



Monday Morning Quarterback Summary

Week of May 5, 2019

Single-family existing homes

- Sales of single-family homes decreased to 519 during the week of May 5, from 783 the week prior
- The median price of single family homes decreased to \$264,000, a change of -4.0%
- The number of single-family home foreclosure transactions decreased to 11 last week, from 18 the week of Apr 28
- The number of single-family home short-sale transactions decreased to 3 from 4 the week prior
- Single-family inventory increased by 69, and now sits at 6,976

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 150 during the week of May 5, from 230 the week prior
- The median price of condos, townhomes, and villas decreased to \$171,200, a change of -2.5%
- The number of condo, townhome and villa foreclosure transactions remained constant at 4
- The number of condo, townhome and villa short-sale transactions decreased to 0 from 2 the week prior
- Condo inventory increased by 22, and now sits at 1,861

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 | 519 | 219 | 97 | 113 | 36 | 44 | 10 |
| Bank Owned | 11 | 6 | 2 | 1 | 2 | 0 | 0 |
| Short Sales | 3 | 2 | 1 | 0 | 0 | 0 | 0 |
| Other | 505 | 211 | 94 | 112 | 34 | 44 | 10 |
| Active Listings | 6,976 | 1,616 | 1,066 | 1,585 | 840 | 1,315 | 554 |
| Bank Owned | 127 | 60 | 25 | 24 | 10 | 8 | 0 |
| Short Sales | 59 | 24 | 11 | 12 | 7 | 4 | 1 |
| Other | 6,790 | 1,532 | 1,030 | 1,549 | 823 | 1,303 | 553 |
| Months of Inventory | 3 | 2 | 3 | 3 | 5 | 7 | 13 |

List Price

| | | | | | | | |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$335,083 | \$201,693 | \$282,057 | \$352,917 | \$472,751 | \$692,115 | \$1,502,600 |
| Average Final List Price | \$326,943 | \$197,556 | \$276,108 | \$347,208 | \$453,269 | \$670,937 | \$1,456,290 |

Sale Price

| | | | | | | | |
|---------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$318,164 | \$192,085 | \$271,247 | \$340,369 | \$443,741 | \$647,210 | \$1,383,610 |
| Median Price | \$264,000 | \$205,000 | \$269,000 | \$339,000 | \$438,500 | \$612,200 | \$1,288,750 |

Price Differences

| | | | | | | | |
|---|------------------|----------|-----------|-----------|-----------|-----------|------------|
| Original to Final List Price | -\$8,140 | -\$4,137 | -\$5,949 | -\$5,709 | -\$19,482 | -\$21,178 | -\$46,310 |
| Original List to Sale Price - \$ | -\$16,919 | -\$9,608 | -\$10,810 | -\$12,548 | -\$29,010 | -\$44,905 | -\$118,990 |
| Final List to Sale Price - \$ | -\$8,779 | -\$5,471 | -\$4,861 | -\$6,839 | -\$9,528 | -\$23,727 | -\$72,680 |
| Original List to Sale Price - % | 94.95% | 95.24% | 96.17% | 96.44% | 93.86% | 93.51% | 92.08% |
| Final List to Sale Price - % | 97.31% | 97.23% | 98.24% | 98.03% | 97.90% | 96.46% | 95.01% |

Days on the Market

| | | | | | | | |
|-------------------------------|-----------|----|----|----|-----|-----|-----|
| Avg Days Listing to Contract | 51 | 44 | 59 | 39 | 73 | 61 | 122 |
| Combined Avg Days to Contract | 56 | 43 | 79 | 44 | 90 | 70 | 102 |
| Avg Days Listing to Closing | 88 | 79 | 96 | 79 | 110 | 101 | 172 |
| Avg Days Contract to Close | 37 | 34 | 36 | 40 | 38 | 44 | 51 |

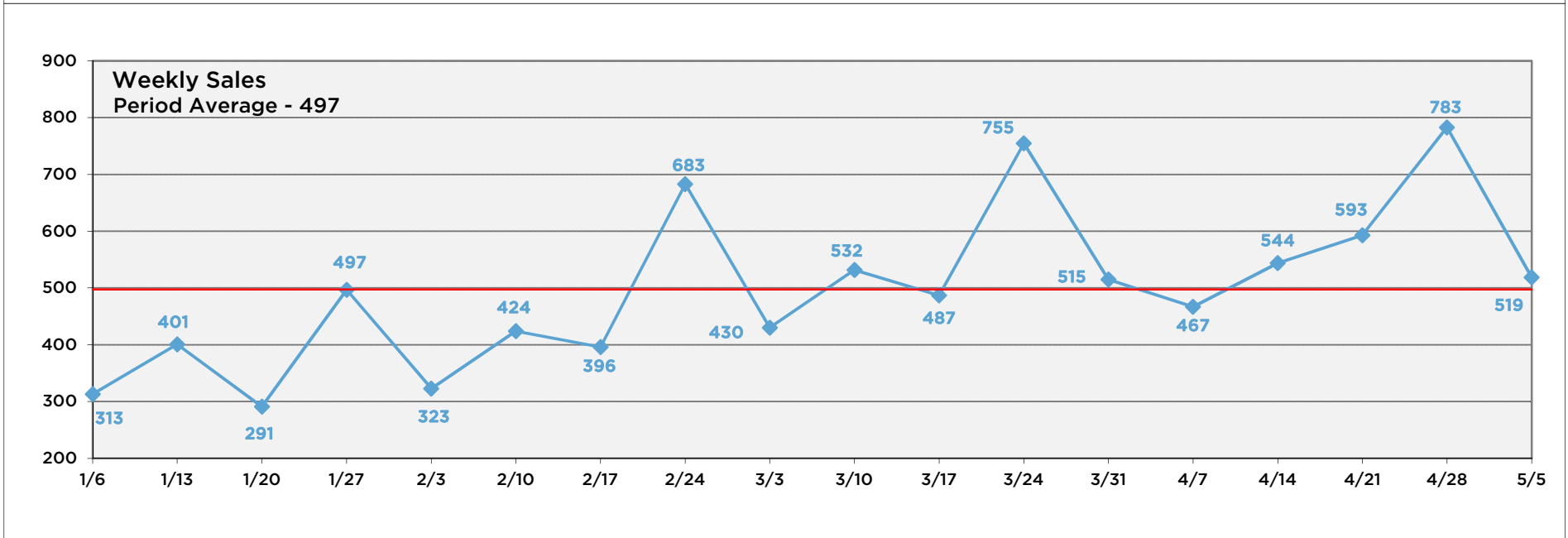
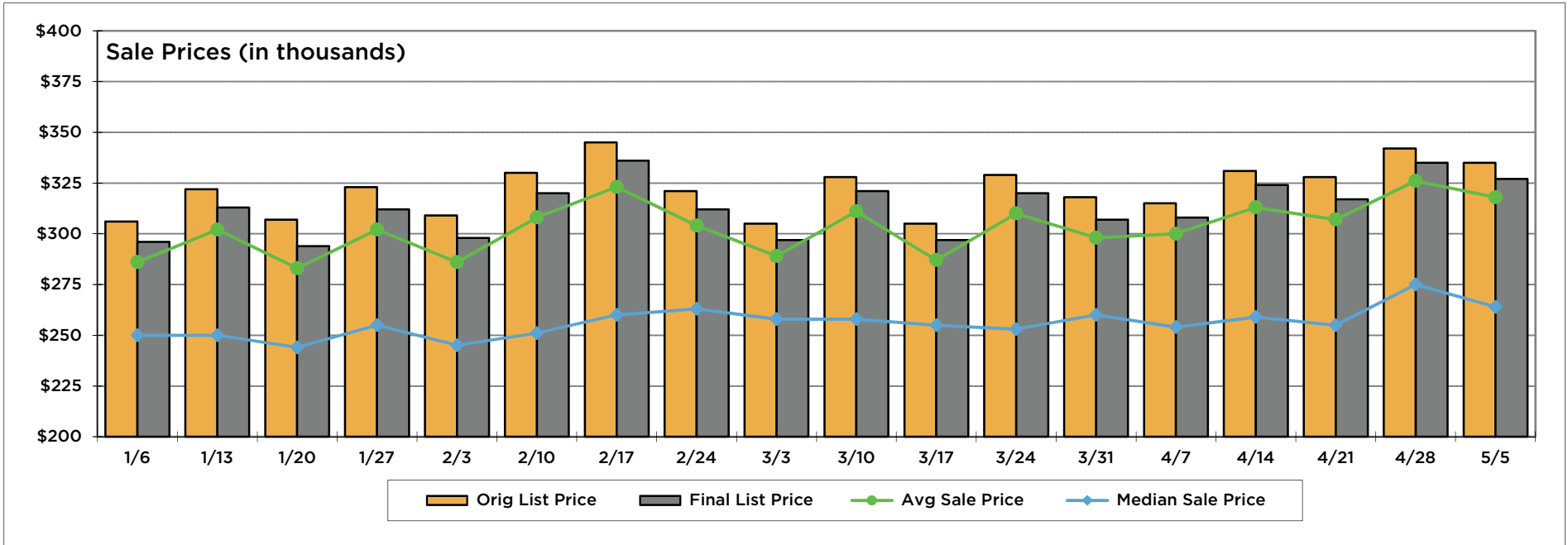
Beds / Baths

