



Monday Morning Quarterback Summary

Week of September 8, 2019 - September 14, 2019

Single-family existing homes

- Sales of single-family homes increased to 561 during the week of Sep 8, from 351 the week prior
- The median price of single family homes decreased to \$268,000, a change of -1.5%
- The number of single-family home foreclosure transactions increased to 14 last week, from 9 the week of Sep 1
- The number of single-family home short-sale transactions decreased to 3 from 4 the week prior
- Single-family inventory increased by 23, and now sits at 6,680

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 138 during the week of Sep 8, from 113 the week prior
- The median price of condos, townhomes, and villas increased to \$176,000, a change of 10.0%
- The number of condo, townhome, and villa foreclosure transactions increased to 1 last week, from 0 the week of Sep 1
- The number of condo, townhome and villa short-sale transactions decreased to 0 from 1 the week prior
- Condo inventory increased by 35, and now sits at 1,753

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	561	229	120	114	57	35	6
Bank Owned	14	8	4	0	0	2	0
Short Sales	3	1	1	0	0	1	0
Other	544	220	115	114	57	32	6
Active Listings	6,680	1,512	993	1,604	861	1,243	467
Bank Owned	131	69	17	28	10	3	4
Short Sales	62	22	14	16	7	3	0
Other	6,487	1,421	962	1,560	844	1,237	463
Months of Inventory	3	2	2	3	3	8	18

List Price

Average Original List Price	\$323,635	\$201,181	\$283,186	\$354,636	\$466,256	\$745,530	\$1,401,333
Average Final List Price	\$313,950	\$198,030	\$277,855	\$346,584	\$453,316	\$685,922	\$1,346,333

Sale Price

Average Price	\$305,786	\$192,389	\$270,959	\$341,140	\$441,199	\$664,516	\$1,279,583
Median Price	\$268,000	\$205,000	\$270,000	\$333,500	\$439,000	\$608,000	\$1,171,250

Price Differences

<i>Original to Final</i> List Price	-\$9,685	-\$3,151	-\$5,331	-\$8,052	-\$12,940	-\$59,608	-\$55,000
<i>Original</i> List to <i>Sale</i> Price - \$	-\$17,849	-\$8,792	-\$12,227	-\$13,496	-\$25,057	-\$81,014	-\$121,750
<i>Final</i> List to <i>Sale</i> Price - \$	-\$8,164	-\$5,641	-\$6,896	-\$5,444	-\$12,117	-\$21,406	-\$66,750
<i>Original</i> List to <i>Sale</i> Price - %	94.48%	95.63%	95.68%	96.19%	94.63%	89.13%	91.31%
<i>Final</i> List to <i>Sale</i> Price - %	97.40%	97.15%	97.52%	98.43%	97.33%	96.88%	95.04%

Days on the Market

Avg Days Listing to Contract	53	43	45	52	73	100	140
Combined Avg Days to Contract	52	39	48	53	72	104	138
Avg Days Listing to Closing	90	79	82	88	108	144	181
Avg Days Contract to Close	36	36	36	36	34	42	39

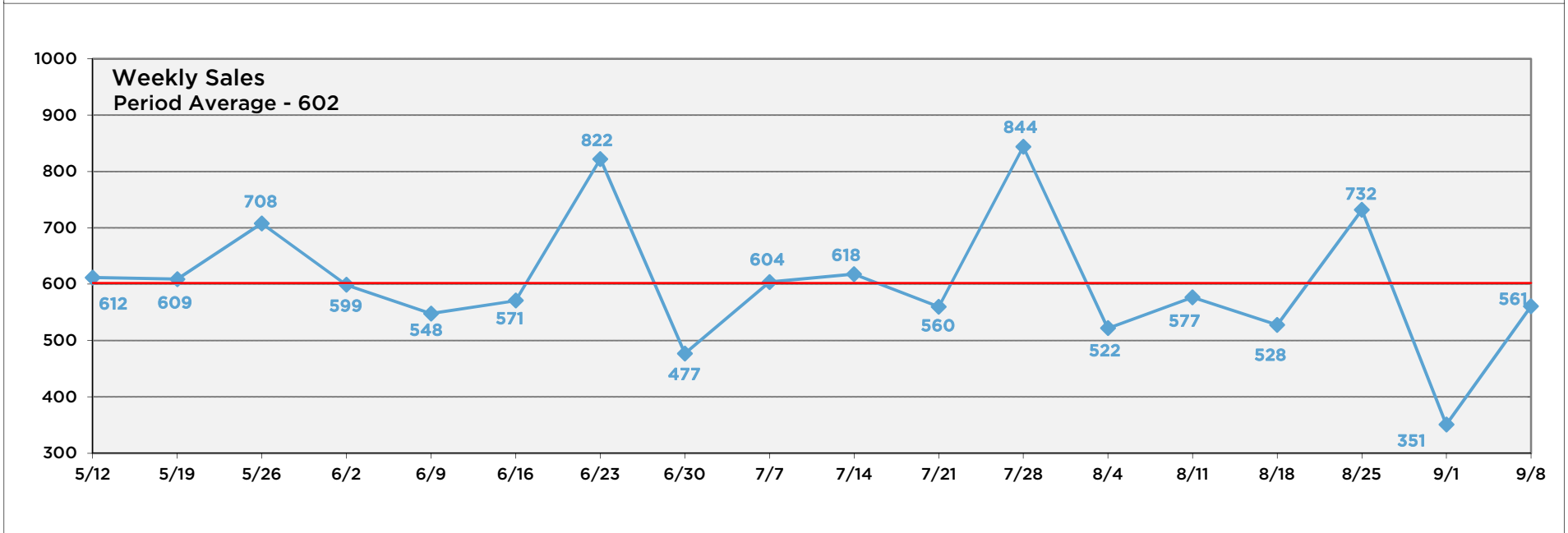
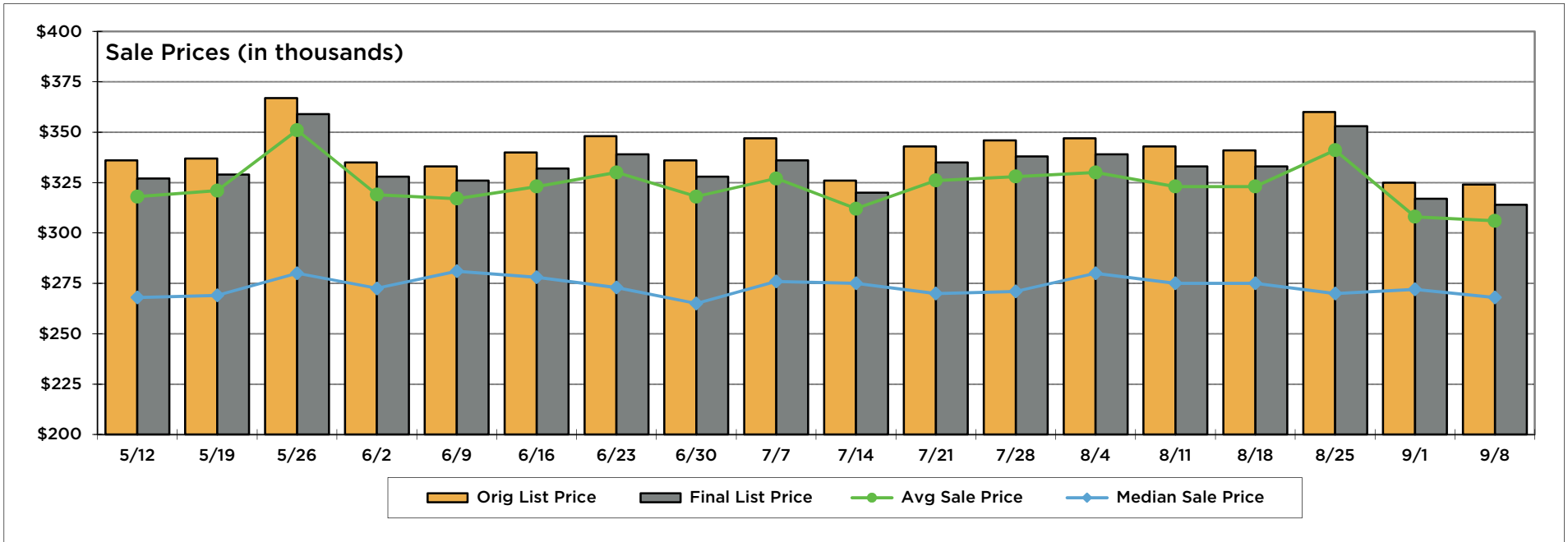
Beds / Baths

