



Monday Morning Quarterback Summary

Week of Jan 20, 2019

Single-family existing homes

- Sales of single-family homes decreased to 291 during the week of Jan 20, from 401 the week prior
- The median price of single family homes decreased to \$244,000, a change of -2.4%
- The number of single-family home foreclosure transactions remained constant at 12
- The number of single-family home short-sale transactions decreased to 1 from 2 the week prior
- Single-family inventory increased by 17, and now sits at 7,204

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 93 during the week of Jan 20, from 112 the week prior
- The median price of condos, townhomes, and villas increased to \$169,900, a change of 16.4%
- The number of condo, townhome and villa foreclosure transactions remained constant at 5
- The number of condo, townhome and villa short-sale transactions decreased to 0 from 2 the week prior
- Condo inventory increased by 51, and now sits at 1,978

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	291	157	46	49	19	16	4
Bank Owned	12	10	1	1	0	0	0
Short Sales	1	0	0	1	0	0	0
Other	278	147	45	47	19	16	4
Active Listings	7,204	2,124	1,181	1,587	721	1,107	484
Bank Owned	129	73	20	17	9	10	0
Short Sales	65	26	17	7	6	7	2
Other	7,010	2,025	1,144	1,563	706	1,090	482
Months of Inventory	6	3	6	7	9	16	28

List Price

Average Original List Price	\$306,582	\$191,970	\$297,336	\$366,576	\$470,668	\$668,671	\$1,948,750
Average Final List Price	\$293,519	\$187,171	\$287,869	\$353,020	\$464,395	\$643,041	\$1,594,000

Sale Price

Average Price	\$282,569	\$180,979	\$278,398	\$341,771	\$445,368	\$618,363	\$1,476,250
Median Price	\$244,000	\$198,500	\$279,450	\$340,000	\$440,000	\$625,000	\$1,302,500

Price Differences

Original to Final List Price	-\$13,063	-\$4,799	-\$9,467	-\$13,556	-\$6,273	-\$25,630	-\$354,750
Original List to Sale Price - \$	-\$24,013	-\$10,991	-\$18,938	-\$24,805	-\$25,300	-\$50,308	-\$472,500
Final List to Sale Price - \$	-\$10,950	-\$6,192	-\$9,471	-\$11,249	-\$19,027	-\$24,678	-\$117,750
Original List to Sale Price - %	92.17%	94.27%	93.63%	93.23%	94.62%	92.48%	75.75%
Final List to Sale Price - %	96.27%	96.69%	96.71%	96.81%	95.90%	96.16%	92.61%

Days on the Market

Avg Days Listing to Contract	74	67	56	75	74	72	540
Combined Avg Days to Contract	67	61	48	74	62	74	490
Avg Days Listing to Closing	111	102	92	117	113	107	631
Avg Days Contract to Close	38	37	35	41	38	39	89

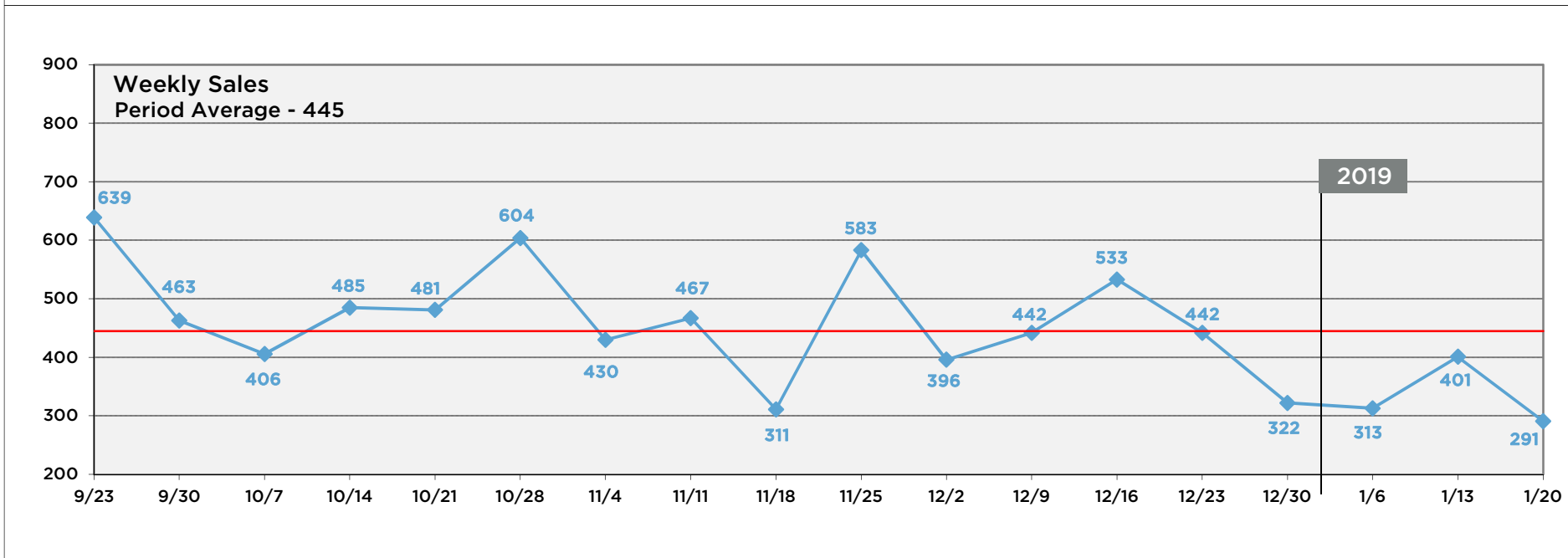
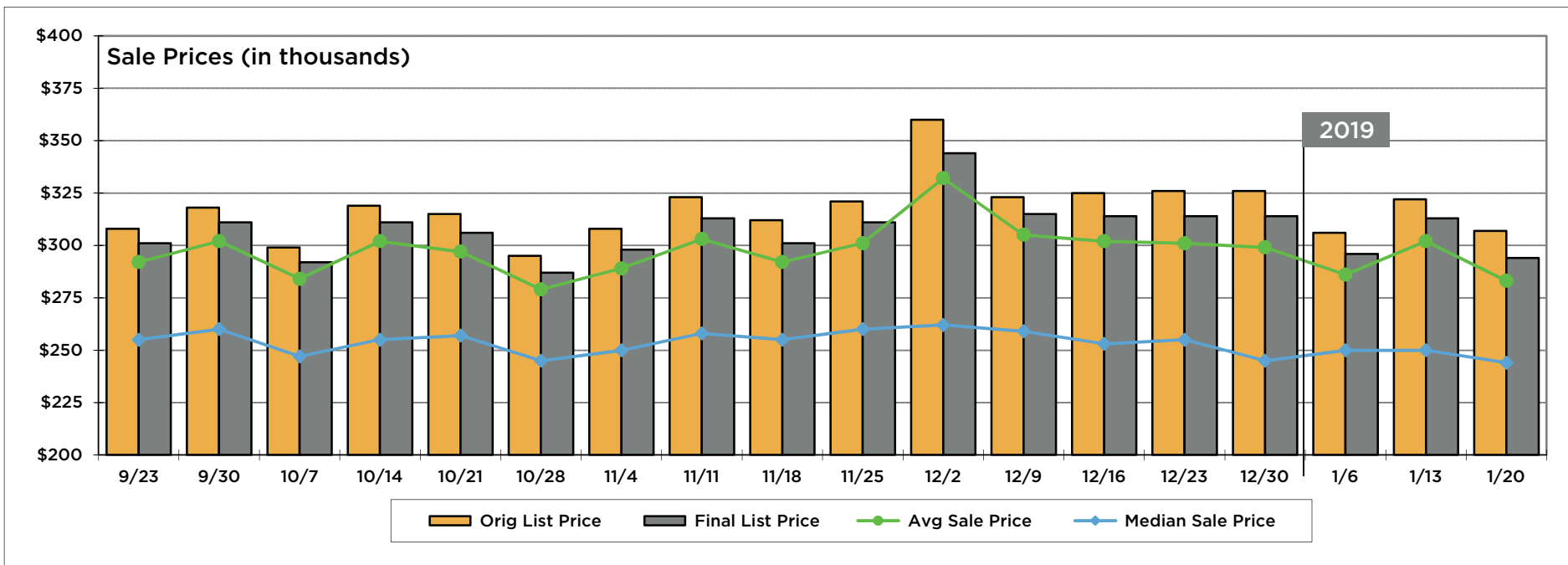
Beds / Baths

