



Monday Morning Quarterback Summary

Week of September 15, 2019 - September 21, 2019

Single-family existing homes

- Sales of single-family homes remained constant at 561 during the week of Sep 15
- The median price of a single family home remained constant at \$268,000
- The number of single-family home foreclosure transactions remained constant at 14
- The number of single-family home short-sale transactions decreased to 2 from 3 the week prior
- Single-family inventory decreased by 48, and now sits at 6,632

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 162 during the week of Sep 15, from 138 the week prior
- The median price of condos, townhomes, and villas decreased to \$172,500, a change of -2.0%
- The number of condo, townhome, and villa foreclosure transactions increased to 5 last week, from 1 the week of Sep 8
- The number of condo, townhome and villa short-sale transactions remained constant at 0
- Condo inventory increased by 16, and now sits at 1,769

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 | 235 | 105 | 123 | 48 | 40 | 10 |
| Bank Owned | 14 | 10 | 3 | 1 | 0 | 0 | 0 |
| Short Sales | 2 | 2 | 0 | 0 | 0 | 0 | 0 |
| Other | 545 | 223 | 102 | 122 | 48 | 40 | 10 |
| Active Listings | 6,632 | 1,494 | 995 | 1,602 | 842 | 1,234 | 465 |
| Bank Owned | 134 | 68 | 19 | 26 | 11 | 8 | 2 |
| Short Sales | 65 | 25 | 11 | 18 | 7 | 4 | 0 |
| Other | 6,433 | 1,401 | 965 | 1,558 | 824 | 1,222 | 463 |
| Months of Inventory | 3 | 1 | 2 | 3 | 4 | 7 | 11 |

List Price

| | | | | | | | |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$337,890 | \$200,749 | \$281,510 | \$359,717 | \$468,747 | \$713,780 | \$1,752,580 |
| Average Final List Price | \$327,665 | \$196,847 | \$277,094 | \$349,344 | \$453,324 | \$689,759 | \$1,614,670 |

Sale Price

| | | | | | | | |
|---------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$317,980 | \$192,120 | \$271,556 | \$341,844 | \$440,624 | \$660,089 | \$1,512,500 |
| Median Price | \$268,000 | \$208,000 | \$270,000 | \$340,000 | \$439,500 | \$600,000 | \$1,420,000 |

Price Differences

| | | | | | | | |
|---|------------------|----------|----------|-----------|-----------|-----------|------------|
| Original to Final List Price | -\$10,225 | -\$3,902 | -\$4,416 | -\$10,373 | -\$15,423 | -\$24,021 | -\$137,910 |
| Original List to Sale Price - \$ | -\$19,910 | -\$8,629 | -\$9,954 | -\$17,873 | -\$28,123 | -\$53,691 | -\$240,080 |
| Final List to Sale Price - \$ | -\$9,685 | -\$4,727 | -\$5,538 | -\$7,500 | -\$12,700 | -\$29,670 | -\$102,170 |
| Original List to Sale Price - % | 94.11% | 95.70% | 96.46% | 95.03% | 94.00% | 92.48% | 86.30% |
| Final List to Sale Price - % | 97.04% | 97.60% | 98.00% | 97.85% | 97.20% | 95.70% | 93.67% |

Days on the Market

| | | | | | | | |
|-------------------------------|-----------|----|----|----|-----|-----|-----|
| Avg Days Listing to Contract | 55 | 46 | 40 | 54 | 76 | 89 | 193 |
| Combined Avg Days to Contract | 54 | 38 | 42 | 55 | 88 | 95 | 206 |
| Avg Days Listing to Closing | 95 | 85 | 82 | 92 | 115 | 131 | 243 |
| Avg Days Contract to Close | 39 | 38 | 40 | 36 | 40 | 43 | 49 |

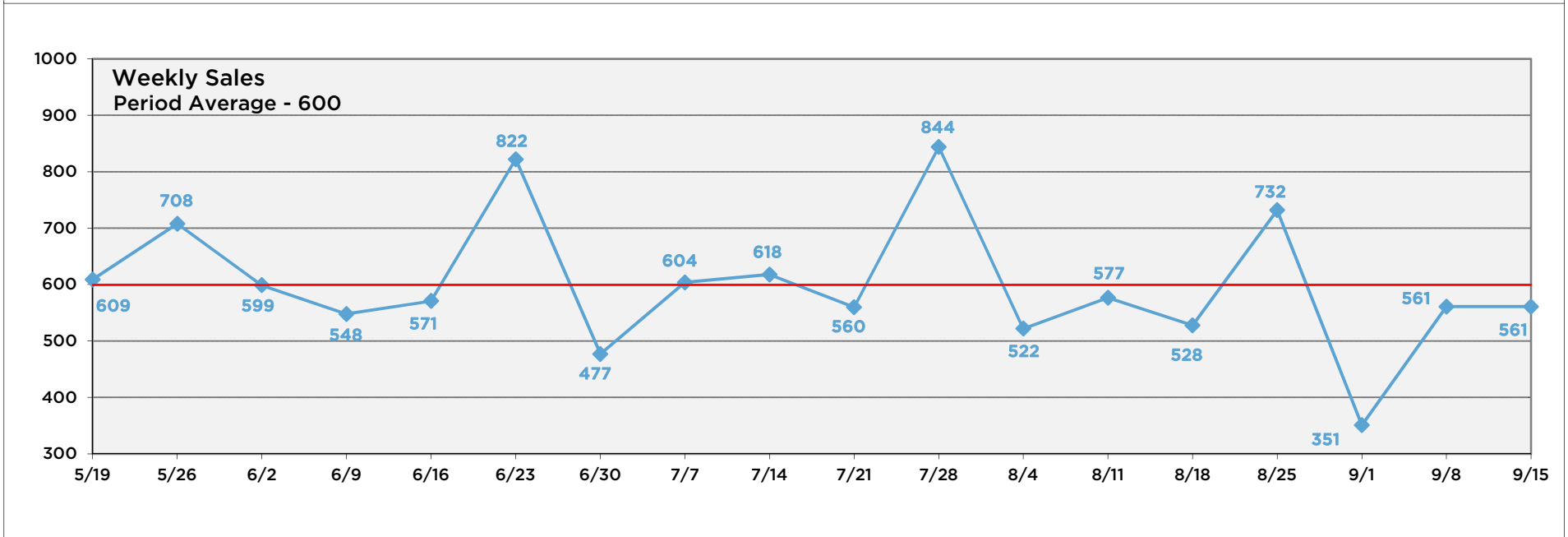
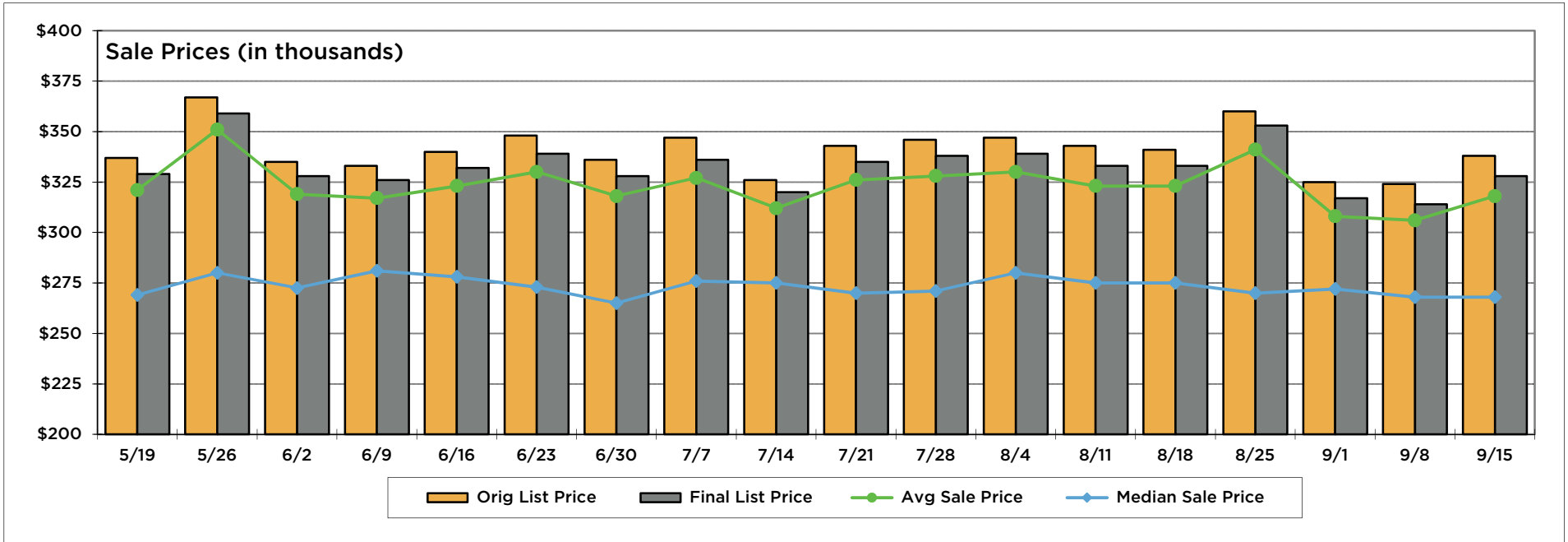
Beds / Baths

| | | | | | | | |
|--------------------|----------|---|---|---|---|---|---|
| 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 | 0 | 1 |

