



Monday Morning Quarterback Summary

Week of December 29, 2019 - January 4, 2020

Single-family existing homes

- Sales of single-family homes increased to 470 during the week of Dec 29, from 333 the week prior
- The median price of single family homes increased to \$267,750, a change of 1.1%
- The number of single-family home foreclosure transactions decreased to 9 last week, from 12 the week of Dec 22
- The number of single-family home short-sale transactions decreased to 1 from 6 the week prior
- Single-family inventory decreased by 161, and now sits at 5,942

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 131 during the week of Dec 29, from 85 the week prior
- The median price of condos, townhomes, and villas decreased to \$175,000, a change of -10.3%
- The number of condo, townhome, and villa foreclosure transactions decreased to 0 last week, from 1 the week of Dec 22
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory decreased by 10, and now sits at 1,654

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	470	193	94	108	40	30	5
Bank Owned	9	6	1	2	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	460	186	93	106	40	30	5
Active Listings	5,942	1,498	892	1,320	729	1,050	453
Bank Owned	142	67	28	21	13	7	6
Short Sales	53	24	5	15	5	3	1
Other	5,747	1,407	859	1,284	711	1,040	446
Months of Inventory	3	2	2	3	4	8	21

List Price

Average Original List Price	\$325,393	\$204,336	\$282,193	\$359,223	\$472,962	\$707,753	\$1,604,875
Average Final List Price	\$316,145	\$200,103	\$276,282	\$349,321	\$457,597	\$669,453	\$1,576,675

Sale Price

Average Price	\$307,025	\$194,524	\$271,856	\$343,082	\$446,483	\$640,258	\$1,416,858
Median Price	\$267,750	\$205,000	\$270,000	\$338,875	\$437,500	\$617,500	\$1,215,000

Price Differences

<i>Original to Final</i> List Price	-\$9,248	-\$4,233	-\$5,911	-\$9,902	-\$15,365	-\$38,300	-\$28,200
<i>Original</i> List to <i>Sale</i> Price - \$	-\$18,368	-\$9,812	-\$10,337	-\$16,141	-\$26,479	-\$67,495	-\$188,017
<i>Final</i> List to <i>Sale</i> Price - \$	-\$9,120	-\$5,579	-\$4,426	-\$6,239	-\$11,114	-\$29,195	-\$159,817
<i>Original</i> List to <i>Sale</i> Price - %	94.36%	95.20%	96.34%	95.51%	94.40%	90.46%	88.28%
<i>Final</i> List to <i>Sale</i> Price - %	97.12%	97.21%	98.40%	98.21%	97.57%	95.64%	89.86%

Days on the Market

Avg Days Listing to Contract	56	44	54	65	72	72	123
Combined Avg Days to Contract	58	38	55	64	94	110	119
Avg Days Listing to Closing	93	82	90	100	104	120	164
Avg Days Contract to Close	37	38	36	35	32	47	41

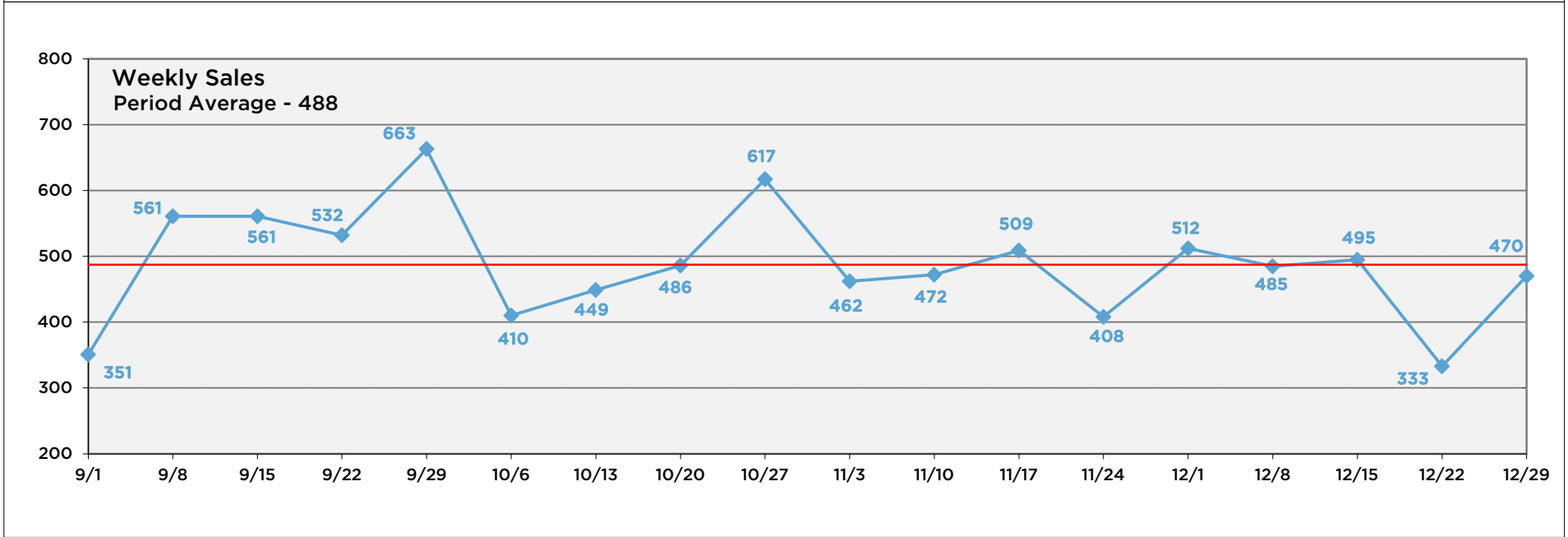
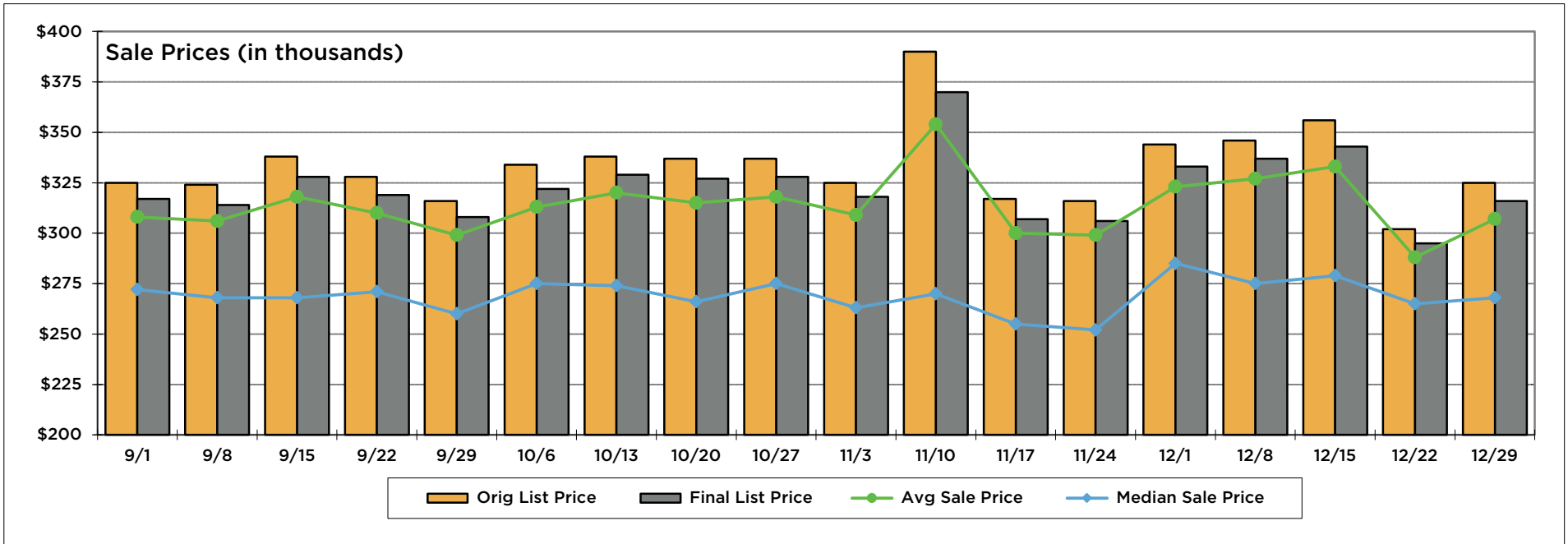
Beds / Baths

