



## ***Monday Morning Quarterback Summary***

***Week of September 29, 2019 - October 5, 2019***

### ***Single-family existing homes***

- Sales of single-family homes increased to 663 during the week of Sep 29, from 523 the week prior
- The median price of single family homes decreased to \$260,000, a change of -4.1%
- The number of single-family home foreclosure transactions decreased to 11 last week, from 20 the week of Sep 22
- The number of single-family home short-sale transactions remained constant at 2
- Single-family inventory decreased by 10, and now sits at 6,723

### ***Condos, townhomes, and villas***

- Sales of condos, townhomes, and villas increased to 208 during the week of Sep 29, from 144 the week prior
- The median price of condos, townhomes, and villas decreased to \$164,950, a change of -2.8%
- The number of condo, townhome, and villa foreclosure transactions increased to 4 last week, from 2 the week of Sep 22
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory increased by 4, and now sits at 1,775

*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
<b>Sales</b>	<b>663</b>	<b>287</b>	<b>157</b>	<b>118</b>	<b>57</b>	<b>36</b>	<b>8</b>
Bank Owned	11	9	0	2	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	650	276	157	116	57	36	8
<b>Active Listings</b>	<b>6,723</b>	<b>1,536</b>	<b>1,058</b>	<b>1,609</b>	<b>831</b>	<b>1,234</b>	<b>455</b>
Bank Owned	151	77	20	31	10	9	4
Short Sales	62	23	10	17	6	4	2
Other	6,510	1,436	1,028	1,561	815	1,221	449
<b>Months of Inventory</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>3</b>	<b>8</b>	<b>13</b>

#### List Price

Average Original List Price	\$316,177	\$203,256	\$284,937	\$363,122	\$459,202	\$686,693	\$1,601,488
Average Final List Price	\$307,946	\$200,184	\$277,747	\$355,079	\$448,709	\$651,975	\$1,520,250

#### Sale Price

Average Price	\$299,498	\$194,966	\$272,068	\$346,634	\$435,770	\$631,176	\$1,429,125
Median Price	\$260,000	\$205,000	\$270,000	\$340,000	\$427,000	\$575,000	\$1,217,500

#### Price Differences

<b>Original to Final List Price</b>	<b>-\$8,231</b>	<b>-\$3,072</b>	<b>-\$7,190</b>	<b>-\$8,043</b>	<b>-\$10,493</b>	<b>-\$34,718</b>	<b>-\$81,238</b>
<b>Original List to Sale Price - \$</b>	<b>-\$16,679</b>	<b>-\$8,290</b>	<b>-\$12,869</b>	<b>-\$16,488</b>	<b>-\$23,432</b>	<b>-\$55,517</b>	<b>-\$172,363</b>
<b>Final List to Sale Price - \$</b>	<b>-\$8,448</b>	<b>-\$5,218</b>	<b>-\$5,679</b>	<b>-\$8,445</b>	<b>-\$12,939</b>	<b>-\$20,799</b>	<b>-\$91,125</b>
<b>Original List to Sale Price - %</b>	<b>94.72%</b>	<b>95.92%</b>	<b>95.48%</b>	<b>95.46%</b>	<b>94.90%</b>	<b>91.92%</b>	<b>89.24%</b>
<b>Final List to Sale Price - %</b>	<b>97.26%</b>	<b>97.39%</b>	<b>97.96%</b>	<b>97.62%</b>	<b>97.12%</b>	<b>96.81%</b>	<b>94.01%</b>

#### Days on the Market

Avg Days Listing to Contract	52	43	49	58	55	95	114
Combined Avg Days to Contract	51	36	49	55	63	96	236
Avg Days Listing to Closing	90	79	88	98	95	136	166
Avg Days Contract to Close	38	36	38	39	39	41	51

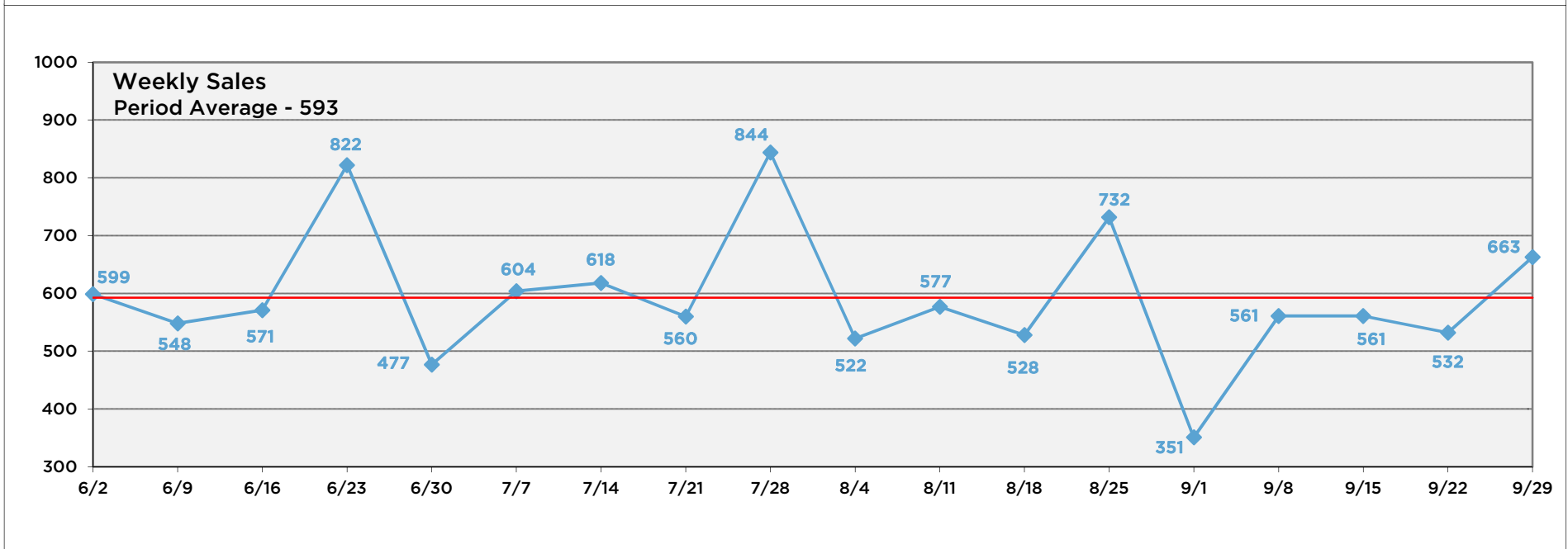
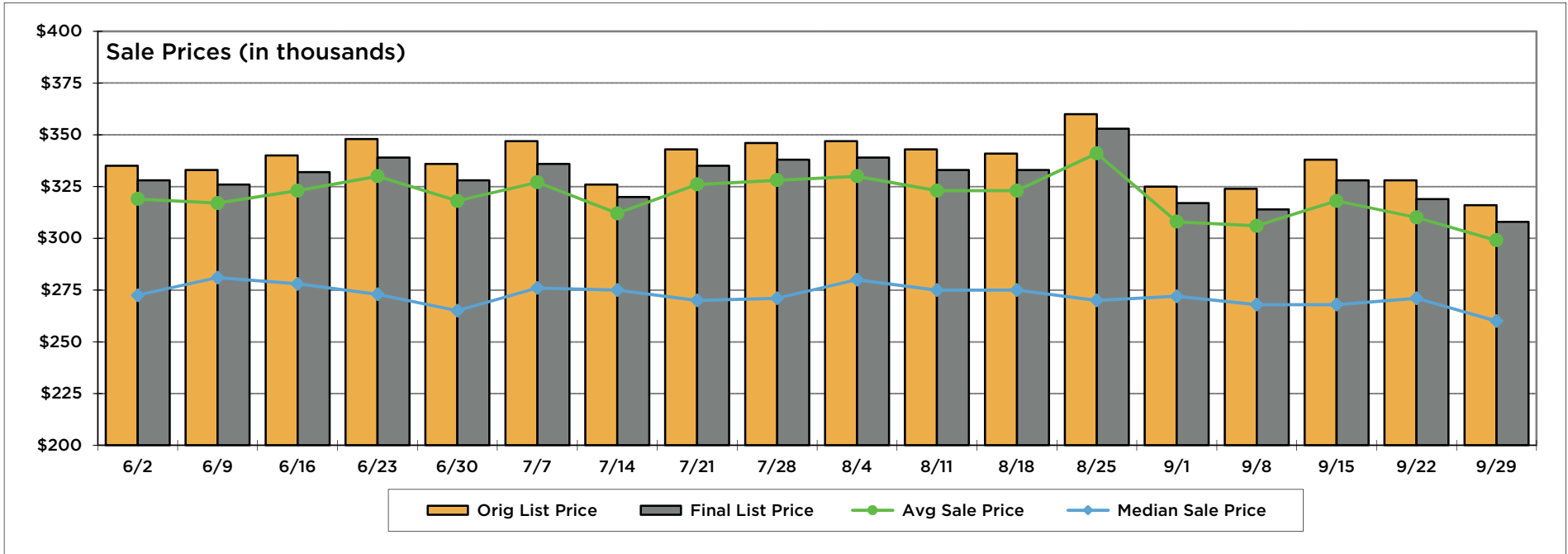
#### Beds / Baths