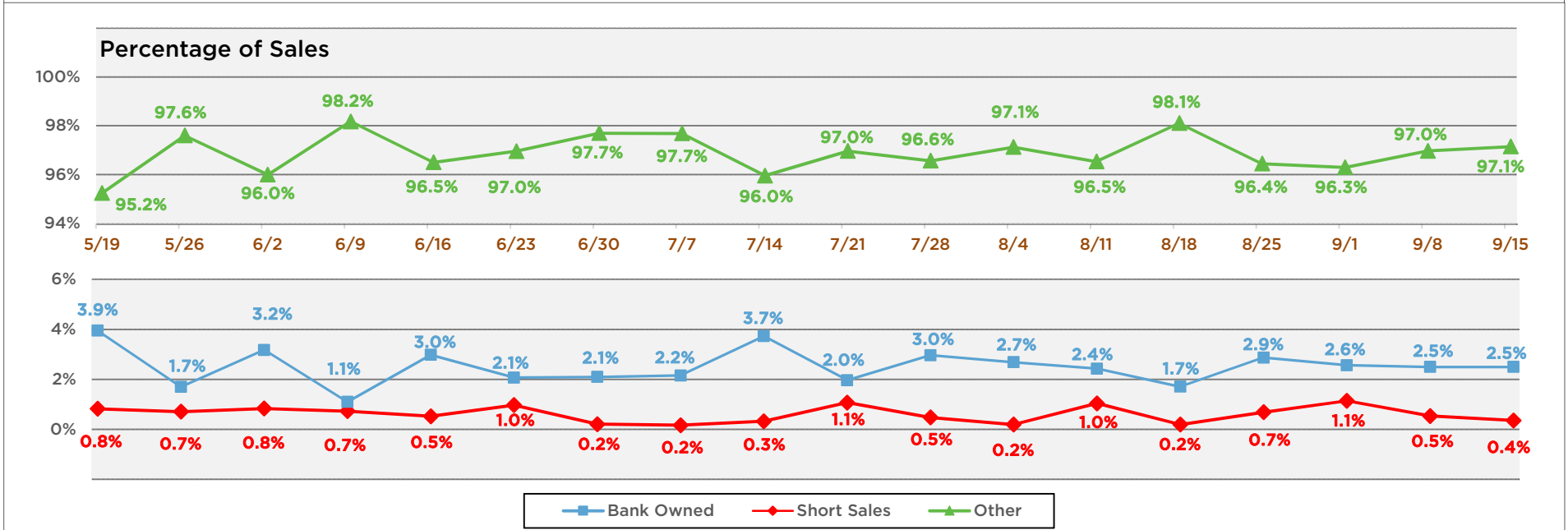
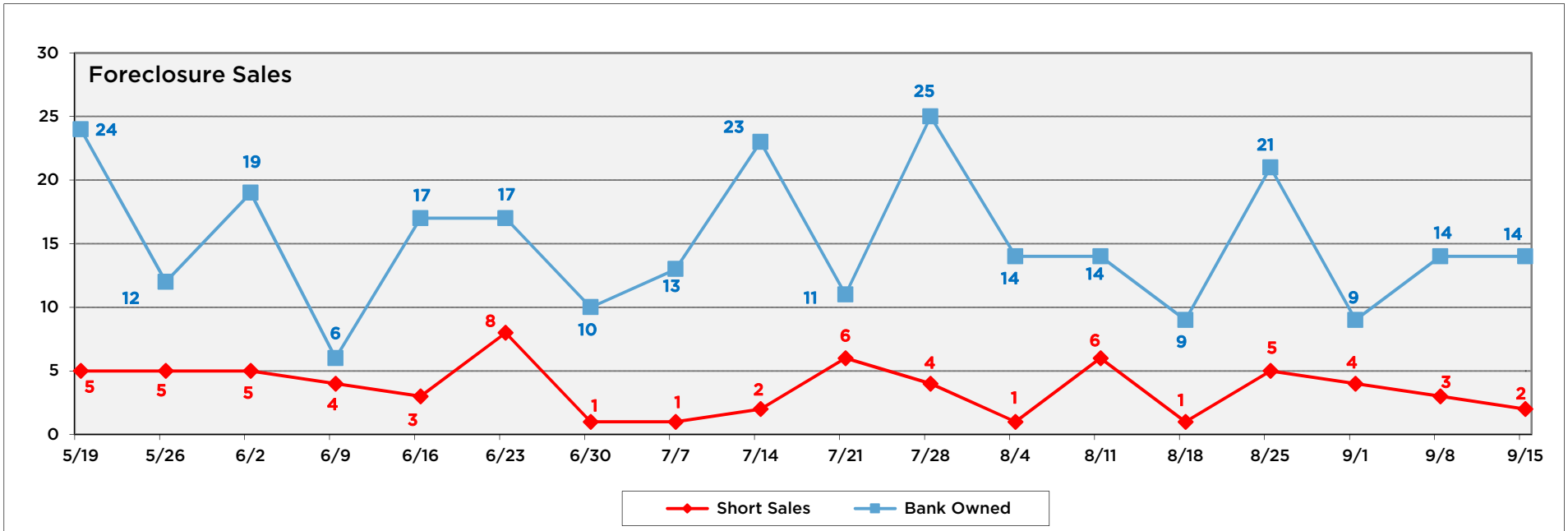
Square Footage

| | | | | | | | |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 2,101 | 1,463 | 1,883 | 2,462 | 2,952 | 3,559 | 5,011 |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|