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

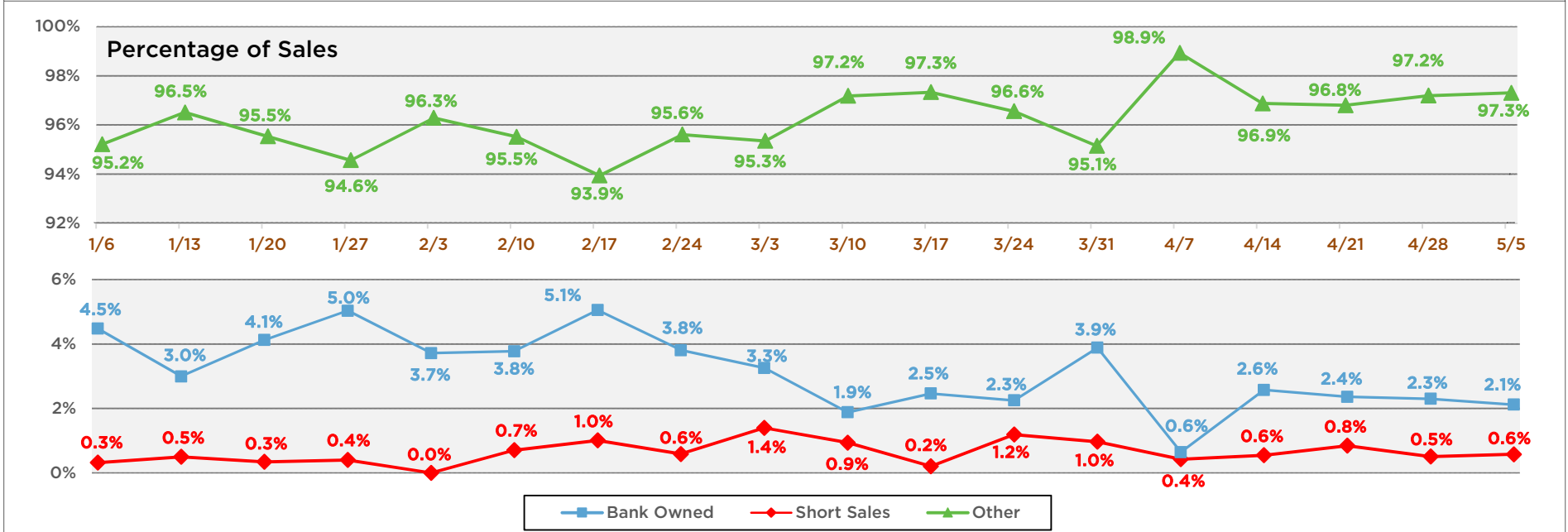
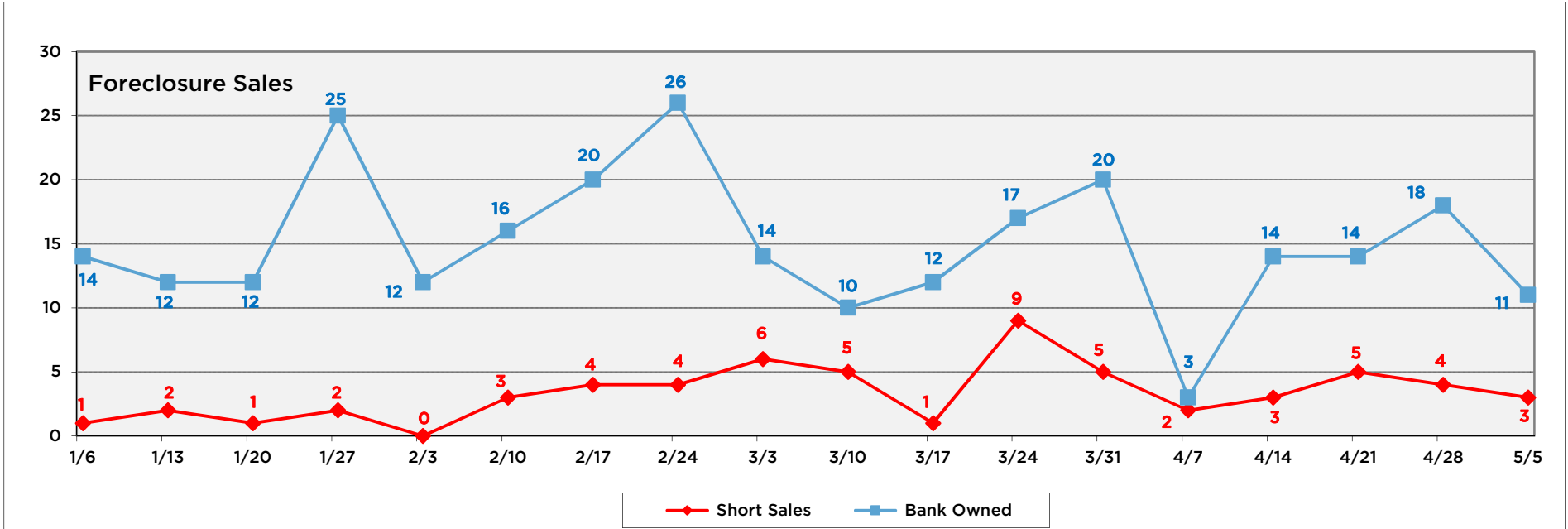
Square Footage

| | | | | | | | |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 2,085 | 1,459 | 1,926 | 2,366 | 2,787 | 3,519 | 5,331 |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|

