



Monday Morning Quarterback Summary

Week of Mar 3, 2019

Single-family existing homes

- Sales of single-family homes decreased to 430 during the week of Mar 3, from 683 the week prior
- The median price of single family homes decreased to \$258,000, a change of -1.9%
- The number of single-family home foreclosure transactions decreased to 14 last week, from 26 the week of Feb 24
- The number of single-family home short-sale transactions increased to 6 from 4 the week prior
- Single-family inventory increased by 38, and now sits at 7,210

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 147 during the week of Mar 3, from 217 the week prior
- The median price of condos, townhomes, and villas increased to \$175,000, a change of 3.0%
- The number of condo, townhome, and villa foreclosure transactions decreased to 1 last week, from 4 the week of Feb 24
- The number of condo, townhome and villa short-sale transactions increased to 3 from 1 the week prior
- Condo inventory decreased by 20, and now sits at 1,896

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	430	190	72	101	39	27	1
Bank Owned	14	11	1	2	0	0	0
Short Sales	6	3	1	1	0	1	0
Other	410	176	70	98	39	26	1
Active Listings	7,210	1,922	1,126	1,670	771	1,208	513
Bank Owned	153	80	21	28	11	12	1
Short Sales	56	21	14	11	3	4	3
Other	7,001	1,821	1,091	1,631	757	1,192	509
Months of Inventory	4	2	4	4	5	10	118

List Price

Average Original List Price	\$305,043	\$195,134	\$281,469	\$356,820	\$468,189	\$670,518	\$1,425,000
Average Final List Price	\$297,445	\$189,256	\$274,808	\$350,073	\$454,079	\$654,262	\$1,425,000

Sale Price

Average Price	\$288,894	\$182,939	\$268,474	\$341,600	\$440,376	\$630,439	\$1,437,600
Median Price	\$258,000	\$199,000	\$265,500	\$335,000	\$440,000	\$589,000	\$1,437,600

Price Differences

Original to Final List Price	-\$7,598	-\$5,878	-\$6,661	-\$6,747	-\$14,110	-\$16,256	\$0
Original List to Sale Price - \$	-\$16,149	-\$12,195	-\$12,995	-\$15,220	-\$27,813	-\$40,079	\$12,600
Final List to Sale Price - \$	-\$8,551	-\$6,317	-\$6,334	-\$8,473	-\$13,703	-\$23,823	\$12,600
Original List to Sale Price - %	94.71%	93.75%	95.38%	95.73%	94.06%	94.02%	100.88%
Final List to Sale Price - %	97.13%	96.66%	97.70%	97.58%	96.98%	96.36%	100.88%

Days on the Market

Avg Days Listing to Contract	59	60	51	64	70	42	7
Combined Avg Days to Contract	61	58	48	70	80	50	7
Avg Days Listing to Closing	94	94	84	99	103	82	45
Avg Days Contract to Close	36	37	35	37	34	41	39

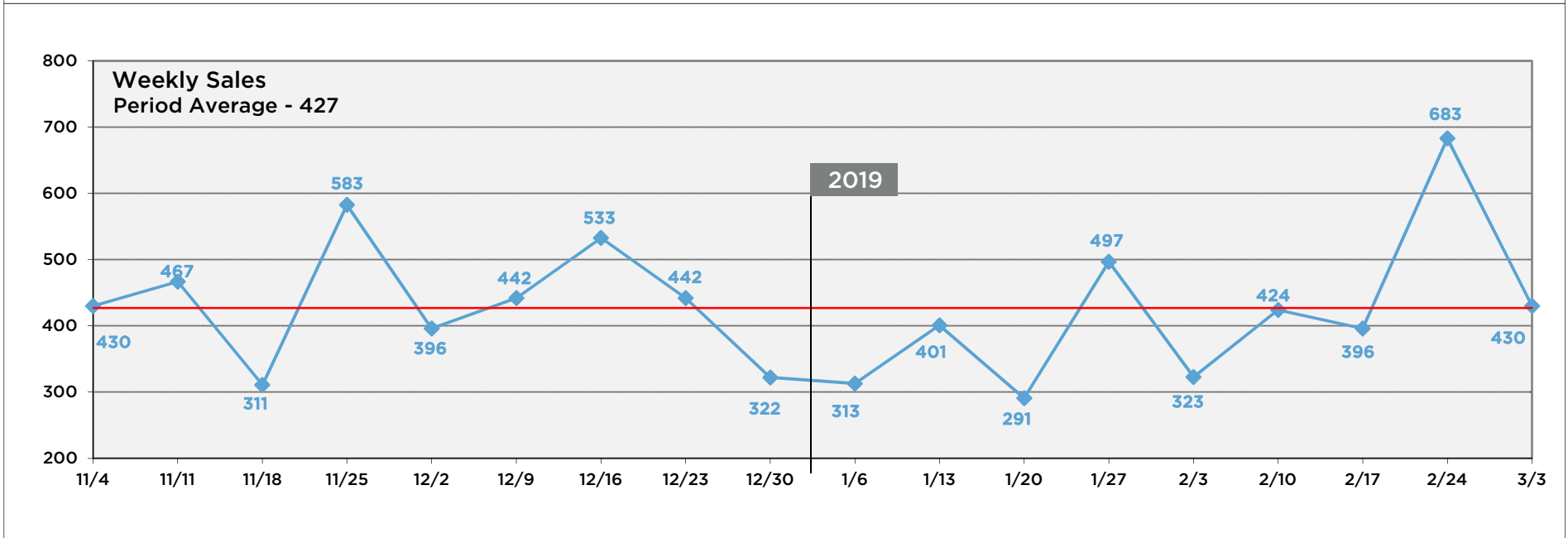
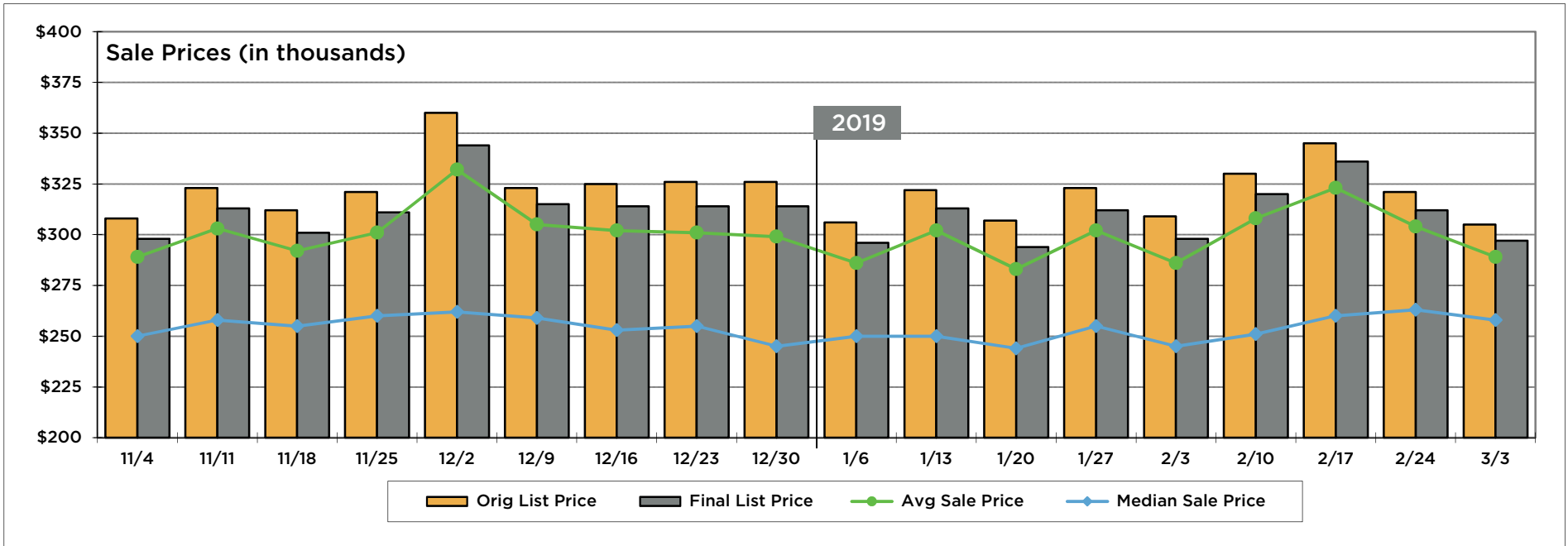
Beds / Baths