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

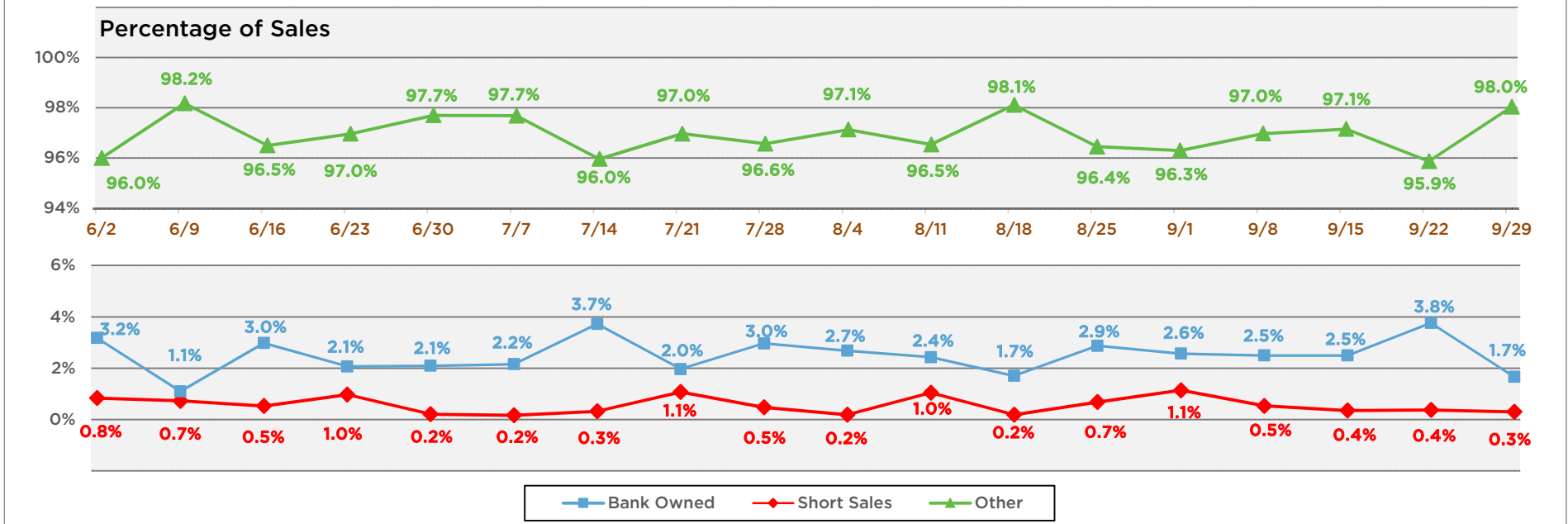
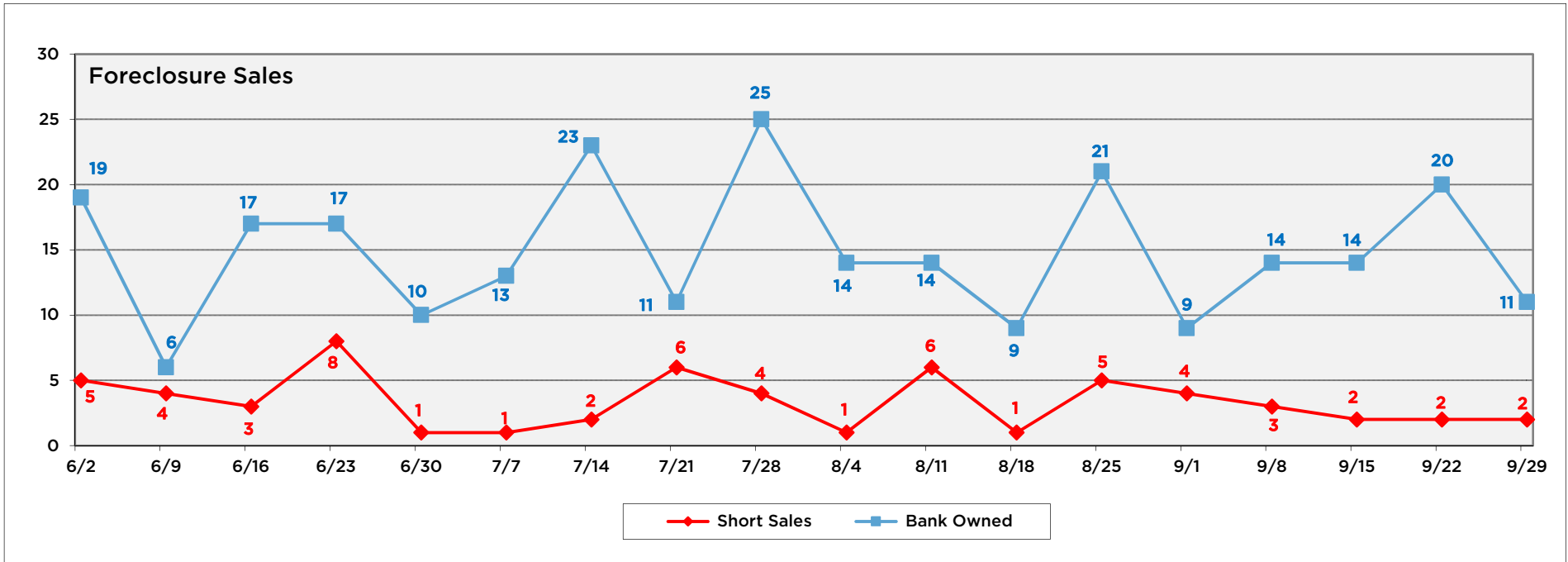
#### Square Footage

Average Square Feet	2,053	1,524	1,970	2,419	2,843	3,534	4,961
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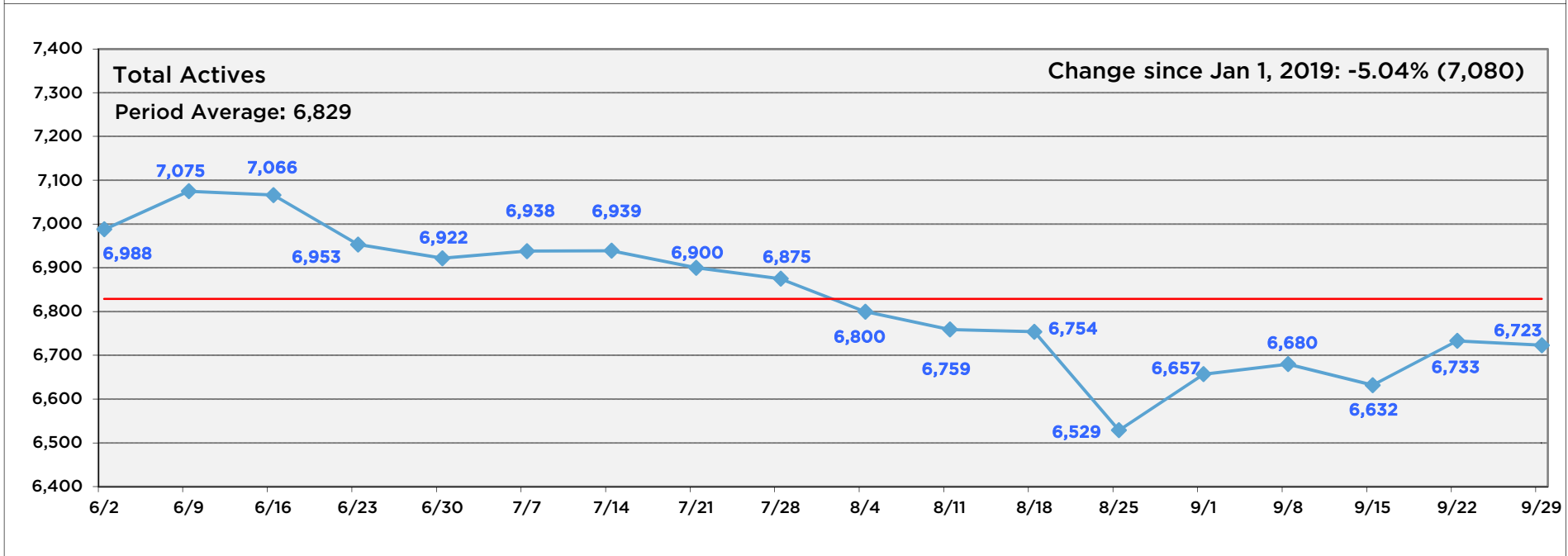
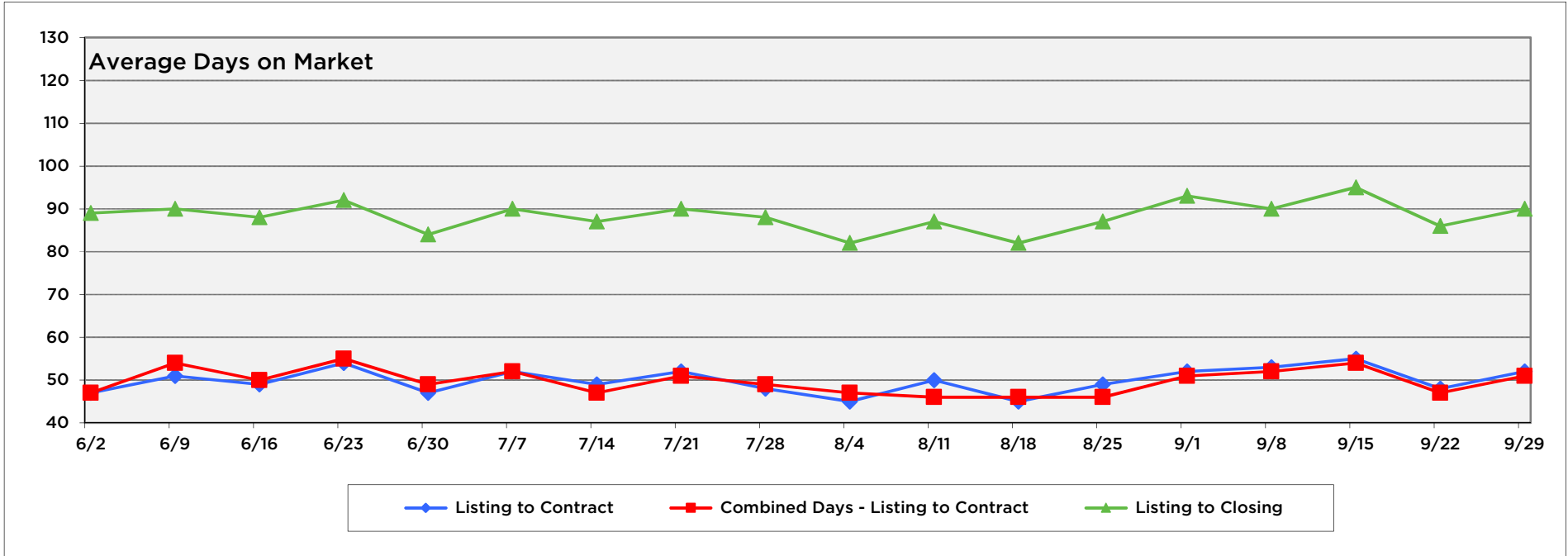
### Single Family Homes



