
Clermont (South)	34714	1	\$260,000	5.0	3.0	2,382	\$109.15
Fruitland Park	34731	3	\$259,900	4.0	3.0	2,477	\$104.93
Leesburg (West)	34748	7	\$259,971	3.0	2.0	2,052	\$126.69

**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>167</b>	145	11	8	1	2	0
Bank Owned	4	4	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	162	140	11	8	1	2	0
<b>Active Listings</b>	<b>1,889</b>	1,361	223	205	41	47	12
Bank Owned	23	20	1	2	0	0	0
Short Sales	7	4	0	3	0	0	0
Other	1,859	1,337	222	200	41	47	12
<b>Months of Inventory</b>	<b>3</b>	2	5	6	9	5	0

***List Price***

Average Original List Price	<b>\$180,901</b>	\$154,579	\$292,782	\$342,188	\$489,900	\$674,250	\$0
Average Final List Price	<b>\$177,893</b>	\$151,956	\$284,509	\$338,313	\$489,900	\$674,250	\$0

***Sale Price***

Average Price	<b>\$171,180</b>	\$145,892	\$276,075	\$327,750	\$450,000	\$662,000	\$0
Median Price	<b>\$155,000</b>	\$140,000	\$275,000	\$325,000	\$450,000	\$662,000	\$0

***Price Differences***

<b>Original to Final List Price</b>	<b>-\$3,008</b>	-\$2,623	-\$8,273	-\$3,875	\$0	\$0	\$0
<b>Original List to Sale Price - \$</b>	<b>-\$9,721</b>	-\$8,687	-\$16,707	-\$14,438	-\$39,900	-\$12,250	\$0
<b>Final List to Sale Price - \$</b>	<b>-\$6,713</b>	-\$6,064	-\$8,434	-\$10,563	-\$39,900	-\$12,250	\$0
<b>Original List to Sale Price - %</b>	<b>94.63%</b>	94.38%	94.29%	95.78%	91.86%	98.18%	0.00%
<b>Final List to Sale Price - %</b>	<b>96.23%</b>	96.01%	97.04%	96.88%	91.86%	98.18%	0.00%

***Days on the Market***

Avg Days Listing to Contract	<b>53</b>	47	91	72	98	185	0
Combined Avg Days to Contract	<b>46</b>	40	84	66	98	174	0
Avg Days Listing to Closing	<b>89</b>	84	122	98	105	222	0
Avg Days Contract to Close	<b>35</b>	36	30	25	6	37	0

