



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

***Week of January 26, 2020 - February 1, 2020***

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

- Sales of single-family homes increased to 481 during the week of Jan 26, from 326 the week prior
- The median price of single family homes increased to \$275,000, a change of 2.4%
- The number of single-family home foreclosure transactions increased to 25 last week, from 11 the week of Jan 19
- The number of single-family home short-sale transactions decreased to 3 from 4 the week prior
- Single-family inventory decreased by 56, and now sits at 5,848

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

- Sales of condos, townhomes, and villas increased to 141 during the week of Jan 26, from 94 the week prior
- The median price of condos, townhomes, and villas decreased to \$178,000, a change of -2.5%
- The number of condo, townhome, and villa foreclosure transactions increased to 4 last week, from 3 the week of Jan 19
- The number of condo, townhome and villa short-sale transactions increased to 2 from 0 the week prior
- Condo inventory decreased by 57, and now sits at 1,672

*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>481</b>	193	85	118	48	30	7
Bank Owned	25	17	3	3	2	0	0
Short Sales	3	2	1	0	0	0	0
Other	453	174	81	115	46	30	7
<b>Active Listings</b>	<b>5,848</b>	1,471	843	1,278	732	1,082	442
Bank Owned	128	74	17	18	7	7	5
Short Sales	52	20	11	12	6	3	0
Other	5,668	1,377	815	1,248	719	1,072	437
<b>Months of Inventory</b>	<b>3</b>	2	2	2	4	8	15

**List Price**

Average Original List Price	\$332,416	\$199,342	\$283,489	\$359,634	\$464,771	\$714,955	\$1,589,714
Average Final List Price	\$321,311	\$194,256	\$278,617	\$349,029	\$445,158	\$665,900	\$1,549,557

**Sale Price**

Average Price	\$312,184	\$188,036	\$273,231	\$341,343	\$434,891	\$643,883	\$1,453,571
Median Price	\$275,000	\$198,000	\$272,000	\$340,000	\$430,000	\$626,250	\$1,375,000

**Price Differences**

<b>Original to Final List Price</b>	<b>-\$11,105</b>	-\$5,086	-\$4,872	-\$10,605	-\$19,613	-\$49,055	-\$40,157
<b>Original List to Sale Price - \$</b>	<b>-\$20,232</b>	-\$11,306	-\$10,258	-\$18,291	-\$29,880	-\$71,072	-\$136,143
<b>Final List to Sale Price - \$</b>	<b>-\$9,127</b>	-\$6,220	-\$5,386	-\$7,686	-\$10,267	-\$22,017	-\$95,986
<b>Original List to Sale Price - %</b>	<b>93.91%</b>	94.33%	96.38%	94.91%	93.57%	90.06%	91.44%
<b>Final List to Sale Price - %</b>	<b>97.16%</b>	96.80%	98.07%	97.80%	97.69%	96.69%	93.81%

**Days on the Market**

Avg Days Listing to Contract	66	53	49	62	85	150	117
Combined Avg Days to Contract	68	50	49	72	99	151	145
Avg Days Listing to Closing	103	89	87	104	121	191	153
Avg Days Contract to Close	37	36	38	37	35	40	35

**Beds / Baths**

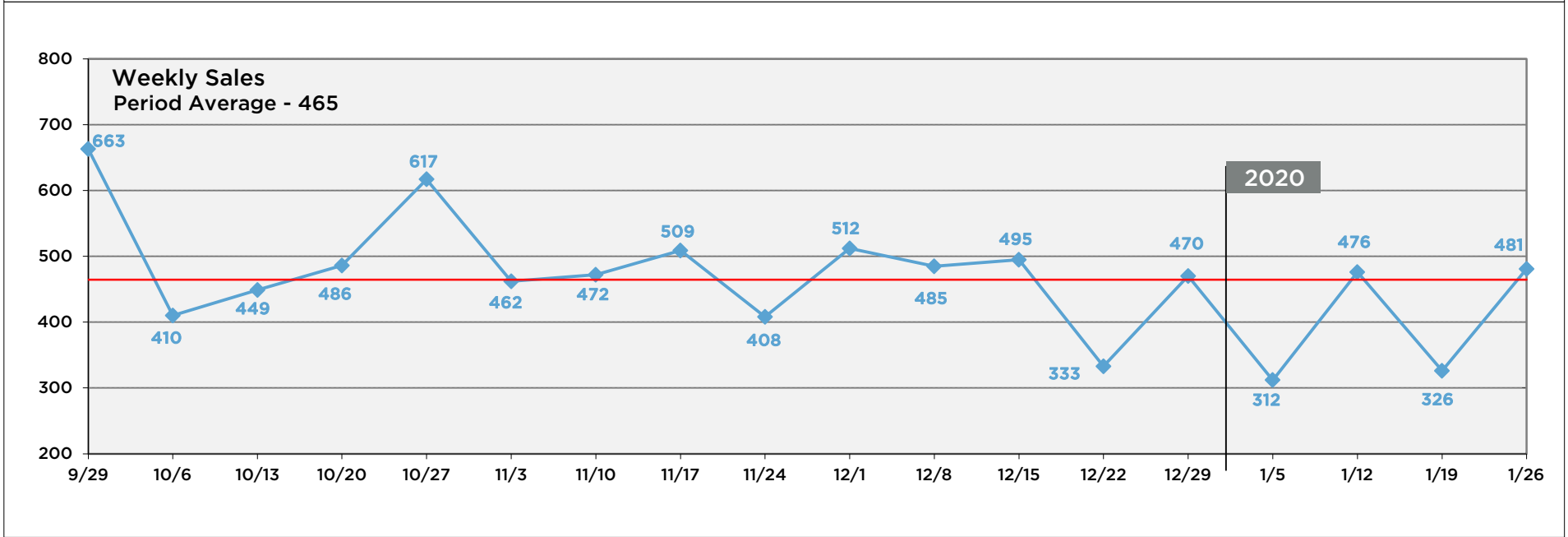
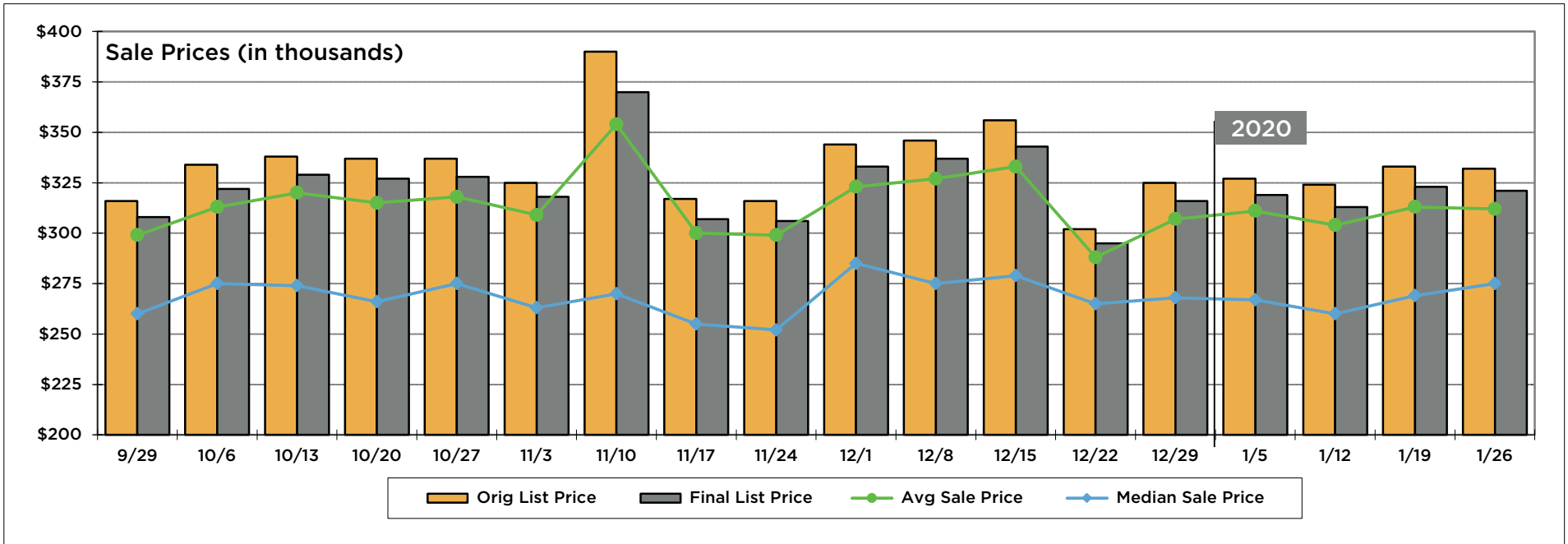
Average Bedrooms	3	3	3	4	4	4	5
Average Full Baths	2	2	2	2	3	3	5
Average Half Baths	0	0	0	0	0	1	1

