



Monday Morning Quarterback Summary

Week of March 1, 2020 - March 7, 2020

Single-family existing homes

- Sales of single-family homes decreased to 551 during the week of Mar 1, from 638 the week prior
- The median price of single family homes increased to \$285,000, a change of 3.6%
- The number of single-family home foreclosure transactions decreased to 18 last week, from 28 the week of Feb 23
- The number of single-family home short-sale transactions decreased to 3 from 4 the week prior
- Single-family inventory increased by 77, and now sits at 5,632

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 150 during the week of Mar 1, from 199 the week prior
- The median price of condos, townhomes, and villas increased to \$184,000, a change of 2.3%
- The number of condo, townhome, and villa foreclosure transactions decreased to 1 last week, from 5 the week of Feb 23
- The number of condo, townhome and villa short-sale transactions remained constant at 0
- Condo inventory decreased by 50, and now sits at 1,692

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 | 551 | 199 | 110 | 125 | 62 | 43 | 12 |
| Bank Owned | 18 | 11 | 4 | 1 | 0 | 2 | 0 |
| Short Sales | 3 | 3 | 0 | 0 | 0 | 0 | 0 |
| Other | 530 | 185 | 106 | 124 | 62 | 41 | 12 |
| Active Listings | 5,632 | 1,303 | 742 | 1,218 | 738 | 1,182 | 449 |
| Bank Owned | 121 | 69 | 15 | 16 | 8 | 9 | 4 |
| Short Sales | 49 | 17 | 7 | 12 | 6 | 6 | 1 |
| Other | 5,462 | 1,217 | 720 | 1,190 | 724 | 1,167 | 444 |
| Months of Inventory | 2 | 2 | 2 | 2 | 3 | 6 | 9 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$359,391 | \$197,678 | \$284,026 | \$356,480 | \$463,488 | \$689,699 | \$2,040,867 |
| Average Final List Price | \$350,670 | \$194,161 | \$279,075 | \$348,416 | \$453,853 | \$669,092 | \$1,951,742 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$338,981 | \$186,429 | \$274,121 | \$340,717 | \$443,077 | \$644,207 | \$1,813,708 |
| Median Price | \$285,000 | \$200,000 | \$274,900 | \$336,000 | \$430,000 | \$631,000 | \$1,400,250 |

Price Differences

| | | | | | | | |
|---|-----------|-----------|----------|-----------|-----------|-----------|------------|
| Original to Final List Price | -\$8,721 | -\$3,517 | -\$4,951 | -\$8,064 | -\$9,635 | -\$20,607 | -\$89,125 |
| Original List to Sale Price - \$ | -\$20,410 | -\$11,249 | -\$9,905 | -\$15,763 | -\$20,411 | -\$45,492 | -\$227,159 |
| Final List to Sale Price - \$ | -\$11,689 | -\$7,732 | -\$4,954 | -\$7,699 | -\$10,776 | -\$24,885 | -\$138,034 |
| Original List to Sale Price - % | 94.32% | 94.31% | 96.51% | 95.58% | 95.60% | 93.40% | 88.87% |
| Final List to Sale Price - % | 96.67% | 96.02% | 98.22% | 97.79% | 97.63% | 96.28% | 92.93% |

Days on the Market

| | | | | | | | |
|-------------------------------|----|----|----|-----|----|-----|-----|
| Avg Days Listing to Contract | 56 | 46 | 49 | 61 | 63 | 80 | 132 |
| Combined Avg Days to Contract | 55 | 42 | 46 | 57 | 63 | 93 | 140 |
| Avg Days Listing to Closing | 93 | 80 | 86 | 101 | 99 | 119 | 158 |
| Avg Days Contract to Close | 37 | 35 | 38 | 40 | 36 | 40 | 27 |

Beds / Baths

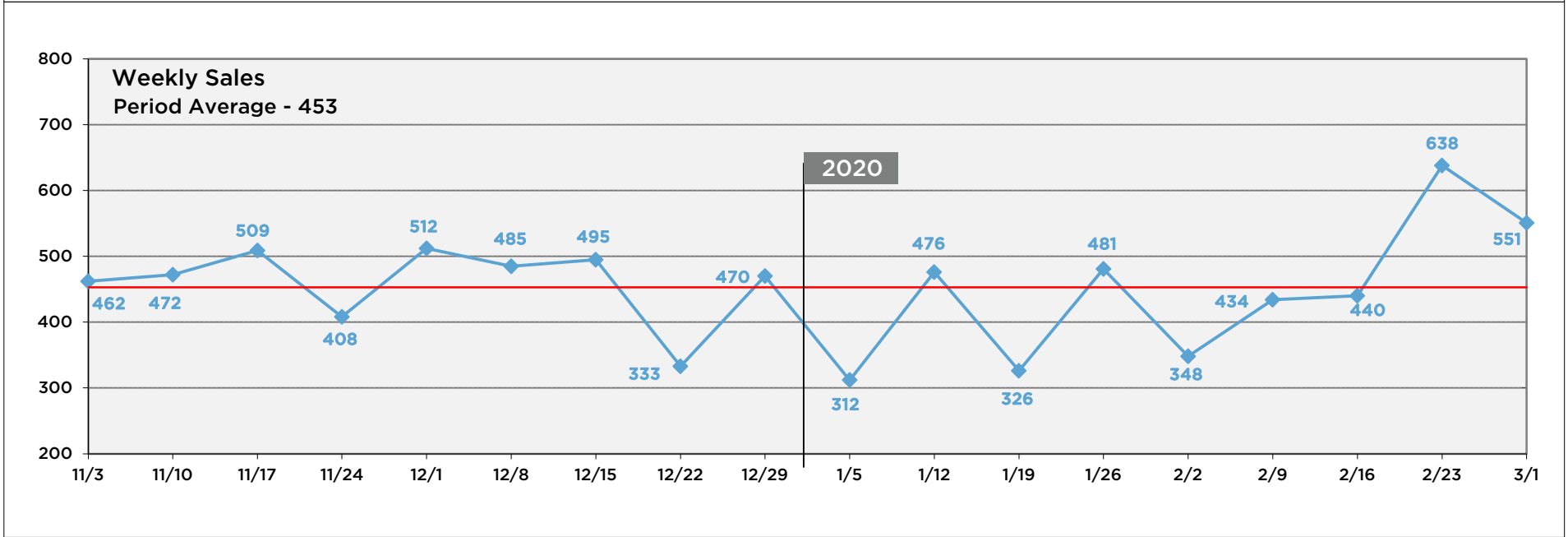
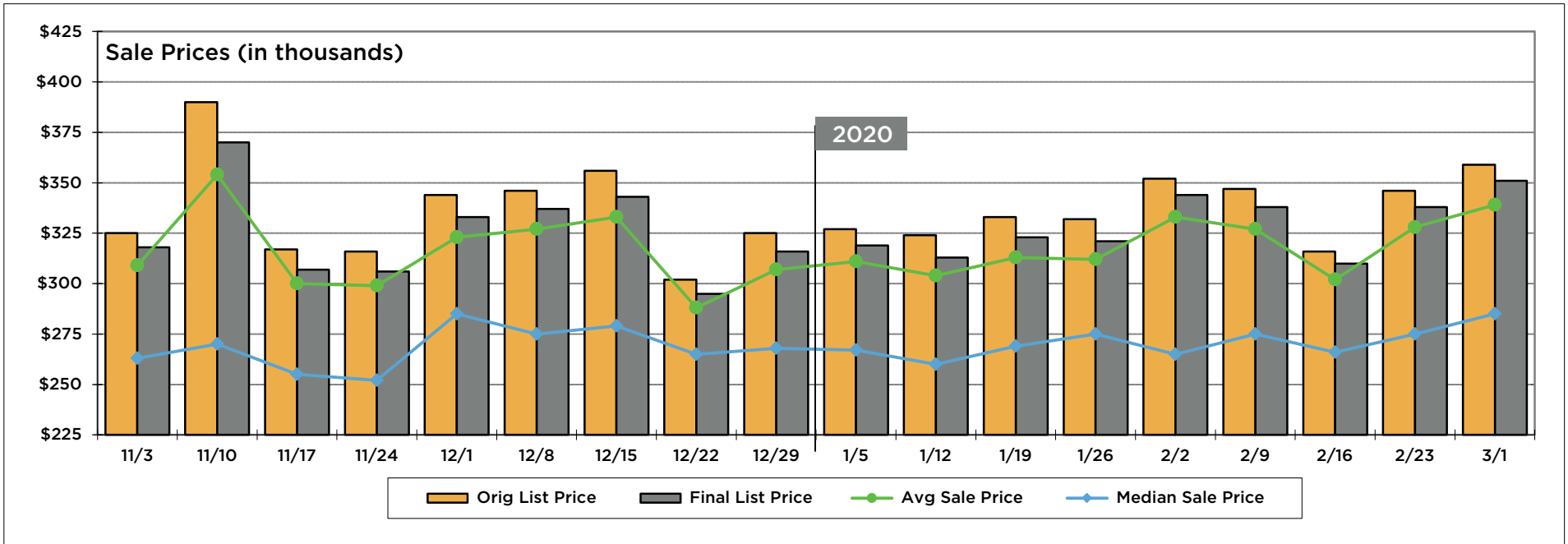
| | | | | | | | |
|--------------------|---|---|---|---|---|---|---|
| Average Bedrooms | 4 | 3 | 3 | 4 | 4 | 4 | 5 |
| Average Full Baths | 2 | 2 | 2 | 2 | 3 | 3 | 4 |
| Average Half Baths | 0 | 0 | 0 | 0 | 0 | 0 | 1 |