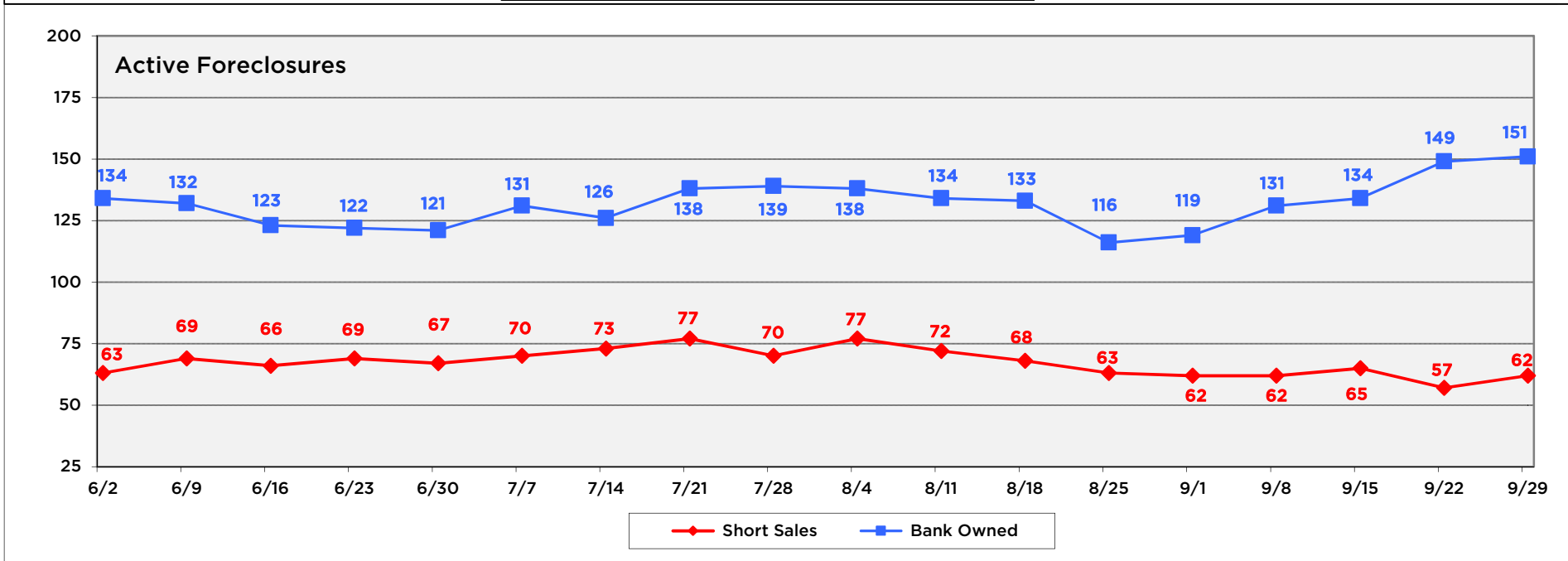
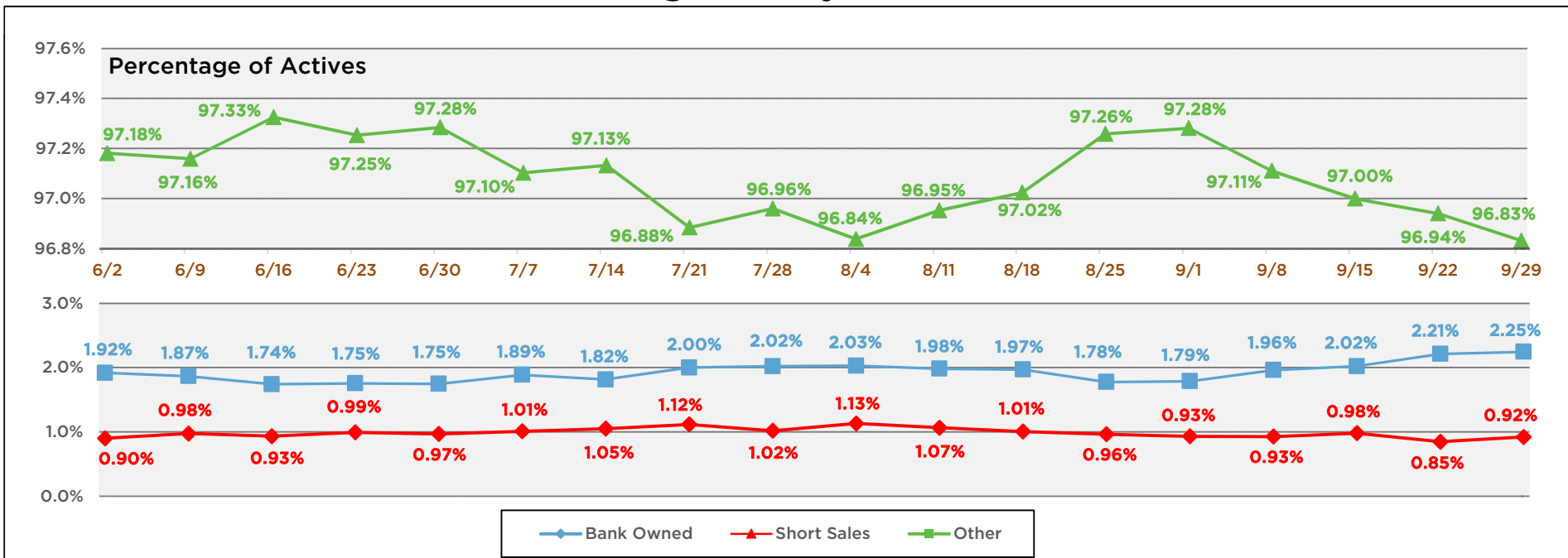
### Single Family Homes