**Square Footage**

Average Square Feet	2,071	1,451	1,930	2,381	2,664	3,520	5,334
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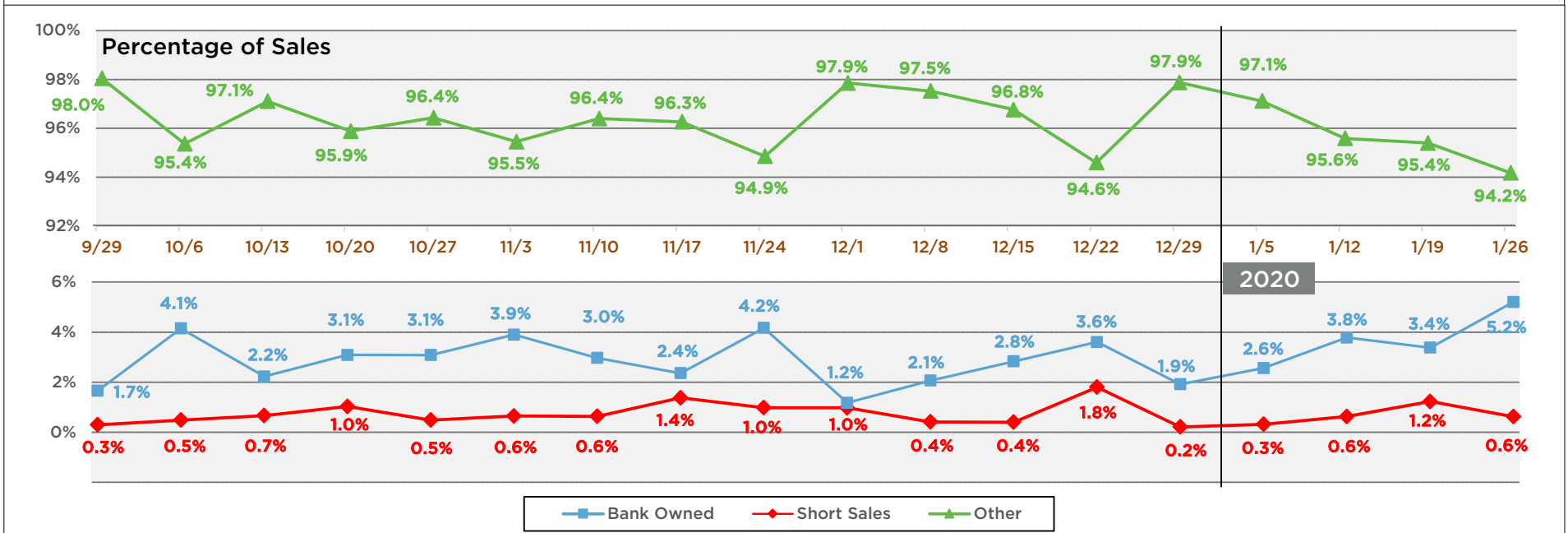
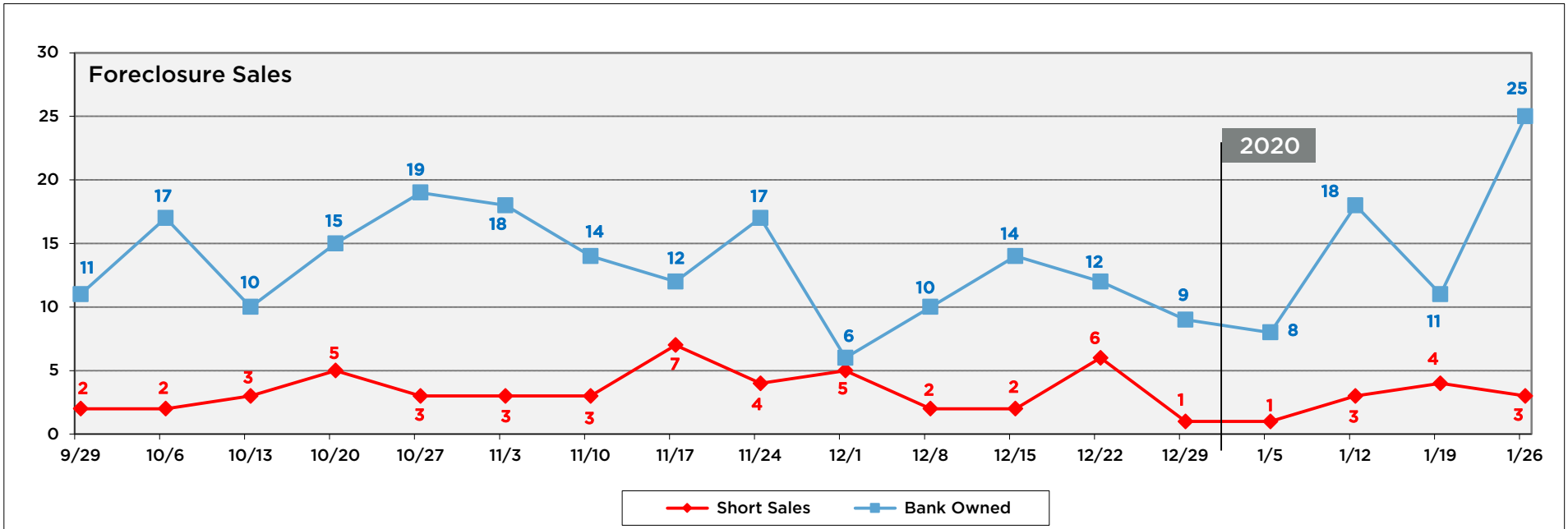


**Single Family Homes**

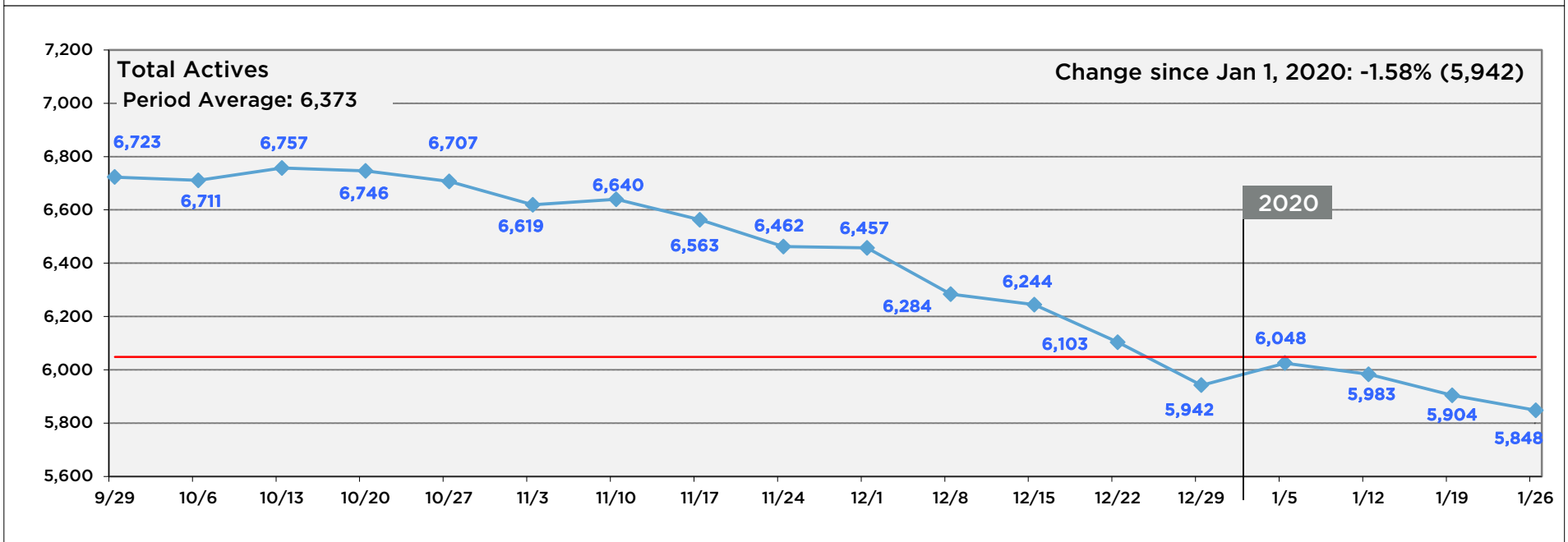
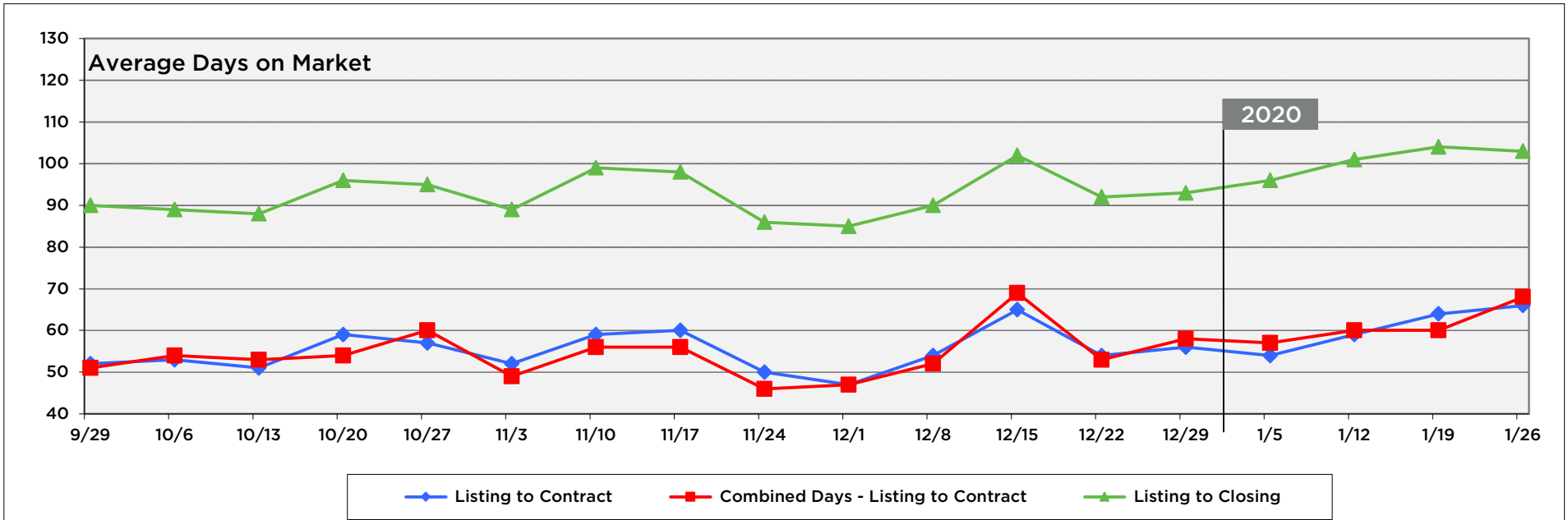




