



Monday Morning Quarterback Summary

Week of March 15, 2020 - March 21, 2020

Single-family existing homes

- Sales of single-family homes increased to 551 during the week of Mar 15, from 544 the week prior
- The median price of single family homes decreased to \$263,000, a change of -8.1%
- The number of single-family home foreclosure transactions increased to 15 last week, from 10 the week of Mar 8
- The number of single-family home short-sale transactions increased to 2 from 0 the week prior
- Single-family inventory increased by 196, and now sits at 5,827

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 158 during the week of Mar 15, from 140 the week prior
- The median price of condos, townhomes, and villas decreased to \$172,500, a change of -8.0%
- The number of condo, townhome, and villa foreclosure transactions increased to 1 last week, from 0 the week of Mar 8
- The number of condo, townhome and villa short-sale transactions remained constant at 1
- Condo inventory increased by 103, and now sits at 1,783

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	235	113	116	46	34	7
Bank Owned	15	12	1	2	0	0	0
Short Sales	2	0	0	2	0	0	0
Other	534	223	112	112	46	34	7
Active Listings	5,827	1,390	769	1,281	751	1,186	450
Bank Owned	130	77	16	18	7	8	4
Short Sales	54	21	7	15	4	6	1
Other	5,643	1,292	746	1,248	740	1,172	445
Months of Inventory	2	1	2	3	4	8	15

List Price

Average Original List Price	\$319,231	\$196,142	\$277,864	\$353,389	\$457,934	\$696,062	\$1,811,429
Average Final List Price	\$312,348	\$193,276	\$274,161	\$346,243	\$449,986	\$675,747	\$1,695,000

Sale Price

Average Price	\$304,538	\$189,067	\$270,586	\$340,283	\$436,655	\$643,371	\$1,622,857
Median Price	\$263,000	\$205,000	\$270,000	\$338,450	\$426,000	\$620,000	\$1,350,000

Price Differences

Original to Final List Price	-\$6,883	-\$2,866	-\$3,703	-\$7,146	-\$7,948	-\$20,315	-\$116,429
Original List to Sale Price - \$	-\$14,693	-\$7,075	-\$7,278	-\$13,106	-\$21,279	-\$52,691	-\$188,572
Final List to Sale Price - \$	-\$7,810	-\$4,209	-\$3,575	-\$5,960	-\$13,331	-\$32,376	-\$72,143
Original List to Sale Price - %	95.40%	96.39%	97.38%	96.29%	95.35%	92.43%	89.59%
Final List to Sale Price - %	97.50%	97.82%	98.70%	98.28%	97.04%	95.21%	95.74%

Days on the Market

Avg Days Listing to Contract	51	42	44	52	67	85	174
Combined Avg Days to Contract	55	36	41	56	92	116	332
Avg Days Listing to Closing	88	77	81	91	105	122	212
Avg Days Contract to Close	38	37	37	40	39	38	38