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

Square Footage

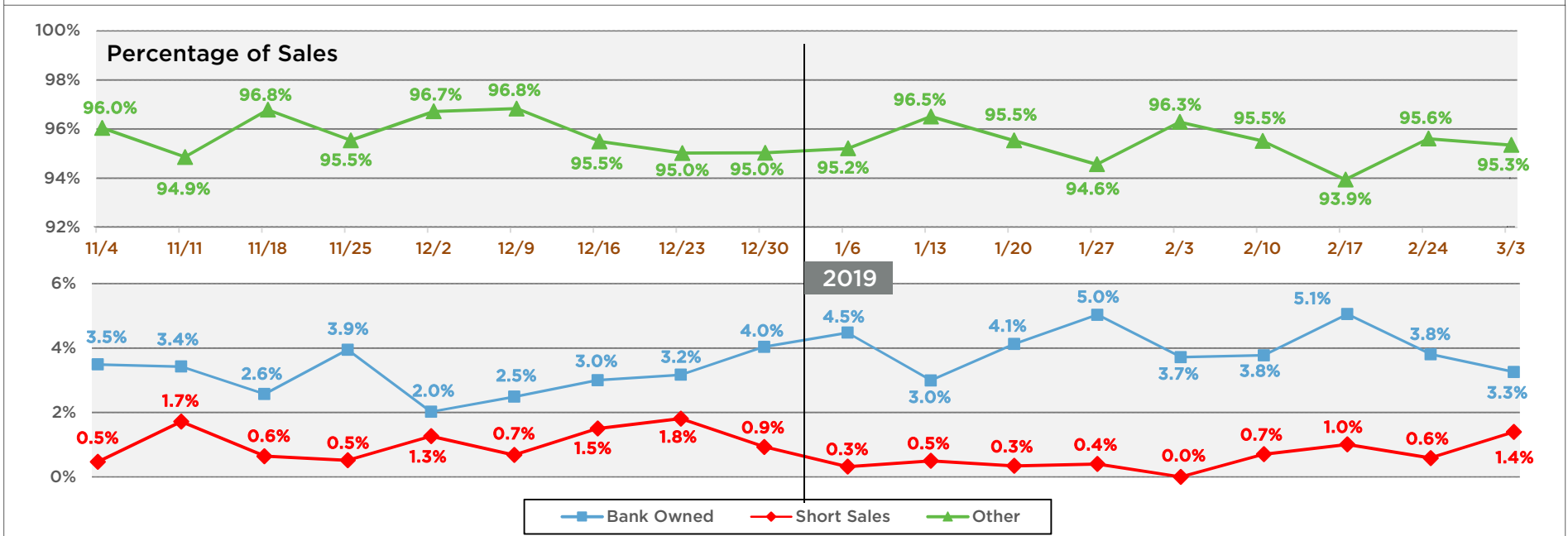
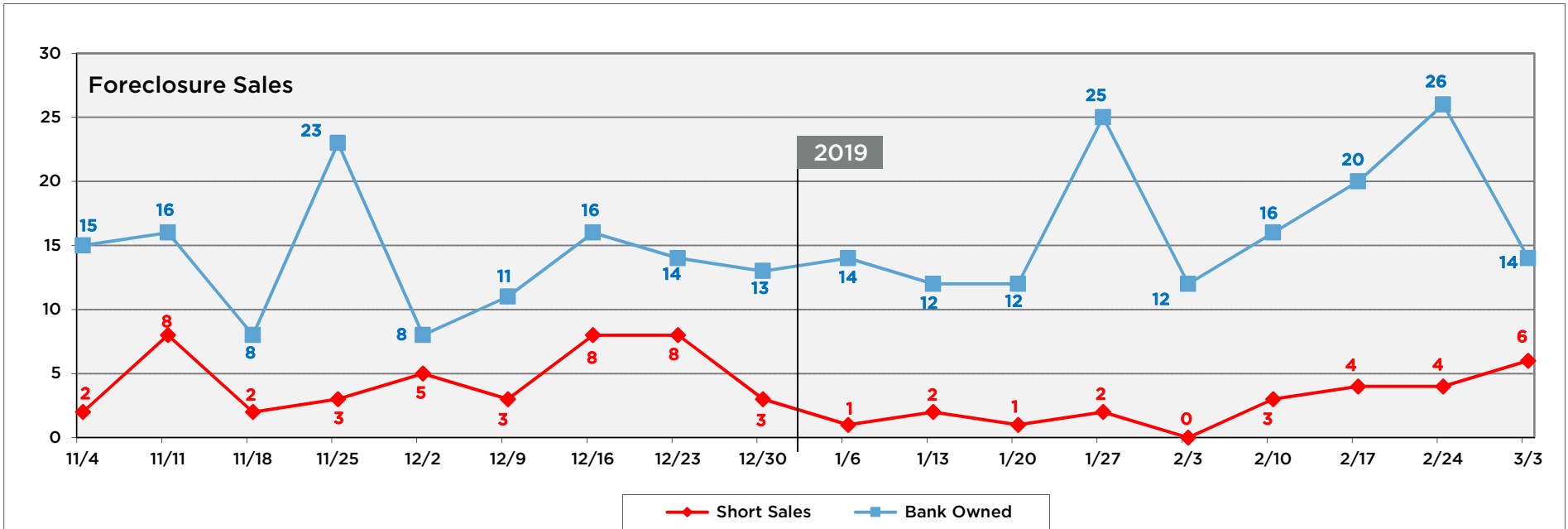
Average Square Feet	2,092	1,512	2,012	2,499	2,903	3,604	4,580
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Single Family Homes

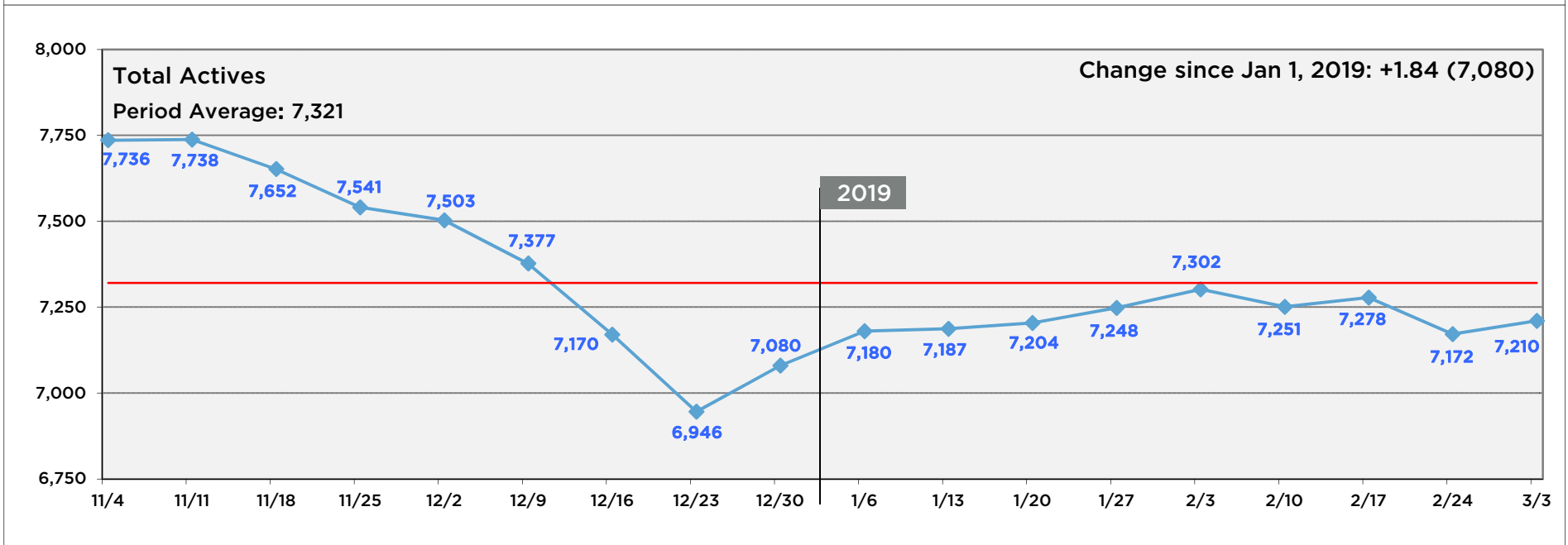
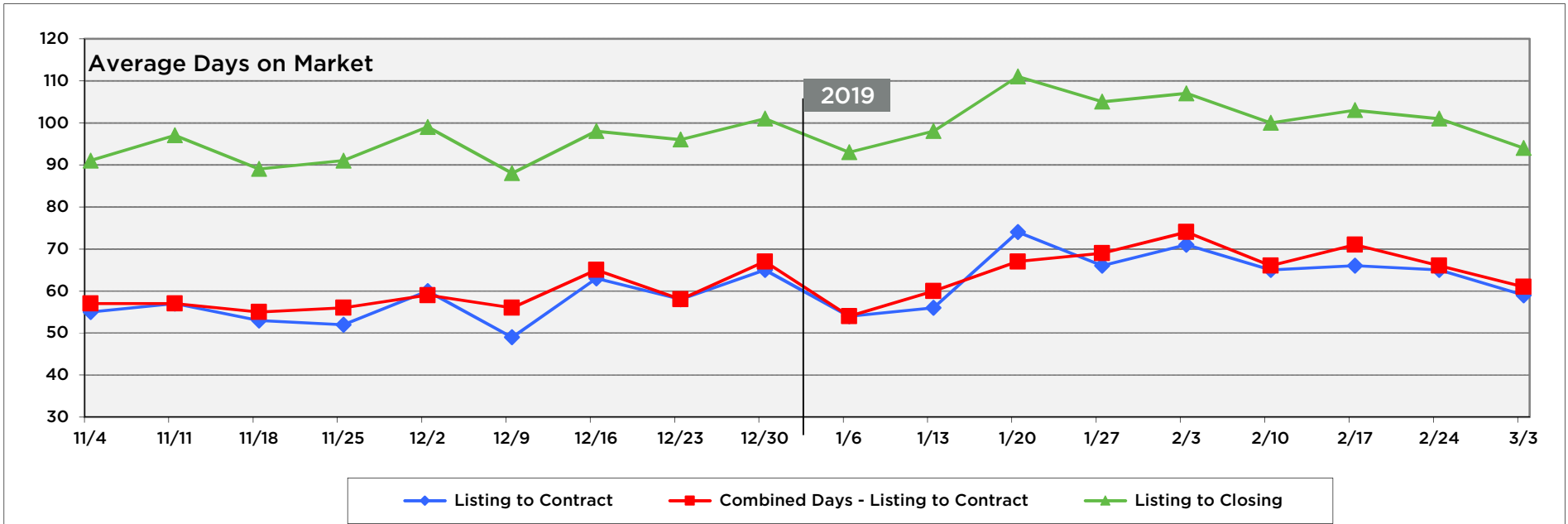