**Single Family Homes**

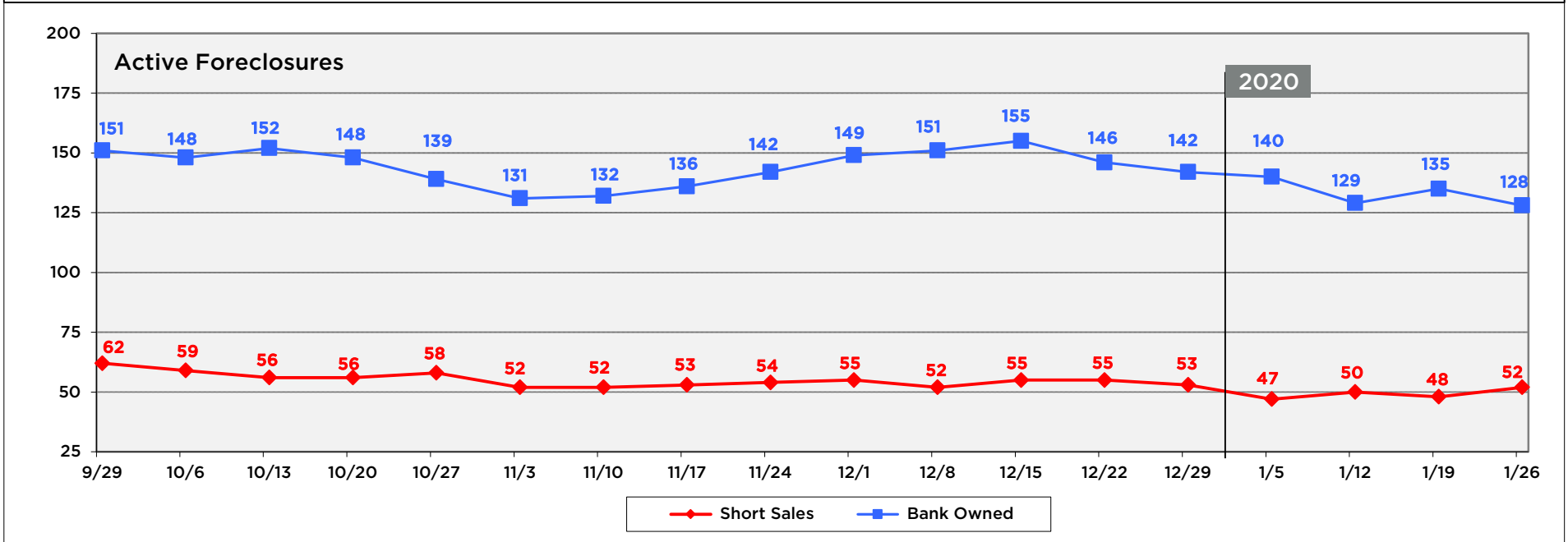
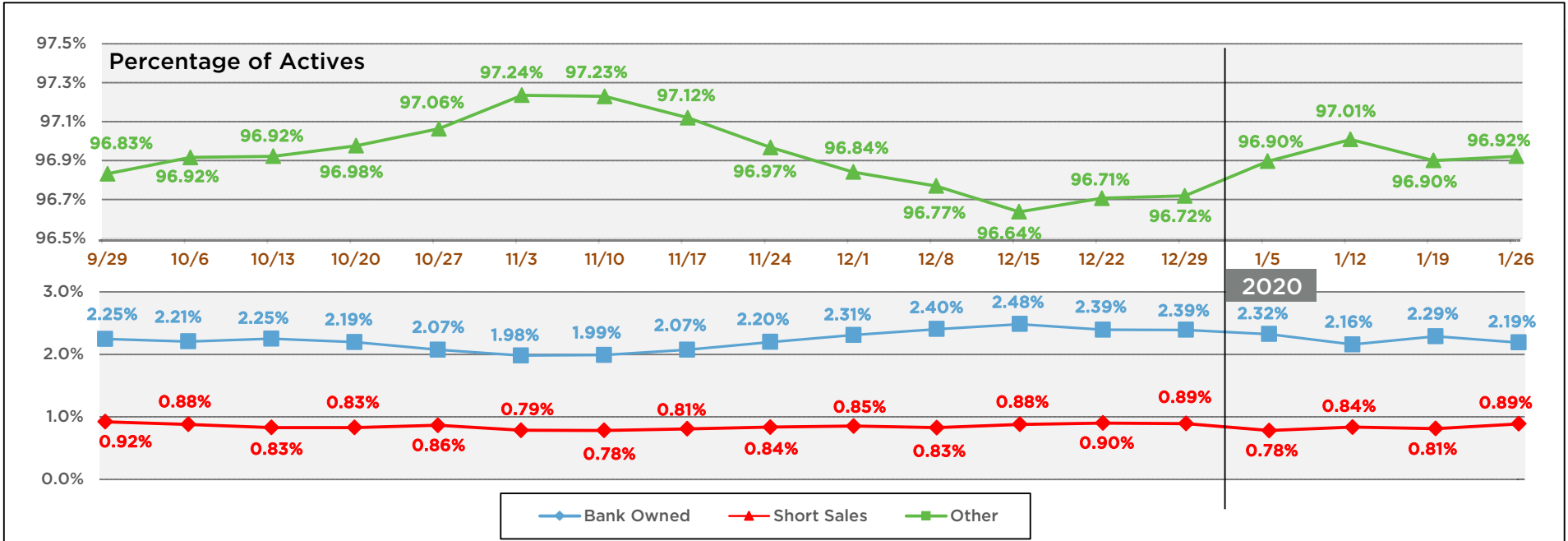


