



Monday Morning Quarterback Summary

Week of Jun 2, 2019

Single-family existing homes

- Sales of single-family homes decreased to 599 during the week of Jun 2, from 708 the week prior
- The median price of single family homes decreased to \$272,500, a change of -2.7%
- The number of single-family home foreclosure transactions increased to 19 last week, from 12 the week of May 26
- The number of single-family home short-sale transactions remained constant at 5
- Single-family inventory increased by 32, and now sits at 6,988

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 170 during the week of Jun 2, from 196 the week prior
- The median price of condos, townhomes, and villas decreased to \$170,250, a change of -2.7%
- The number of condo, townhome, and villa foreclosure transactions decreased to 2 last week, from 5 the week of May 26
- The number of condo, townhome and villa short-sale transactions remained constant at 0
- Condo inventory increased by 62, and now sits at 1,891

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 | 599 | 253 | 99 | 143 | 49 | 43 | 12 |
| Bank Owned | 19 | 12 | 0 | 4 | 3 | 0 | 0 |
| Short Sales | 5 | 4 | 0 | 0 | 0 | 0 | 1 |
| Other | 575 | 237 | 99 | 139 | 46 | 43 | 11 |
| Active Listings | 6,988 | 1,579 | 1,039 | 1,627 | 887 | 1,304 | 552 |
| Bank Owned | 134 | 78 | 19 | 19 | 9 | 8 | 1 |
| Short Sales | 63 | 25 | 15 | 12 | 7 | 3 | 1 |
| Other | 6,791 | 1,476 | 1,005 | 1,596 | 871 | 1,293 | 550 |
| Months of Inventory | 3 | 1 | 2 | 3 | 4 | 7 | 11 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$334,496 | \$200,913 | \$281,493 | \$354,605 | \$465,604 | \$668,573 | \$1,616,075 |
| Average Final List Price | \$327,844 | \$197,562 | \$278,257 | \$349,521 | \$453,602 | \$650,441 | \$1,555,892 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$319,328 | \$191,581 | \$274,192 | \$343,362 | \$441,151 | \$636,689 | \$1,463,996 |
| Median Price | \$272,500 | \$207,100 | \$274,000 | \$340,000 | \$435,000 | \$615,000 | \$1,150,000 |

Price Differences

| | | | | | | | |
|---|------------------|-----------------|-----------------|------------------|------------------|------------------|-------------------|
| Original to Final List Price | -\$6,652 | -\$3,351 | -\$3,236 | -\$5,084 | -\$12,002 | -\$18,132 | -\$60,183 |
| Original List to Sale Price - \$ | -\$15,168 | -\$9,332 | -\$7,301 | -\$11,243 | -\$24,453 | -\$31,884 | -\$152,079 |
| Final List to Sale Price - \$ | -\$8,516 | -\$5,981 | -\$4,065 | -\$6,159 | -\$12,451 | -\$13,752 | -\$91,896 |
| Original List to Sale Price - % | 95.47% | 95.36% | 97.41% | 96.83% | 94.75% | 95.23% | 90.59% |
| Final List to Sale Price - % | 97.40% | 96.97% | 98.54% | 98.24% | 97.26% | 97.89% | 94.09% |

Days on the Market

| | | | | | | | |
|-------------------------------|----|----|----|----|-----|-----|-----|
| Avg Days Listing to Contract | 47 | 47 | 33 | 46 | 66 | 62 | 71 |
| Combined Avg Days to Contract | 47 | 43 | 31 | 49 | 66 | 72 | 75 |
| Avg Days Listing to Closing | 89 | 90 | 72 | 87 | 106 | 106 | 115 |
| Avg Days Contract to Close | 41 | 43 | 39 | 41 | 39 | 43 | 46 |

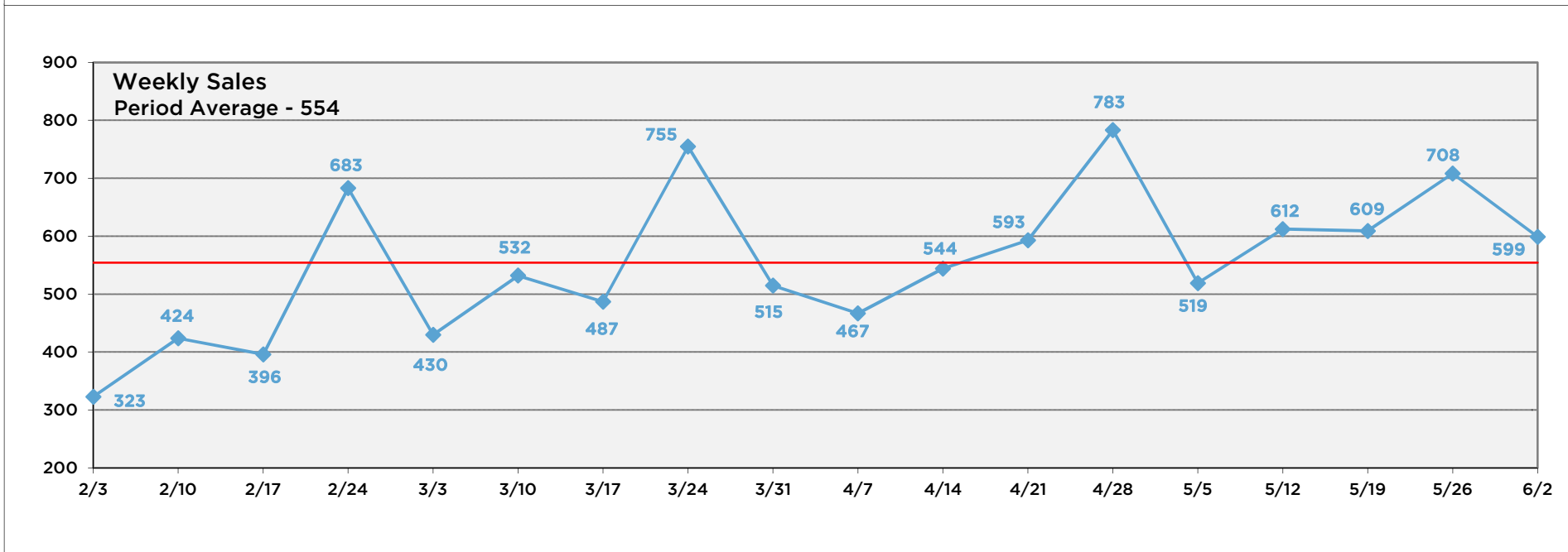
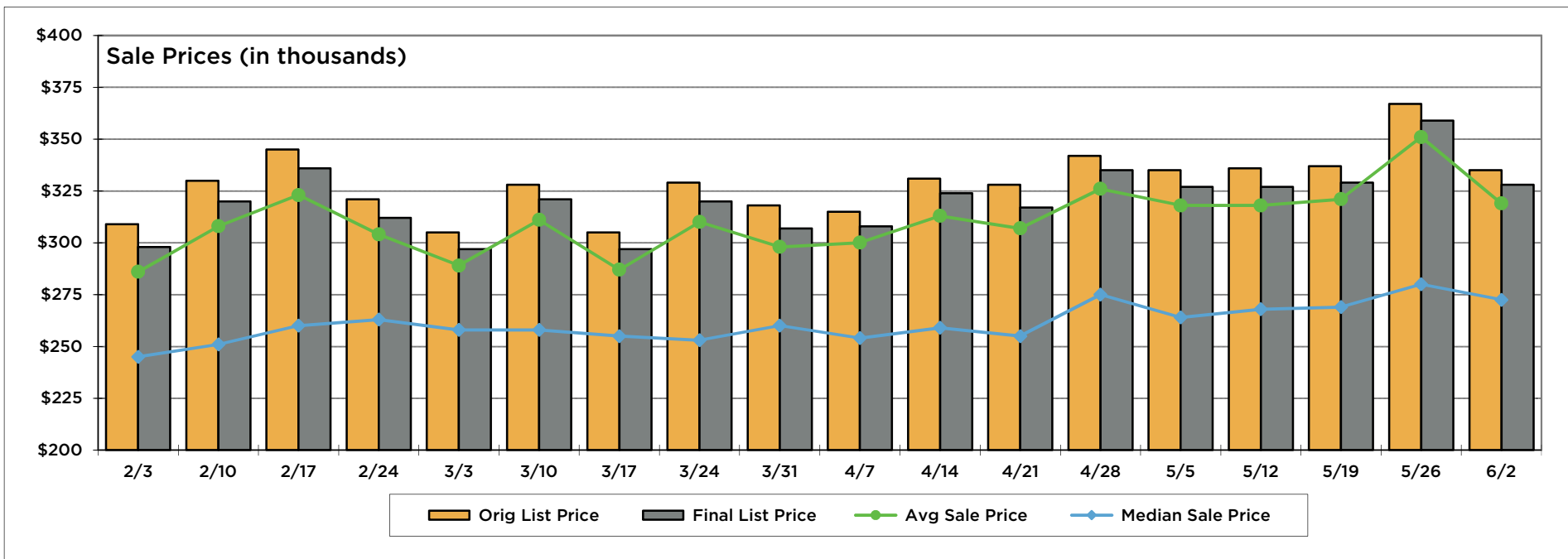
Beds / Baths

