



Monday Morning Quarterback Summary

Week of December 22, 2019 - December 28, 2019

Single-family existing homes

- Sales of single-family homes decreased to 333 during the week of Dec 22, from 495 the week prior
- The median price of single family homes decreased to \$264,900, a change of -5.1%
- The number of single-family home foreclosure transactions decreased to 12 last week, from 14 the week of Dec 15
- The number of single-family home short-sale transactions increased to 6 from 2 the week prior
- Single-family inventory decreased by 141, and now sits at 6,103

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 85 during the week of Dec 22, from 133 the week prior
- The median price of condos, townhomes, and villas increased to \$195,000, a change of 2.2%
- The number of condo, townhome, and villa foreclosure transactions decreased to 1 last week, from 4 the week of Dec 15
- The number of condo, townhome and villa short-sale transactions remained constant at 0
- Condo inventory decreased by 47, and now sits at 1,664

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 | 333 | 147 | 62 | 85 | 15 | 23 | 1 |
| Bank Owned | 12 | 12 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 6 | 3 | 1 | 1 | 0 | 1 | 0 |
| Other | 315 | 132 | 61 | 84 | 15 | 22 | 1 |
| Active Listings | 6,103 | 1,485 | 928 | 1,358 | 787 | 1,092 | 453 |
| Bank Owned | 146 | 69 | 29 | 22 | 12 | 7 | 7 |
| Short Sales | 55 | 26 | 5 | 13 | 7 | 3 | 1 |
| Other | 5,902 | 1,390 | 894 | 1,323 | 768 | 1,082 | 445 |
| Months of Inventory | 4 | 2 | 3 | 4 | 12 | 11 | 105 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$302,019 | \$191,982 | \$284,139 | \$355,812 | \$461,540 | \$698,574 | \$1,500,000 |
| Average Final List Price | \$295,035 | \$188,135 | \$277,496 | \$348,581 | \$541,100 | \$677,839 | \$1,400,000 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$287,885 | \$183,004 | \$272,594 | \$341,804 | \$437,757 | \$653,862 | \$1,405,000 |
| Median Price | \$264,900 | \$199,500 | \$272,825 | \$338,000 | \$425,000 | \$595,000 | \$1,405,000 |

Price Differences

| | | | | | | | |
|--|-----------|----------|-----------|-----------|------------|-----------|------------|
| <i>Original to Final</i> List Price | -\$6,984 | -\$3,847 | -\$6,643 | -\$7,231 | \$79,560 | -\$20,735 | -\$100,000 |
| <i>Original</i> List to <i>Sale</i> Price - \$ | -\$14,134 | -\$8,978 | -\$11,545 | -\$14,008 | -\$23,783 | -\$44,712 | -\$95,000 |
| <i>Final</i> List to <i>Sale</i> Price - \$ | -\$7,150 | -\$5,131 | -\$4,902 | -\$6,777 | -\$103,343 | -\$23,977 | \$5,000 |
| <i>Original</i> List to <i>Sale</i> Price - % | 95.32% | 95.32% | 95.94% | 96.06% | 94.85% | 93.60% | 93.67% |
| <i>Final</i> List to <i>Sale</i> Price - % | 97.58% | 97.27% | 98.23% | 98.06% | 80.90% | 96.46% | 100.36% |

Days on the Market

| | | | | | | | |
|-------------------------------|----|----|----|----|-----|----|-----|
| Avg Days Listing to Contract | 54 | 47 | 49 | 61 | 86 | 65 | 85 |
| Combined Avg Days to Contract | 53 | 40 | 51 | 62 | 104 | 70 | 85 |
| Avg Days Listing to Closing | 92 | 87 | 86 | 97 | 119 | 96 | 123 |
| Avg Days Contract to Close | 39 | 41 | 37 | 42 | 33 | 32 | 38 |

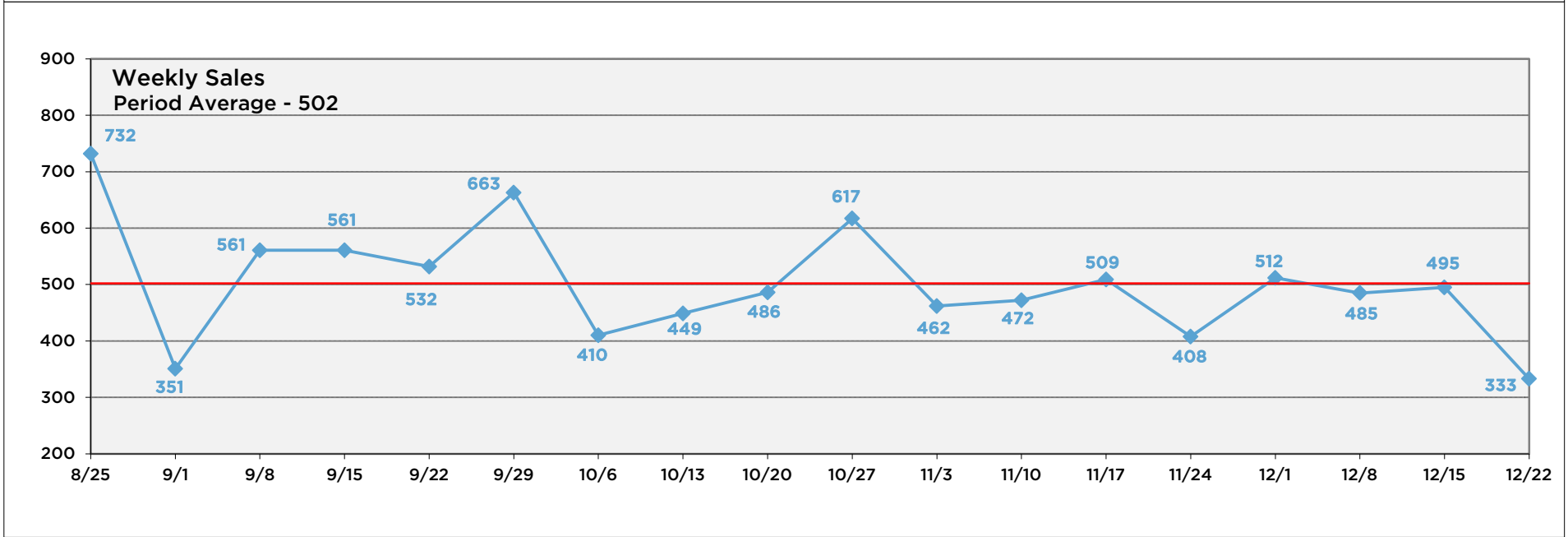
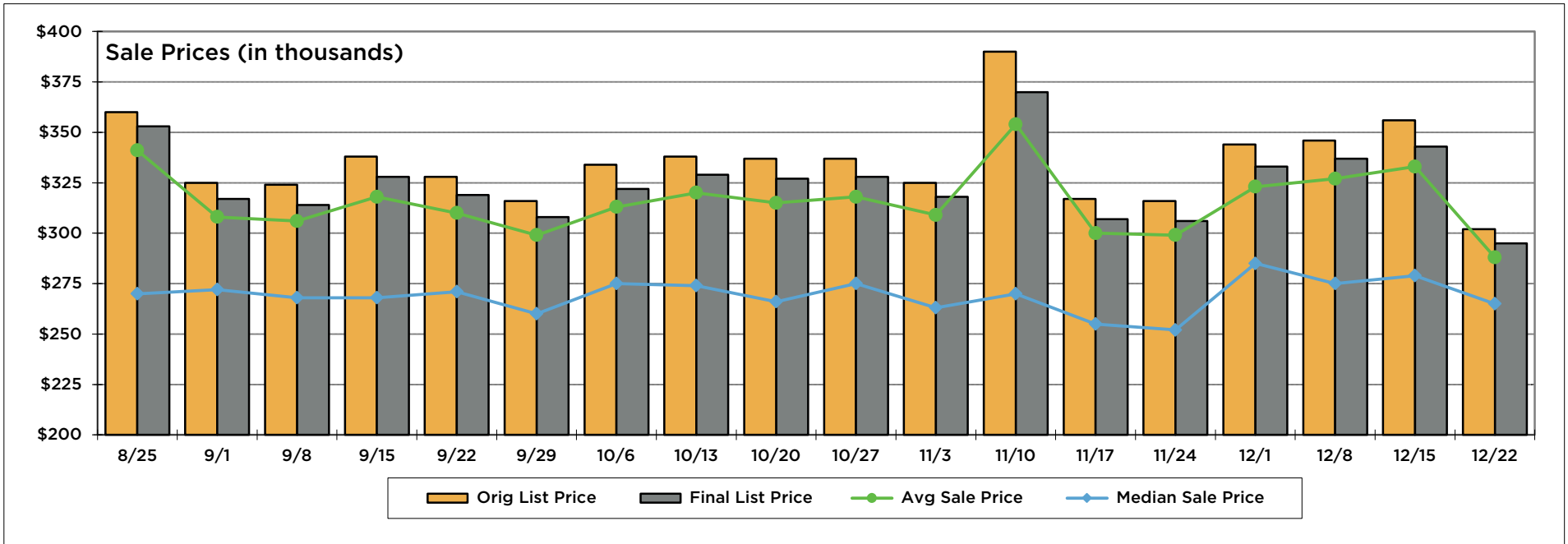
Beds / Baths

| | | | | | | | |
|--------------------|---|---|---|---|---|---|---|
| Average Bedrooms | 3 | 3 | 3 | 4 | 4 | 4 | 6 |
| Average Full Baths | 2 | 2 | 2 | 3 | 3 | 4 | 5 |
| Average Half Baths | 0 | 0 | 0 | 0 | 0 | 1 | 1 |