Beds / Baths

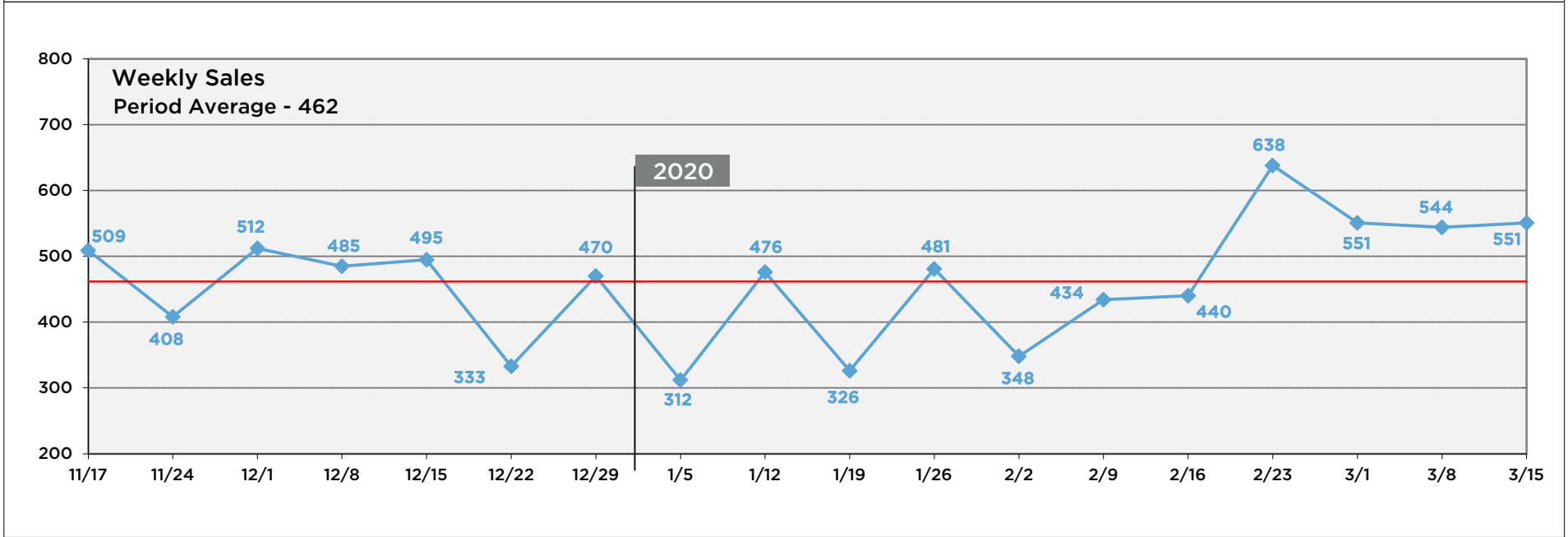
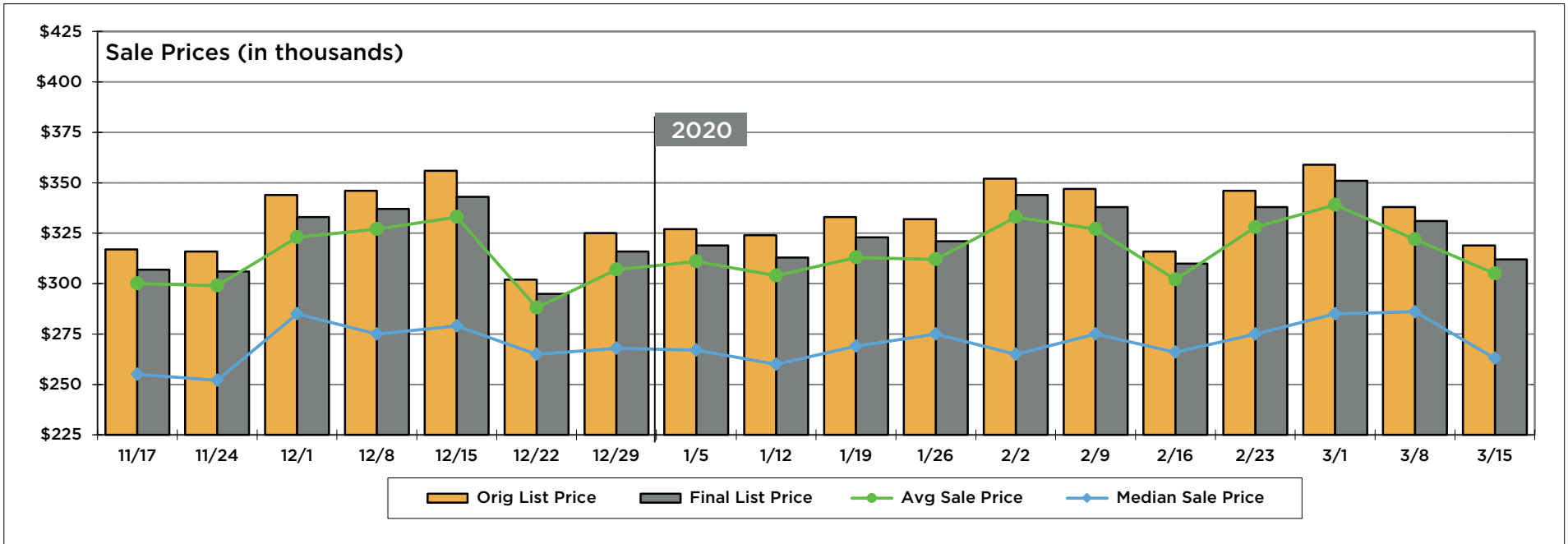
Average Bedrooms	3	3	3	4	4	4	5
Average Full Baths	2	2	2	2	3	4	5
Average Half Baths	0	0	0	0	0	1	1