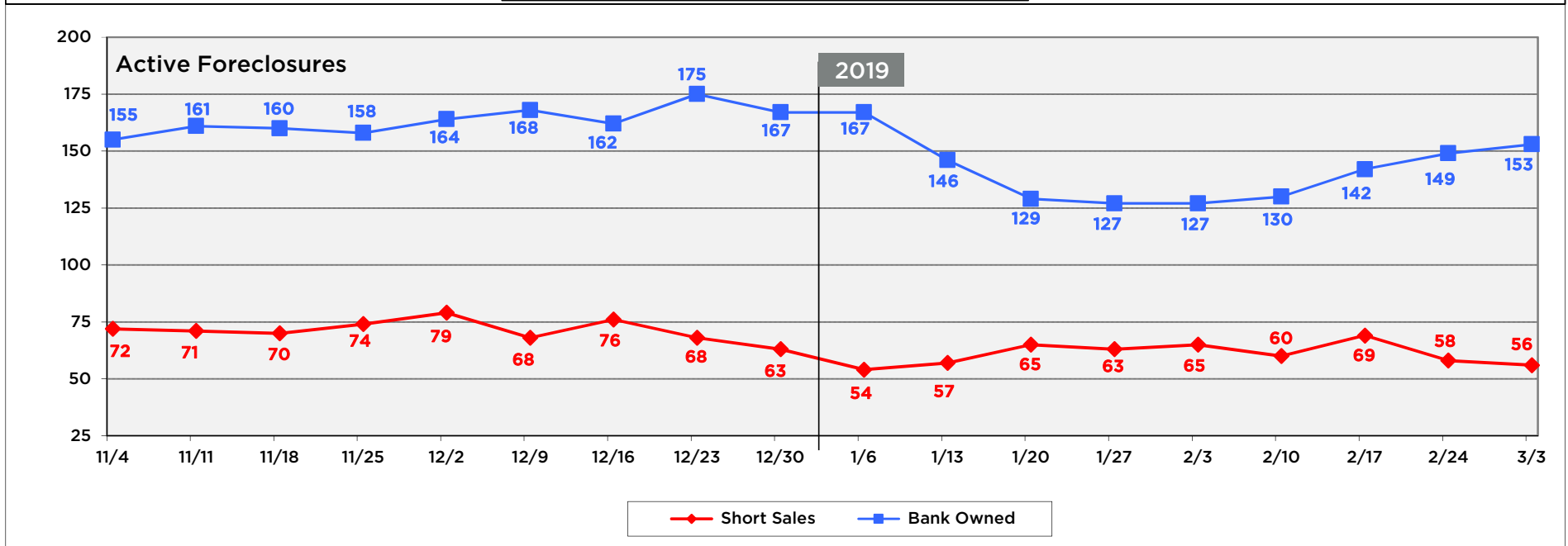
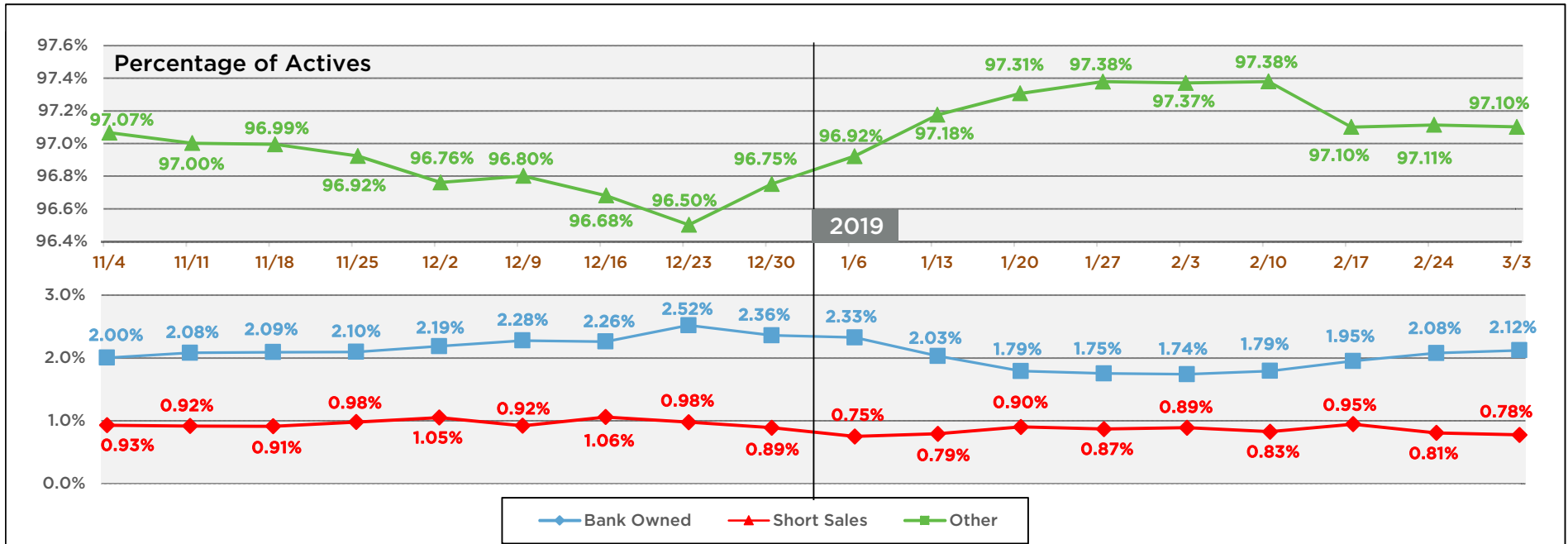
Single Family Homes