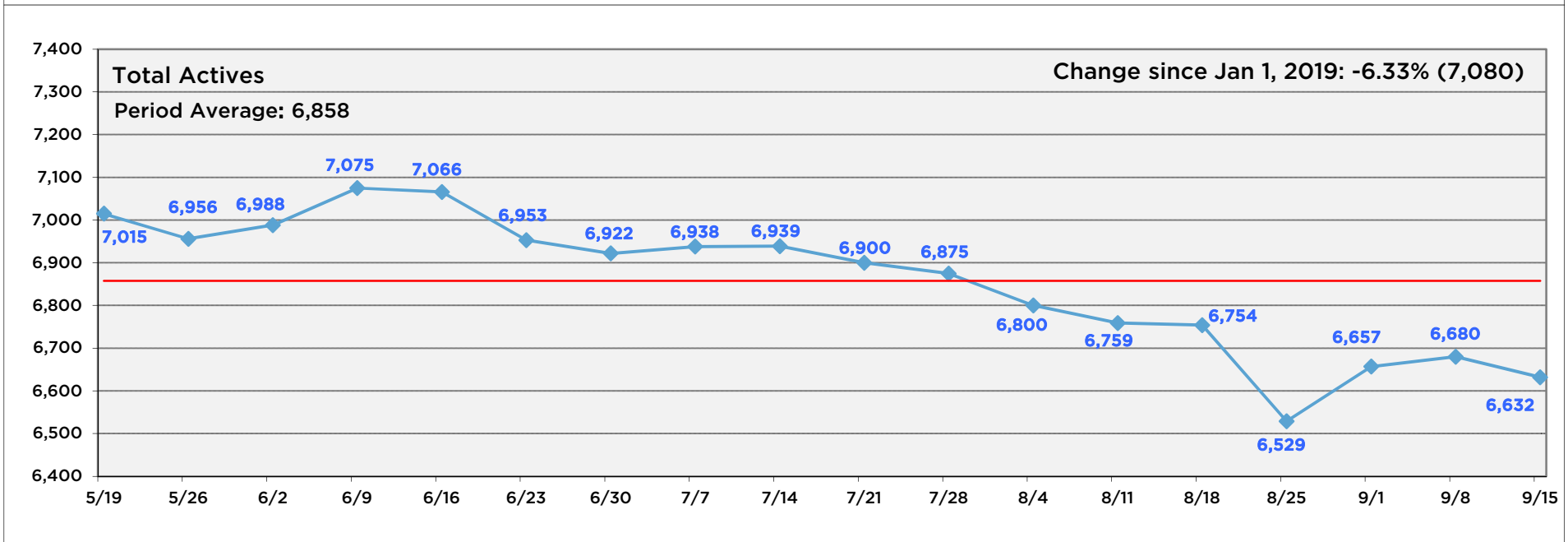
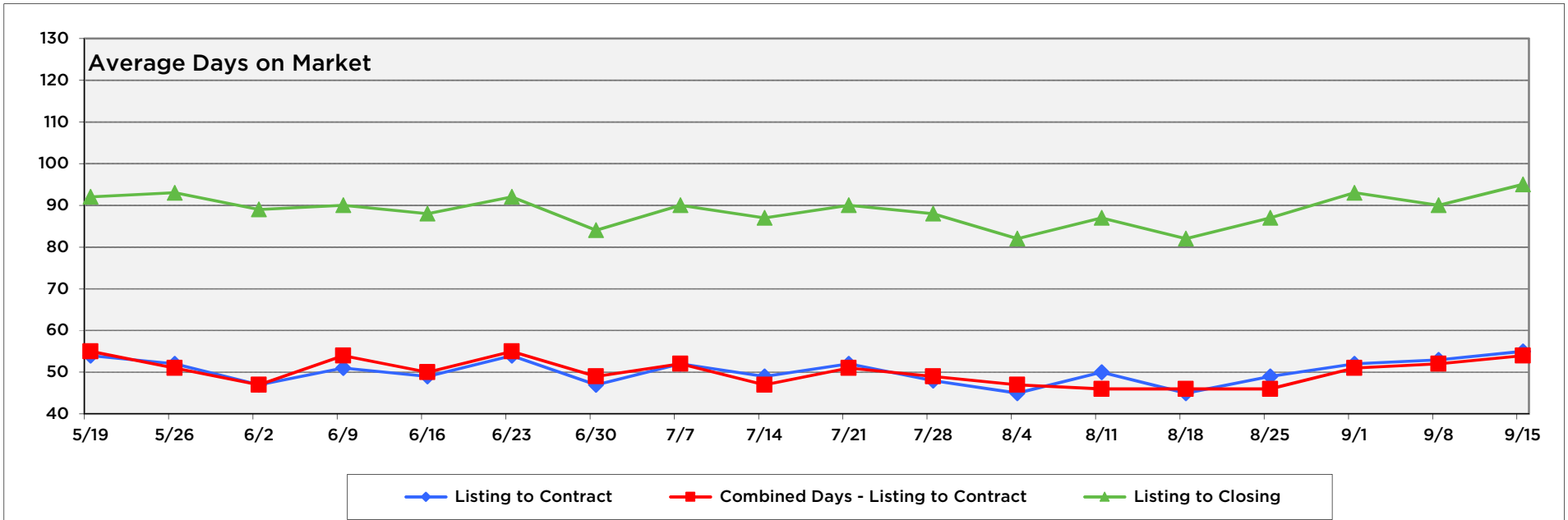
Single Family Homes



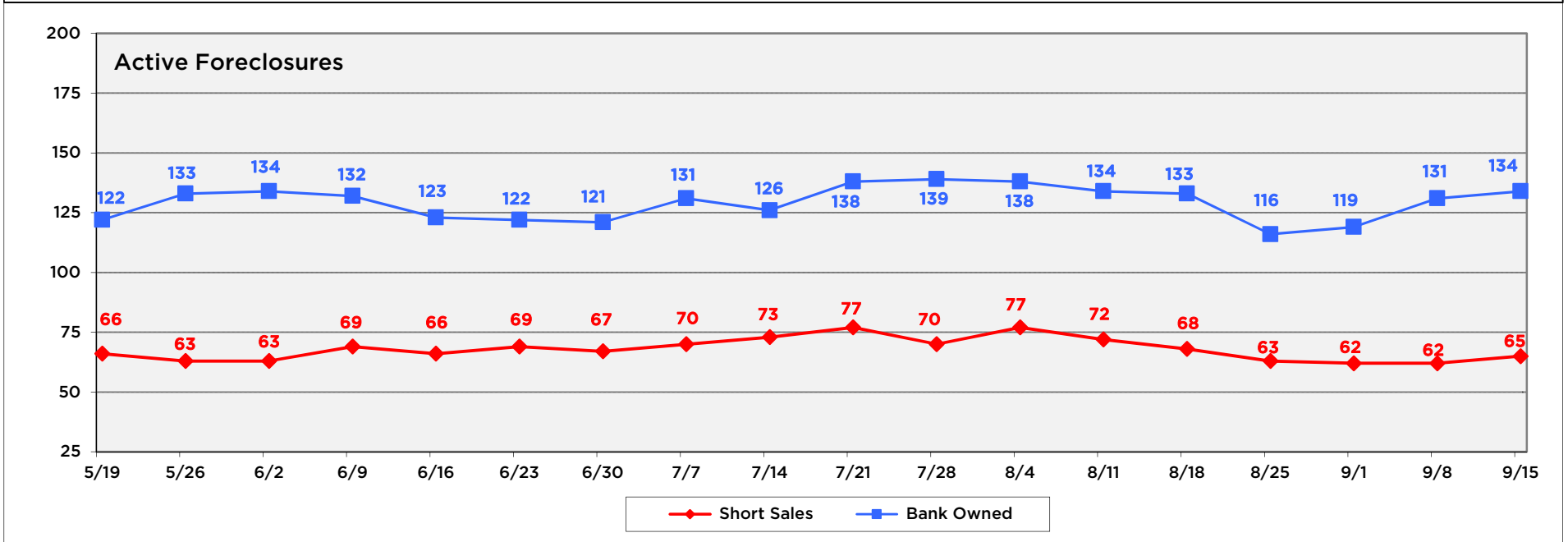
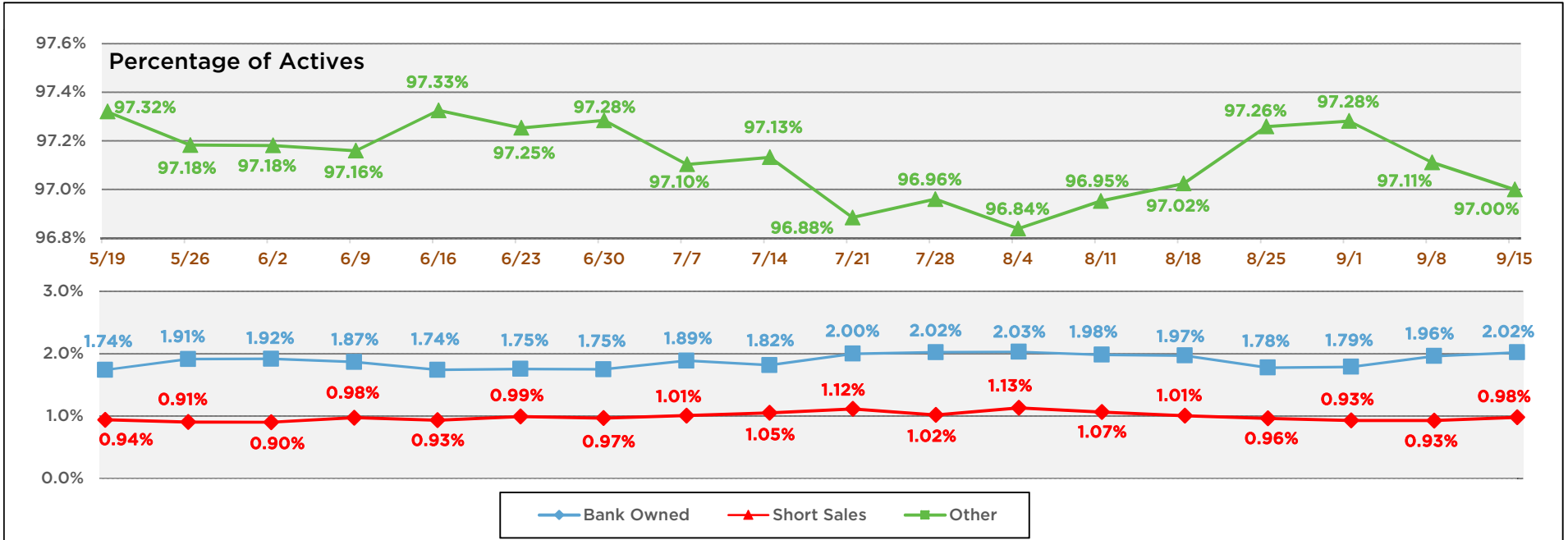
Single Family Homes