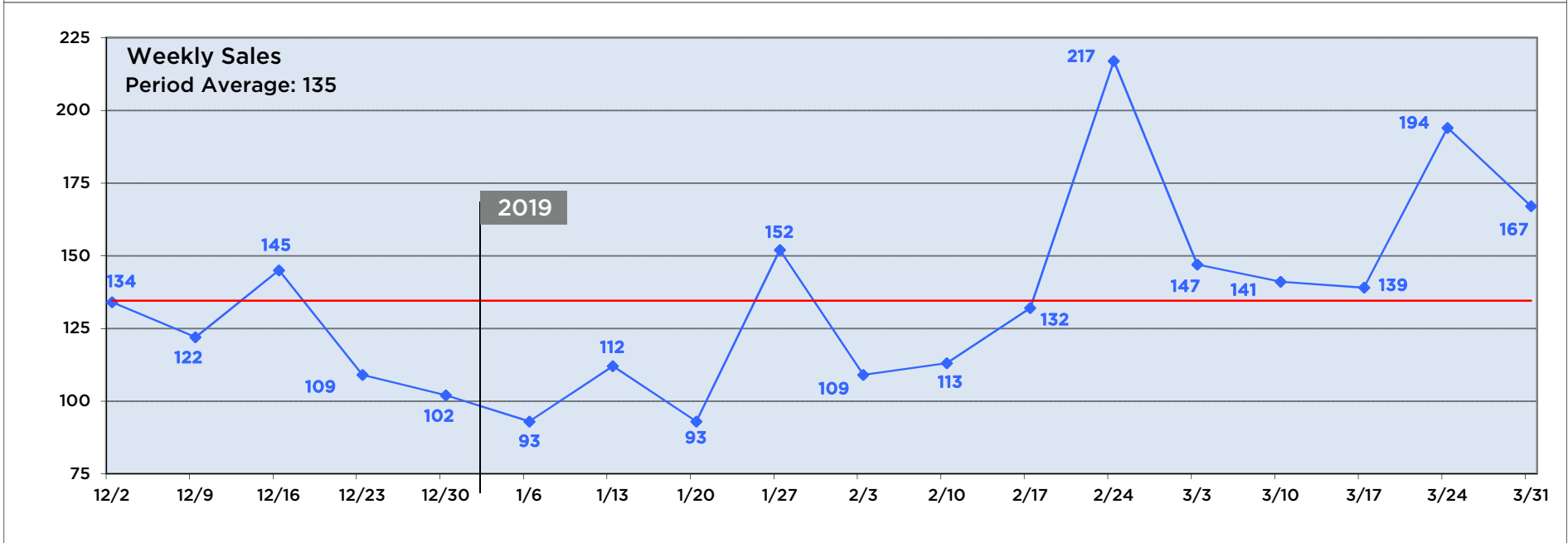
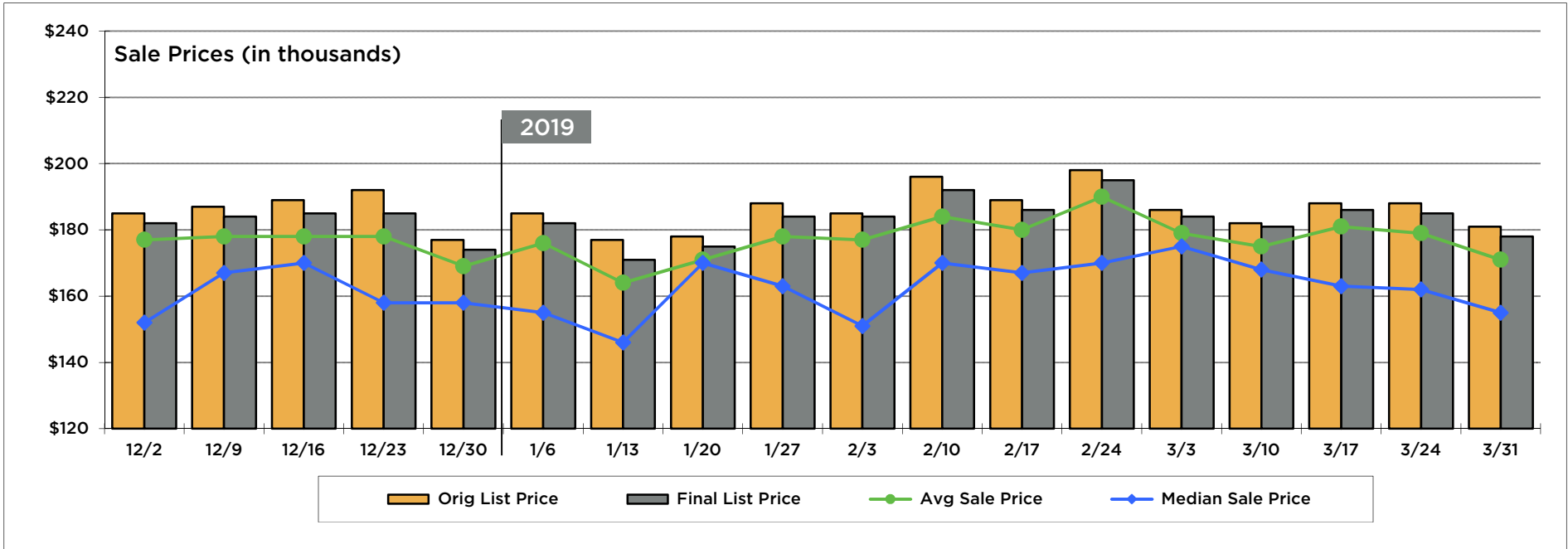
***Beds / Baths***