### Single Family Homes



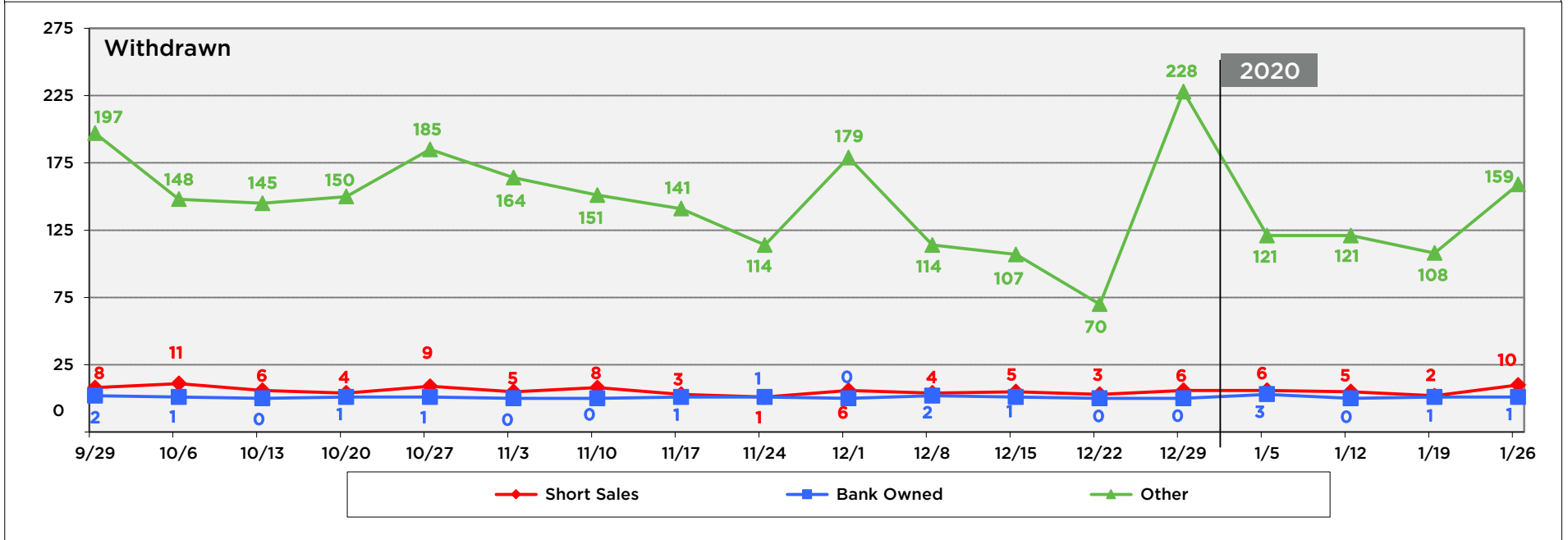
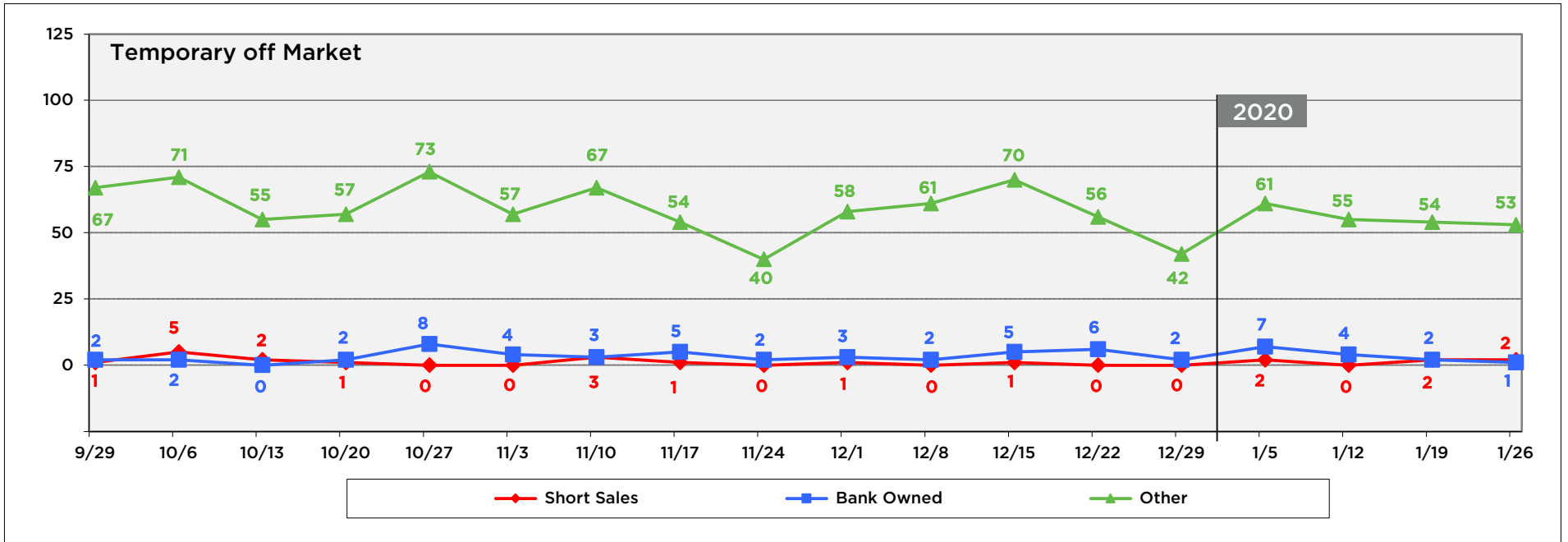


**Single Family Homes**

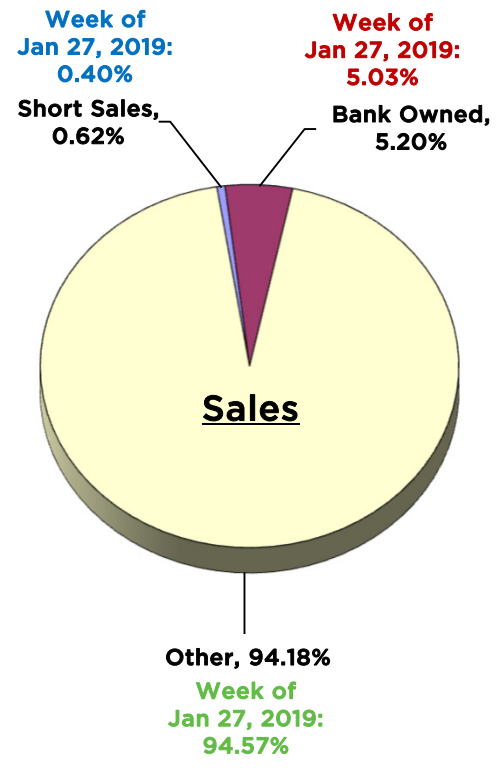
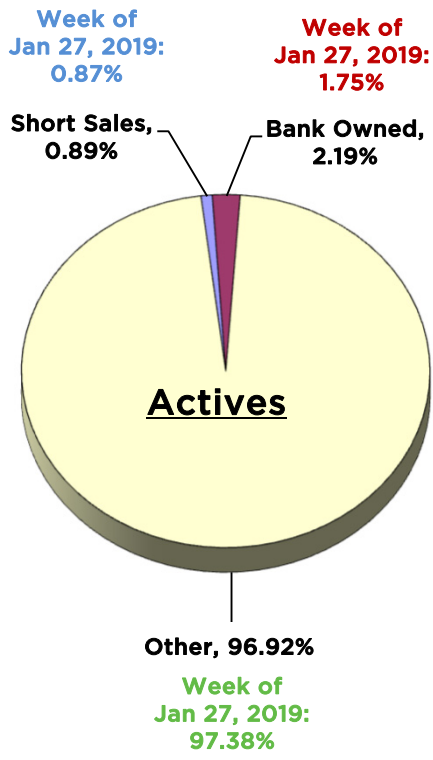