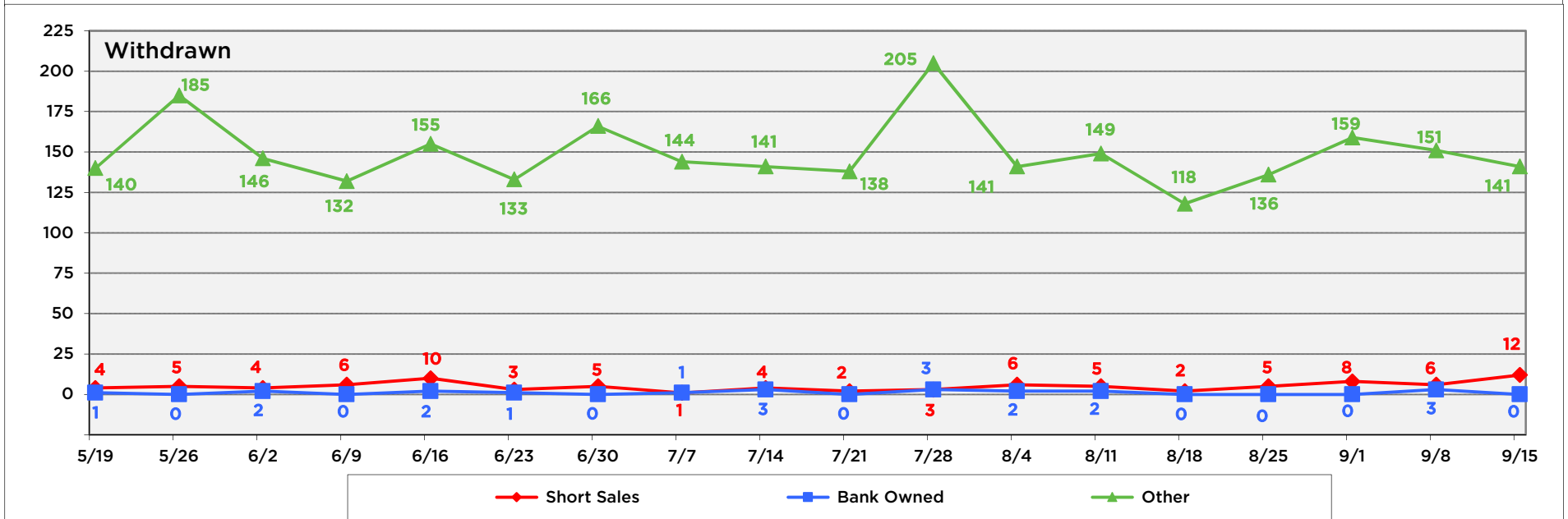
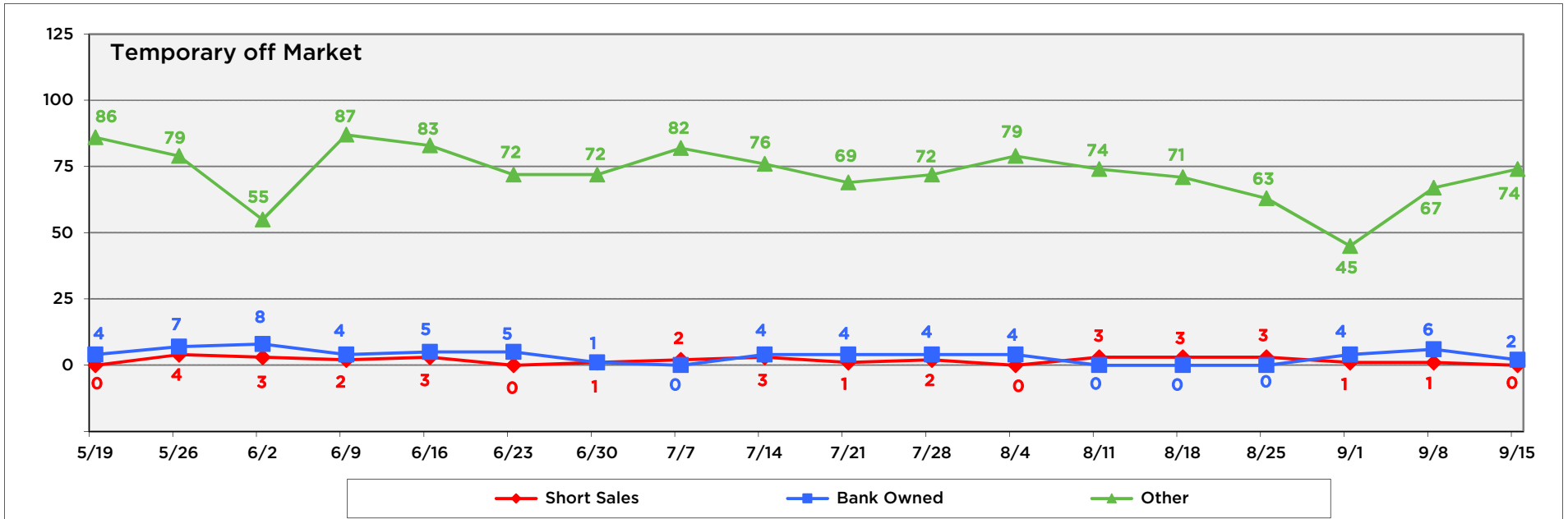
Single Family Homes



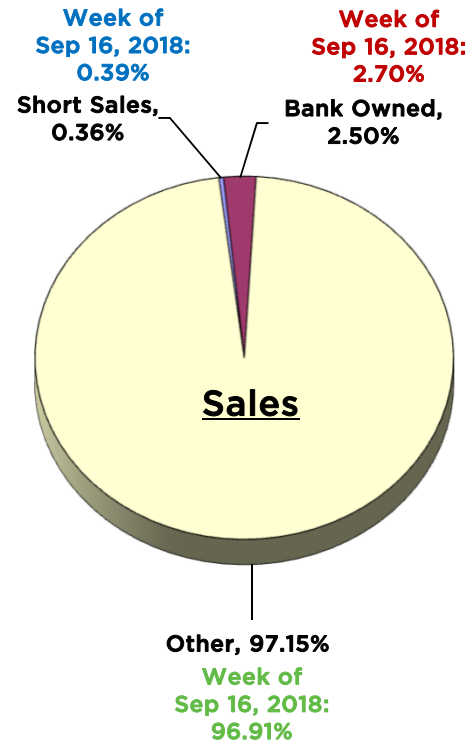
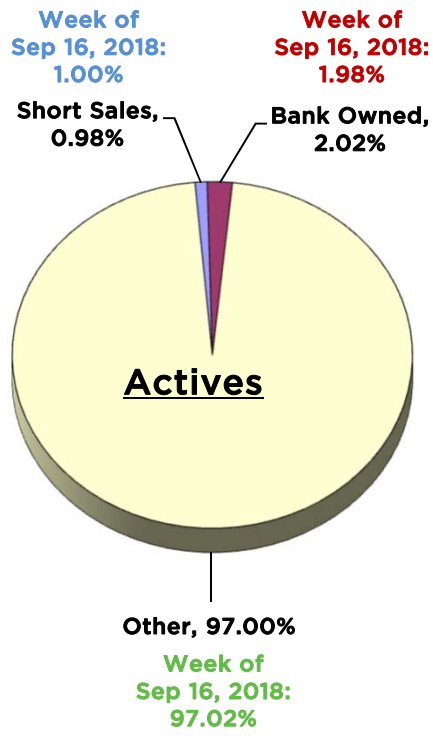
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 4 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 | | 1 | \$268,000 | 4.0 | 3.0 | 1,689 | \$158.67 |
| 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 | | 1 | \$267,500 | 3.0 | 2.0 | 2,111 | \$126.72 |
| Tavares / Mt Plymouth | 32778 | 1 | \$267,500 | 3.0 | 2.0 | 2,111 | \$126.72 |