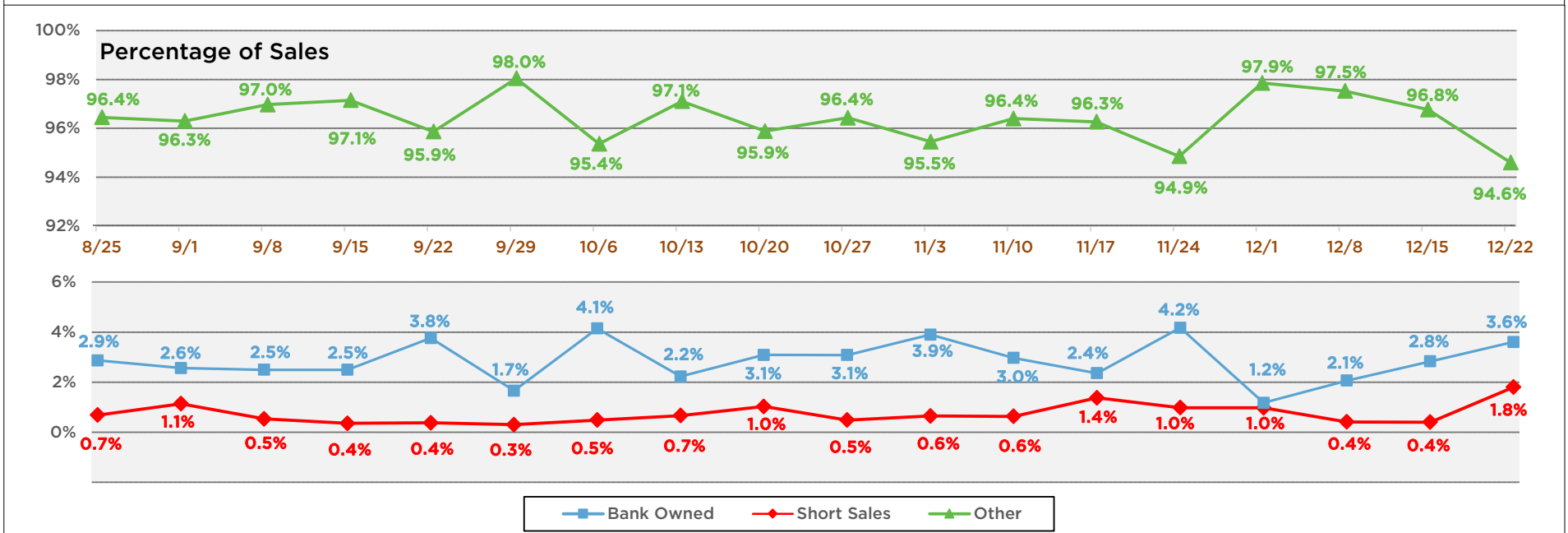
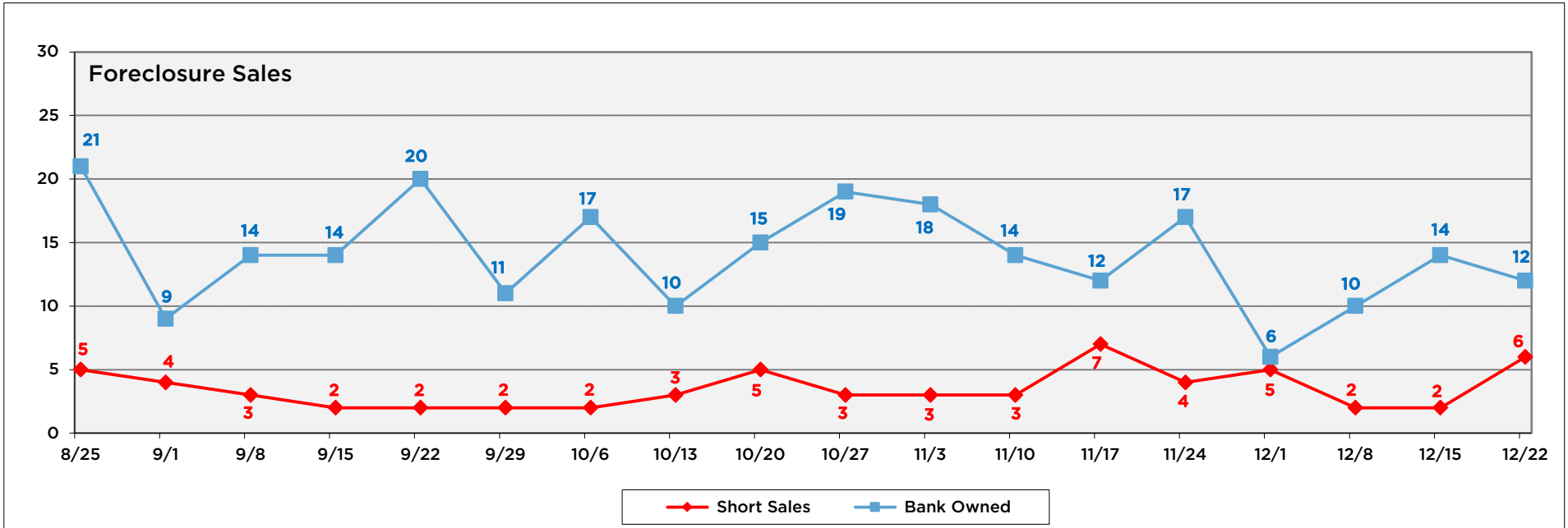
Square Footage

| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 1,987 | 1,459 | 1,911 | 2,330 | 3,145 | 3,393 | 5,378 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|

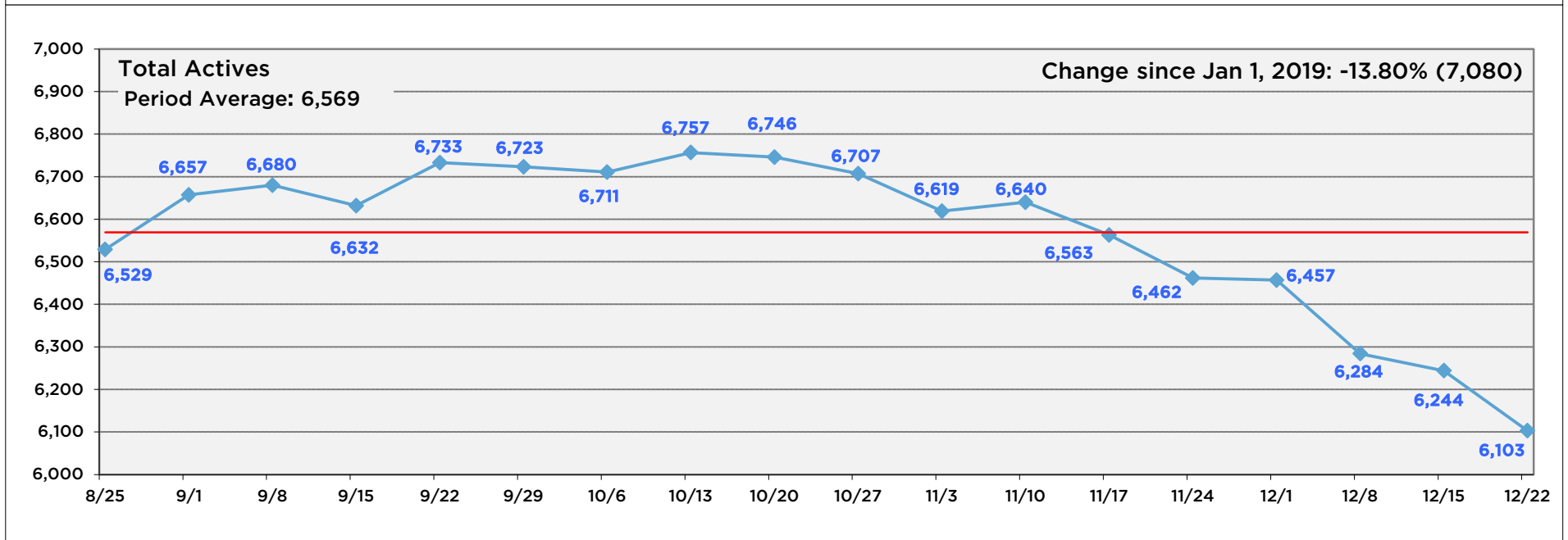
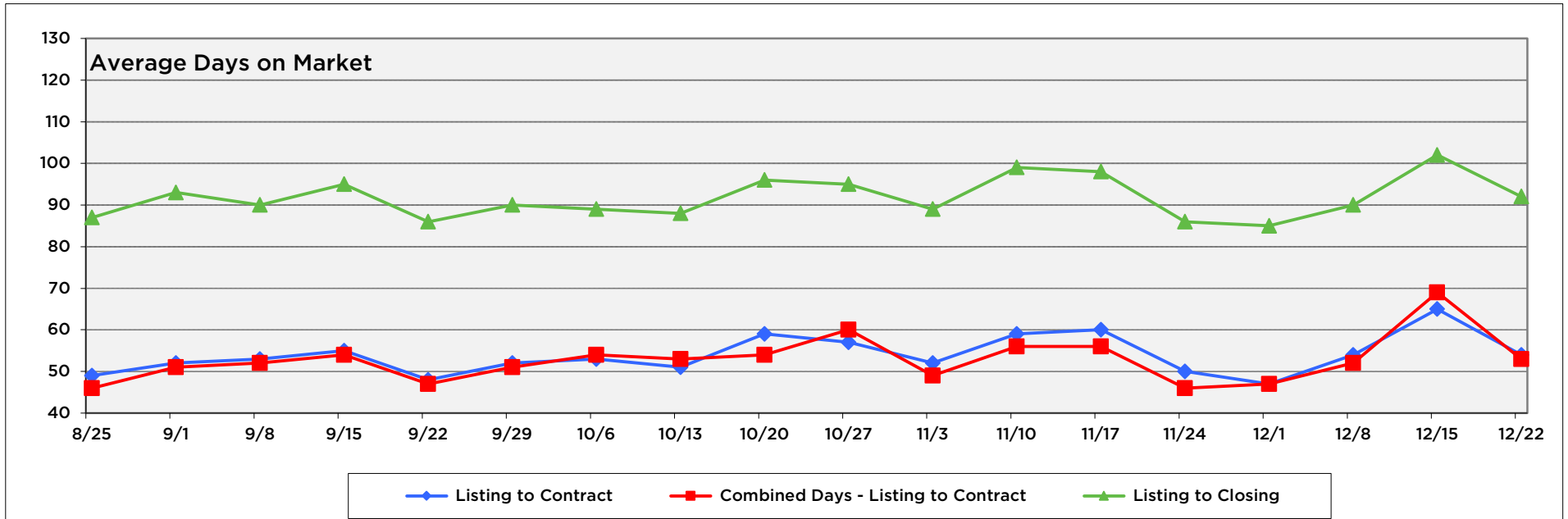
Single Family Homes