**Single Family Homes**



**Single Family Homes**



**Where are the 83 Single Family Homes available for the Median Price of \$275,000? (± \$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>19</b>	<b>\$275,016</b>	<b>3.5</b>	<b>2.1</b>	<b>1,858</b>	<b>\$147.99</b>
Altamonte Springs (East)	32701	3	\$275,000	3.0	2.0	1,871	\$146.98
Casselberry	32707	2	\$275,000	4.0	2.0	1,860	\$147.85
Winter Springs / Tuskawilla	32708	1	\$274,900	3.0	2.0	1,592	\$172.68
Altamonte Springs / Forest City	32714	1	\$275,000	4.0	2.0	1,871	\$146.98
Lake Mary / Heathrow	32746	1	\$275,500	4.0	3.0	2,431	\$113.33
Longwood (East)	32750	3	\$274,967	3.0	2.0	1,725	\$159.40
Chuluota/Oviedo	32766	1	\$275,000	3.0	2.0	1,553	\$177.08
Sanford / Lake Forest	32771	1	\$275,000	3.0	2.0	1,602	\$171.66
Sanford (South)	32773	3	\$275,000	4.0	2.0	2,089	\$131.64
Longwood / Wekiva Springs	32779	1	\$275,000	3.0	2.0	2,001	\$137.43
Winter Park	32792	2	\$275,000	4.0	2.0	1,742	\$157.86
<b>Orange County</b>		<b>22</b>	<b>\$274,941</b>	<b>3.3</b>	<b>2.1</b>	<b>1,831</b>	<b>\$150.18</b>
Apopka / Hunt Club	32703	1	\$275,000	4.0	2.0	1,874	\$146.74
Apopka (North)	32712	3	\$274,967	3.0	2.0	1,792	\$153.44
Maitland / Eatonville	32751	1	\$275,000	3.0	2.0	1,617	\$170.07
Colonialtown	32803	1	\$275,000	3.0	1.0	1,505	\$182.72
Pine Hills / Rosemont	32808	1	\$274,900	4.0	3.0	2,568	\$107.05
Lockhart	32810	1	\$275,000	4.0	2.0	2,211	\$124.38
Conway	32812	1	\$274,900	3.0	2.0	1,244	\$220.98
Hiawassee	32818	2	\$275,000	4.0	3.0	2,101	\$130.89
Williamsburg / Lake Bryan	32821	1	\$274,900	3.0	2.0	1,717	\$160.10
Taft	32824	3	\$274,800	3.0	2.0	1,815	\$151.40
Research Park	32826	1	\$275,000	4.0	2.0	1,948	\$141.17
Waterford Lakes	32828	2	\$274,950	3.0	2.0	1,621	\$169.62
Metro West / Orlo Vista	32835	1	\$274,900	3.0	2.0	2,308	\$119.11
Hunters Creek	32837	1	\$275,000	3.0	2.0	1,623	\$169.44
Pine Castle / Edgewood	32839	1	\$274,900	3.0	2.0	1,664	\$165.20
Ocoee	34761	1	\$275,000	3.0	2.0	1,732	\$158.78
<b>Osceola County</b>		<b>18</b>	<b>\$274,996</b>	<b>3.8</b>	<b>2.2</b>	<b>1,914</b>	<b>\$143.66</b>
Kissimmee (Central)	34741	1	\$275,000	3.0	2.0	1,650	\$166.67
Kissimmee / Buena Ventura Lakes	34743	1	\$274,900	4.0	2.0	2,003	\$137.24
Kissimmee (East)	34744	4	\$275,123	4.0	2.0	2,042	\$134.73
Kissimmee (West) / Pleasant Hill	34746	5	\$274,980	4.0	2.0	1,966	\$139.87

**Where are the 83 Single Family Homes available for the Median Price of \$275,000? (cont'd) (± \$500)**

<u>County / City</u>	<u>Zip</u>	<u>Available</u>	<u>Average</u>	<u>Average</u>	<u>Average</u>	<u>Average</u>	<u>List \$</u>
<b>Osceola County (cont'd)</b>	<b>Code</b>		<b>List Price</b>	<b>Beds</b>	<b>Baths</b>	<b>SqFt</b>	<b>per SqFt</b>
Kissimmee / Poinciana	34758	1	\$274,900	4.0	3.0	2,814	\$97.69
St Cloud	34769	2	\$274,750	4.0	2.0	1,559	\$176.23
St Cloud / Narcoossee	34771	2	\$275,118	3.0	2.0	1,512	\$181.96
St Cloud / Canoe Creek	34772	2	\$275,000	4.0	3.0	1,924	\$142.93
<b>Lake County</b>		<b>24</b>	<b>\$274,938</b>	<b>3.4</b>	<b>2.2</b>	<b>2,097</b>	<b>\$131.09</b>
Lady Lake / The Villages	32159	1	\$275,000	3.0	2.0	2,171	\$126.67
Eustis (West)	32726	1	\$275,000	4.0	3.0	2,140	\$128.50
Eustis (East)	32736	1	\$275,000	4.0	2.0	2,430	\$113.17
Mount Dora	32757	4	\$274,925	3.0	2.0	2,091	\$131.48
Umatilla / Dona Vista	32784	1	\$275,000	3.0	2.0	1,540	\$178.57
Clermont (Central)	34711	8	\$274,900	3.0	2.0	1,800	\$152.72
Clermont (South)	34714	1	\$275,000	5.0	4.0	2,187	\$125.74
Minneola	34715	1	\$274,900	4.0	3.0	2,808	\$97.90
Fruitland Park	34731	1	\$274,900	3.0	2.0	1,425	\$192.91
Groveland	34736	1	\$275,000	4.0	3.0	3,121	\$88.11
Leesburg (West)	34748	2	\$274,950	4.0	2.0	2,128	\$129.21
Leesburg (East) / Haines Creek	34788	2	\$274,950	4.0	2.0	2,747	\$100.09

**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	141	113	10	8	5	3	2
Bank Owned	4	3	1	0	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	135	108	9	8	5	3	2
<b>Active Listings</b>	1,672	1,161	193	216	63	35	4
Bank Owned	18	16	1	1	0	0	0
Short Sales	8	5	2	0	1	0	0
Other	1,646	1,140	190	215	62	35	4
<b>Months of Inventory</b>	3	2	4	6	3	3	0

**List Price**

Average Original List Price	\$241,819	\$167,034	\$278,189	\$355,850	\$457,040	\$719,577	\$2,574,500
Average Final List Price	\$235,017	\$164,352	\$274,729	\$351,163	\$443,260	\$704,243	\$2,340,000

**Sale Price**

Average Price	\$225,690	\$159,048	\$266,980	\$339,188	\$434,300	\$681,667	\$2,125,000
Median Price	\$178,000	\$160,000	\$268,450	\$329,500	\$440,000	\$660,000	\$2,125,000

**Price Differences**

Original to Final List Price	-\$6,802	-\$2,682	-\$3,460	-\$4,687	-\$13,780	-\$15,334	-\$234,500
Original List to Sale Price - \$	-\$16,129	-\$7,986	-\$11,209	-\$16,662	-\$22,740	-\$37,910	-\$449,500
Final List to Sale Price - \$	-\$9,327	-\$5,304	-\$7,749	-\$11,975	-\$8,960	-\$22,576	-\$215,000
Original List to Sale Price - %	93.33%	95.22%	95.97%	95.32%	95.02%	94.73%	82.54%
Final List to Sale Price - %	96.03%	96.77%	97.18%	96.59%	97.98%	96.79%	90.81%

**Days on the Market**

Avg Days Listing to Contract	71	63	66	128	107	121	160
Combined Avg Days to Contract	63	53	57	150	107	121	160
Avg Days Listing to Closing	109	101	107	169	155	154	179
Avg Days Contract to Close	37	37	40	40	47	32	19

**Beds / Baths**

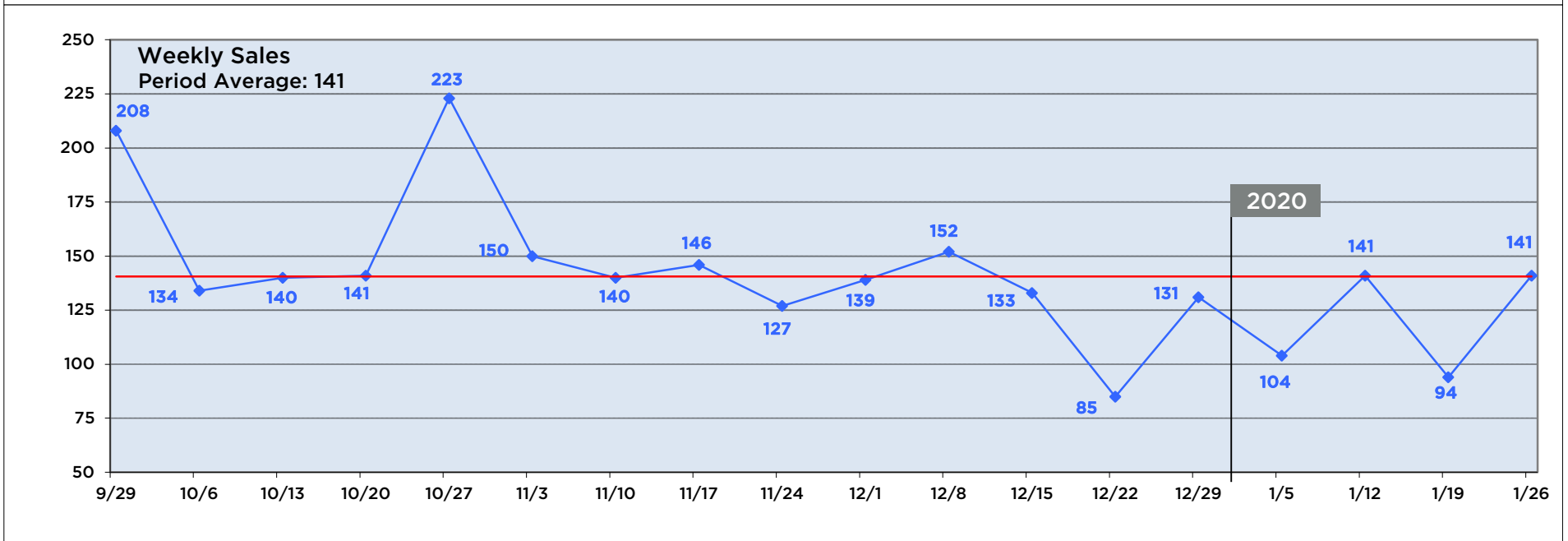
Average Bedrooms	2	2	3	3	3	2	3
Average Full Baths	2	2	3	2	2	2	3
Average Half Baths	0	0	1	1	1	1	1