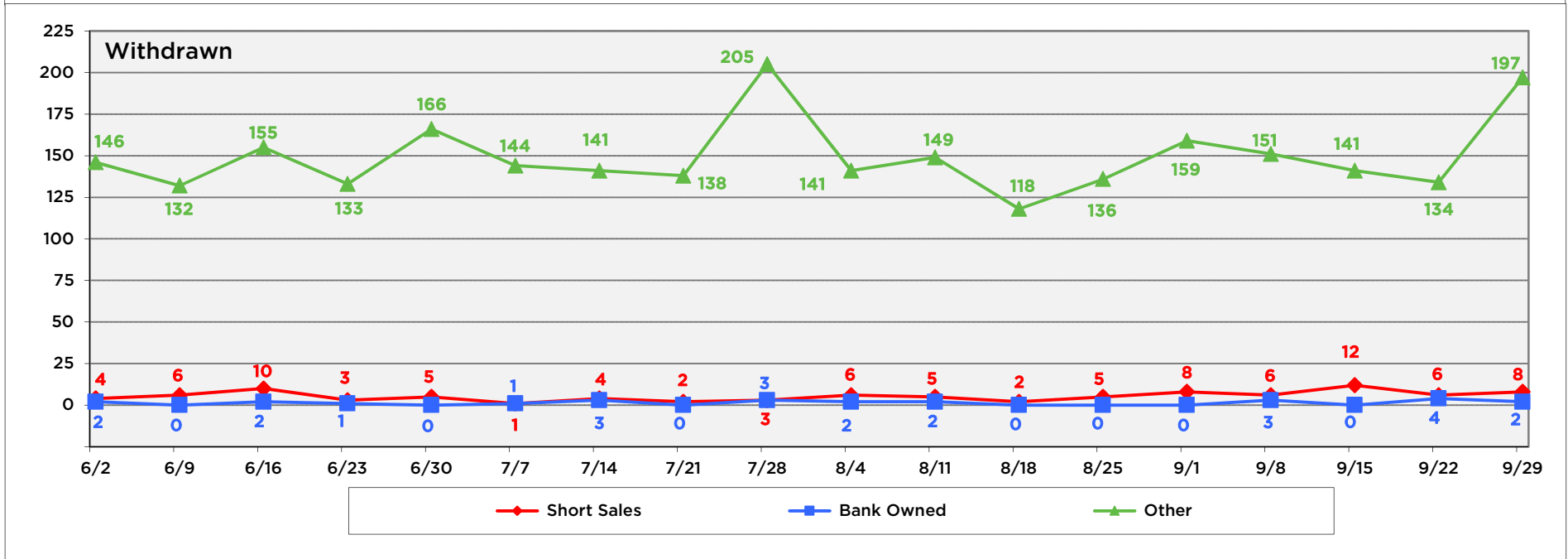
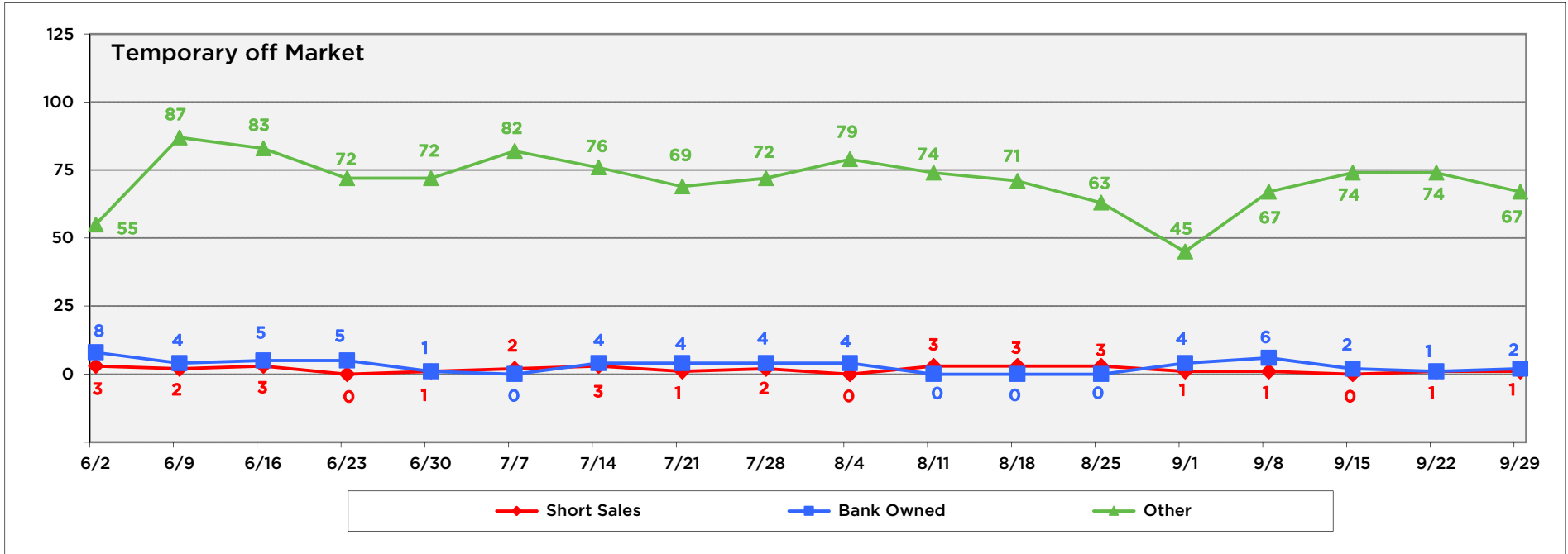
### Single Family Homes



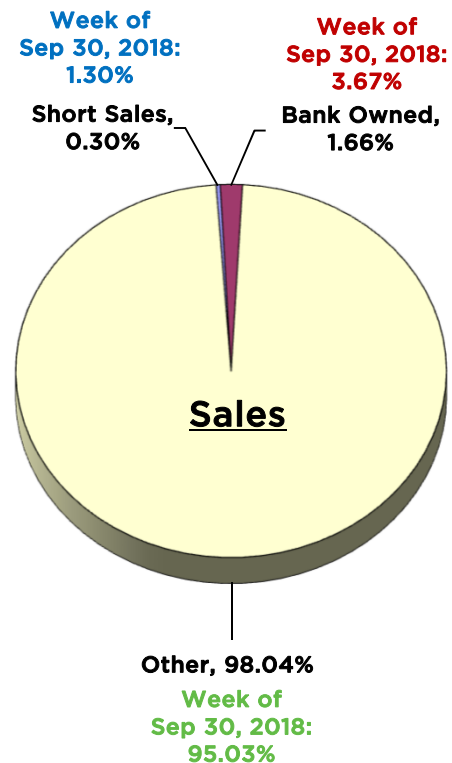
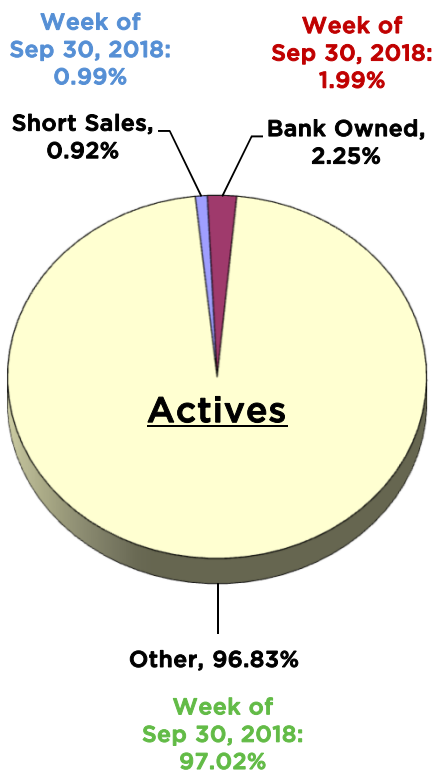
### Single Family Homes



### Single Family Homes



## Single Family Homes



**Where are the 87 Single Family Homes available for the Median Price of \$260,000? (± \$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>
<b>Seminole County</b>		<b>13</b>	<b>\$259,875</b>	<b>3.4</b>	<b>2.3</b>	<b>1,669</b>	<b>\$155.68</b>
Altamonte Springs (East)	32701	2	\$259,800	4.0	3.0	1,788	\$145.30
Apopka / Hunt Club	32703	2	\$259,950	4.0	3.0	1,614	\$161.06
Casselberry	32707	1	\$260,000	3.0	2.0	1,848	\$140.69
Winter Springs / Tuskawilla	32708	1	\$259,900	3.0	2.0	1,304	\$199.31
Altamonte Springs / Forest City	32714	2	\$259,950	3.0	2.0	1,530	\$169.90
Maitland / Eatonville	32751	1	\$259,900	4.0	2.0	1,593	\$163.15
Oviedo	32765	3	\$259,800	3.0	2.0	1,538	\$168.92
Sanford / Lake Forest	32771	1	\$259,777	3.0	2.0	2,478	\$104.83
<b>Orange County</b>		<b>29</b>	<b>\$259,938</b>	<b>3.3</b>	<b>2.0</b>	<b>1,711</b>	<b>\$151.89</b>
Apopka (North)	32712	4	\$259,950	4.0	2.0	2,064	\$125.94
Mount Dora	32757	1	\$259,500	4.0	3.0	1,905	\$136.22
Winter Park (West)	32789	1	\$260,000	3.0	1.0	810	\$320.99
College Park	32804	1	\$259,900	3.0	2.0	1,080	\$240.65
Pine Hills / Rosemont	32808	2	\$260,000	4.0	2.0	1,984	\$131.05
Pinecastle / Belle Isle	32809	1	\$260,000	3.0	2.0	1,584	\$164.14
Lockhart	32810	1	\$259,900	3.0	2.0	1,716	\$151.46
Union Park	32817	1	\$260,000	3.0	2.0	1,715	\$151.60
Hiawassee	32818	3	\$259,967	3.0	2.0	1,856	\$140.07
Bithlo	32820	1	\$259,999	3.0	2.0	1,878	\$138.44
Williamsburg / Lake Bryan	32821	1	\$259,900	3.0	2.0	1,576	\$164.91
Ventura	32822	1	\$259,900	3.0	2.0	2,052	\$126.66
Taft	32824	4	\$259,975	3.0	2.0	1,667	\$155.95
Rio Pinar / Union Park	32825	1	\$260,000	4.0	2.0	1,838	\$141.46
Waterford Lakes	32828	1	\$260,000	3.0	2.0	1,564	\$166.24
Union Park / Chickasaw	32829	2	\$259,900	3.0	2.0	1,512	\$171.89
Gotha	34734	1	\$259,900	2.0	2.0	1,225	\$212.16
Ocoee	34761	2	\$259,900	4.0	2.0	1,601	\$162.34