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

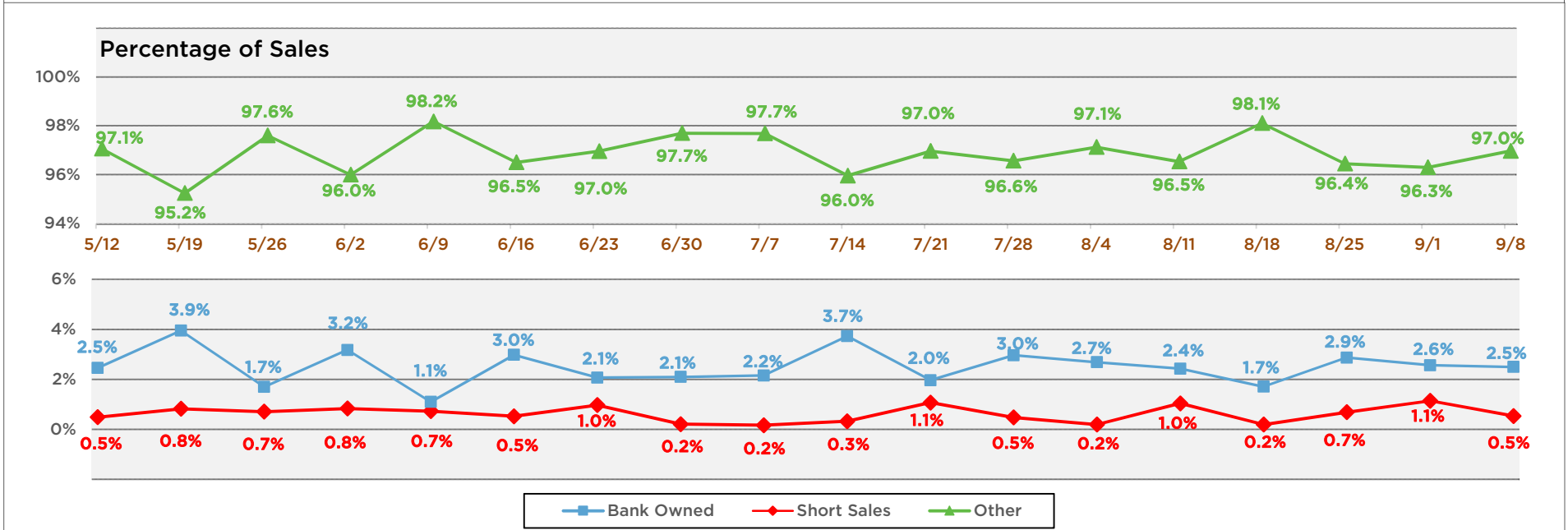
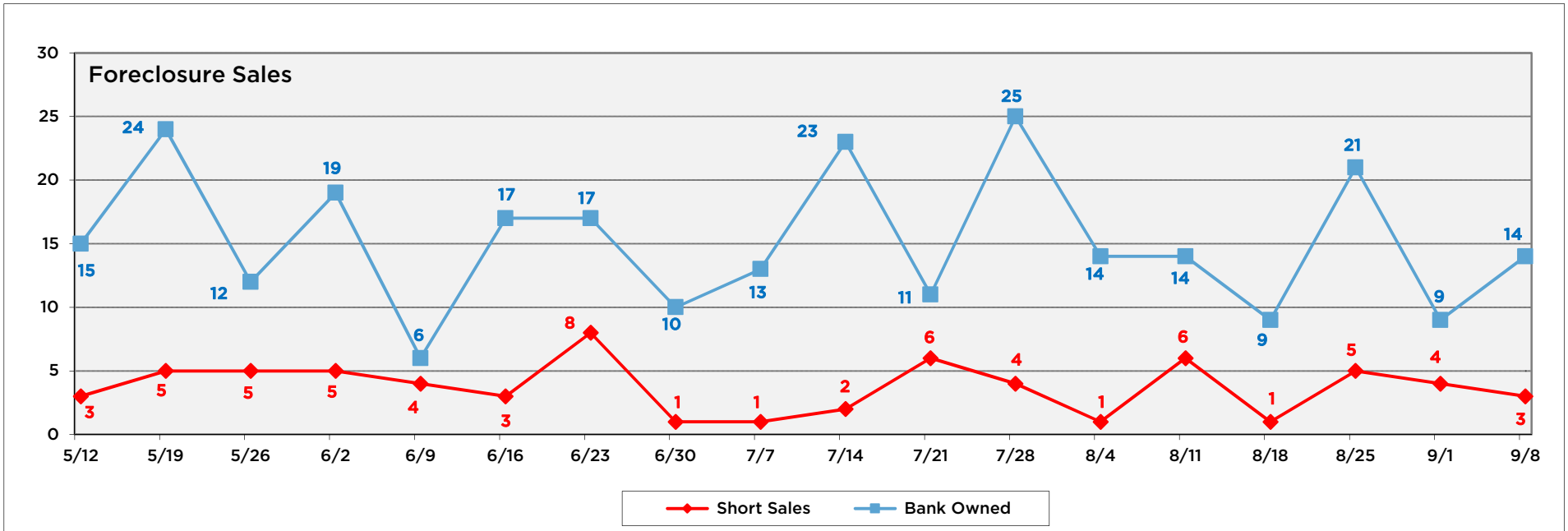
Square Footage

