



Monday Morning Quarterback Summary

Week of January 5, 2020 - January 11, 2020

Single-family existing homes

- Sales of single-family homes decreased to 312 during the week of Jan 5, from 470 the week prior
- The median price of single family homes decreased to \$266,750, a change of -0.4%
- The number of single-family home foreclosure transactions decreased to 8 last week, from 9 the week of Dec 29
- The number of single-family home short-sale transactions remained constant at 1
- Single-family inventory increased by 83, and now sits at 6,025

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 104 during the week of Jan 5, from 131 the week prior
- The median price of condos, townhomes, and villas increased to \$187,450, a change of 7.1%
- The number of condo, townhome and villa foreclosure transactions remained constant at 0
- The number of condo, townhome and villa short-sale transactions remained constant at 1
- Condo inventory increased by 32, and now sits at 1,686

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	312	127	62	70	30	21	2
Bank Owned	8	4	3	0	1	0	0
Short Sales	1	1	0	0	0	0	0
Other	303	122	59	70	29	21	2
Active Listings	6,025	1,516	909	1,339	741	1,065	455
Bank Owned	140	78	21	19	8	7	7
Short Sales	47	20	8	12	4	2	1
Other	5,838	1,418	880	1,308	729	1,056	447
Months of Inventory	4	3	3	4	6	12	53

List Price

Average Original List Price	\$327,247	\$203,249	\$281,361	\$360,684	\$460,146	\$709,367	\$2,447,500
Average Final List Price	\$318,962	\$199,476	\$276,184	\$352,644	\$456,058	\$683,210	\$2,172,500

Sale Price

Average Price	\$310,556	\$193,783	\$270,639	\$344,427	\$443,023	\$664,662	\$2,072,500
Median Price	\$266,750	\$210,000	\$268,750	\$341,609	\$438,500	\$650,000	\$2,072,500

Price Differences

Original to Final List Price	-\$8,285	-\$3,773	-\$5,177	-\$8,040	-\$4,088	-\$26,157	-\$275,000
Original List to Sale Price - \$	-\$16,691	-\$9,466	-\$10,722	-\$16,257	-\$17,123	-\$44,705	-\$375,000
Final List to Sale Price - \$	-\$8,406	-\$5,693	-\$5,545	-\$8,217	-\$13,035	-\$18,548	-\$100,000
Original List to Sale Price - %	94.90%	95.34%	96.19%	95.49%	96.28%	93.70%	84.68%
Final List to Sale Price - %	97.36%	97.15%	97.99%	97.67%	97.14%	97.29%	95.40%

Days on the Market

Avg Days Listing to Contract	54	52	39	65	48	64	257
Combined Avg Days to Contract	57	46	41	78	49	101	253
Avg Days Listing to Closing	96	95	77	104	91	114	295
Avg Days Contract to Close	41	42	37	38	42	49	38

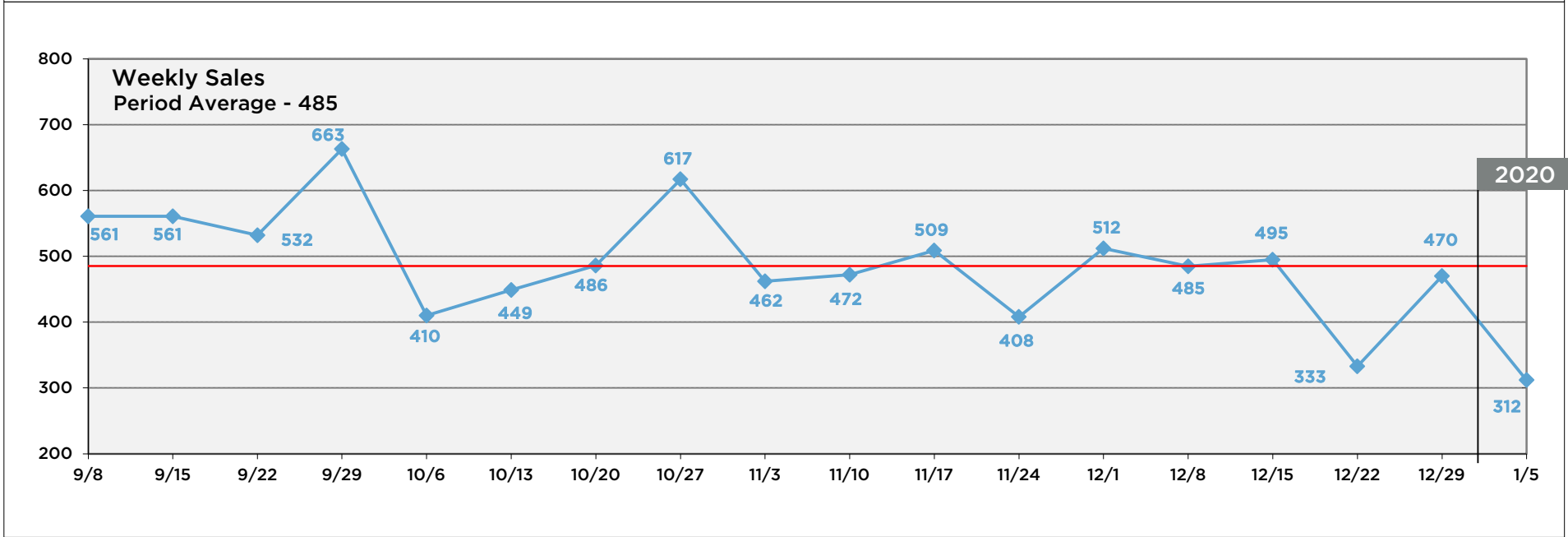
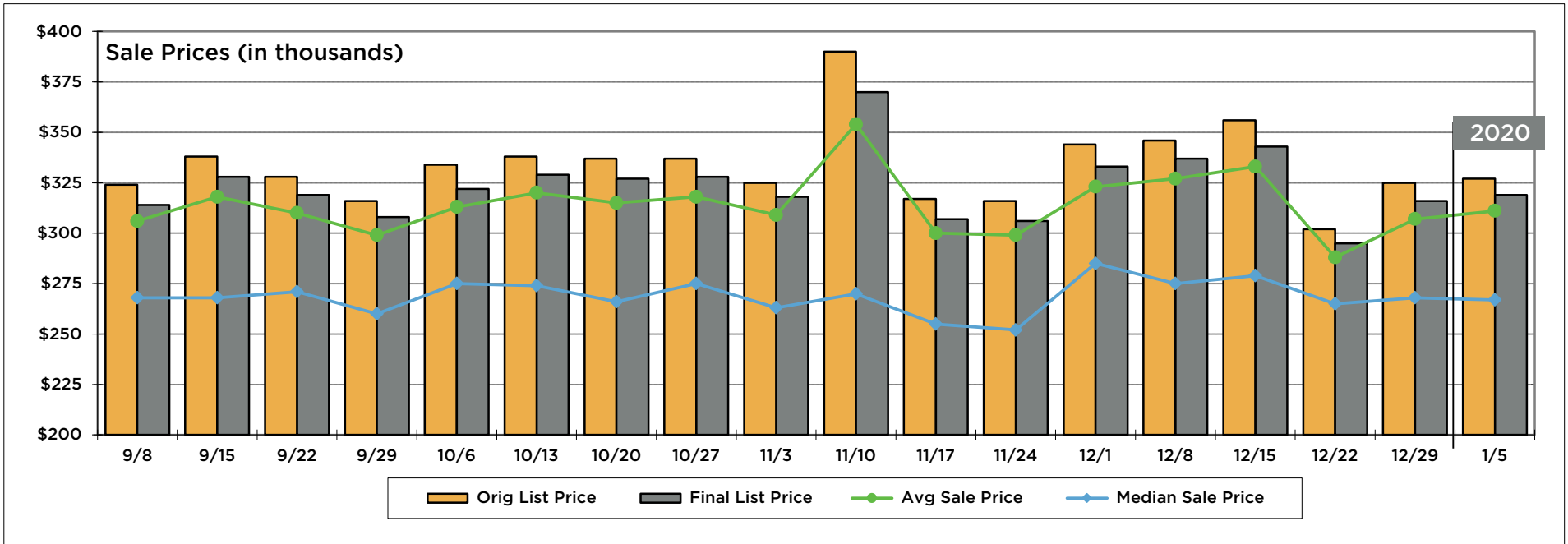
Beds / Baths