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

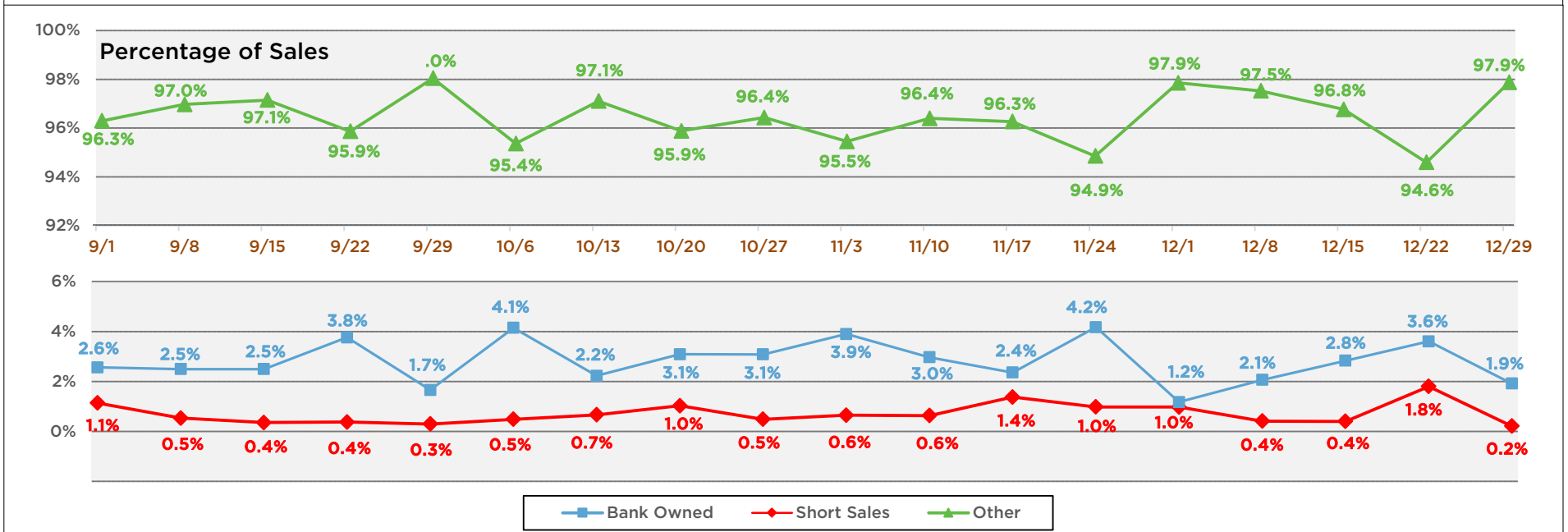
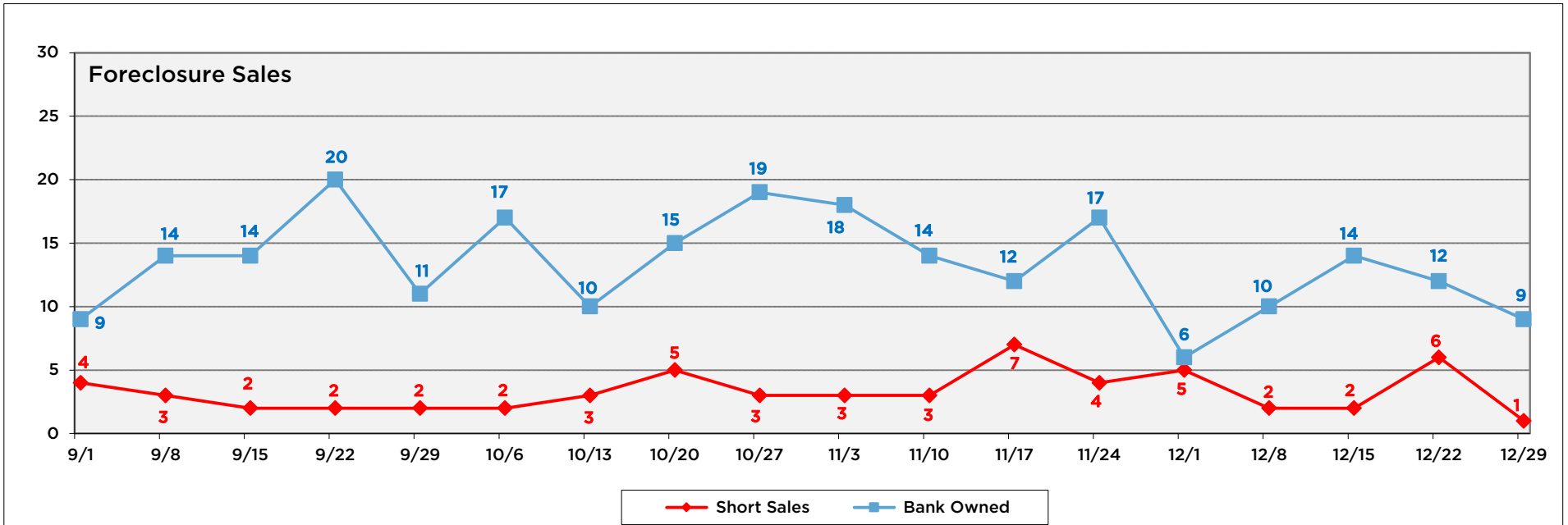
Square Footage

Average Square Feet	2,045	1,418	1,946	2,379	2,777	3,687	5,150
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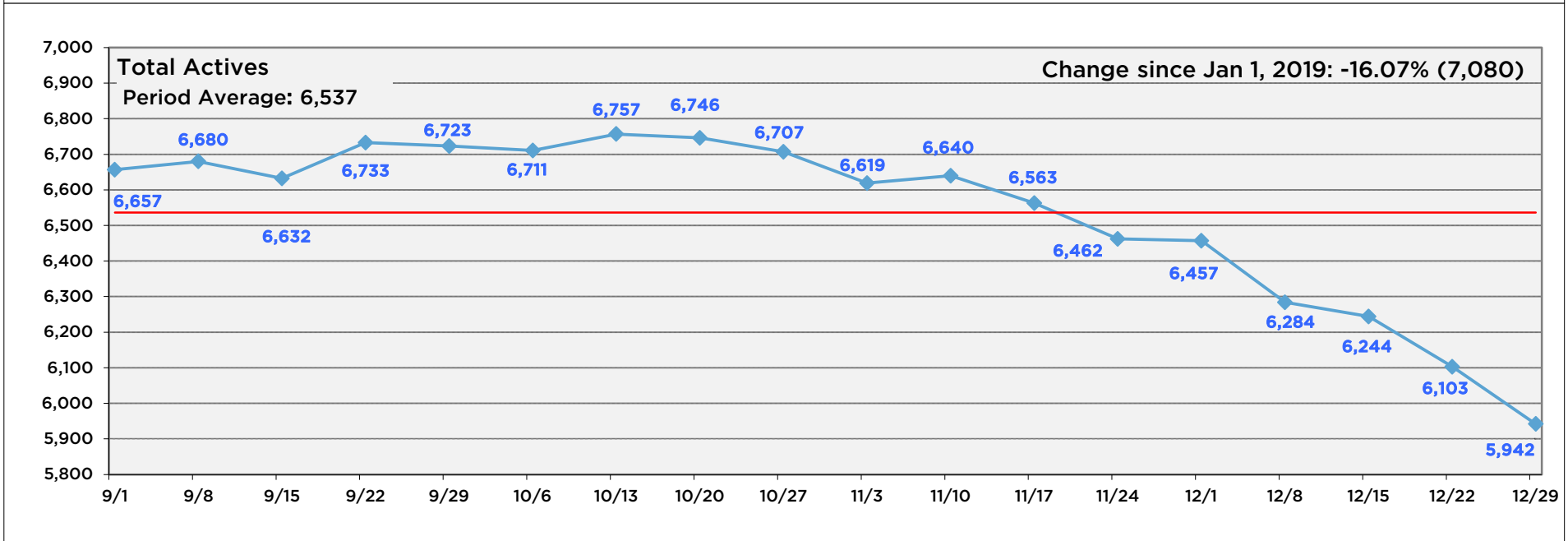
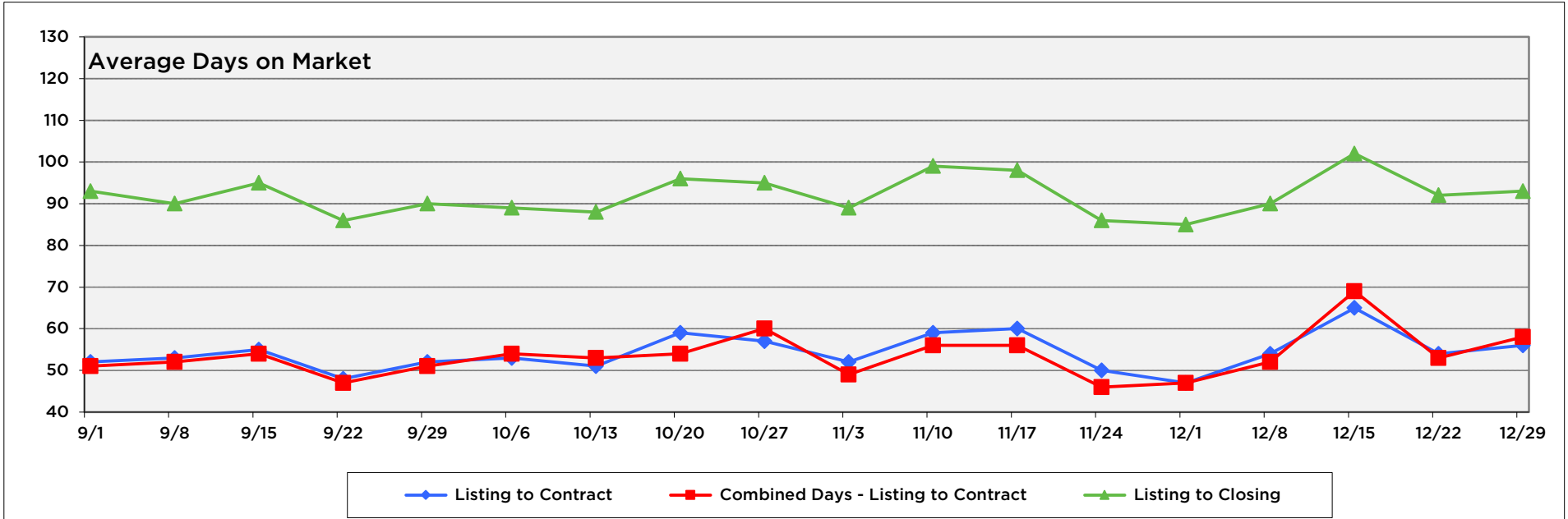
Single Family Homes