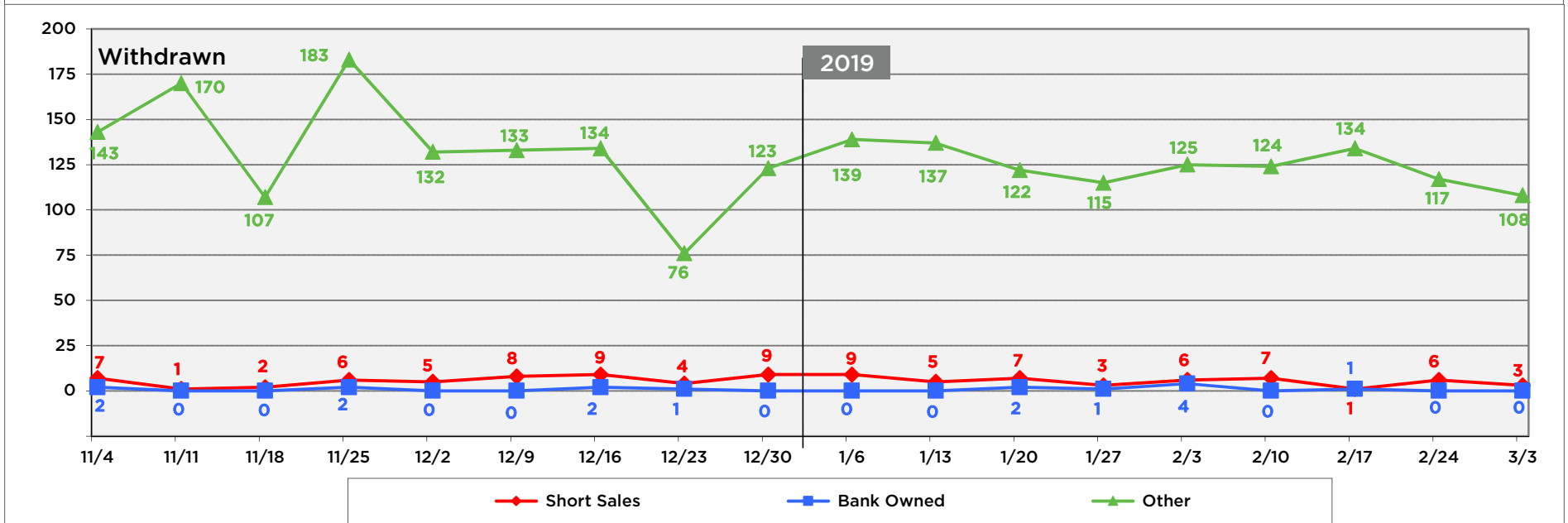
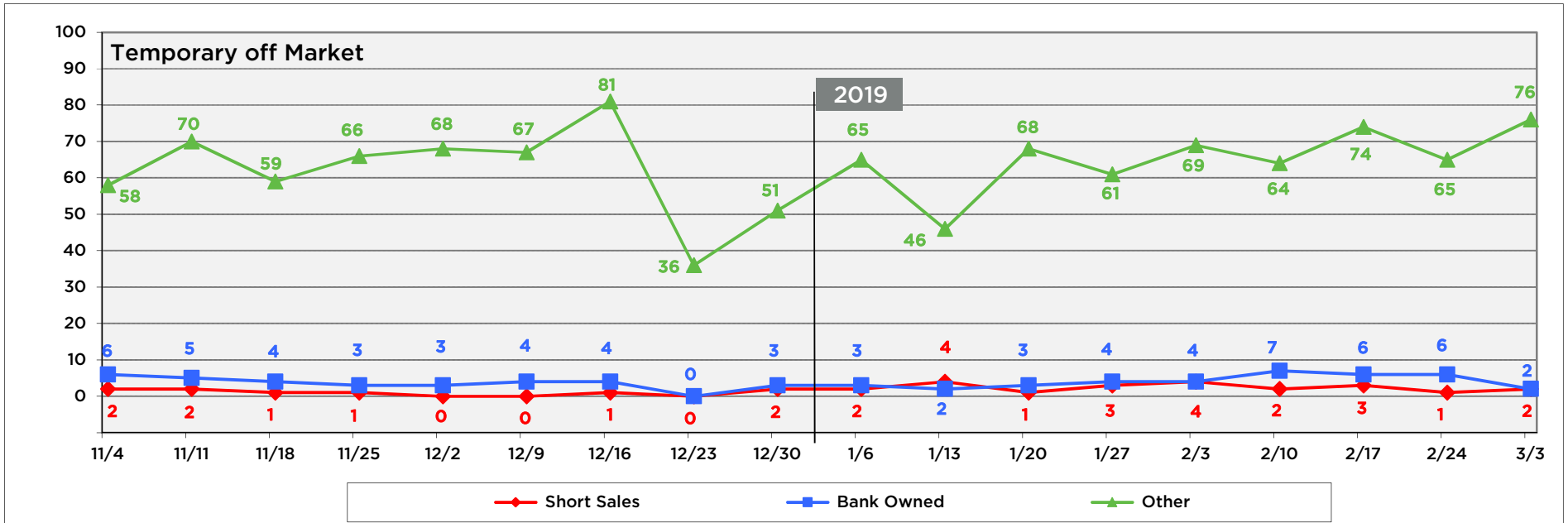
Single Family Homes



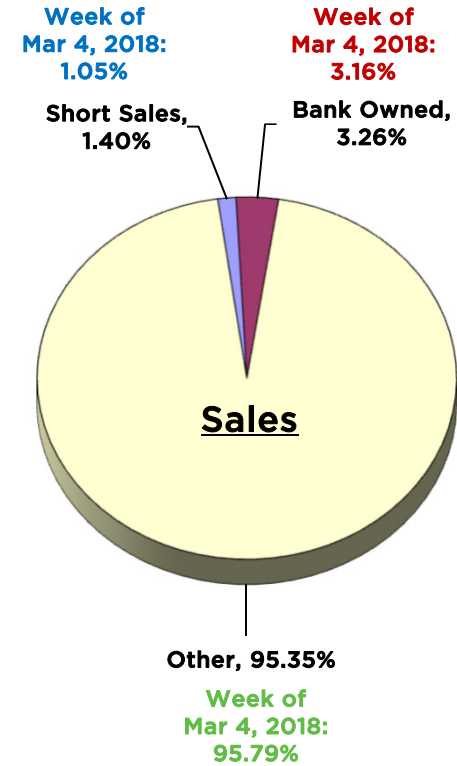
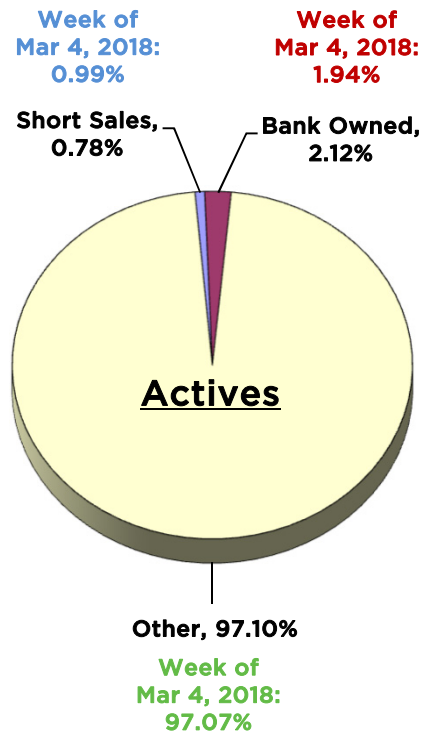
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 12 Single Family Homes available for the Median Price of \$258,000? (± \$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>
Orange County		4	\$258,075	3.3	2.0	1,620	\$159.28
Azalea Park	32807	1	\$257,900	3.0	2.0	2,068	\$124.71
Ventura	32822	2	\$258,200	3.0	2.0	1,386	\$186.29
Taft	32824	1	\$258,000	4.0	2.0	1,641	\$157.22
Osceola County		5	\$257,998	3.4	2.0	2,101	\$122.80
Kissimmee (East)	34744	1	\$258,500	4.0	2.0	2,017	\$128.16
Kissimmee (West) / Pleasant Hill	34746	2	\$258,000	3.0	2.0	2,262	\$114.06
St Cloud / Canoe Creek	34772	1	\$257,990	3.0	2.0	1,688	\$152.84
St Cloud / Harmony	34773	1	\$257,500	4.0	2.0	2,276	\$113.14
Lake County		3	\$258,058	3.3	2.7	2,218	\$116.35
Mount Dora	32757	1	\$257,975	3.0	3.0	2,400	\$107.49
Clermont (South)	34714	1	\$258,500	4.0	3.0	2,033	\$127.15
Leesburg (West)	34748	1	\$257,700	3.0	2.0	2,221	\$116.03