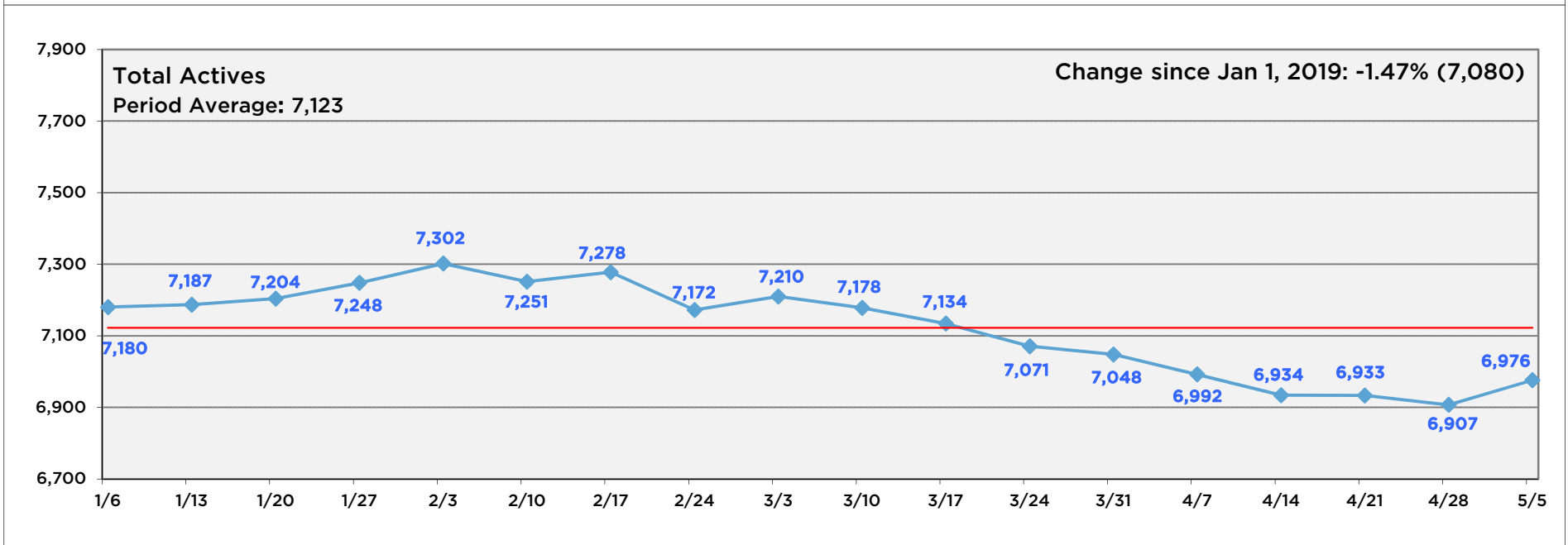
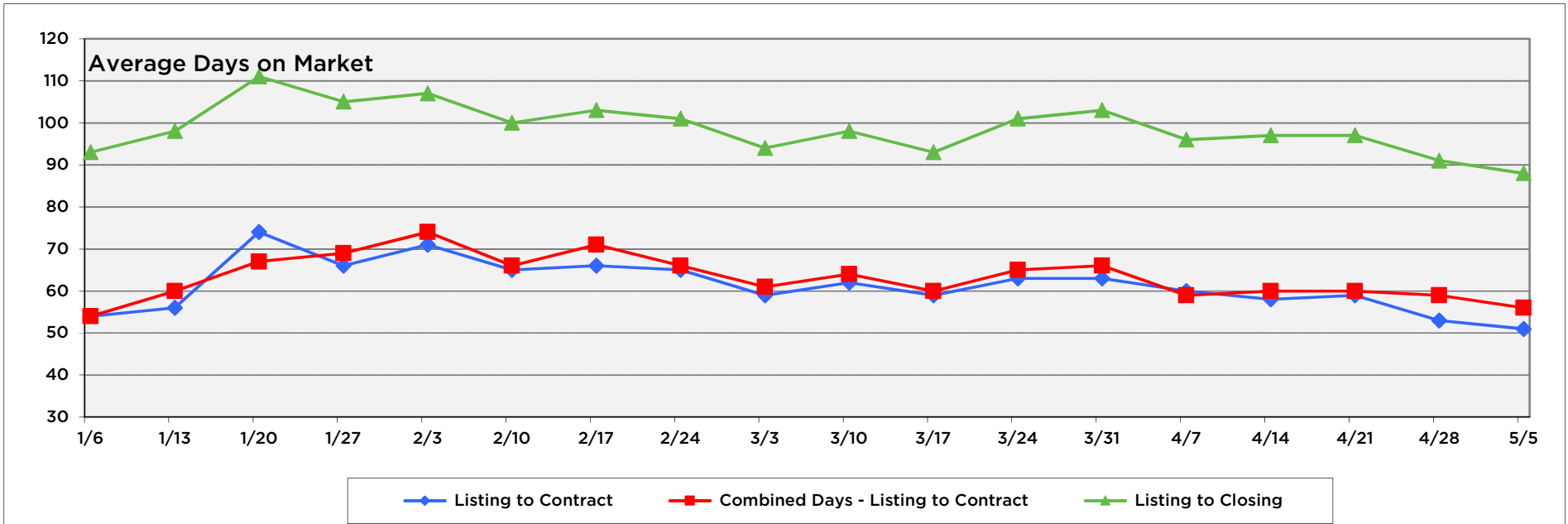
Single Family Homes



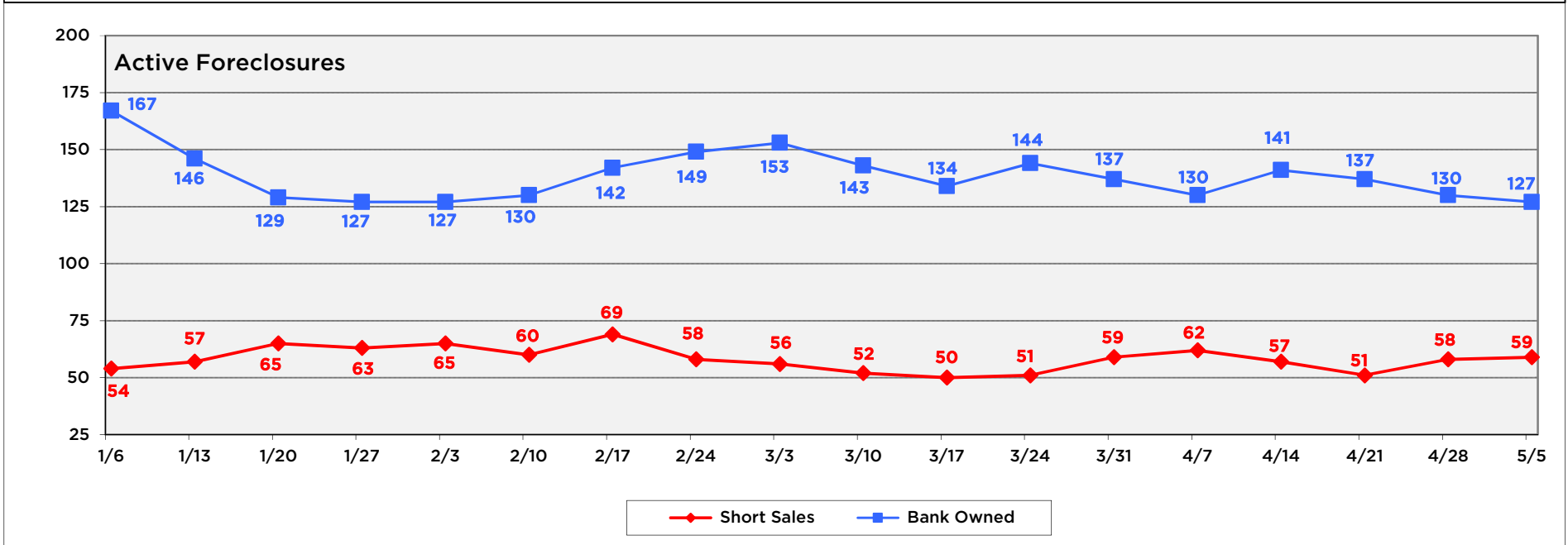
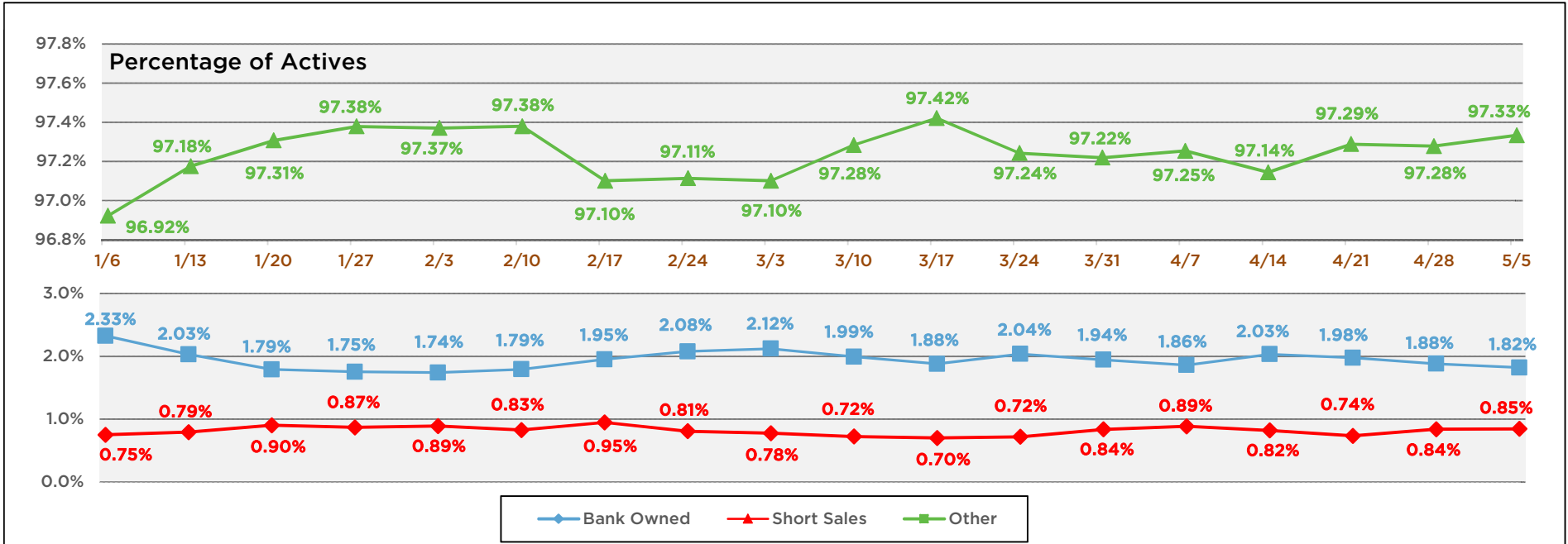
Single Family Homes