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

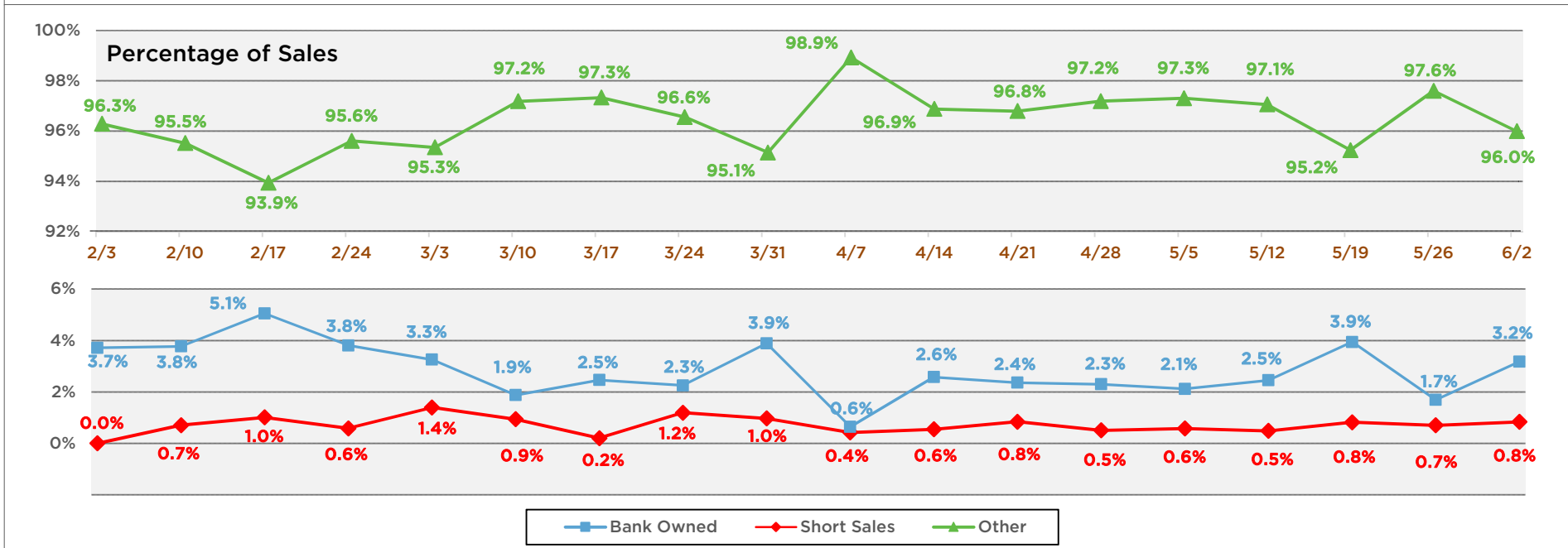
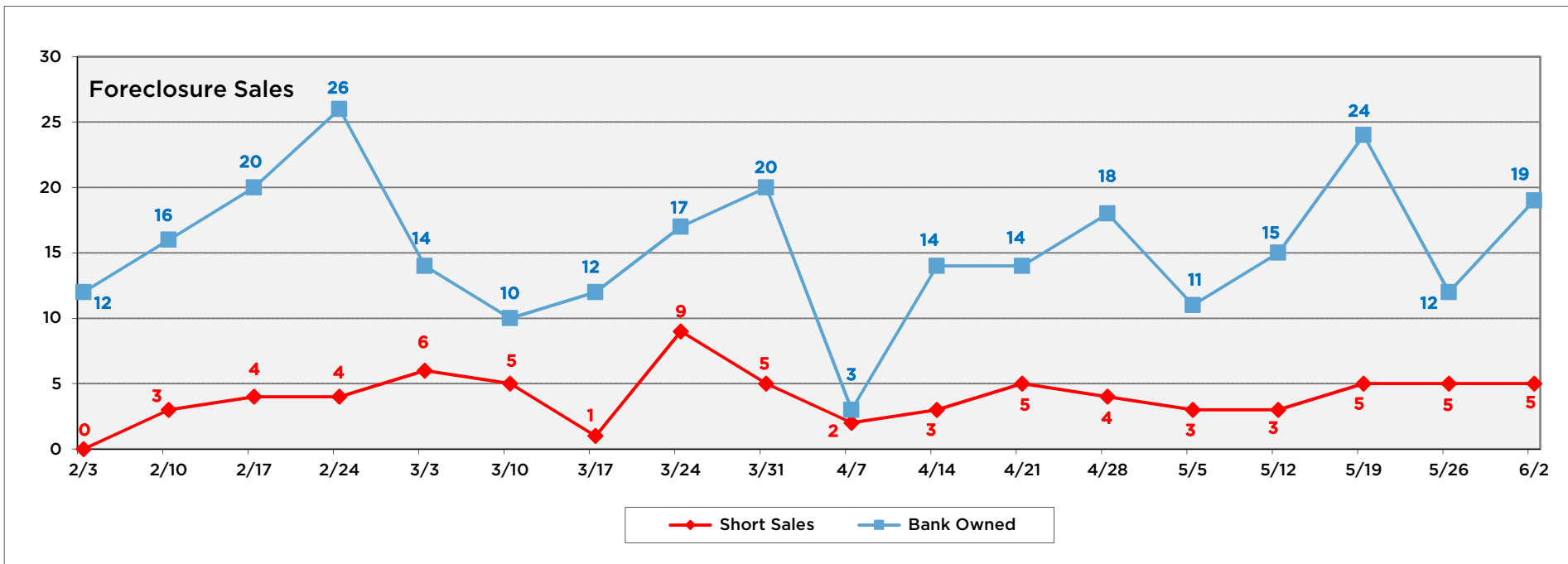
Square Footage

| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 2,094 | 1,503 | 1,937 | 2,379 | 2,864 | 3,298 | 4,972 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|

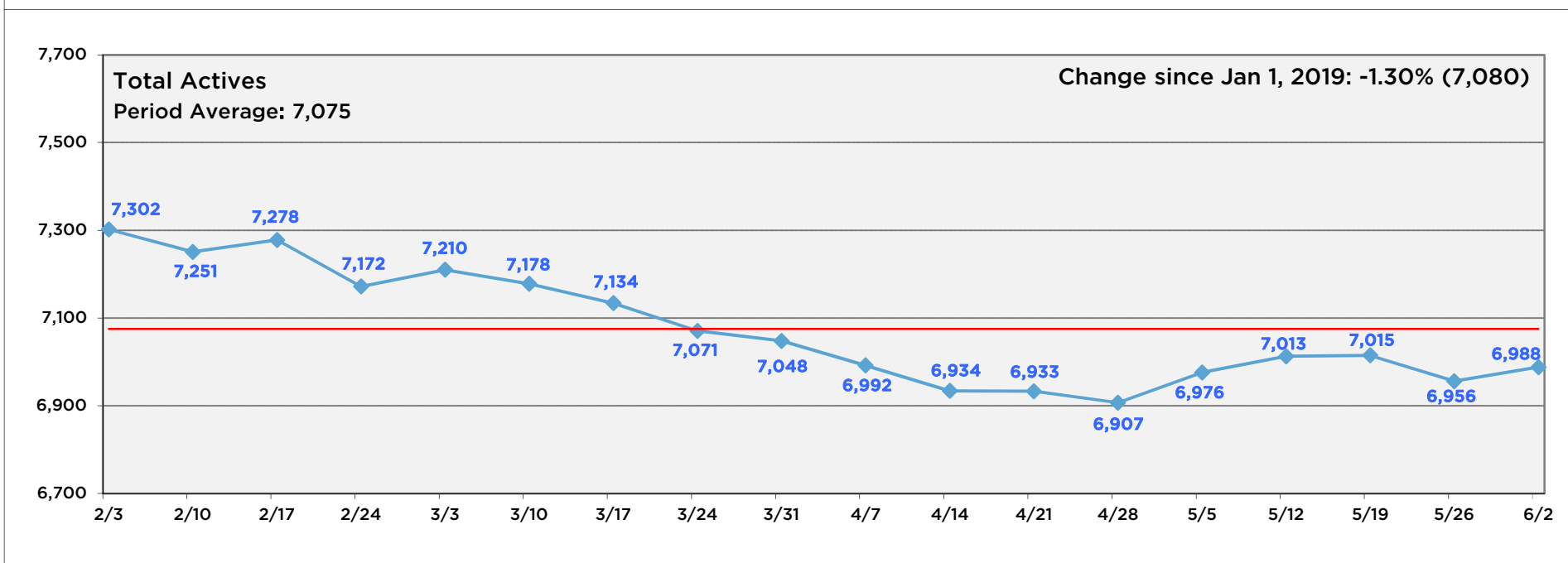
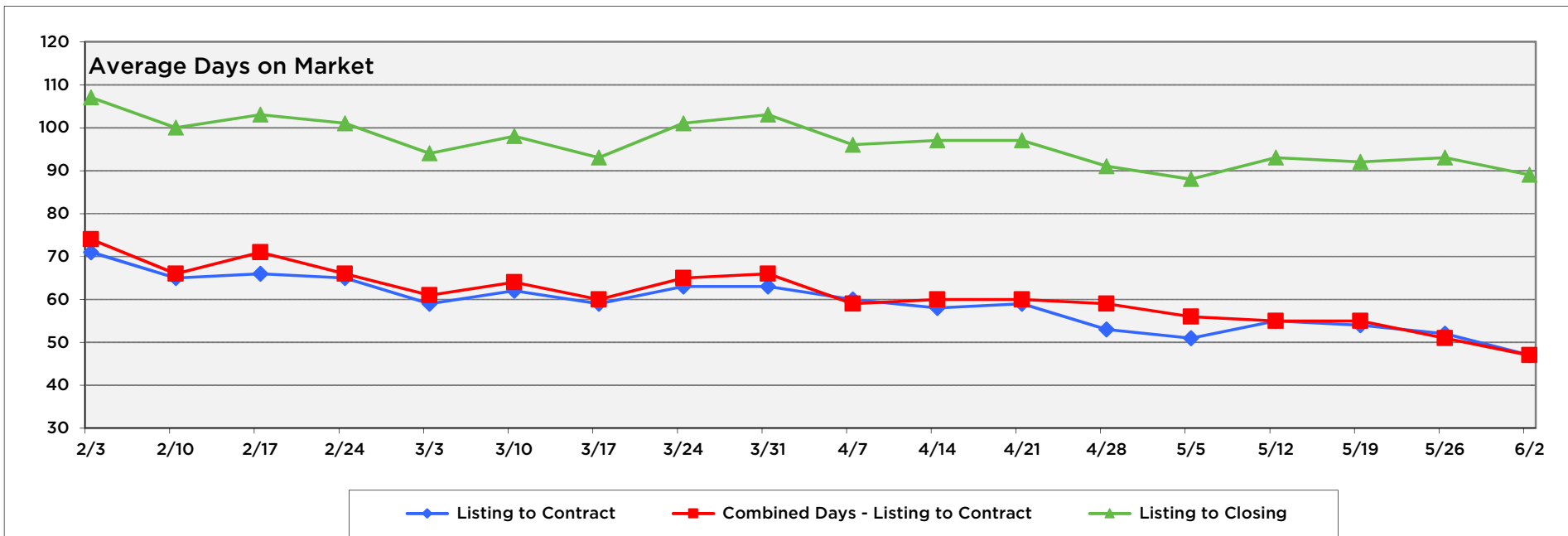
Single Family Homes