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

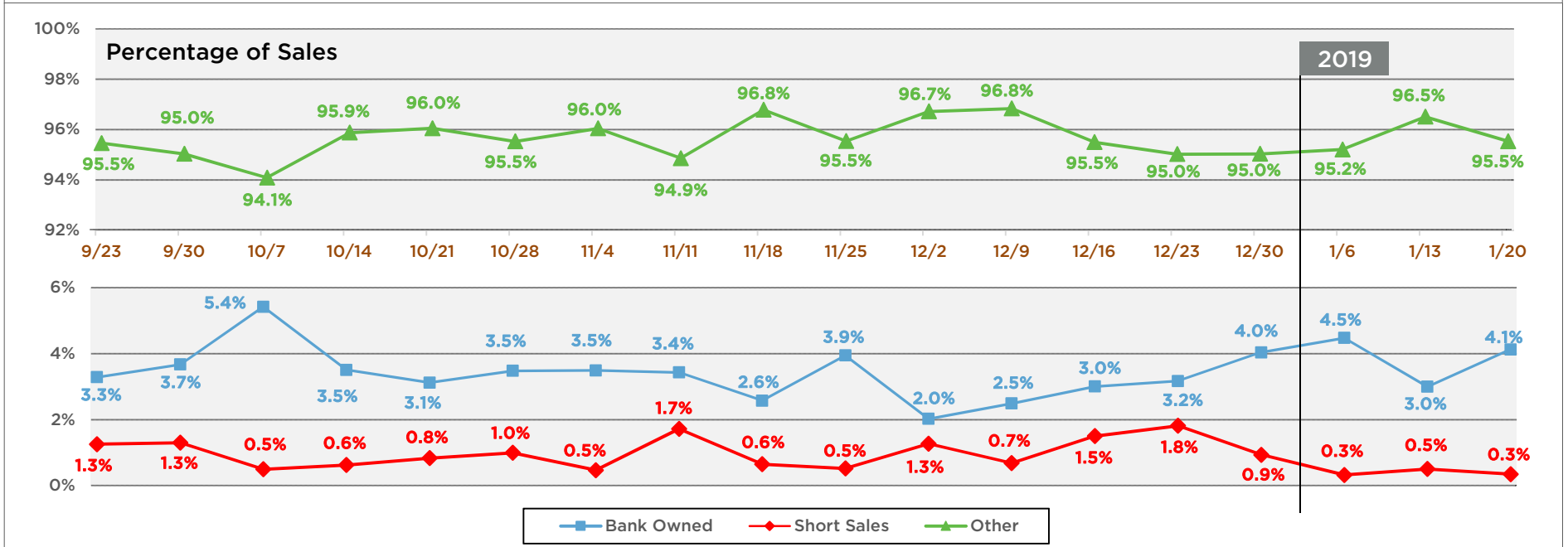
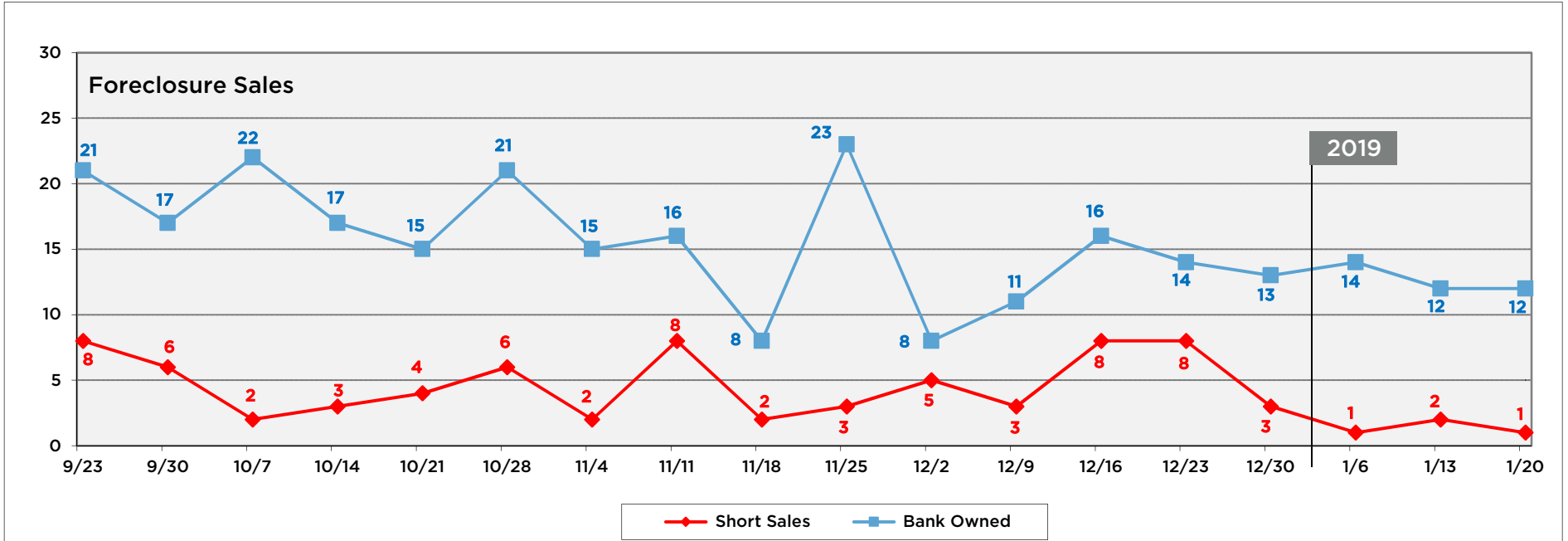
Square Footage

Average Square Feet	1,984	1,508	2,140	2,345	2,625	3,332	6,029
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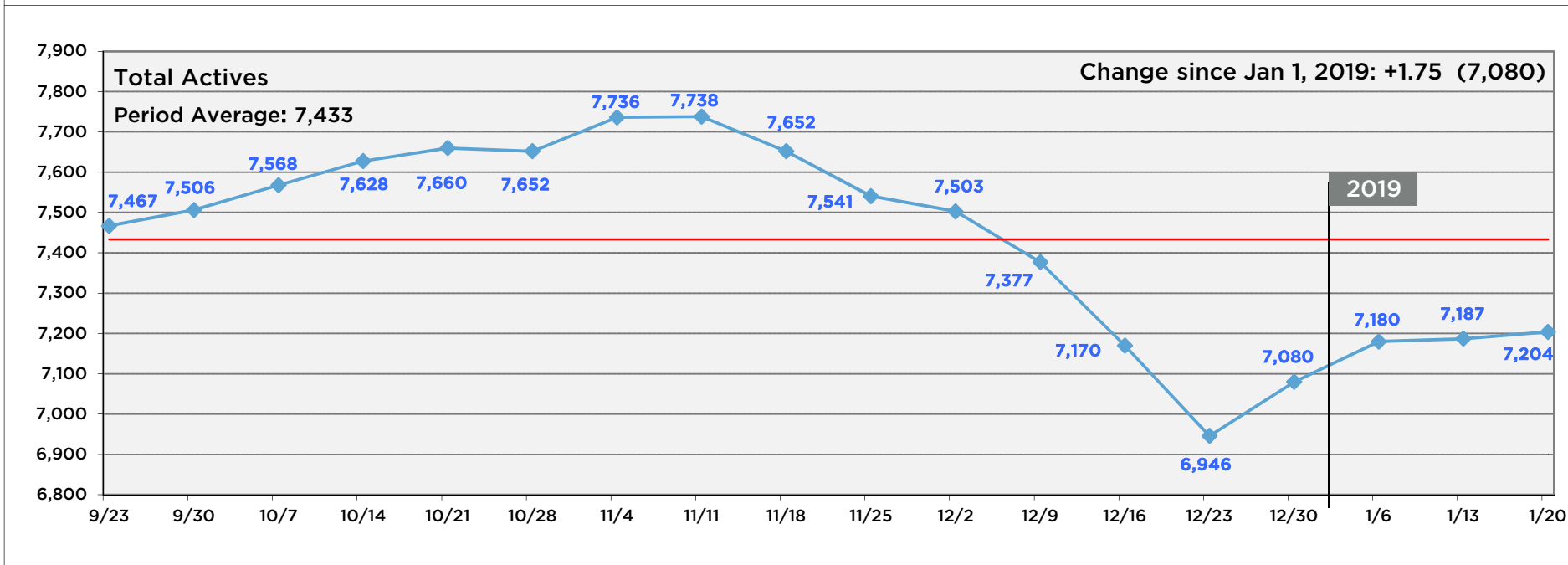
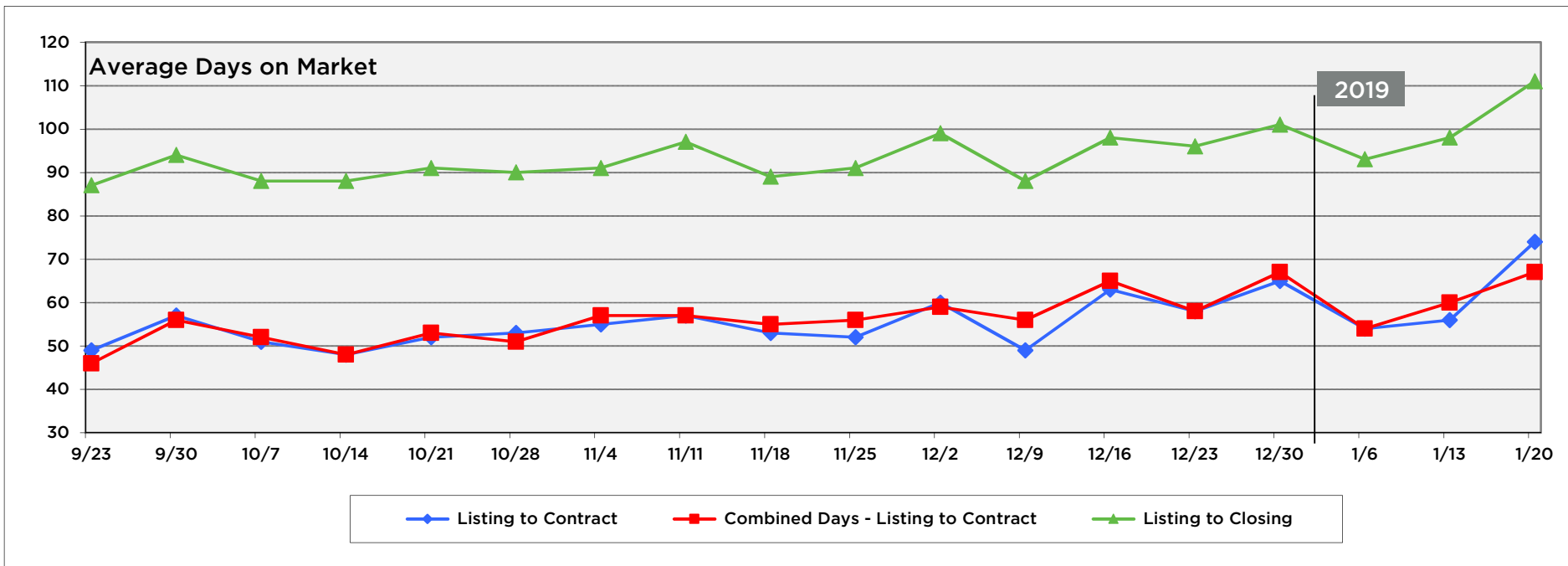
Single Family Homes