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

***Square Footage***

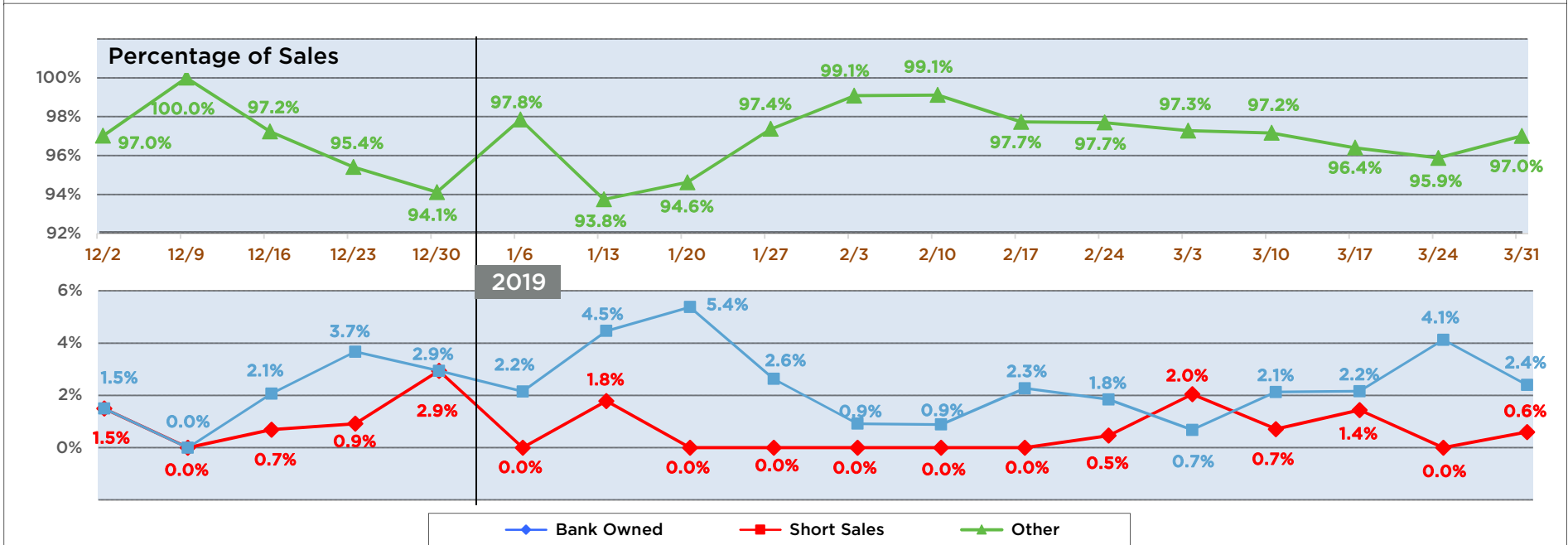
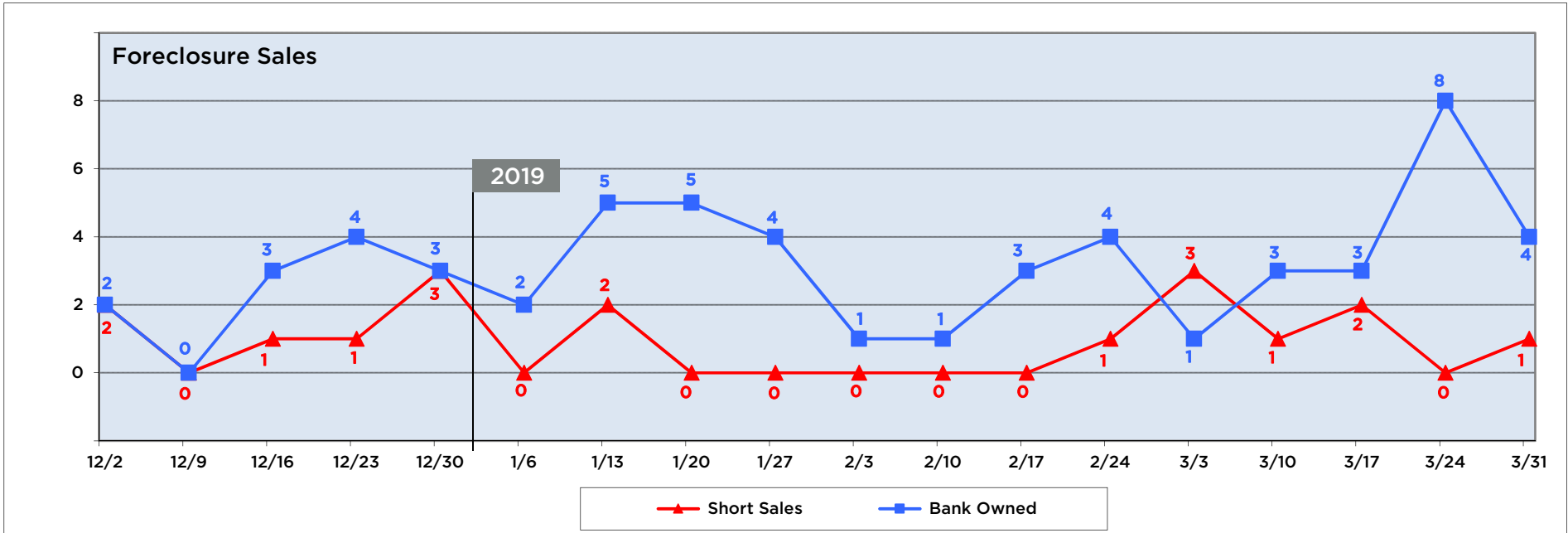
Average Square Feet	<b>1,254</b>	1,181	1,793	1,594	1,268	2,241	0
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**Condos, Townhomes, Villas**