Square Footage

Average Square Feet	2,014	1,434	1,871	2,331	2,918	3,530	5,284
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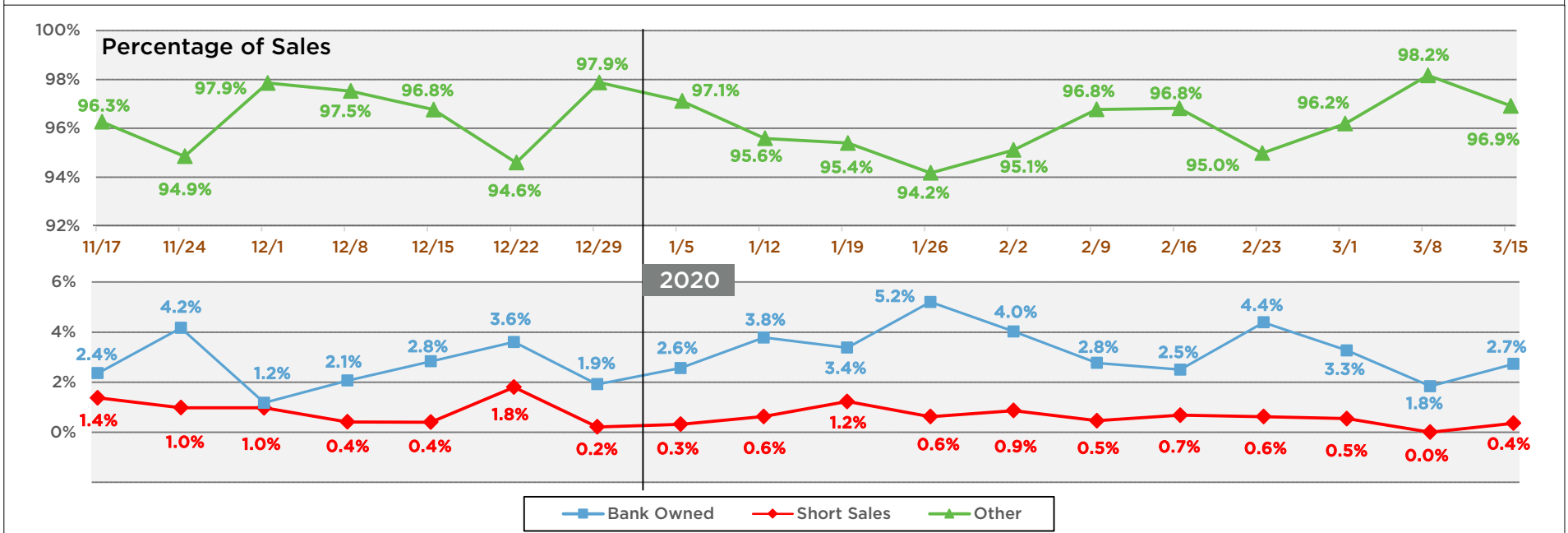
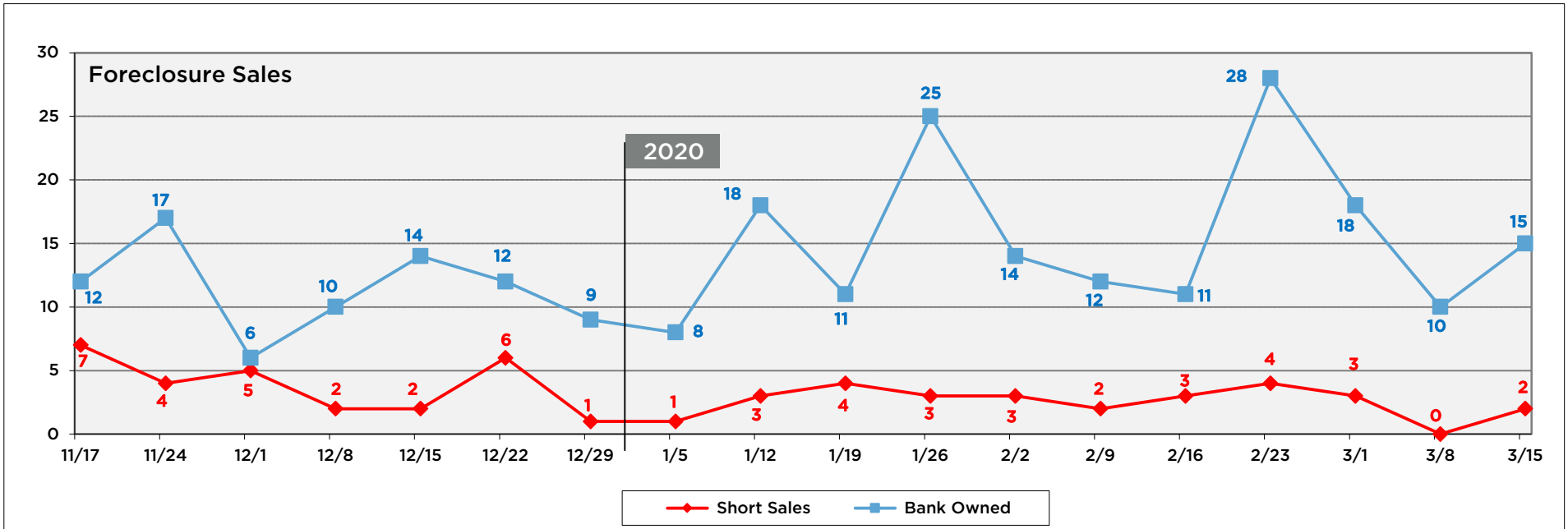