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	147	123	17	5	1	1	0
Bank Owned	1	1	0	0	0	0	0
Short Sales	3	3	0	0	0	0	0
Other	143	119	17	5	1	1	0
Active Listings	1,896	1,385	218	185	46	47	15
Bank Owned	31	29	0	2	0	0	0
Short Sales	10	8	1	1	0	0	0
Other	1,855	1,348	217	182	46	47	15
Months of Inventory	3	3	3	9	11	11	0

List Price

Average Original List Price	\$185,615	\$161,547	\$275,665	\$350,978	\$435,000	\$539,000	\$0
Average Final List Price	\$183,522	\$159,626	\$273,224	\$344,978	\$435,000	\$539,000	\$0

Sale Price

Average Price	\$178,555	\$155,130	\$268,799	\$330,400	\$430,000	\$515,000	\$0
Median Price	\$175,000	\$161,000	\$268,000	\$325,000	\$430,000	\$515,000	\$0

Price Differences

<i>Original to Final</i> List Price	-\$2,093	-\$1,921	-\$2,441	-\$6,000	\$0	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$7,060	-\$6,417	-\$6,866	-\$20,578	-\$5,000	-\$24,000	\$0
<i>Final</i> List to <i>Sale</i> Price - \$	-\$4,967	-\$4,496	-\$4,425	-\$14,578	-\$5,000	-\$24,000	\$0
<i>Original</i> List to <i>Sale</i> Price - %	96.20%	96.03%	97.51%	94.14%	98.85%	95.55%	0.00%
<i>Final</i> List to <i>Sale</i> Price - %	97.29%	97.18%	98.38%	95.77%	98.85%	95.55%	0.00%

Days on the Market

Avg Days Listing to Contract	42	37	69	77	5	47	0
Combined Avg Days to Contract	48	33	132	145	5	47	0
Avg Days Listing to Closing	77	73	103	110	45	72	0
Avg Days Contract to Close	36	36	35	35	41	27	0

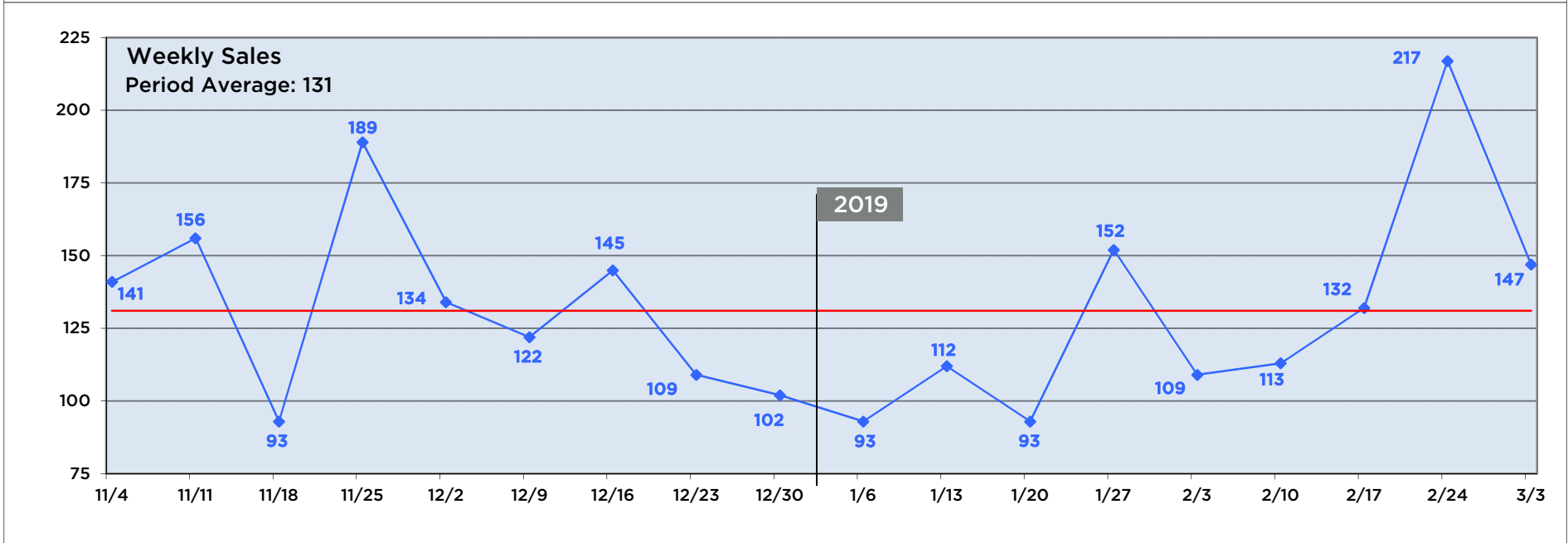
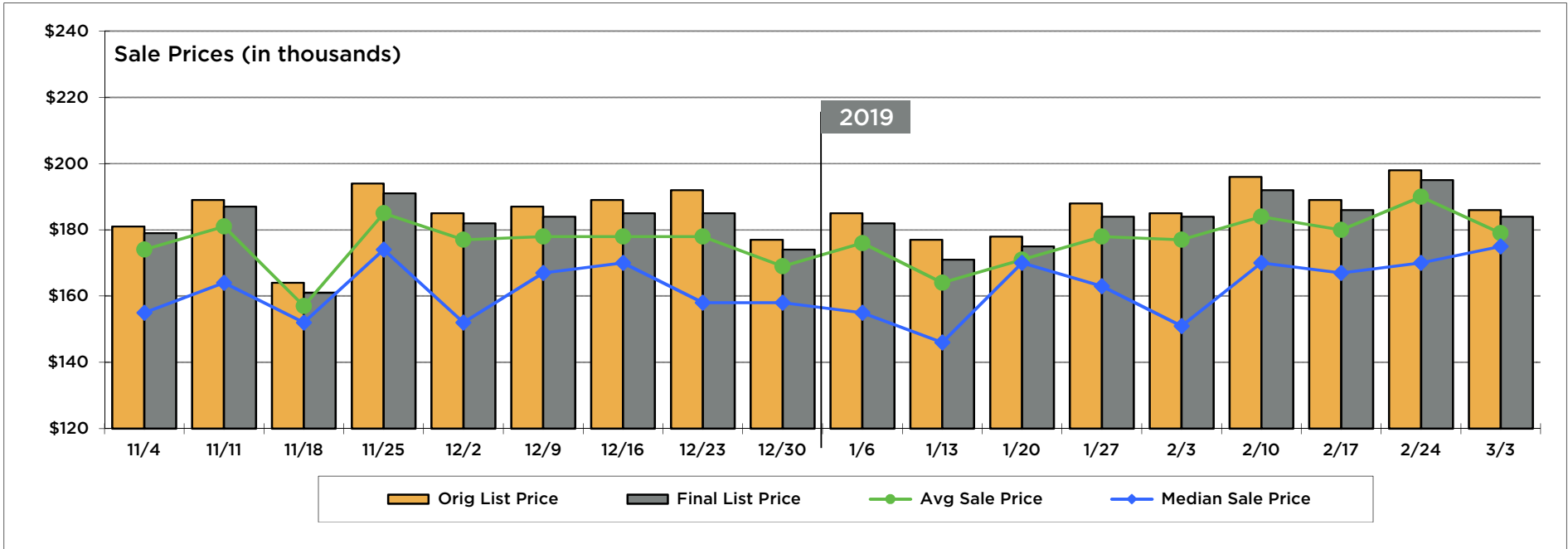
Beds / Baths