Condos, Townhomes, Villas

| | Total | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| Sales | 162 | 130 | 18 | 12 | 2 | 0 | 0 |
| Bank Owned | 5 | 4 | 0 | 0 | 1 | 0 | 0 |
| Short Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 157 | 126 | 18 | 12 | 1 | 0 | 0 |
| Active Listings | 1,769 | 1,243 | 203 | 196 | 64 | 52 | 11 |
| Bank Owned | 26 | 24 | 1 | 1 | 0 | 0 | 0 |
| Short Sales | 9 | 6 | 1 | 1 | 1 | 0 | 0 |
| Other | 1,734 | 1,213 | 201 | 194 | 63 | 52 | 11 |
| Months of Inventory | 3 | 2 | 3 | 4 | 7 | 0 | 0 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----|-----|
| Average Original List Price | \$194,155 | \$164,991 | \$279,550 | \$340,283 | \$444,500 | \$0 | \$0 |
| Average Final List Price | \$192,500 | \$162,596 | \$276,394 | \$348,617 | \$444,500 | \$0 | \$0 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----|-----|
| Average Price | \$187,247 | \$157,972 | \$269,941 | \$338,903 | \$436,000 | \$0 | \$0 |
| Median Price | \$172,500 | \$158,925 | \$266,750 | \$329,950 | \$436,000 | \$0 | \$0 |

Price Differences

| | | | | | | | |
|---|-----------------|----------|----------|----------|----------|-------|-------|
| Original to Final List Price | -\$1,655 | -\$2,395 | -\$3,156 | \$8,334 | \$0 | \$0 | \$0 |
| Original List to Sale Price - \$ | -\$6,908 | -\$7,019 | -\$9,609 | -\$1,380 | -\$8,500 | \$0 | \$0 |
| Final List to Sale Price - \$ | -\$5,253 | -\$4,624 | -\$6,453 | -\$9,714 | -\$8,500 | \$0 | \$0 |
| Original List to Sale Price - % | 96.44% | 95.75% | 96.56% | 99.59% | 98.09% | 0.00% | 0.00% |
| Final List to Sale Price - % | 97.27% | 97.16% | 97.67% | 97.21% | 98.09% | 0.00% | 0.00% |

Days on the Market

| | | | | | | | |
|-------------------------------|----|----|----|----|-----|---|---|
| Avg Days Listing to Contract | 42 | 46 | 22 | 28 | 27 | 0 | 0 |
| Combined Avg Days to Contract | 44 | 43 | 26 | 28 | 353 | 0 | 0 |
| Avg Days Listing to Closing | 77 | 81 | 52 | 76 | 64 | 0 | 0 |
| Avg Days Contract to Close | 34 | 34 | 29 | 46 | 37 | 0 | 0 |

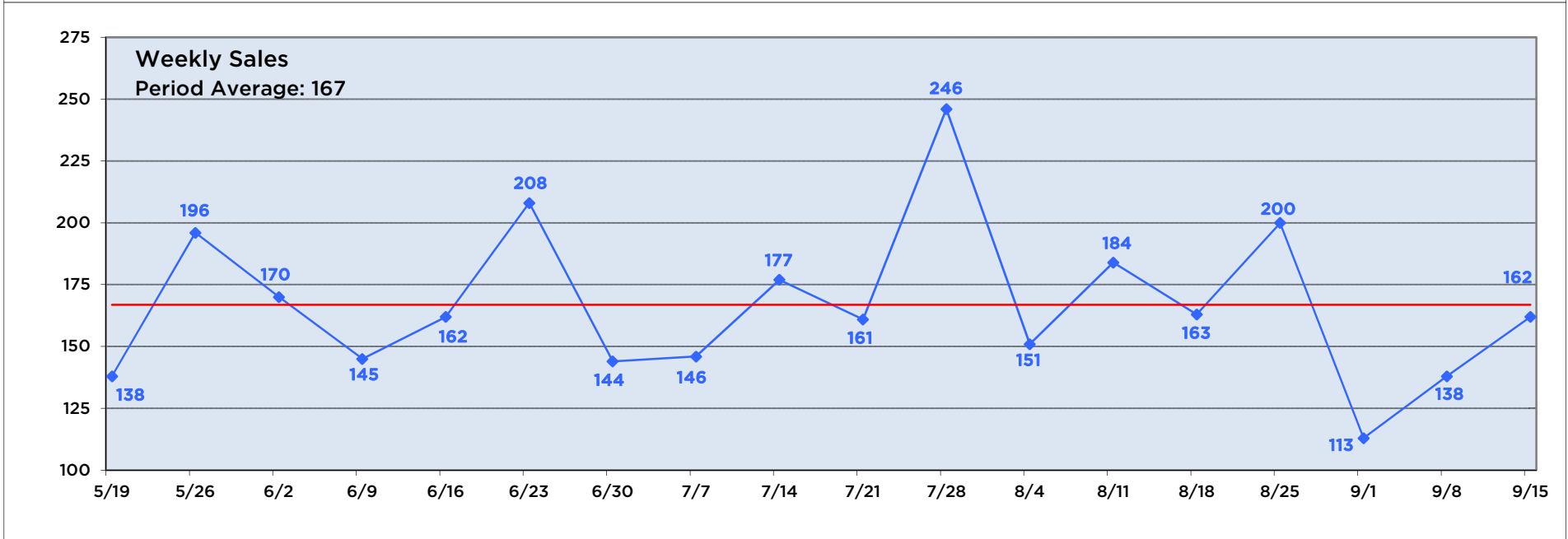
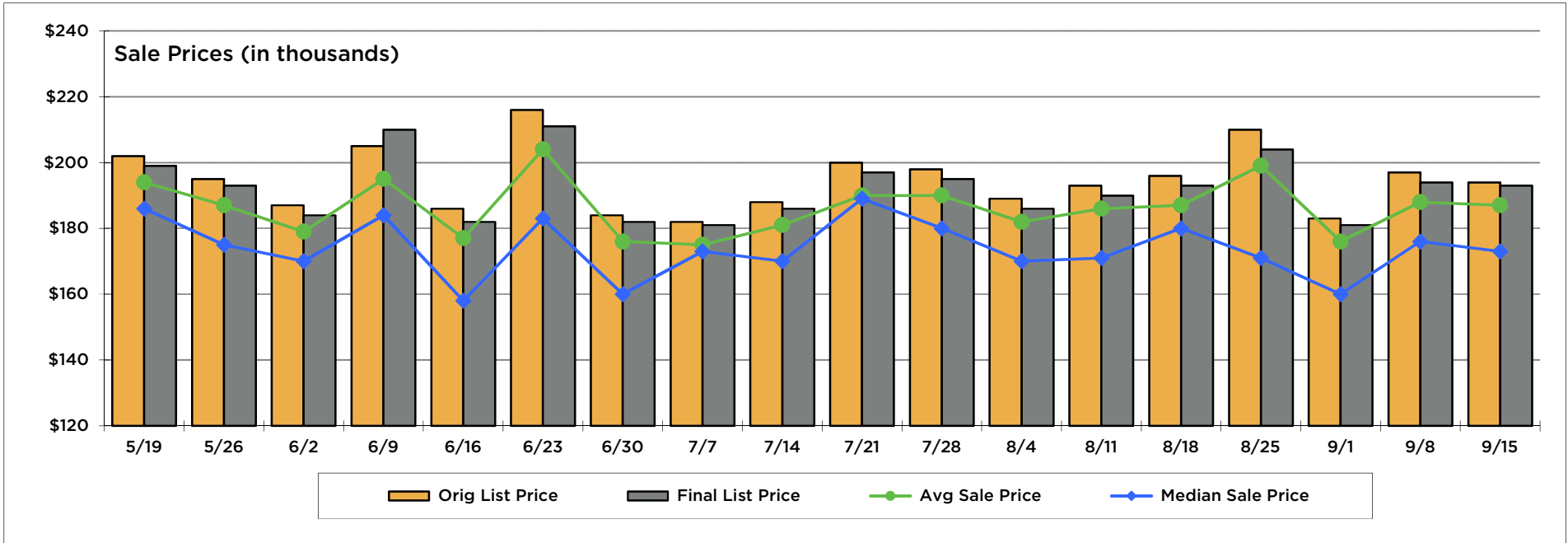
Beds / Baths