Square Footage

| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 2,109 | 1,445 | 1,888 | 2,323 | 2,707 | 3,414 | 5,146 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|

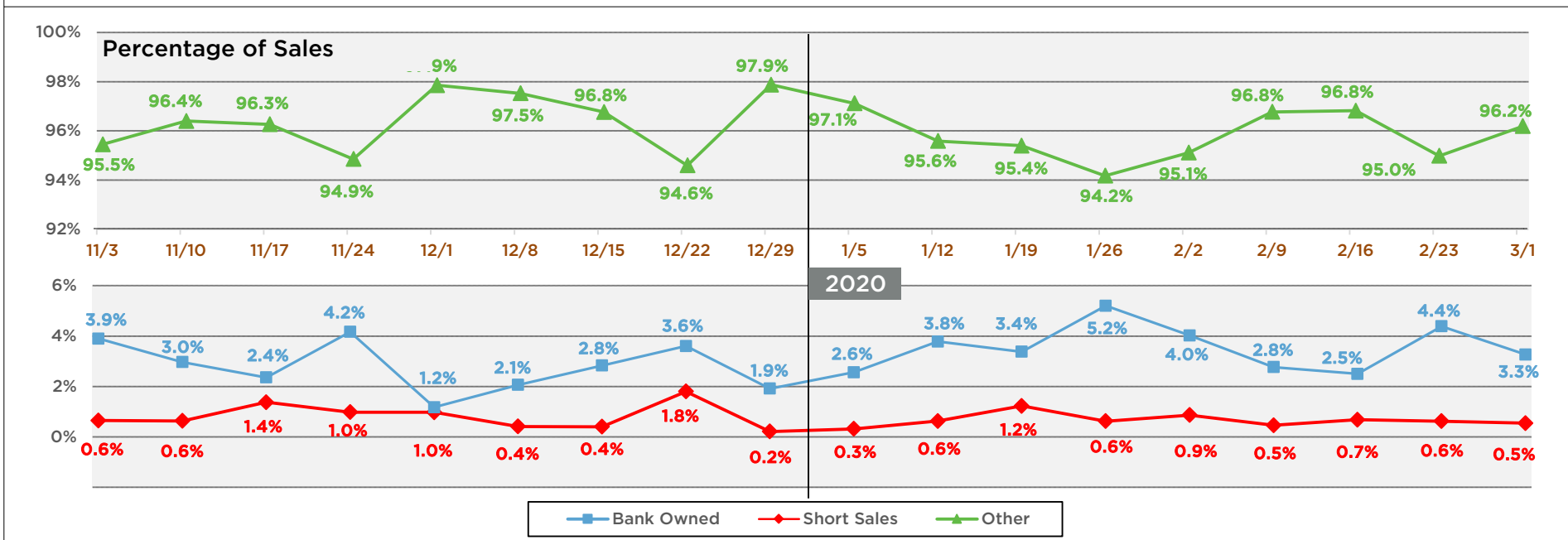
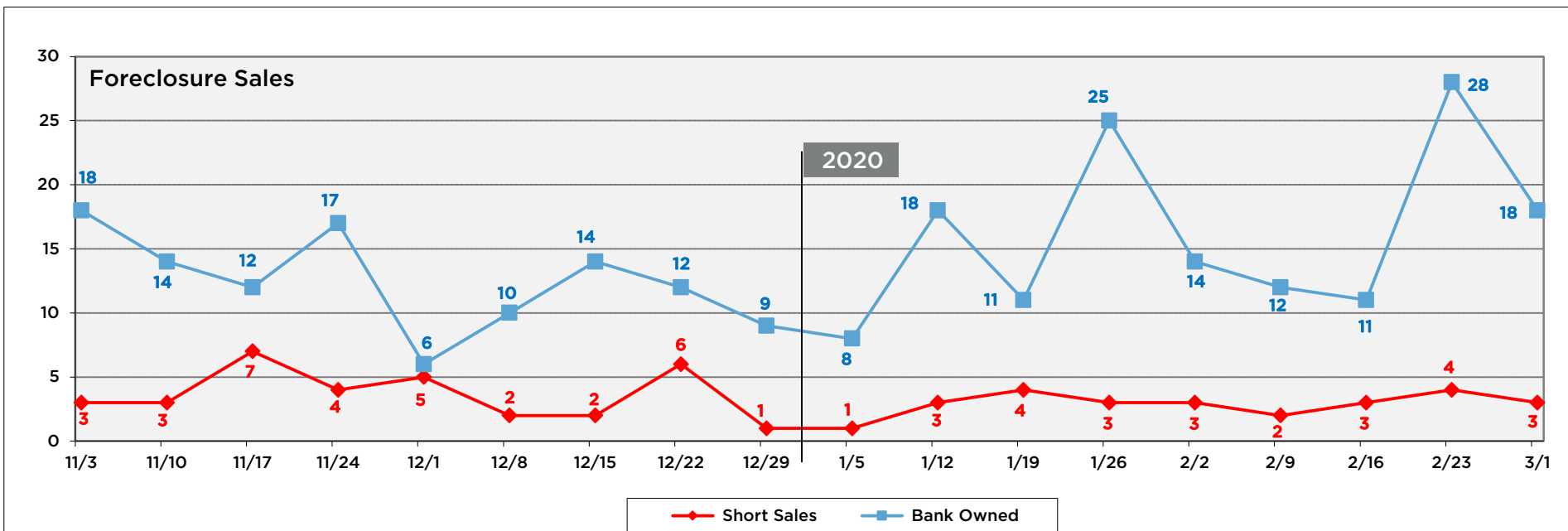