Single Family Homes



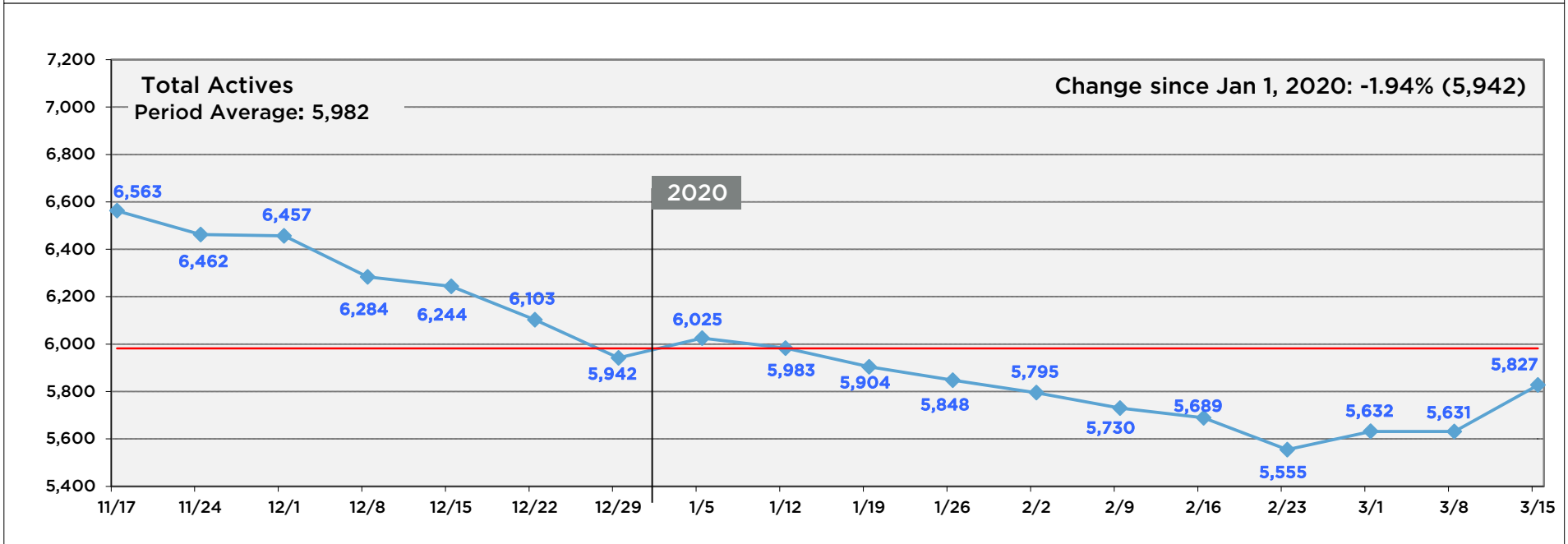
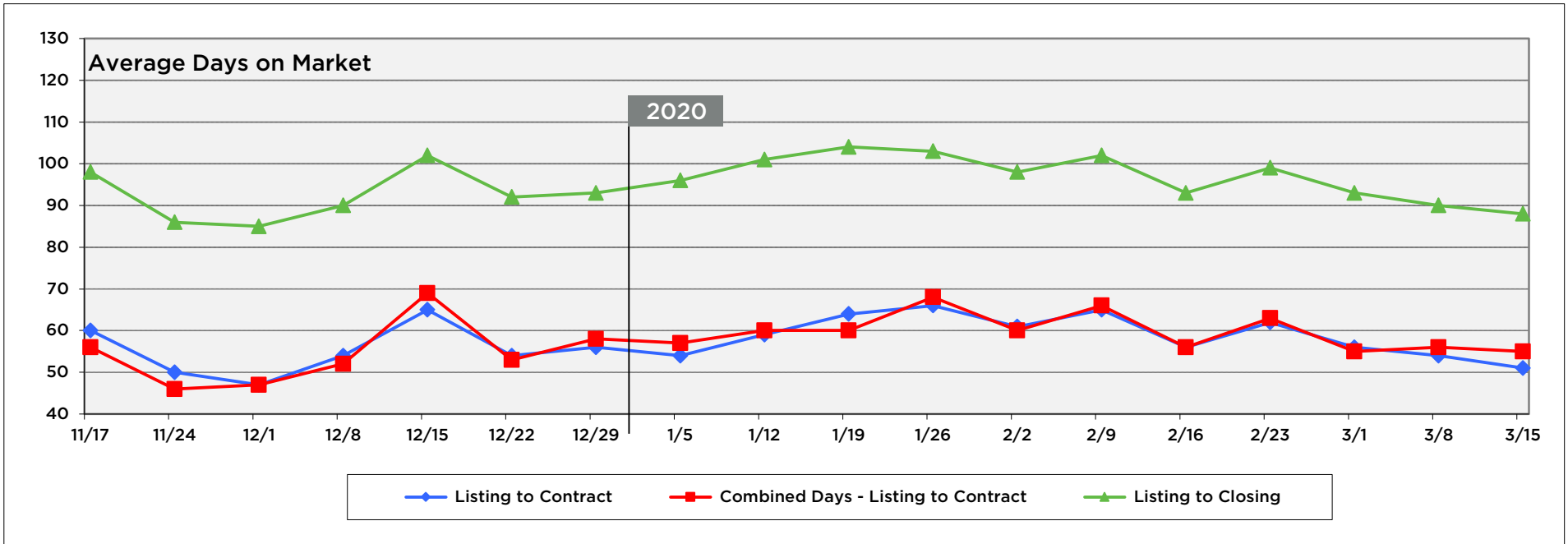