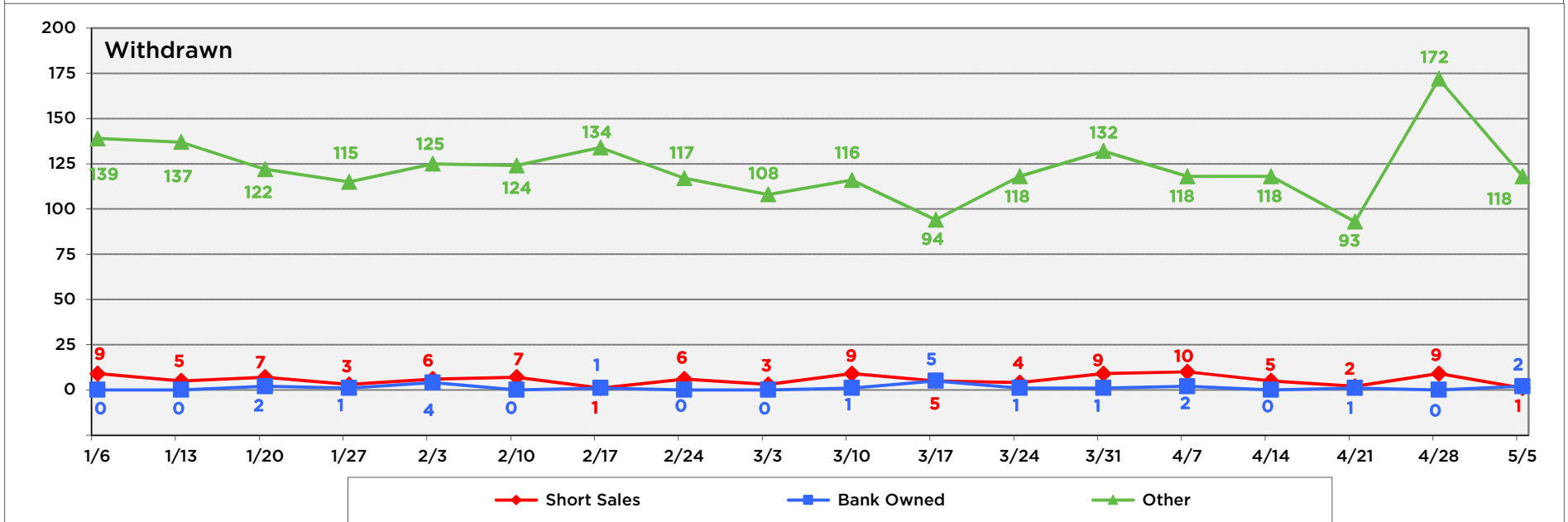
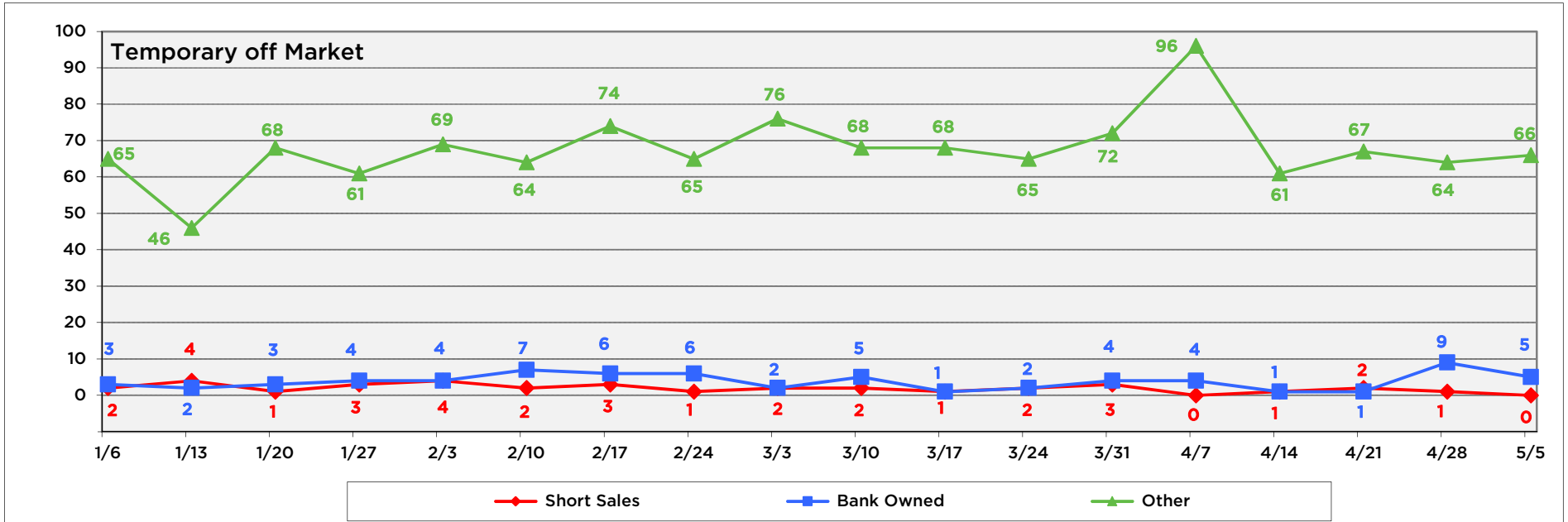
Single Family Homes



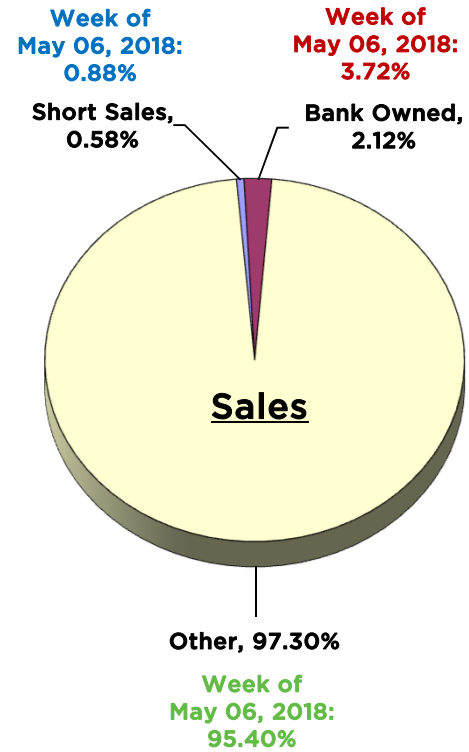
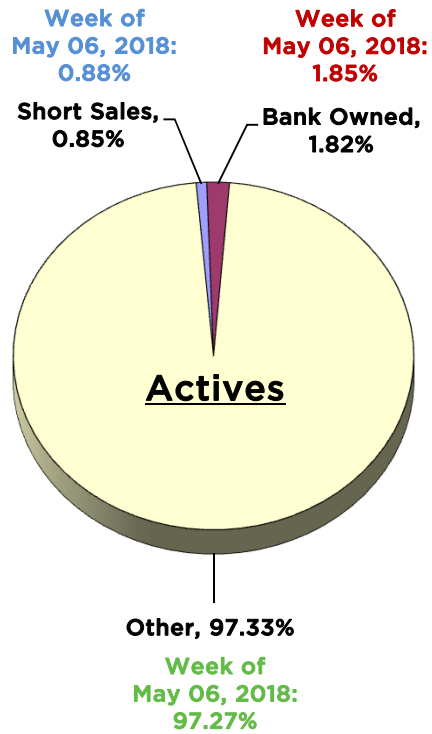
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 10 Single Family Homes available for the Median Price of \$264,000? (± \$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 | | 3 | \$264,167 | 3.7 | 2.0 | 1,912 | \$138.16 |
| Casselberry | 32707 | 1 | \$264,000 | 3.0 | 2.0 | 1,630 | \$161.96 |
| Longwood (East) | 32750 | 1 | \$264,000 | 5.0 | 2.0 | 2,234 | \$118.17 |
| Maitland / Eatonville | 32751 | 1 | \$264,500 | 3.0 | 2.0 | 1,872 | \$141.29 |
| Orange County | | 3 | \$264,333 | 3.3 | 2.0 | 1,754 | \$150.70 |
| Apopka (North) | 32712 | 1 | \$264,500 | 4.0 | 2.0 | 1,840 | \$143.75 |
| Taft | 32824 | 1 | \$264,500 | 3.0 | 2.0 | 1,692 | \$156.32 |
| Metro West / Orlo Vista | 32835 | 1 | \$264,000 | 3.0 | 2.0 | 1,730 | \$152.60 |
| Osceola County | | 4 | \$263,850 | 3.8 | 2.3 | 2,103 | \$125.49 |
| Kissimmee (East) | 34744 | 1 | \$263,900 | 3.0 | 2.0 | 1,790 | \$147.43 |
| Kissimmee (West) / Pleasant Hill | 34746 | 1 | \$263,500 | 5.0 | 3.0 | 2,174 | \$121.21 |
| Kissimmee / Poinciana | 34758 | 1 | \$264,000 | 3.0 | 2.0 | 2,587 | \$102.05 |
| St Cloud / Canoe Creek | 34772 | 1 | \$263,999 | 4.0 | 2.0 | 1,859 | \$142.01 |