Single Family Homes



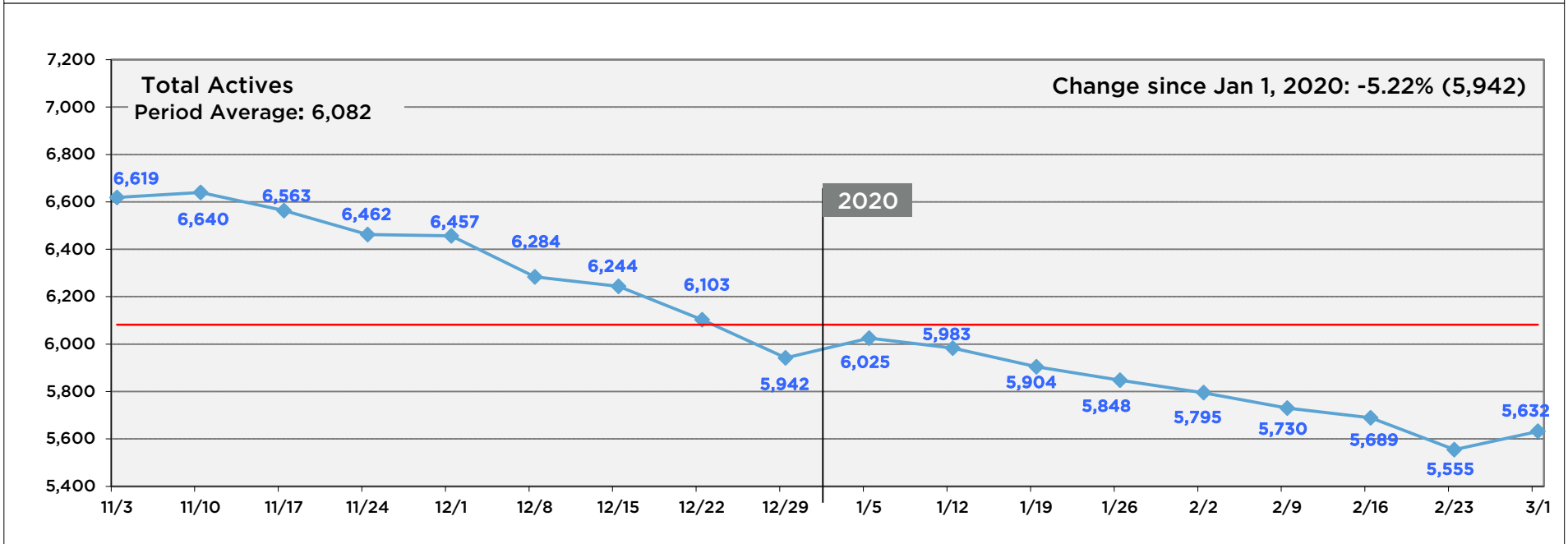
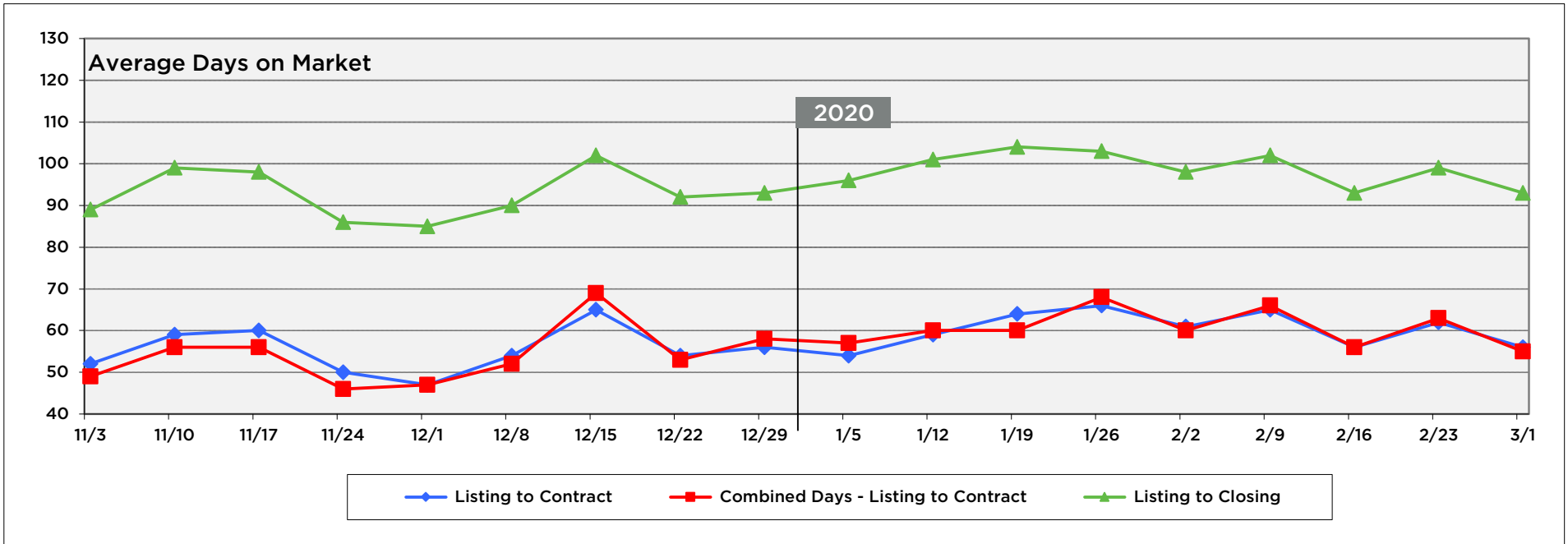


Single Family Homes



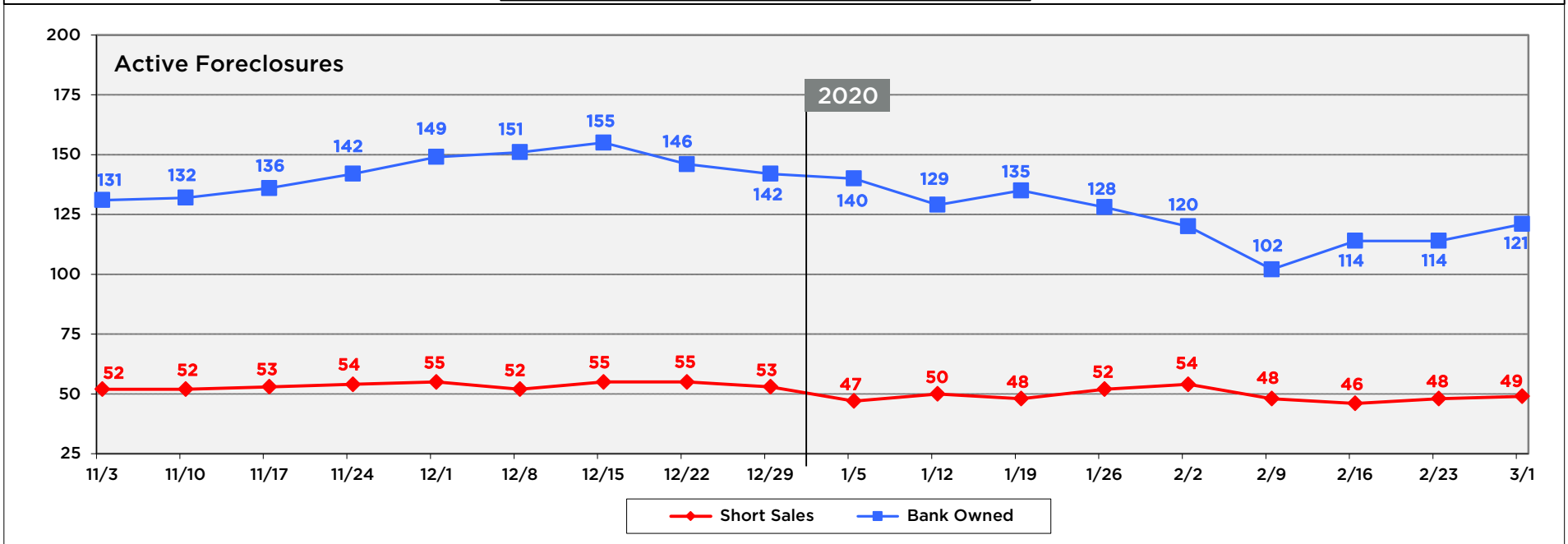
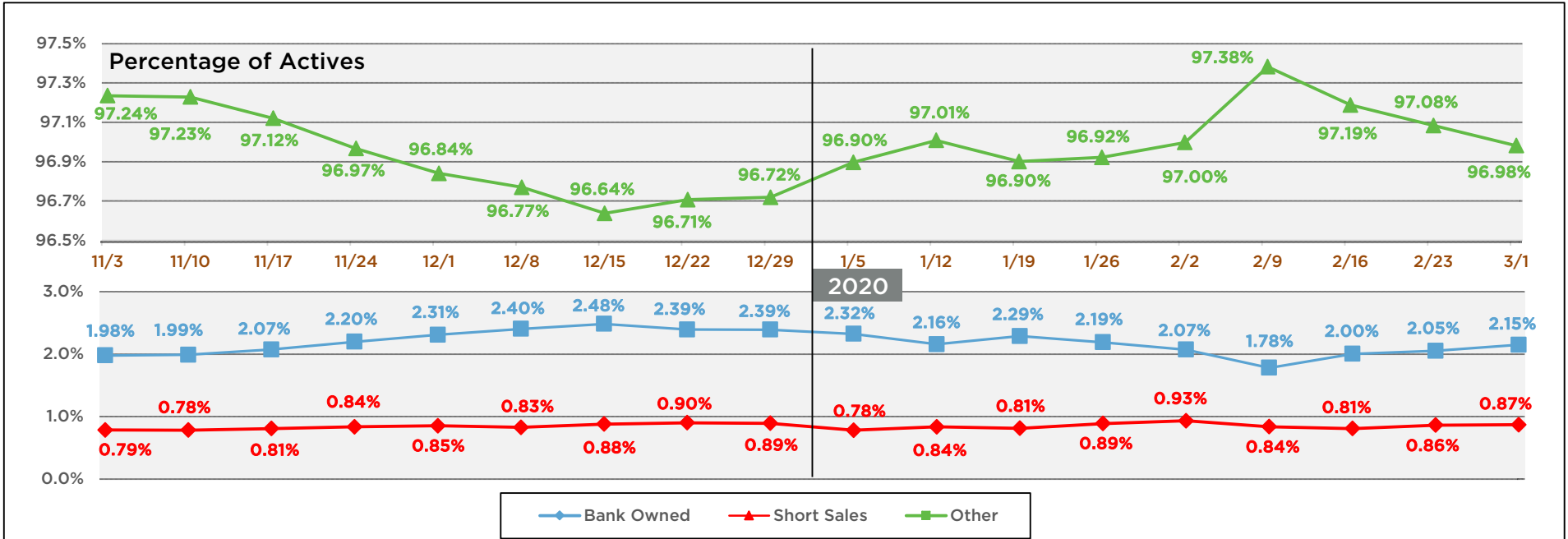