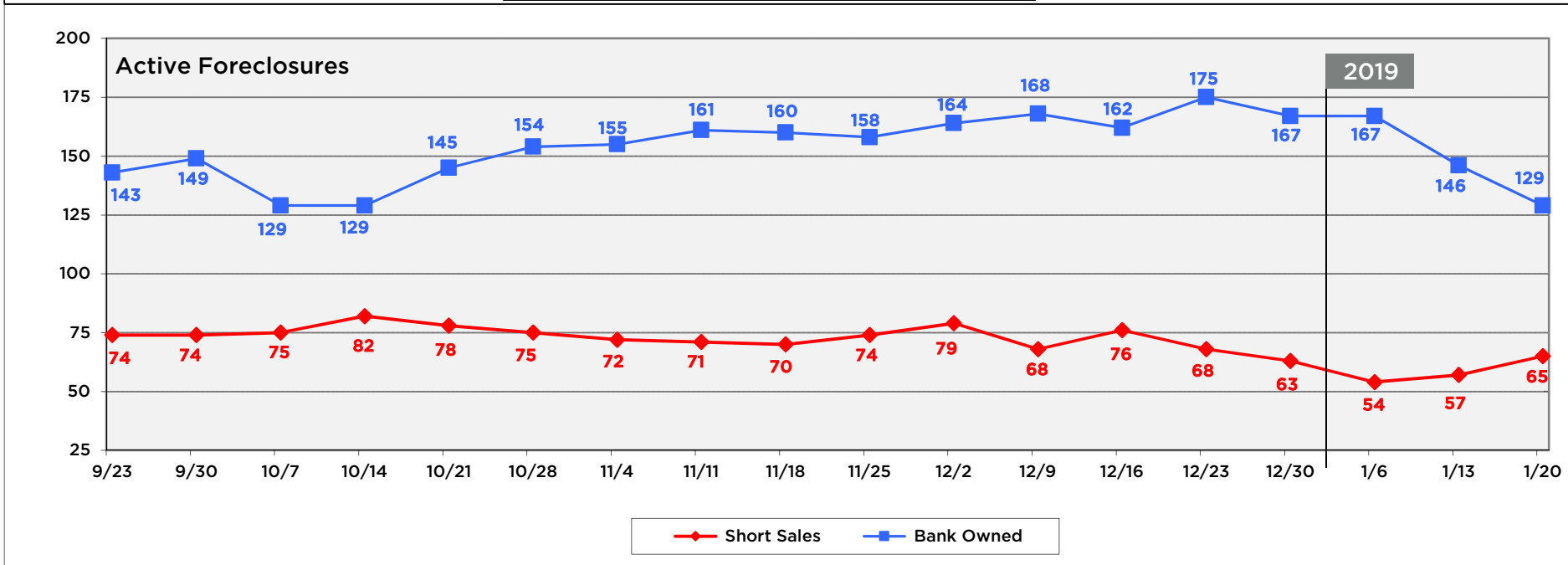
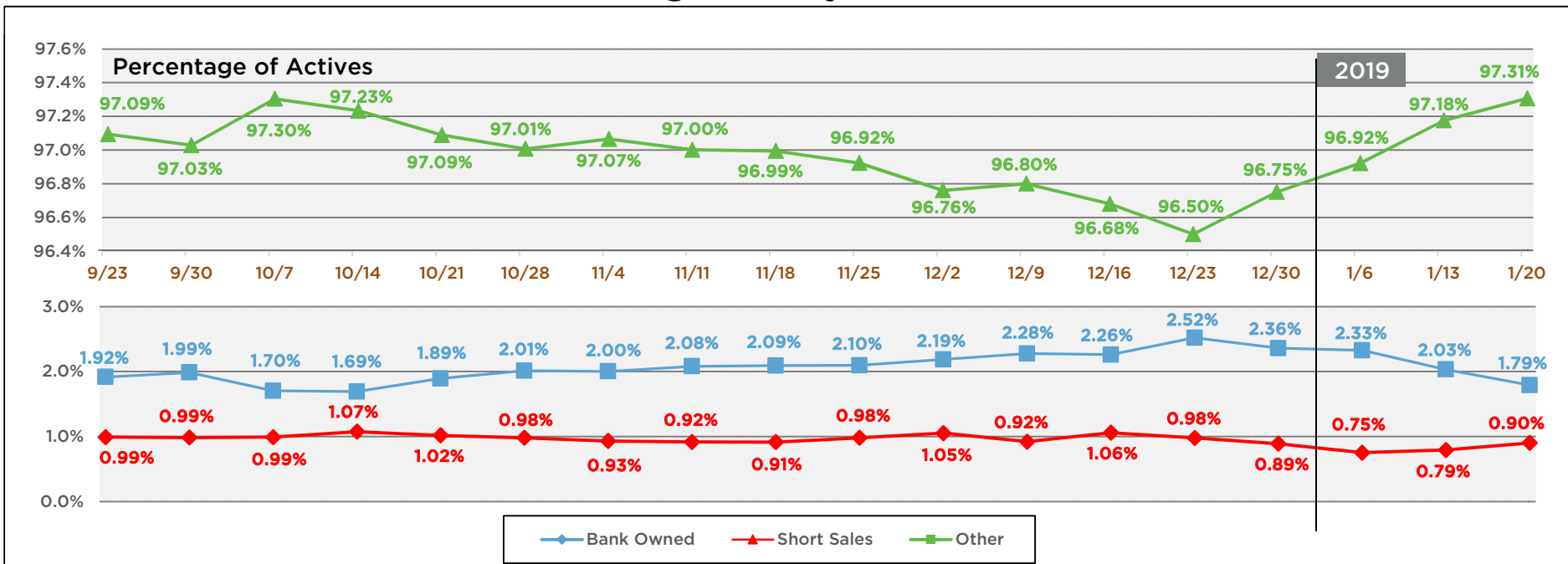
Single Family Homes