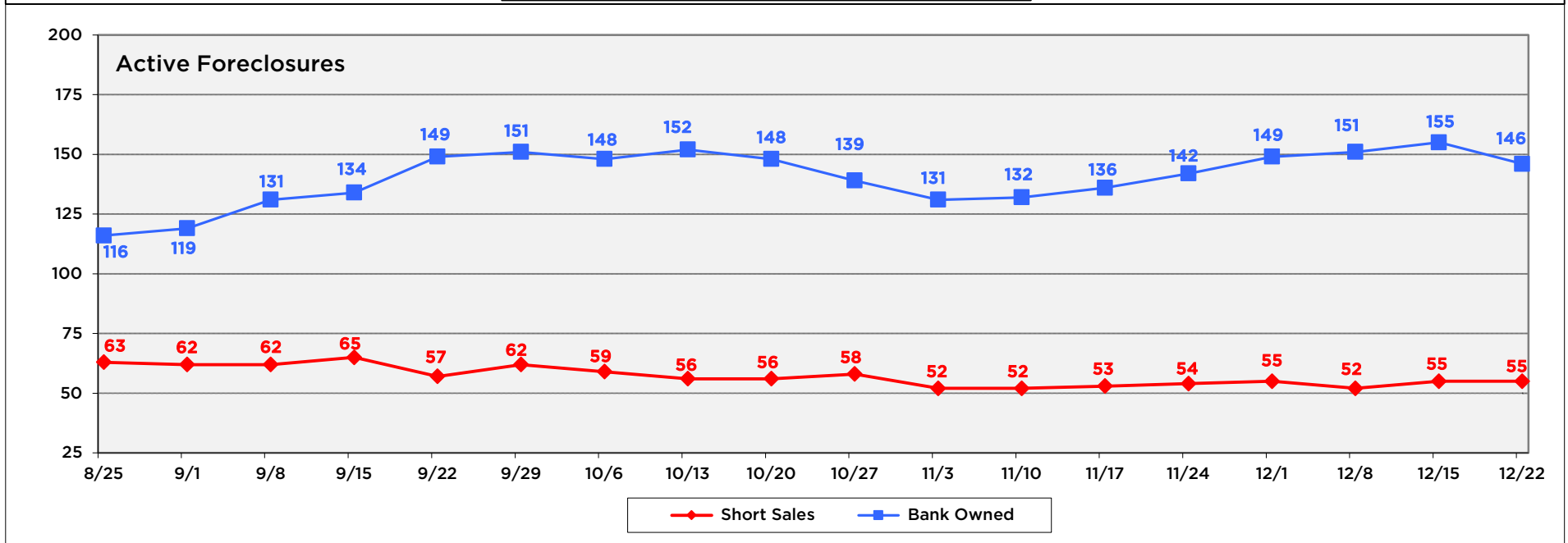
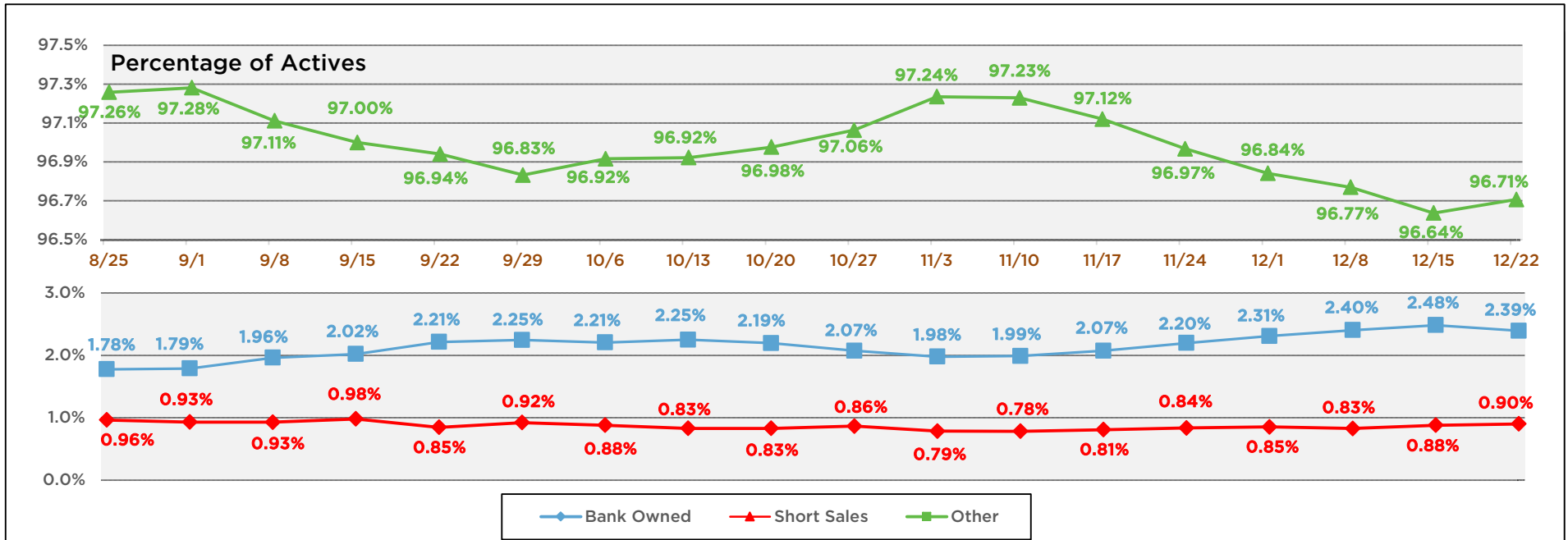
Single Family Homes