Single Family Homes



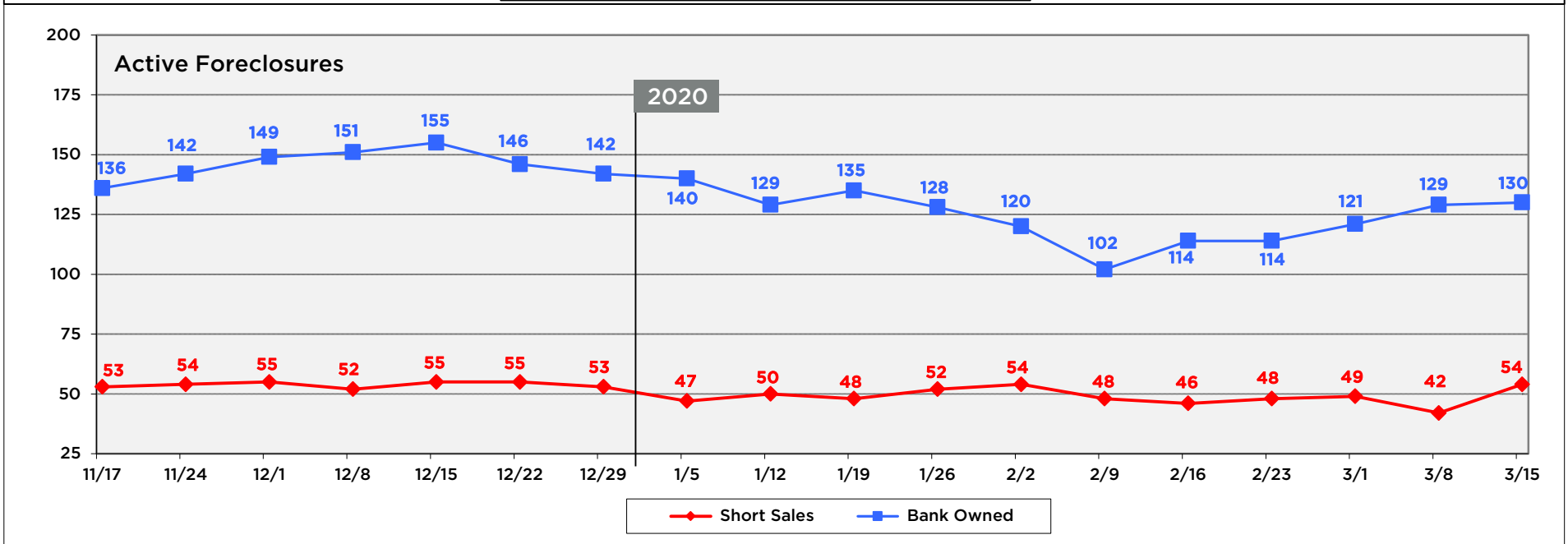
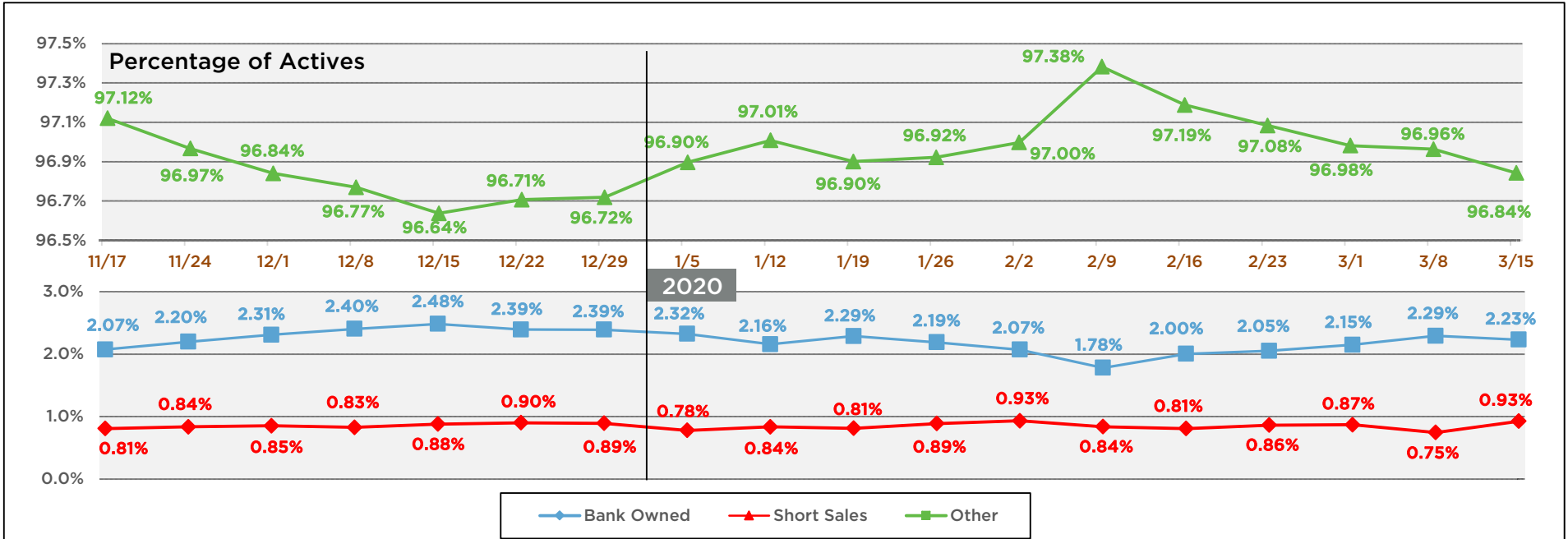