Average Bedrooms	4	3	3	4	4	4	6
Average Full Baths	2	2	2	3	3	3	5
Average Half Baths	0	0	0	0	0	0	2

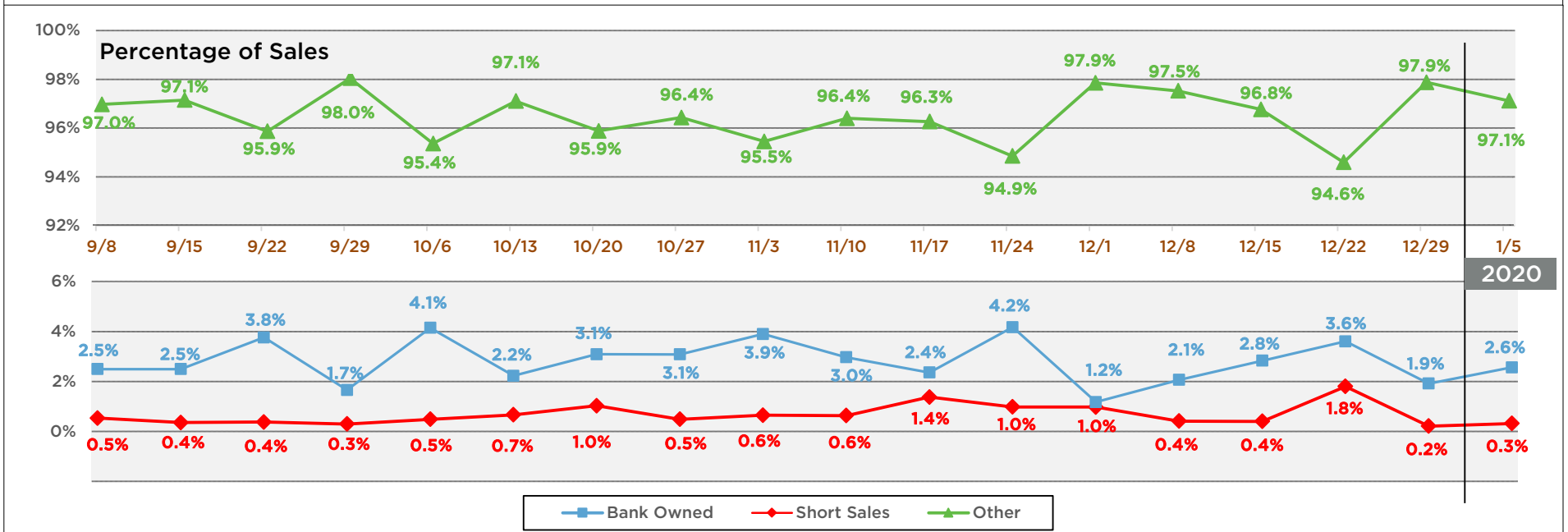
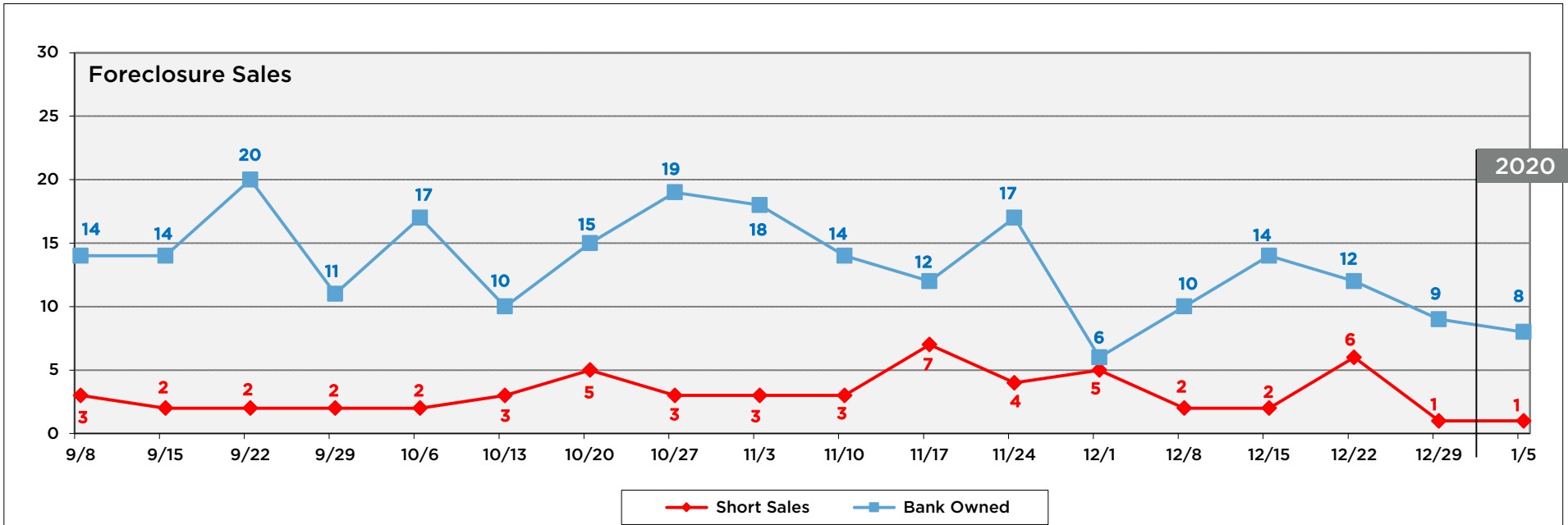
Square Footage