Condos, Townhomes, Villas

| | Total | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| Sales | 150 | 127 | 10 | 10 | 1 | 2 | 0 |
| Bank Owned | 4 | 4 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 146 | 123 | 10 | 10 | 1 | 2 | 0 |
| Active Listings | 1,861 | 1,318 | 235 | 197 | 52 | 46 | 13 |
| Bank Owned | 29 | 25 | 1 | 2 | 1 | 0 | 0 |
| Short Sales | 9 | 6 | 1 | 1 | 1 | 0 | 0 |
| Other | 1,823 | 1,287 | 233 | 194 | 50 | 46 | 13 |
| Months of Inventory | 3 | 2 | 5 | 5 | 12 | 5 | 0 |

List Price

| | | | | | | | |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-----|
| Average Original List Price | \$194,027 | \$163,813 | \$280,455 | \$367,719 | \$495,000 | \$661,500 | \$0 |
| Average Final List Price | \$190,876 | \$160,769 | \$279,855 | \$359,719 | \$495,000 | \$661,500 | \$0 |

Sale Price

| | | | | | | | |
|---------------|------------------|-----------|-----------|-----------|-----------|-----------|-----|
| Average Price | \$185,802 | \$156,504 | \$273,490 | \$348,740 | \$495,000 | \$638,500 | \$0 |
| Median Price | \$171,200 | \$155,000 | \$277,000 | \$341,250 | \$495,000 | \$638,500 | \$0 |

Price Differences

| | | | | | | | |
|---|-----------------|----------|----------|-----------|---------|-----------|-------|
| Original to Final List Price | -\$3,151 | -\$3,044 | -\$600 | -\$8,000 | \$0 | \$0 | \$0 |
| Original List to Sale Price - \$ | -\$8,225 | -\$7,309 | -\$6,965 | -\$18,979 | \$0 | -\$23,000 | \$0 |
| Final List to Sale Price - \$ | -\$5,074 | -\$4,265 | -\$6,365 | -\$10,979 | \$0 | -\$23,000 | \$0 |
| Original List to Sale Price - % | 95.76% | 95.54% | 97.52% | 94.84% | 100.00% | 96.52% | 0.00% |
| Final List to Sale Price - % | 97.34% | 97.35% | 97.73% | 96.95% | 100.00% | 96.52% | 0.00% |

Days on the Market

| | | | | | | | |
|-------------------------------|-----------|----|-----|----|----|----|---|
| Avg Days Listing to Contract | 52 | 50 | 88 | 53 | 30 | 20 | 0 |
| Combined Avg Days to Contract | 50 | 47 | 68 | 71 | 30 | 20 | 0 |
| Avg Days Listing to Closing | 83 | 81 | 120 | 87 | 52 | 64 | 0 |
| Avg Days Contract to Close | 32 | 31 | 32 | 43 | 22 | 43 | 0 |

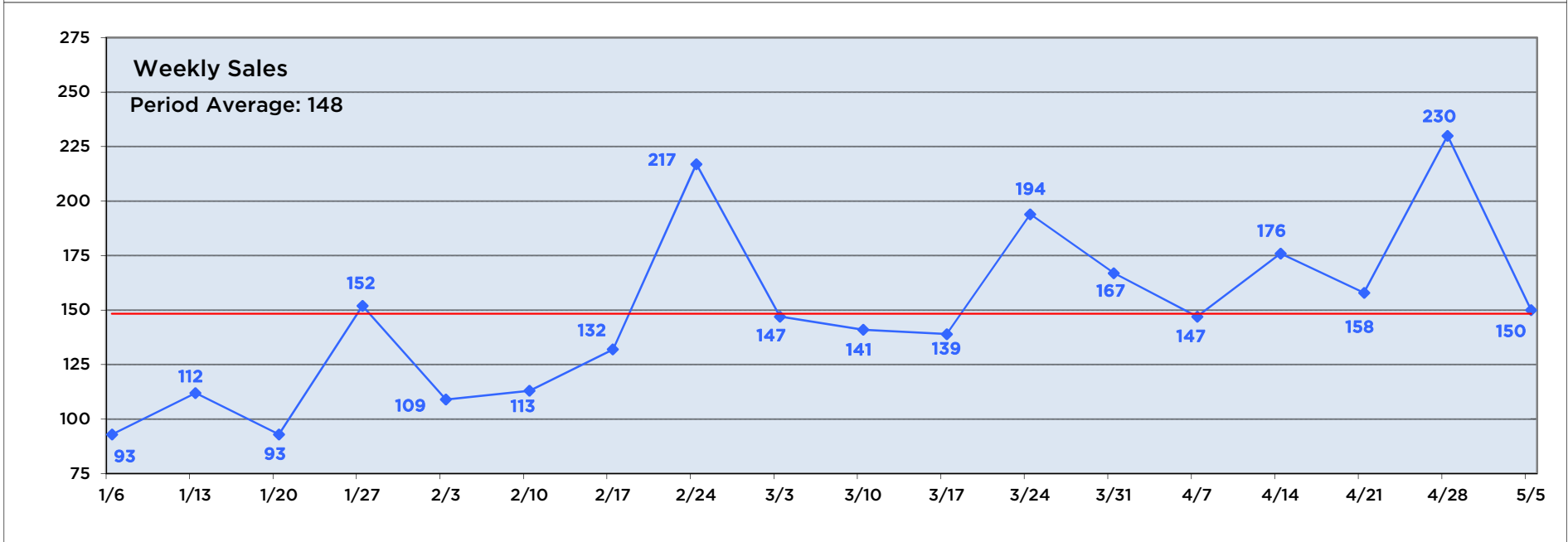
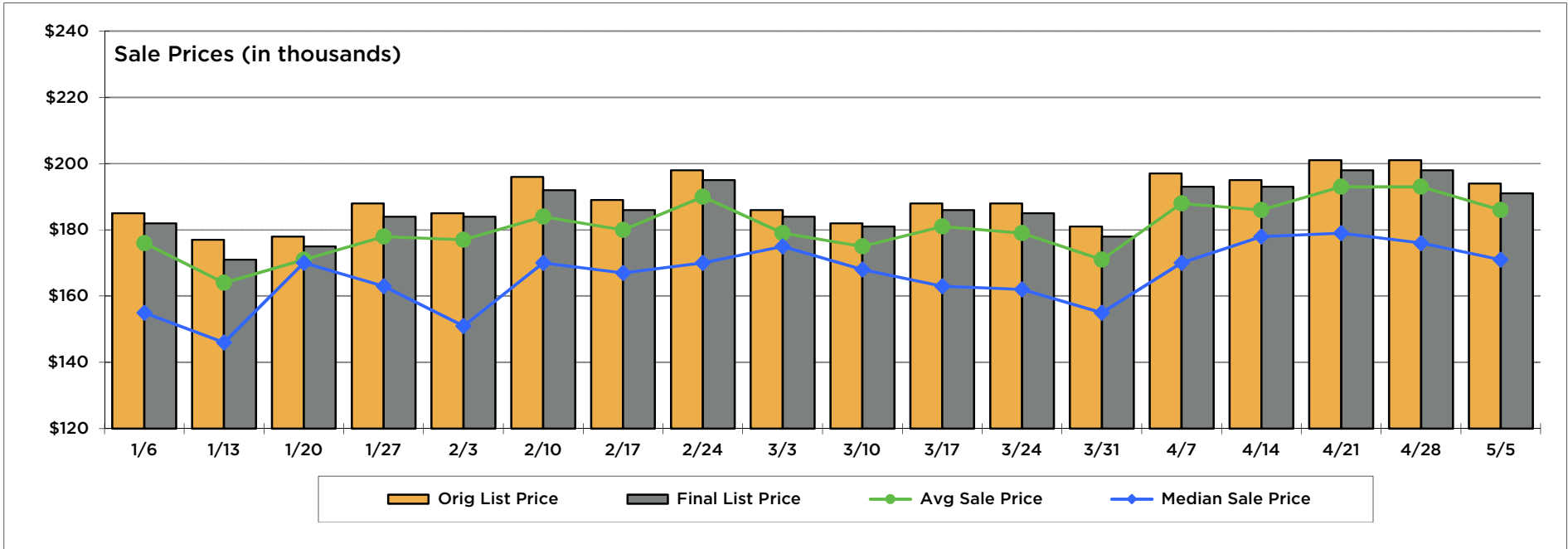
Beds / Baths