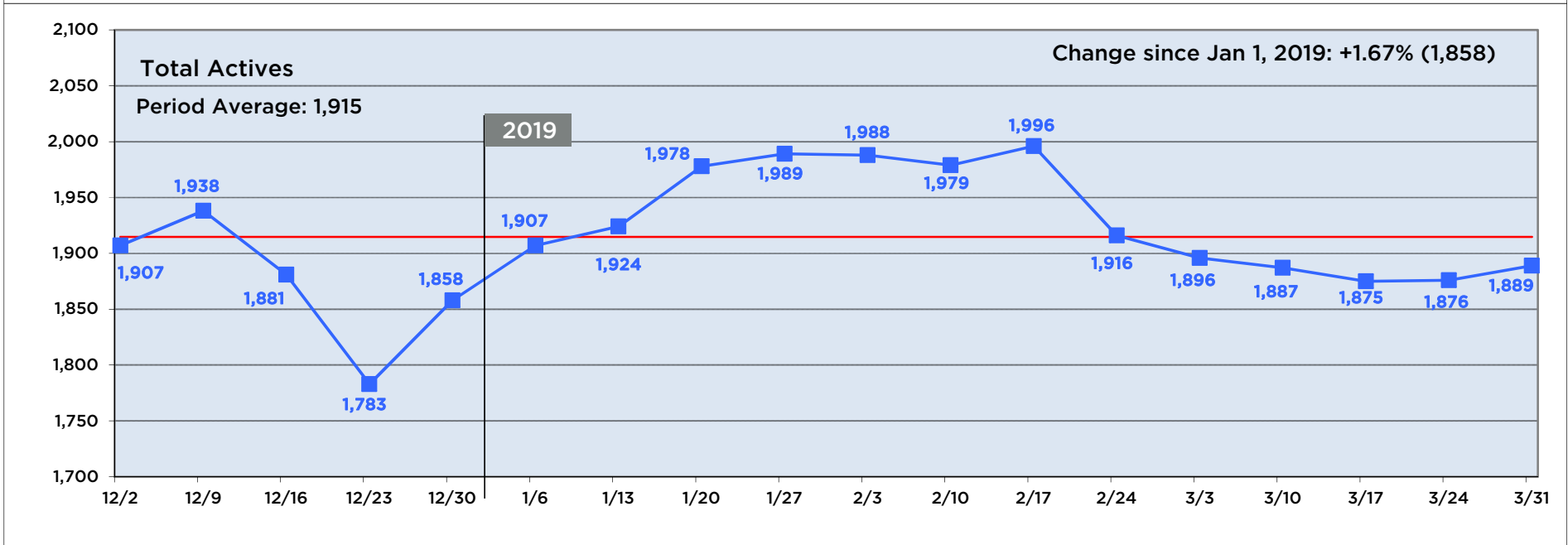
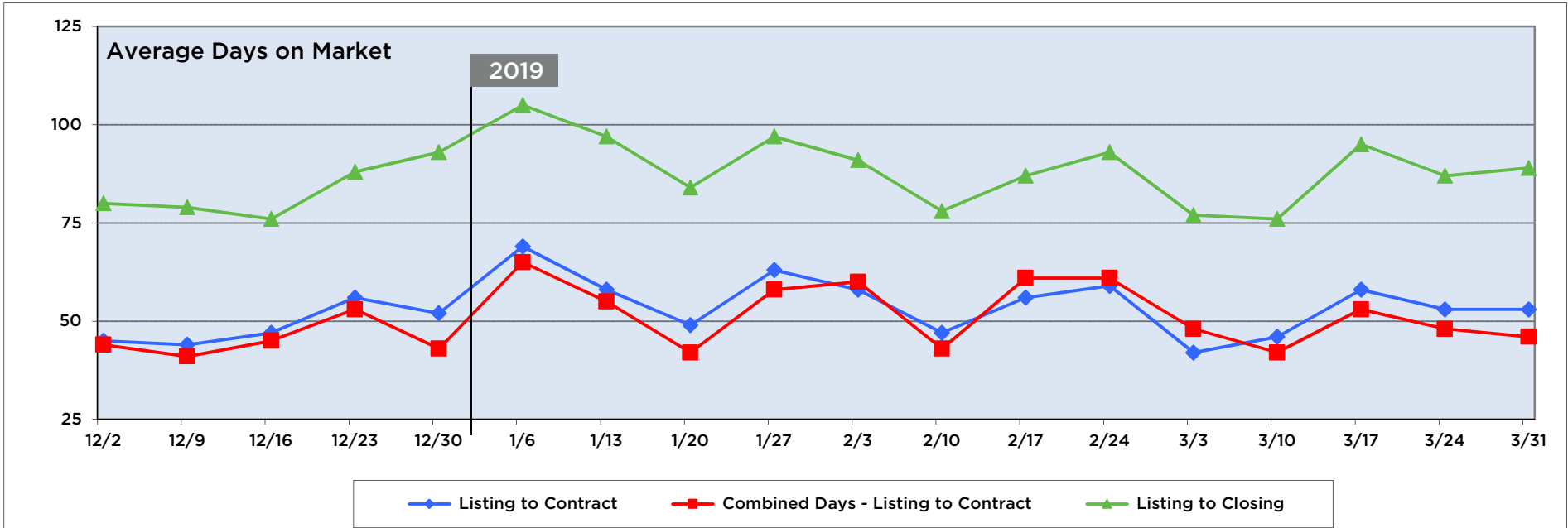