**Square Footage**

Average Square Feet	1,408	1,252	1,839	1,811	2,209	2,043	3,518
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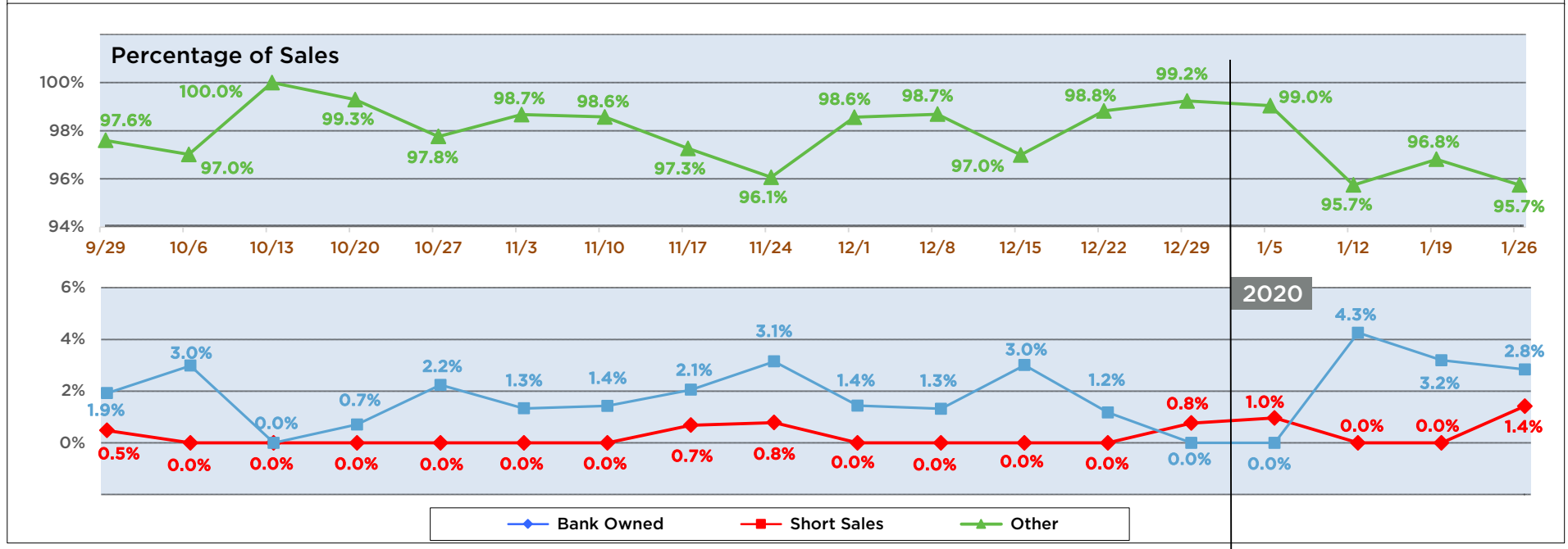
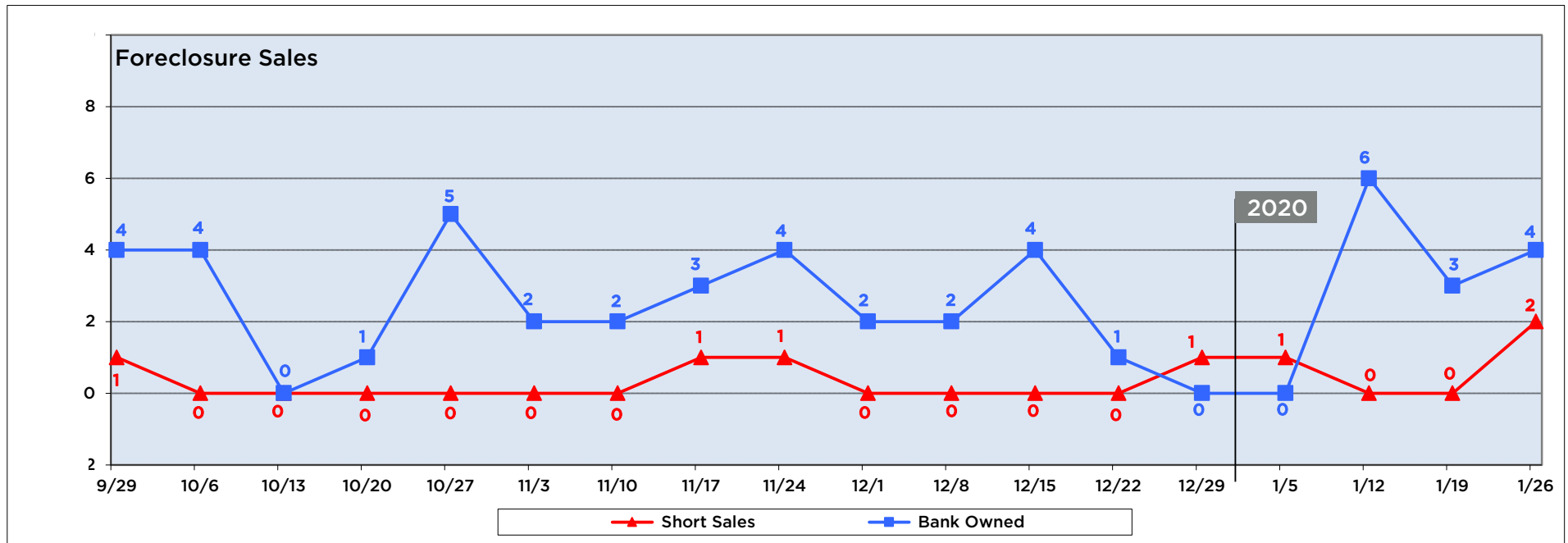