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

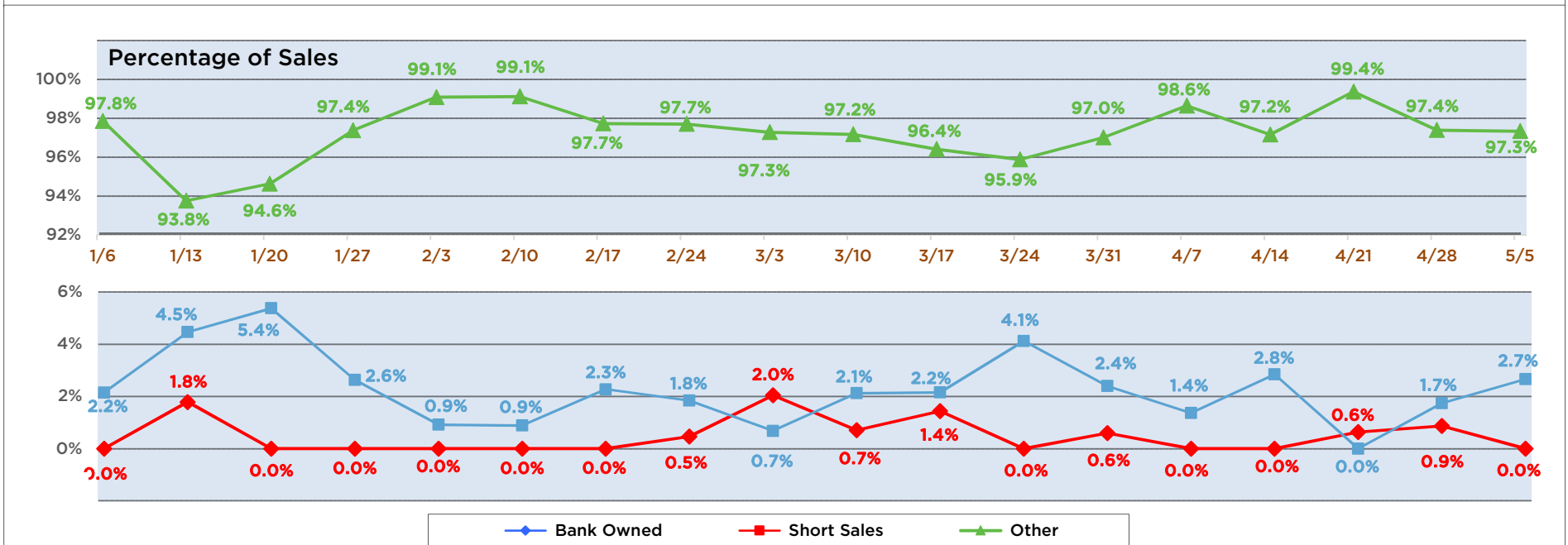
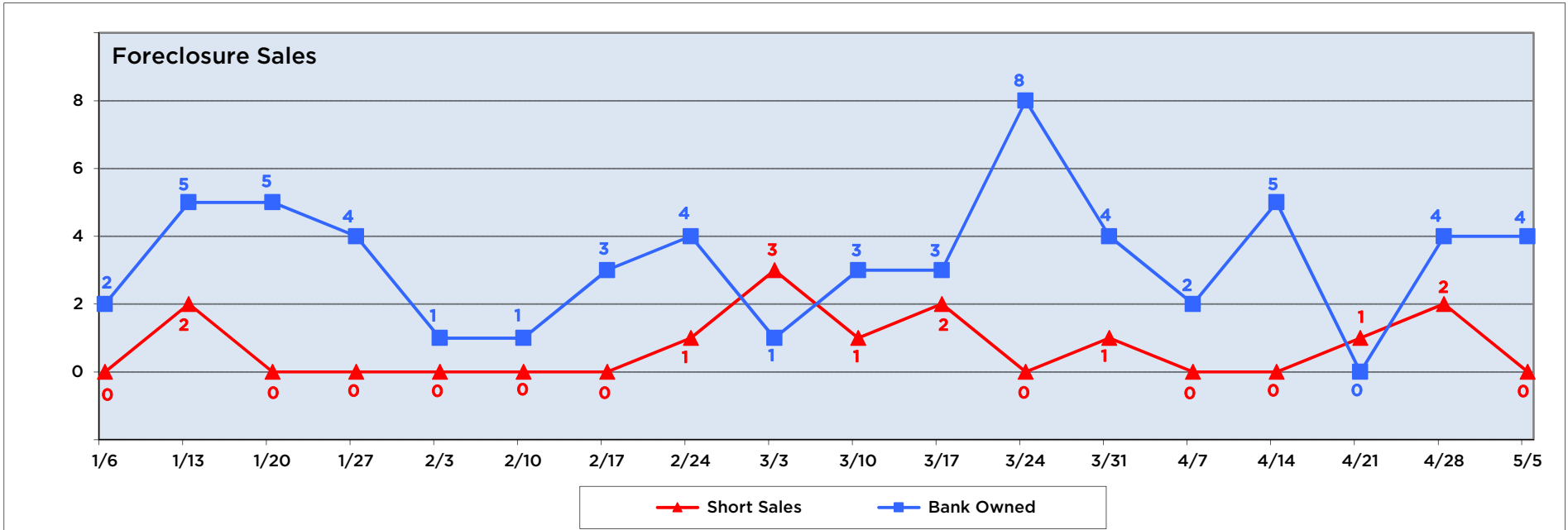
Square Footage

| | | | | | | | |
|---------------------|--------------|-------|-------|-------|-------|-------|---|
| Average Square Feet | 1,354 | 1,269 | 1,792 | 1,922 | 1,632 | 1,566 | 0 |
|---------------------|--------------|-------|-------|-------|-------|-------|---|