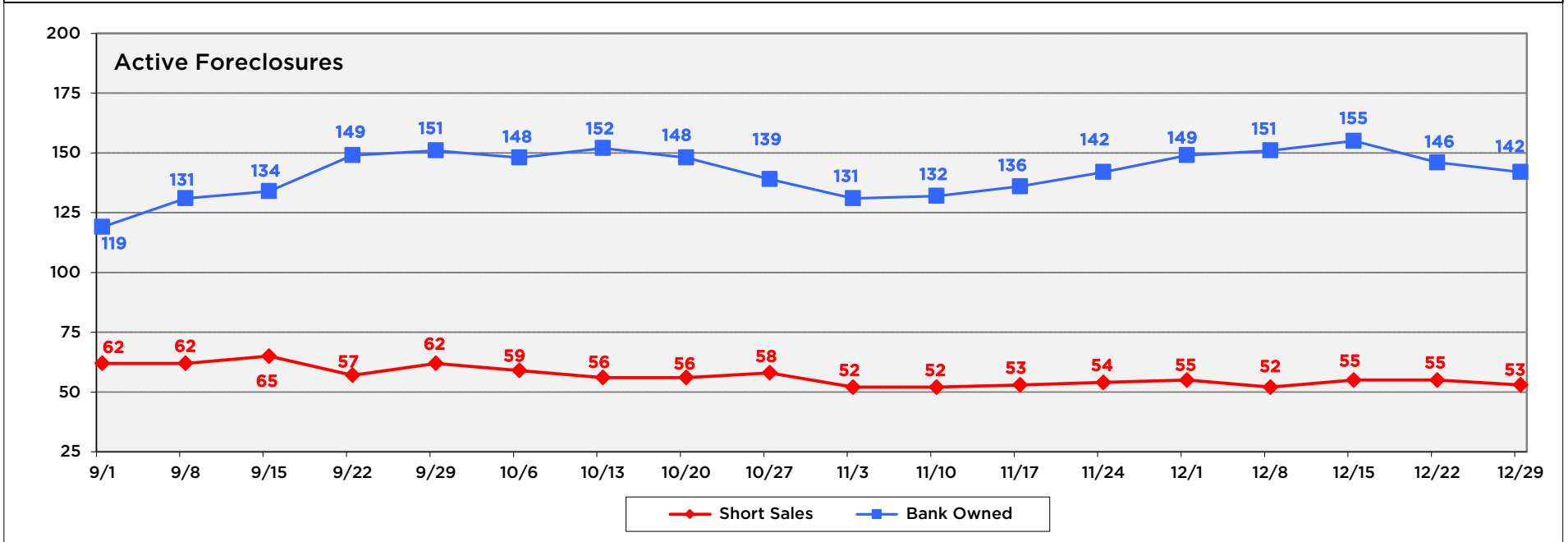
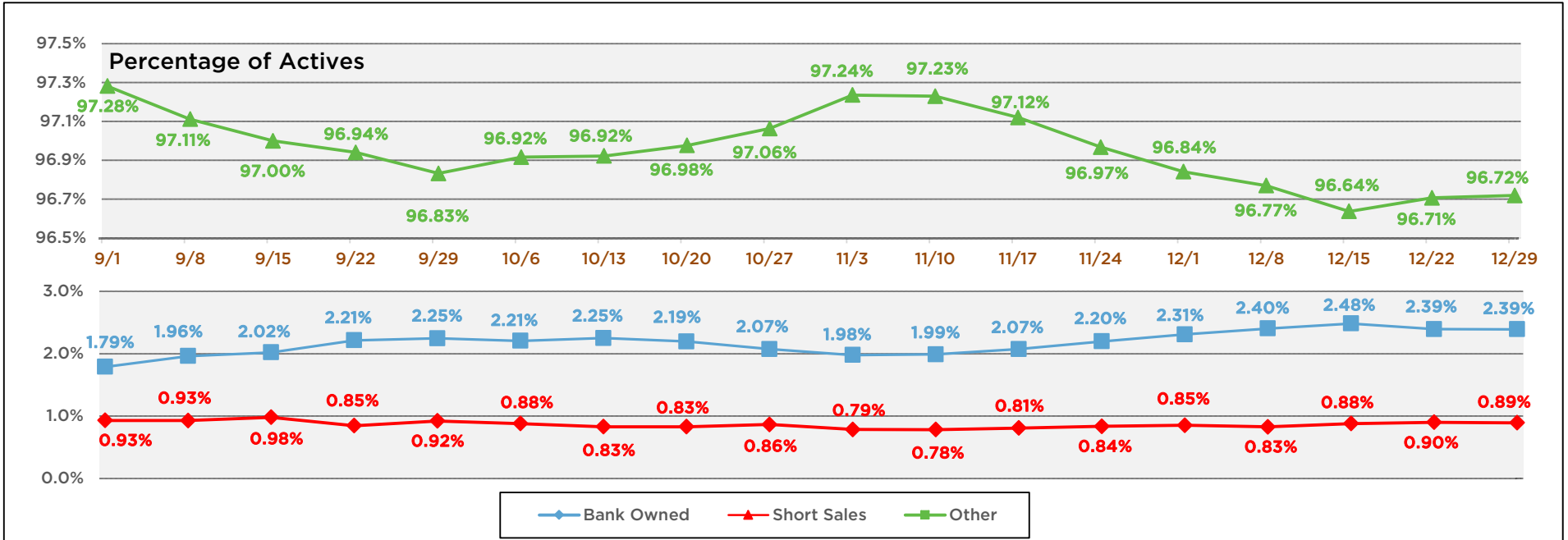
Single Family Homes