Average Square Feet	2,105	1,501	1,852	2,559	2,882	3,416	6,934
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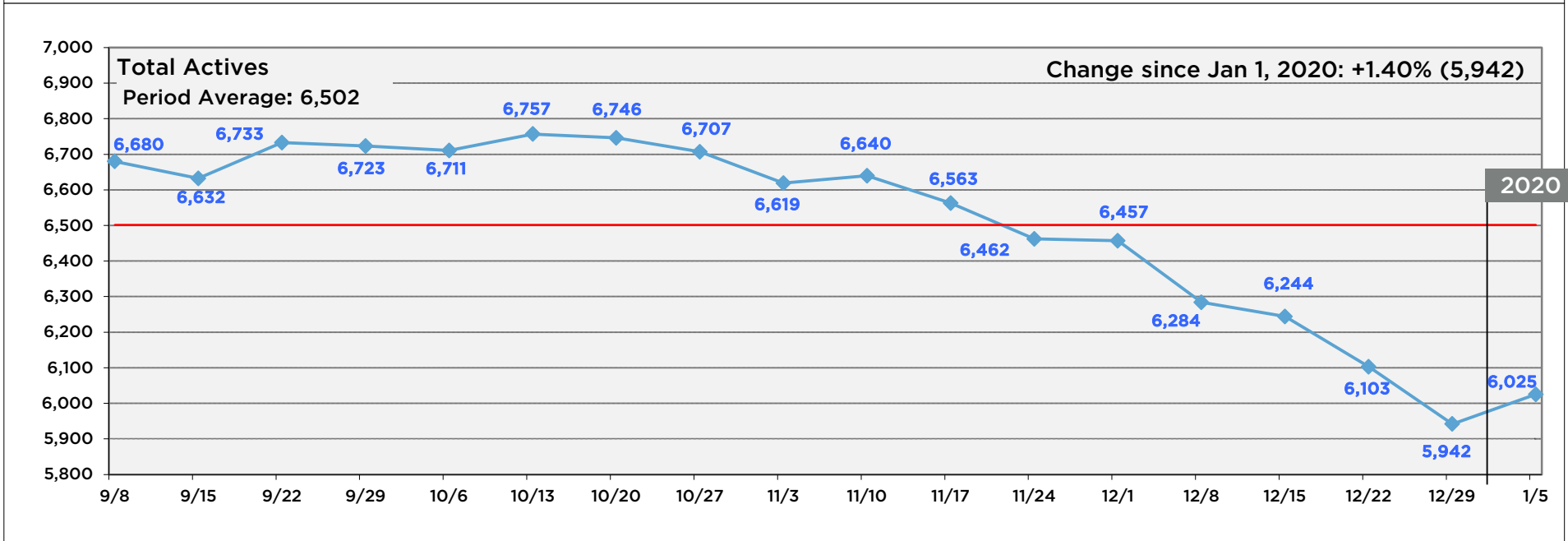
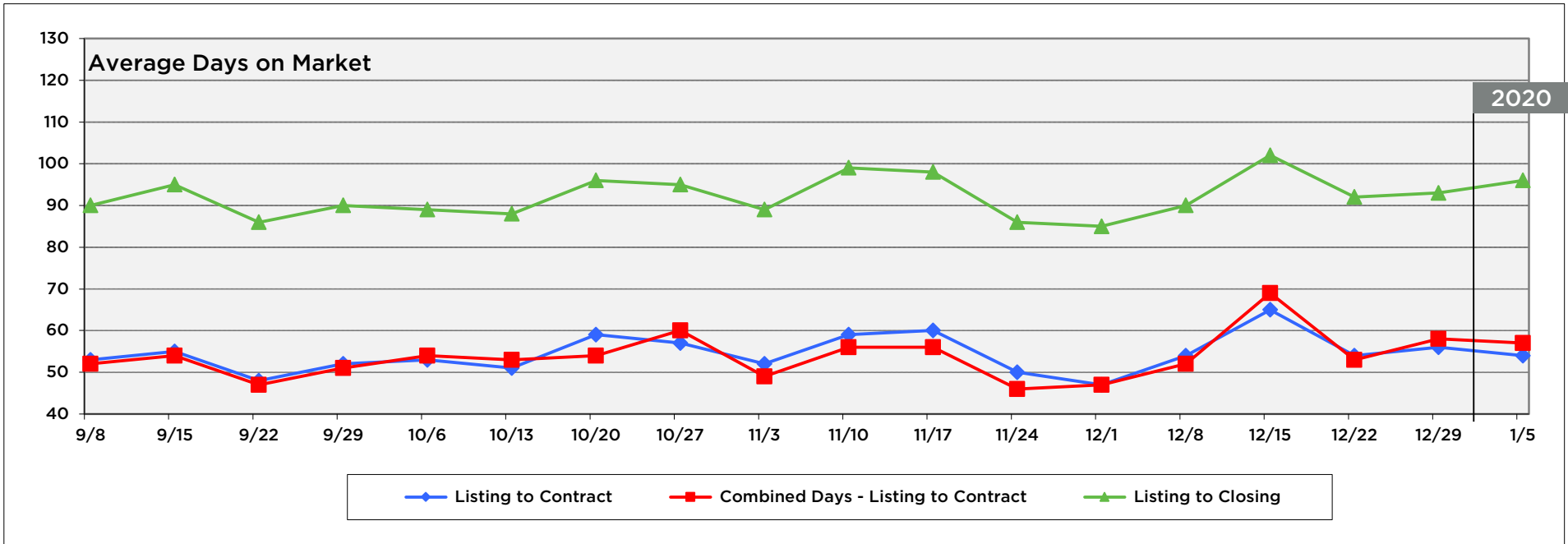
Single Family Homes



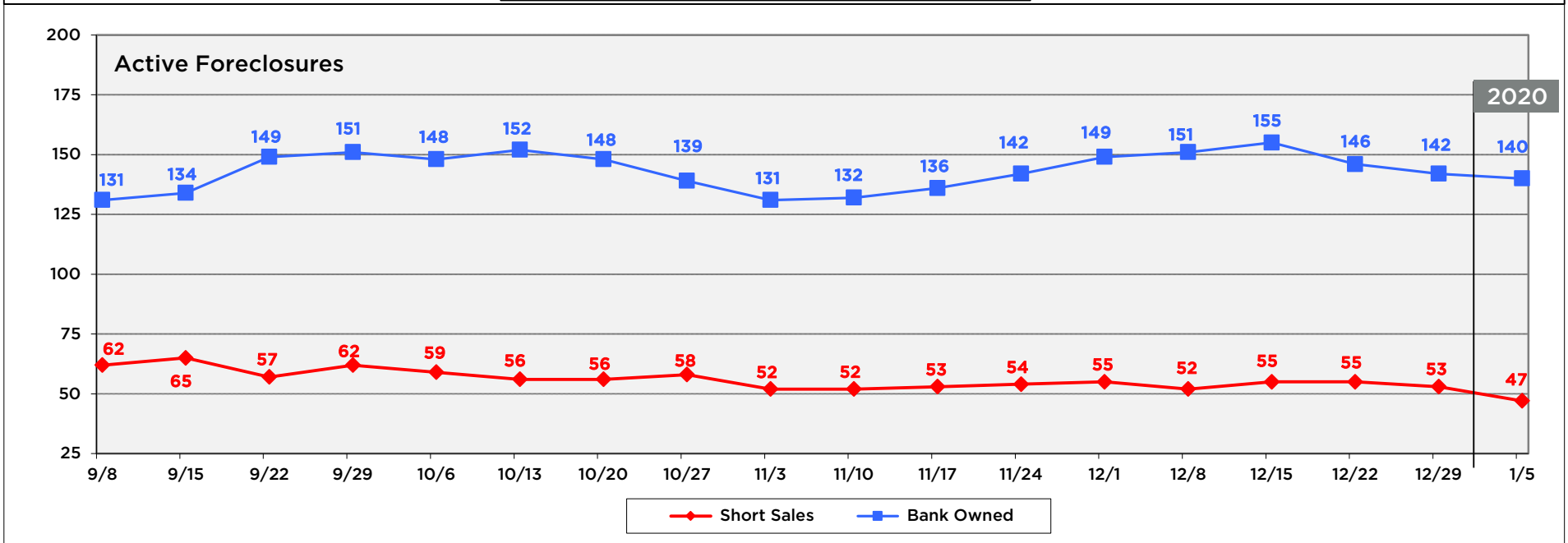
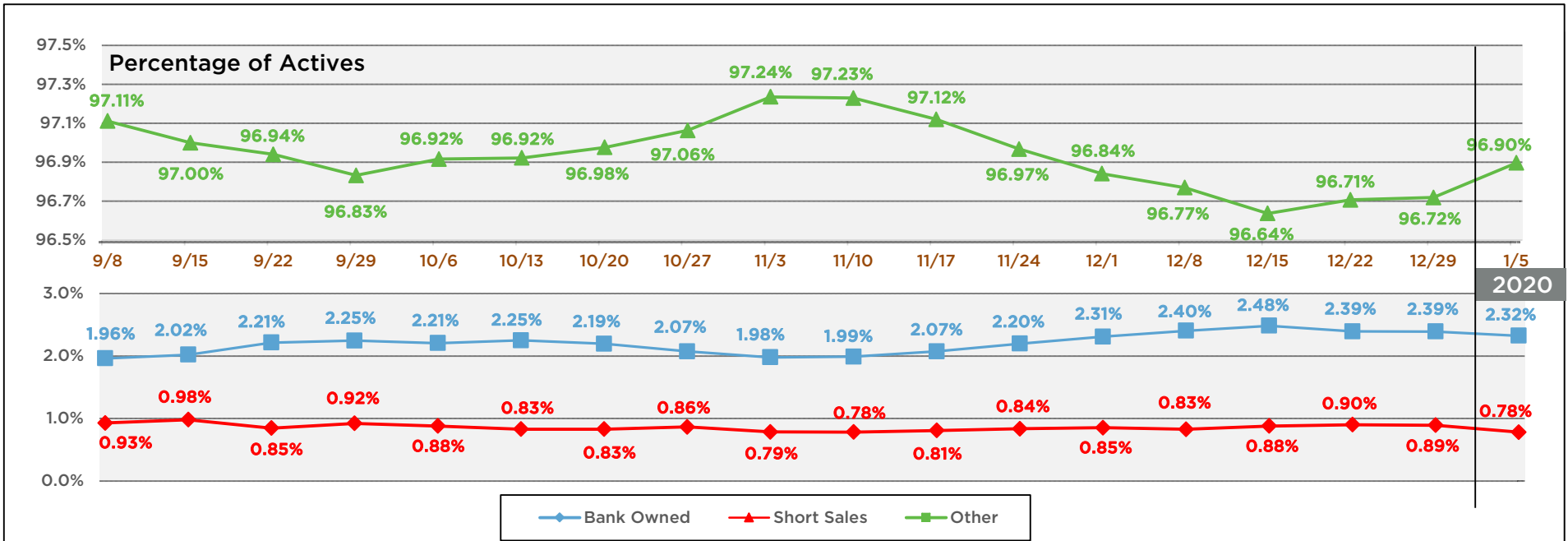
Single Family Homes