Single Family Homes

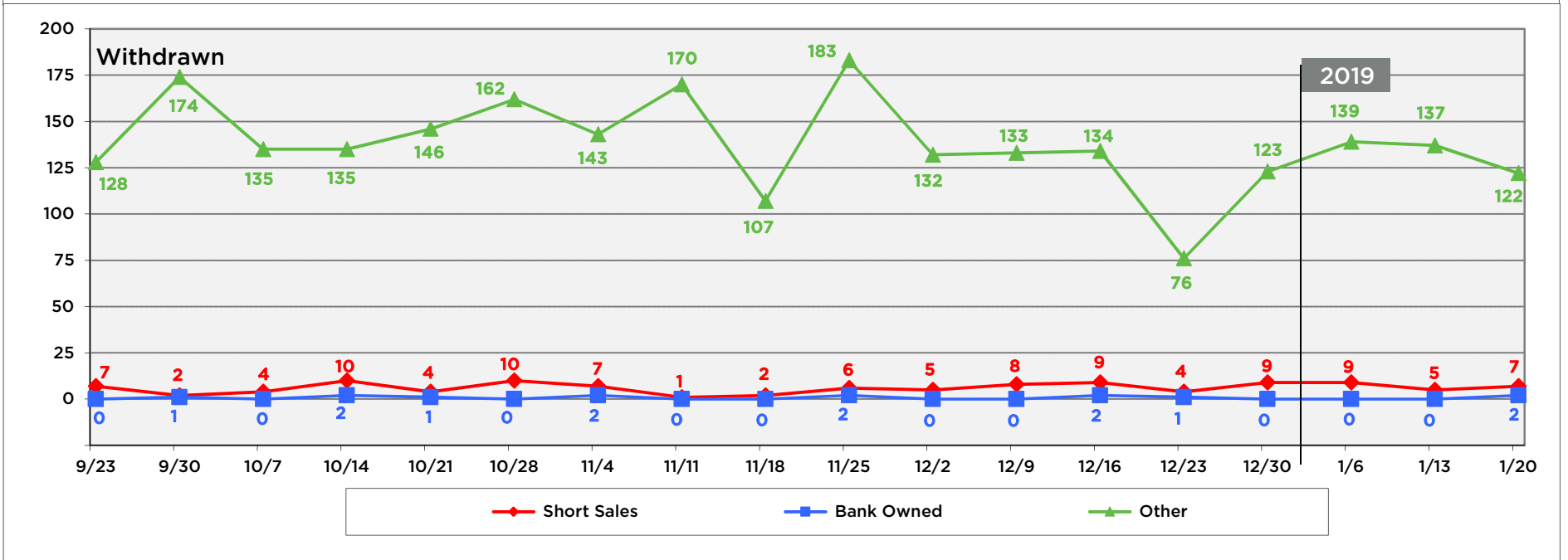
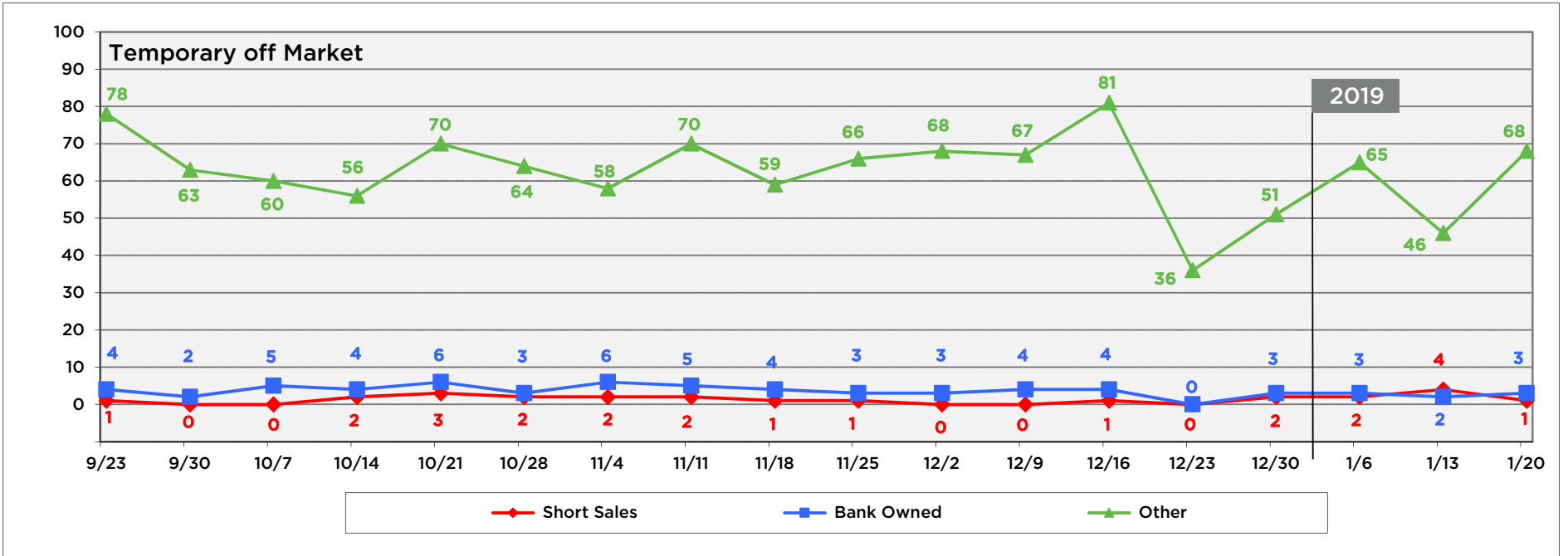


Single Family Homes

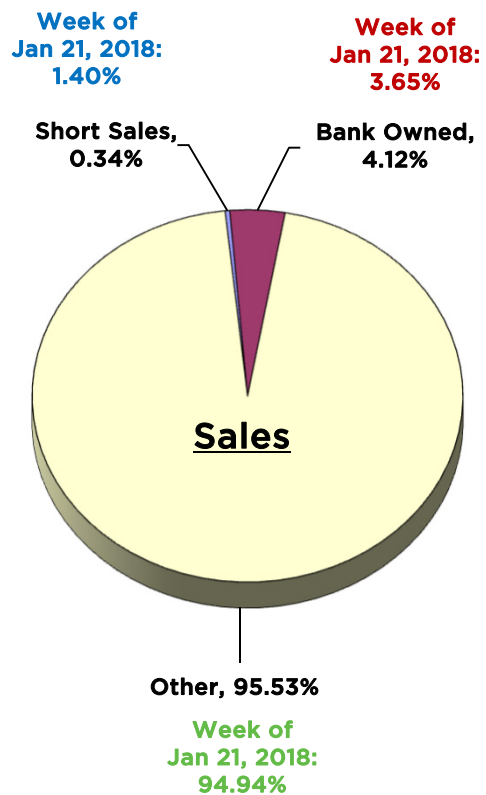
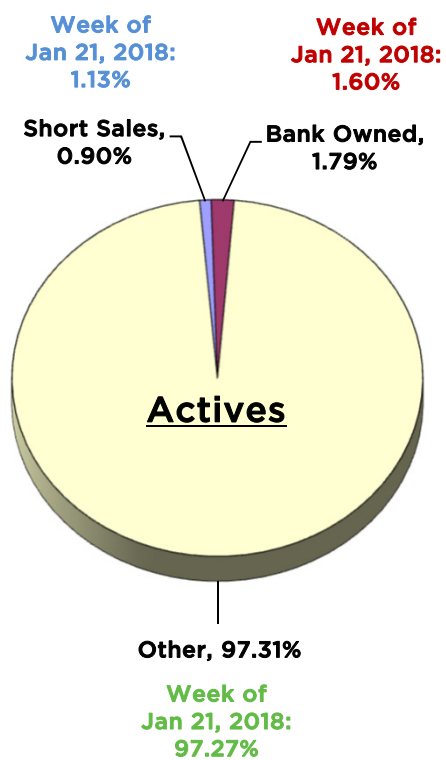