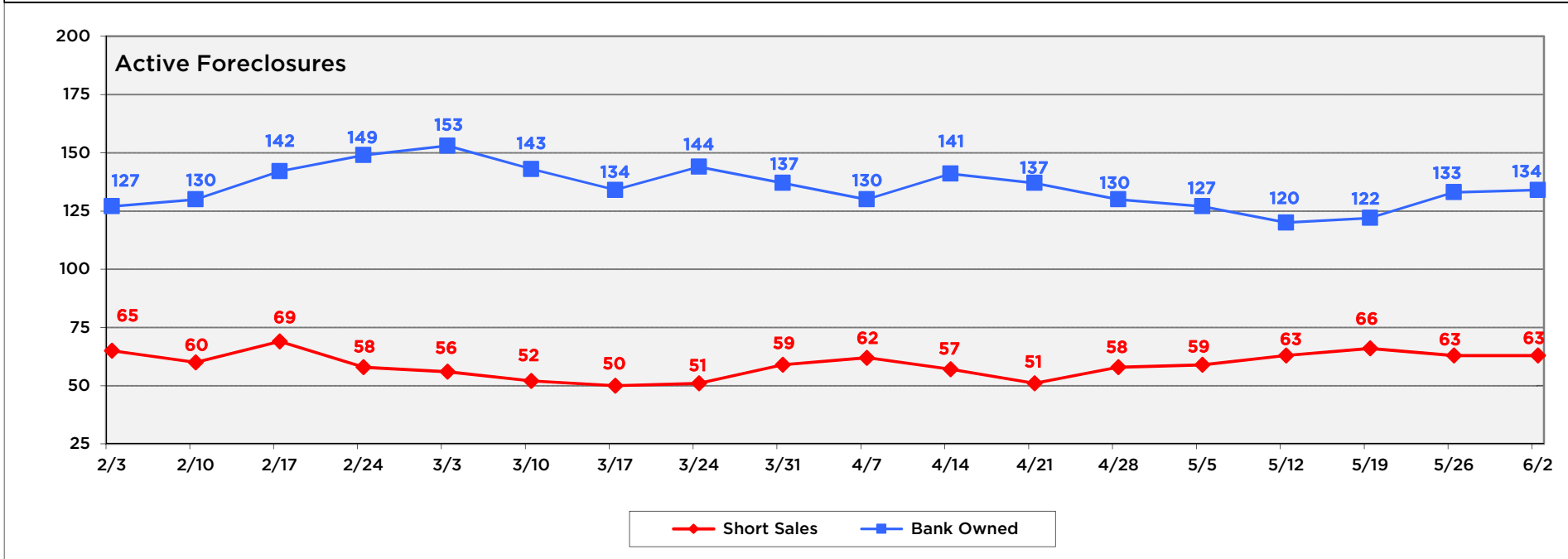
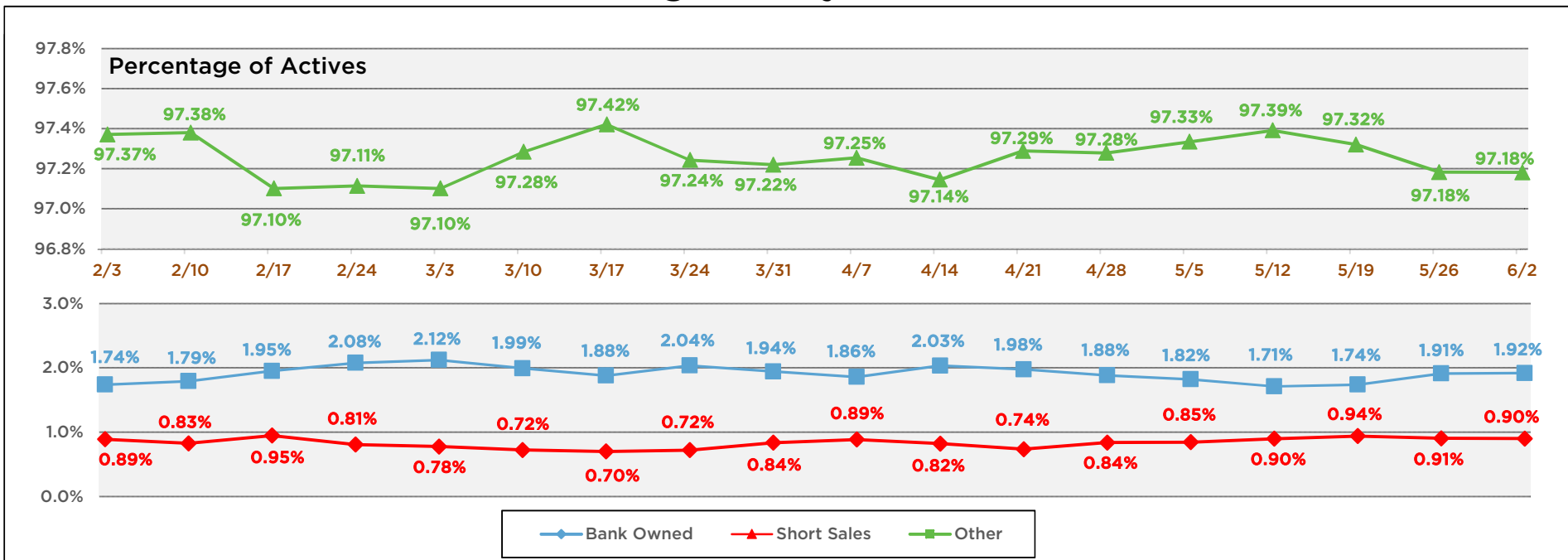
Single Family Homes