**Condos, Townhomes, Villas**



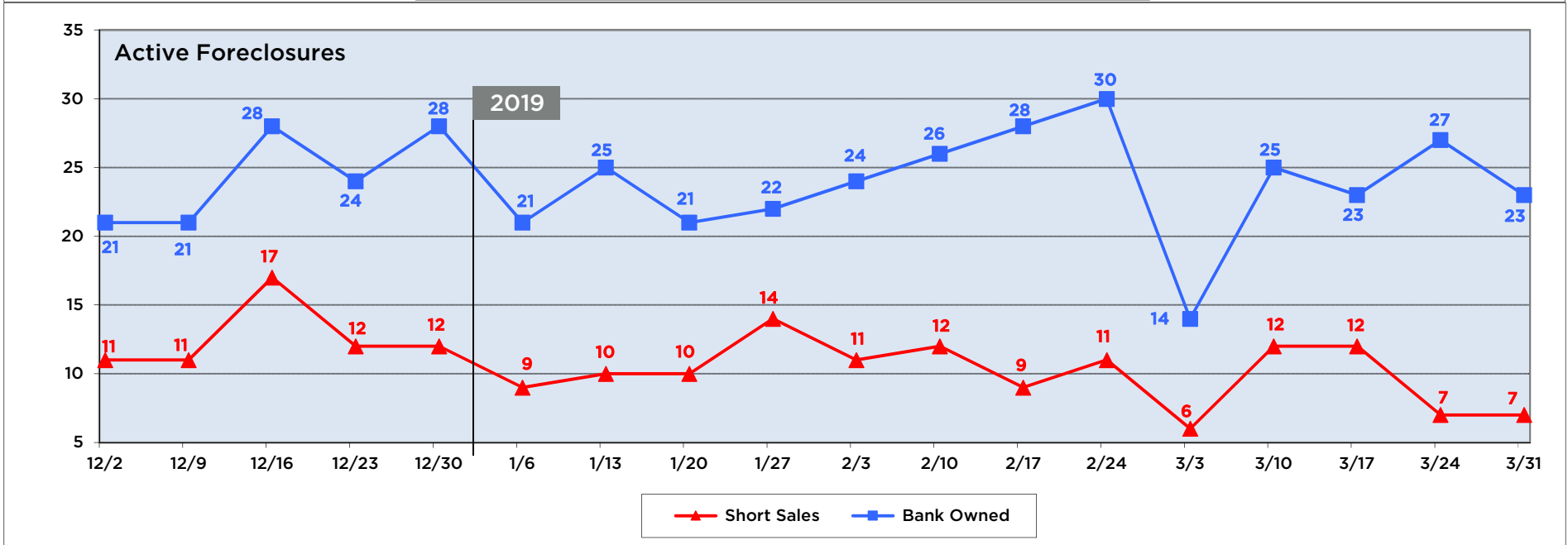
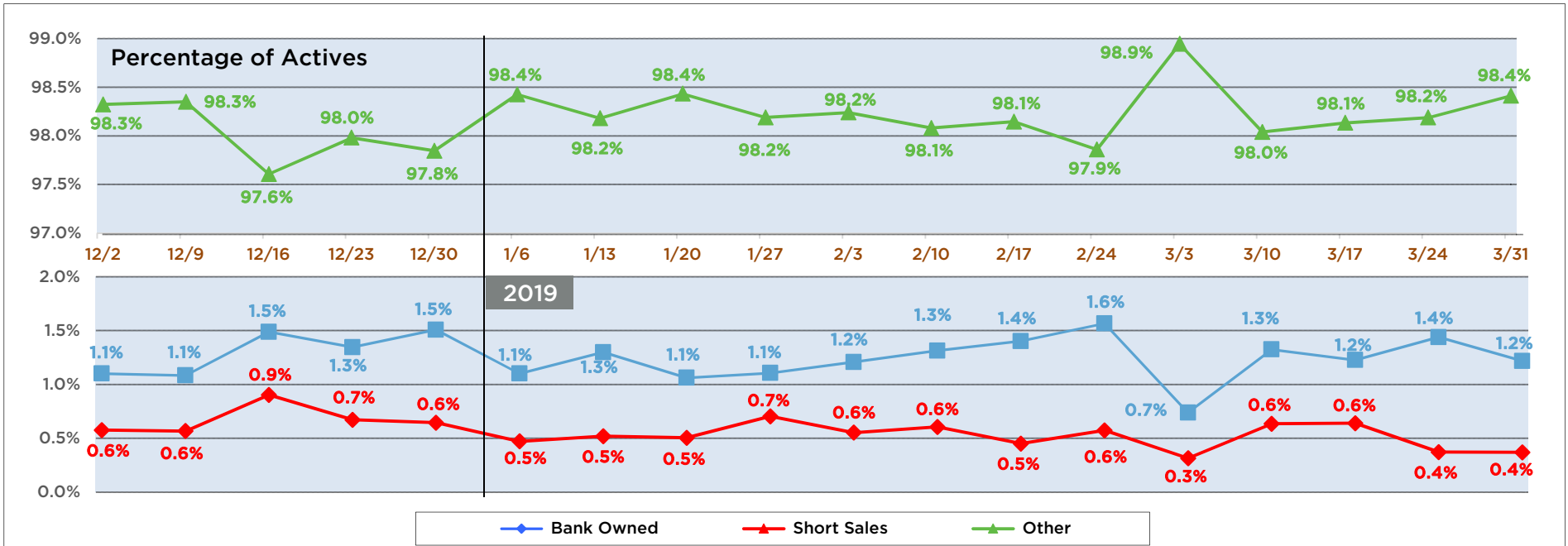