Average Square Feet	2,062	1,473	1,942	2,344	2,815	3,615	5,385
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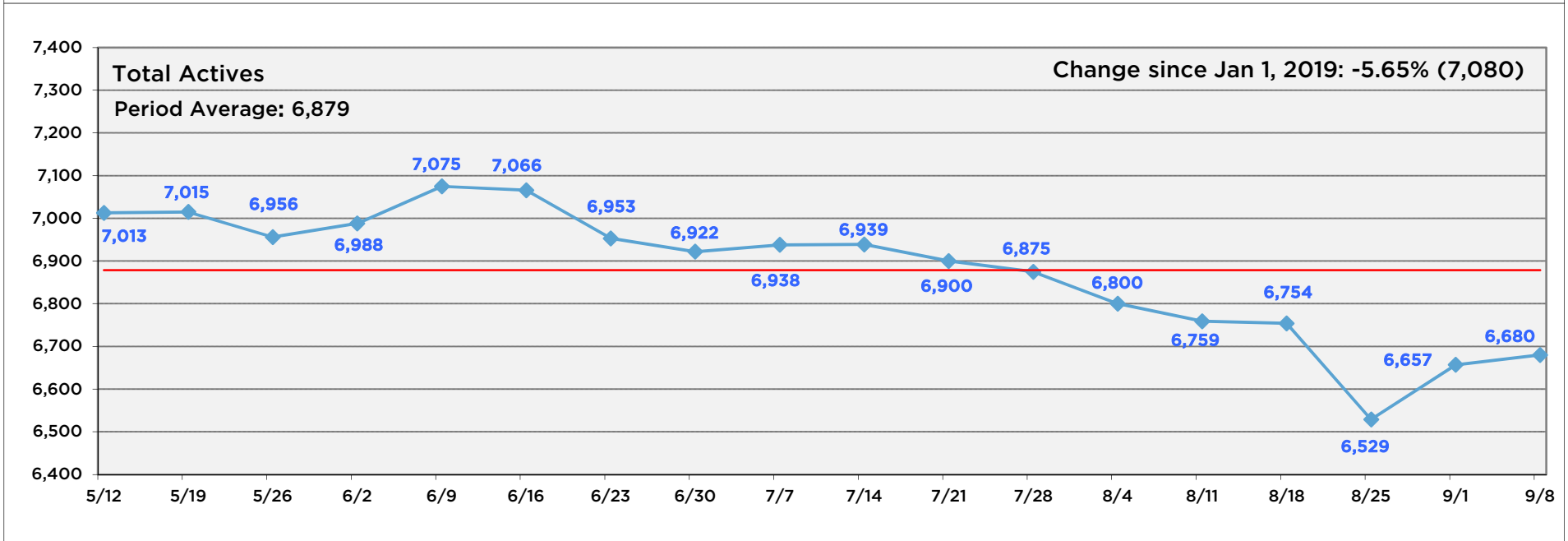
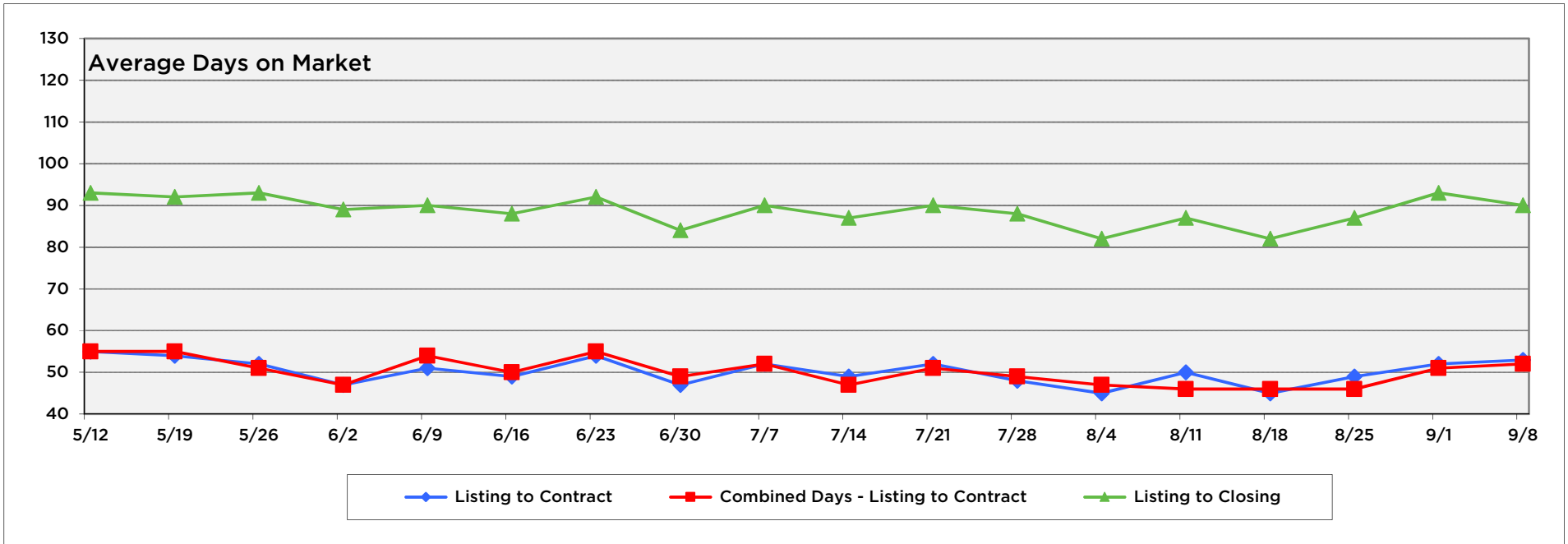
Single Family Homes



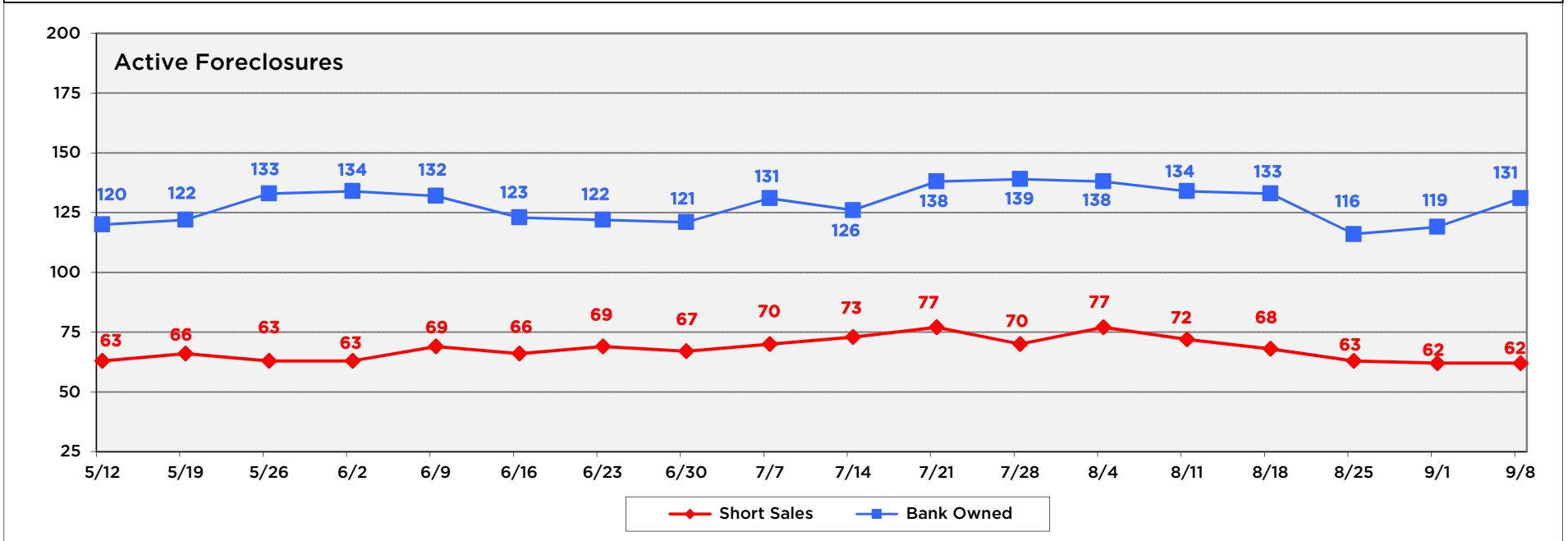
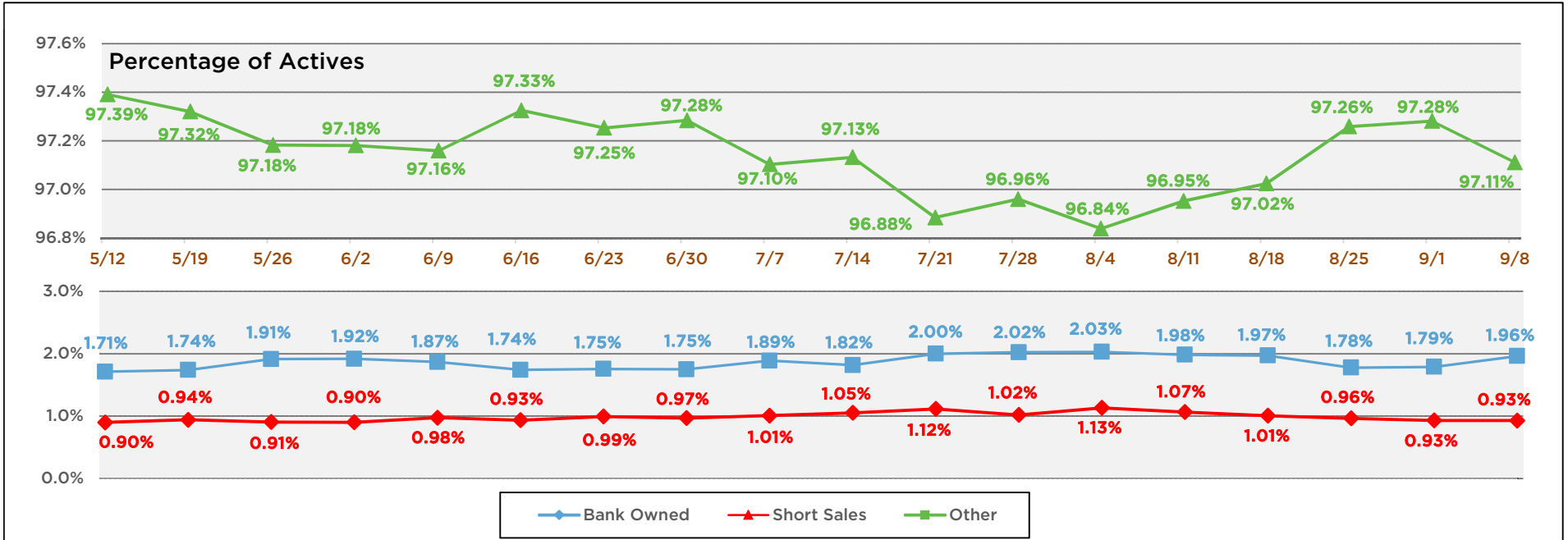
Single Family Homes