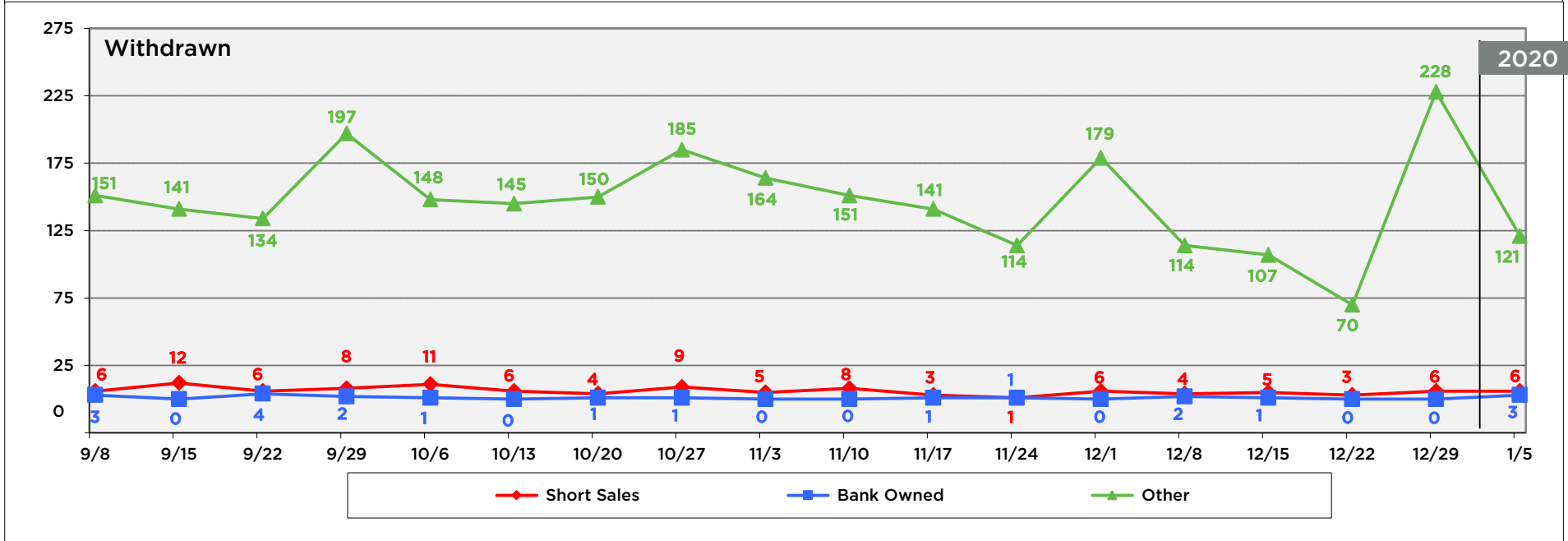
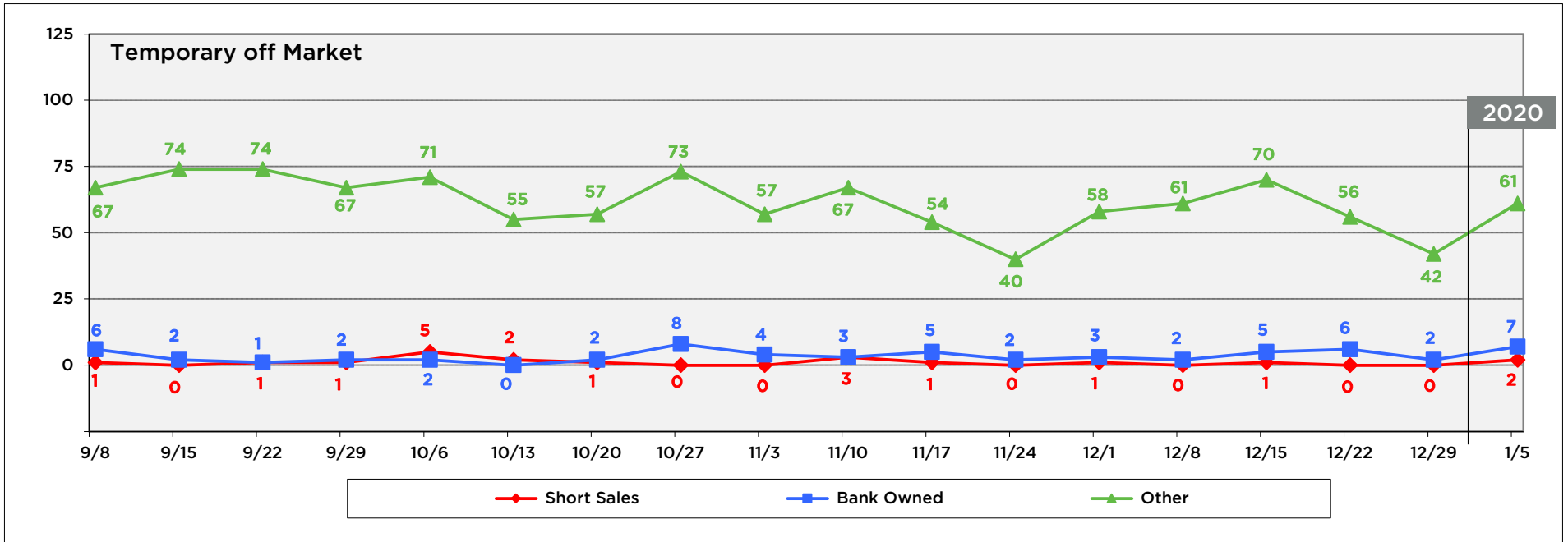
Single Family Homes



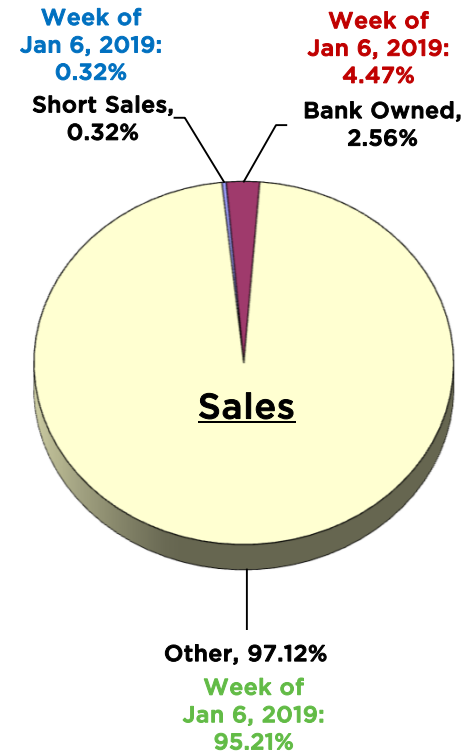
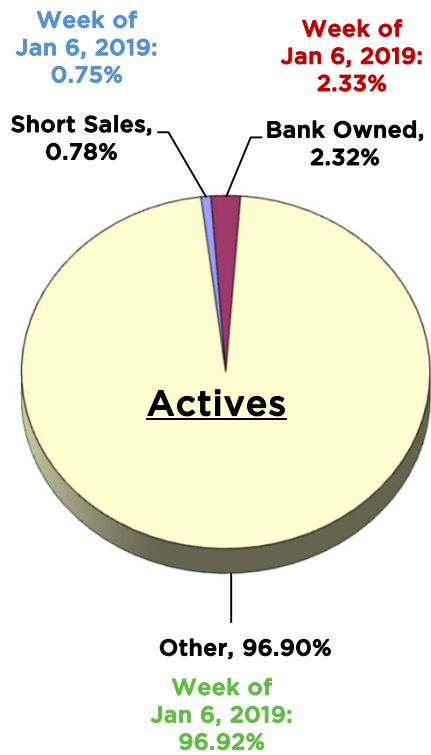
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 5 Single Family Homes available for the Median Price of \$266,750? (± \$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>
Orange County		2	\$266,660	3.0	2.0	1,418	\$188.12
Winter Park (East) / Aloma	32792	1	\$266,320	3.0	2.0	1,341	\$198.60
Ventura	32822	1	\$267,000	3.0	2.0	1,494	\$178.71
Osceola County		2	\$266,948	4.0	2.0	1,795	\$148.76
Kissimmee (East)	34744	1	\$266,900	4.0	2.0	1,654	\$161.37
Kissimmee (West) / Pleasant Hill	34746	1	\$266,995	4.0	2.0	1,935	\$137.98
Lake County		1	\$267,000	4.0	3.0	2,786	\$95.84
Mount Dora	32757	1	\$267,000	4.0	3.0	2,786	\$95.84