Single Family Homes



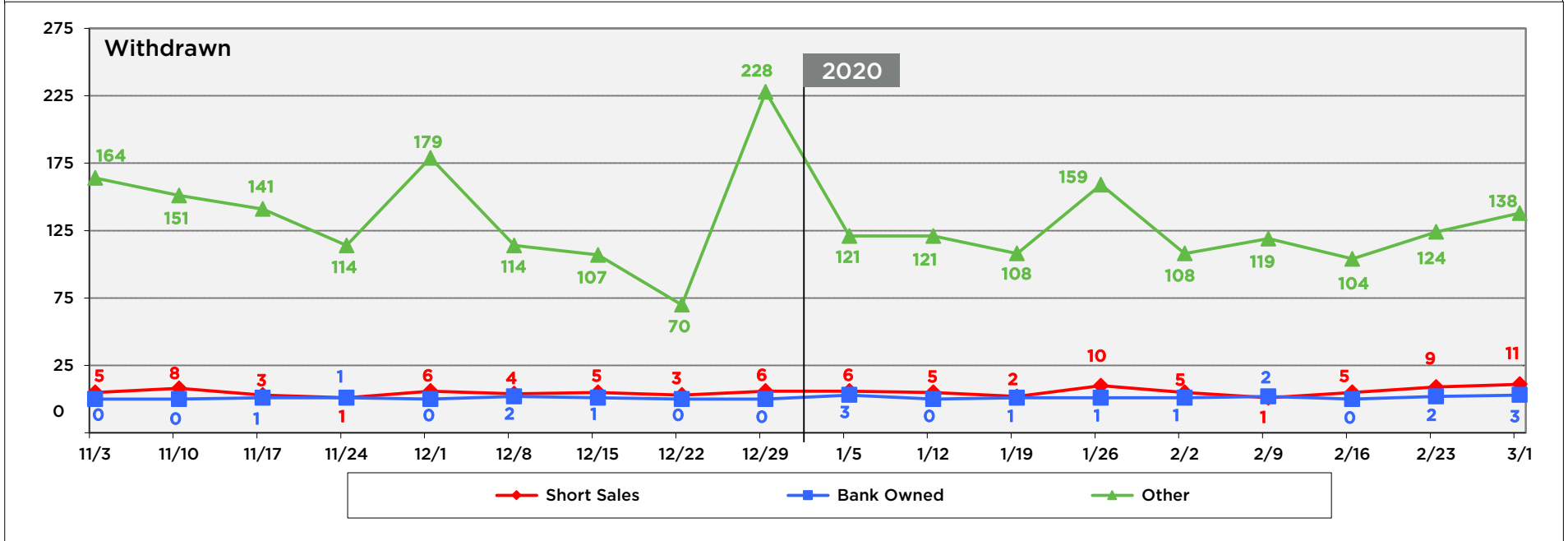
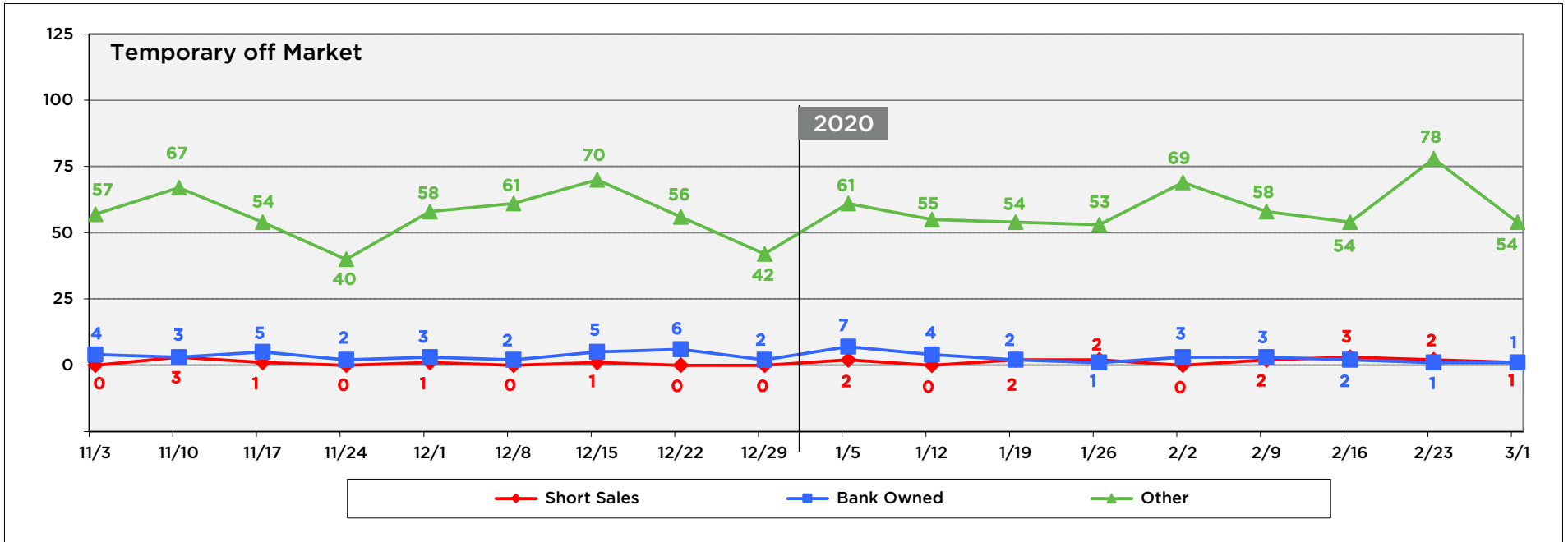


Single Family Homes

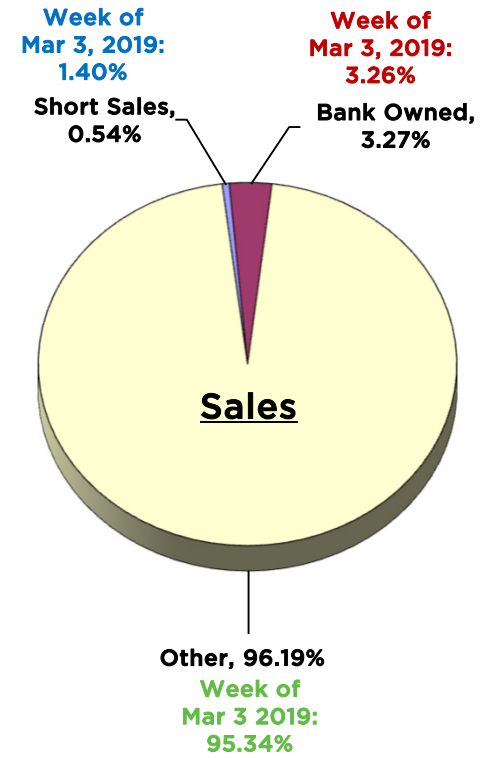
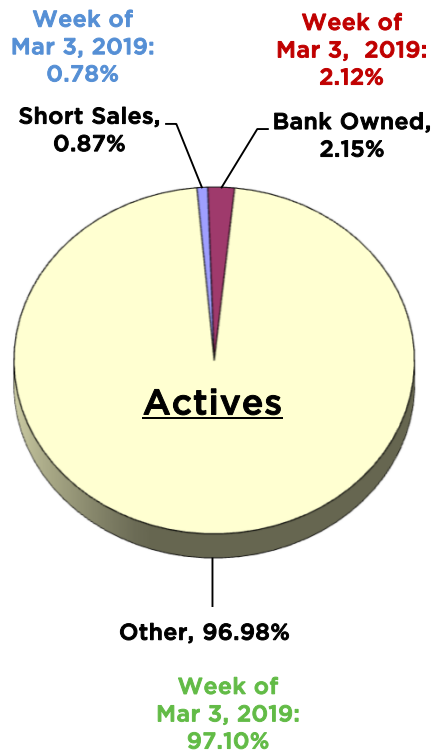