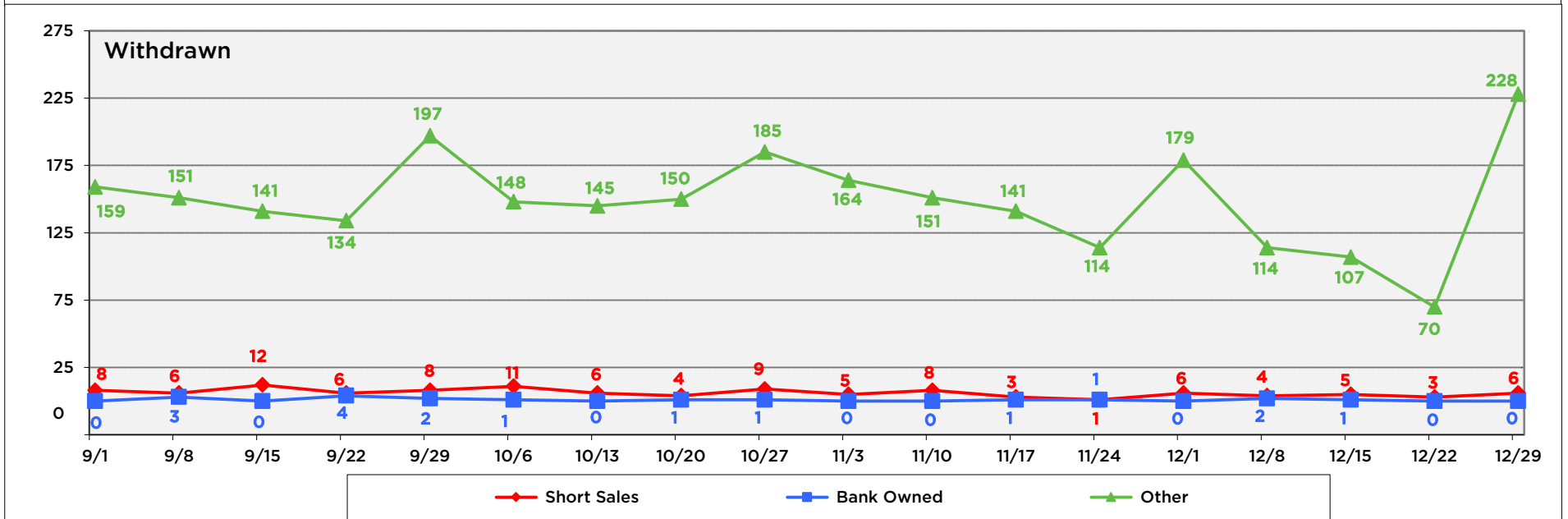
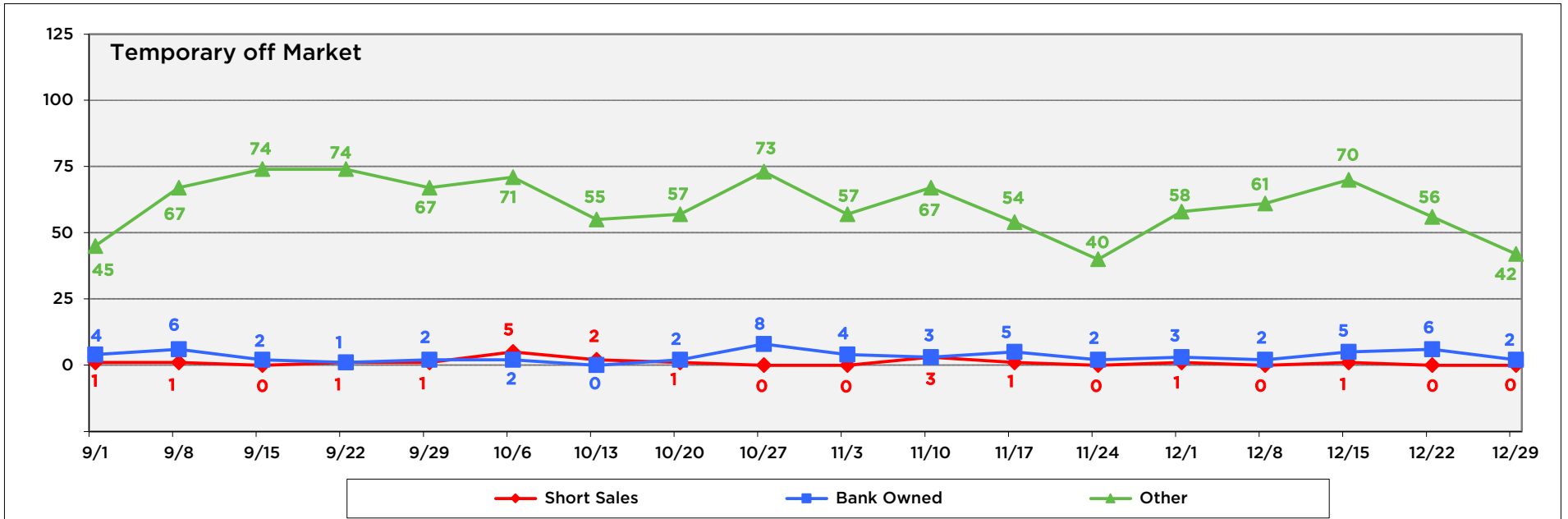
Single Family Homes



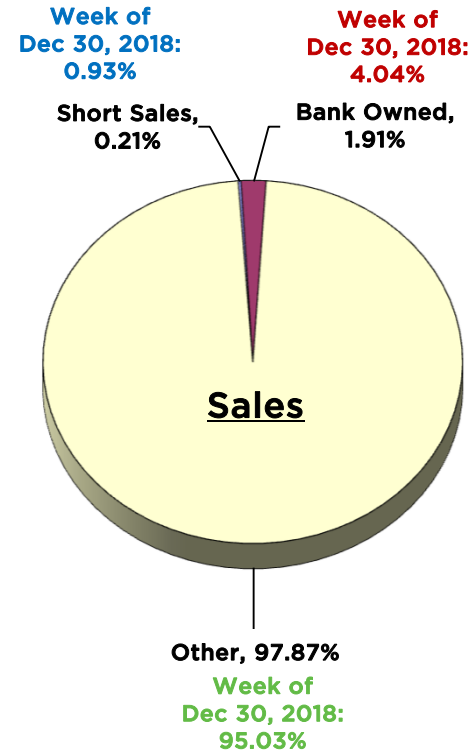
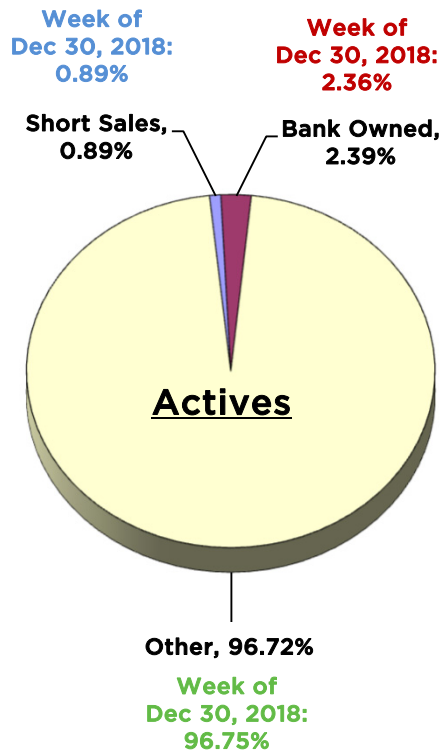
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 5 Single Family Homes available for the Median Price of \$267,750? (± \$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>
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Seminole County		1	\$268,000	3.0	2.0	1,593	\$168.24
Longwood (East)	32750	1	\$268,000	3.0	2.0	1,593	\$168.24
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Orange County		1	\$268,000	3.0	2.0	1,630	\$164.42
Taft	32824	1	\$268,000	3.0	2.0	1,630	\$164.42
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Osceola County		2	\$267,950	4.0	2.5	2,257	\$118.75
Kissimmee (West) / Pleasant Hill	34746	1	\$267,900	4.0	3.0	2,758	\$97.14
St Cloud / Canoe Creek	34772	1	\$268,000	4.0	2.0	1,755	\$152.71
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Lake County		1	\$268,000	4.0	3.0	2,786	\$96.20
Mount Dora	32757	1	\$268,000	4.0	3.0	2,786	\$96.20

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	131	110	16	3	1	1	0
Bank Owned	0	0	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	130	109	16	3	1	1	0
Active Listings	1,654	1,177	173	205	59	34	6
Bank Owned	17	12	3	2	0	0	0
Short Sales	8	4	2	1	1	0	0
Other	1,629	1,161	168	202	58	34	6
Months of Inventory	3	2	2	16	14	8	0

List Price

Average Original List Price	\$190,647	\$165,275	\$282,547	\$362,933	\$410,000	\$774,900	\$0
Average Final List Price	\$187,876	\$162,699	\$278,502	\$361,267	\$410,000	\$765,000	\$0