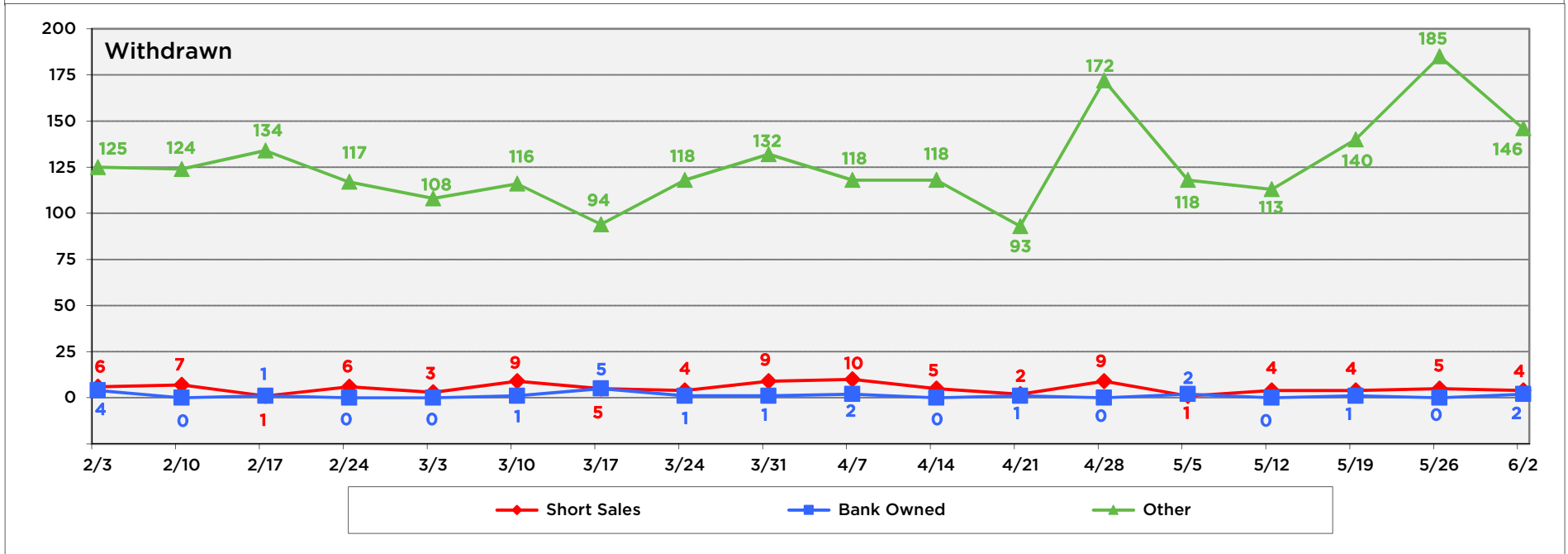
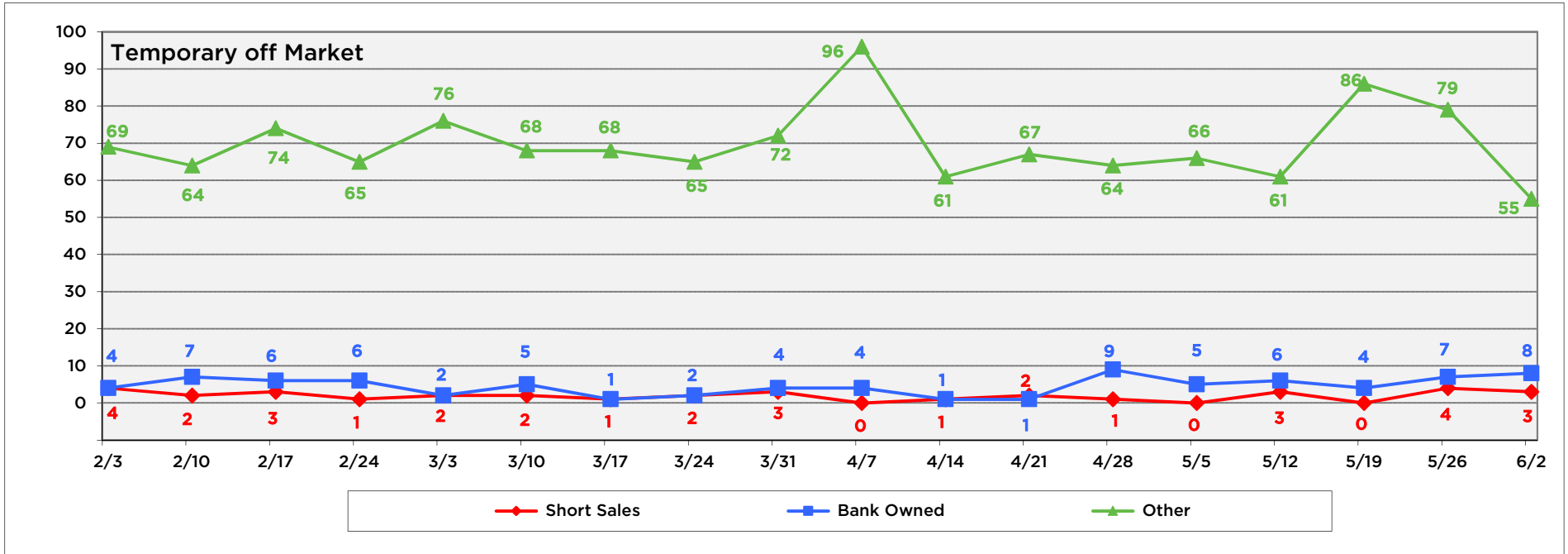
Single Family Homes



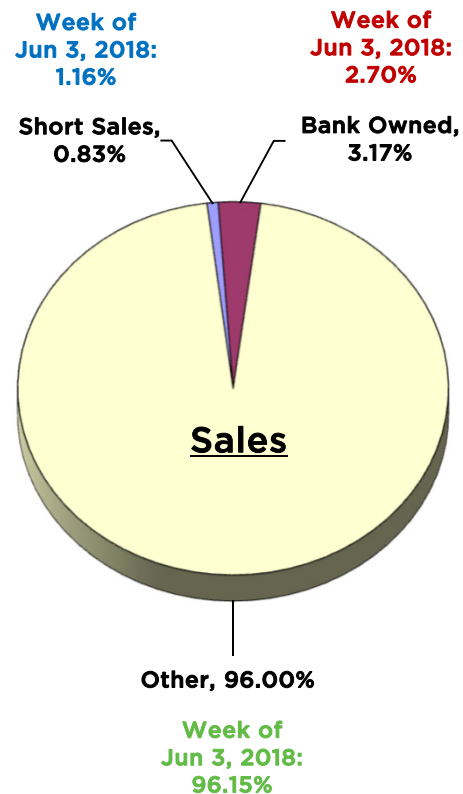
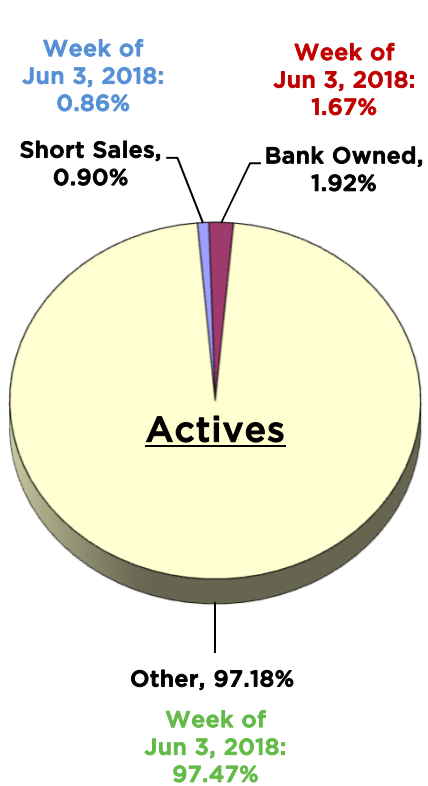
Single Family Homes