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	104	85	7	5	4	2	1
Bank Owned	0	0	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	103	84	7	5	4	2	1
Active Listings	1,686	1,195	175	212	64	35	5
Bank Owned	16	12	3	1	0	0	0
Short Sales	6	4	0	1	1	0	0
Other	1,664	1,179	172	210	63	35	5
Months of Inventory	4	3	6	10	4	4	1

List Price

Average Original List Price	\$225,913	\$174,676	\$286,971	\$366,180	\$440,950	\$922,000	\$1,200,000
Average Final List Price	\$220,826	\$169,923	\$283,414	\$361,960	\$427,200	\$910,000	\$1,200,000

Sale Price

Average Price	\$213,702	\$164,477	\$276,357	\$351,500	\$414,975	\$846,250	\$1,200,000
Median Price	\$187,450	\$170,000	\$280,000	\$352,000	\$415,000	\$846,250	\$1,200,000

Price Differences

Original to Final List Price	-\$5,087	-\$4,753	-\$3,557	-\$4,220	-\$13,750	-\$12,000	\$0
Original List to Sale Price - \$	-\$12,211	-\$10,199	-\$10,614	-\$14,680	-\$25,975	-\$75,750	\$0
Final List to Sale Price - \$	-\$7,124	-\$5,446	-\$7,057	-\$10,460	-\$12,225	-\$63,750	\$0
Original List to Sale Price - %	94.59%	94.16%	96.30%	95.99%	94.11%	91.78%	100.00%
Final List to Sale Price - %	96.77%	96.80%	97.51%	97.11%	97.14%	92.99%	100.00%

Days on the Market

Avg Days Listing to Contract	60	61	63	55	64	47	1
Combined Avg Days to Contract	57	56	64	37	112	47	1
Avg Days Listing to Closing	102	103	103	108	106	97	1
Avg Days Contract to Close	42	41	39	52	41	49	79

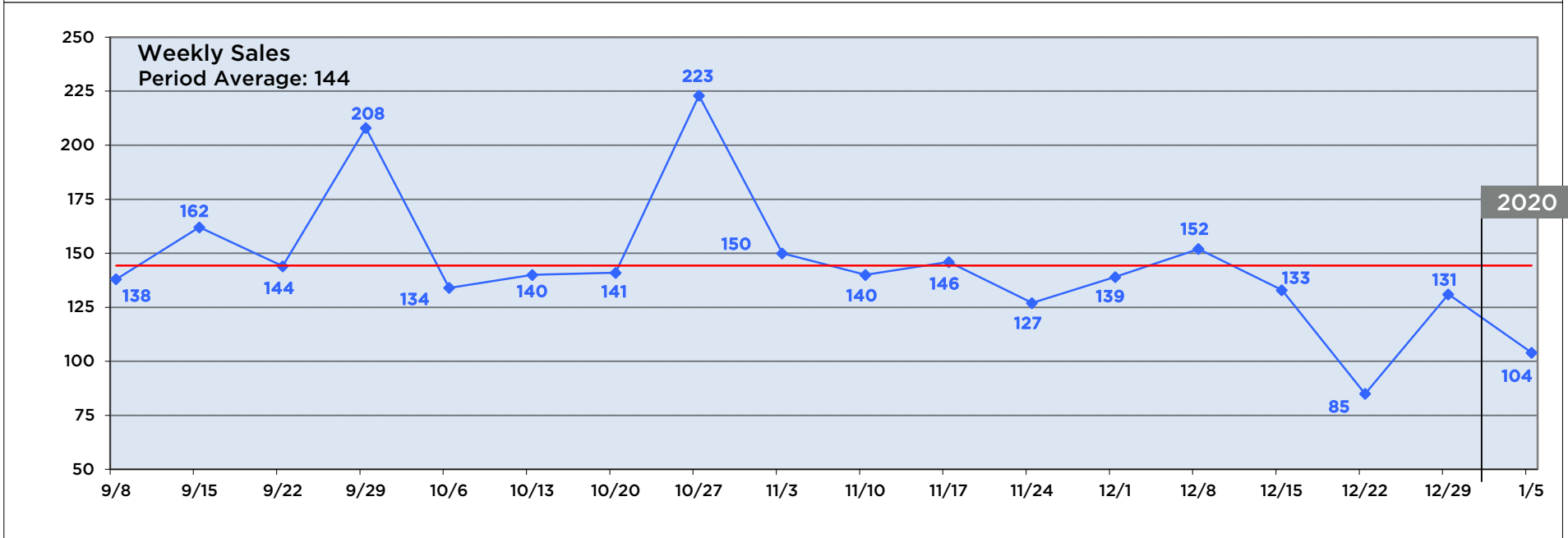
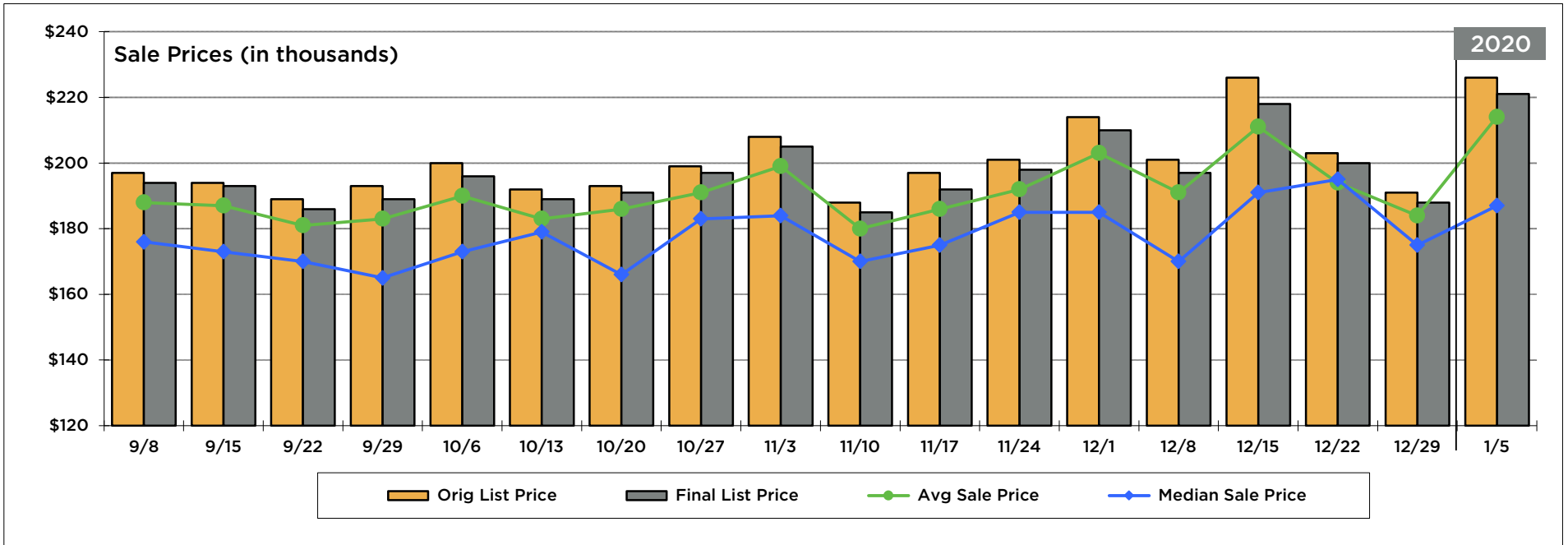
Beds / Baths