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

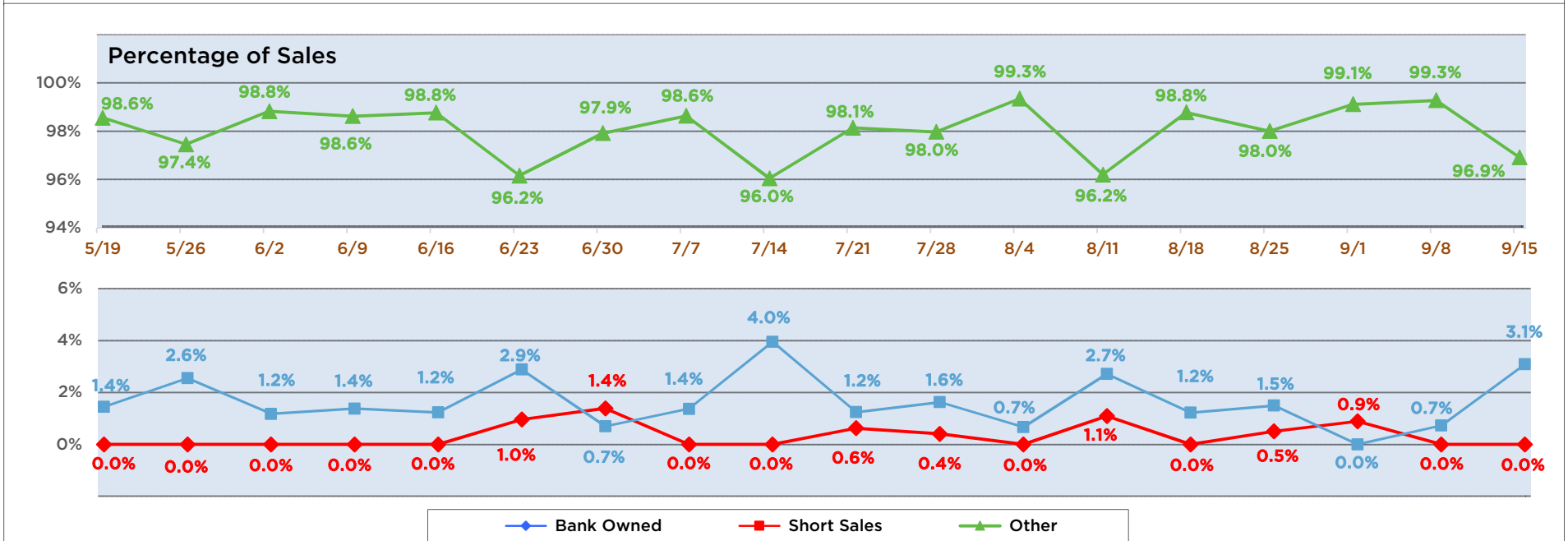
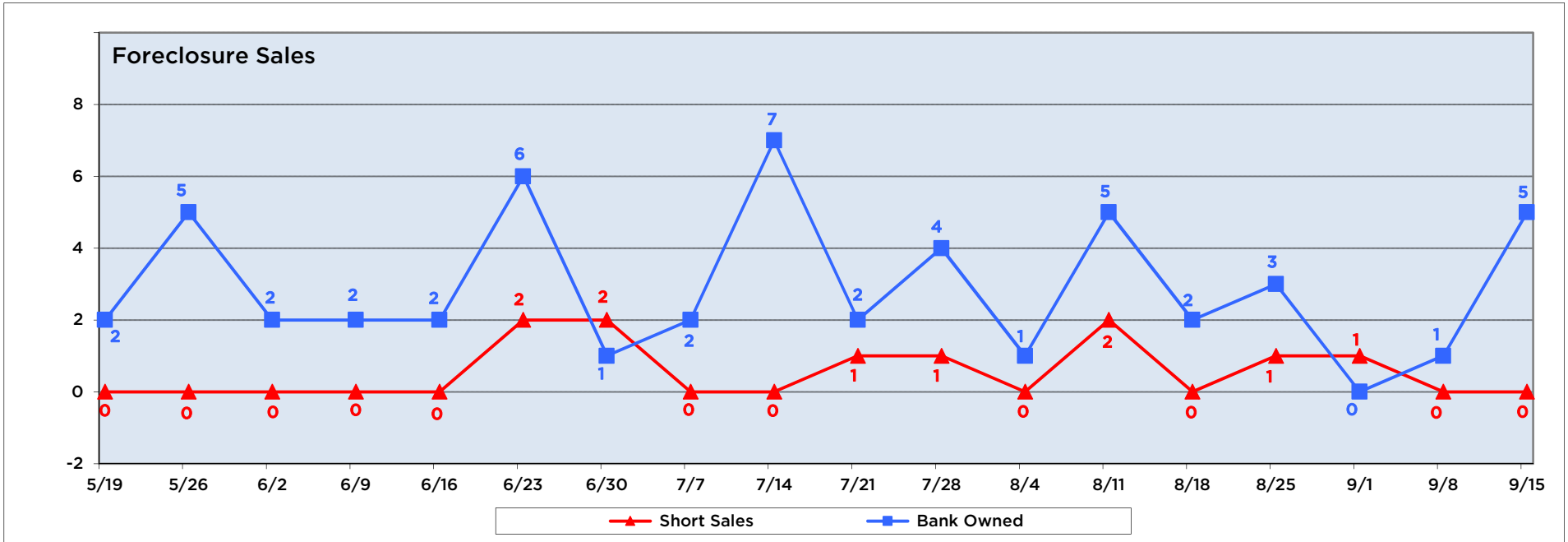
Square Footage

| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|---|---|
| Average Square Feet | 1,330 | 1,220 | 1,523 | 2,056 | 2,360 | 0 | 0 |
|---------------------|-------|-------|-------|-------|-------|---|---|

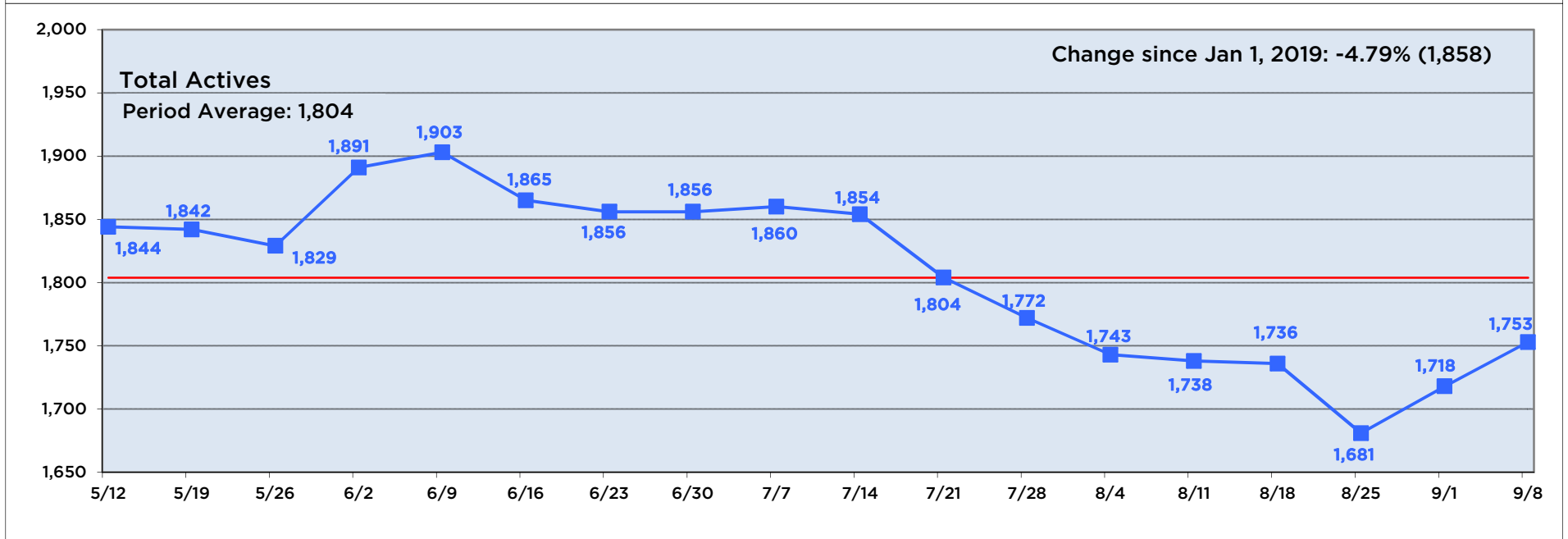
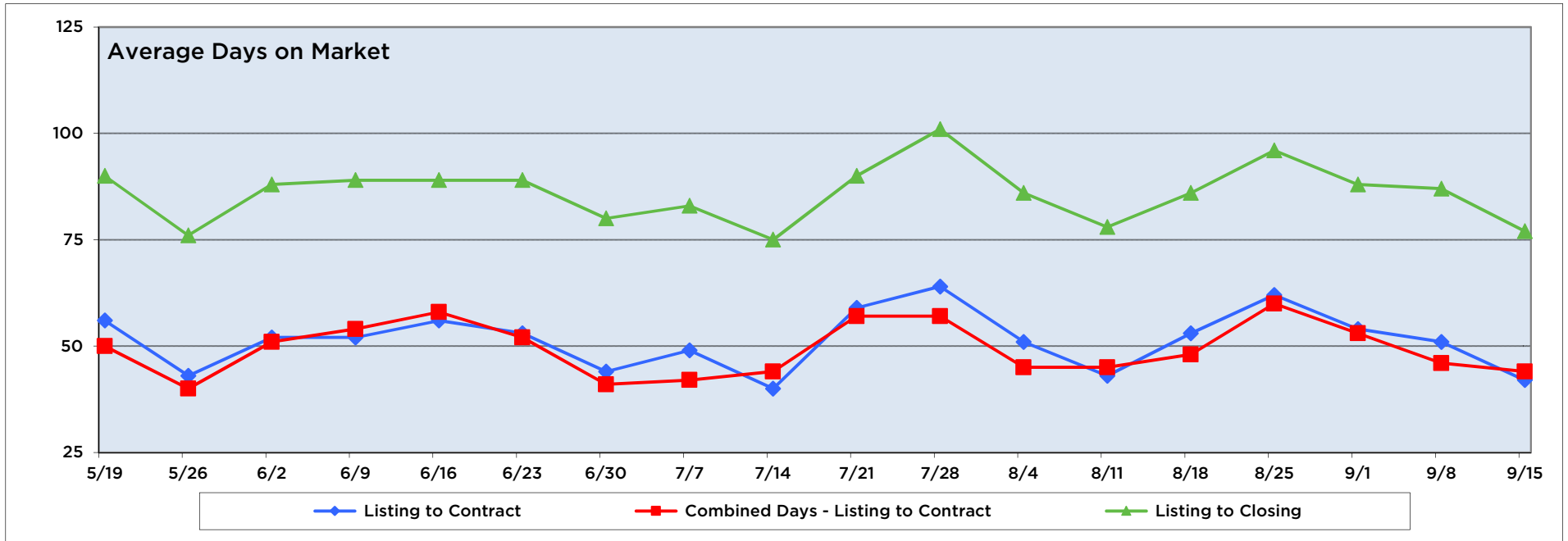
Condos, Townhomes, Villas