Single Family Homes



Single Family Homes



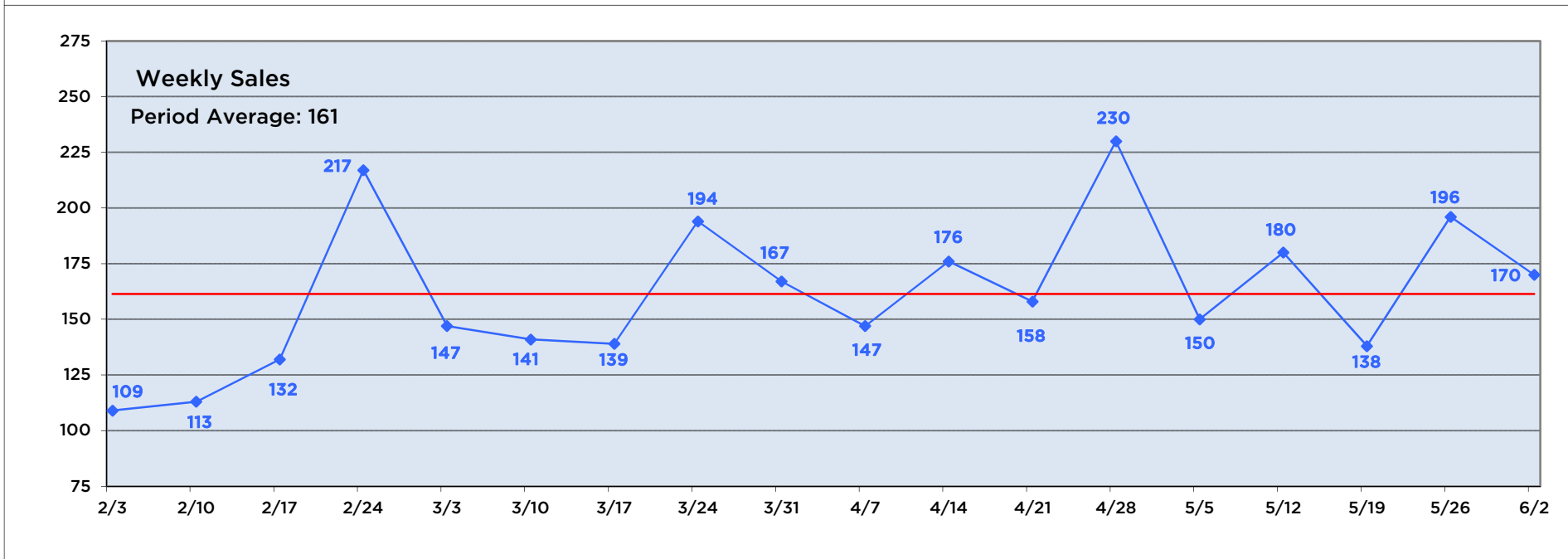
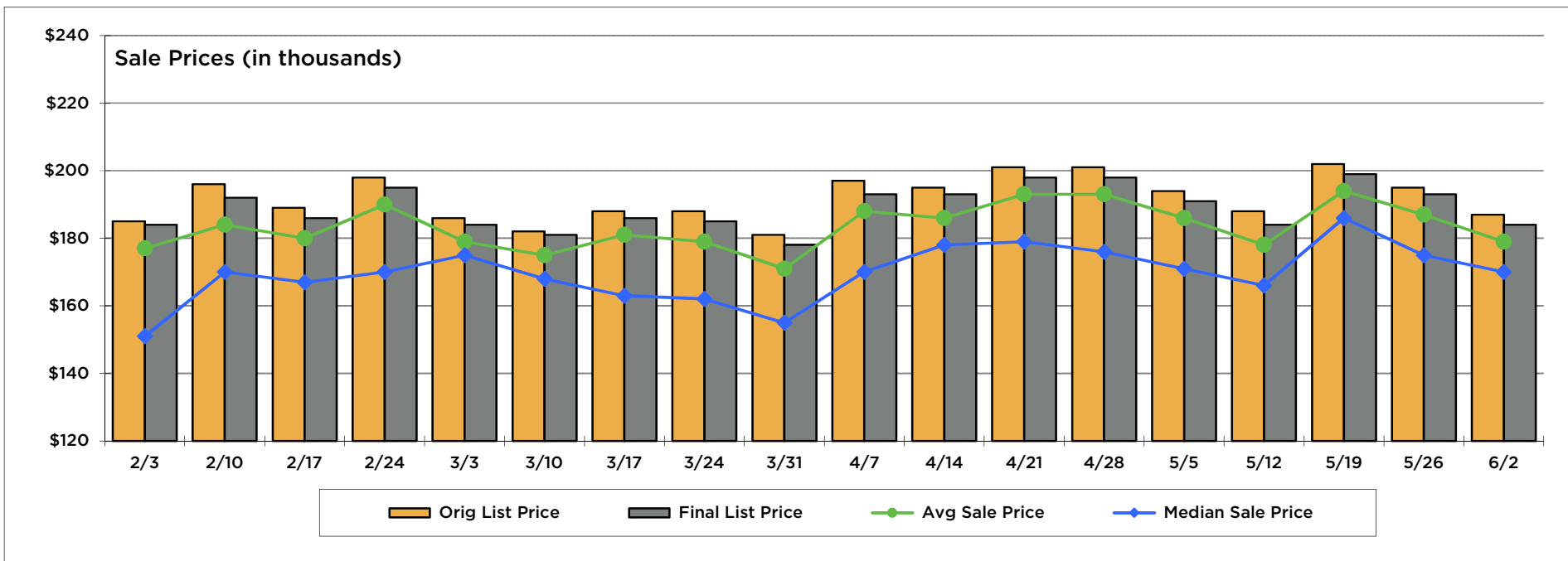
Where are the 6 Single Family Homes available for the Median Price of \$272,500? (± \$500)

| <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 | | 2 | \$272,500 | 4.0 | 2.0 | 2,119 | \$128.63 |
| Lockhart | 32810 | 1 | \$272,500 | 4.0 | 2.0 | 1,911 | \$142.60 |
| Taft | 32824 | 1 | \$272,500 | 4.0 | 2.0 | 2,326 | \$117.15 |
| Osceola County | | 2 | \$272,500 | 5.0 | 3.0 | 2,275 | \$119.78 |
| Kissimmee (West) / Pleasant Hill | 34746 | 2 | \$272,500 | 5.0 | 3.0 | 2,275 | \$119.78 |
| Lake County | | 2 | \$272,700 | 3.5 | 2.0 | 2,136 | \$127.70 |
| Tavares / Mt Plymouth | 32778 | 1 | \$272,900 | 4.0 | 2.0 | 2,254 | \$121.07 |
| Leesburg (West) | 34748 | 1 | \$272,500 | 3.0 | 2.0 | 2,017 | \$135.10 |

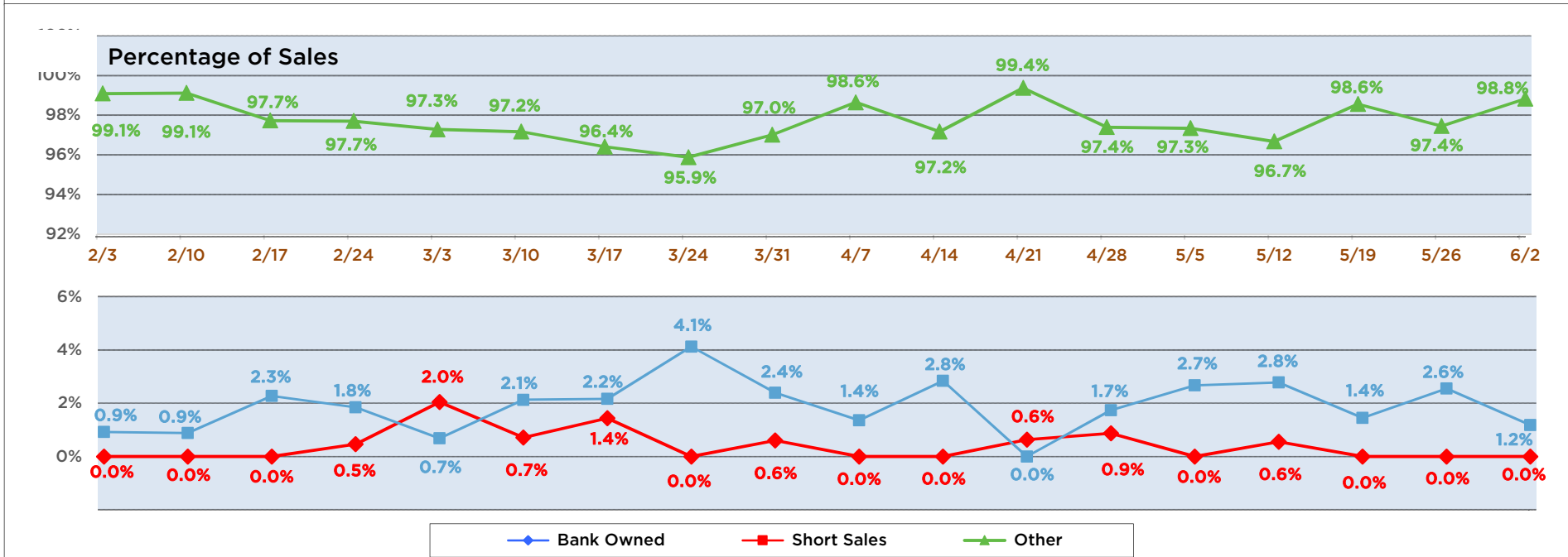
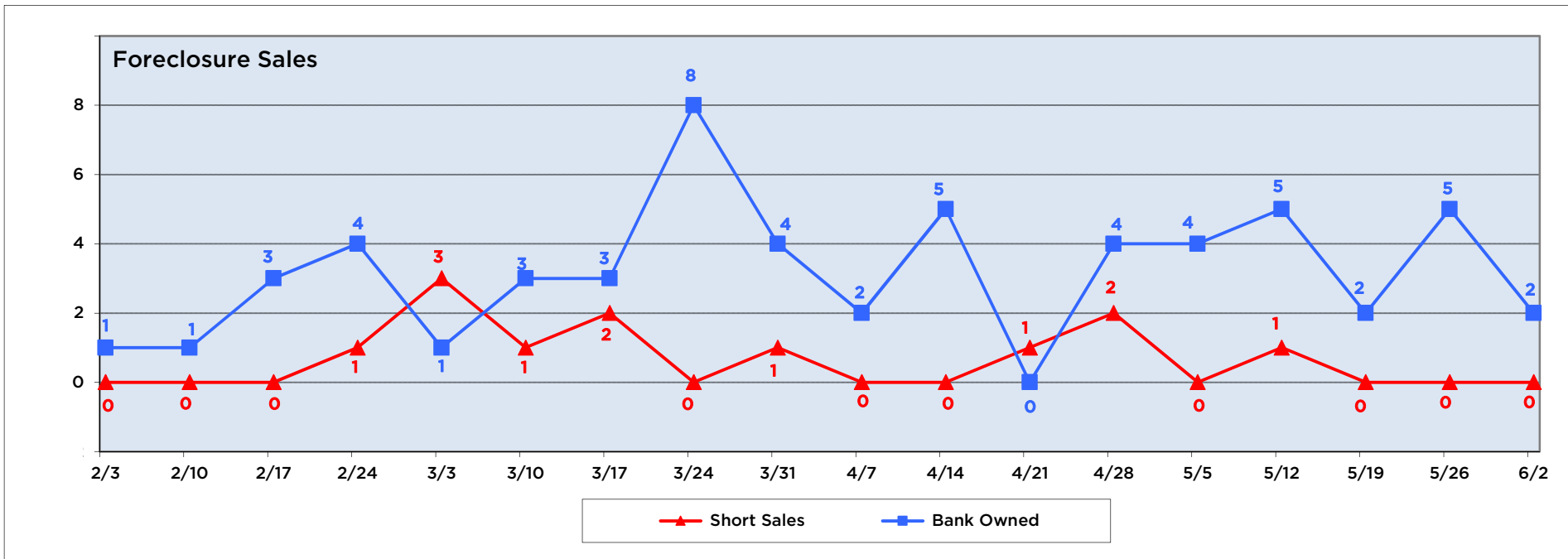
Condos, Townhomes, Villas