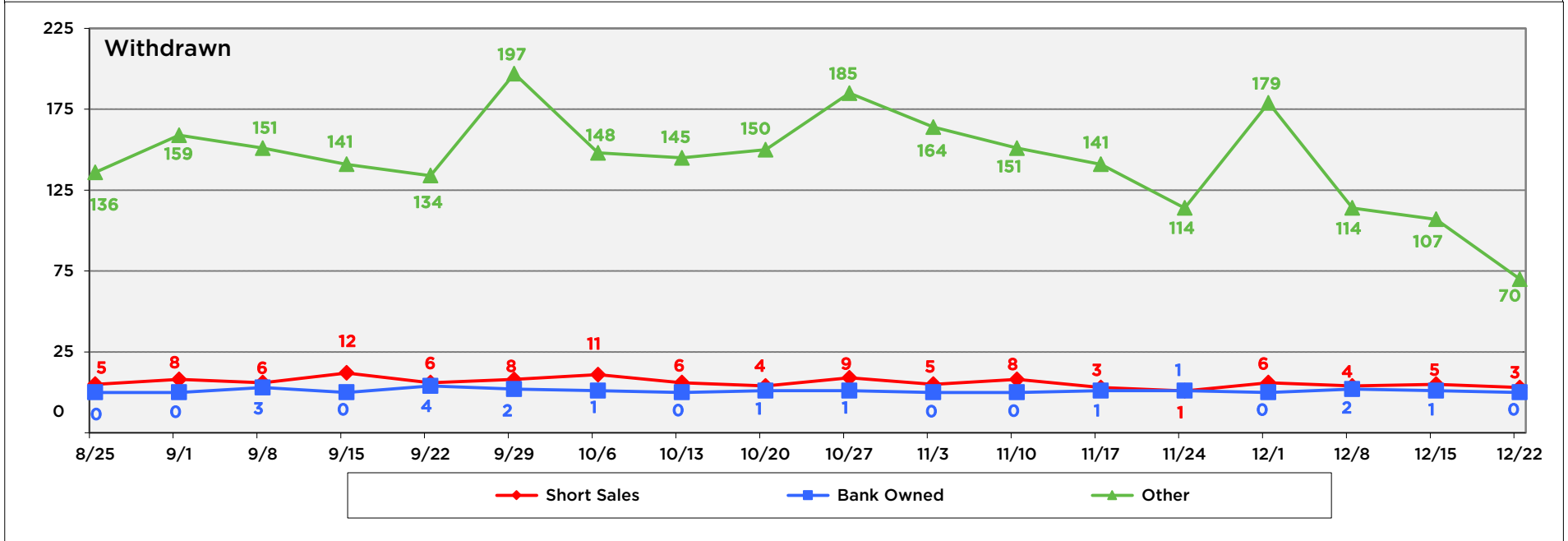
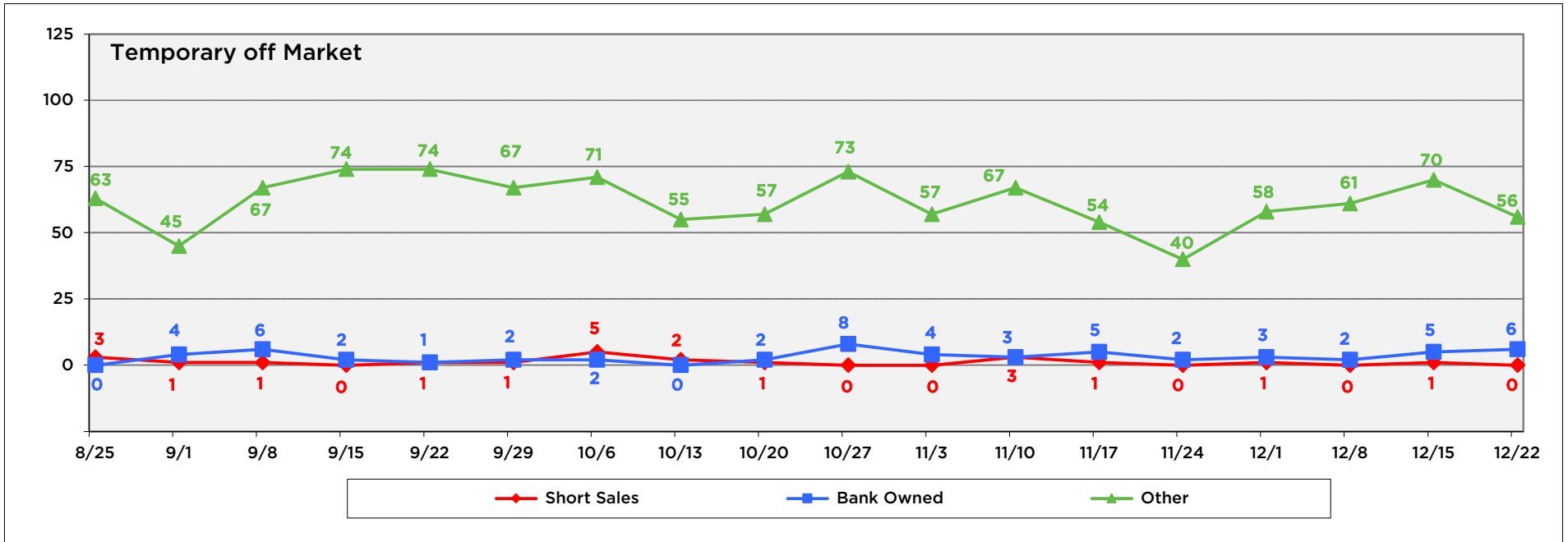
Single Family Homes



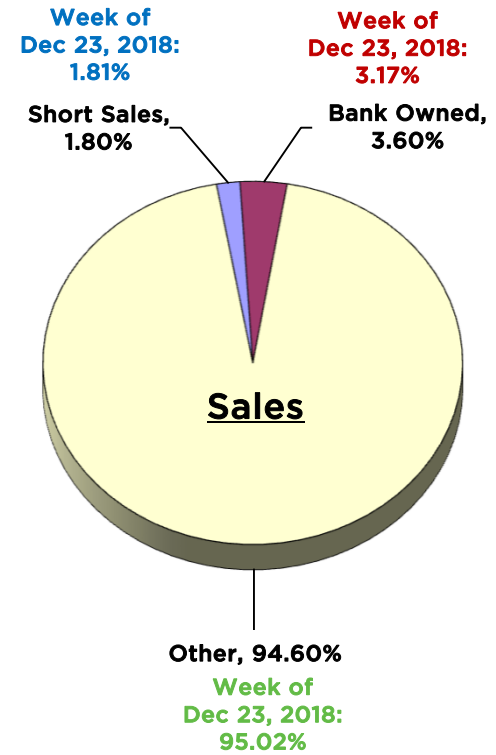
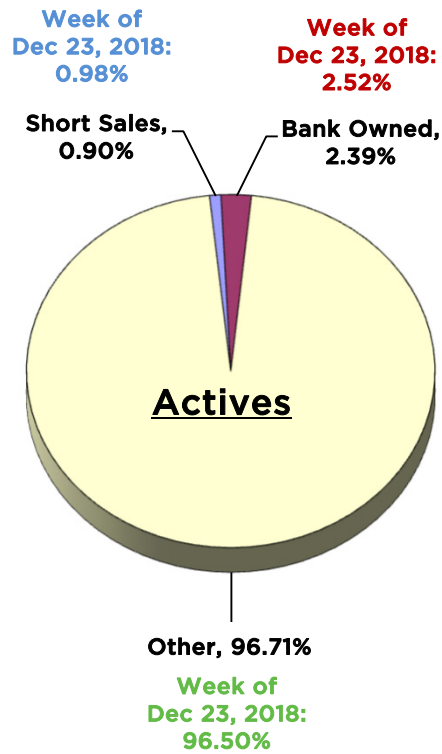
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
12/22/2019 - 12/28/2019
Lake, Orange, Osceola & Seminole Counties

Where are the 58 Single Family Homes available for the Median Price of \$264,900? (± \$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 | | 5 | \$264,960 | 2.8 | 2.0 | 1,743 | \$152.01 |
| Altamonte Springs (East) | 32701 | 1 | \$264,900 | 3.0 | 2.0 | 1,751 | \$151.28 |
| Winter Springs / Tuskawilla | 32708 | 1 | \$265,000 | 3.0 | 2.0 | 1,721 | \$153.98 |
| Longwood (East) | 32750 | 1 | \$264,999 | 3.0 | 2.0 | 1,476 | \$179.54 |
| Sanford / Lake Forest | 32771 | 1 | \$264,900 | 2.0 | 2.0 | 1,602 | \$165.36 |
| Winter Park | 32792 | 1 | \$265,000 | 3.0 | 2.0 | 2,165 | \$122.40 |
| Orange County | | 18 | \$264,914 | 3.3 | 1.9 | 1,532 | \$172.90 |
| Apopka / Hunt Club | 32703 | 2 | \$265,000 | 4.0 | 2.0 | 1,956 | \$135.48 |
| Apopka (North) | 32712 | 1 | \$264,900 | 4.0 | 2.0 | 1,860 | \$142.42 |
| Winter Park (West) | 32789 | 1 | \$265,000 | 2.0 | 1.0 | 1,115 | \$237.67 |
| College Park | 32804 | 2 | \$264,900 | 3.0 | 2.0 | 1,202 | \$220.38 |
| Delaney / Crystal Lake | 32806 | 1 | \$264,950 | 2.0 | 2.0 | 1,085 | \$244.19 |
| Pinecastle / Belle Isle | 32809 | 1 | \$265,000 | 3.0 | 2.0 | 1,218 | \$217.57 |
| Lockhart | 32810 | 1 | \$264,500 | 3.0 | 2.0 | 1,805 | \$146.54 |
| Union Park | 32817 | 1 | \$265,000 | 4.0 | 2.0 | 2,053 | \$129.08 |
| Taft | 32824 | 1 | \$264,900 | 3.0 | 2.0 | 1,692 | \$156.56 |
| Rio Pinar / Union Park | 32825 | 1 | \$265,000 | 3.0 | 2.0 | 1,449 | \$182.88 |
| Moss Park | 32832 | 1 | \$265,000 | 3.0 | 2.0 | 1,370 | \$193.43 |
| Wedgfield | 32833 | 2 | \$265,000 | 4.0 | 2.0 | 1,585 | \$167.19 |
| Hunters Creek | 32837 | 1 | \$264,900 | 3.0 | 2.0 | 1,272 | \$208.25 |
| Ocoee | 34761 | 1 | \$264,500 | 4.0 | 2.0 | 1,749 | \$151.23 |
| Winter Garden / Oakland | 34787 | 1 | \$265,000 | 3.0 | 2.0 | 1,426 | \$185.83 |
| Osceola County | | 17 | \$264,975 | 3.6 | 2.4 | 1,828 | \$144.98 |
| Kissimmee / Buena Ventura Lakes | 34743 | 2 | \$265,000 | 3.0 | 2.0 | 1,711 | \$154.88 |
| Kissimmee (West) / Pleasant Hill | 34746 | 6 | \$264,980 | 4.0 | 3.0 | 1,922 | \$137.87 |
| Kissimmee / Celebration | 34747 | 2 | \$265,000 | 4.0 | 2.0 | 1,750 | \$151.43 |
| Kissimmee / Poinciana | 34758 | 1 | \$265,000 | 4.0 | 2.0 | 2,116 | \$125.24 |
| St Cloud / Narcoossee | 34771 | 1 | \$264,900 | 4.0 | 2.0 | 1,752 | \$151.20 |
| St Cloud / Canoe Creek | 34772 | 4 | \$264,950 | 3.0 | 2.0 | 1,685 | \$157.24 |
| St Cloud / Harmony | 34773 | 1 | \$265,000 | 3.0 | 2.0 | 2,008 | \$131.97 |