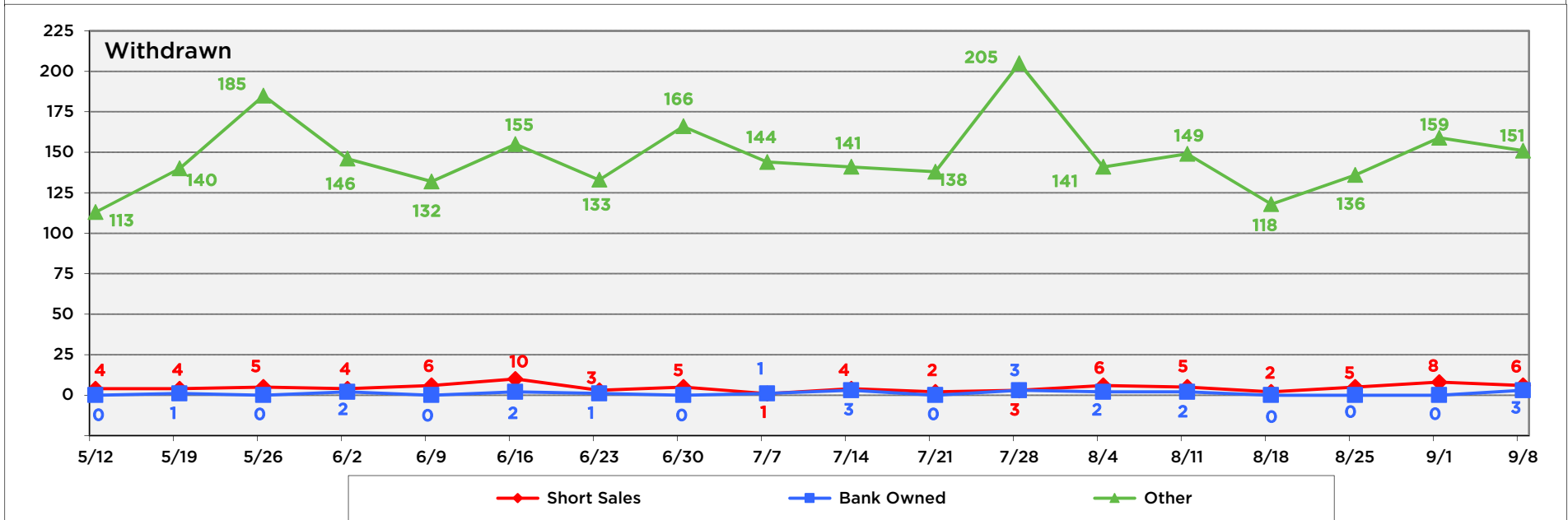
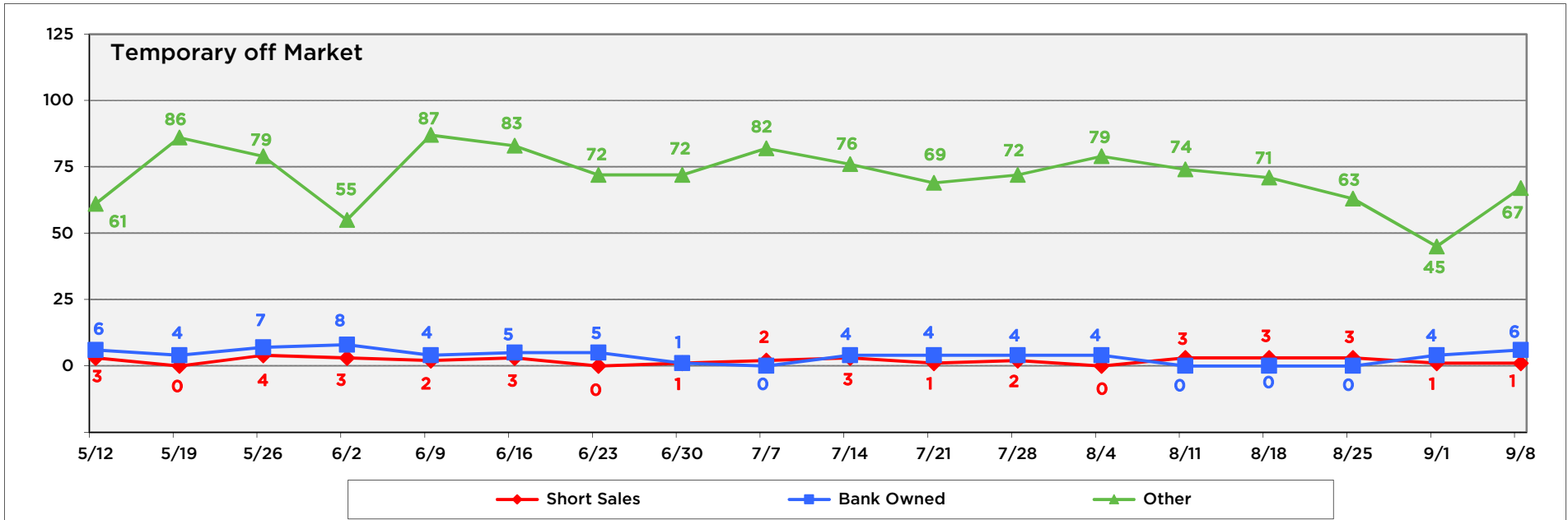
Single Family Homes



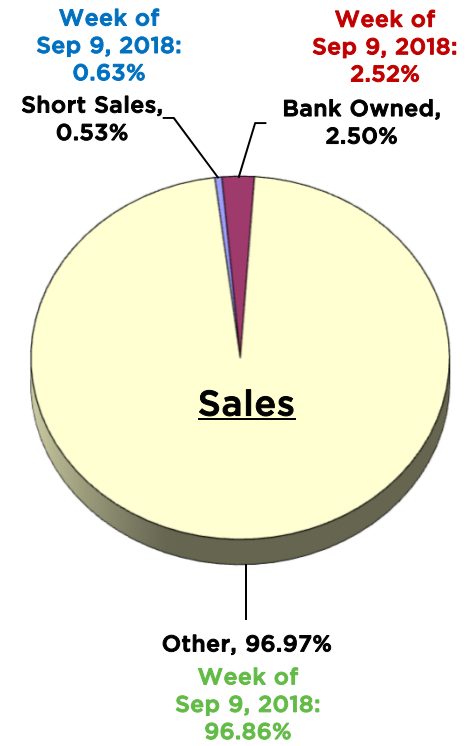
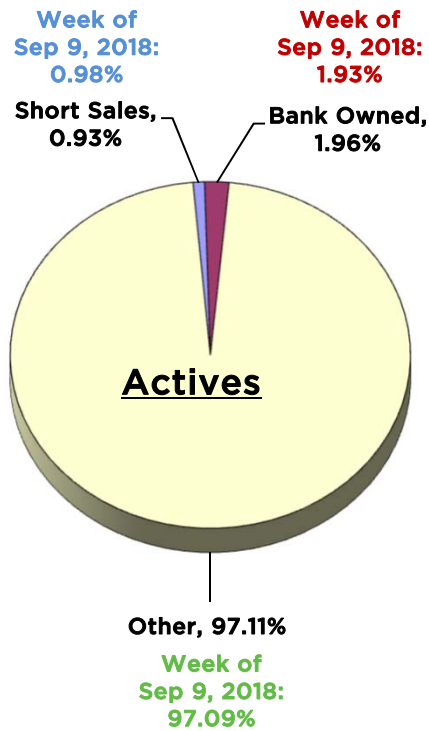
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 8 Single Family Homes available for the Median Price of \$268,000? (± \$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	\$267,500	3.0	2.0	1,544	\$173.25
Lake Mary / Heathrow	32746	1	\$267,500	3.0	2.0	1,544	\$173.25
Orange County		4	\$268,000	3.3	2.0	1,502	\$178.40
Winter Park (East) / Aloma	32792	1	\$268,000	3.0	1.0	1,050	\$255.24
Taft	32824	1	\$268,000	3.0	2.0	1,645	\$162.92
Rio Pinar / Union Park	32825	1	\$268,000	3.0	2.0	1,625	\$164.92
Winter Garden / Oakland	34787	1	\$268,000	4.0	3.0	1,689	\$158.67
Osceola County		1	\$267,900	4.0	2.0	2,160	\$124.03
St Cloud / Canoe Creek	34772	1	\$267,900	4.0	2.0	2,160	\$124.03
Lake County		2	\$267,750	3.0	2.0	1,100	\$243.52
Tavares / Mt Plymouth	32778	1	\$267,500	3.0	2.0	211	\$1,267.77
Leesburg (East) / Haines Creek	34788	1	\$268,000	3.0	2.0	1,988	\$134.81