Sale Price

Average Price	\$183,563	\$158,664	\$273,588	\$354,633	\$400,000	\$752,500	\$0
Median Price	\$175,000	\$155,000	\$274,500	\$359,900	\$400,000	\$752,500	\$0

Price Differences

Original to Final List Price	-\$2,771	-\$2,576	-\$4,045	-\$1,666	\$0	-\$9,900	\$0
Original List to Sale Price - \$	-\$7,084	-\$6,611	-\$8,959	-\$8,300	-\$10,000	-\$22,400	\$0
Final List to Sale Price - \$	-\$4,313	-\$4,035	-\$4,914	-\$6,634	-\$10,000	-\$12,500	\$0
Original List to Sale Price - %	96.28%	96.00%	96.83%	97.71%	97.56%	97.11%	0.00%
Final List to Sale Price - %	97.70%	97.52%	98.24%	98.16%	97.56%	98.37%	0.00%

Days on the Market

Avg Days Listing to Contract	47	44	75	25	18	99	0
Combined Avg Days to Contract	43	40	67	25	18	99	0
Avg Days Listing to Closing	85	81	114	56	72	133	0
Avg Days Contract to Close	37	37	39	31	54	34	0

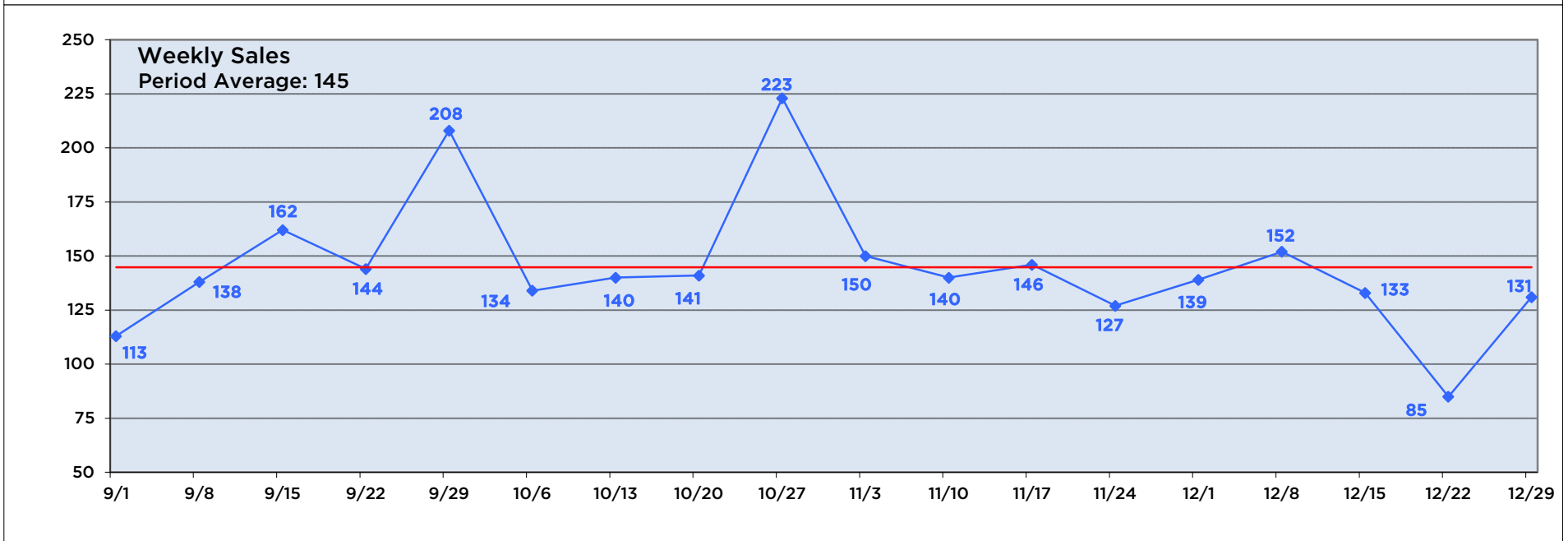
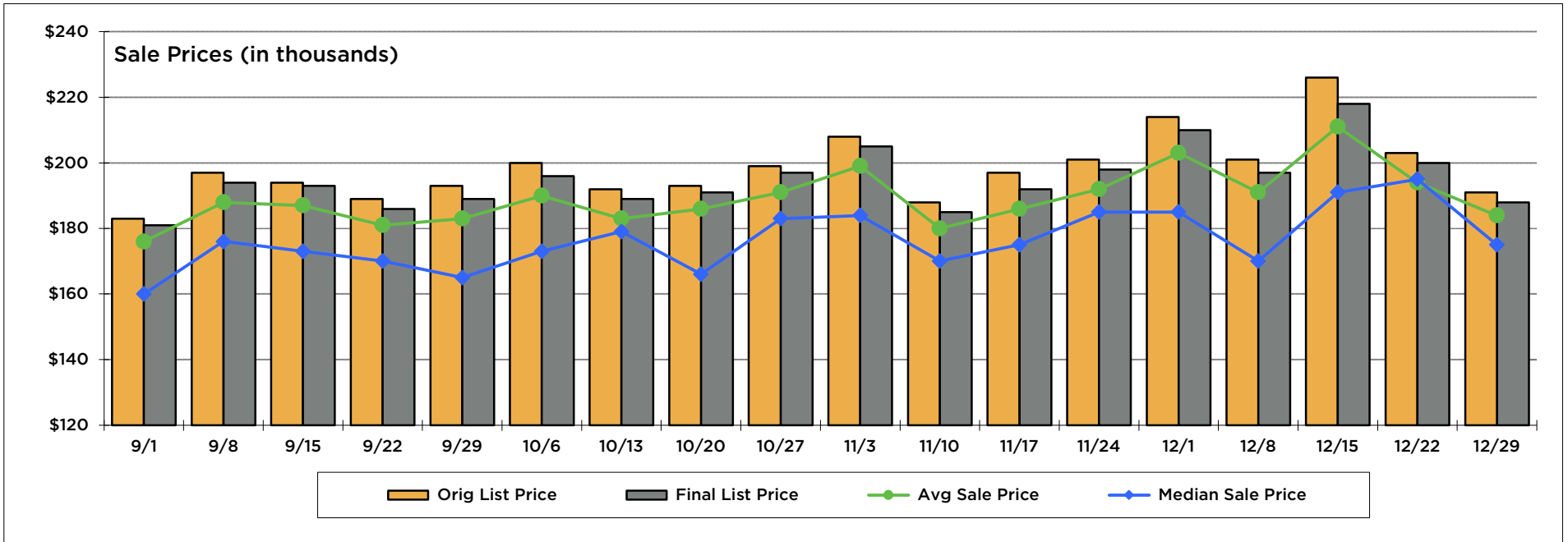
Beds / Baths