Where are the 58 Single Family Homes available for the Median Price of \$264,900? (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> |
|--------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Lake County | | 18 | \$264,939 | 3.4 | 2.3 | 2,060 | \$128.59 |
| Lady Lake / The Villages | 32159 | 1 | \$264,900 | 3.0 | 2.0 | 2,290 | \$115.68 |
| Eustis (West) | 32726 | 1 | \$264,900 | 4.0 | 3.0 | 2,143 | \$123.61 |
| Paisley | 32767 | 1 | \$265,000 | 4.0 | 4.0 | 2,520 | \$105.16 |
| Tavares / Mt Plymouth | 32778 | 1 | \$265,000 | 3.0 | 2.0 | 1,893 | \$139.99 |
| Umatilla / Dona Vista | 32784 | 2 | \$264,750 | 3.0 | 2.0 | 1,434 | \$184.62 |
| Clermont (Central) | 34711 | 3 | \$264,933 | 3.0 | 2.0 | 1,911 | \$138.64 |
| Clermont (South) | 34714 | 2 | \$265,000 | 4.0 | 3.0 | 2,231 | \$118.78 |
| Minneola | 34715 | 1 | \$264,900 | 3.0 | 2.0 | 1,515 | \$174.85 |
| Fruitland Park | 34731 | 1 | \$265,000 | 4.0 | 2.0 | 2,150 | \$123.26 |
| Groveland | 34736 | 1 | \$265,000 | 2.0 | 2.0 | 1,765 | \$150.14 |
| Leesburg (West) | 34748 | 2 | \$264,950 | 3.0 | 2.0 | 2,228 | \$118.92 |
| Mascotte | 34753 | 1 | \$265,000 | 4.0 | 2.0 | 2,440 | \$108.61 |
| Yalaha | 34797 | 1 | \$265,000 | 5.0 | 3.0 | 2,850 | \$92.98 |

Condos, Townhomes, Villas

| | Total | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| Sales | 85 | 70 | 8 | 6 | 1 | 0 | 0 |
| Bank Owned | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 84 | 69 | 8 | 6 | 1 | 0 | 0 |
| Active Listings | 1,664 | 1,194 | 168 | 201 | 59 | 35 | 7 |
| Bank Owned | 18 | 15 | 1 | 2 | 0 | 0 | 0 |
| Short Sales | 8 | 4 | 2 | 1 | 1 | 0 | 0 |
| Other | 1,638 | 1,175 | 165 | 198 | 58 | 35 | 7 |
| Months of Inventory | 5 | 4 | 5 | 8 | 14 | 0 | 0 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----|-----|
| Average Original List Price | \$202,877 | \$177,077 | \$279,574 | \$361,933 | \$441,000 | \$0 | \$0 |
| Average Final List Price | \$200,332 | \$174,813 | \$276,324 | \$356,617 | \$441,000 | \$0 | \$0 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----|-----|
| Average Price | \$194,282 | \$169,941 | \$264,550 | \$344,450 | \$435,000 | \$0 | \$0 |
| Median Price | \$195,000 | \$180,000 | \$264,000 | \$352,500 | \$435,000 | \$0 | \$0 |

Price Differences

| | | | | | | | |
|--|----------|----------|-----------|-----------|----------|-------|-------|
| <i>Original to Final</i> List Price | -\$2,545 | -\$2,264 | -\$3,250 | -\$5,316 | \$0 | \$0 | \$0 |
| <i>Original</i> List to <i>Sale</i> Price - \$ | -\$8,595 | -\$7,136 | -\$15,024 | -\$17,483 | -\$6,000 | \$0 | \$0 |
| <i>Final</i> List to <i>Sale</i> Price - \$ | -\$6,050 | -\$4,872 | -\$11,774 | -\$12,167 | -\$6,000 | \$0 | \$0 |
| <i>Original</i> List to <i>Sale</i> Price - % | 95.76% | 95.97% | 94.63% | 95.17% | 98.64% | 0.00% | 0.00% |
| <i>Final</i> List to <i>Sale</i> Price - % | 96.98% | 97.21% | 95.74% | 96.59% | 98.64% | 0.00% | 0.00% |

Days on the Market

| | | | | | | | |
|-------------------------------|----|----|----|----|----|---|---|
| Avg Days Listing to Contract | 44 | 41 | 66 | 57 | 1 | 0 | 0 |
| Combined Avg Days to Contract | 41 | 37 | 64 | 56 | 1 | 0 | 0 |
| Avg Days Listing to Closing | 79 | 76 | 99 | 89 | 44 | 0 | 0 |
| Avg Days Contract to Close | 35 | 36 | 34 | 33 | 43 | 0 | 0 |

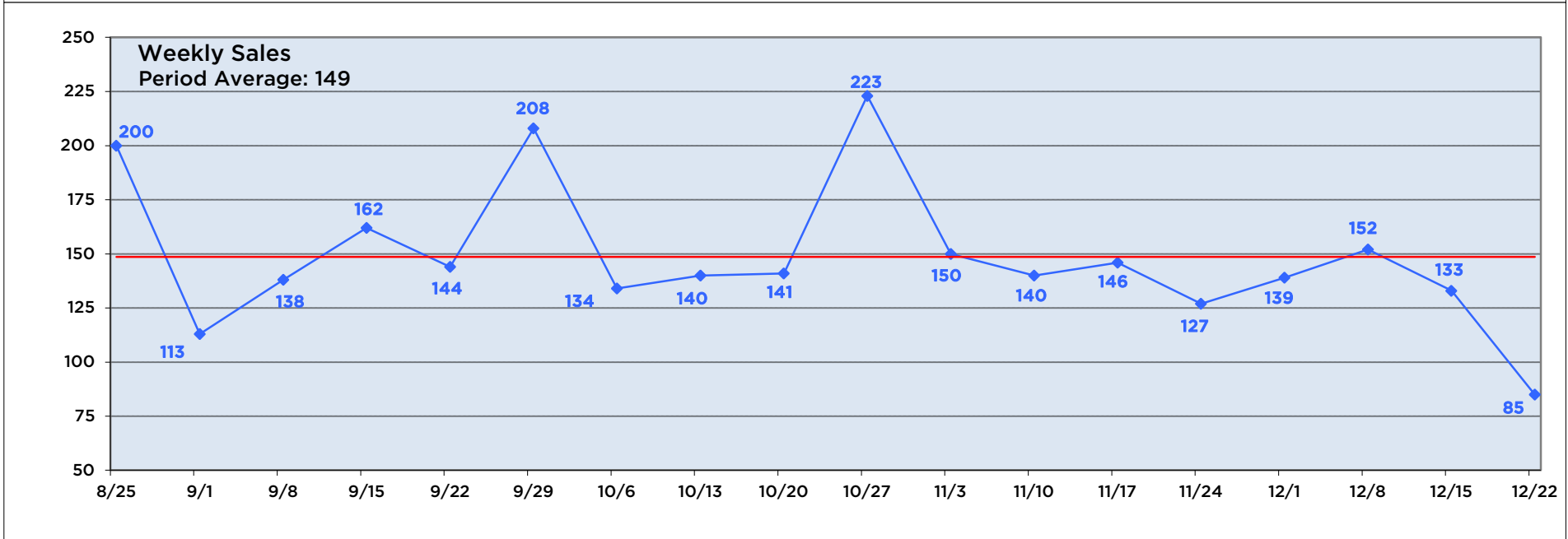
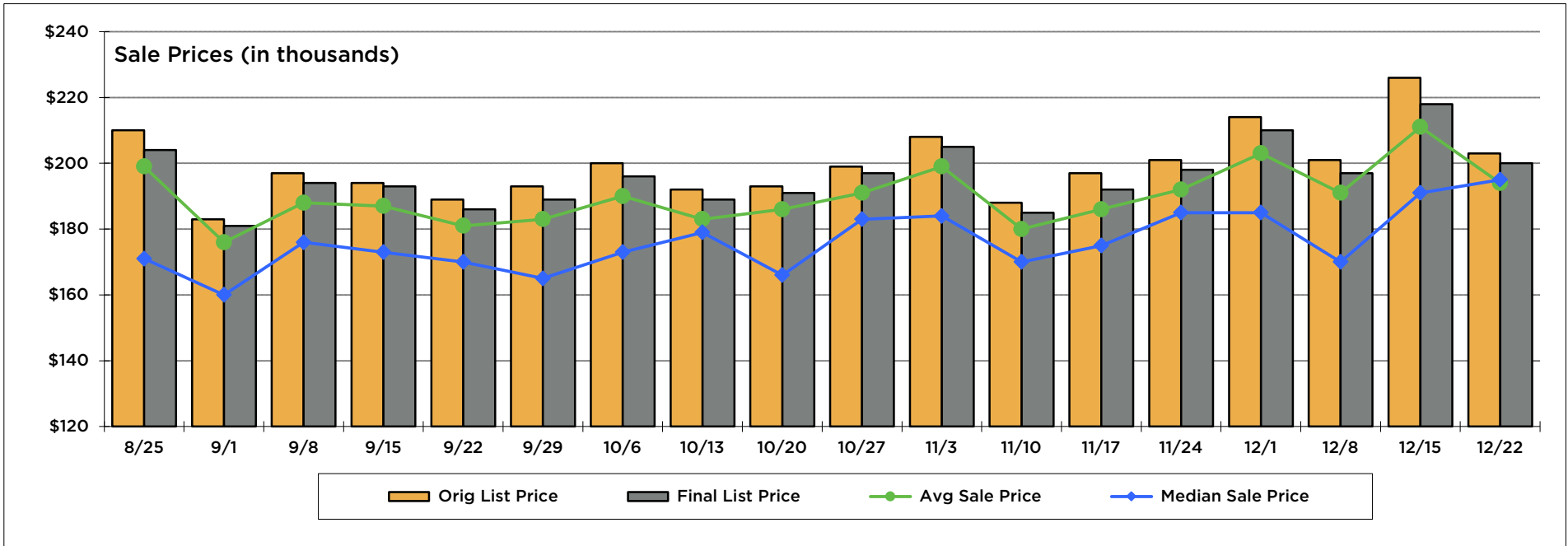
Beds / Baths