**Condos, Townhomes, Villas**



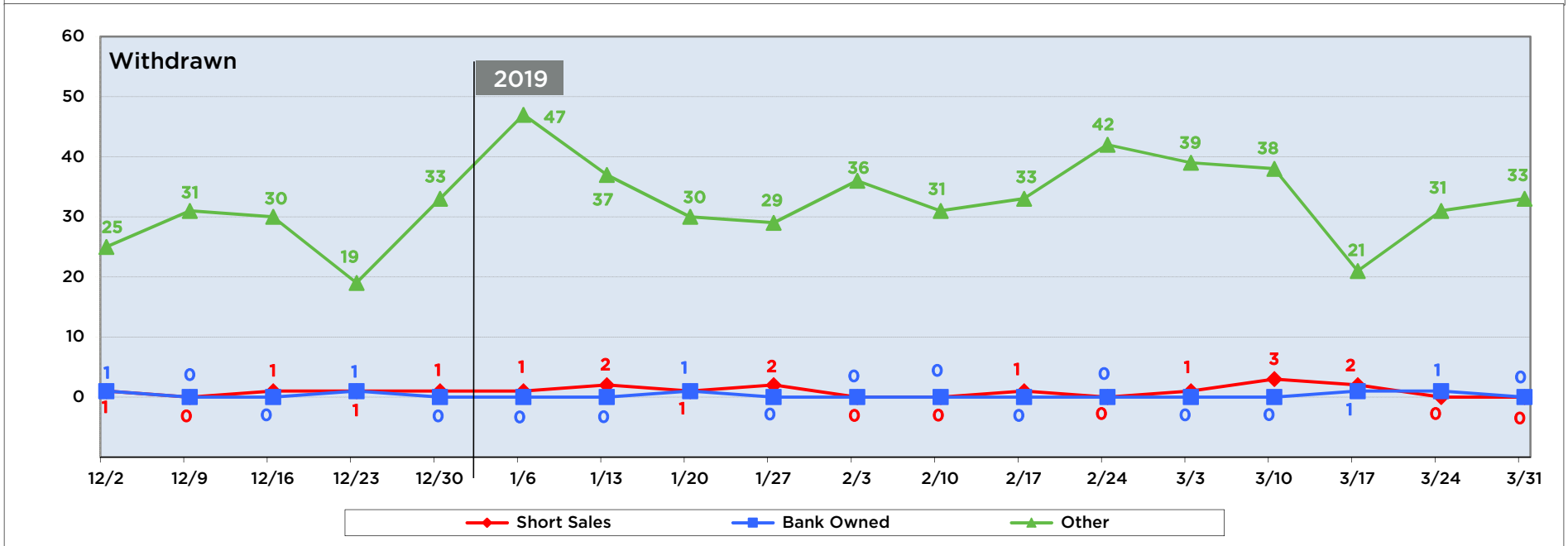
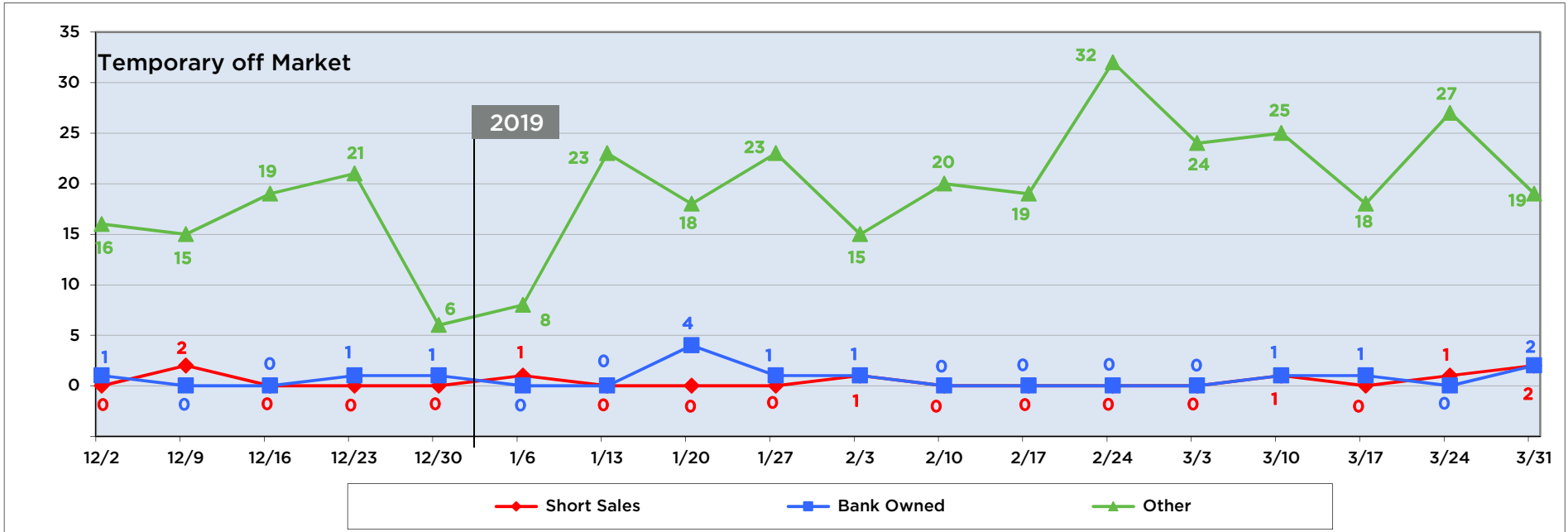