Single Family Homes



Single Family Homes



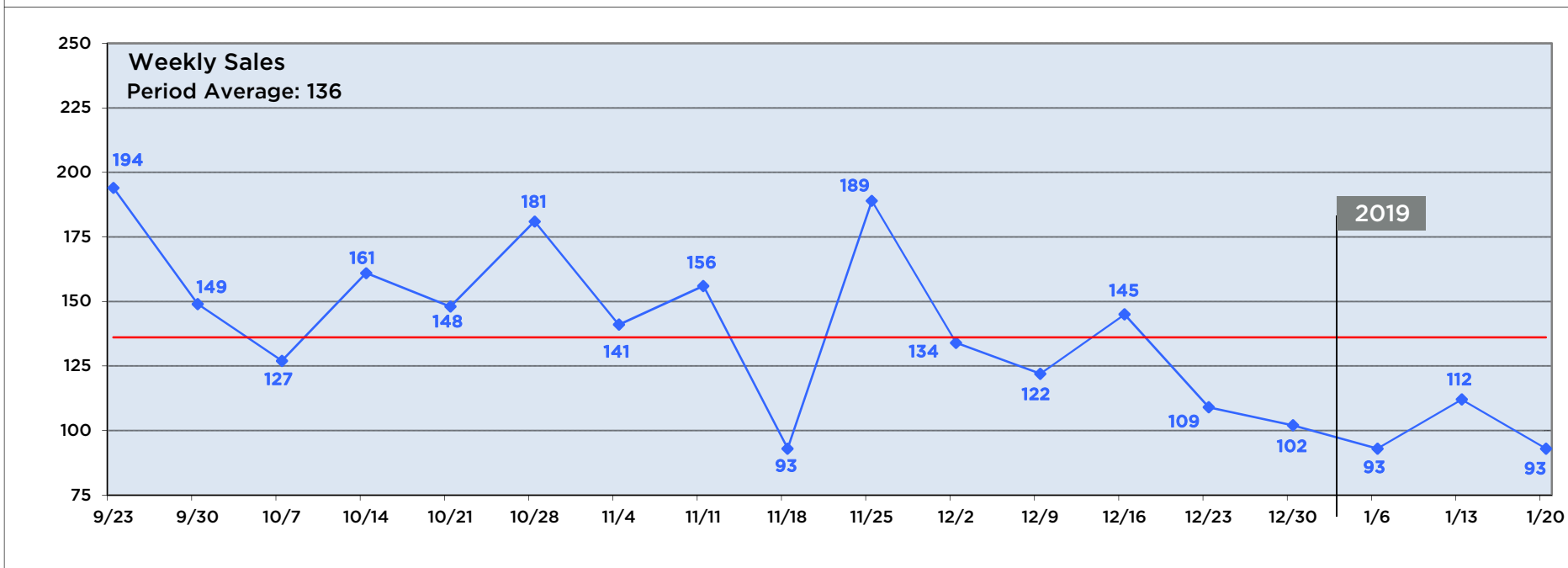
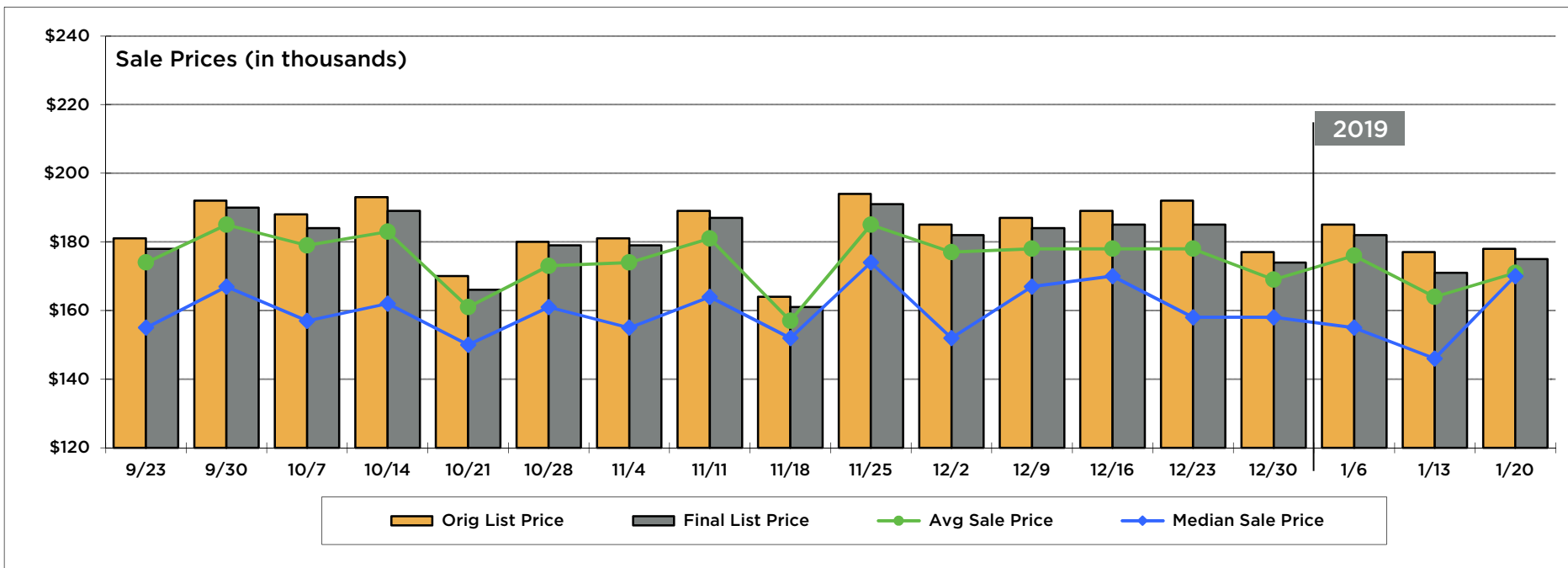
Where are the 6 Single Family Homes available for the Median Price of \$244,000? (± \$500)

<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		1	\$244,000	3.0	2.0	1,901	\$128.35
Sanford (South)	32773	1	\$244,000	3.0	2.0	1,901	\$128.35
Orange County		2	\$243,750	3.0	2.0	1,587	\$153.64
Apopka / Hunt Club	32703	1	\$243,500	3.0	2.0	1,643	\$148.20
Lockhart	32810	1	\$244,000	3.0	2.0	1,530	\$159.48
Osceola County		2	\$243,950	4.0	2.5	1,996	\$122.25
Kissimmee (West) / Pleasant Hill	34746	1	\$244,000	4.0	3.0	2,264	\$107.77
Kissimmee / Celebration	34747	1	\$243,900	4.0	2.0	1,727	\$141.23
Lake County		1	\$244,000	3.0	2.0	1,644	\$148.42
Clermont (Central)	34711	1	\$244,000	3.0	2.0	1,644	\$148.42

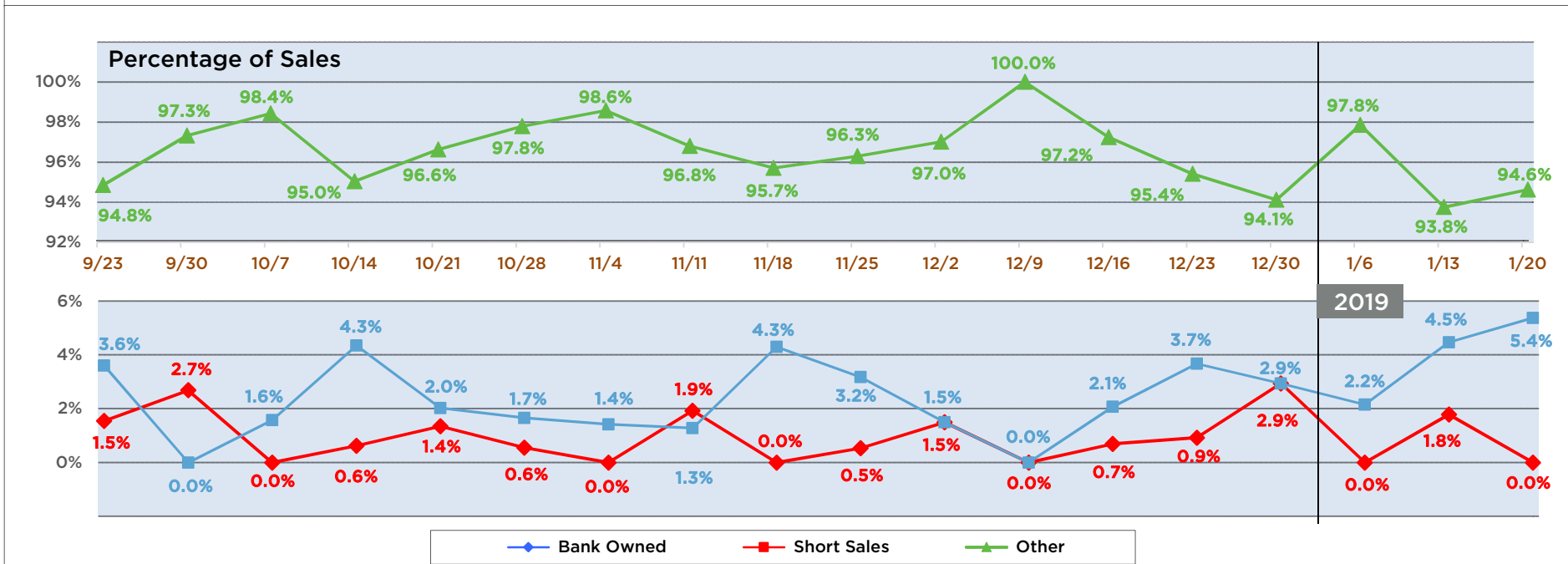
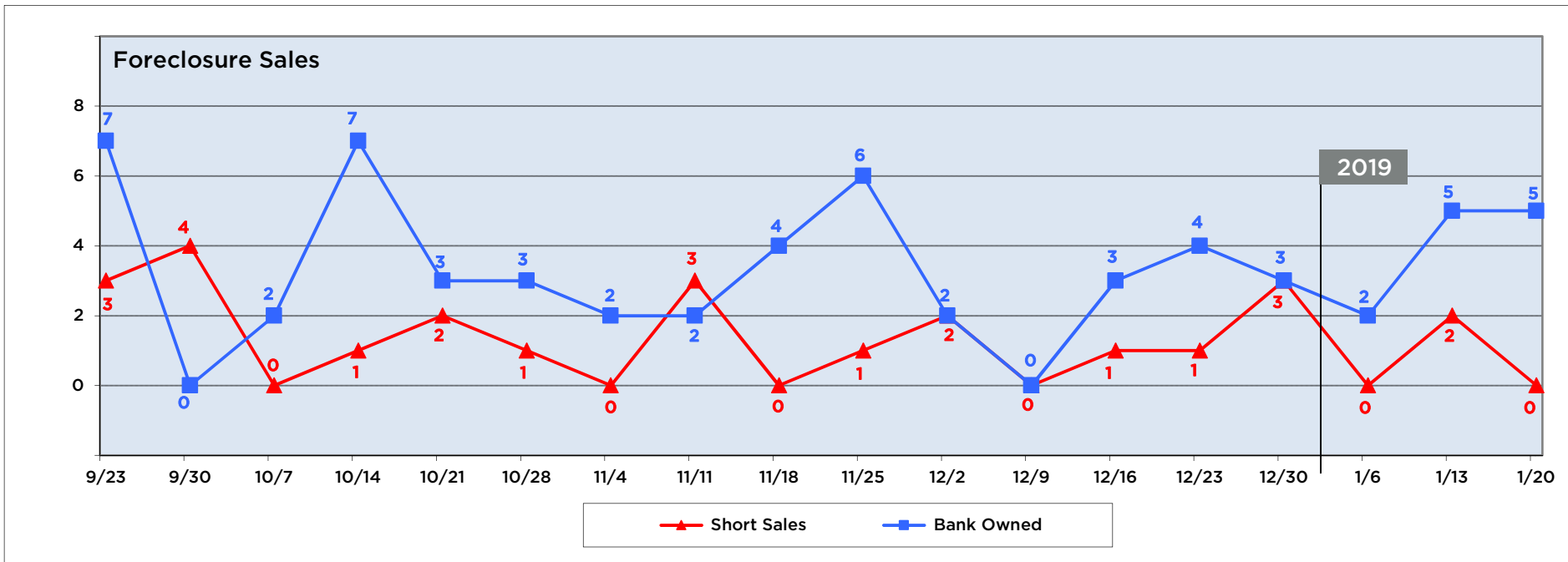
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	93	84	4	3	1	1	0
Bank Owned	5	5	0	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	88	79	4	3	1	1	0
Active Listings	1,978	1,412	241	223	42	44	16
Bank Owned	21	19	1	1	0	0	0
Short Sales	10	7	2	0	1	0	0
Other	1,947	1,386	238	222	41	44	16
Months of Inventory	5	4	14	17	10	10	0
<i>List Price</i>							
Average Original List Price	\$178,012	\$159,798	\$262,175	\$353,133	\$425,000	\$599,000	\$0
Average Final List Price	\$175,466	\$157,301	\$262,175	\$345,767	\$419,999	\$599,000	\$0
<i>Sale Price</i>							
Average Price	\$170,721	\$152,561	\$259,850	\$333,333	\$402,500	\$620,000	\$0
Median Price	\$169,900	\$157,850	\$260,950	\$330,000	\$402,500	\$620,000	\$0
<i>Price Differences</i>							
Original to Final List Price	-\$2,546	-\$2,497	\$0	-\$7,366	-\$5,001	\$0	\$0
Original List to Sale Price - \$	-\$7,291	-\$7,237	-\$2,325	-\$19,800	-\$22,500	\$21,000	\$0
Final List to Sale Price - \$	-\$4,745	-\$4,740	-\$2,325	-\$12,434	-\$17,499	\$21,000	\$0
Original List to Sale Price - %	95.90%	95.47%	99.11%	94.39%	94.71%	103.51%	0.00%
Final List to Sale Price - %	97.30%	96.99%	99.11%	96.40%	95.83%	103.51%	0.00%
<i>Days on the Market</i>							
Avg Days Listing to Contract	49	52	15	26	50	5	0
Combined Avg Days to Contract	42	42	9	79	44	5	0
Avg Days Listing to Closing	84	86	65	74	99	16	0
Avg Days Contract to Close	35	34	50	47	48	11	0
<i>Beds / Baths</i>							
Average Bedrooms	2	2	2	3	3	2	0
Average Full Baths	2	2	2	2	3	2	0
Average Half Baths	0	0	1	0	2	0	0
<i>Square Footage</i>							
Average Square Feet	1,803	1,202	1,335	1,758	2,337	993	0