**Where are the 87 Single Family Homes available for the Median Price of \$260,000? (cont'd) (± \$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>
<b>Osceola County</b>		<b>29</b>	<b>\$259,948</b>	<b>3.9</b>	<b>2.3</b>	<b>1,956</b>	<b>\$132.90</b>
Kissimmee (Central)	34741	1	\$260,000	5.0	3.0	1,546	\$168.18
Kissimmee / Buena Ventura Lakes	34743	3	\$259,933	3.0	2.0	1,667	\$155.93
Kissimmee (East)	34744	8	\$259,950	4.0	2.0	1,873	\$138.79
Kissimmee (West) / Pleasant Hill	34746	9	\$259,955	4.0	3.0	2,256	\$115.23
Kissimmee / Poinciana	34758	2	\$259,950	4.0	2.0	1,712	\$151.84
St Cloud	34769	1	\$259,900	3.0	2.0	1,751	\$148.43
St Cloud / Narcoossee	34771	2	\$259,900	4.0	2.0	1,939	\$134.04
St Cloud / Canoe Creek	34772	3	\$259,967	4.0	2.0	1,945	\$133.66
<b>Lake County</b>		<b>16</b>	<b>\$259,925</b>	<b>3.4</b>	<b>2.6</b>	<b>2,041</b>	<b>\$127.33</b>
Eustis (West)	32726	1	\$260,000	4.0	2.0	2,215	\$117.38
Grand Island	32735	1	\$260,000	4.0	3.0	2,442	\$106.47
Clermont (Central)	34711	2	\$259,950	3.0	2.0	1,816	\$143.14
Clermont (South)	34714	2	\$260,000	4.0	3.0	2,417	\$107.57
Minneola	34715	1	\$260,000	3.0	2.0	1,340	\$194.03
Groveland	34736	2	\$260,000	4.0	2.0	1,924	\$135.14
Leesburg (West)	34748	6	\$259,833	3.0	3.0	2,035	\$127.68
Leesburg (East) / Haines Creek	34788	1	\$259,900	3.0	2.0	2,141	\$121.39

**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>208</b>	176	22	4	5	0	1
Bank Owned	4	4	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	203	171	22	4	5	0	1
<b>Active Listings</b>	<b>1,775</b>	1,248	197	200	69	49	12
Bank Owned	24	22	1	1	0	0	0
Short Sales	9	8	1	0	0	0	0
Other	1,742	1,218	195	199	69	49	12
<b>Months of Inventory</b>	<b>2</b>	2	2	12	3	0	3

***List Price***

Average Original List Price	\$192,871	\$160,798	\$285,364	\$349,950	\$429,600	\$0	\$1,990,900
Average Final List Price	\$189,163	\$157,574	\$279,459	\$328,950	\$429,800	\$0	\$2,000,000

***Sale Price***

Average Price	\$183,081	\$152,503	\$270,886	\$320,225	\$420,000	\$0	\$1,900,000
Median Price	\$164,950	\$150,000	\$267,500	\$310,000	\$415,000	\$0	\$1,900,000

***Price Differences***

<b>Original to Final List Price</b>	<b>-\$3,708</b>	-\$3,224	-\$5,905	-\$21,000	\$200	\$0	\$9,100
<b>Original List to Sale Price - \$</b>	<b>-\$9,790</b>	-\$8,295	-\$14,478	-\$29,725	-\$9,600	\$0	-\$90,900
<b>Final List to Sale Price - \$</b>	<b>-\$6,082</b>	-\$5,071	-\$8,573	-\$8,725	-\$9,800	\$0	-\$100,000
<b>Original List to Sale Price - %</b>	<b>94.92%</b>	94.84%	94.93%	91.51%	97.77%	0.00%	95.43%
<b>Final List to Sale Price - %</b>	<b>96.78%</b>	96.78%	96.93%	97.35%	97.72%	0.00%	95.00%

***Days on the Market***

Avg Days Listing to Contract	50	48	64	73	25	0	187
Combined Avg Days to Contract	50	48	61	70	24	0	187
Avg Days Listing to Closing	84	82	101	110	56	0	220
Avg Days Contract to Close	34	34	36	36	30	0	32

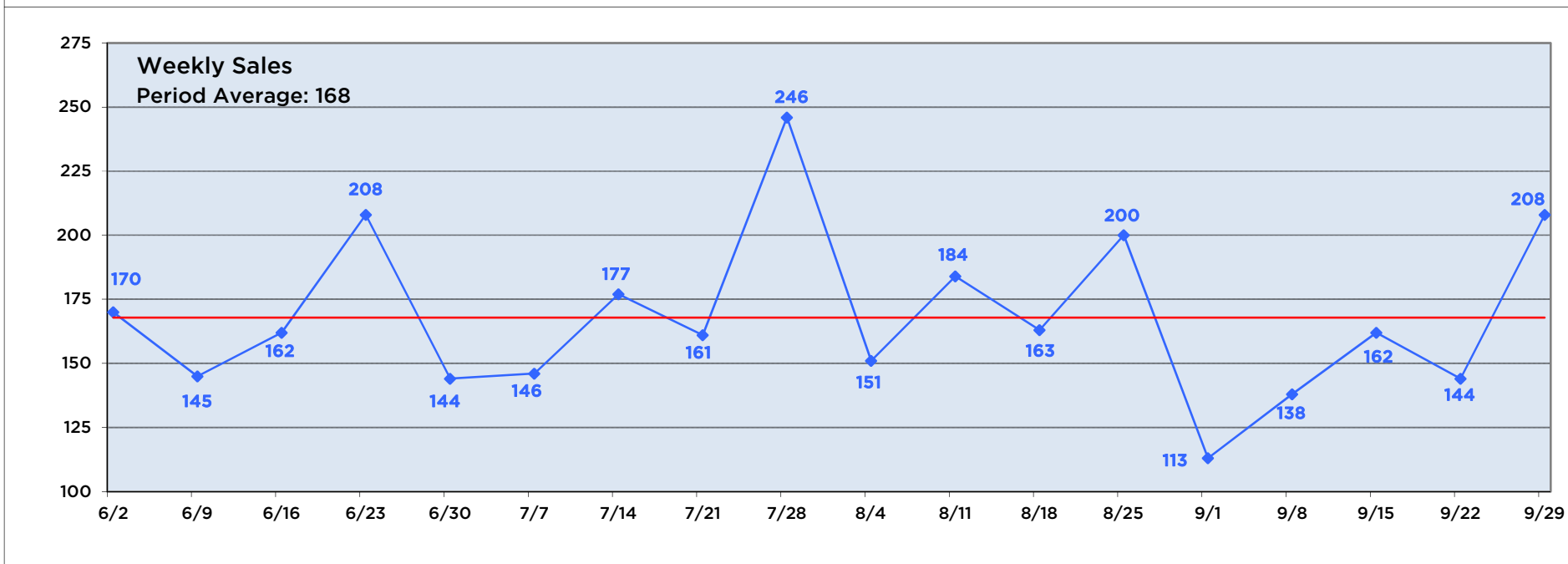
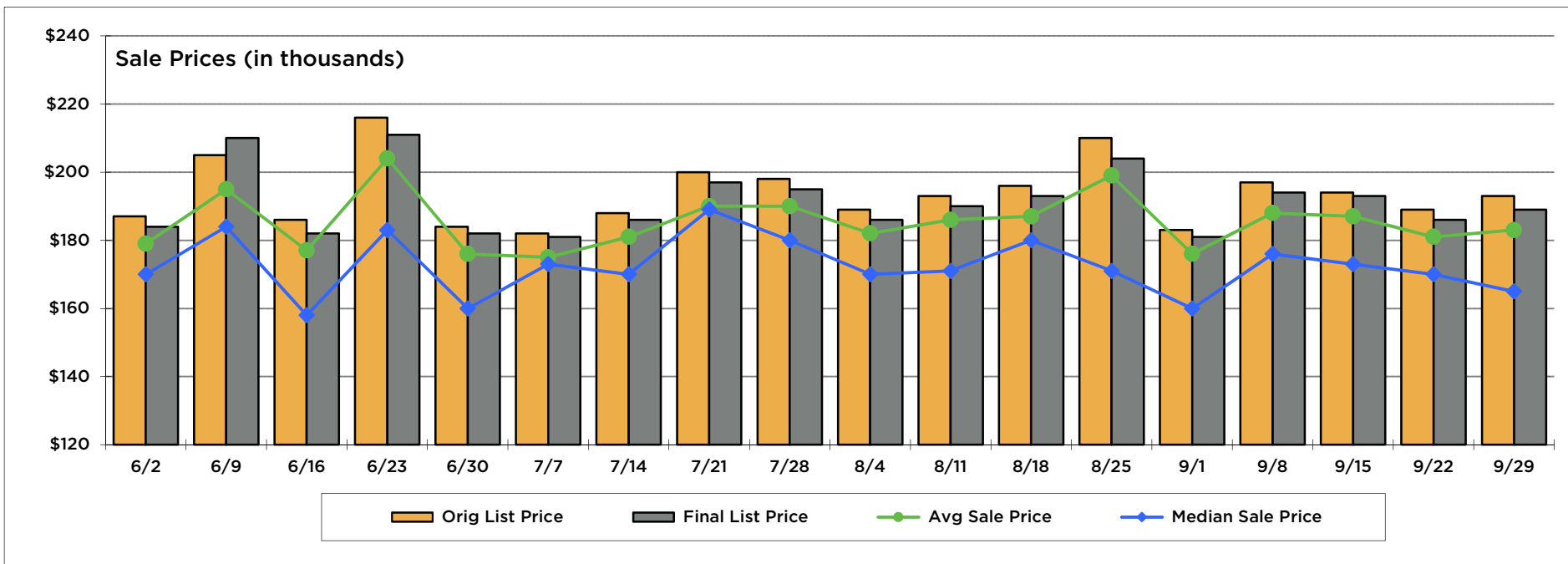
***Beds / Baths***