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

Square Footage

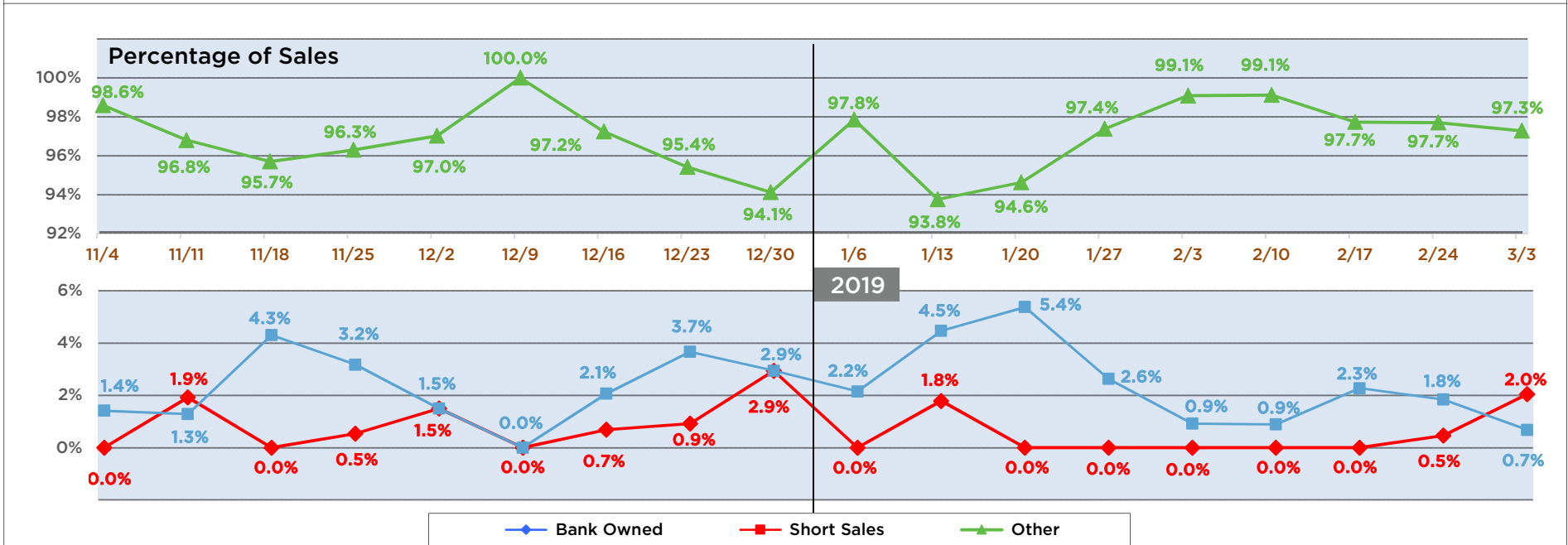
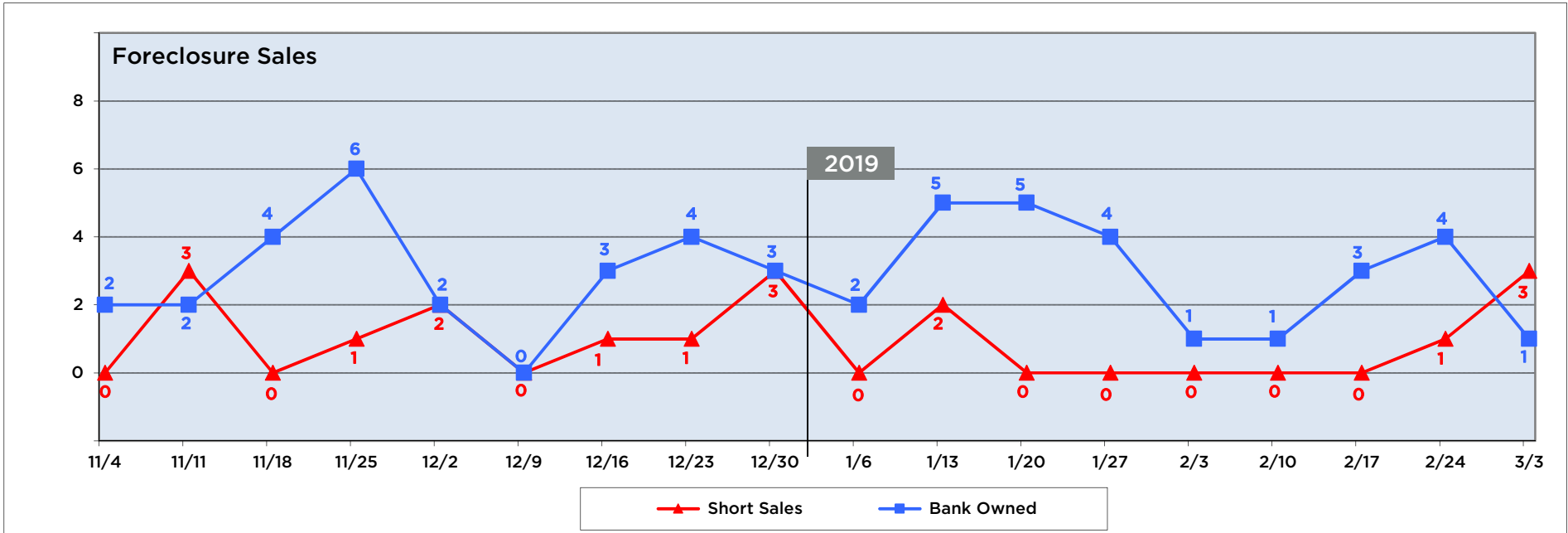
Average Square Feet	1,323	1,244	1,649	2,110	1,190	1,709	0
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Condos, Townhomes, Villas

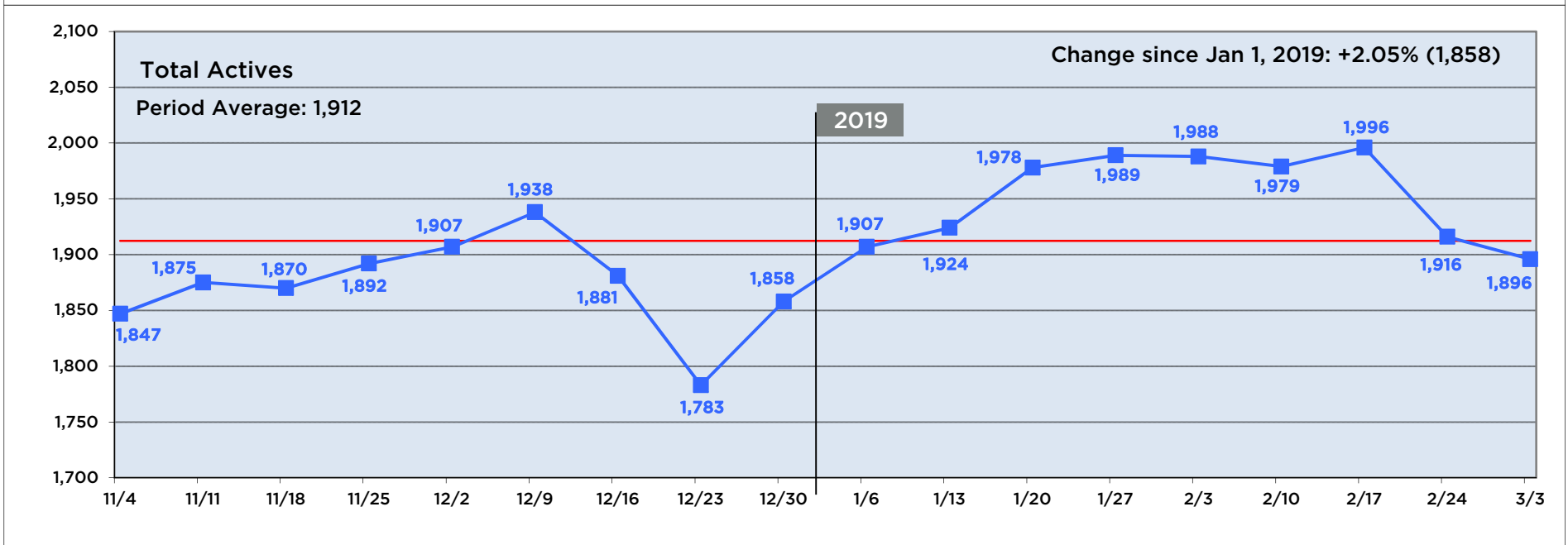
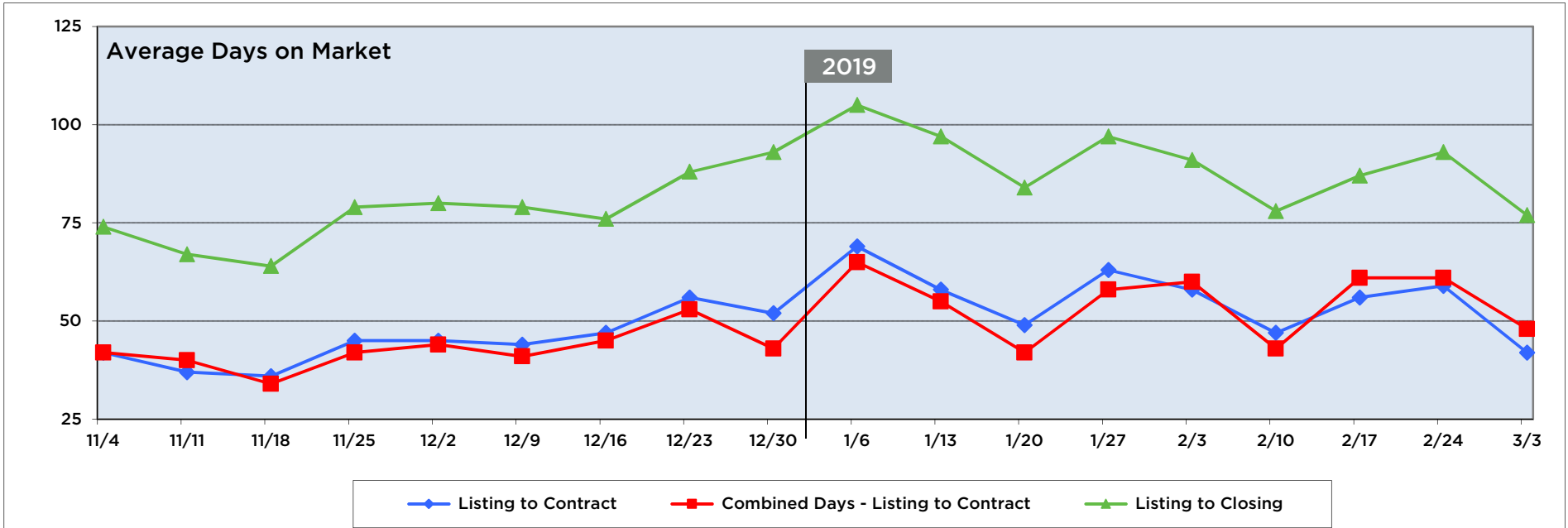