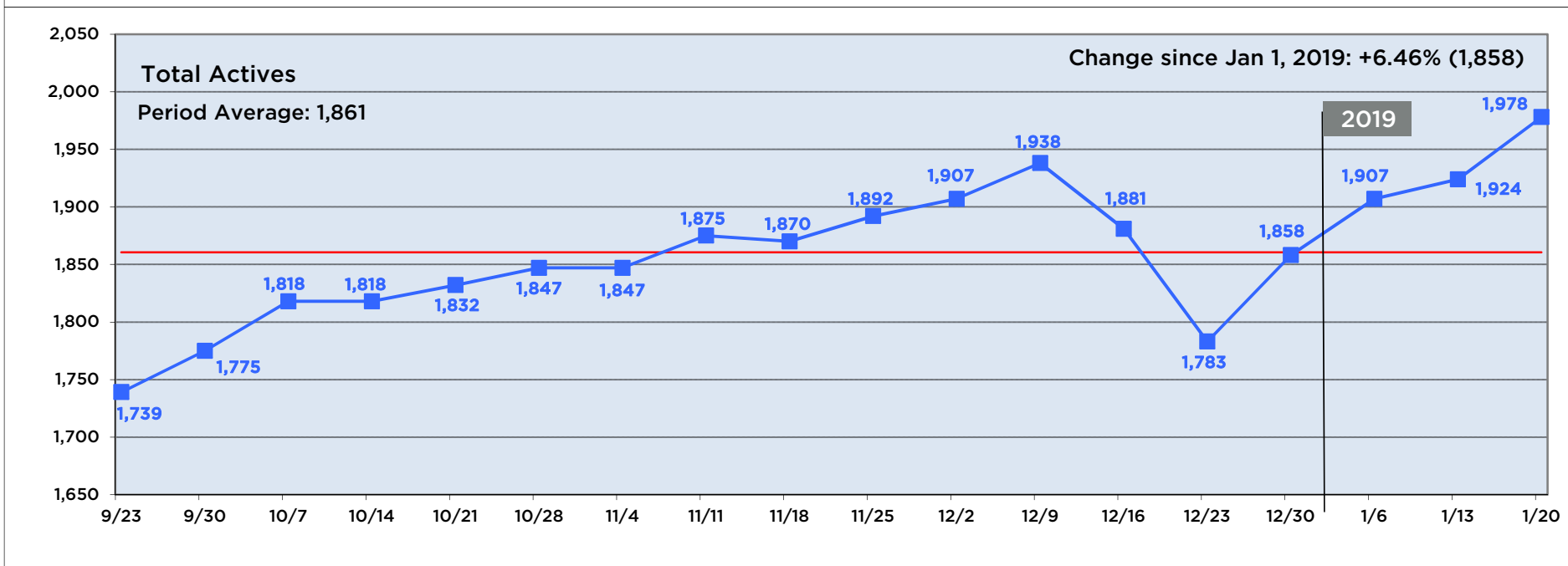
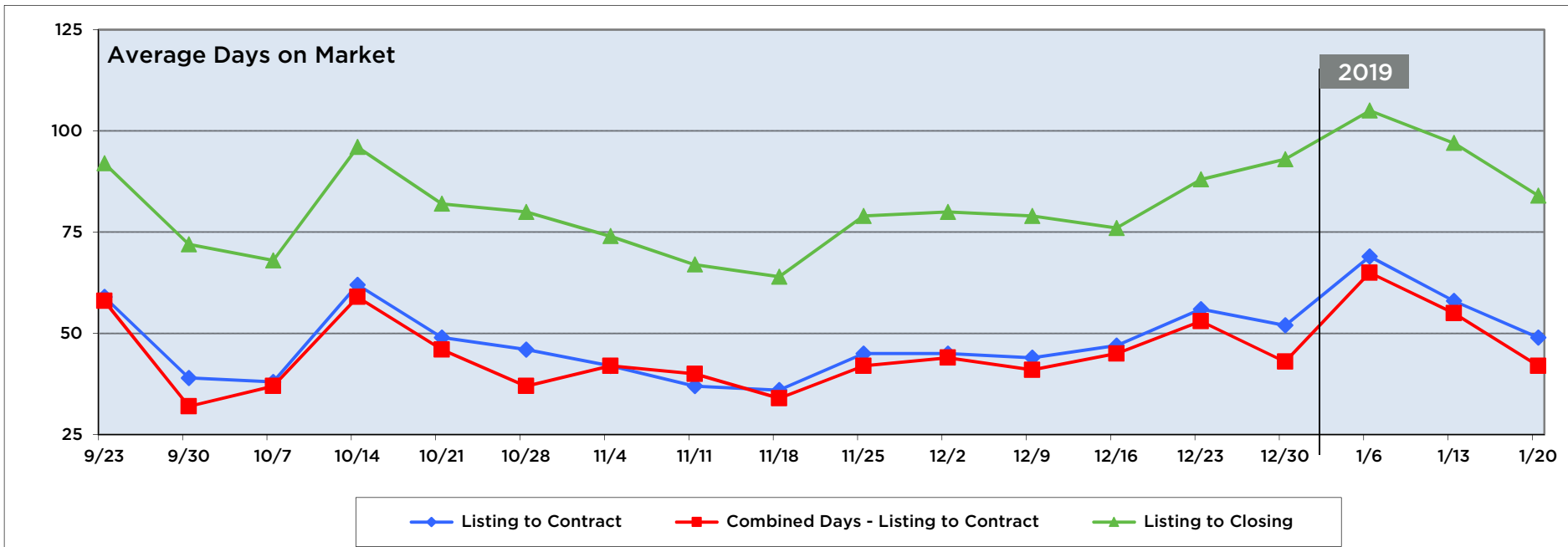
Condos, Townhomes, Villas