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

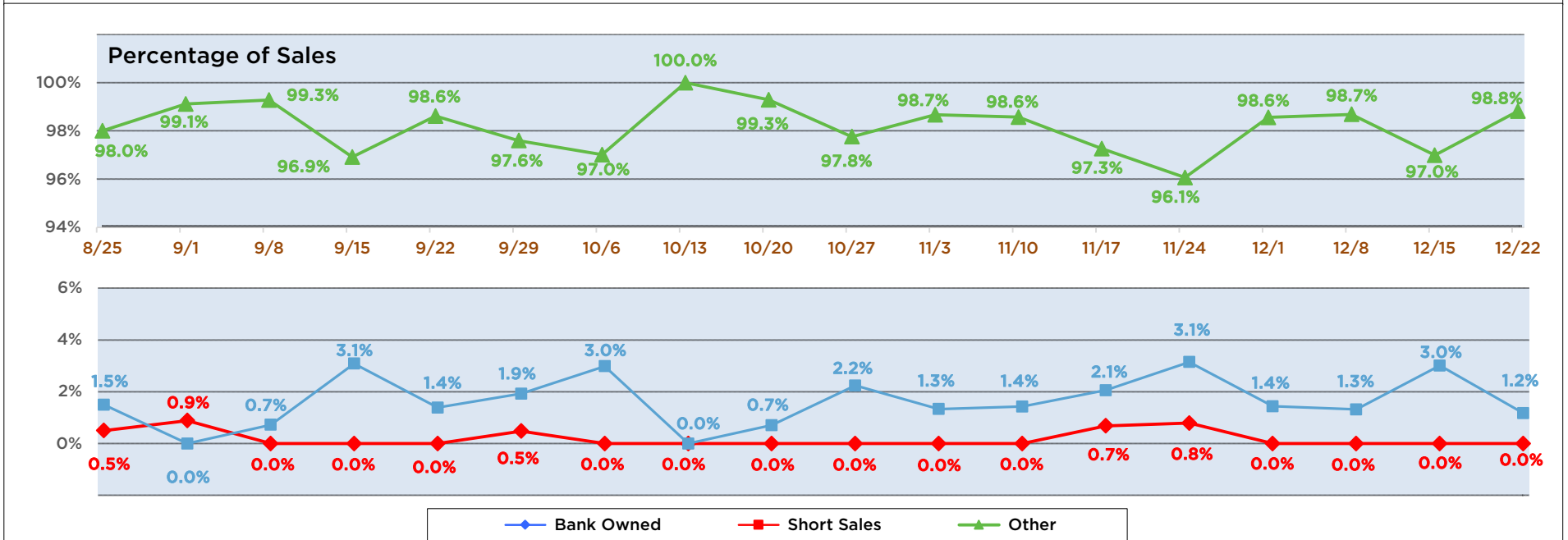
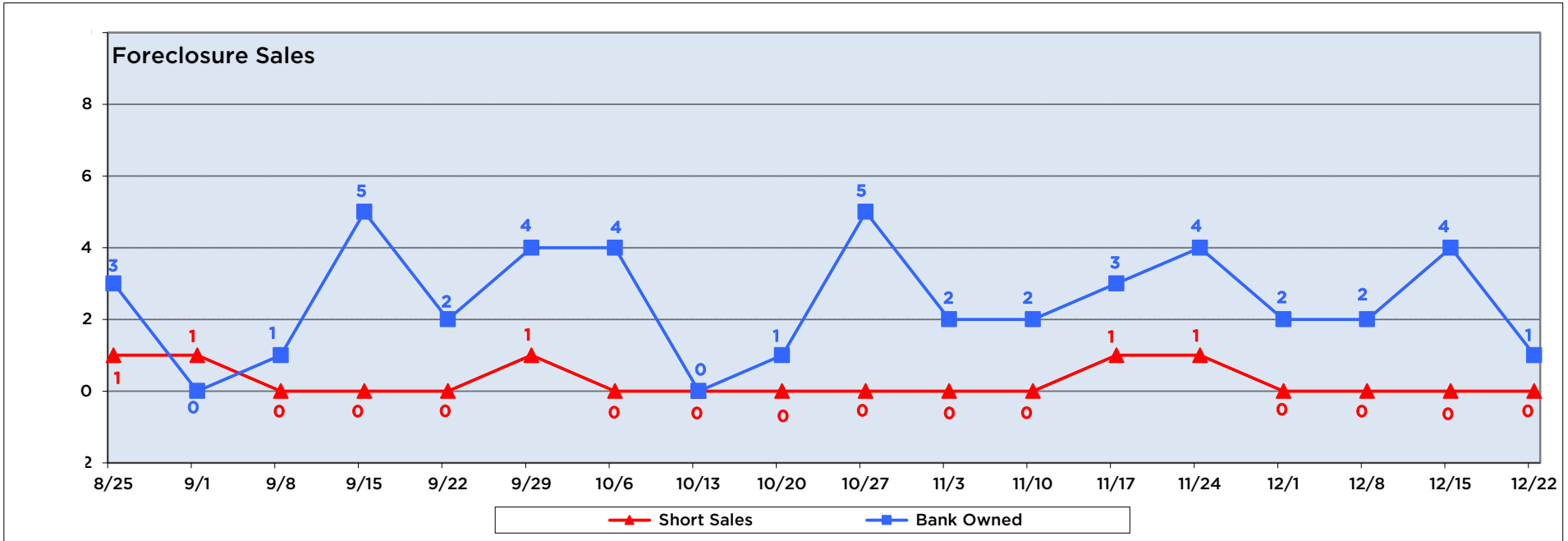
Square Footage

| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|---|---|
| Average Square Feet | 1,386 | 1,278 | 1,741 | 2,043 | 2,161 | 0 | 0 |
|---------------------|-------|-------|-------|-------|-------|---|---|

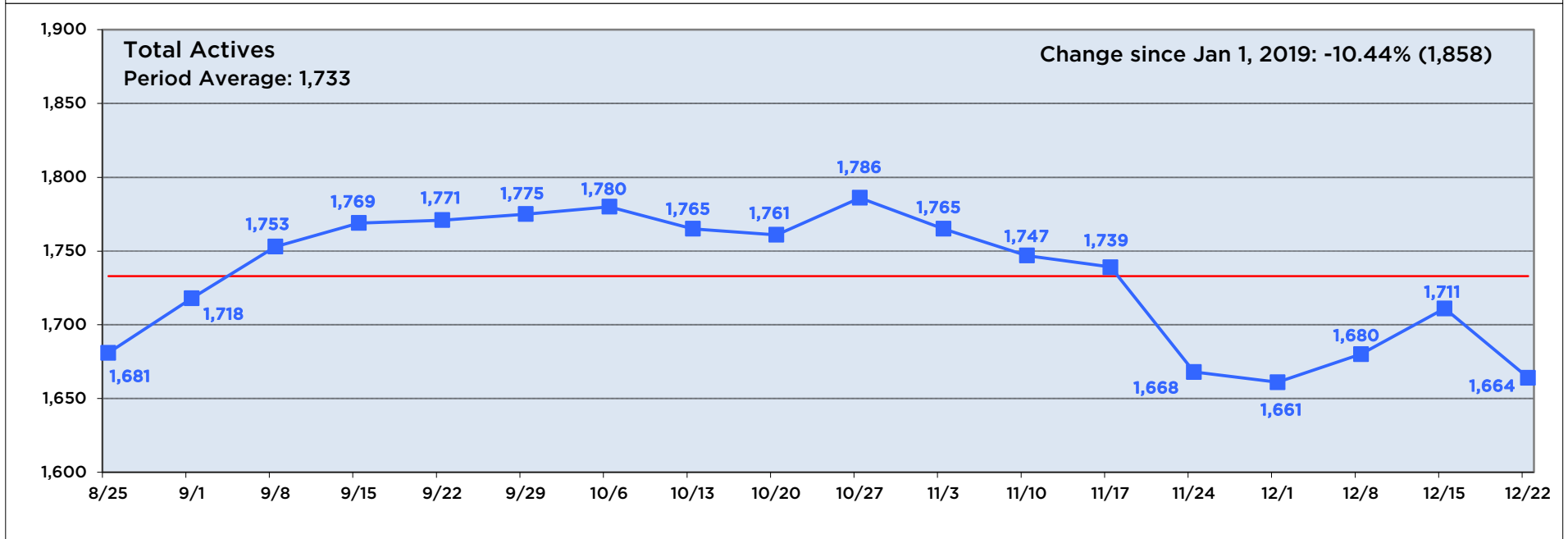
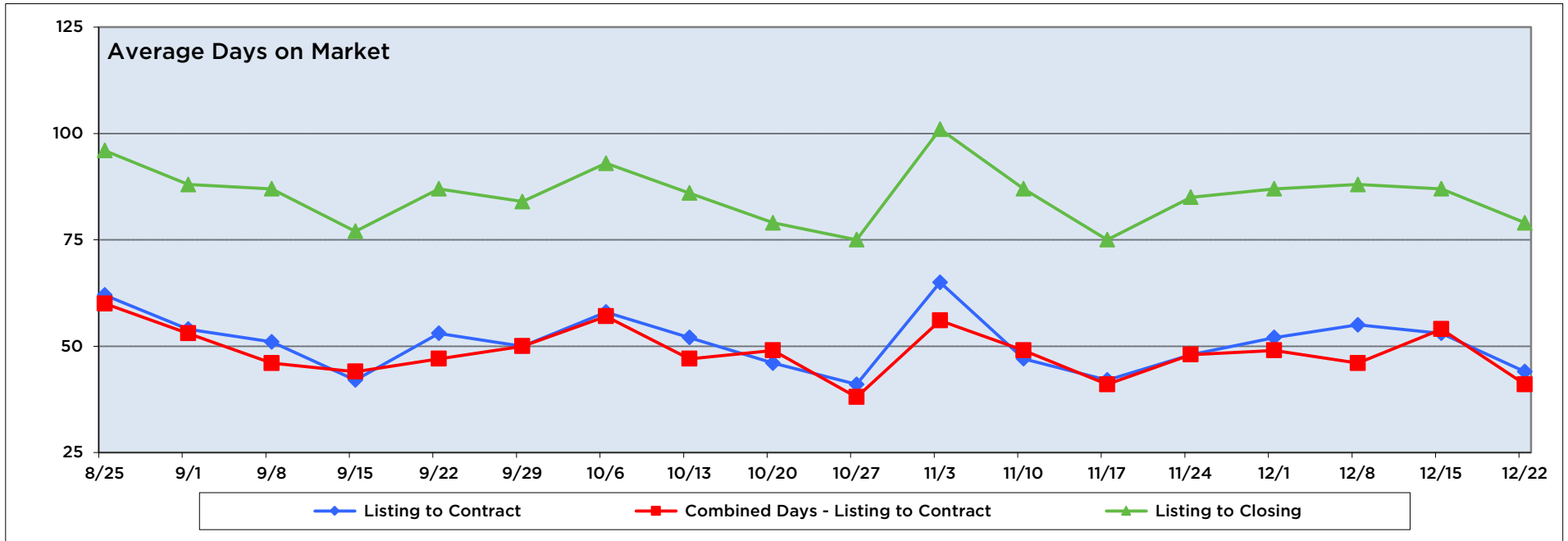
Condos, Townhomes, Villas