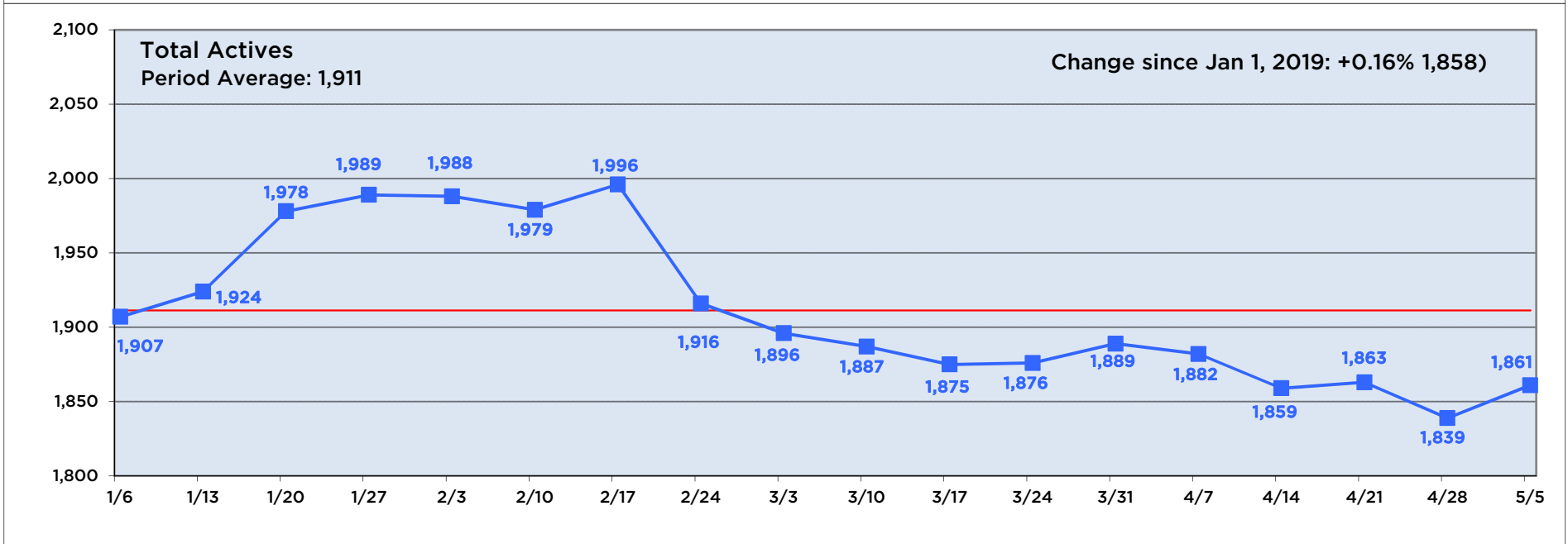
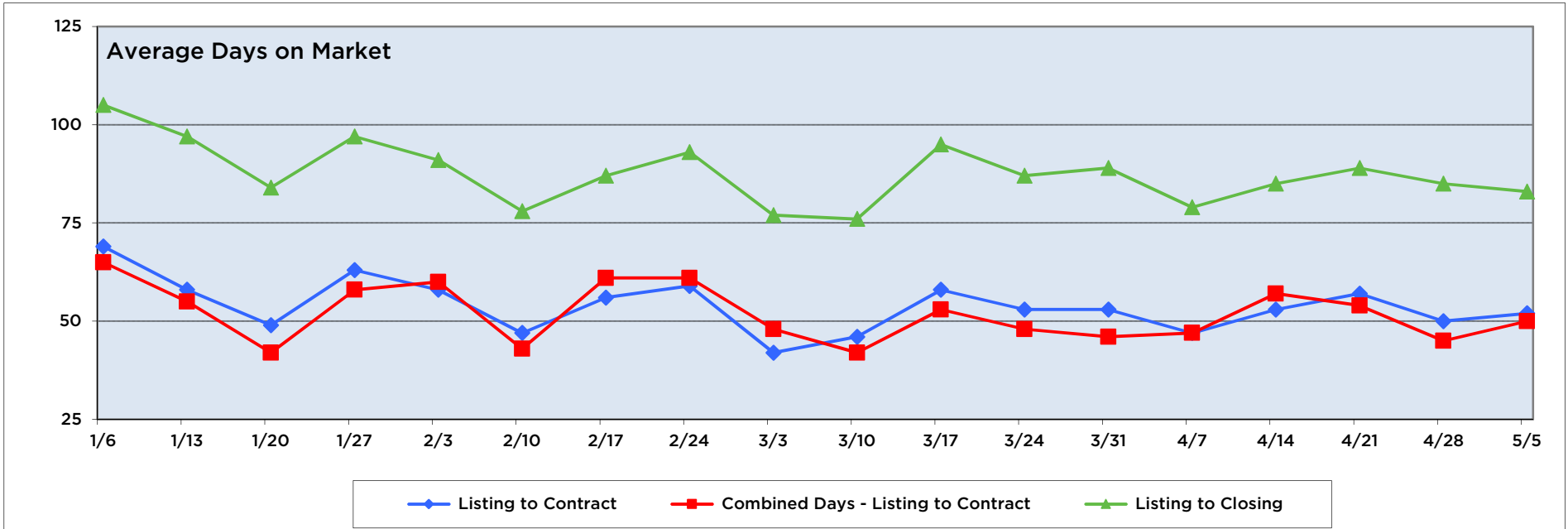
Condos, Townhomes, Villas



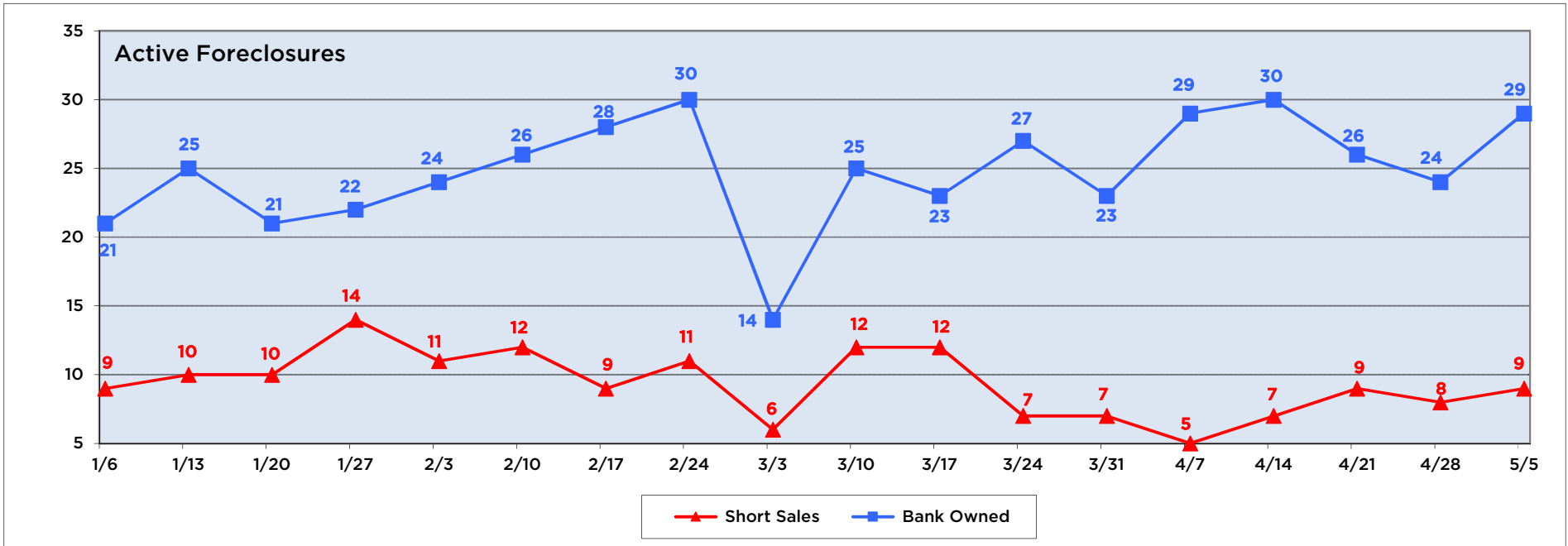
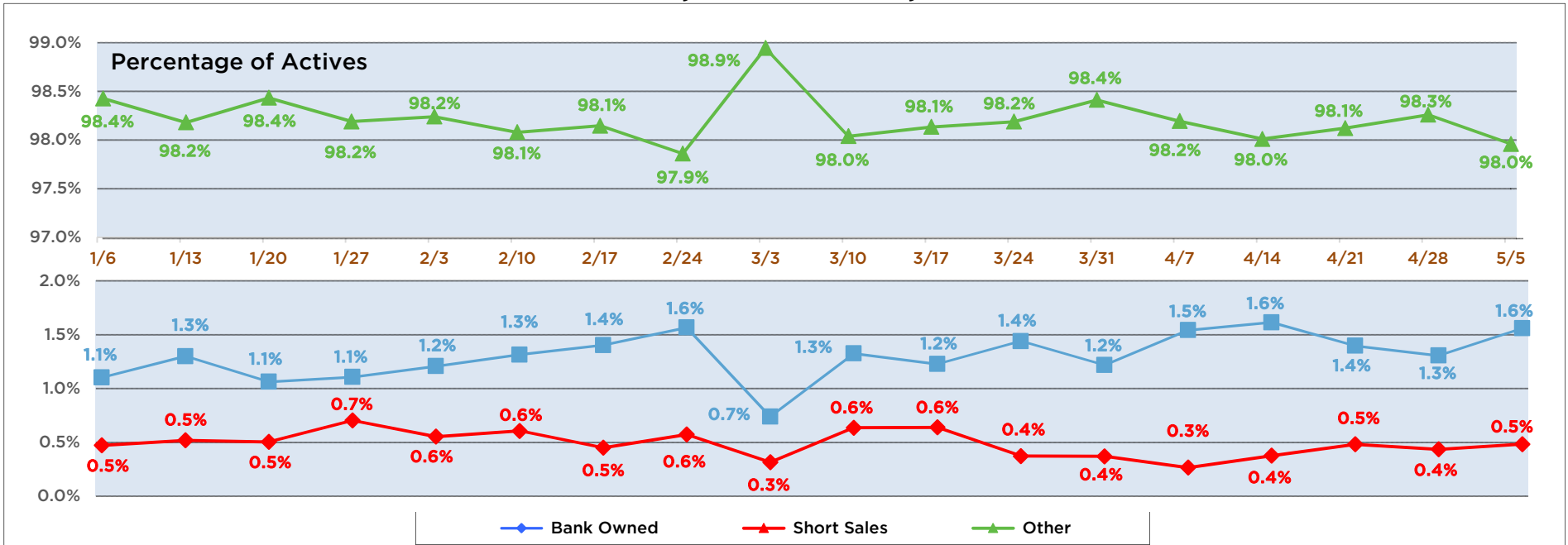
Condos, Townhomes, Villas