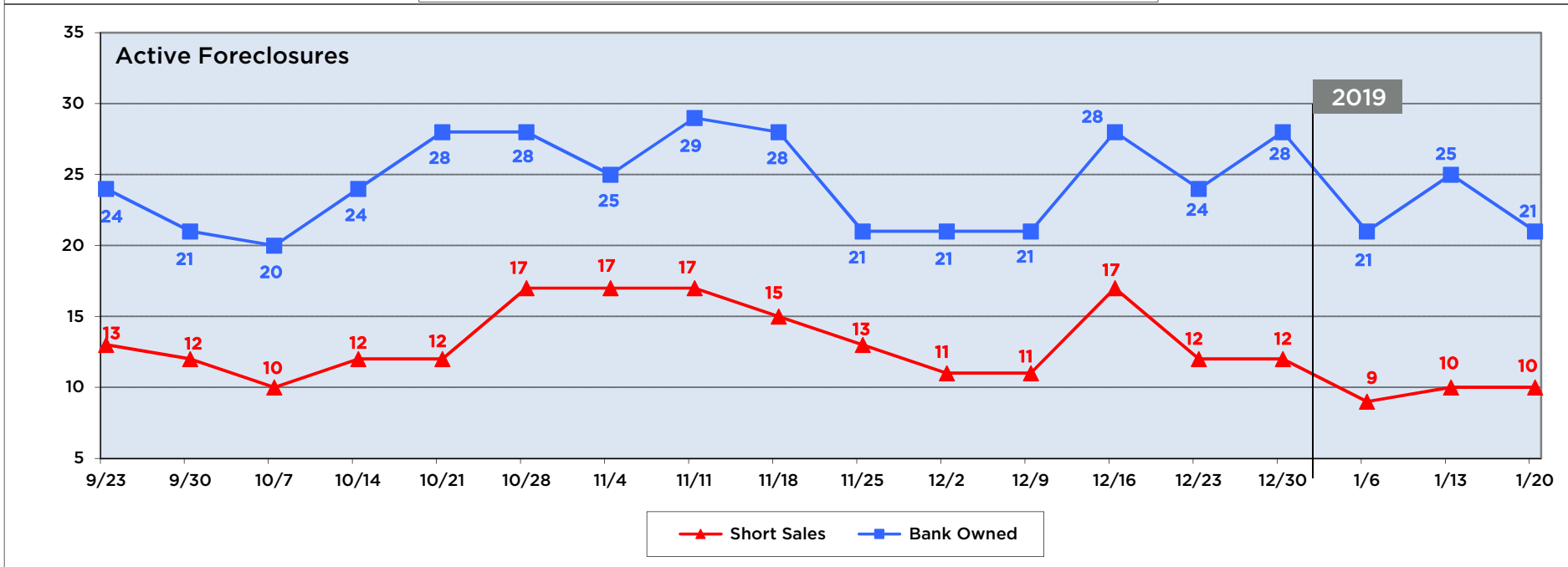
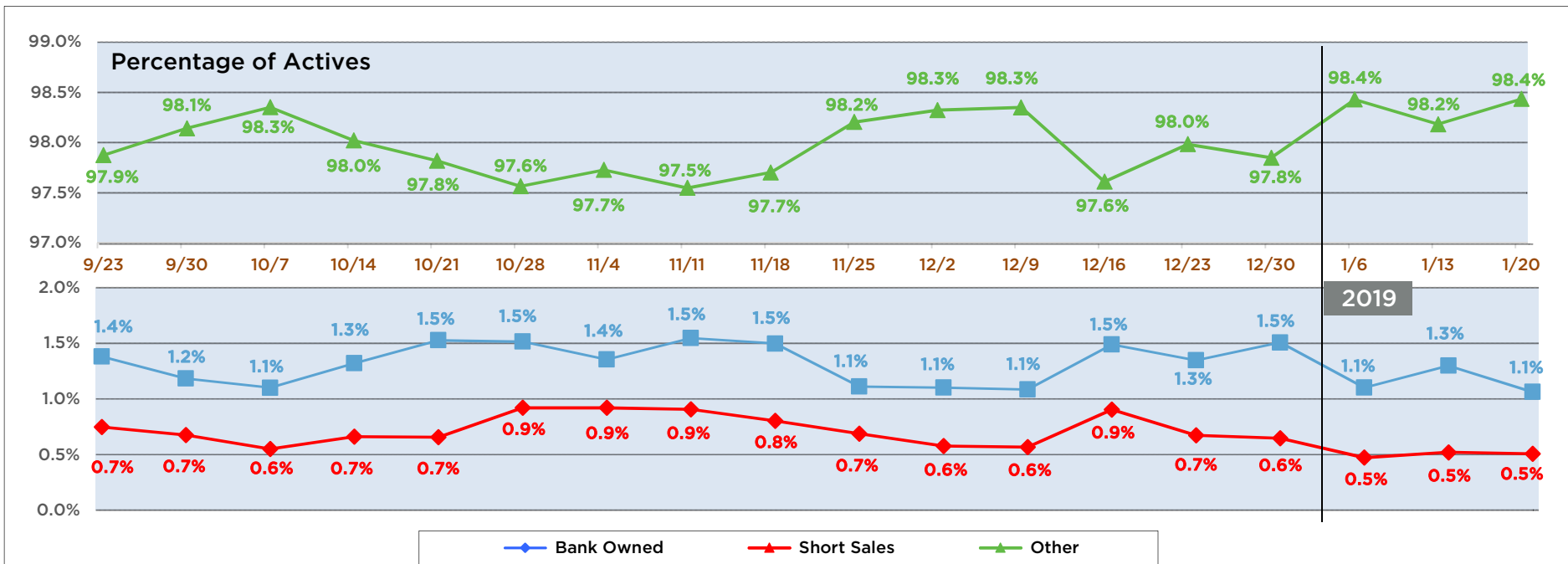
Condos, Townhomes, Villas