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

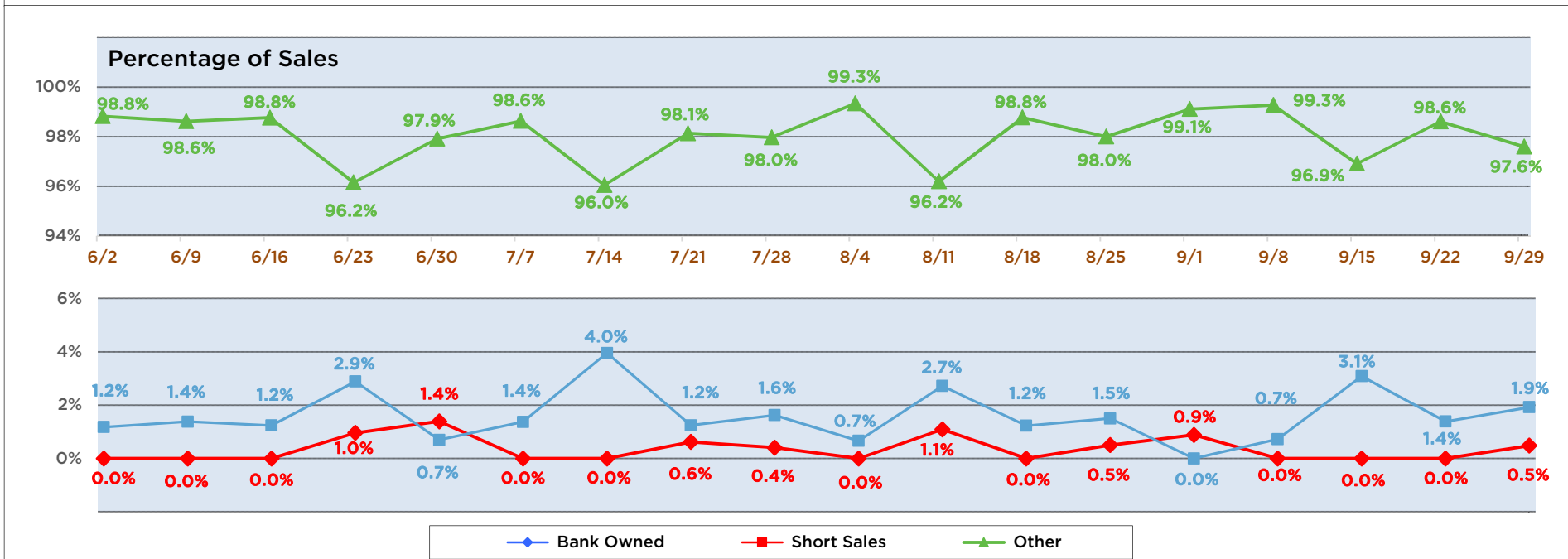
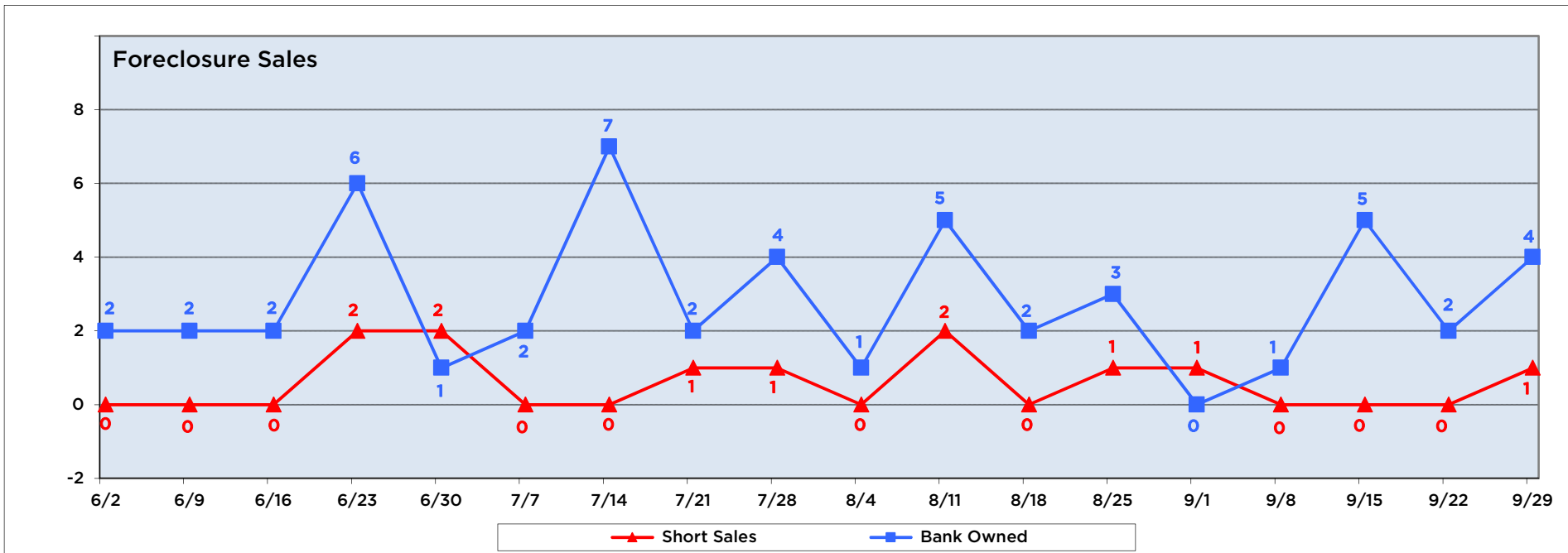
***Square Footage***

Average Square Feet	1,313	1,198	1,797	1,886	1,954	0	5,294
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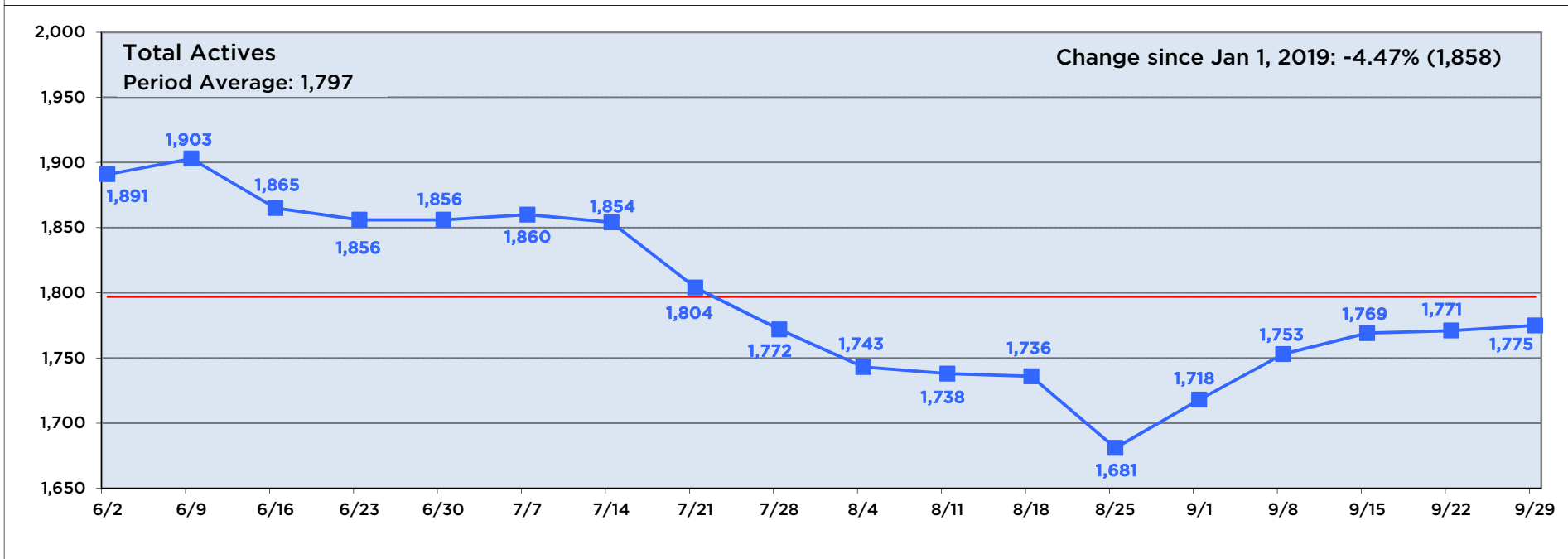
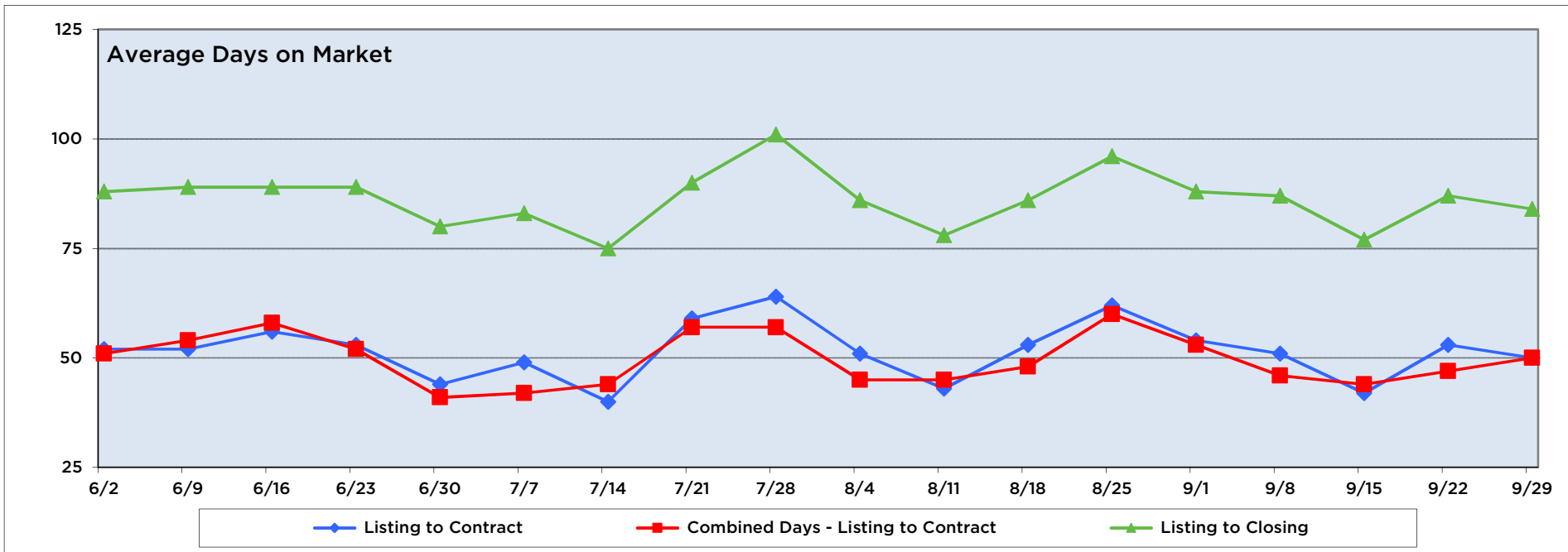
### Condos, Townhomes, Villas