**Condos, Townhomes, Villas**



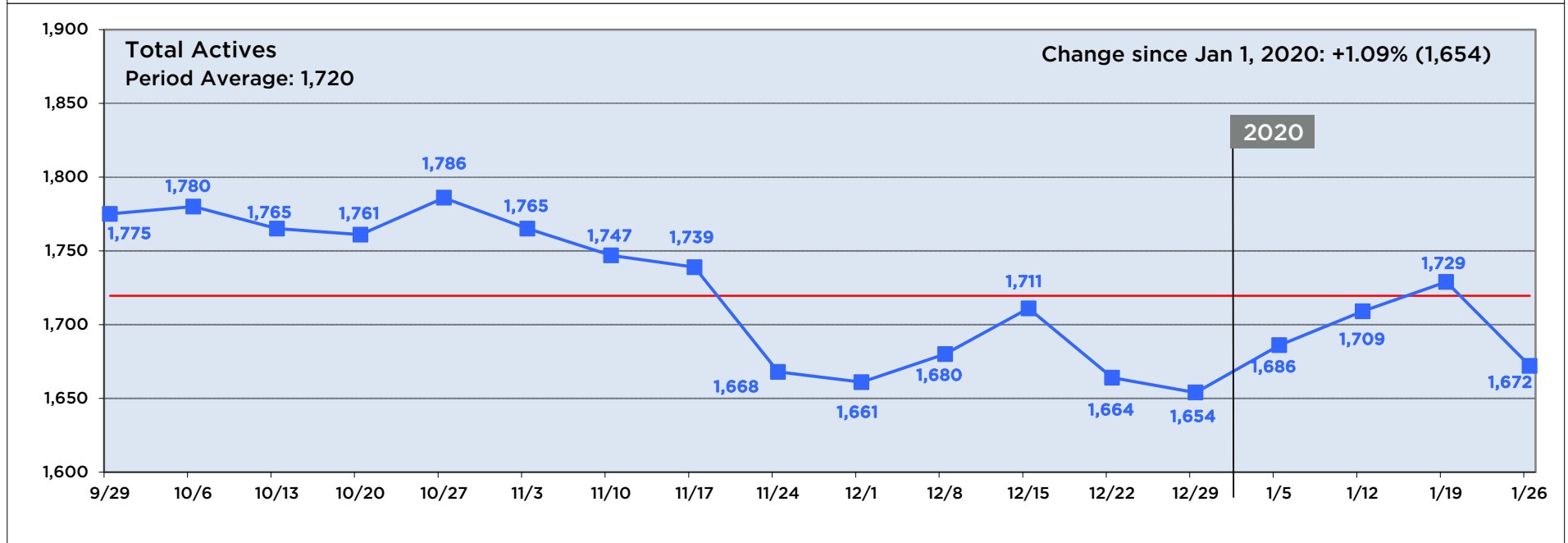
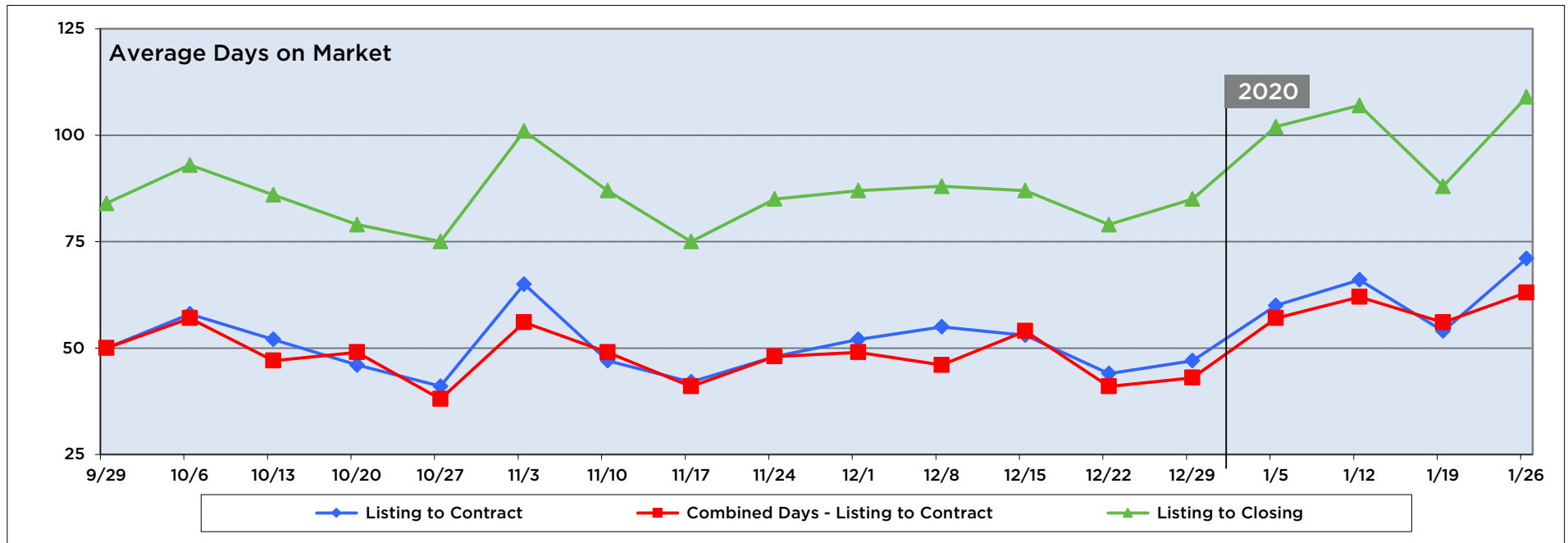


**Condos, Townhomes, Villas**



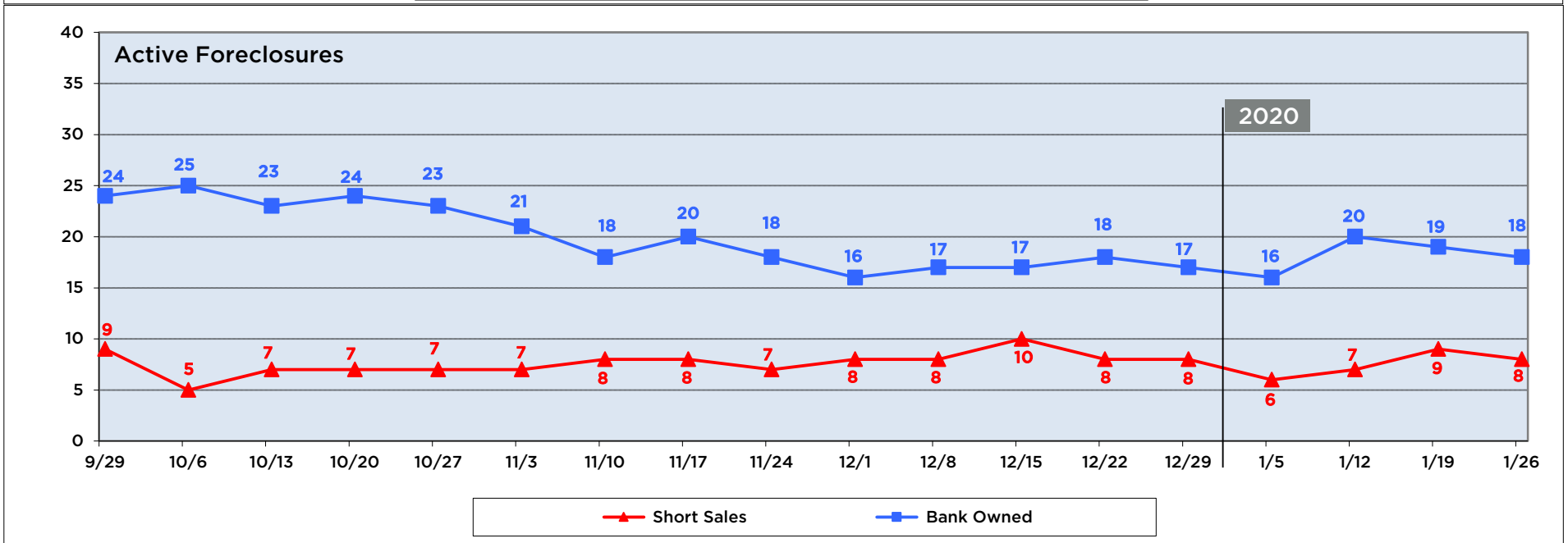
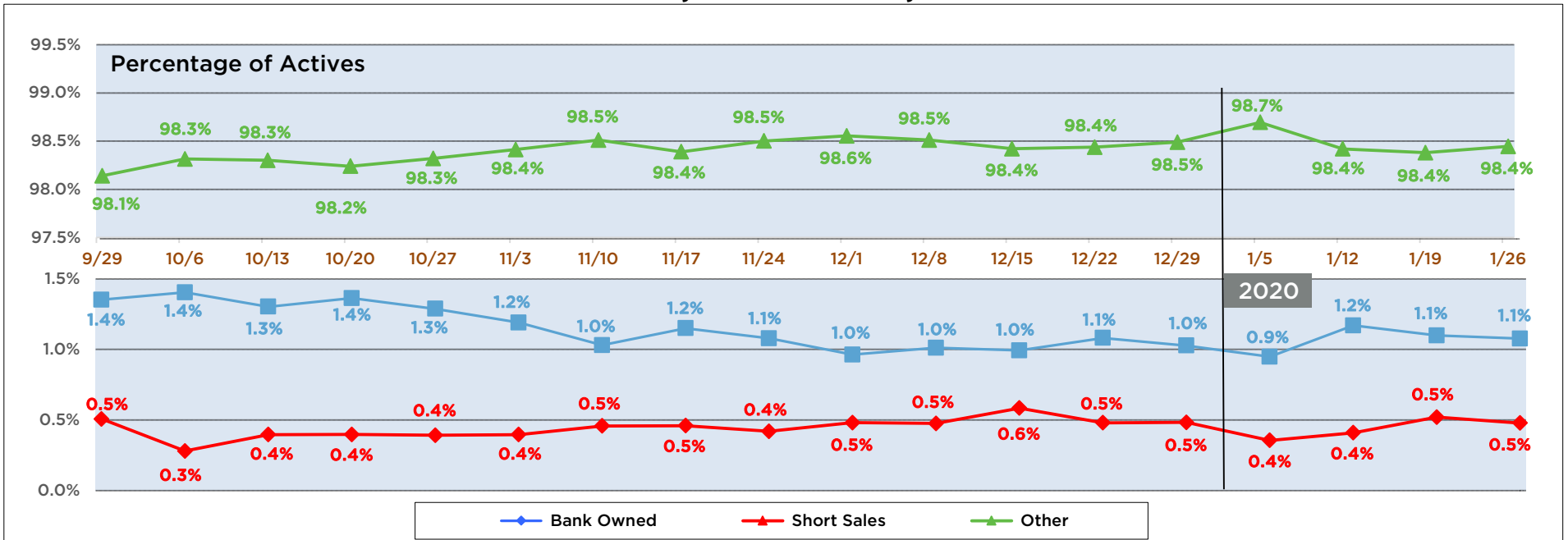