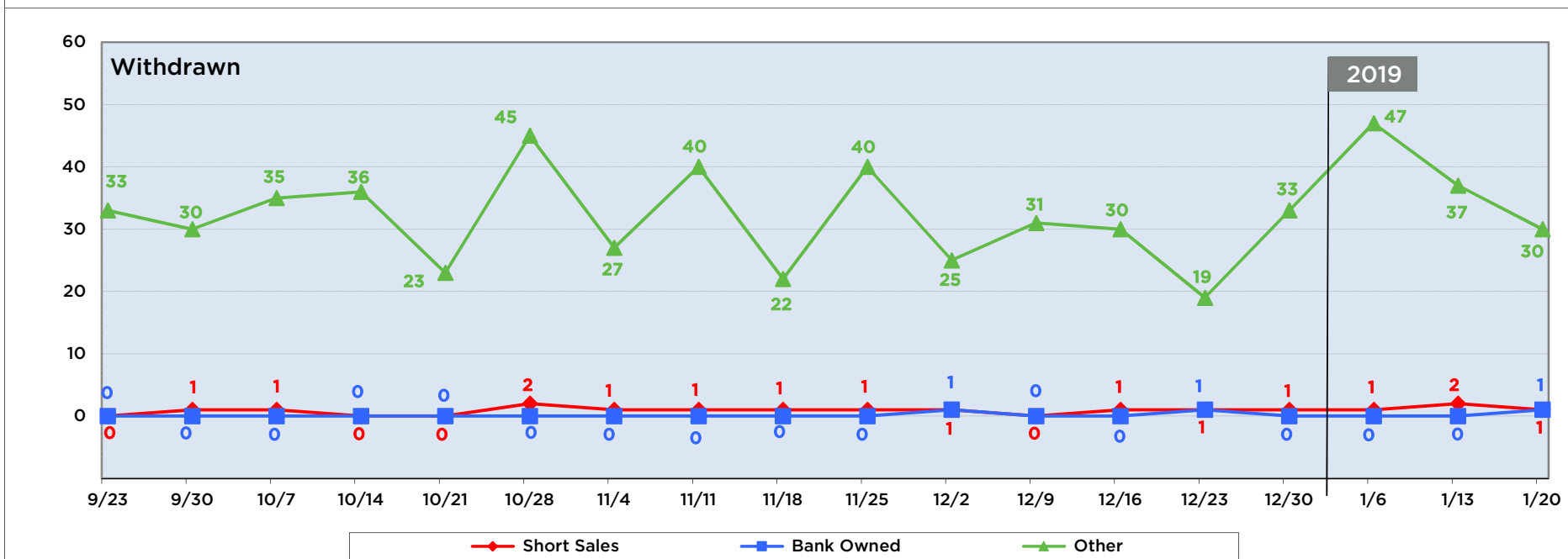
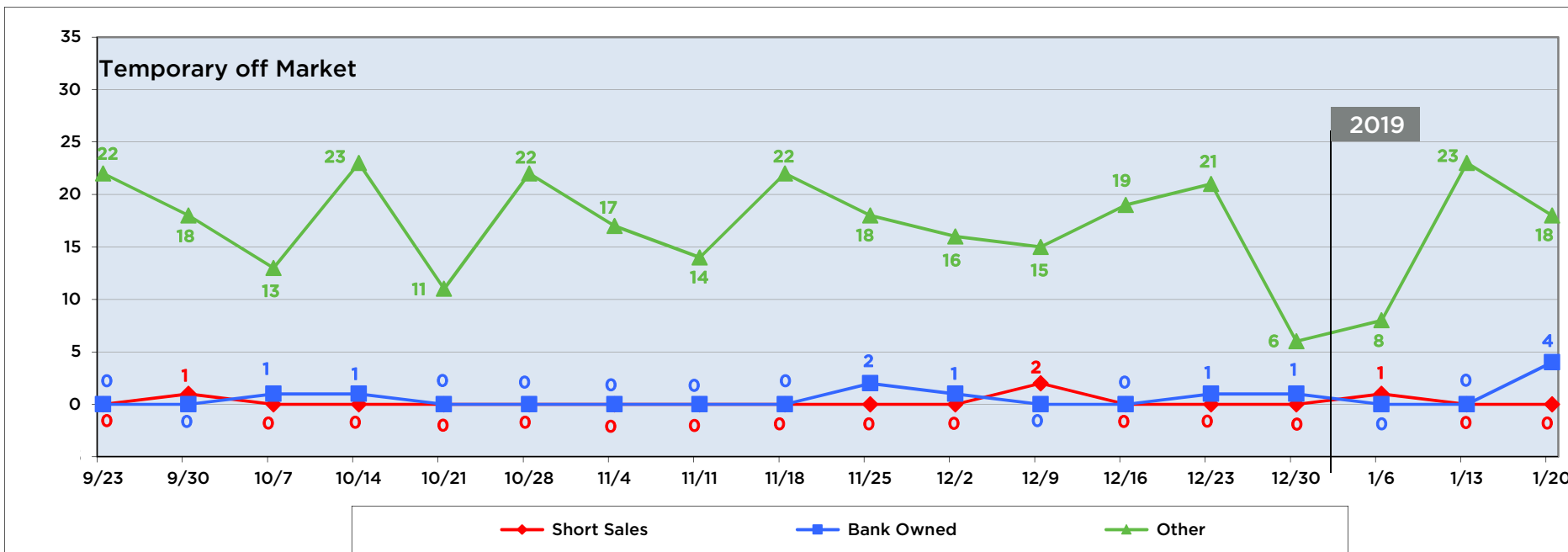
Condos, Townhomes, Villas



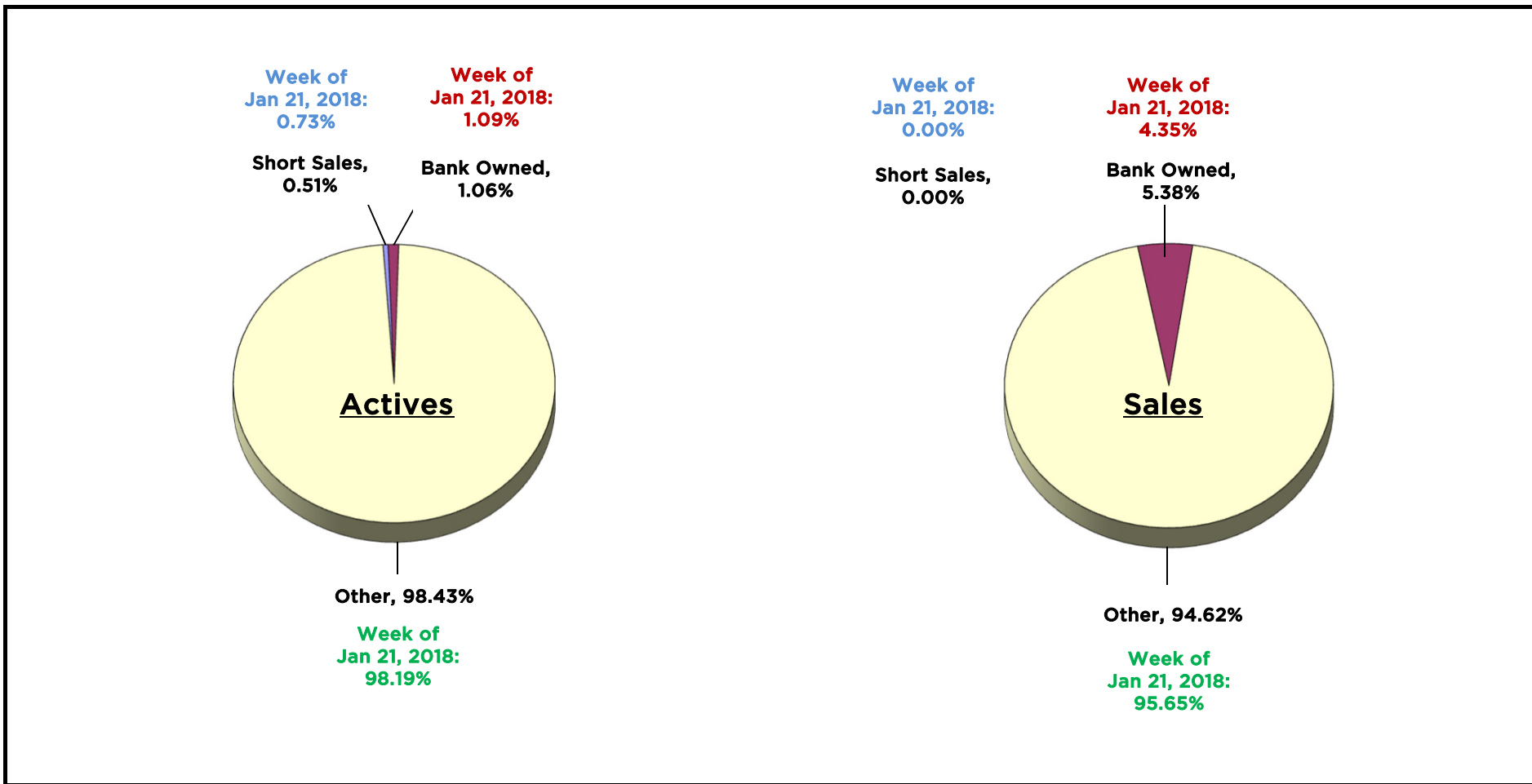
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 25 Condos, Townhomes, or Villas available for the Median Price of \$169,900?

(± \$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		4	\$169,900	3.3	2.0	1,296	\$131.10
Winter Springs / Tuskawilla	32708	1	\$169,900	3.0	2.0	1,298	\$130.89
Altamonte Springs / Forest City	32714	2	\$169,900	4.0	2.0	1,404	\$121.01
Sanford / Lake Forest	32771	1	\$169,900	2.0	2.0	1,078	\$157.61
Orange County		11	\$169,936	2.4	1.7	1,106	\$153.64
Orlando (Downtown)	32801	2	\$169,900	2.0	1.0	905	\$187.73
Delaney / Crystal Lake	32806	1	\$169,999	2.0	1.0	998	\$170.34
Azalea Park	32807	1	\$169,900	3.0	2.0	1,307	\$129.99
Sand Lake / Bay Hill	32819	1	\$169,900	2.0	2.0	1,003	\$169.39
Williamsburg / Lake Bryan	32821	2	\$169,950	3.0	2.0	1,241	\$136.95
Taft	32824	1	\$170,000	3.0	2.0	1,200	\$141.67
Union Park / Chickasaw	32829	1	\$169,900	2.0	2.0	1,071	\$158.64
Hunters Creek	32837	1	\$169,999	2.0	2.0	1,020	\$166.67
Winter Garden / Oakland	34787	1	\$169,900	2.0	2.0	1,276	\$133.15
Osceola County		8	\$169,875	2.6	2.0	1,147	\$148.17
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 / Buena Ventura Lakes	34743	2	\$169,850	3.0	2.0	1,124	\$151.11
Kissimmee (West) / Pleasant Hill	34746	2	\$169,700	3.0	2.0	1,296	\$130.94
Kissimmee / Celebration	34747	1	\$170,000	1.0	1.0	640	\$265.63
Kissimmee / Poinciana	34758	1	\$170,000	3.0	3.0	1,504	\$113.03
Lake County		2	\$169,950	2.0	2.0	1,744	\$97.48
Leesburg (West)	34748	1	\$169,900	2.0	2.0	1,531	\$110.97
Leesburg (East)/Haines Creek	34788	1	\$170,000	2.0	2.0	1,956	\$86.91