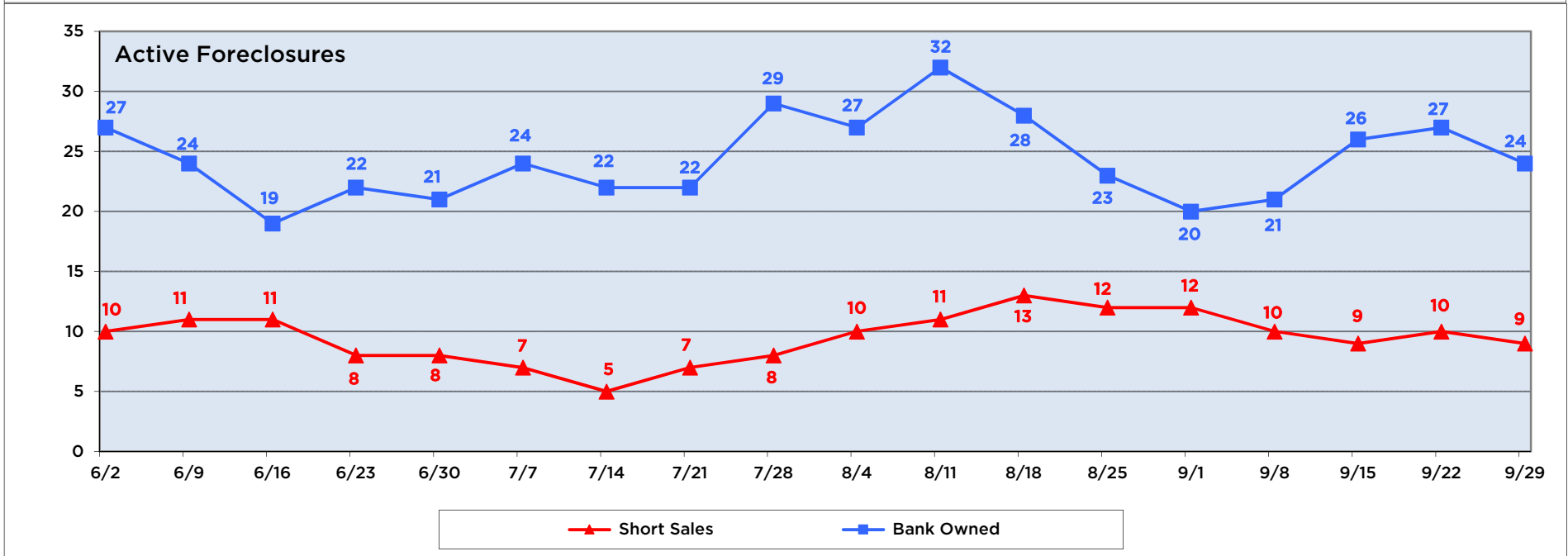
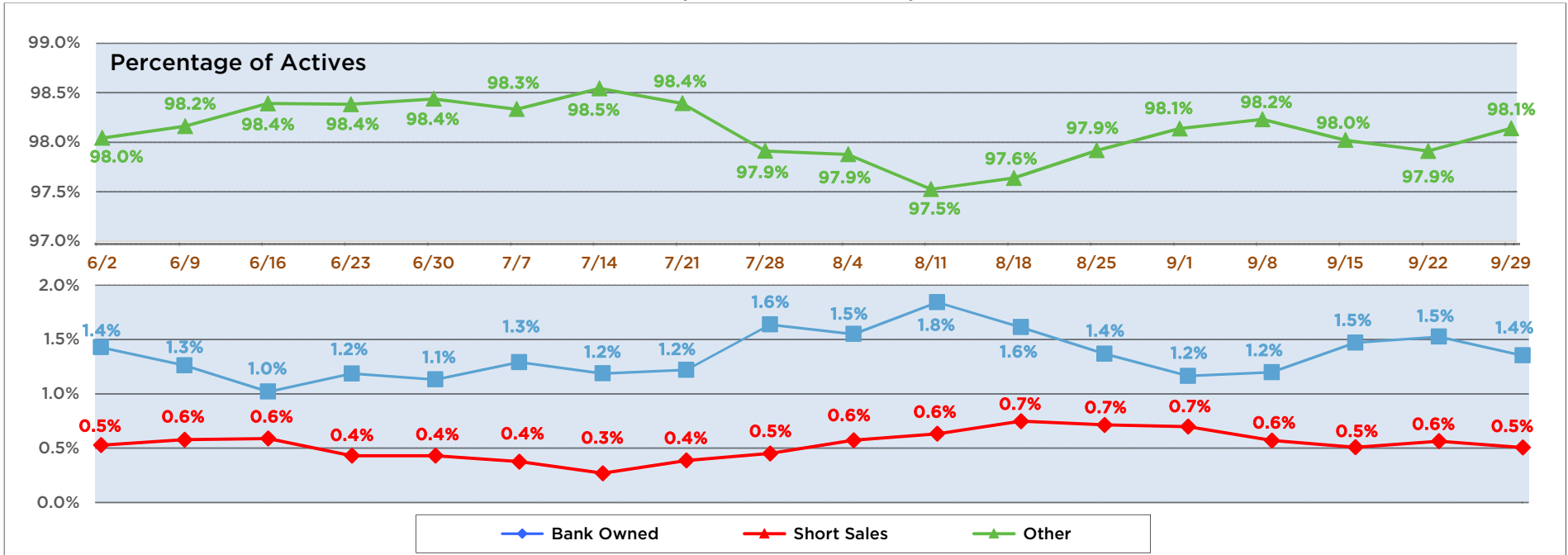
**Condos, Townhomes, Villas**