Single Family Homes



Single Family Homes



Where are the 30 Single Family Homes available for the Median Price of \$285,000? (± \$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> |
|----------------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Seminole County | | 6 | \$284,983 | 3.3 | 2.0 | 1,974 | \$144.34 |
| Casselberry | 32707 | 2 | \$285,000 | 3.0 | 2.0 | 1,723 | \$165.41 |
| Longwood (East) | 32750 | 1 | \$285,000 | 4.0 | 2.0 | 2,260 | \$126.11 |
| Sanford / Lake Forest | 32771 | 2 | \$285,000 | 4.0 | 2.0 | 2,270 | \$125.55 |
| Sanford (South) | 32773 | 1 | \$284,900 | 2.0 | 2.0 | 1,600 | \$178.06 |
| Orange County | | 15 | \$284,993 | 3.5 | 1.9 | 1,834 | \$155.42 |
| Apopka (North) | 32712 | 2 | \$285,000 | 3.0 | 2.0 | 2,080 | \$137.02 |
| College Park | 32804 | 1 | \$285,000 | 3.0 | 1.0 | 1,174 | \$242.76 |
| Hiawassee | 32818 | 1 | \$285,000 | 4.0 | 2.0 | 2,339 | \$121.85 |
| Williamsburg / Lake Bryan | 32821 | 1 | \$285,000 | 3.0 | 2.0 | 1,873 | \$152.16 |
| Ventura | 32822 | 1 | \$284,900 | 3.0 | 2.0 | 1,902 | \$149.79 |
| Waterford Lakes | 32828 | 2 | \$285,000 | 4.0 | 2.0 | 1,704 | \$167.25 |
| Union Park / Chickasaw | 32829 | 2 | \$285,000 | 4.0 | 2.0 | 1,833 | \$155.48 |
| Moss Park | 32832 | 1 | \$285,000 | 3.0 | 2.0 | 1,843 | \$154.64 |
| Wedgfield | 32833 | 1 | \$285,000 | 3.0 | 2.0 | 1,622 | \$175.71 |
| Metro West / Orlo Vista | 32835 | 1 | \$285,000 | 4.0 | 2.0 | 1,738 | \$163.98 |
| Hunters Creek | 32837 | 1 | \$285,000 | 3.0 | 2.0 | 1,657 | \$172.00 |
| Ocoee | 34761 | 1 | \$285,000 | 4.0 | 2.0 | 2,124 | \$134.18 |
| Osceola County | | 4 | \$285,000 | 4.3 | 3.0 | 2,209 | \$129.05 |
| Kissimmee / Buena Ventura Lakes | 34743 | 1 | \$285,000 | 5.0 | 4.0 | 1,794 | \$158.86 |
| Kissimmee (West) / Pleasant Hill | 34746 | 2 | \$285,000 | 4.0 | 3.0 | 2,266 | \$125.77 |
| St Cloud | 34769 | 1 | \$285,000 | 4.0 | 2.0 | 2,508 | \$113.64 |
| Lake County | | 5 | \$284,940 | 3.8 | 2.4 | 2,402 | \$118.61 |
| Mount Dora | 32757 | 1 | \$285,000 | 3.0 | 2.0 | 2,042 | \$139.57 |
| Sorrento / Mt Plymouth | 32776 | 2 | \$284,950 | 4.0 | 2.0 | 2,209 | \$129.00 |
| Minneola | 34715 | 1 | \$284,900 | 3.0 | 2.0 | 2,069 | \$137.70 |
| Groveland | 34736 | 1 | \$284,900 | 5.0 | 4.0 | 3,483 | \$81.80 |

Condos, Townhomes, Villas

| | Total | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| Sales | 150 | 121 | 17 | 10 | 1 | 1 | 0 |
| Bank Owned | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| Short Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 149 | 121 | 16 | 10 | 1 | 1 | 0 |
| Active Listings | 1,692 | 1,184 | 201 | 198 | 64 | 39 | 6 |
| Bank Owned | 22 | 20 | 0 | 2 | 0 | 0 | 0 |
| Short Sales | 4 | 2 | 1 | 1 | 0 | 0 | 0 |
| Other | 1,666 | 1,162 | 200 | 195 | 64 | 39 | 6 |
| Months of Inventory | 3 | 2 | 3 | 5 | 15 | 9 | 0 |

List Price

| | | | | | | | |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-----|
| Average Original List Price | \$203,789 | \$172,211 | \$282,835 | \$357,769 | \$495,000 | \$850,000 | \$0 |
| Average Final List Price | \$201,038 | \$170,018 | \$279,982 | \$347,479 | \$499,000 | \$850,000 | \$0 |

Sale Price

| | | | | | | | |
|---------------|------------------|-----------|-----------|-----------|-----------|-----------|-----|
| Average Price | \$195,489 | \$165,352 | \$274,335 | \$334,450 | \$477,000 | \$830,500 | \$0 |
| Median Price | \$184,000 | \$172,000 | \$271,000 | \$322,250 | \$477,000 | \$830,500 | \$0 |

Price Differences

| | | | | | | | |
|---|-----------------|----------|----------|-----------|-----------|-----------|-------|
| Original to Final List Price | -\$2,751 | -\$2,193 | -\$2,853 | -\$10,290 | \$4,000 | \$0 | \$0 |
| Original List to Sale Price - \$ | -\$8,300 | -\$6,859 | -\$8,500 | -\$23,319 | -\$18,000 | -\$19,500 | \$0 |
| Final List to Sale Price - \$ | -\$5,549 | -\$4,666 | -\$5,647 | -\$13,029 | -\$22,000 | -\$19,500 | \$0 |
| Original List to Sale Price - % | 95.93% | 96.02% | 96.99% | 93.48% | 96.36% | 97.71% | 0.00% |
| Final List to Sale Price - % | 97.24% | 97.26% | 97.98% | 96.25% | 95.59% | 97.71% | 0.00% |

Days on the Market

| | | | | | | | |
|-------------------------------|-----------|----|----|-----|-----|----|---|
| Avg Days Listing to Contract | 50 | 45 | 46 | 113 | 150 | 3 | 0 |
| Combined Avg Days to Contract | 49 | 41 | 46 | 133 | 287 | 3 | 0 |
| Avg Days Listing to Closing | 83 | 79 | 78 | 138 | 183 | 29 | 0 |
| Avg Days Contract to Close | 34 | 34 | 35 | 26 | 33 | 27 | 0 |

Beds / Baths

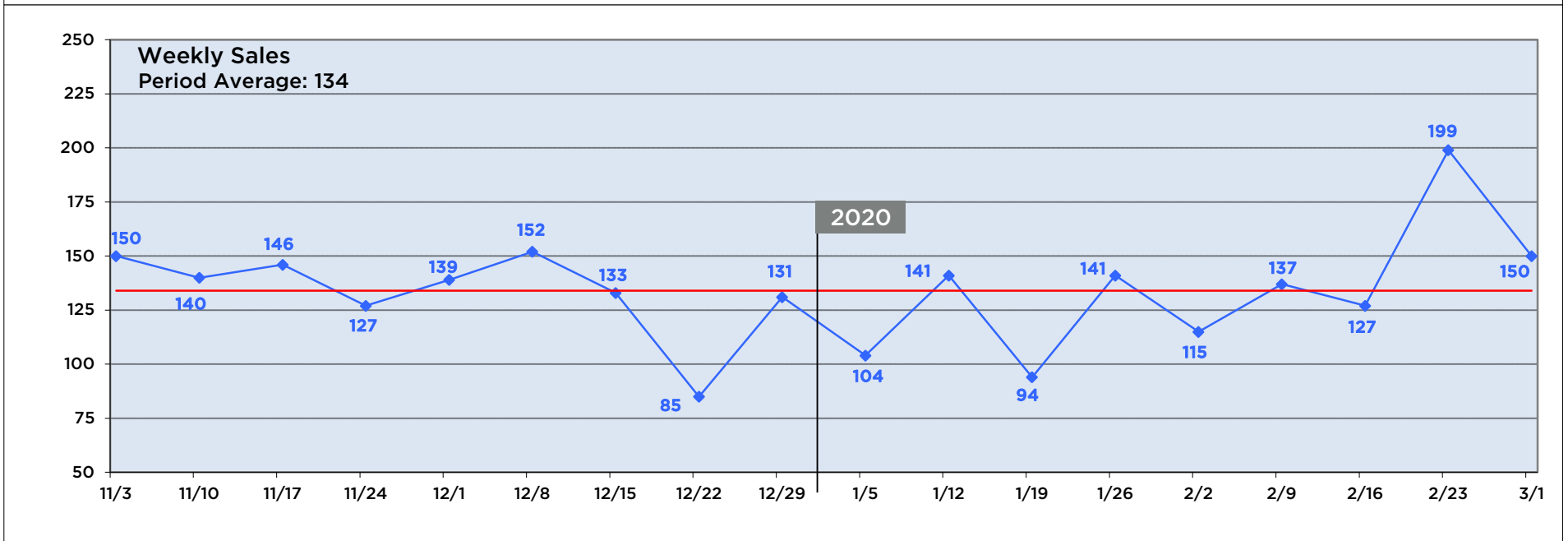
| | | | | | | | |
|--------------------|----------|---|---|---|---|---|---|
| Average Bedrooms | 2 | 2 | 3 | 3 | 4 | 3 | 0 |
| Average Full Baths | 2 | 2 | 2 | 2 | 3 | 2 | 0 |
| Average Half Baths | 0 | 0 | 1 | 1 | 1 | 1 | 0 |

Square Footage

| | | | | | | | |
|---------------------|--------------|-------|-------|-------|-------|-------|---|
| Average Square Feet | 1,352 | 1,230 | 1,730 | 2,021 | 2,435 | 1,903 | 0 |
|---------------------|--------------|-------|-------|-------|-------|-------|---|