Single Family Homes

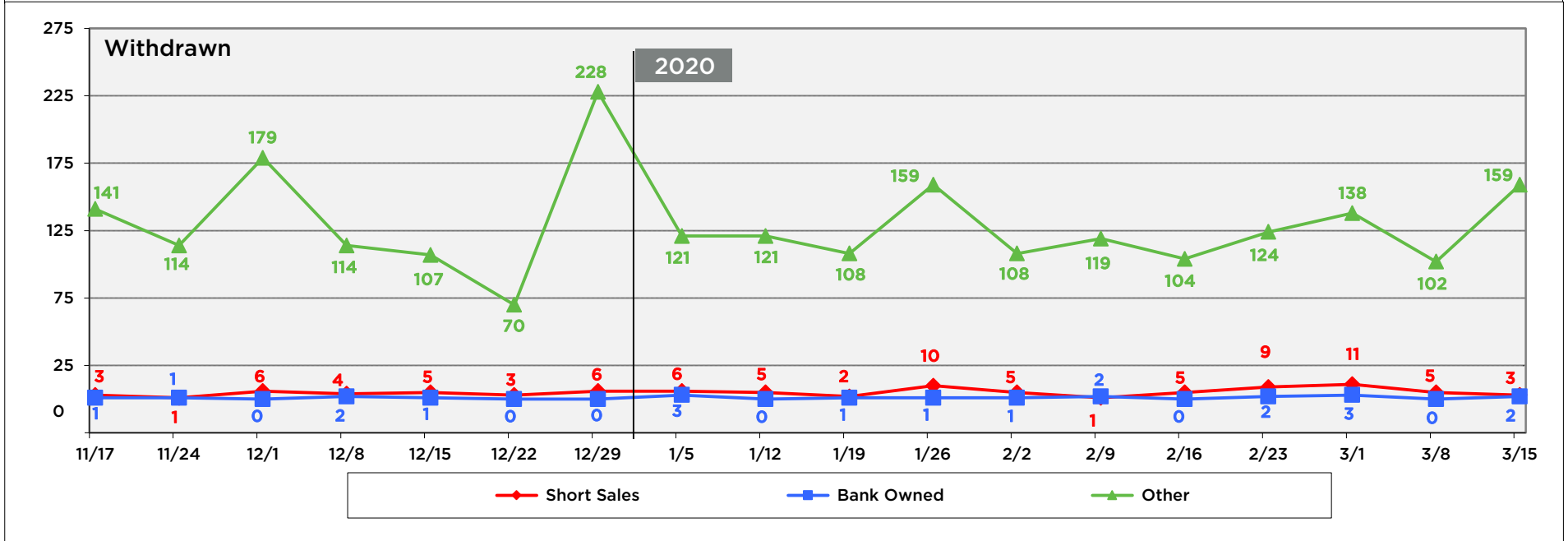
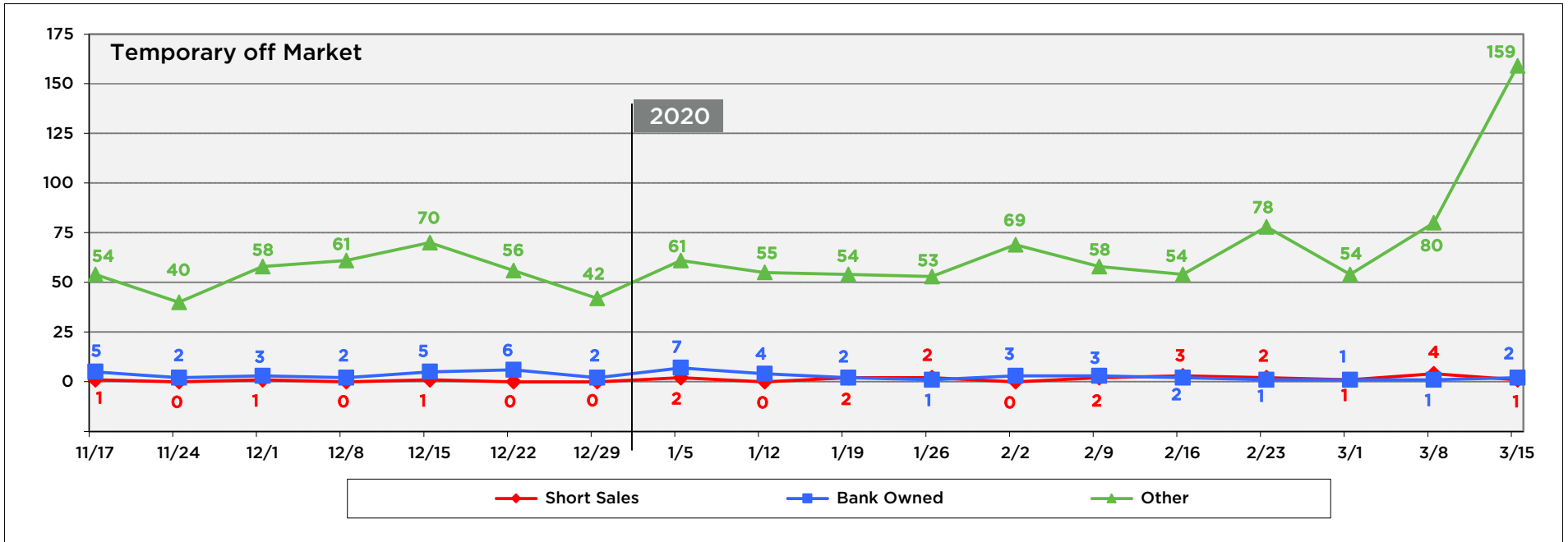