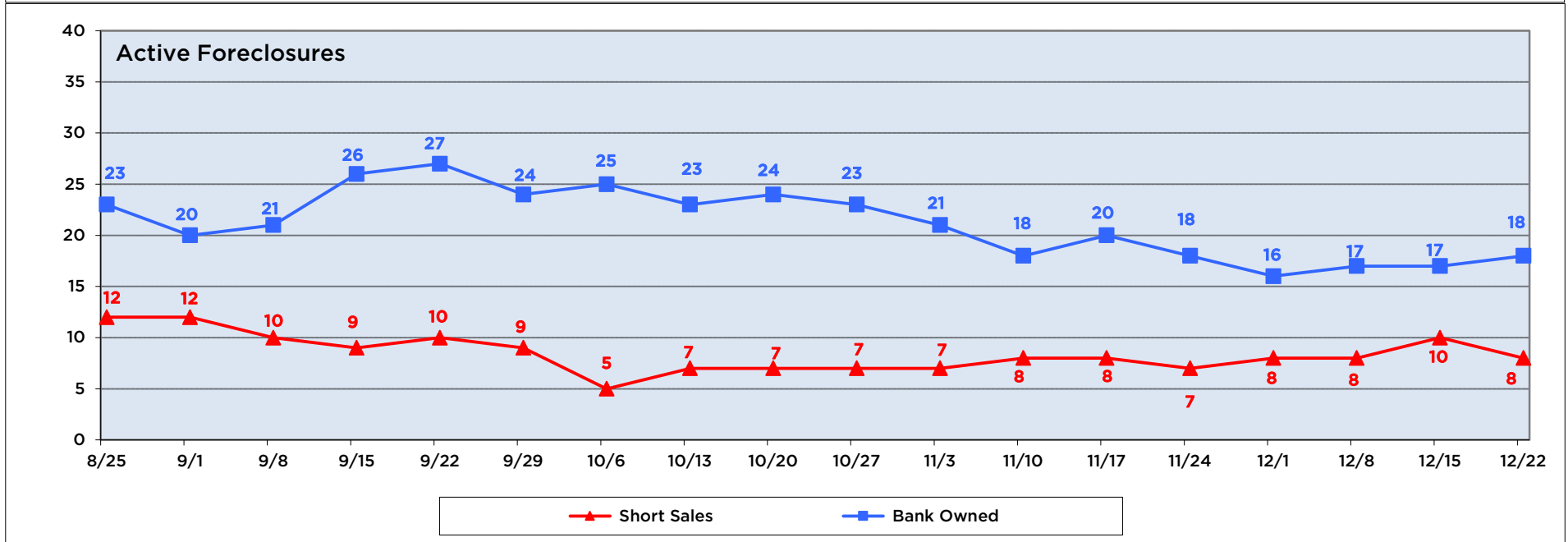
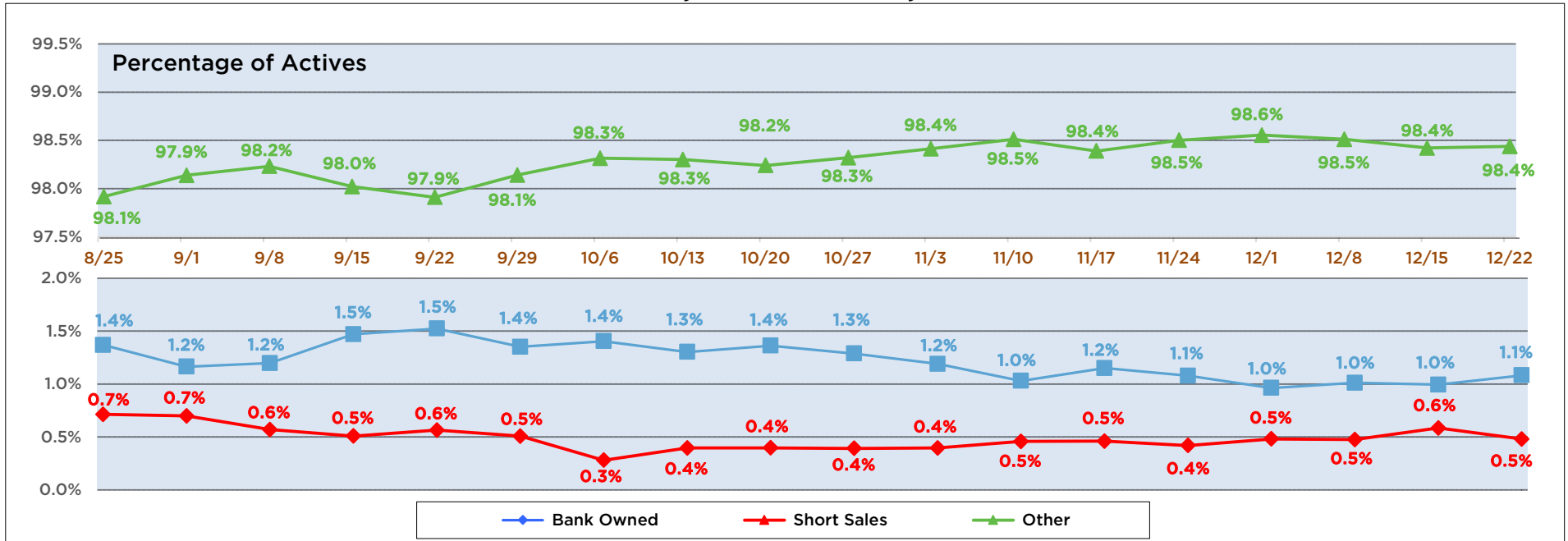
Condos, Townhomes, Villas