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

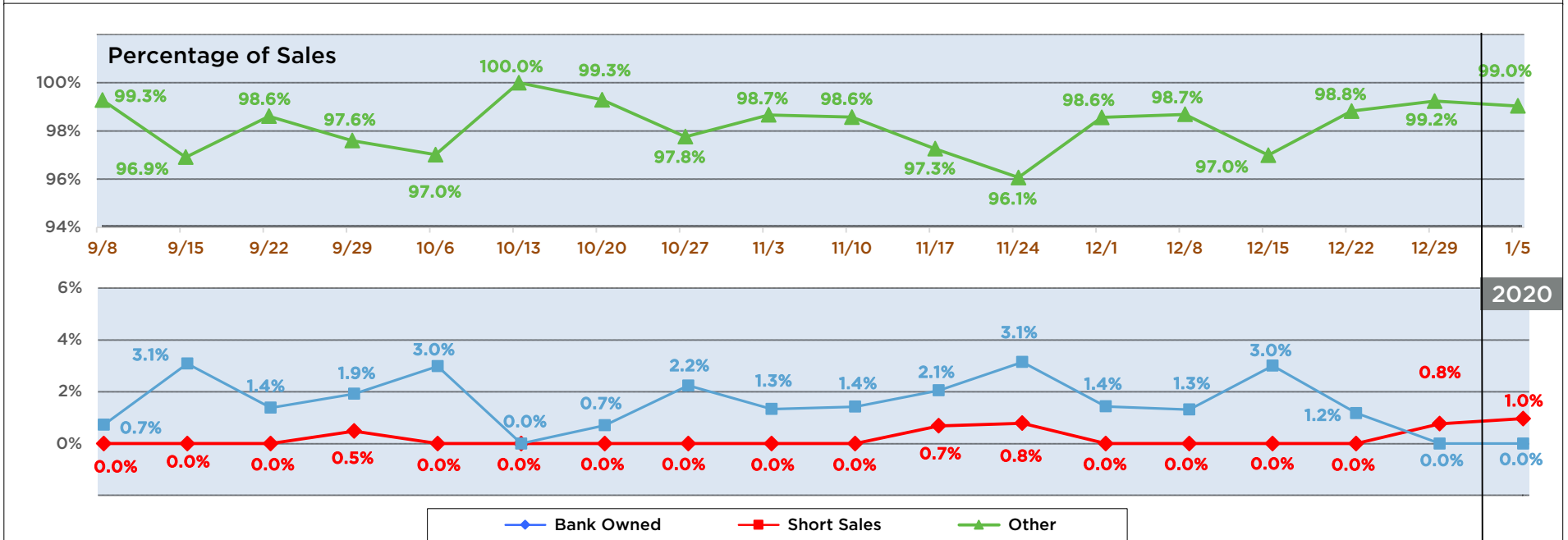
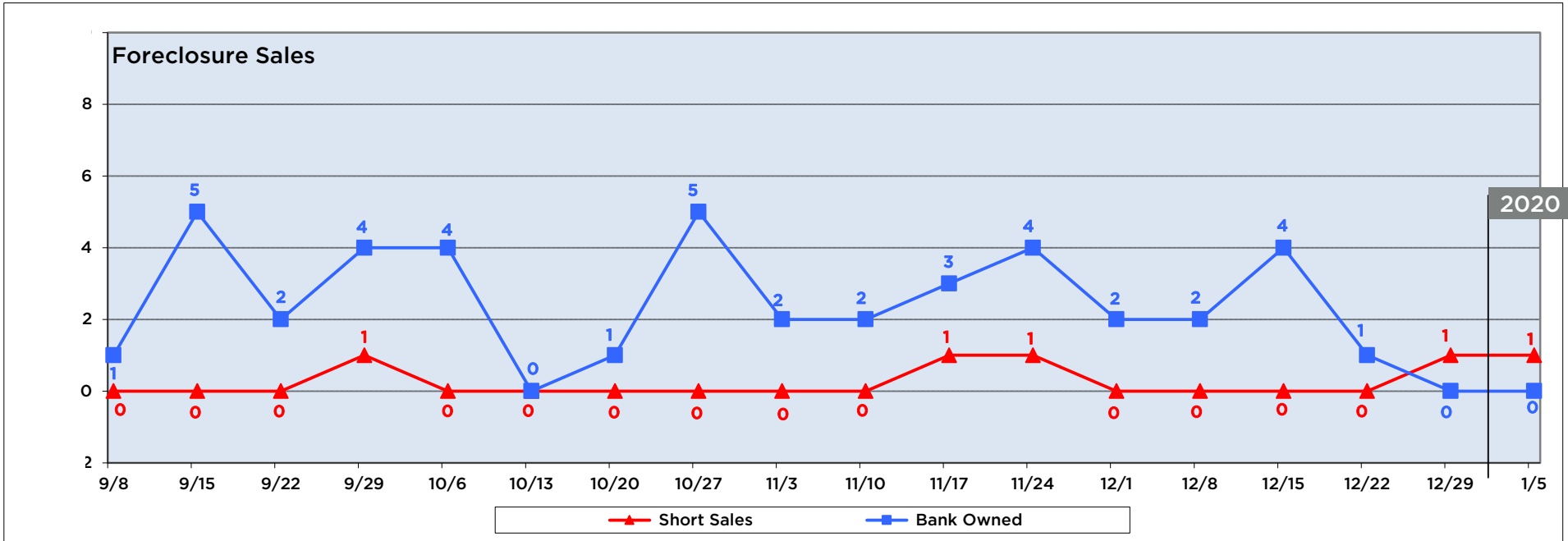
Square Footage

Average Square Feet	1,476	1,307	1,945	1,742	2,295	3,129	4,580
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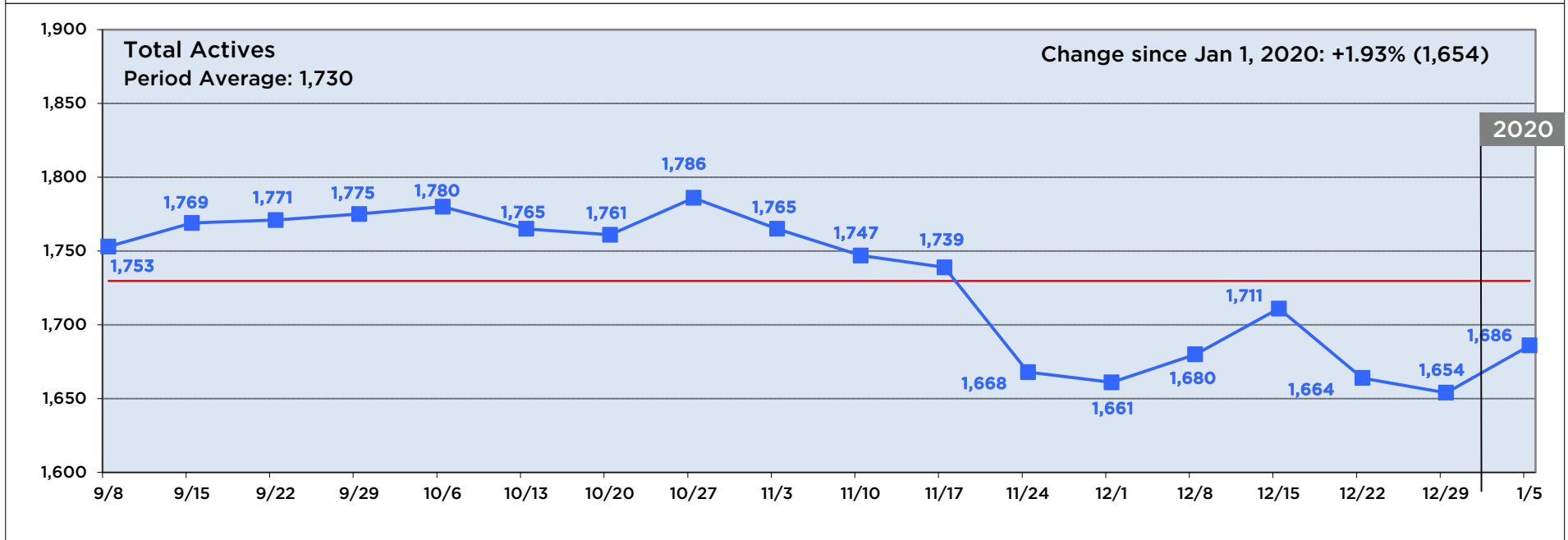
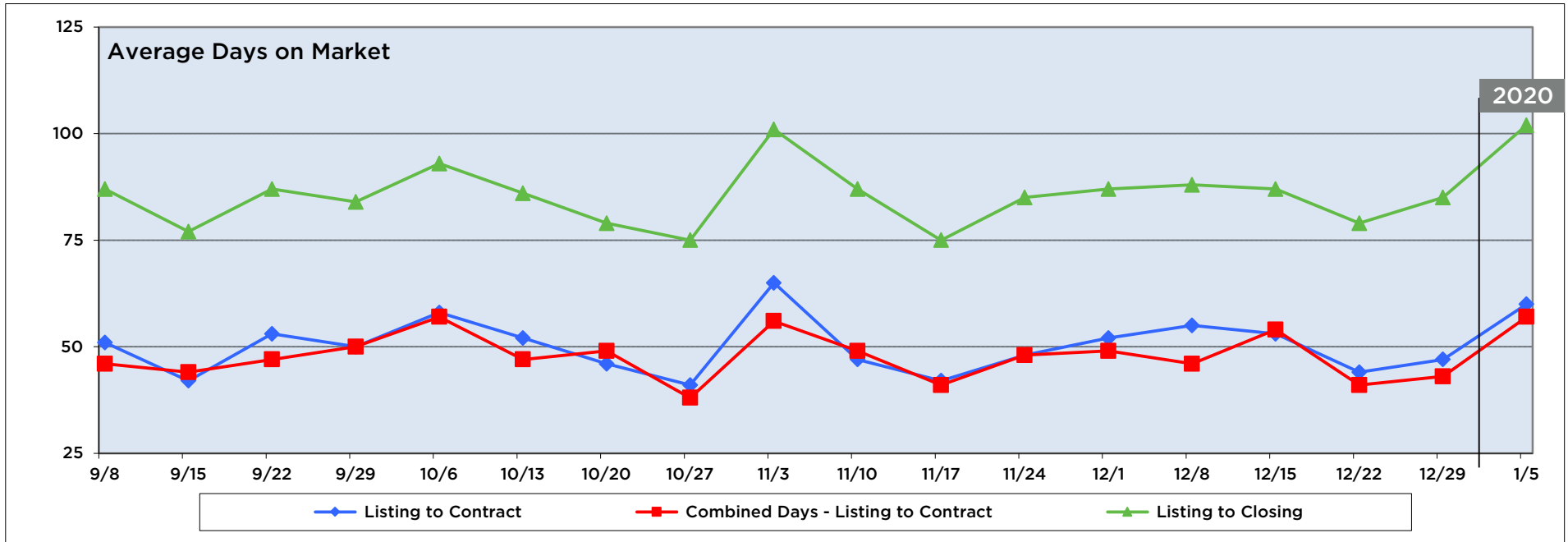
Condos, Townhomes, Villas