| | Total | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| Sales | 170 | 146 | 14 | 8 | 1 | 1 | 0 |
| Bank Owned | 2 | 2 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 168 | 144 | 14 | 8 | 1 | 1 | 0 |
| Active Listings | 1,891 | 1,339 | 239 | 201 | 50 | 49 | 13 |
| Bank Owned | 27 | 23 | 2 | 2 | 0 | 0 | 0 |
| Short Sales | 10 | 4 | 3 | 2 | 1 | 0 | 0 |
| Other | 1,854 | 1,312 | 234 | 197 | 49 | 49 | 13 |
| Months of Inventory | 3 | 2 | 4 | 6 | 12 | 11 | 0 |
| List Price | | | | | | | |
| Average Original List Price | \$187,242 | \$165,923 | \$280,906 | \$343,224 | \$419,000 | \$509,000 | \$0 |
| Average Final List Price | \$184,101 | \$162,813 | \$279,621 | \$335,474 | \$419,000 | \$509,000 | \$0 |
| Sale Price | | | | | | | |
| Average Price | \$179,000 | \$158,130 | \$272,250 | \$327,438 | \$412,000 | \$500,000 | \$0 |
| Median Price | \$170,250 | \$158,500 | \$273,000 | \$325,000 | \$412,000 | \$500,000 | \$0 |
| Price Differences | | | | | | | |
| Original to Final List Price | -\$3,141 | -\$3,110 | -\$1,285 | -\$7,750 | \$0 | \$0 | \$0 |
| Original List to Sale Price - \$ | -\$8,242 | -\$7,793 | -\$8,656 | -\$15,786 | -\$7,000 | -\$9,000 | \$0 |
| Final List to Sale Price - \$ | -\$5,101 | -\$4,683 | -\$7,371 | -\$8,036 | -\$7,000 | -\$9,000 | \$0 |
| Original List to Sale Price - % | 95.60% | 95.30% | 96.92% | 95.40% | 98.33% | 98.23% | 0.00% |
| Final List to Sale Price - % | 97.23% | 97.12% | 97.36% | 97.60% | 98.33% | 98.23% | 0.00% |
| Days on the Market | | | | | | | |
| Avg Days Listing to Contract | 52 | 52 | 57 | 45 | 67 | 11 | 0 |
| Combined Avg Days to Contract | 51 | 51 | 56 | 44 | 67 | 11 | 0 |
| Avg Days Listing to Closing | 88 | 89 | 89 | 76 | 94 | 35 | 0 |
| Avg Days Contract to Close | 35 | 36 | 30 | 33 | 26 | 23 | 0 |
| Beds / Baths | | | | | | | |
| Average Bedrooms | 2 | 2 | 3 | 3 | 4 | 3 | 0 |
| Average Full Baths | 2 | 2 | 2 | 2 | 3 | 3 | 0 |
| Average Half Baths | 0 | 0 | 1 | 1 | 1 | 1 | 0 |
| Square Footage | | | | | | | |
| Average Square Feet | 1,329 | 1,251 | 1,601 | 1,964 | 2,950 | 2,195 | 0 |

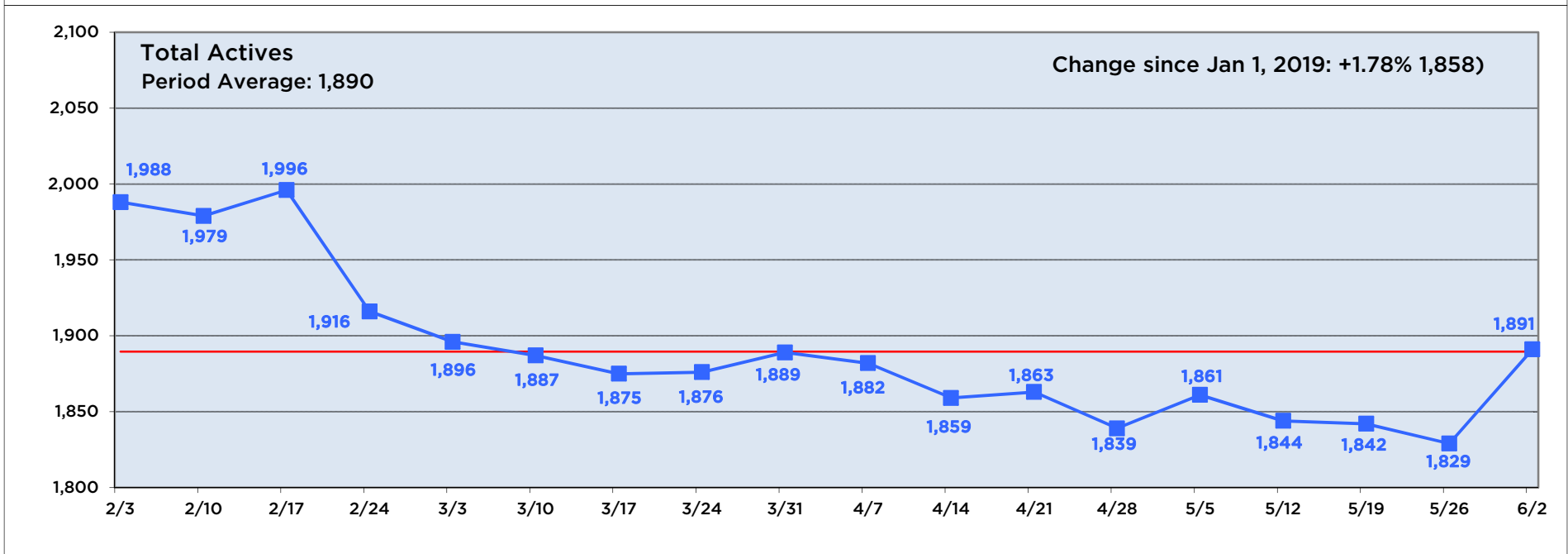
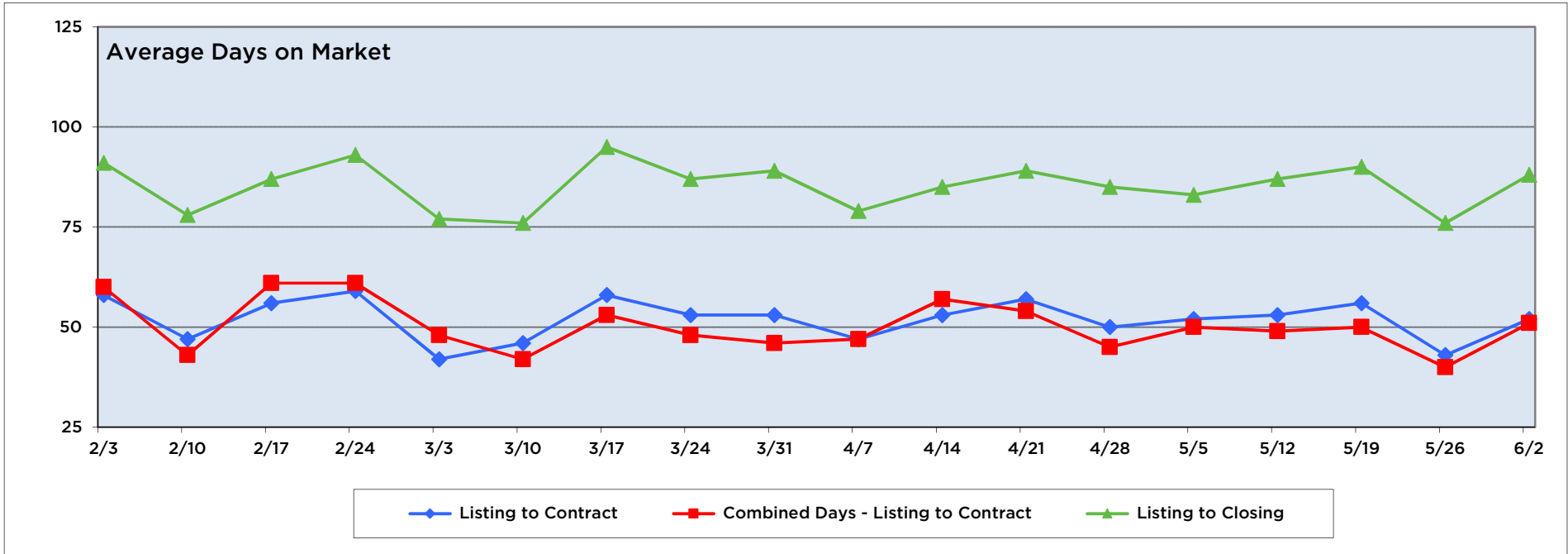
Condos, Townhomes, Villas