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

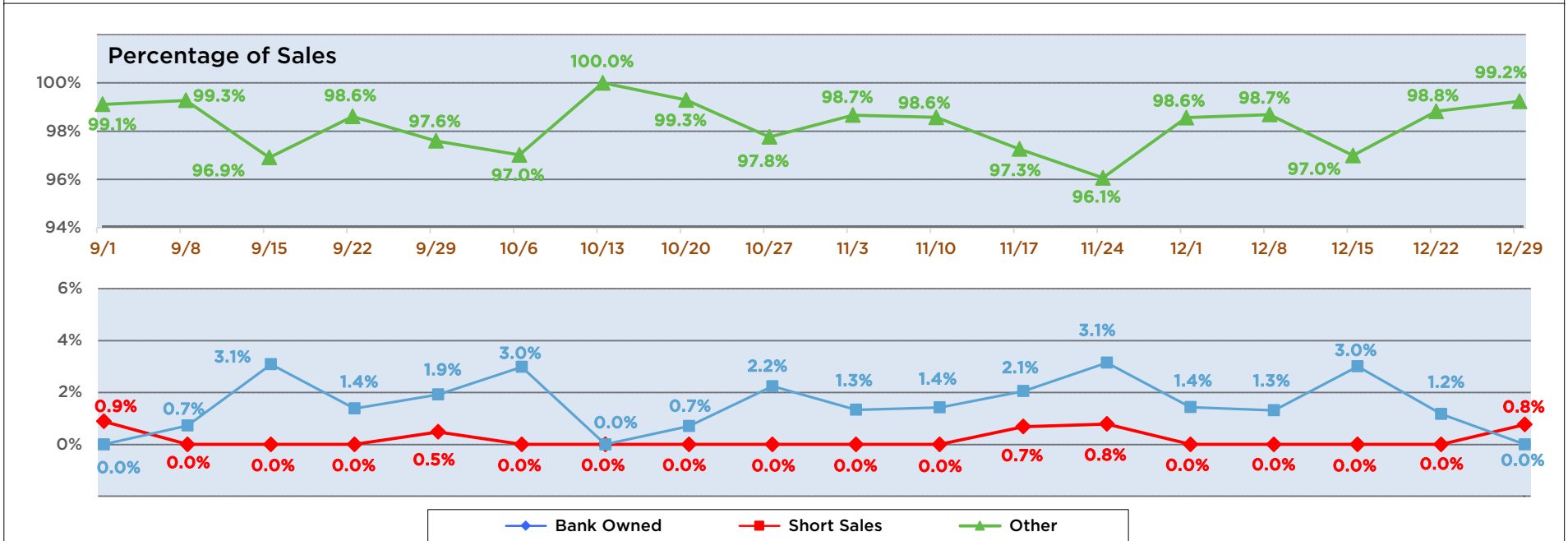
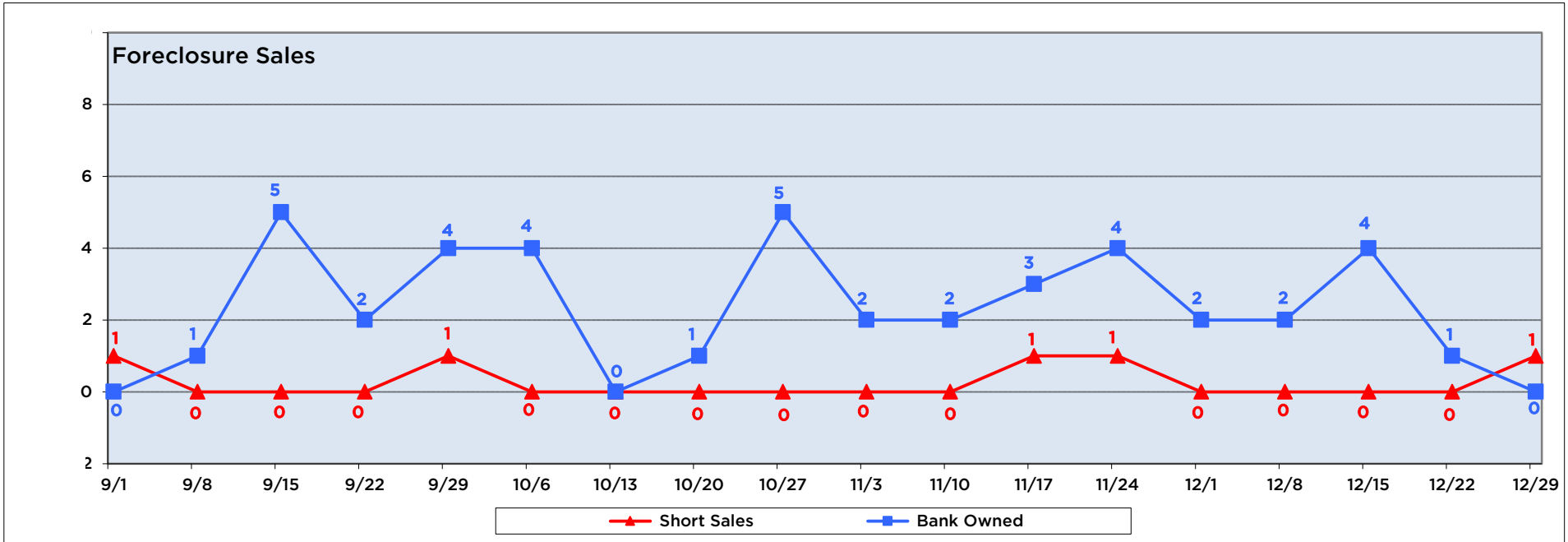
Square Footage

Average Square Feet	1,314	1,241	1,630	1,504	2,574	2,429	0
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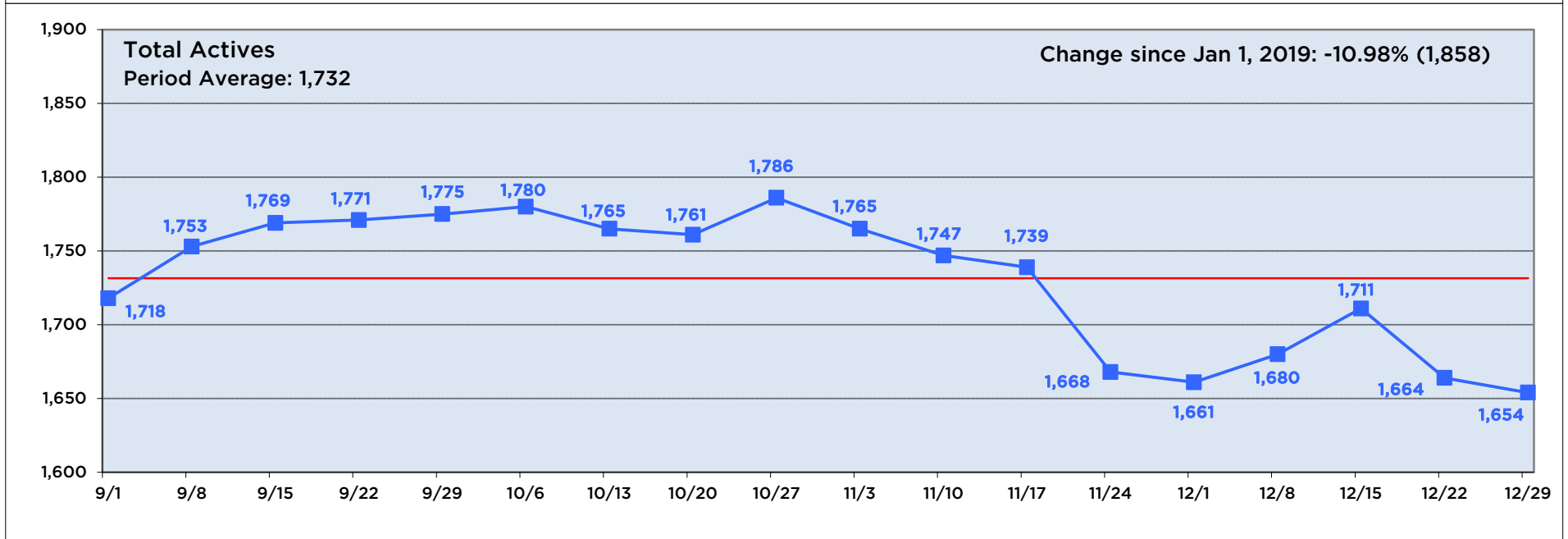
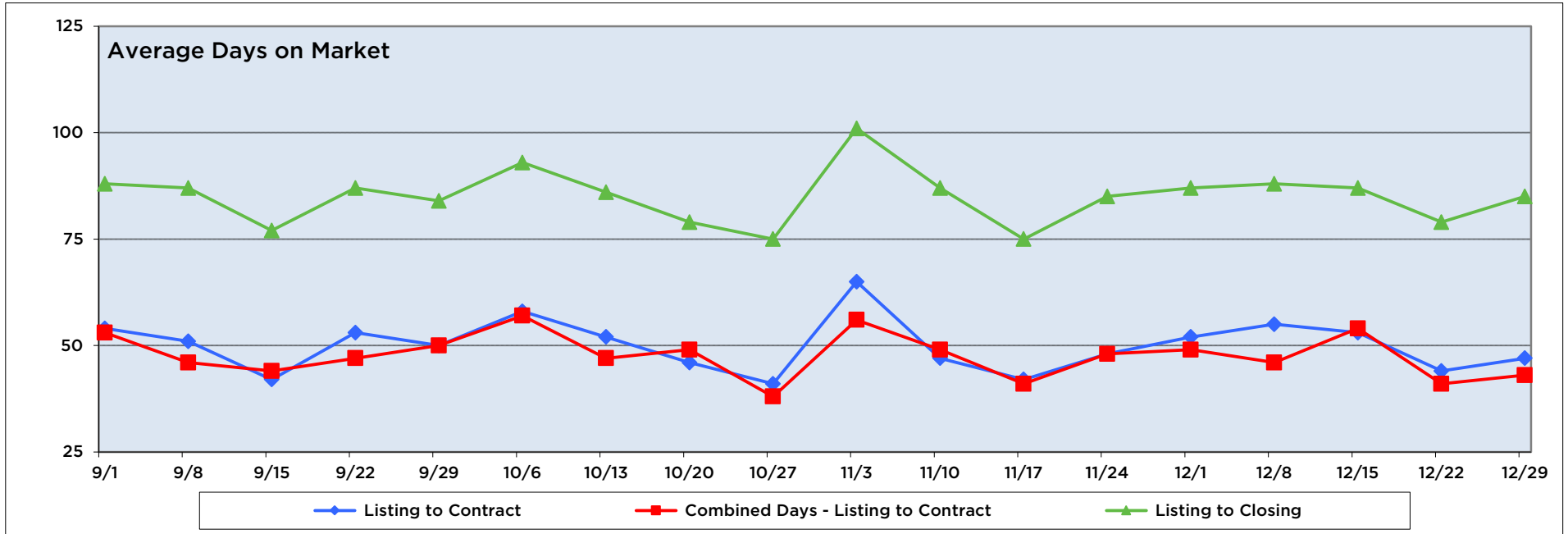
Condos, Townhomes, Villas