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	138	117	8	11	1	1	0
Bank Owned	1	1	0	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	137	116	8	11	1	1	0
Active Listings	1,753	1,230	204	194	66	47	12
Bank Owned	21	19	1	1	0	0	0
Short Sales	10	7	1	1	1	0	0
Other	1,722	1,204	202	192	65	47	12
Months of Inventory	3	2	6	4	15	11	0

List Price

Average Original List Price	\$196,851	\$169,862	\$284,713	\$353,177	\$529,000	\$599,900	\$0
Average Final List Price	\$193,761	\$167,011	\$277,788	\$349,768	\$529,000	\$599,900	\$0

Sale Price

Average Price	\$188,296	\$162,366	\$272,625	\$339,045	\$497,500	\$580,000	\$0
Median Price	\$176,000	\$165,000	\$272,500	\$332,500	\$497,500	\$580,000	\$0

Price Differences

Original to Final List Price	-\$3,090	-\$2,851	-\$6,925	-\$3,409	\$0	\$0	\$0
Original List to Sale Price - \$	-\$8,555	-\$7,496	-\$12,088	-\$14,132	-\$31,500	-\$19,900	\$0
Final List to Sale Price - \$	-\$5,465	-\$4,645	-\$5,163	-\$10,723	-\$31,500	-\$19,900	\$0
Original List to Sale Price - %	95.65%	95.59%	95.75%	96.00%	94.05%	96.68%	0.00%
Final List to Sale Price - %	97.18%	97.22%	98.14%	96.93%	94.05%	96.68%	0.00%

Days on the Market

Avg Days Listing to Contract	51	50	89	38	0	17	0
Combined Avg Days to Contract	46	46	84	32	0	17	0
Avg Days Listing to Closing	87	86	130	74	48	53	0
Avg Days Contract to Close	35	34	40	36	46	35	0

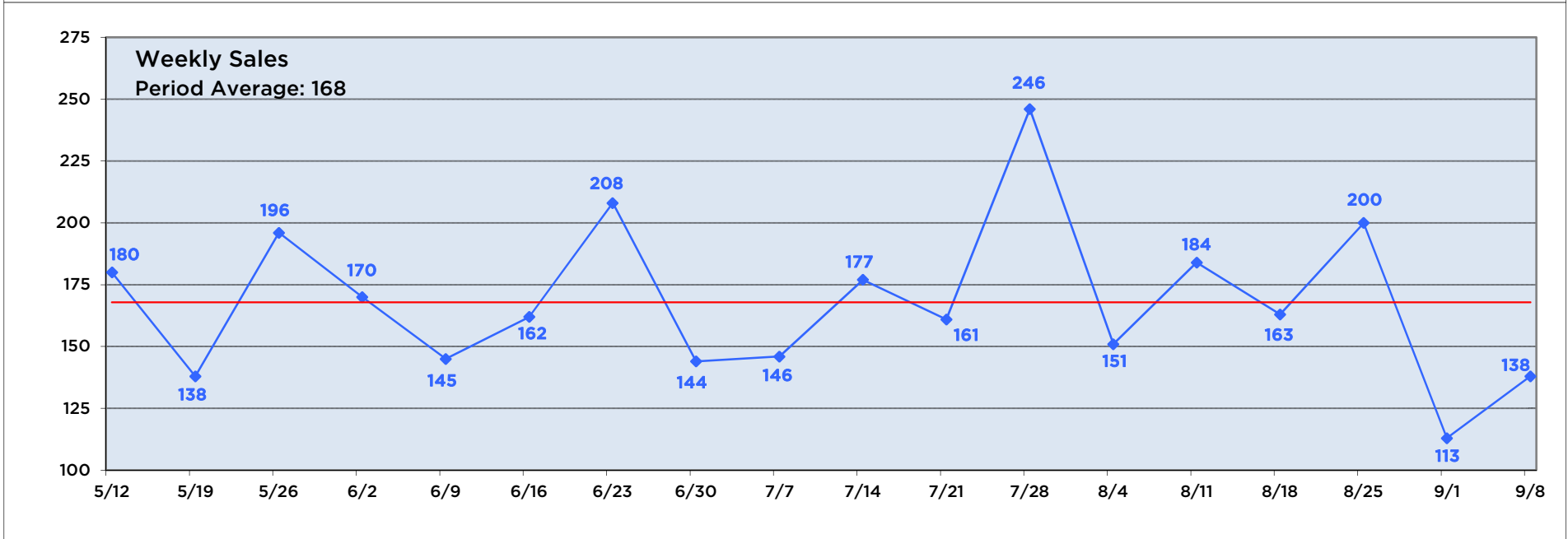
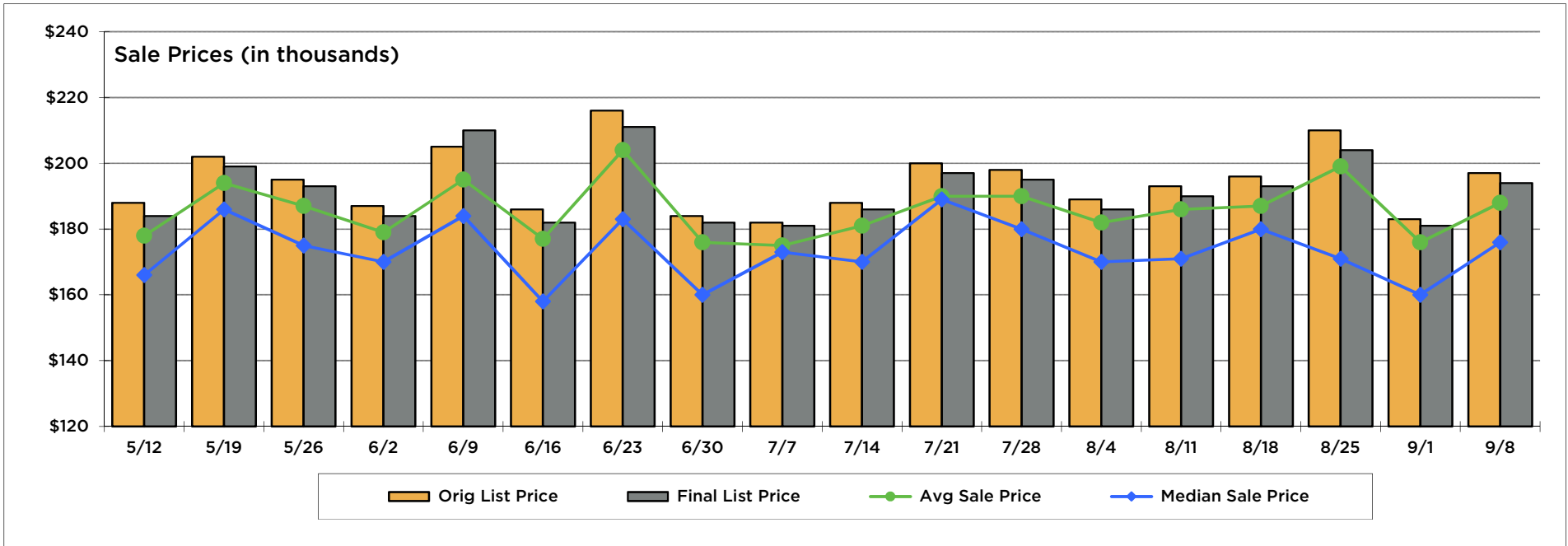
Beds / Baths