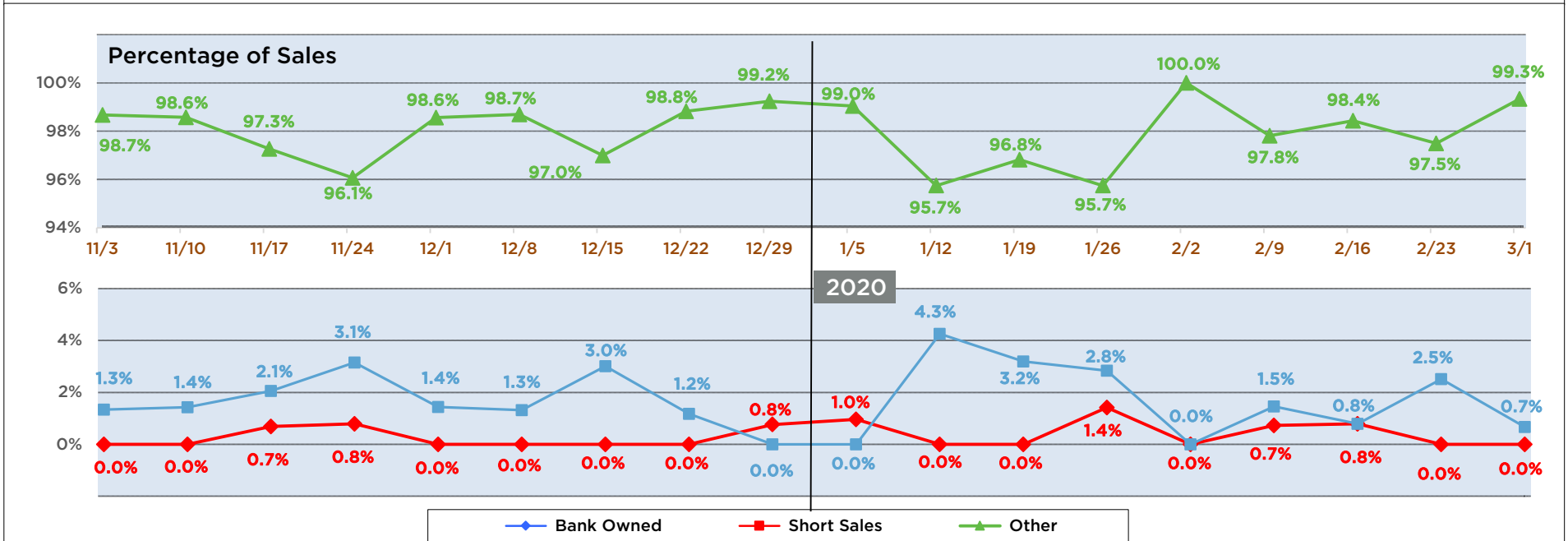
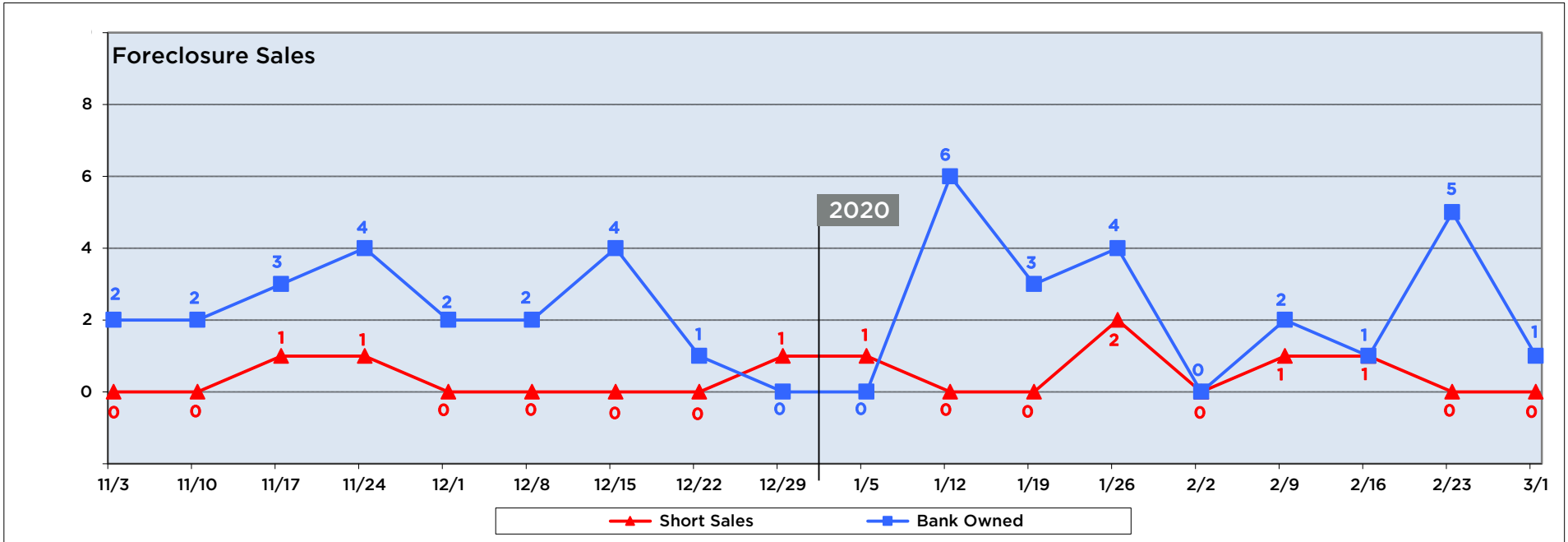


Condos, Townhomes, Villas



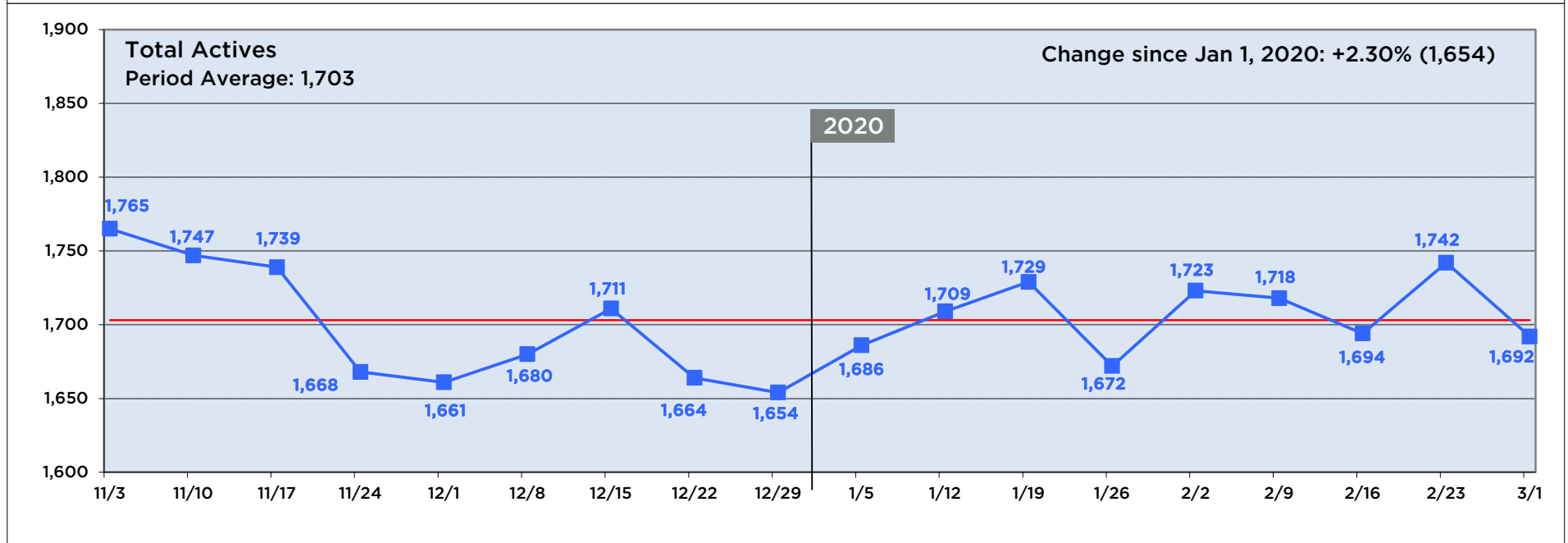
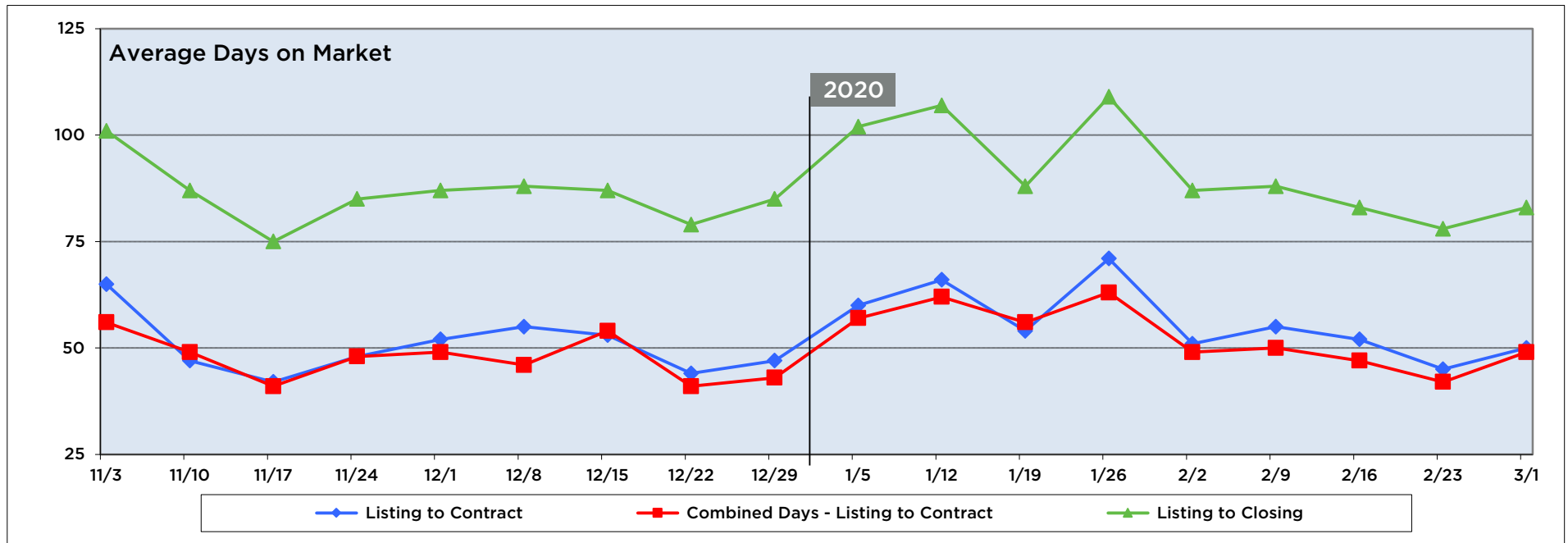