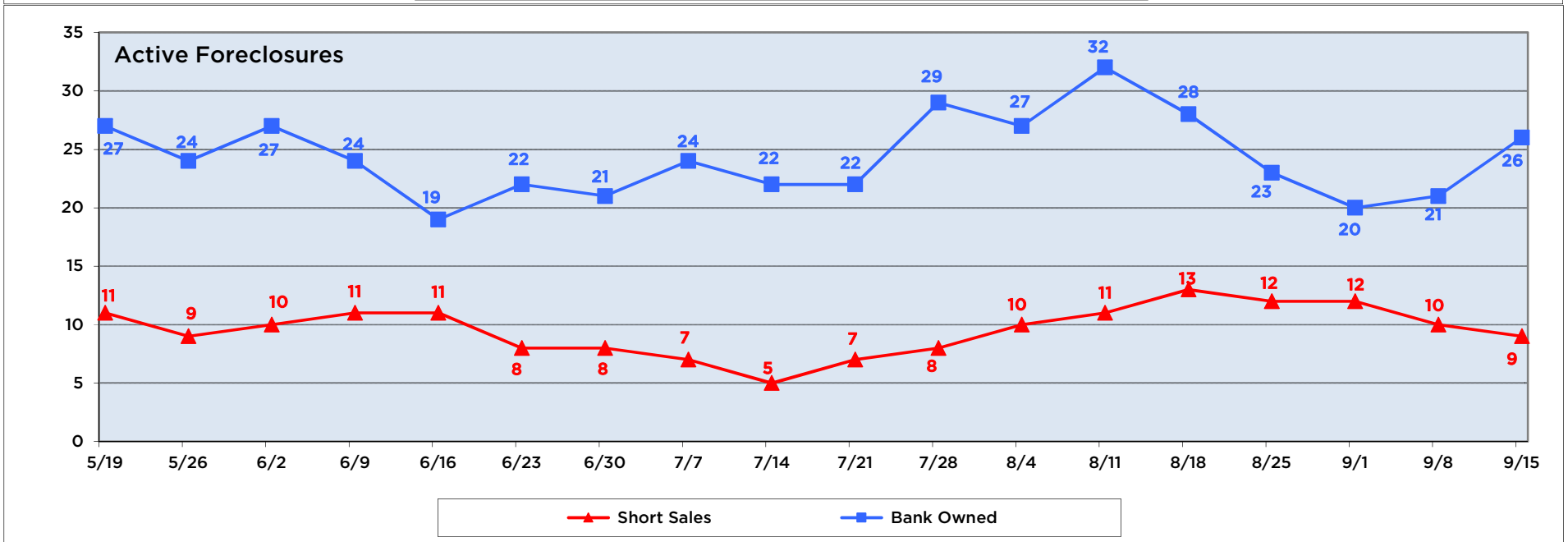
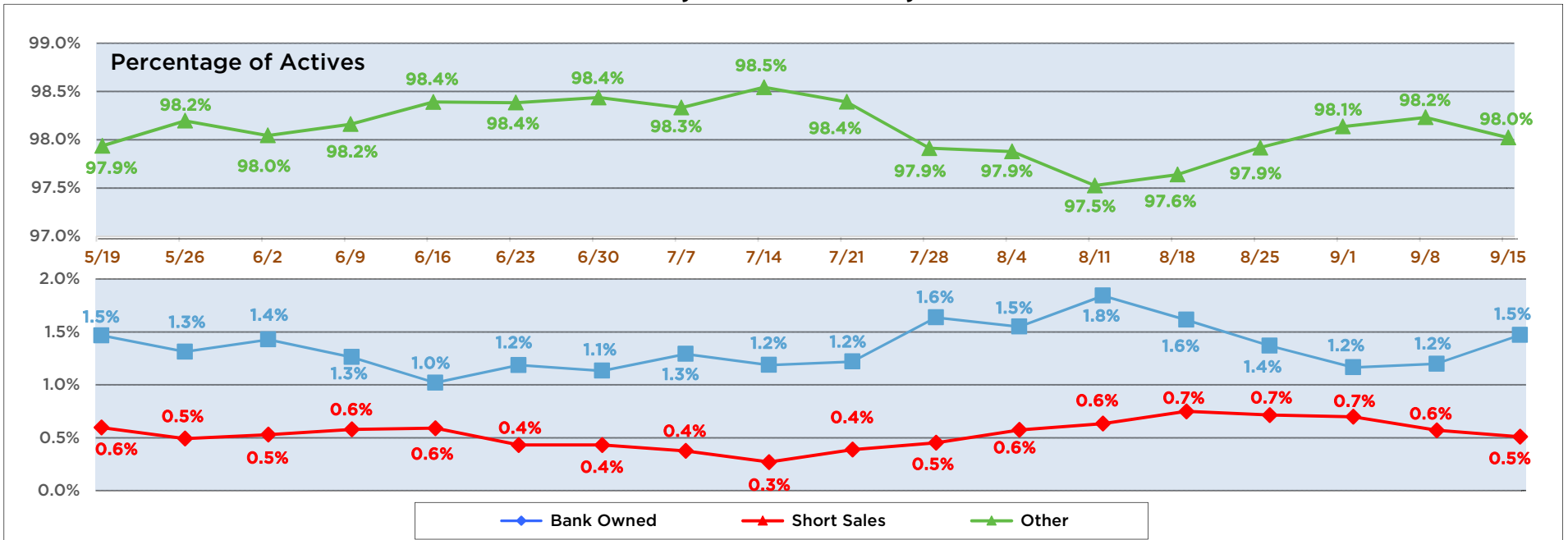
Condos, Townhomes, Villas