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

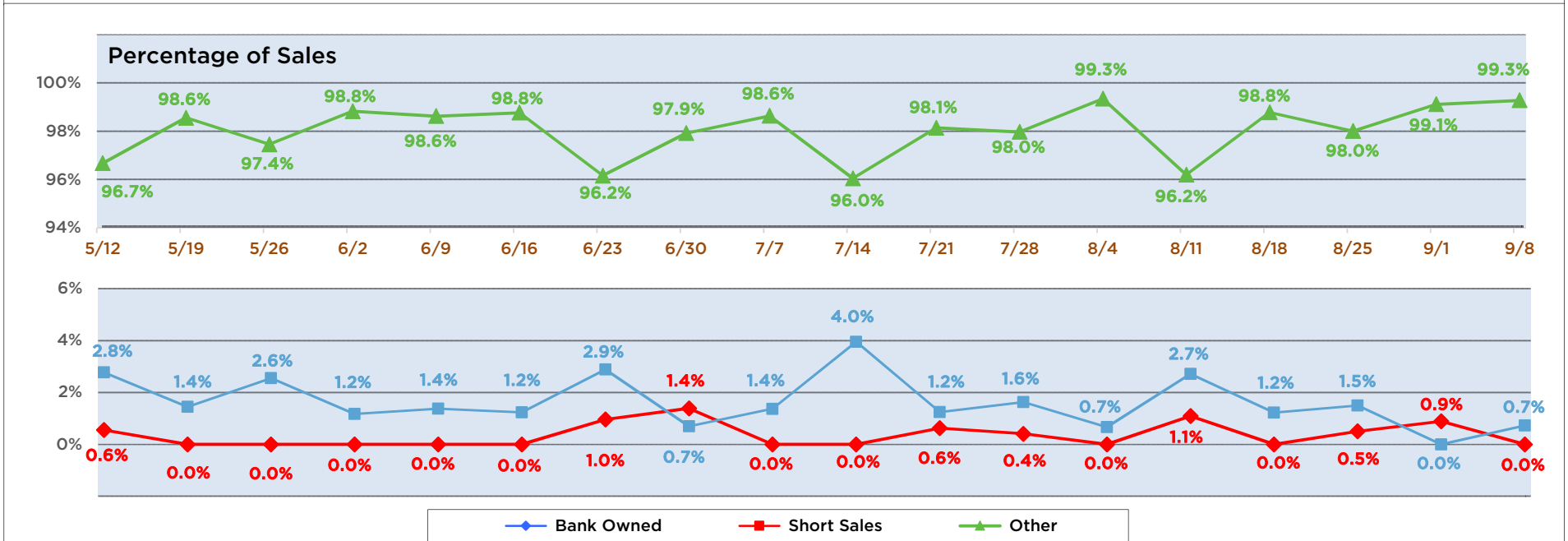
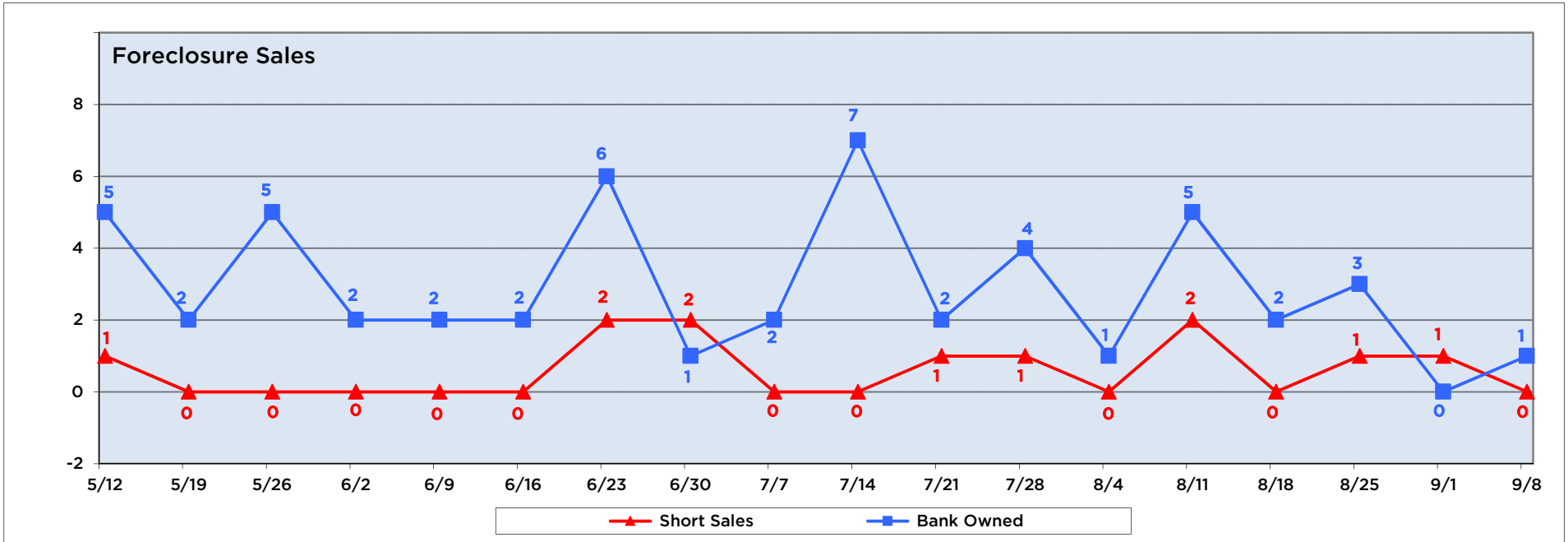
Square Footage

Average Square Feet	1,333	1,257	1,518	1,886	2,100	1,888	0
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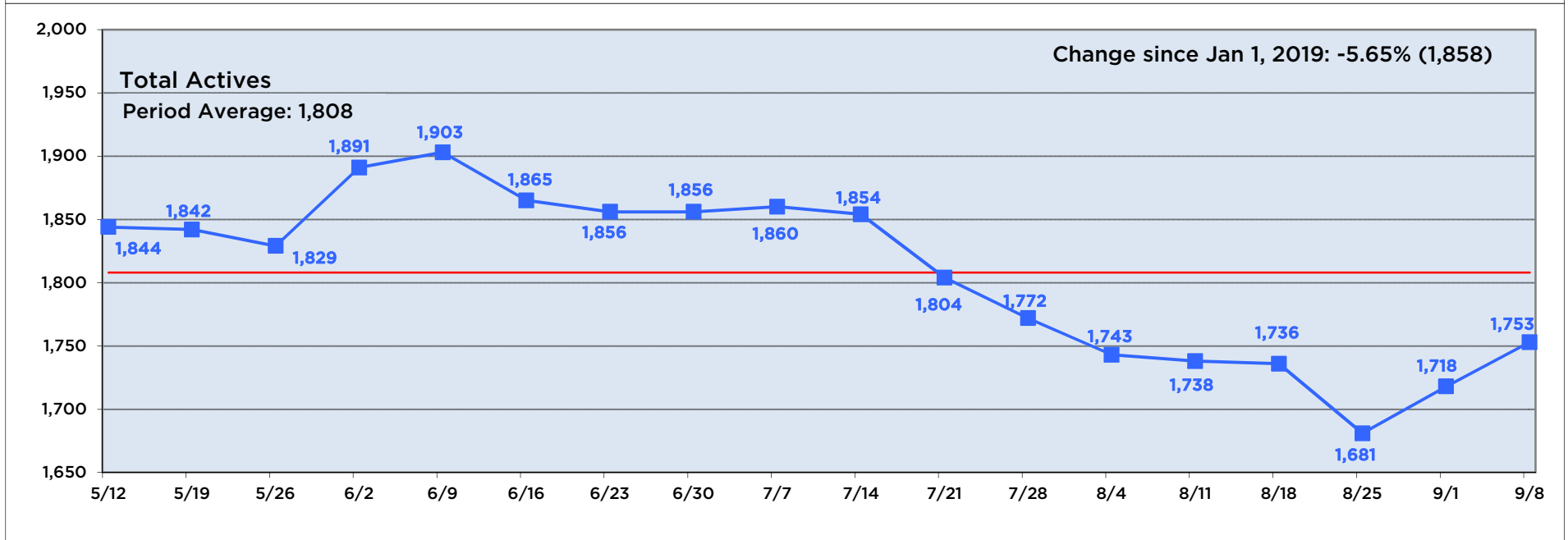
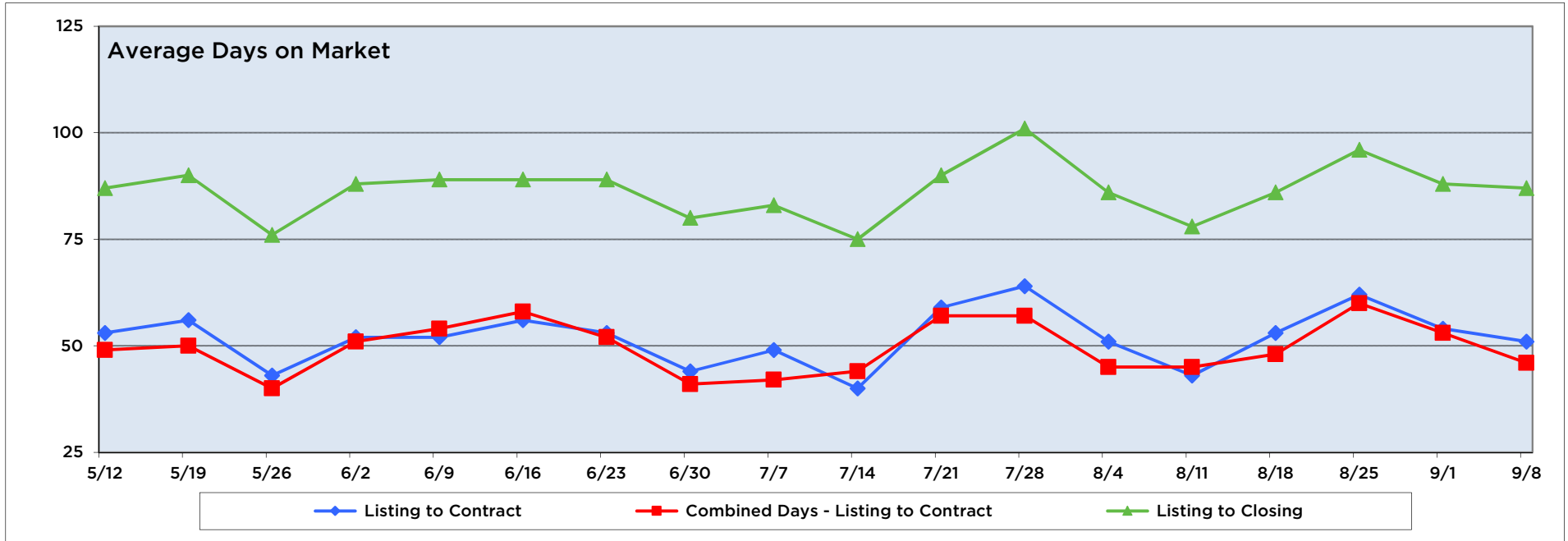
Condos, Townhomes, Villas