Condos, Townhomes, Villas



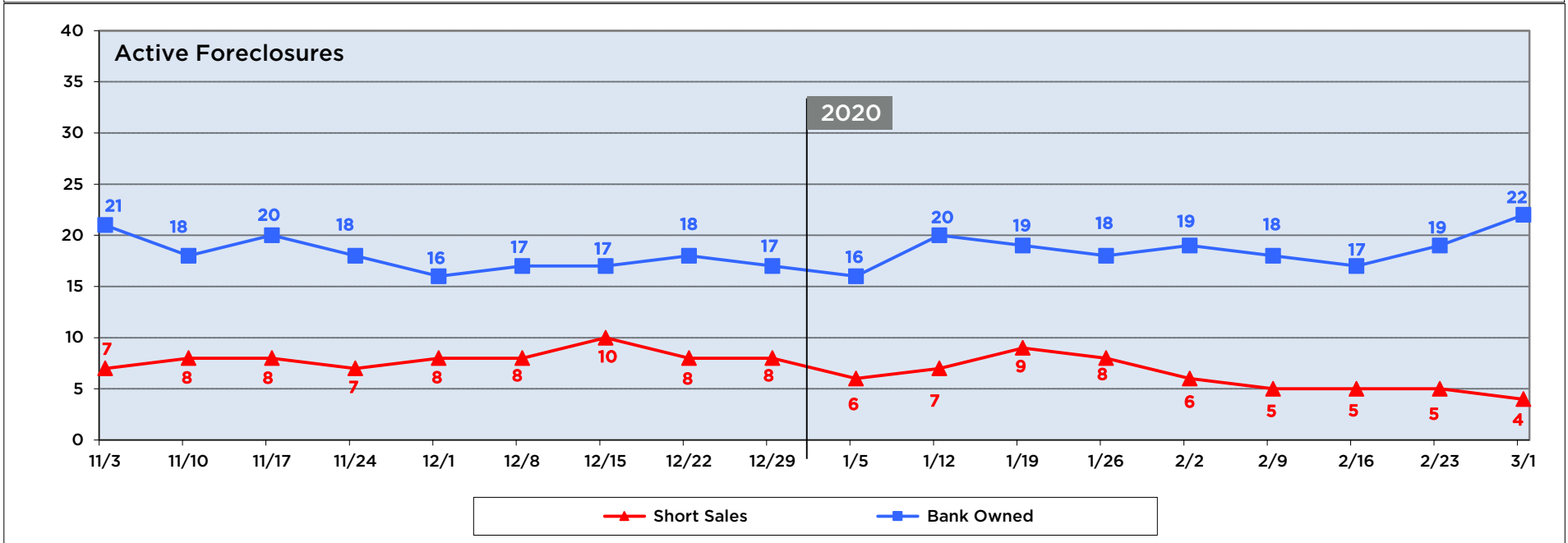
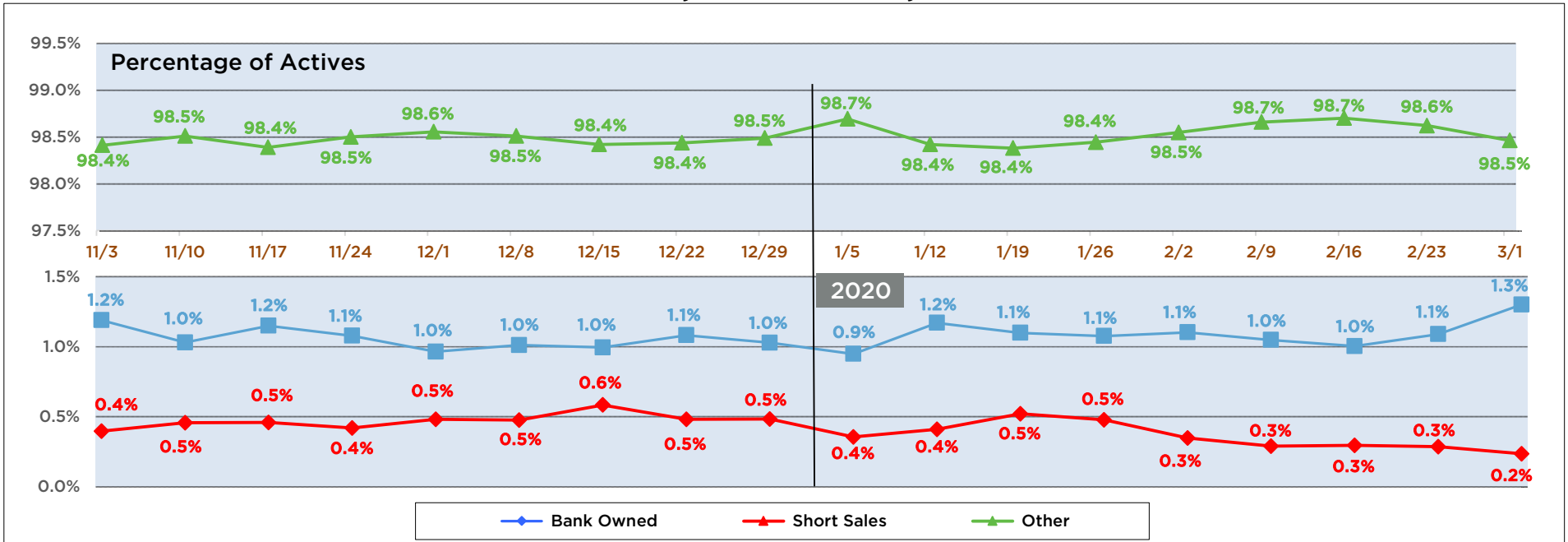