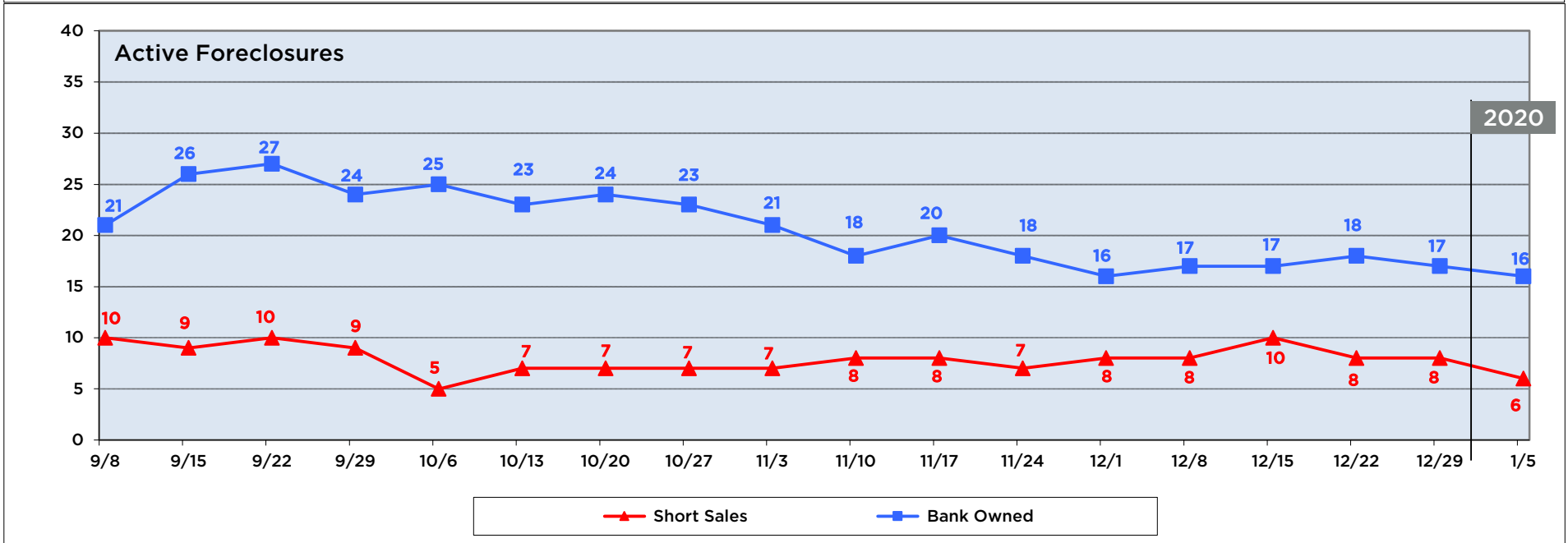
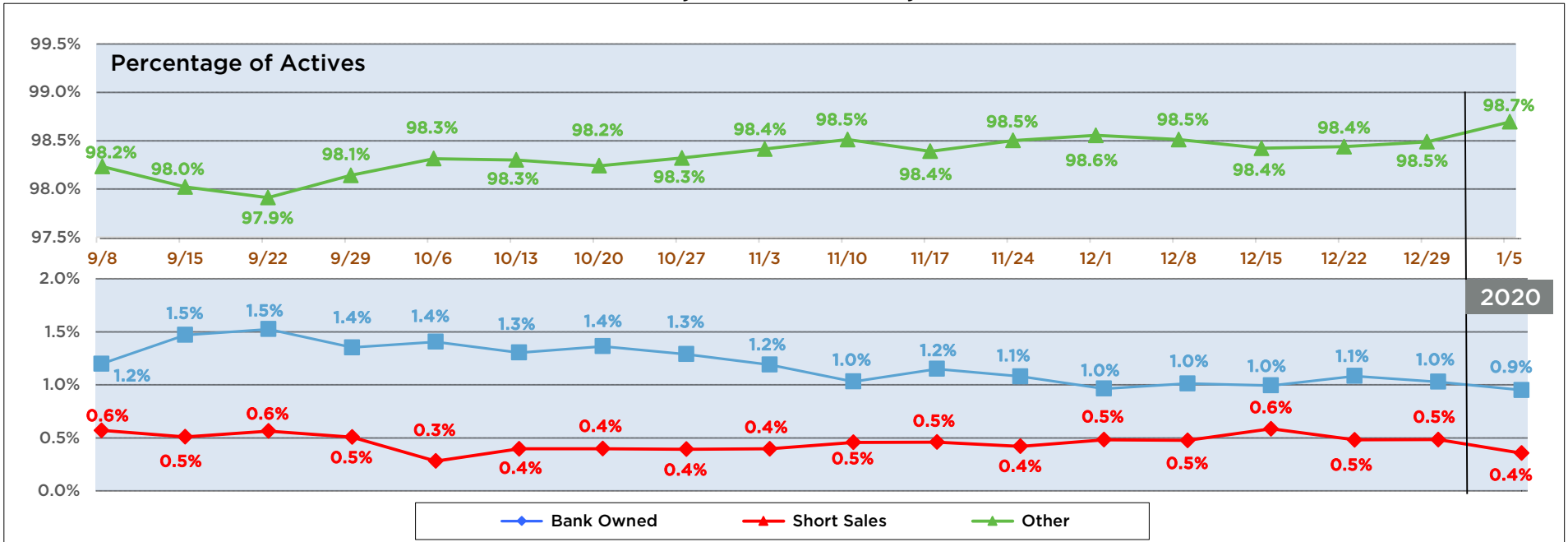
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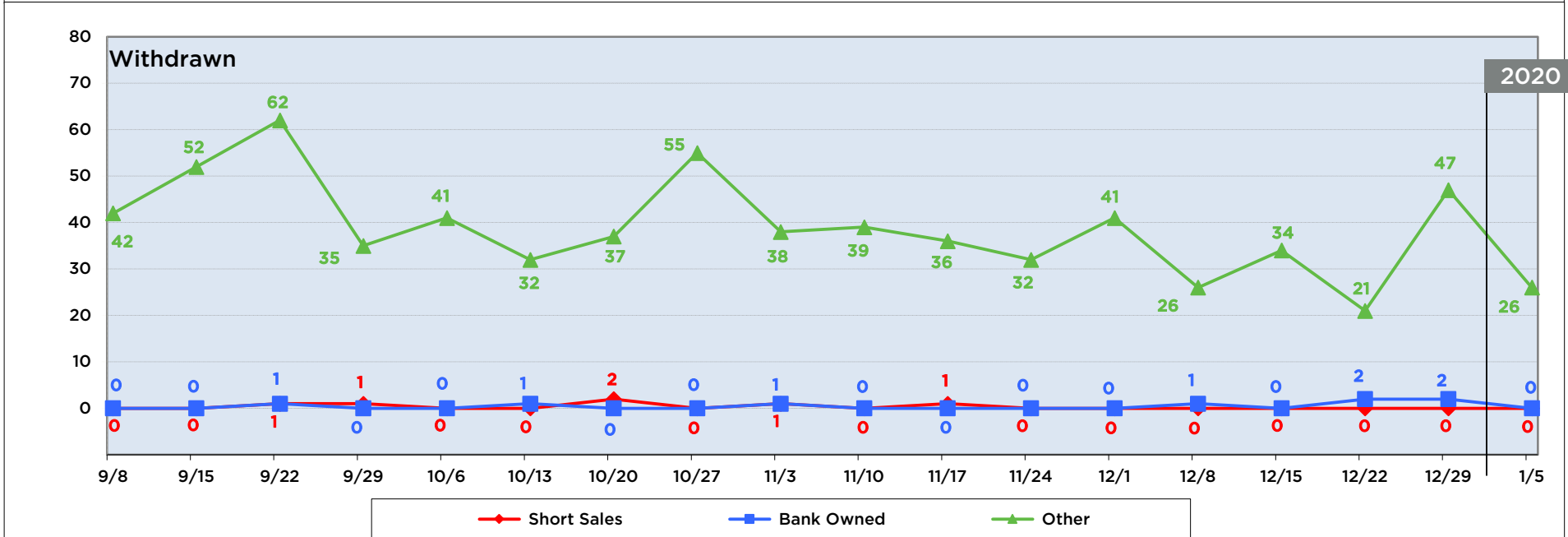
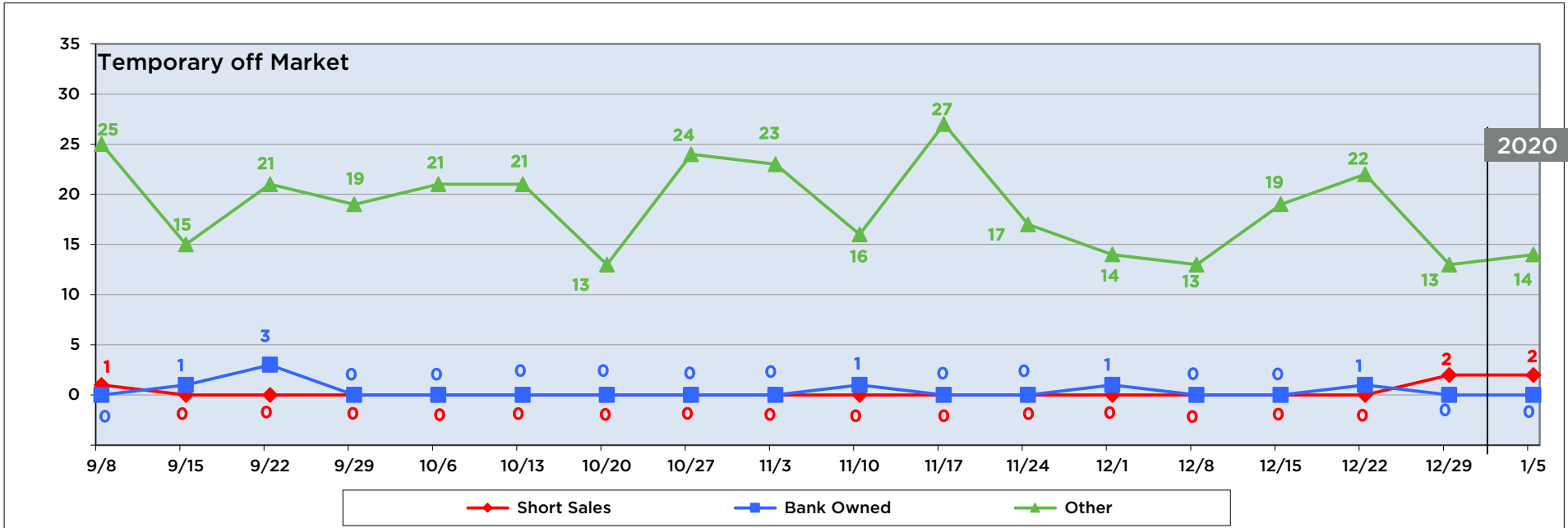
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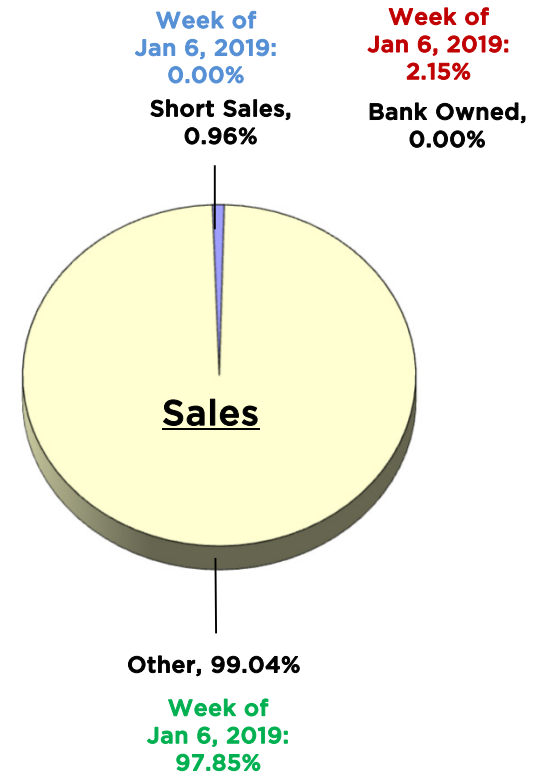
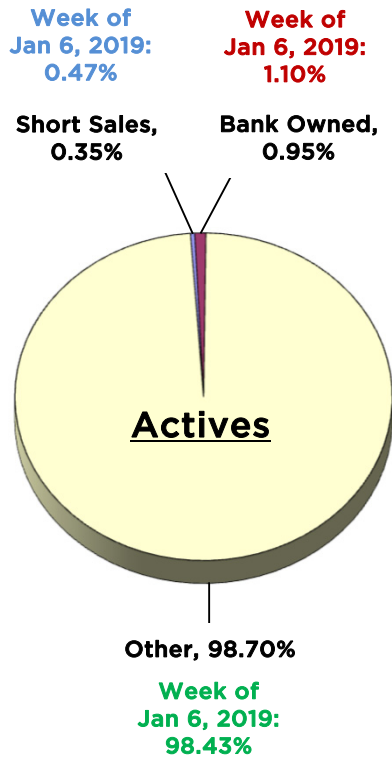
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 5 Condos, Townhomes, or Villas available for the Median Price of \$187,450?

(± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County							
Winter Springs / Tuskawilla	32708	1	\$187,500	2.0	2.0	1,166	\$160.81
Orange County							
Taft	32824	1	\$187,600	3.0	2.0	1,495	\$125.48
Osceola County							
Kissimmee (Central)	34741	1	\$187,000	4.0	3.0	1,470	\$127.21
Kissimmee / Poinciana	34758	2	\$187,238	3.0	3.0	1,831	\$102.26