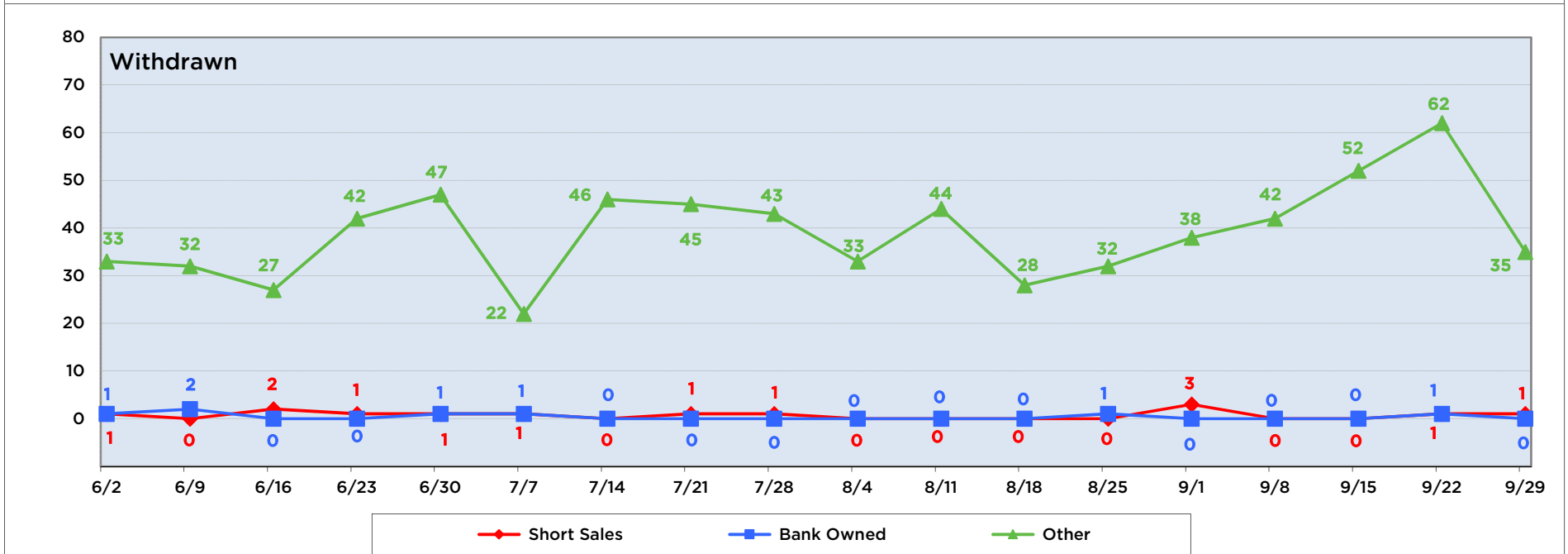
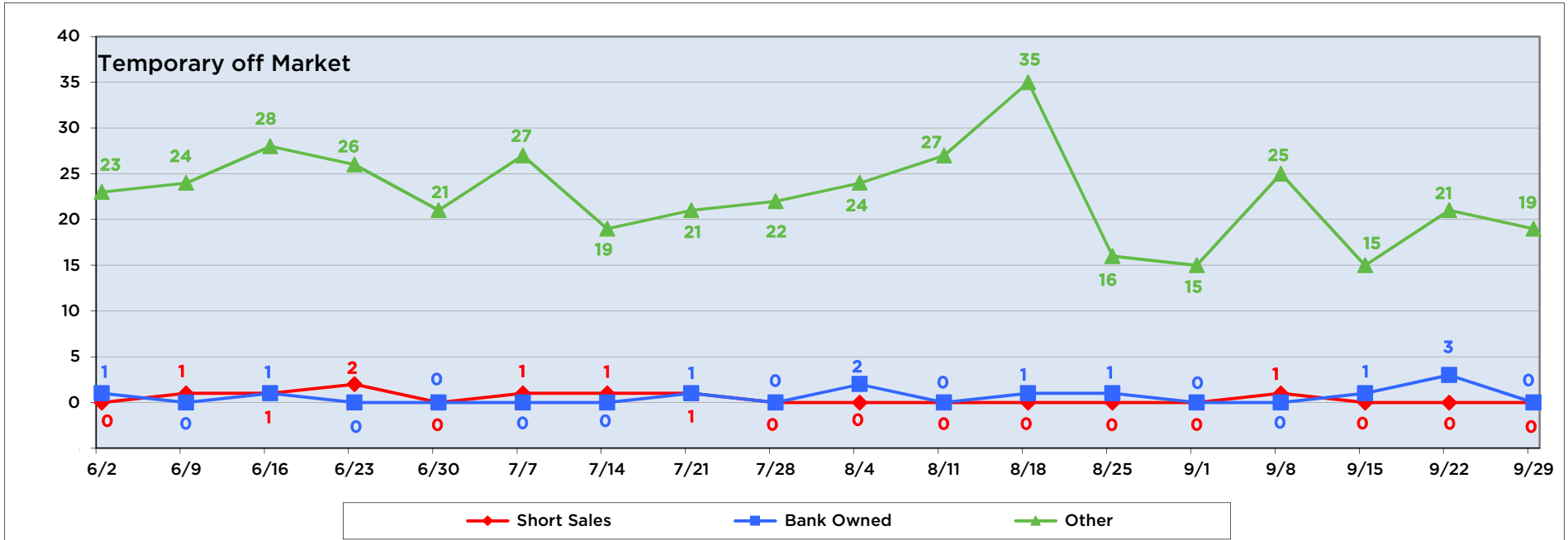
### Condos, Townhomes, Villas



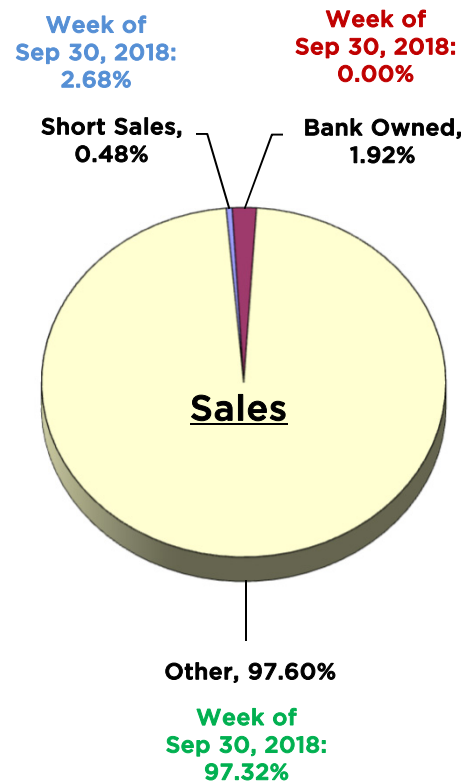
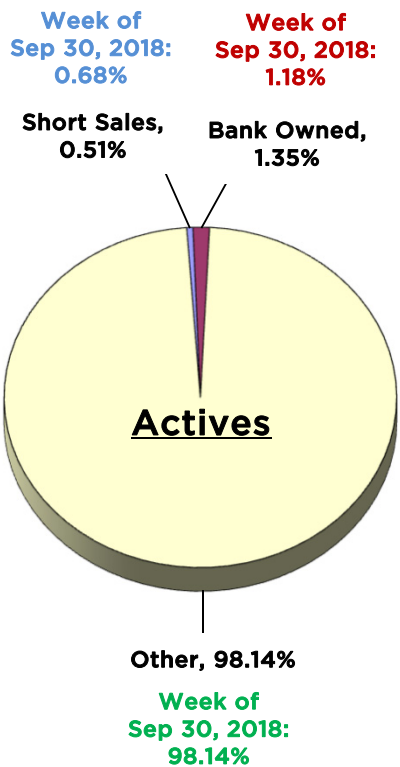
**Condos, Townhomes, Villas**



### Condos, Townhomes, Villas



**Condos, Townhomes, Villas**



**Where are the 20 Condos, Townhomes, or Villas available for the Median Price of \$164,950?**

(± \$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>
<b>Seminole County</b>		<b>3</b>	<b>\$164,967</b>	<b>2.0</b>	<b>1.7</b>	<b>1,102</b>	<b>\$149.74</b>
Winter Springs / Tuskawilla	32708	1	\$165,000	2.0	2.0	1,235	\$133.60
Lake Mary / Heathrow	32746	1	\$164,900	2.0	1.0	1,095	\$150.59
Oviedo	32765	1	\$165,000	2.0	2.0	975	\$169.23
<b>Orange County</b>		<b>11</b>	<b>\$164,991</b>	<b>2.4</b>	<b>1.8</b>	<b>1,136</b>	<b>\$145.23</b>
Delaney / Crystal Lake	32806	1	\$164,900	3.0	2.0	1,428	\$115.48
Azalea Park	32807	2	\$165,000	2.0	1.0	964	\$171.16
Pine Hills / Rosemont	32808	1	\$165,000	3.0	2.0	1,398	\$118.03
Williamsburg / Lake Bryan	32821	2	\$165,000	3.0	2.0	1,249	\$132.11
Ventura	32822	1	\$165,000	2.0	2.0	914	\$180.53
Taft	32824	3	\$165,000	2.0	2.0	1,117	\$147.72
Rio Pinar / Union Park	32825	1	\$165,000	2.0	2.0	980	\$168.37
<b>Osceola County</b>		<b>4</b>	<b>\$164,950</b>	<b>3.0</b>	<b>2.5</b>	<b>1,392</b>	<b>\$118.50</b>
Davenport	33896	1	\$164,900	3.0	2.0	1,364	\$120.89
Kissimmee / Buena Ventura Lakes	34743	1	\$164,900	3.0	2.0	1,070	\$154.11
Kissimmee / Celebration	34747	2	\$165,000	3.0	3.0	1,567	\$105.30
<b>Lake County</b>		<b>2</b>	<b>\$164,950</b>	<b>2.5</b>	<b>2.0</b>	<b>1,460</b>	<b>\$113.02</b>
Tavares / Mt Plymouth	32778	1	\$164,900	2.0	2.0	1,179	\$139.86
Leesburg (West)	34748	1	\$165,000	3.0	2.0	1,740	\$94.83