Condos, Townhomes, Villas

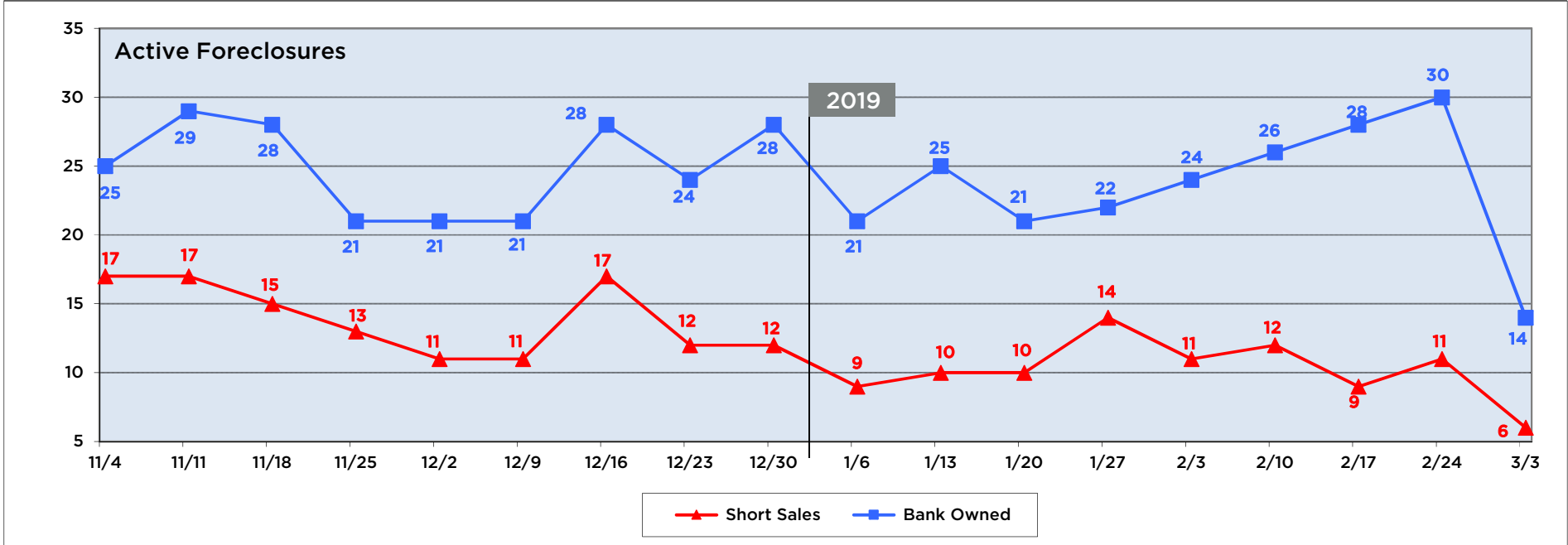
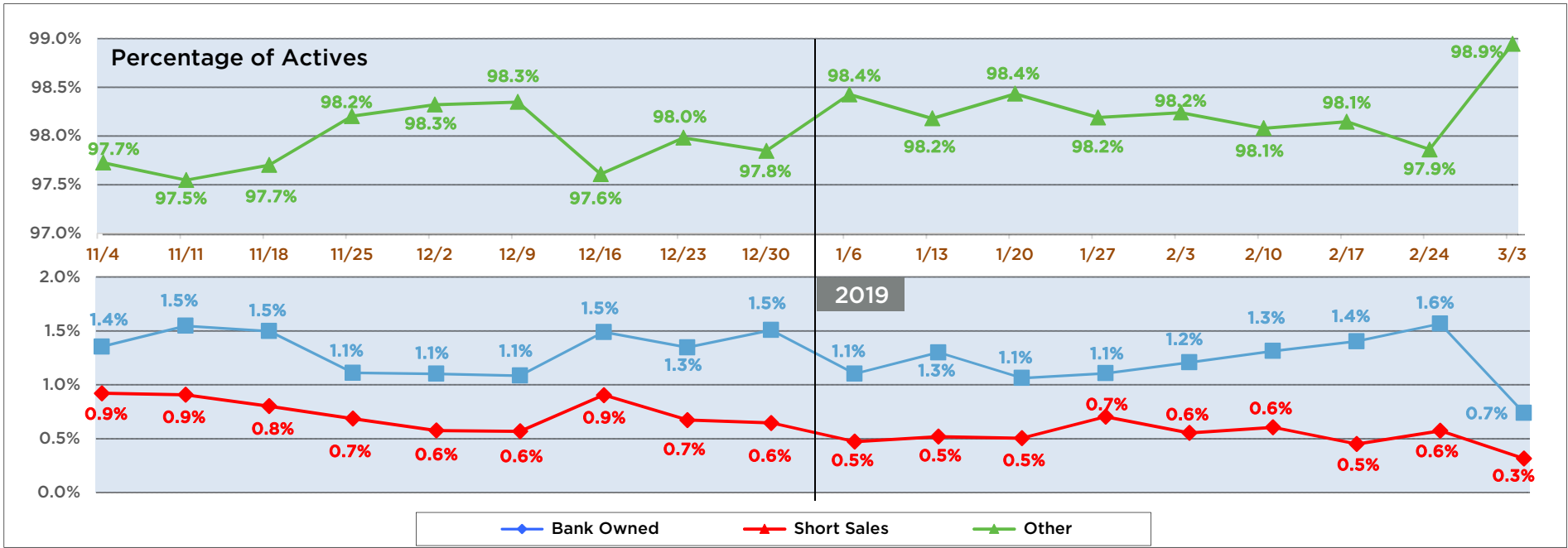