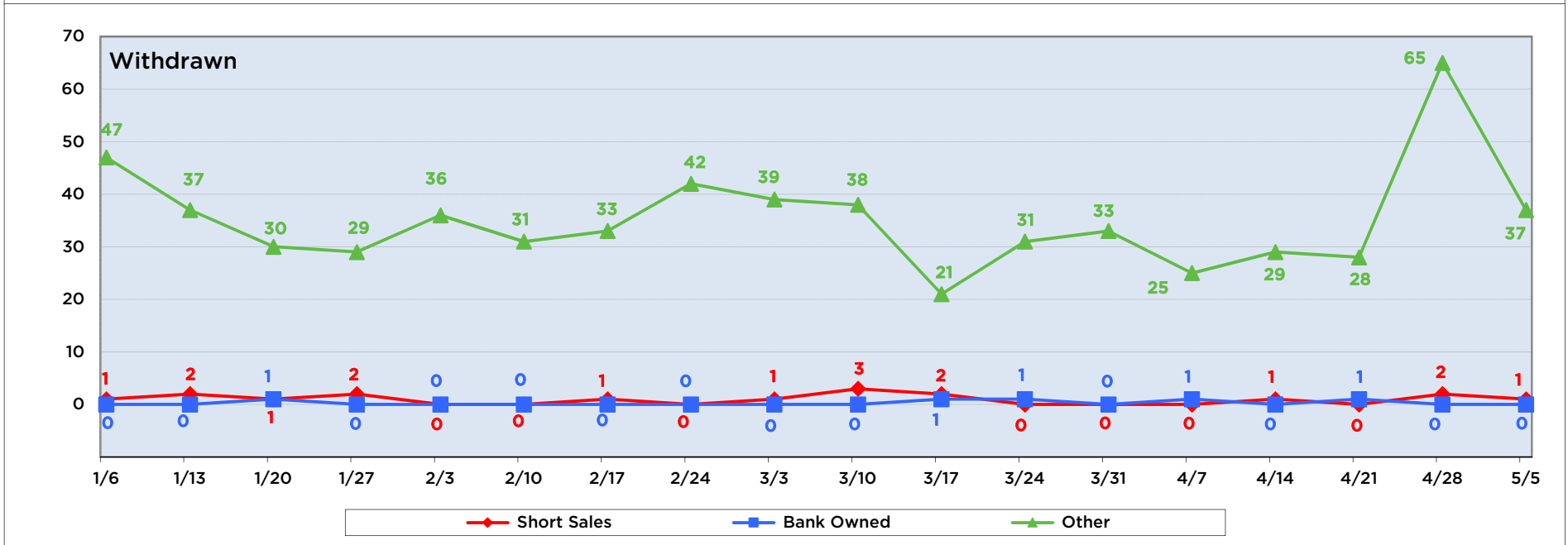
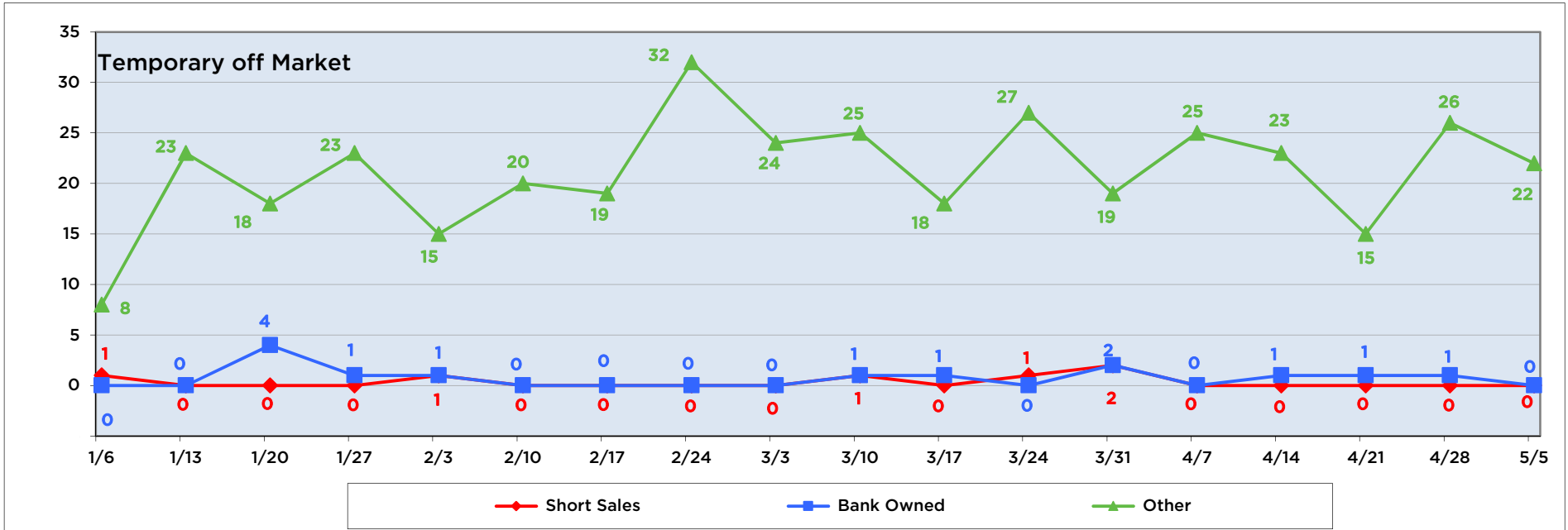
Condos, Townhomes, Villas



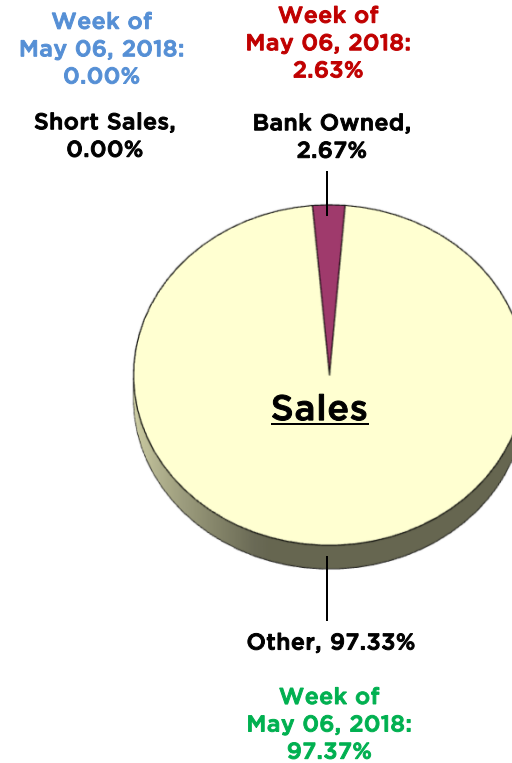
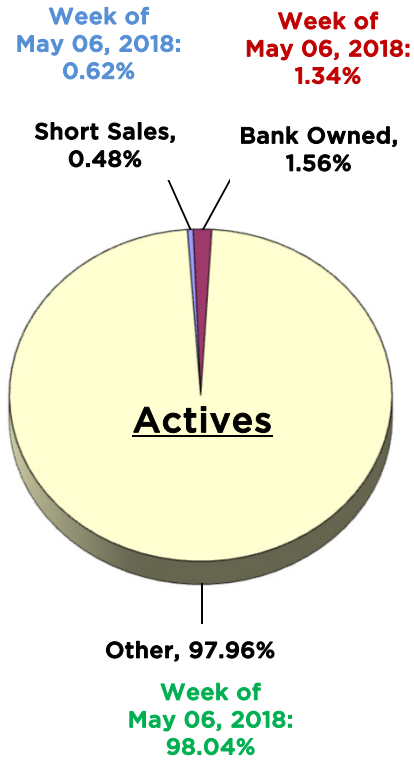
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$171,200? (± \$500)

| County / City | Zip Code | Available | Average List Price | Average Beds | Average Baths | Average SqFt | List \$ per SqFt |
|------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Seminole County | | 1 | \$171,500 | 3.0 | 2.0 | 1,420 | \$120.77 |
| Sanford (South) | 32773 | 1 | \$171,500 | 3.0 | 2.0 | 1,420 | \$120.77 |