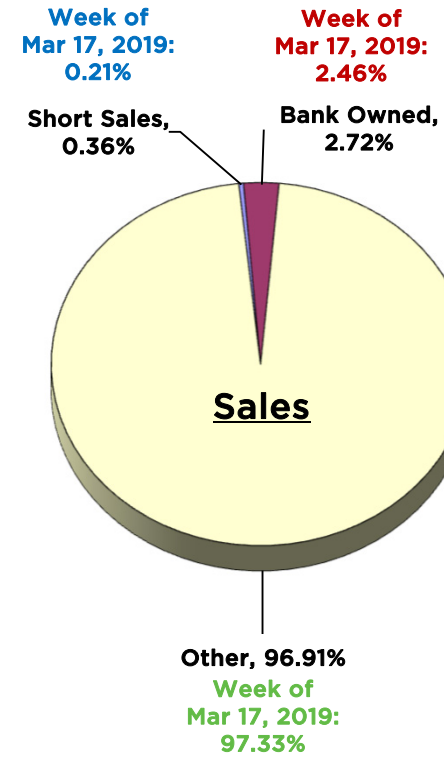
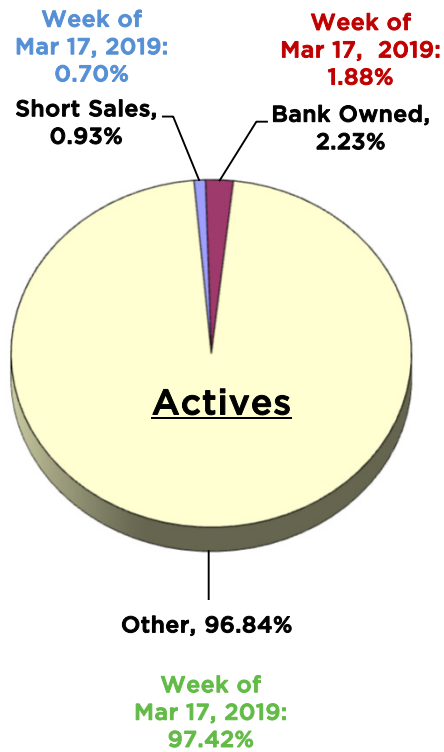
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 7 Single Family Homes available for the Median Price of \$263,000? (± \$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		1	\$263,000	3.0	2.0	1,554	\$169.24
Sanford (South)	32773	1	\$263,000	3.0	2.0	1,554	\$169.24
Orange County		2	\$262,500	2.5	1.5	1,260	\$208.42
Colonialtown	32803	1	\$262,500	2.0	1.0	714	\$367.65
Lockhart	32810	1	\$262,500	3.0	2.0	1,805	\$145.43
Osceola County		2	\$262,900	3.5	2.5	2,243	\$117.24
Kissimmee (East)	34744	1	\$262,900	3.0	2.0	1,638	\$160.50
Kissimmee / Poinciana	34758	1	\$262,900	4.0	3.0	2,847	\$92.34
Lake County		2	\$262,950	3.5	2.5	2,201	\$119.50
Eustis (West)	32726	1	\$263,000	4.0	3.0	2,773	\$94.84
Clermont (Central)	34711	1	\$262,900	3.0	2.0	1,628	\$161.49

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	158	130	14	9	2	3	0
Bank Owned	1	1	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	156	128	14	9	2	3	0
Active Listings	1,783	1,261	218	202	61	34	7
Bank Owned	23	21	2	0	0	0	0
Short Sales	5	2	2	1	0	0	0
Other	1,755	1,238	214	201	61	34	7
Months of Inventory	3	2	4	5	7	3	0

List Price

Average Original List Price	\$202,214	\$165,056	\$284,564	\$367,977	\$467,000	\$754,300	\$0
Average Final List Price	\$197,859	\$161,810	\$278,400	\$364,766	\$462,000	\$707,333	\$0

Sale Price

Average Price	\$192,319	\$157,418	\$273,564	\$353,850	\$438,750	\$676,667	\$0
Median Price	\$172,500	\$160,000	\$270,000	\$347,500	\$438,750	\$670,000	\$0

Price Differences

Original to Final List Price	-\$4,355	-\$3,246	-\$6,164	-\$3,211	-\$5,000	-\$46,967	\$0
Original List to Sale Price - \$	-\$9,895	-\$7,638	-\$11,000	-\$14,127	-\$28,250	-\$77,633	\$0
Final List to Sale Price - \$	-\$5,540	-\$4,392	-\$4,836	-\$10,916	-\$23,250	-\$30,666	\$0
Original List to Sale Price - %	95.11%	95.37%	96.13%	96.16%	93.95%	89.71%	0.00%
Final List to Sale Price - %	97.20%	97.29%	98.26%	97.01%	94.97%	95.66%	0.00%

Days on the Market

Avg Days Listing to Contract	57	49	58	100	30	276	0
Combined Avg Days to Contract	60	48	95	105	30	275	0
Avg Days Listing to Closing	89	80	93	141	59	305	0
Avg Days Contract to Close	33	32	36	42	30	30	0