**Condos, Townhomes, Villas**



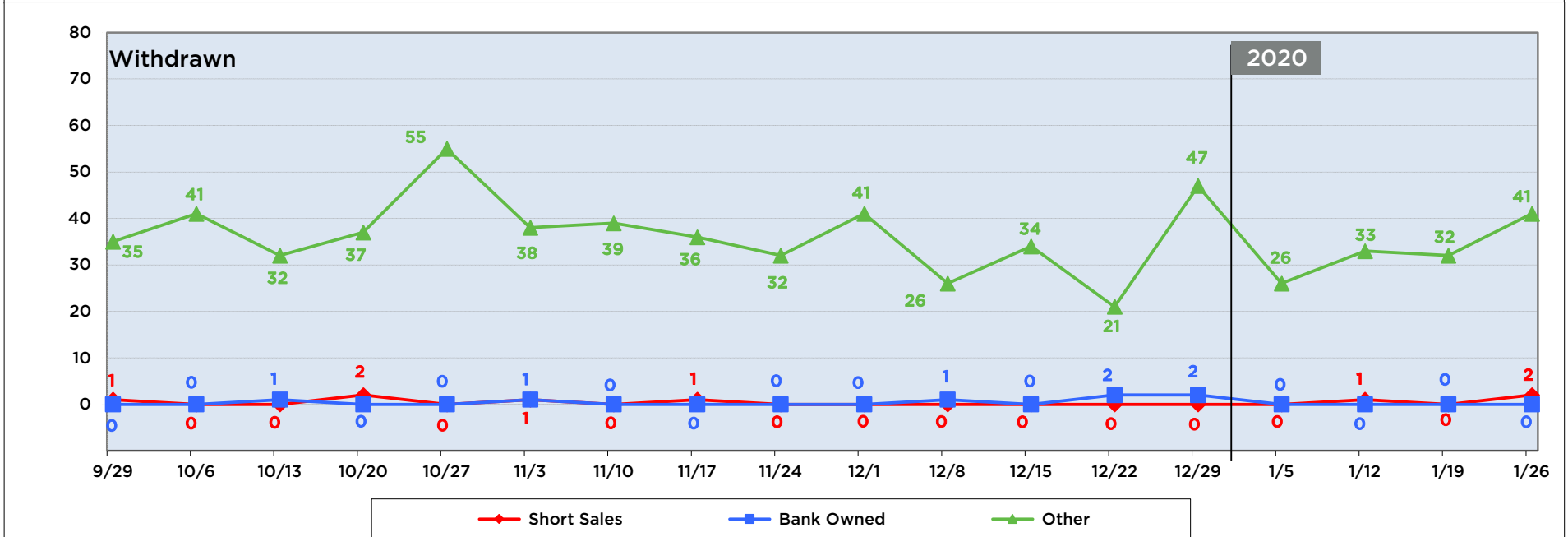
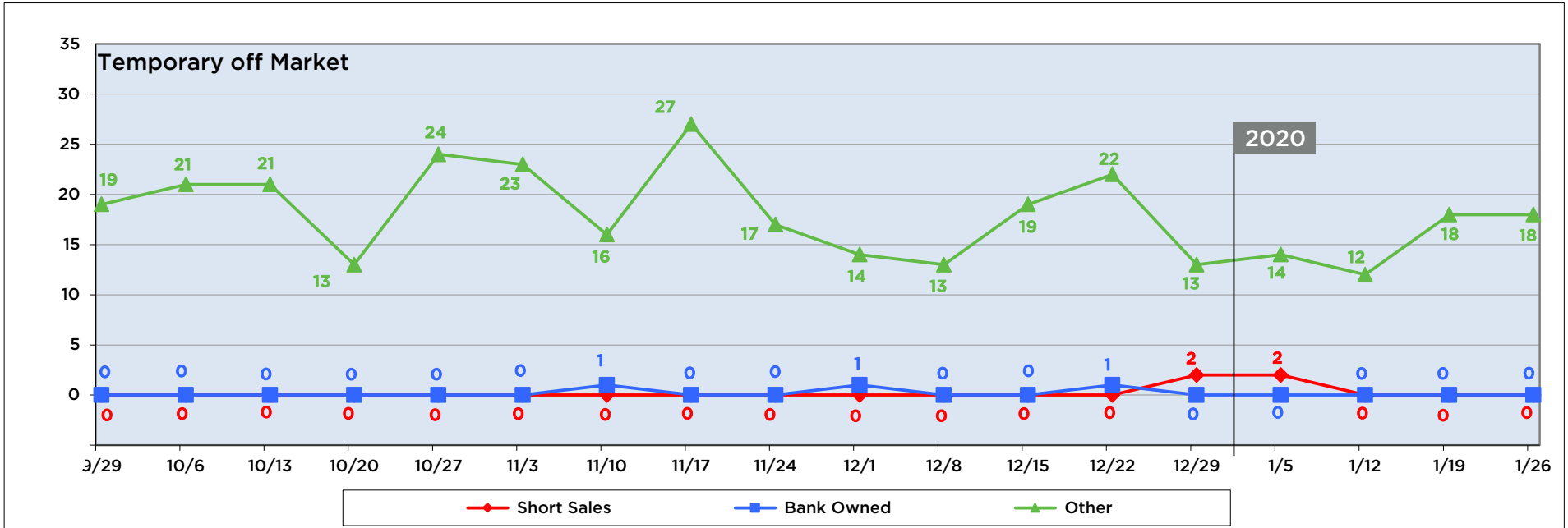


**Condos, Townhomes, Villas**



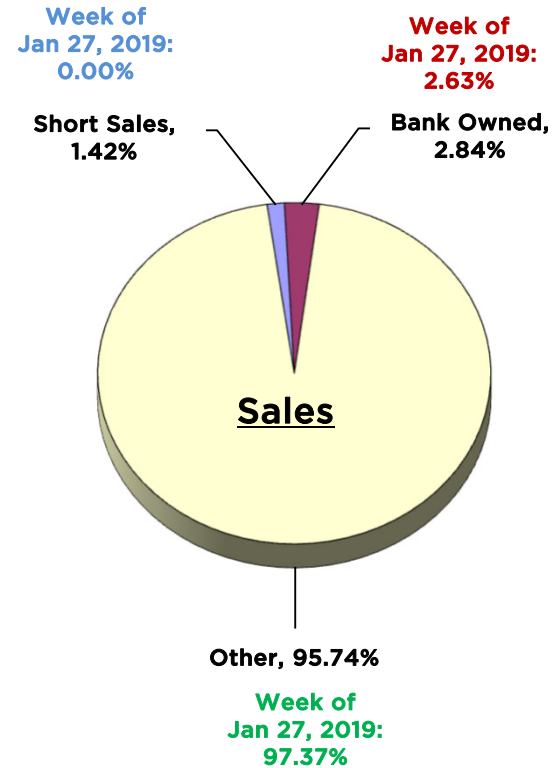
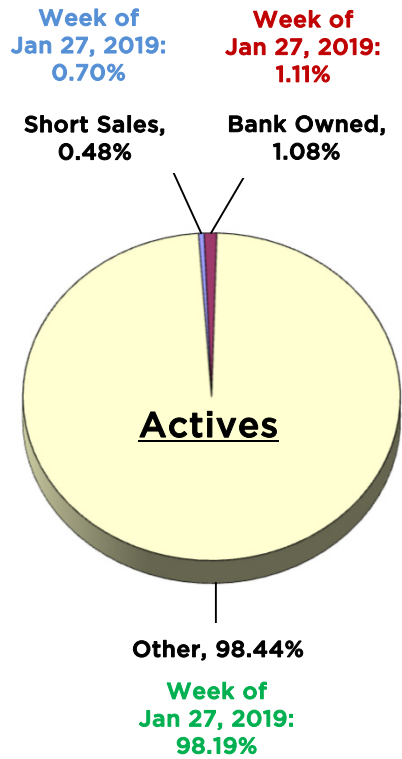


**Condos, Townhomes, Villas**





### Condos, Townhomes, Villas



**Where are the 4 Condos, Townhomes, or Villas available for the Median Price of \$178,000?**

( ± \$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>Orange County</b>		<b>3</b>	<b>\$177,900</b>	<b>2.3</b>	<b>2.0</b>	<b>1,256</b>	<b>\$141.64</b>
Williamsburg / Lake Bryan	32821	1	\$178,000	2.0	2.0	1,060	\$167.92
Rio Pinar / Union Park	32825	1	\$178,000	3.0	2.0	1,481	\$120.19
Union Park / Chickasaw	32829	1	\$177,700	2.0	2.0	1,227	\$144.82
<b>Osceola County</b>		<b>1</b>	<b>\$177,900</b>	<b>3.0</b>	<b>2.0</b>	<b>1,291</b>	<b>\$137.80</b>
Kissimmee / Celebration	34747	1	\$177,900	3.0	2.0	1,291	\$137.80