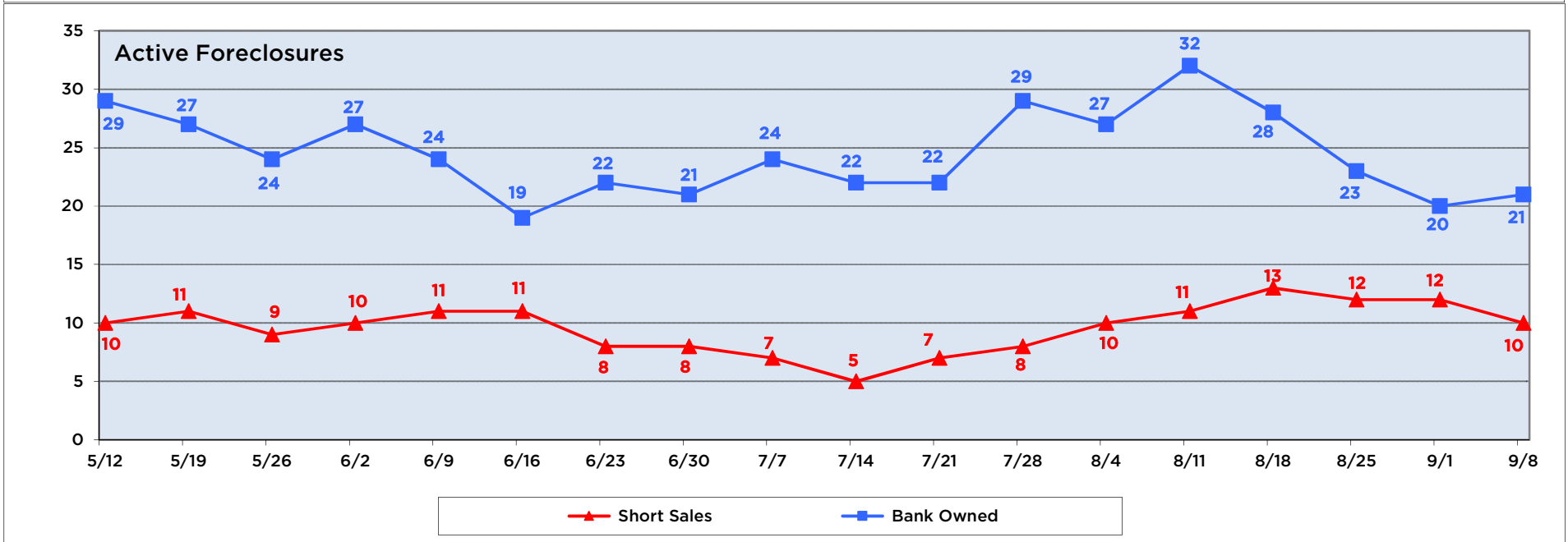
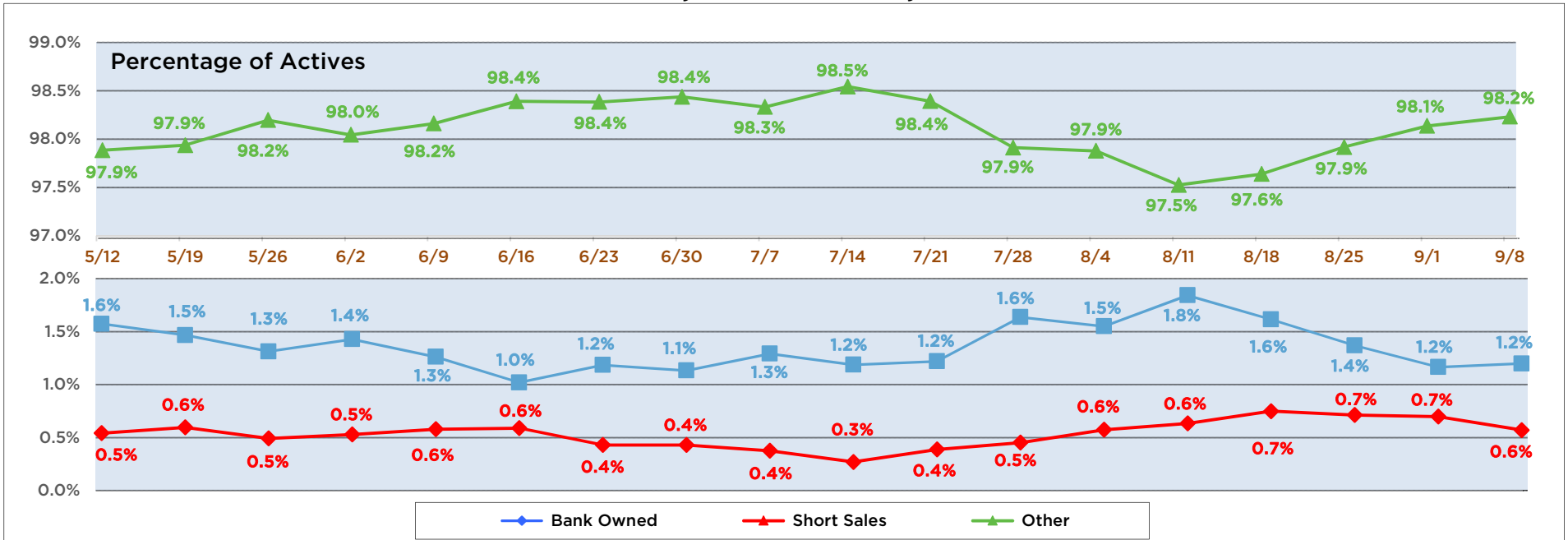
Condos, Townhomes, Villas