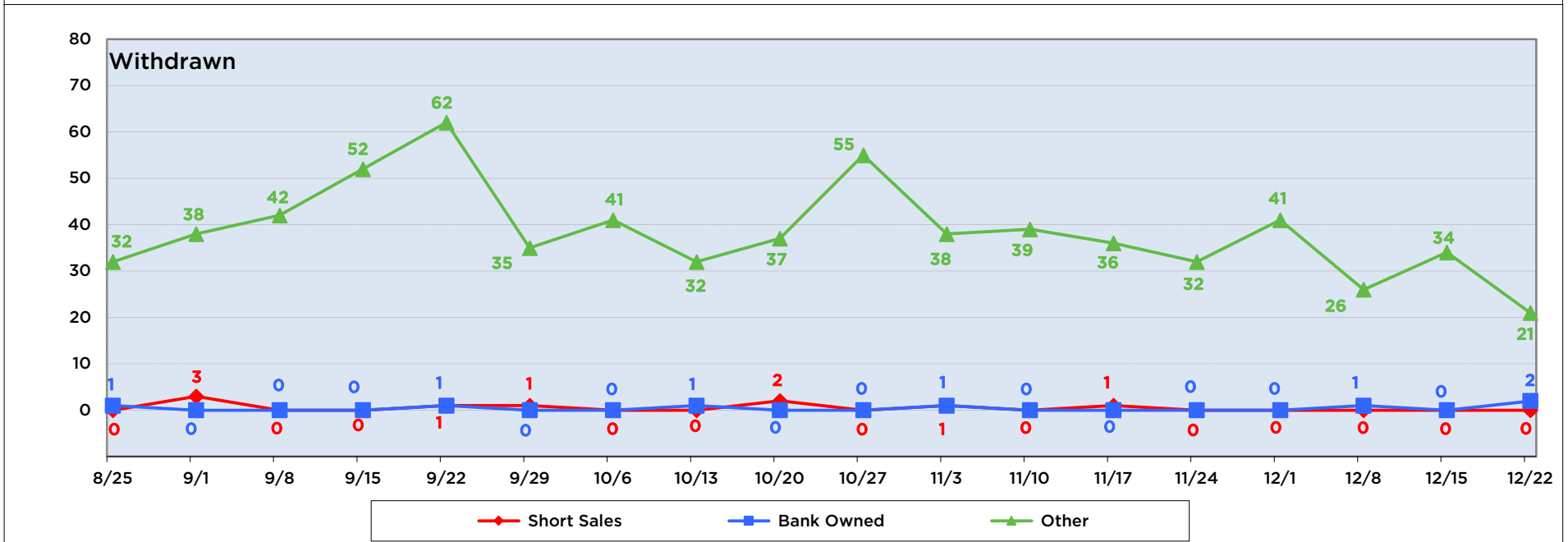
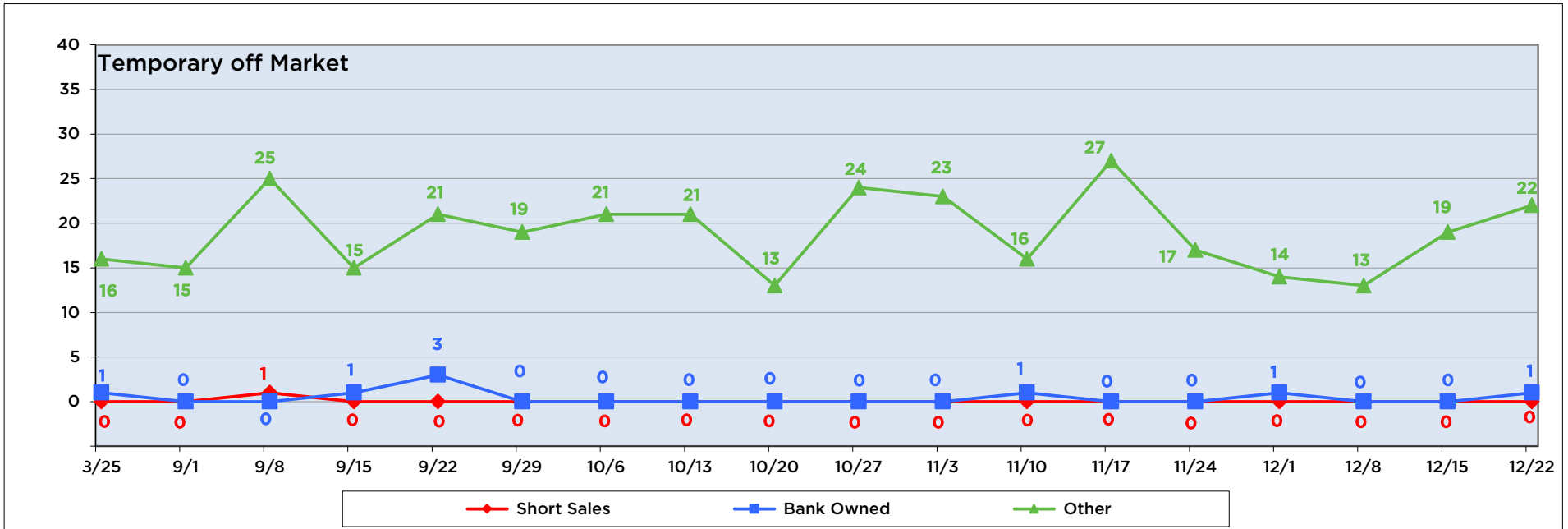
Condos, Townhomes, Villas



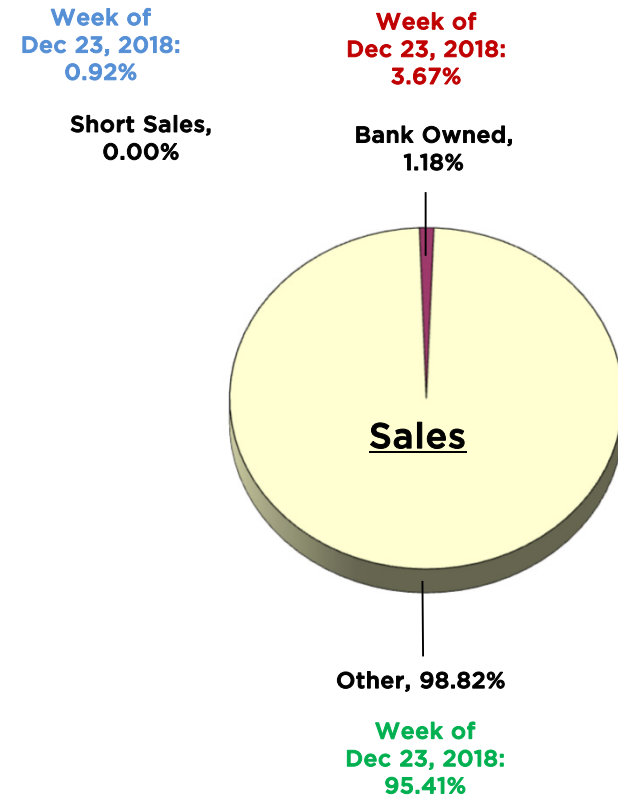
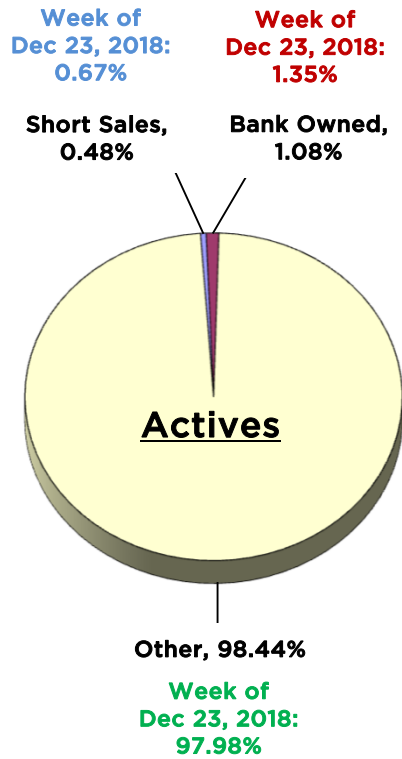
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 25 Condos, Townhomes, or Villas available for the Median Price of \$195,000? (± \$500)

| County / City | Zip Code | Available | Average List Price | Average Beds | Average Baths | Average SqFt | List \$ per SqFt |
|---------------------------------|----------|-----------|--------------------|--------------|---------------|--------------|------------------|
| Seminole County | | 5 | \$195,000 | 2.4 | 2.0 | 1,423 | \$137.03 |
| Altamonte Springs / Forest City | 32714 | 1 | \$195,000 | 2.0 | 2.0 | 1,331 | \$146.51 |
| Fern Park/Casselberry | 32730 | 1 | \$195,000 | 2.0 | 2.0 | 1,564 | \$124.68 |
| Lake Mary / Heathrow | 32746 | 1 | \$195,000 | 3.0 | 2.0 | 1,455 | \$134.02 |
| Sanford / Lake Forest | 32771 | 1 | \$195,000 | 2.0 | 2.0 | 1,216 | \$160.36 |
| Sanford (South) | 32773 | 1 | \$195,000 | 3.0 | 2.0 | 1,549 | \$125.89 |
| Orange County | | 11 | \$194,909 | 2.3 | 2.2 | 1,233 | \$158.03 |
| Maitland / Eatonville | 32751 | 1 | \$194,900 | 3.0 | 3.0 | 1,432 | \$136.10 |
| Orlando (Downtown) | 32801 | 3 | \$194,800 | 2.0 | 2.0 | 1,148 | \$169.69 |
| Azalea Park | 32807 | 1 | \$194,900 | 3.0 | 2.0 | 1,312 | \$148.55 |
| Williamsburg / Lake Bryan | 32821 | 1 | \$195,000 | 1.0 | 2.0 | 798 | \$244.36 |
| Taft | 32824 | 1 | \$194,900 | 3.0 | 2.0 | 1,370 | \$142.26 |
| Rio Pinar / Union Park | 32825 | 1 | \$194,900 | 2.0 | 2.0 | 1,282 | \$152.03 |
| Union Park / Chickasaw | 32829 | 1 | \$195,000 | 2.0 | 2.0 | 1,304 | \$149.54 |
| Moss Park | 32832 | 1 | \$195,000 | 2.0 | 2.0 | 1,071 | \$182.07 |
| Hunters Creek | 32837 | 1 | \$195,000 | 3.0 | 3.0 | 1,554 | \$125.48 |
| Osceola County | | 9 | \$194,978 | 2.8 | 1.8 | 1,413 | \$137.97 |
| Kissimmee (Central) | 34741 | 2 | \$195,000 | 3.0 | 2.0 | 1,365 | \$142.86 |
| Kissimmee / Celebration | 34747 | 3 | \$194,967 | 2.0 | 1.0 | 1,051 | \$185.51 |
| Kissimmee / Poinciana | 34758 | 1 | \$194,999 | 4.0 | 3.0 | 1,985 | \$98.24 |
| St Cloud | 34769 | 3 | \$194,967 | 3.0 | 2.0 | 1,617 | \$120.57 |