Condos, Townhomes, Villas



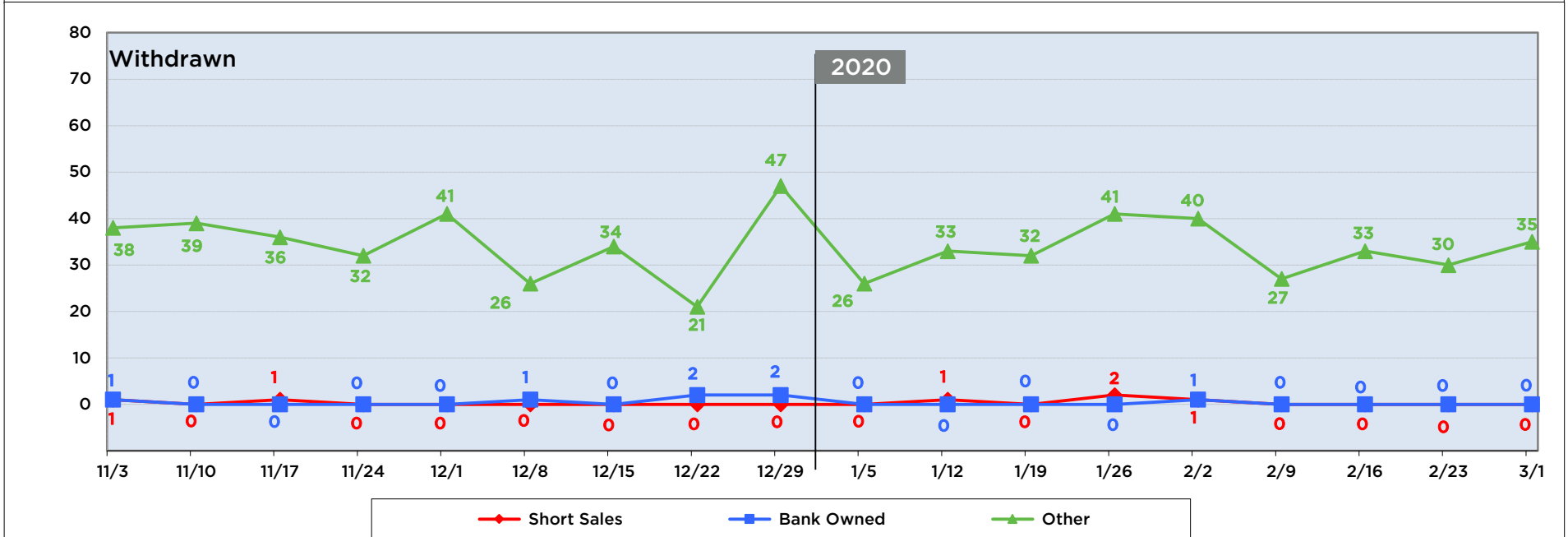
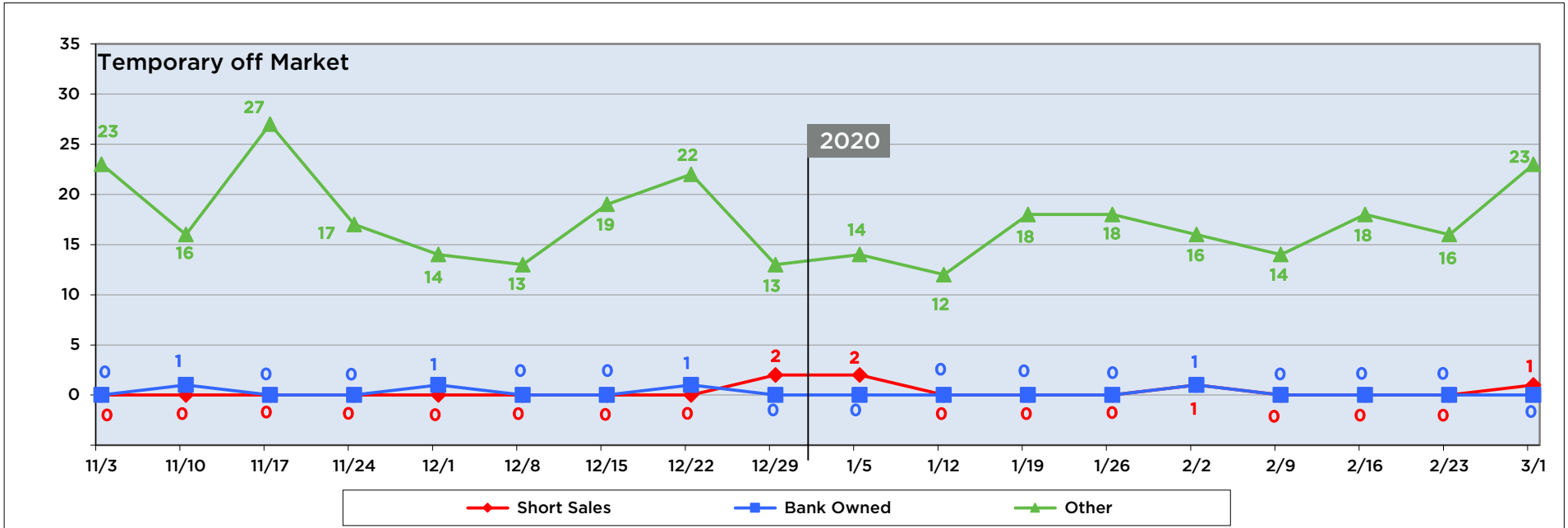


Condos, Townhomes, Villas

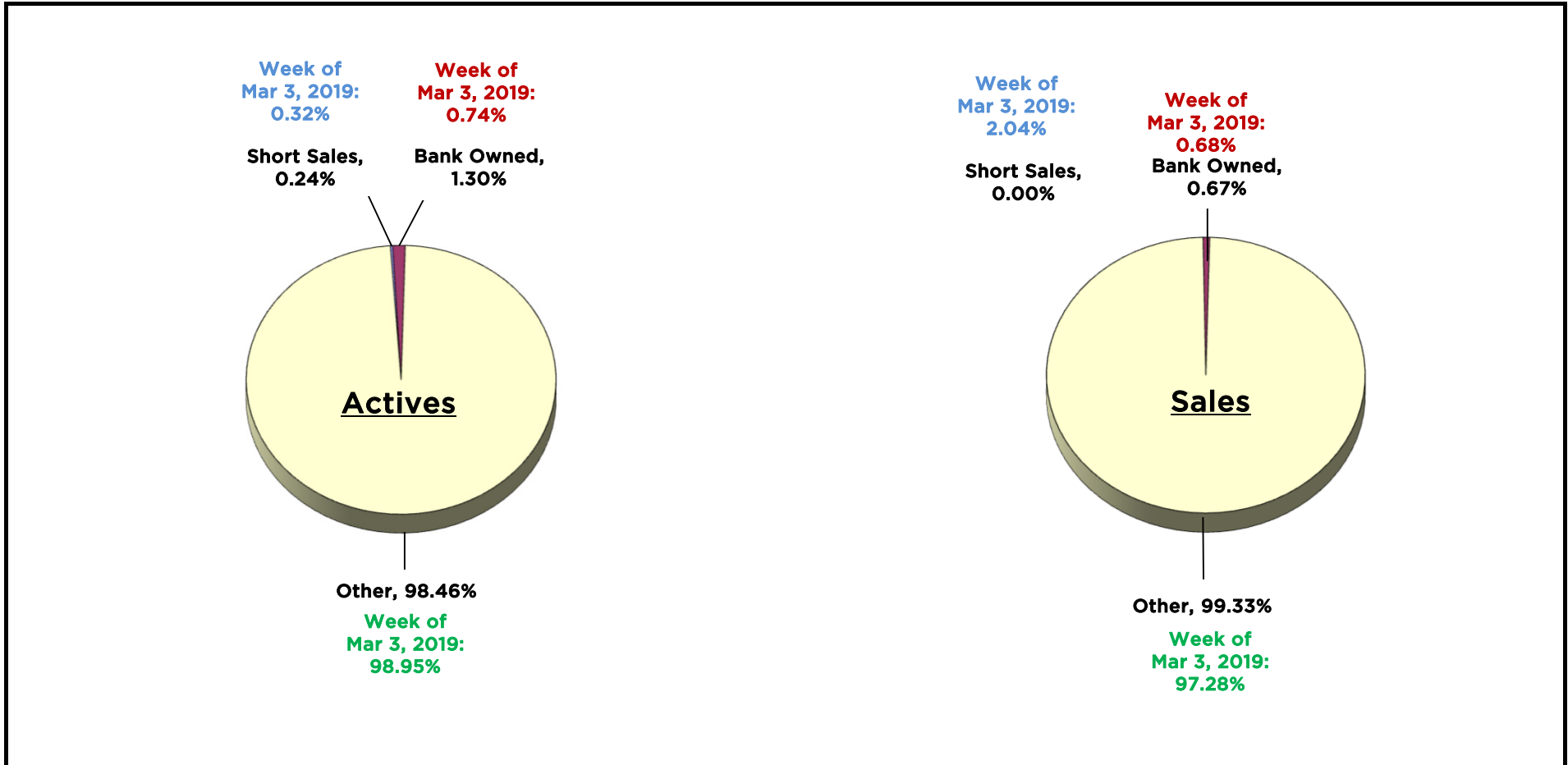




Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$184,000? (± \$500)

| County / City | Zip Code | Available | Average List Price | Average Beds | Average Baths | Average SqFt | List \$ per SqFt |
|-----------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Osceola County | | 1 | \$184,000 | 3.0 | 2.0 | 1,296 | \$141.98 |
| Kissimmee (Central) | 34741 | 1 | \$184,000 | 3.0 | 2.0 | 1,296 | \$141.98 |