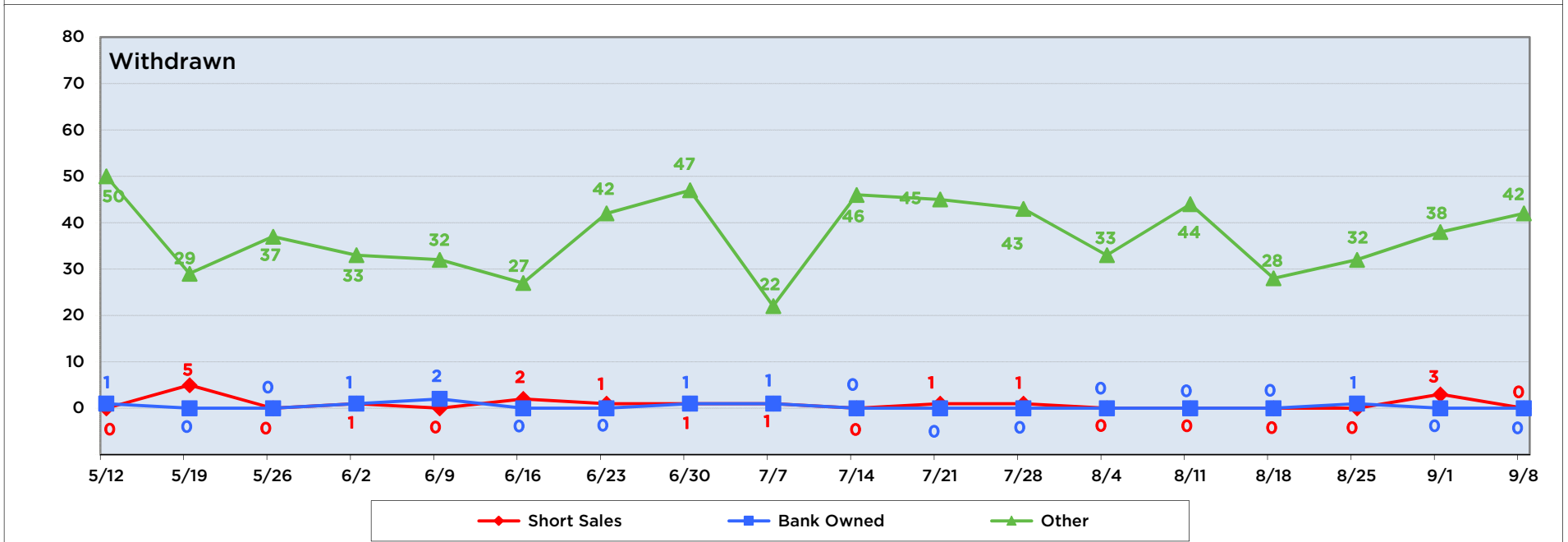
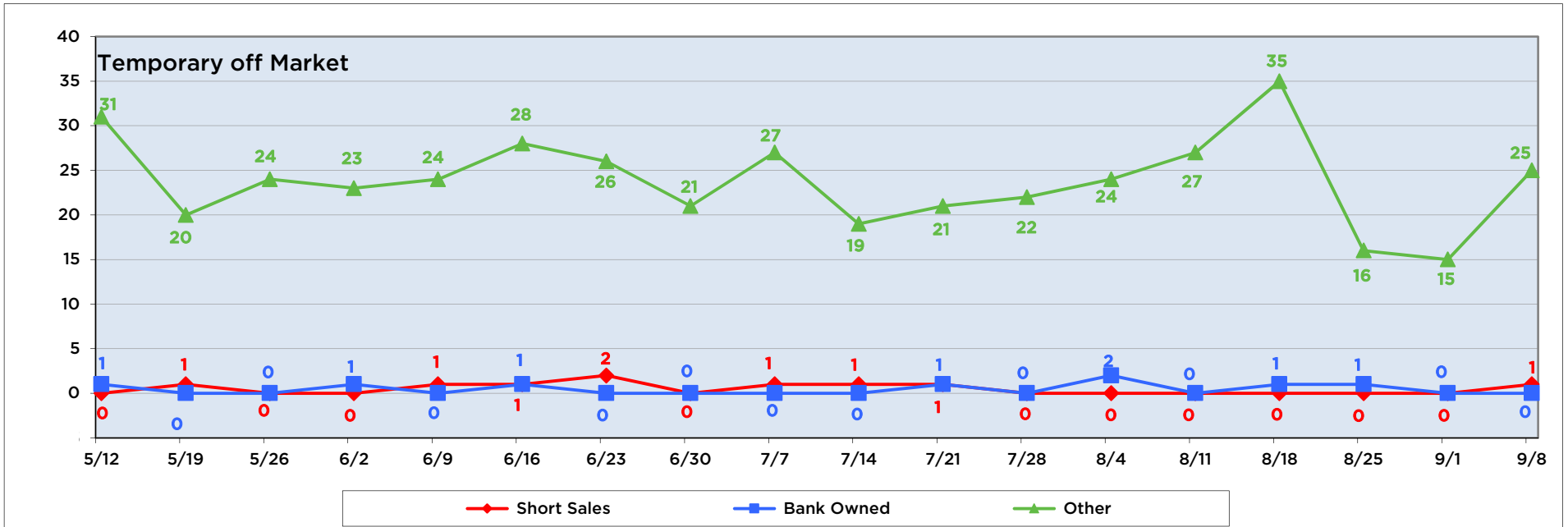
Condos, Townhomes, Villas



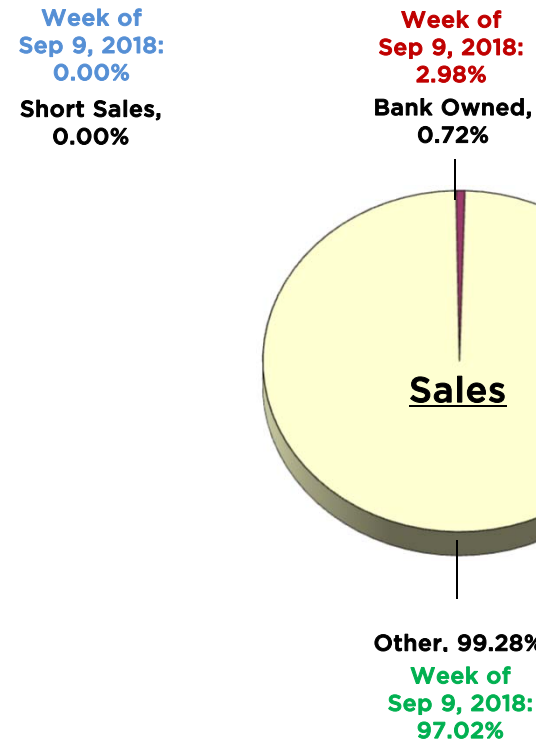
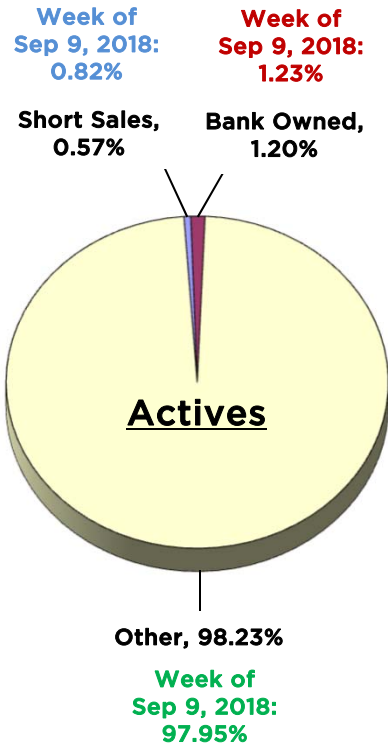
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 3 Condos, Townhomes, or Villas available for the Median Price of \$176,000?

(± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
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Seminole County		1	\$176,000	2.0	2.0	1,293	\$136.12
Maitland / Eatonville	32751	1	\$176,000	2.0	2.0	1,293	\$136.12
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Orange County		1	\$176,500	1.0	1.0	774	\$228.04
Orlando (Downtown)	32801	1	\$176,500	1.0	1.0	774	\$228.04
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Osceola County		1	\$176,000	3.0	2.0	1,402	\$125.53
Kissimmee (West) / Pleasant Hill	34746	1	\$176,000	3.0	2.0	1,402	\$125.53