Condos, Townhomes, Villas

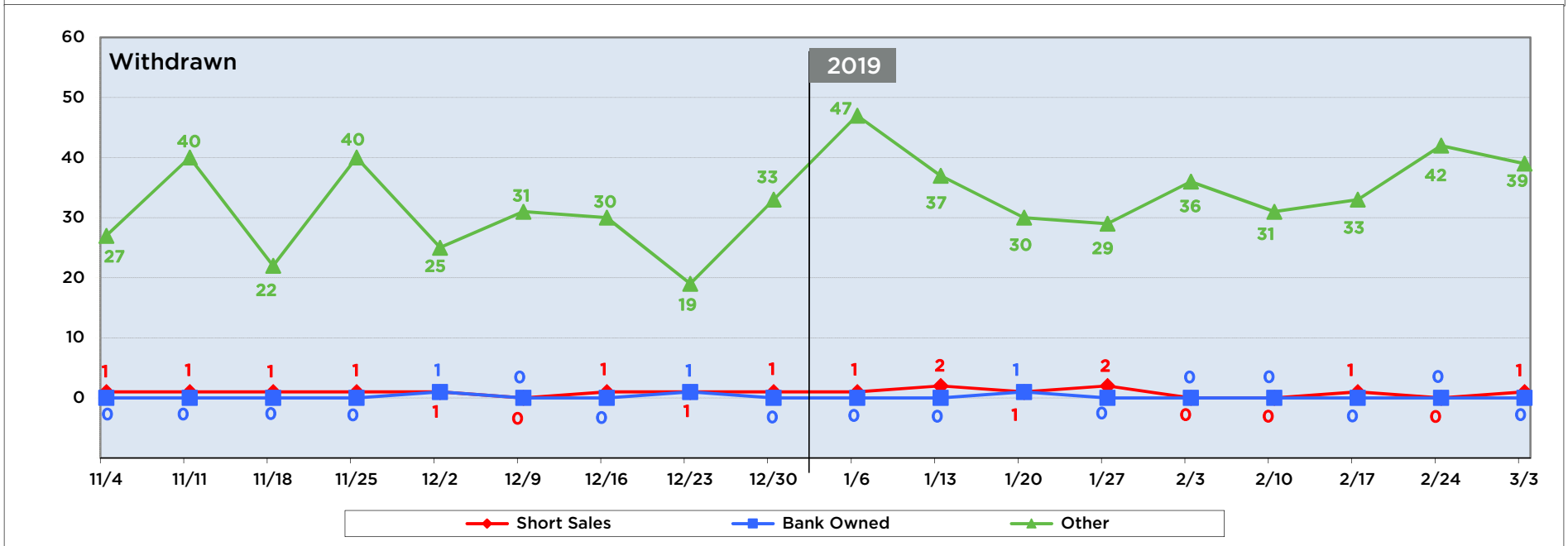
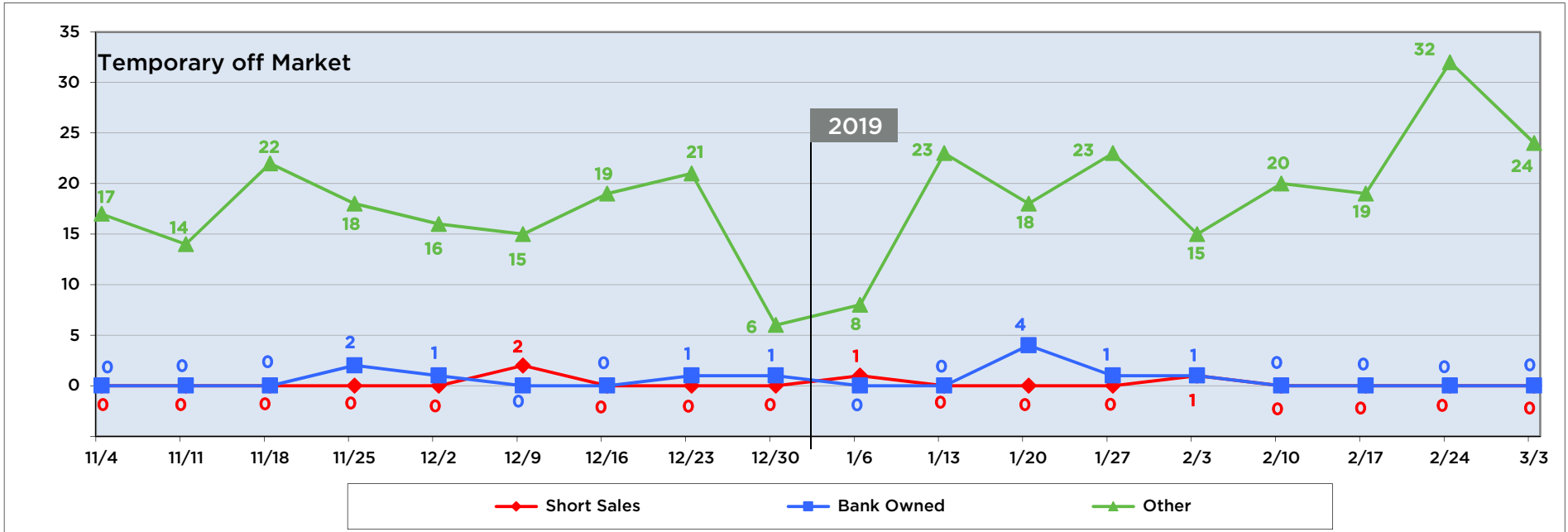




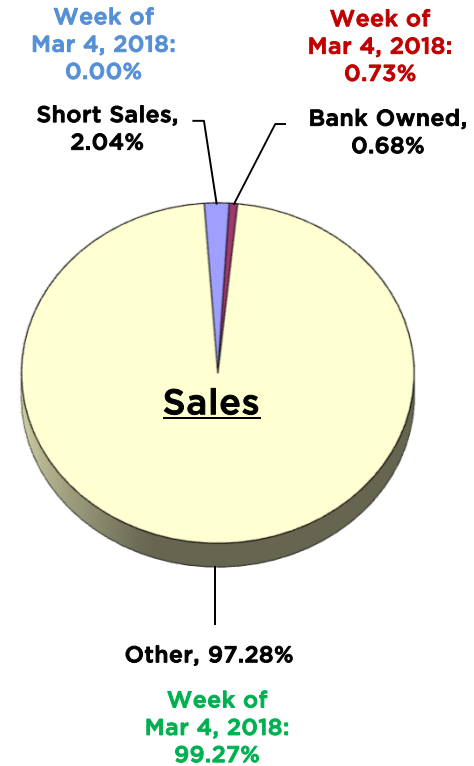
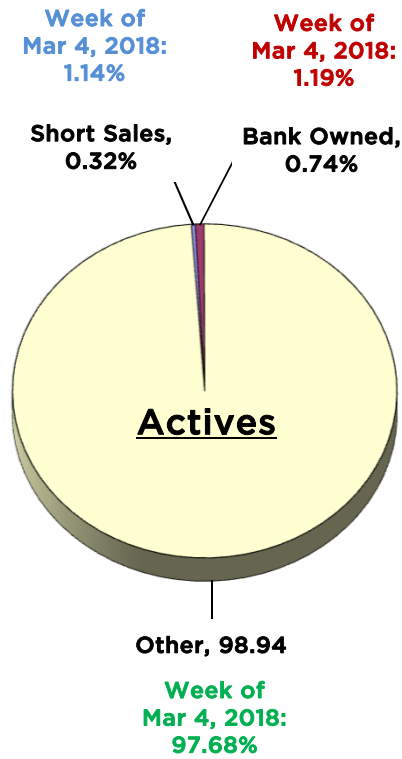
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 20 Condos, Townhomes, or Villas available for the Median Price of \$175,000? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		2	\$174,950	3.5	2.5	1,881	\$93.01
Altamonte Springs (East)	32701	1	\$175,000	4.0	3.0	2,232	\$78.41
Sanford / Lake Forest	32771	1	\$174,900	3.0	2.0	1,530	\$114.31
Orange County		14	\$174,907	2.2	1.9	1,132	\$154.55
Apopka (North)	32712	1	\$174,900	2.0	2.0	1,157	\$151.17
Delaney / Crystal Lake	32806	2	\$174,950	2.0	1.0	875	\$199.94
Orlo Vista	32811	1	\$175,000	3.0	2.0	1,351	\$129.53
Conway	32812	1	\$175,000	3.0	2.0	1,451	\$120.61
Williamsburg / Lake Bryan	32821	3	\$174,967	2.0	2.0	1,188	\$147.28
Taft	32824	1	\$175,000	3.0	2.0	1,246	\$140.45
Waterford Lakes	32828	2	\$174,750	2.0	2.0	1,071	\$163.17
Hunters Creek	32837	3	\$174,833	2.0	2.0	1,061	\$164.78
Osceola County		4	\$174,944	3.0	2.5	1,306	\$134.01
Kissimmee (West) / Pleasant Hill	34746	1	\$175,000	3.0	2.0	1,286	\$136.08
Kissimmee / Celebration	34747	2	\$175,000	3.0	3.0	1,174	\$149.06
St Cloud	34769	1	\$174,777	3.0	2.0	1,588	\$110.06