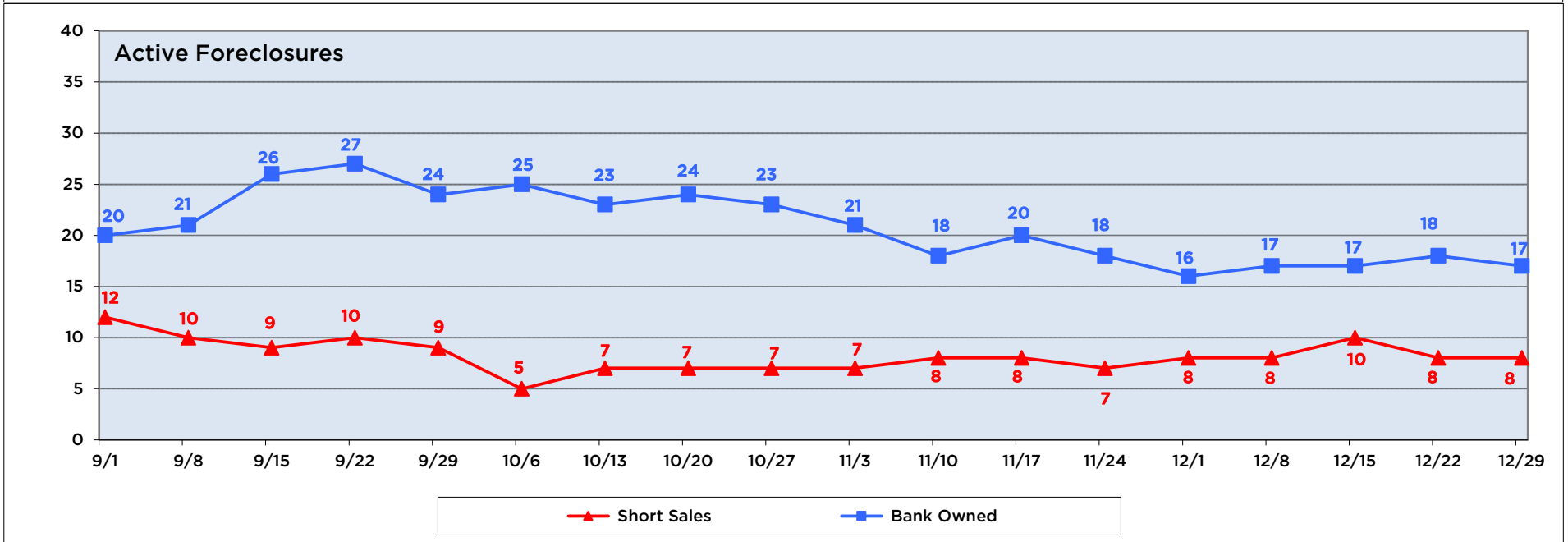
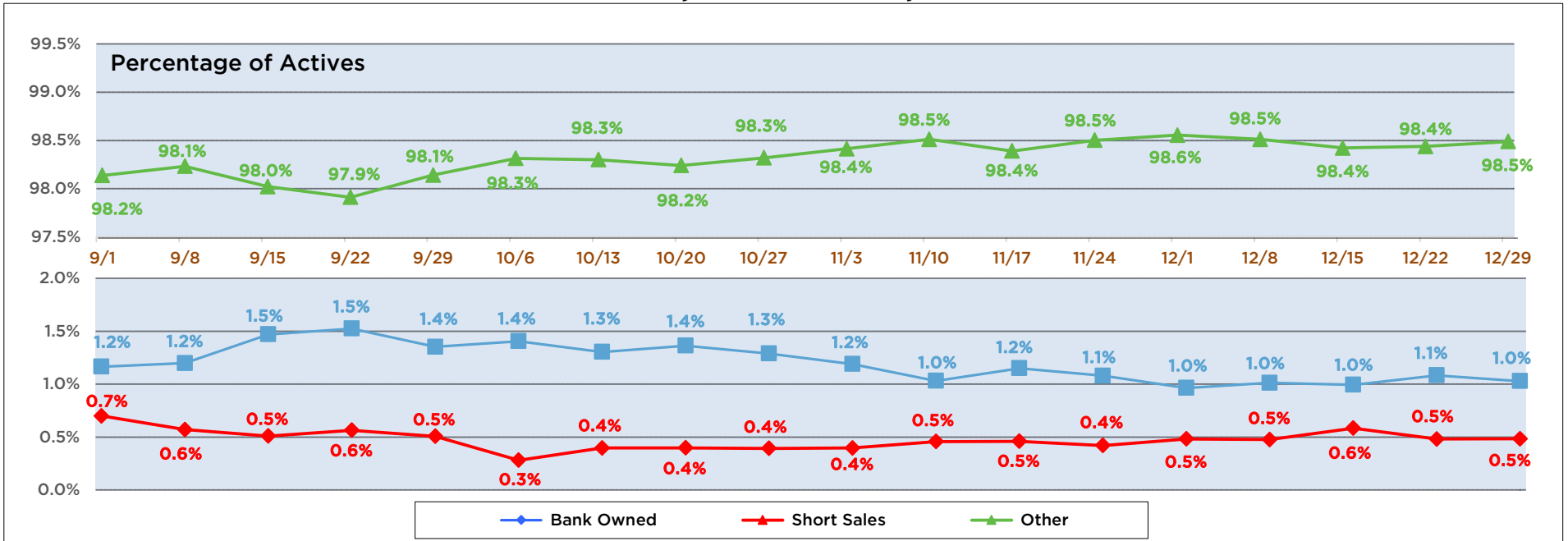
Condos, Townhomes, Villas