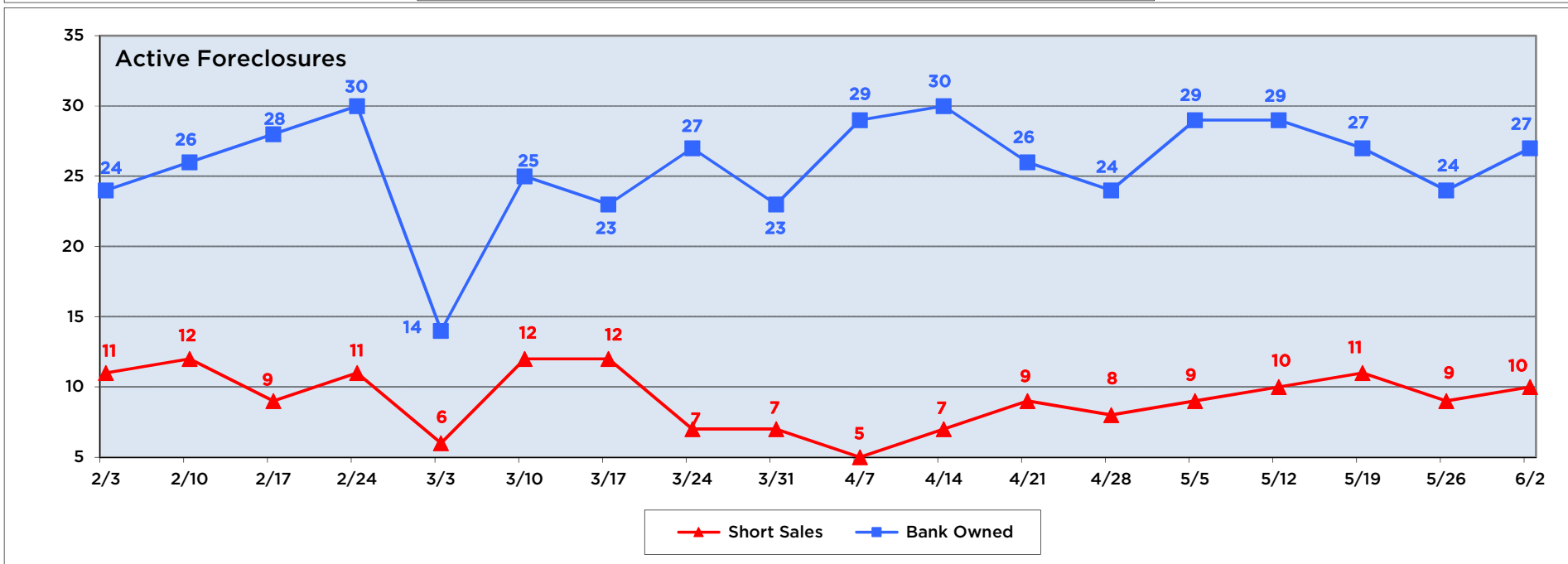
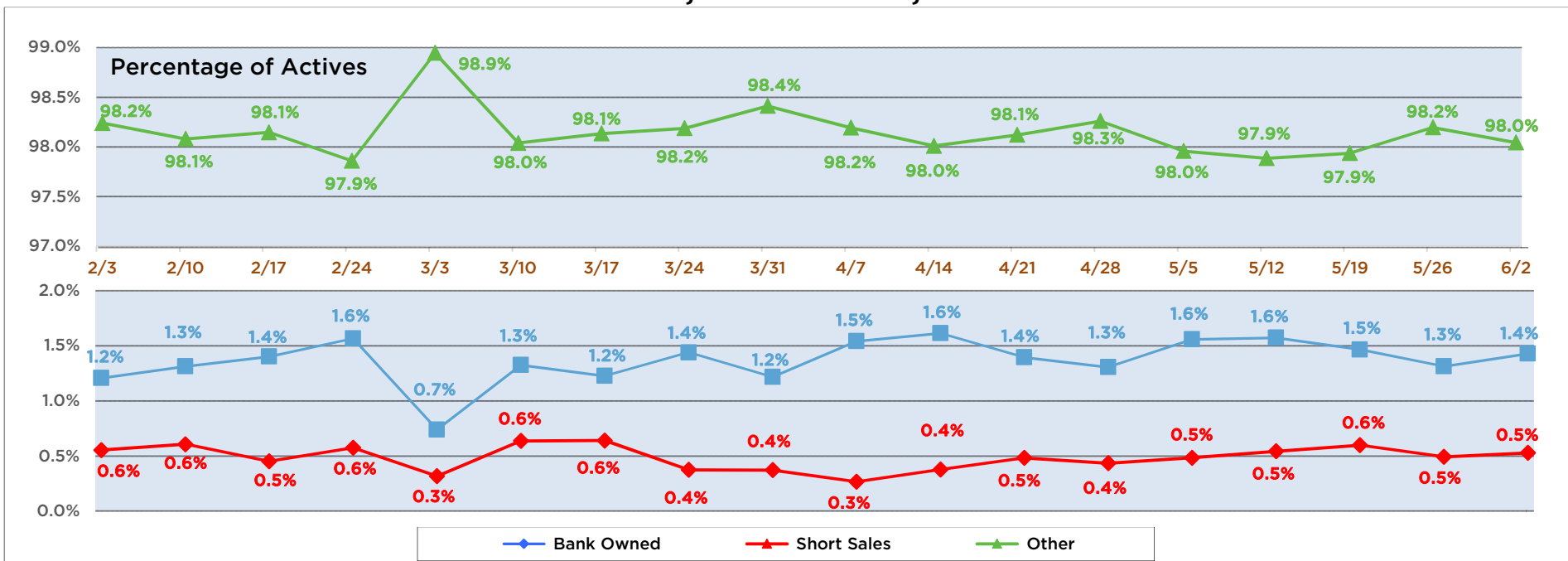
Condos, Townhomes, Villas



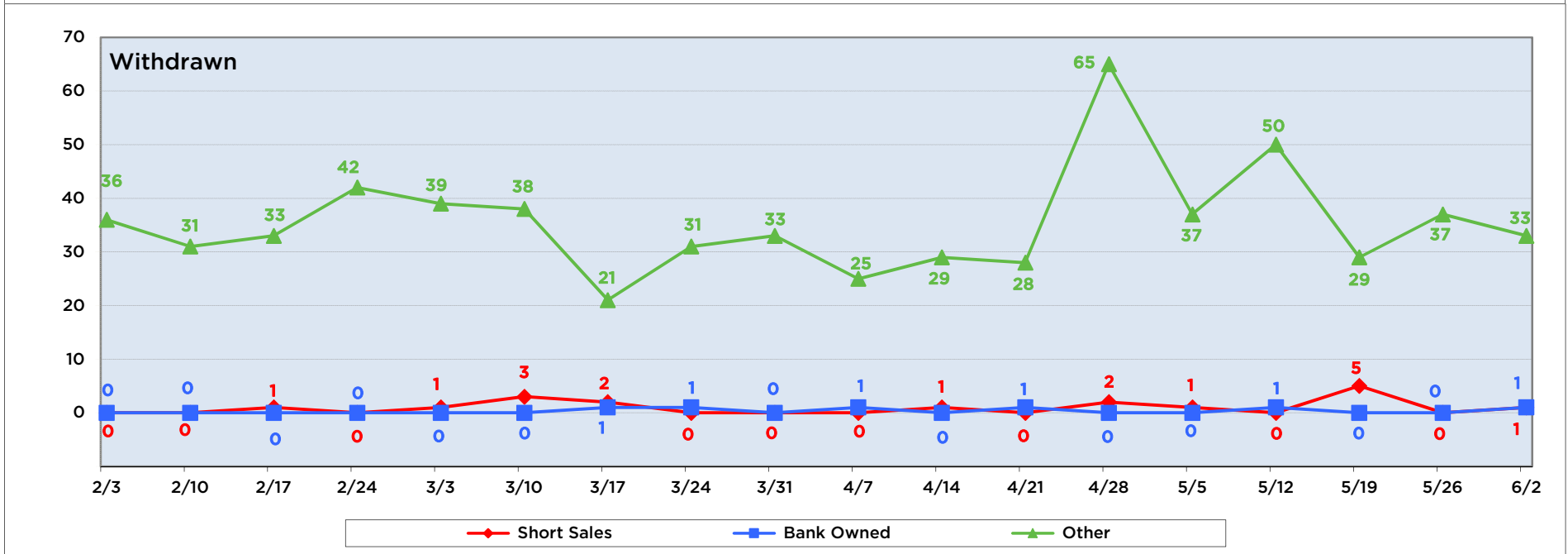
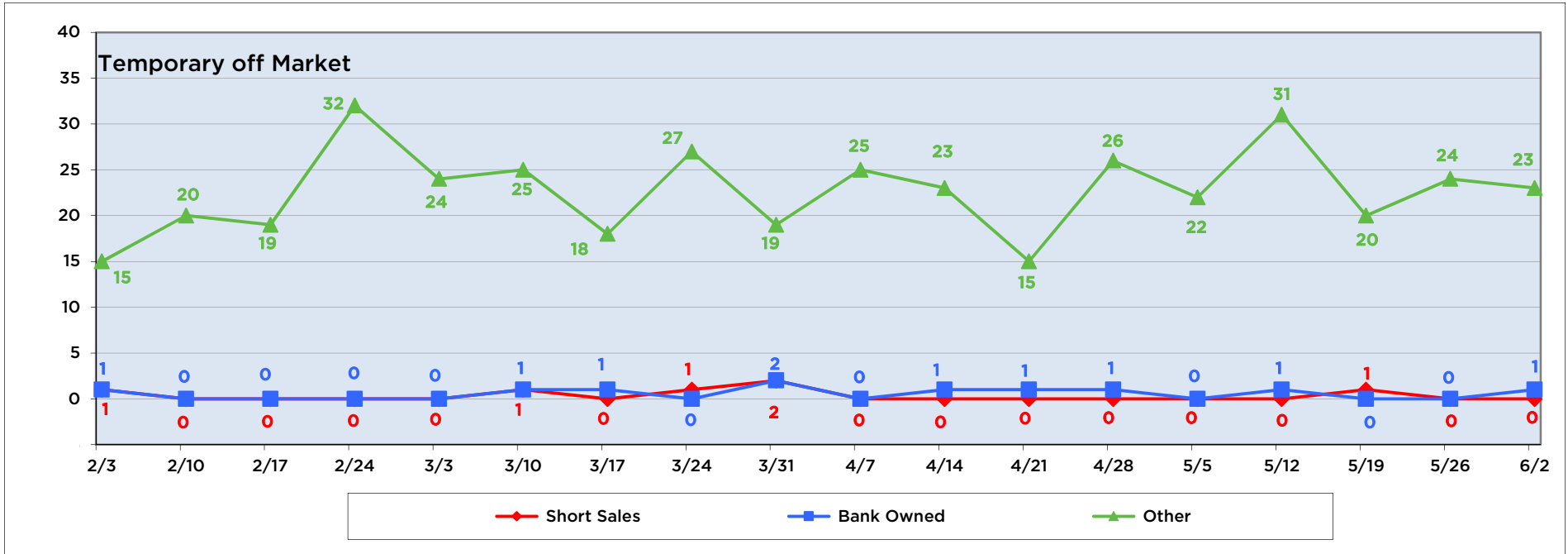
Condos, Townhomes, Villas