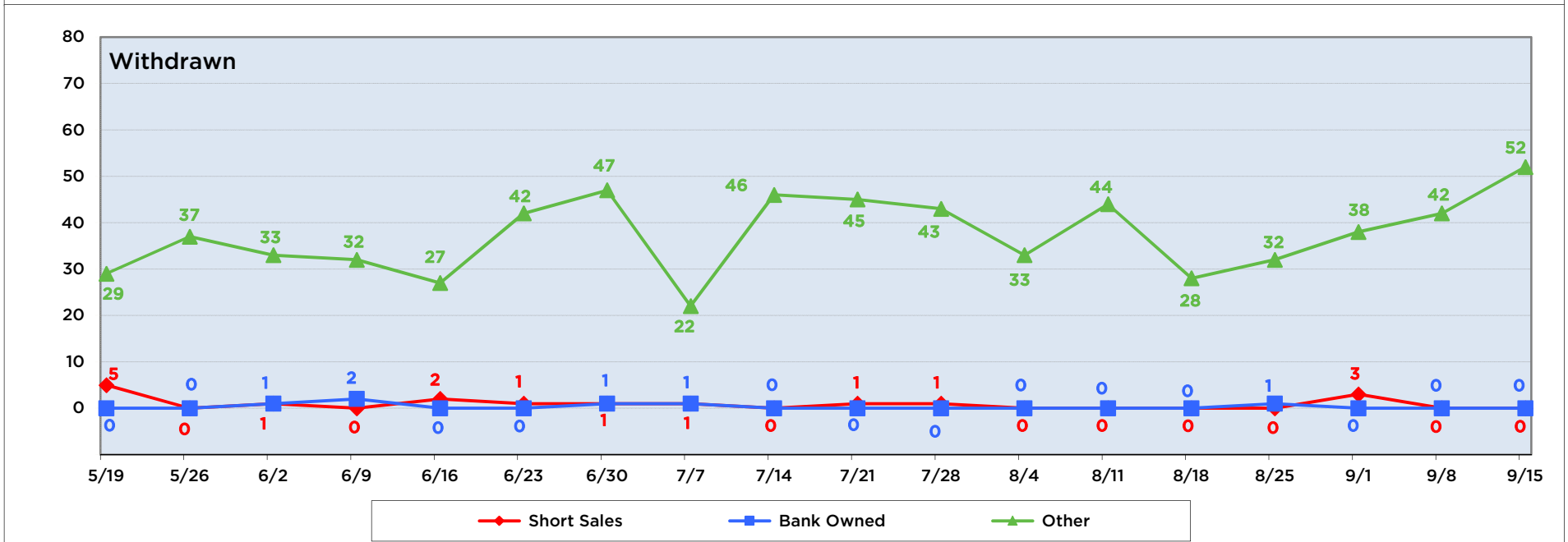
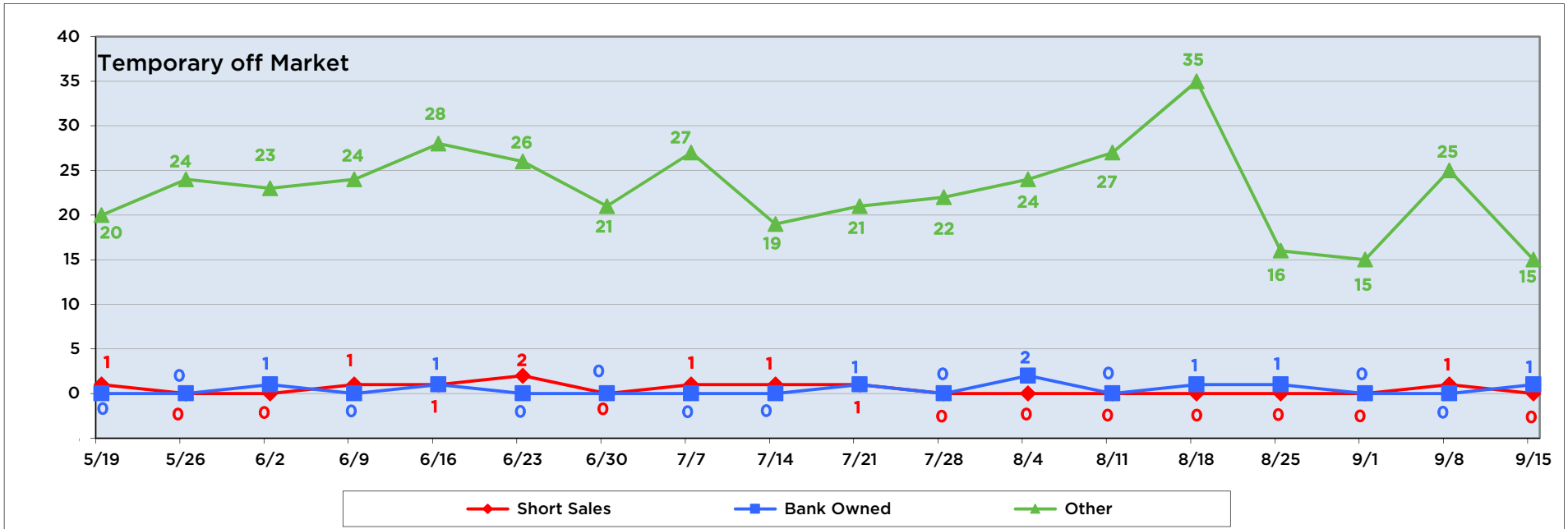
Condos, Townhomes, Villas



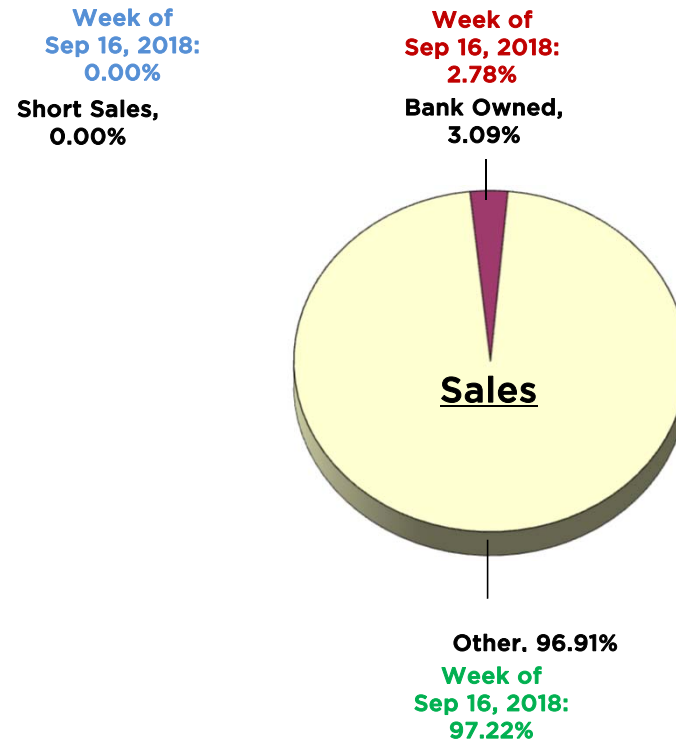
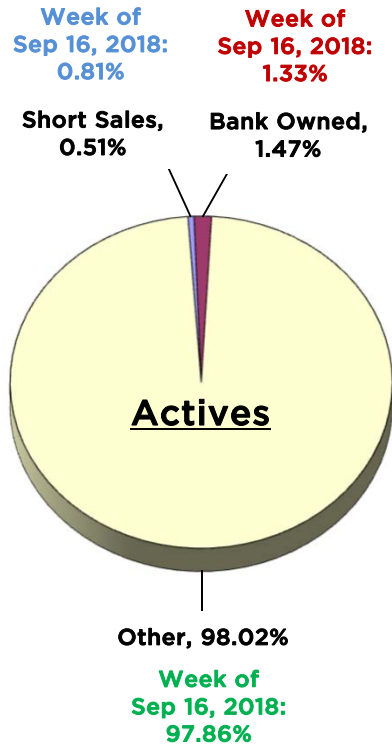
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 6 Condos, Townhomes, or Villas available for the Median Price of \$172,500?

(± \$500)

| County / City | Zip Code | Available | Average List Price | Average Beds | Average Baths | Average SqFt | List \$ per SqFt |
|---------------------------|----------|-----------|--------------------|--------------|---------------|--------------|------------------|
| Seminole County | | | | | | | |
| Casselberry | 32707 | 1 | \$172,900 | 2.0 | 2.0 | 1,002 | \$172.55 |
| Orange County | | | | | | | |
| Williamsburg / Lake Bryan | 32821 | 1 | \$172,000 | 2.0 | 2.0 | 1,060 | \$162.26 |
| Hunters Creek | 32837 | 1 | \$172,800 | 3.0 | 2.0 | 1,276 | \$135.42 |
| Osceola County | | | | | | | |
| Kissimmee / Celebration | 34747 | 2 | \$172,475 | 3.0 | 2.0 | 1,335 | \$129.19 |
| Lake County | | | | | | | |
| Mount Dora | 32757 | 1 | \$172,900 | 2.0 | 2.0 | 1,209 | \$143.01 |