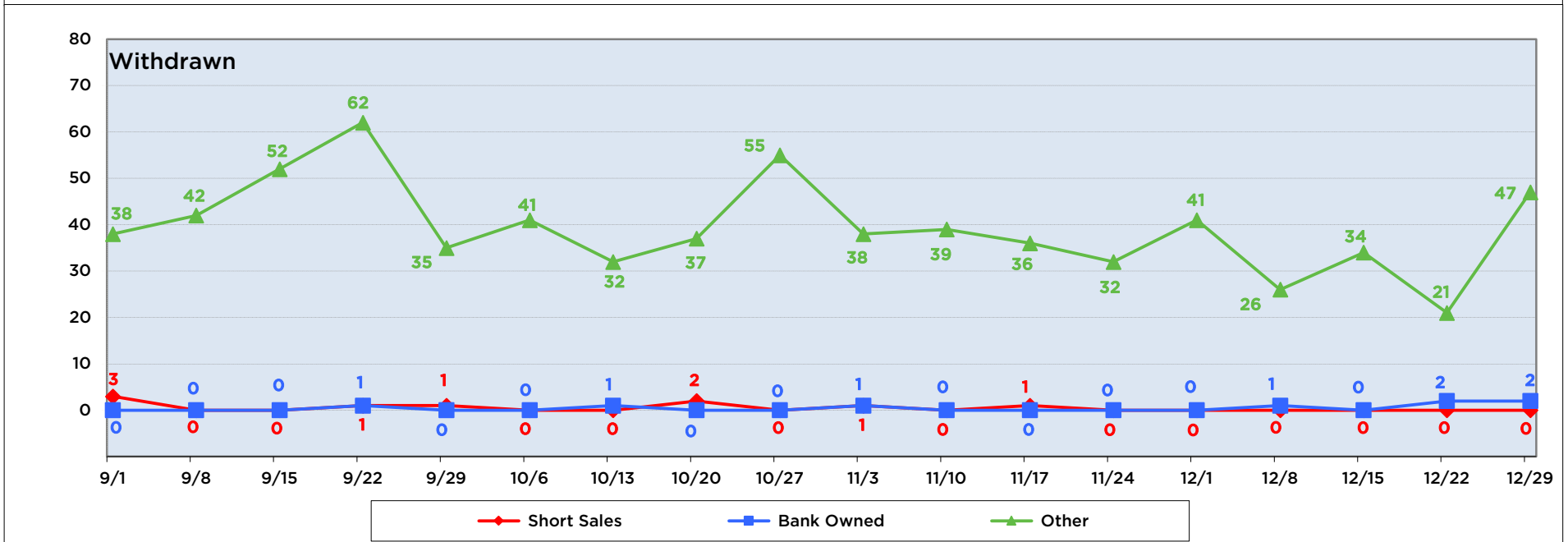
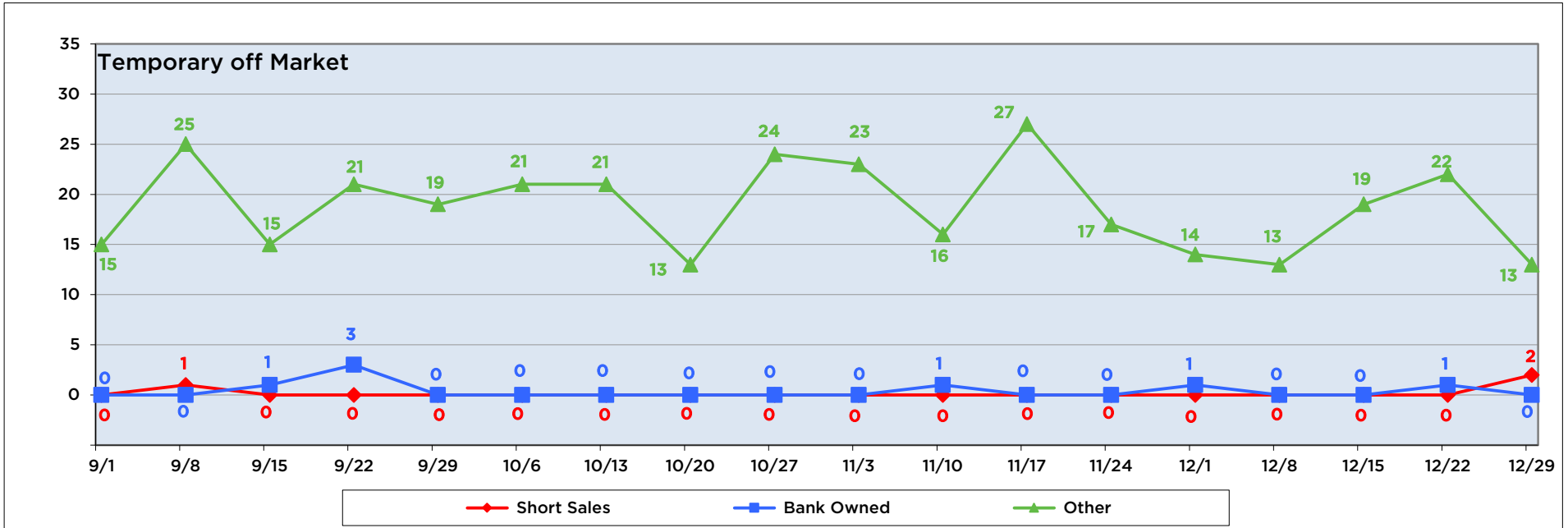
Condos, Townhomes, Villas



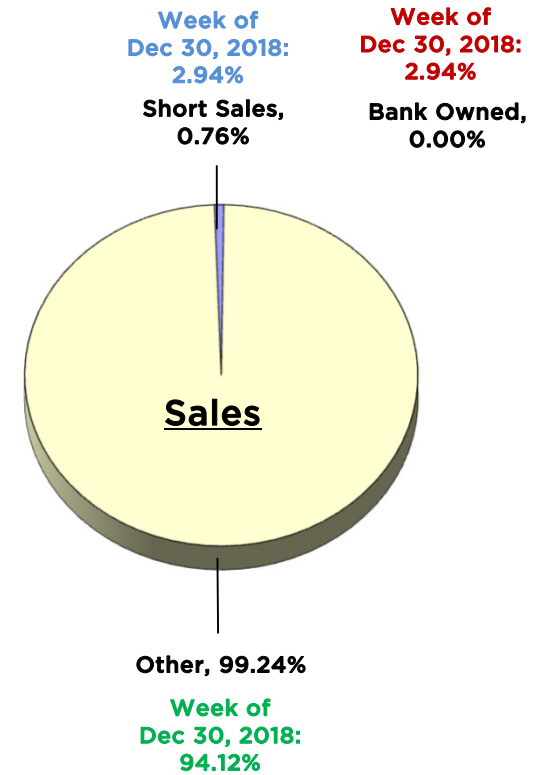
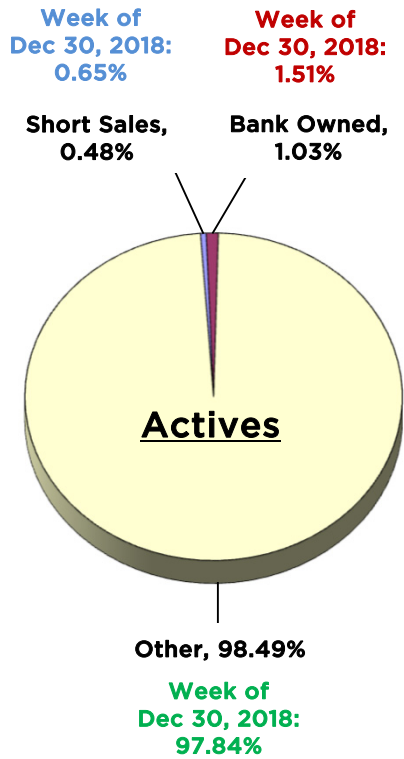
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 26 Condos, Townhomes, or Villas available for the Median Price of \$175,000?

(± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		3	\$174,800	2.7	2.0	1,348	\$129.71
Casselberry	32707	1	\$174,900	3.0	2.0	1,443	\$121.21
Winter Springs / Tuskawilla	32708	1	\$175,000	3.0	2.0	1,344	\$130.21
Longwood / Wekiva Springs	32779	1	\$174,500	2.0	2.0	1,256	\$138.93
Orange County		13	\$174,958	2.5	1.9	1,207	\$144.97
Apopka (North)	32712	1	\$174,950	2.0	2.0	1,420	\$123.20
Azalea Park	32807	1	\$174,900	2.0	2.0	930	\$188.06
Orlo Vista	32811	1	\$174,900	3.0	2.0	1,263	\$138.48
Conway	32812	1	\$174,900	2.0	1.0	954	\$183.33
Williamsburg / Lake Bryan	32821	2	\$174,950	2.0	2.0	883	\$198.13
Ventura	32822	2	\$175,000	3.0	2.0	1,428	\$122.55
Rio Pinar / Union Park	32825	2	\$175,000	3.0	2.0	1,357	\$128.96
Union Park / Chickasaw	32829	1	\$175,000	3.0	2.0	1,408	\$124.29
Metro West / Orlo Vista	32835	1	\$174,900	3.0	2.0	1,204	\$145.27
Pine Castle / Edgewood	32839	1	\$175,000	2.0	2.0	1,174	\$149.06
Osceola County		9	\$174,971	3.1	2.2	1,416	\$123.53
Davenport	33896	1	\$174,900	3.0	2.0	1,248	\$140.14
Kissimmee (Central)	34741	1	\$174,950	3.0	2.0	1,296	\$134.99
Kissimmee / Buena Ventura Lakes	34743	1	\$175,000	3.0	2.0	1,277	\$137.04
Kissimmee (West) / Pleasant Hill	34746	2	\$175,000	3.0	3.0	1,317	\$132.88
Kissimmee / Celebration	34747	3	\$174,997	3.0	2.0	1,485	\$117.84
Kissimmee / Poinciana	34758	1	\$174,900	4.0	2.0	1,838	\$95.16
Lake County		1	\$175,000	2.0	2.0	1,254	\$139.55
Tavares / Mt Plymouth	32778	1	\$175,000	2.0	2.0	1,254	\$139.55