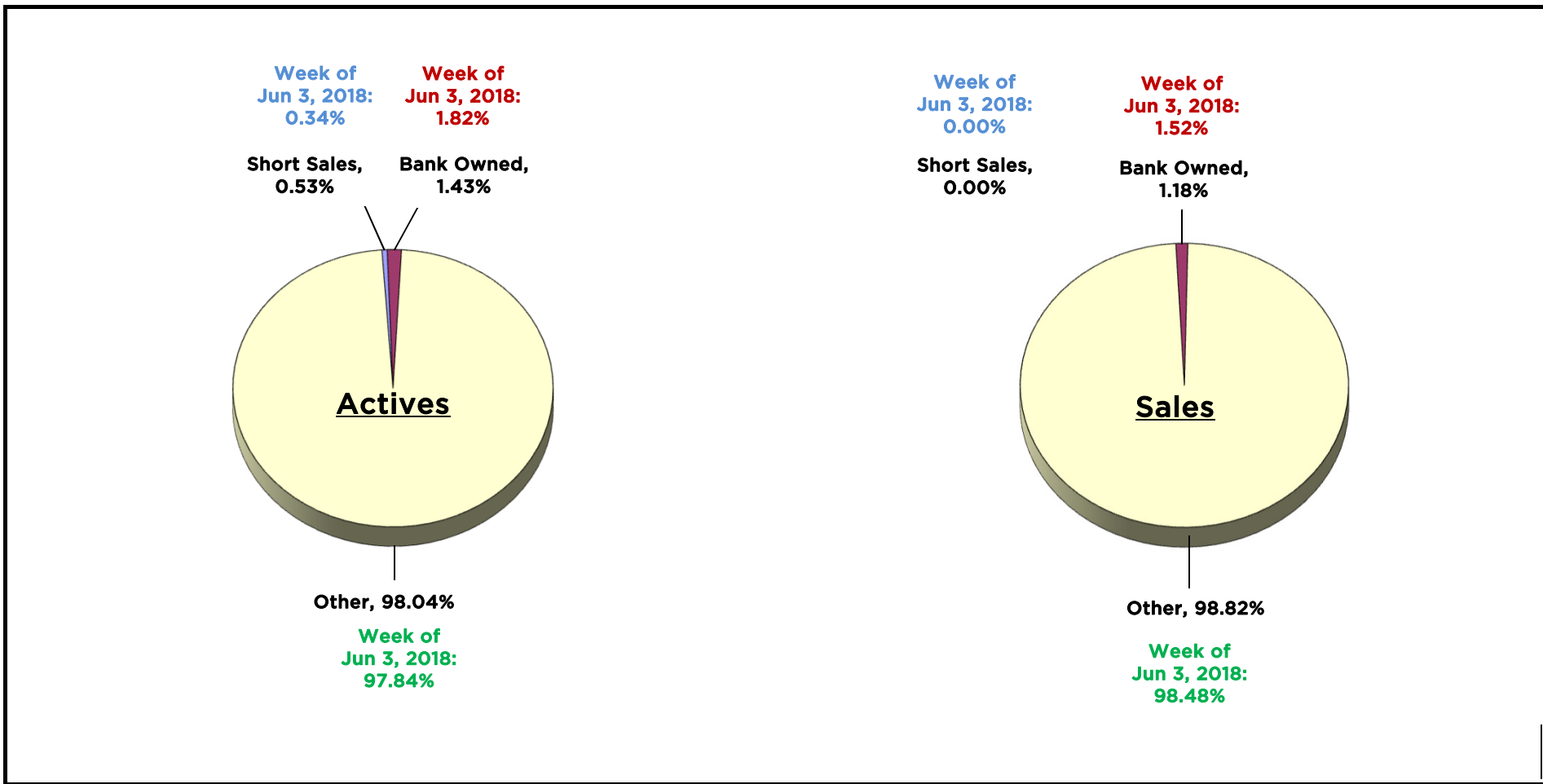
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 22 Condos, Townhomes, or Villas available for the Median Price of \$170,250?

(± \$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 | | 6 | \$169,917 | 3.0 | 2.0 | 1,406 | \$120.88 |
| Casselberry | 32707 | 1 | \$169,900 | 3.0 | 2.0 | 1,578 | \$107.67 |
| Altamonte Springs / Forest City | 32714 | 4 | \$169,925 | 3.0 | 2.0 | 1,369 | \$124.12 |
| Lake Mary / Heathrow | 32746 | 1 | \$169,900 | 3.0 | 2.0 | 1,380 | \$123.12 |
| Orange County | | 9 | \$169,955 | 2.4 | 2.0 | 1,141 | \$149.01 |
| Colonialtown | 32803 | 1 | \$170,000 | 2.0 | 2.0 | 823 | \$206.56 |
| Sand Lake / Bay Hill | 32819 | 2 | \$169,900 | 3.0 | 2.0 | 1,193 | \$142.41 |
| Williamsburg / Lake Bryan | 32821 | 1 | \$169,900 | 2.0 | 2.0 | 1,060 | \$160.28 |
| Rio Pinar / Union Park | 32825 | 1 | \$170,000 | 2.0 | 2.0 | 1,236 | \$137.54 |
| Research Park | 32826 | 1 | \$170,000 | 2.0 | 2.0 | 1,044 | \$162.84 |
| Union Park / Chickasaw | 32829 | 2 | \$169,950 | 3.0 | 2.0 | 1,220 | \$139.30 |
| Winter Garden / Oakland | 34787 | 1 | \$169,999 | 2.0 | 2.0 | 1,276 | \$133.23 |
| Osceola County | | 5 | \$169,960 | 3.0 | 2.2 | 1,359 | \$125.06 |
| 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 | 1 | \$169,900 | 3.0 | 2.0 | 1,460 | \$116.37 |
| Kissimmee (East) | 34744 | 1 | \$170,000 | 3.0 | 2.0 | 1,281 | \$132.71 |
| Kissimmee / Poinciana | 34758 | 1 | \$170,000 | 4.0 | 3.0 | 1,866 | \$91.10 |
| Lake County | | 2 | \$169,900 | 2.5 | 2.0 | 1,484 | \$114.49 |
| Tavares / Mt Plymouth | 32778 | 1 | \$169,900 | 2.0 | 2.0 | 1,179 | \$144.11 |
| Leesburg (East)/Haines Creek | 34788 | 1 | \$169,900 | 3.0 | 2.0 | 1,789 | \$94.97 |