**Condos, Townhomes, Villas**



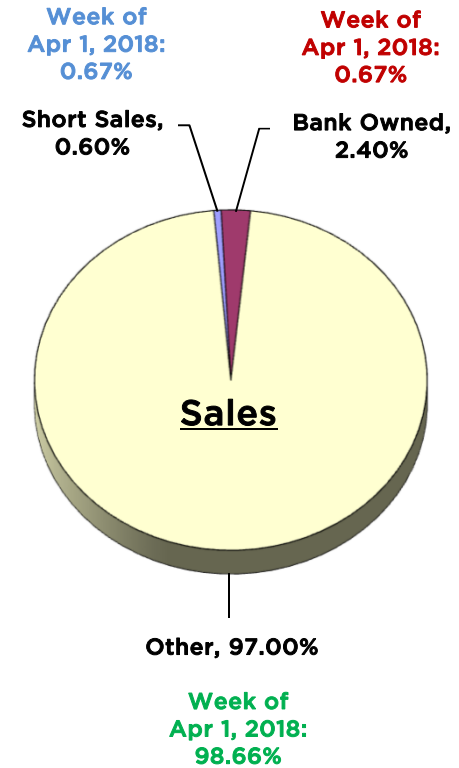
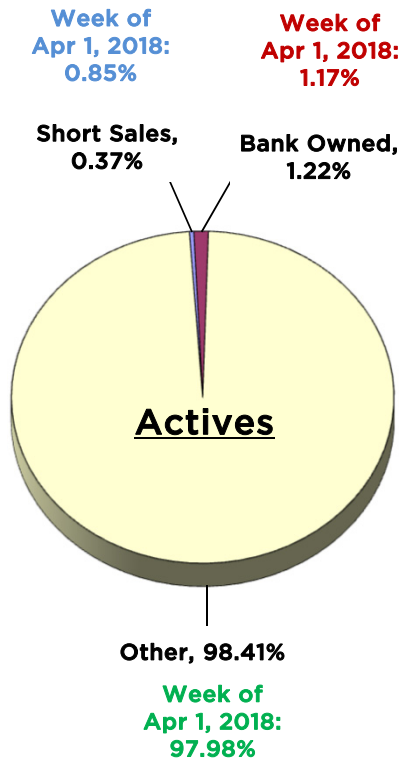


**Condos, Townhomes, Villas**





**Condos, Townhomes, Villas**



**Where are the 19 Condos, Townhomes, or Villas available for the Median Price of \$155,000?**

( ± \$500 )

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
<b>Seminole County</b>		<b>3</b>	<b>\$154,933</b>	<b>2.3</b>	<b>2.0</b>	<b>1,425</b>	<b>\$108.70</b>
Altamonte Springs (East)	32701	1	\$154,900	3.0	2.0	1,778	\$87.12
Sanford (South)	32773	1	\$155,000	2.0	2.0	1,056	\$146.78
Longwood / Wekiva Springs	32779	1	\$154,900	2.0	2.0	1,442	\$107.42
<b>Orange County</b>		<b>11</b>	<b>\$154,950</b>	<b>2.6</b>	<b>2.2</b>	<b>1,221</b>	<b>\$126.87</b>
Winter Park (East) / Aloma	32792	1	\$155,000	2.0	2.0	967	\$160.29
Delaney / Crystal Lake	32806	1	\$155,000	2.0	1.0	1,116	\$138.89
Orlo Vista	32811	2	\$155,000	3.0	2.0	1,218	\$127.26
Williamsburg / Lake Bryan	32821	3	\$154,817	3.0	3.0	1,446	\$107.07
Taft	32824	1	\$155,000	3.0	2.0	1,162	\$133.39
Union Park / Chickasaw	32829	1	\$155,000	3.0	2.0	1,202	\$128.95
Metro West / Orlo Vista	32835	2	\$155,000	2.0	2.0	1,107	\$140.02
<b>Osceola County</b>		<b>5</b>	<b>\$154,960</b>	<b>2.8</b>	<b>2.0</b>	<b>1,250</b>	<b>\$123.99</b>
Davenport	33896	1	\$154,900	3.0	2.0	1,244	\$124.52
Kissimmee (Central)	34741	1	\$155,000	3.0	2.0	1,250	\$124.00
Kissimmee / Celebration	34747	2	\$155,000	3.0	2.0	1,357	\$114.22
St Cloud	34769	1	\$154,900	2.0	2.0	1,041	\$148.80