Beds / Baths

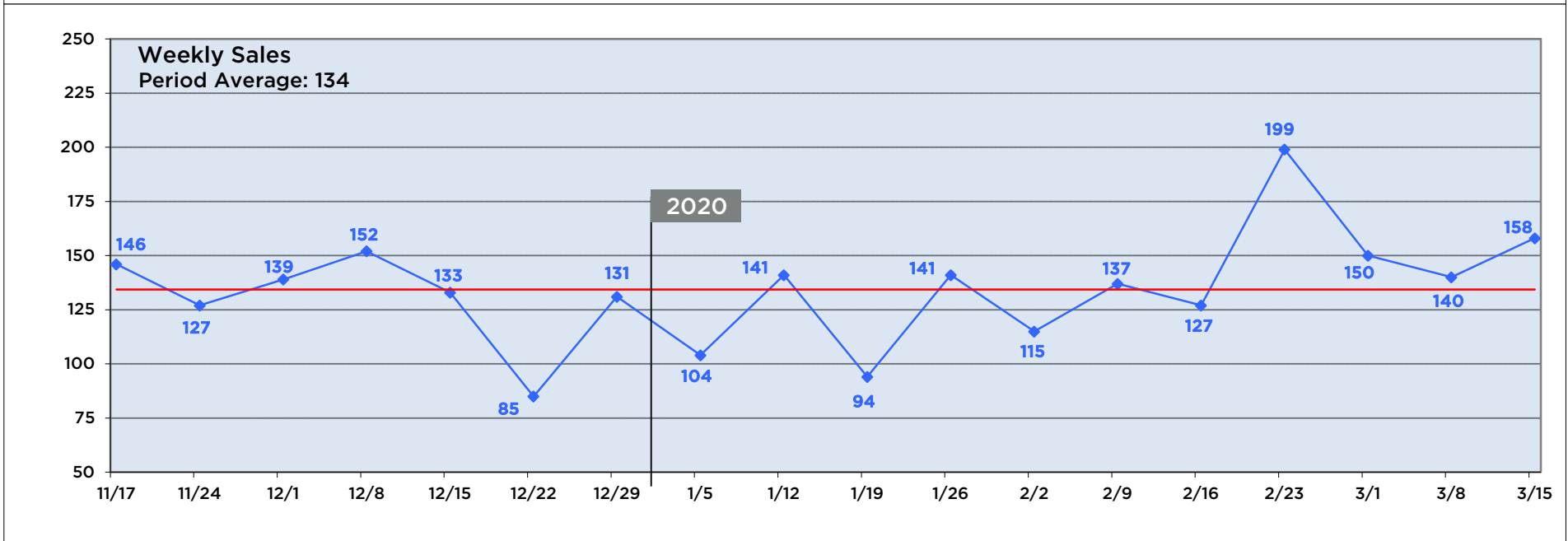
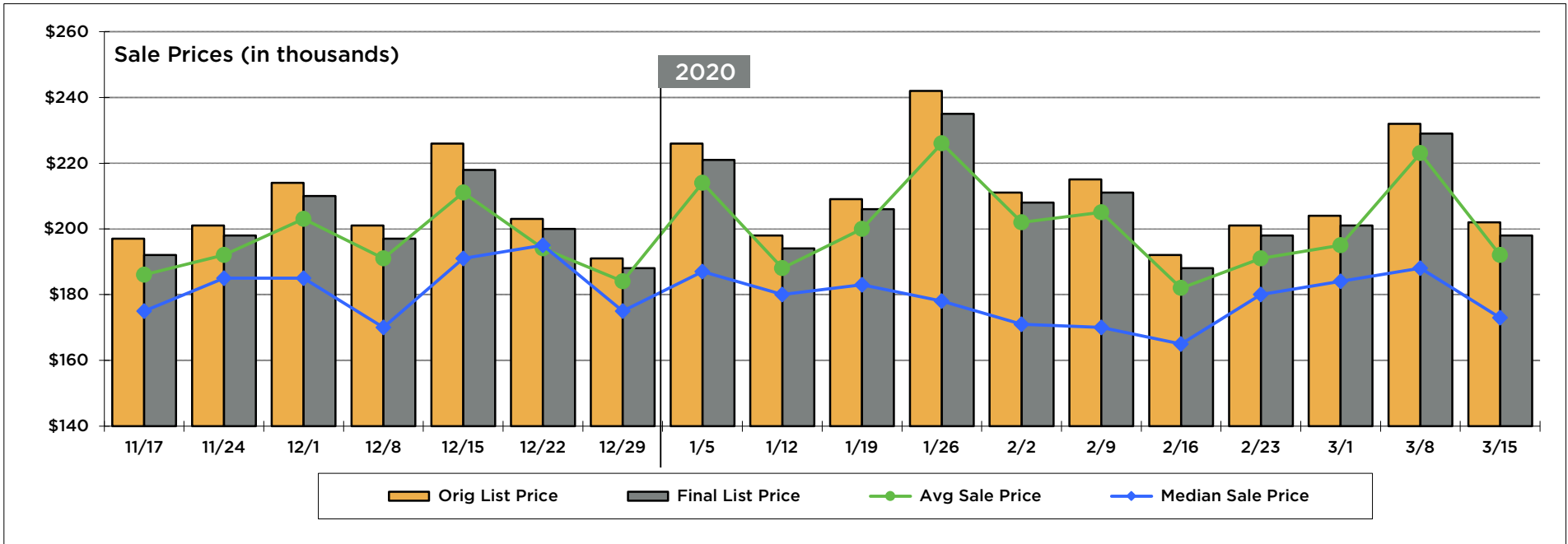
Average Bedrooms	2	2	3	3	3	3	0
Average Full Baths	2	2	2	2	3	2	0
Average Half Baths	0	0	1	1	1	1	0

Square Footage

Average Square Feet	1,321	1,201	1,816	1,835	2,050	2,177	0
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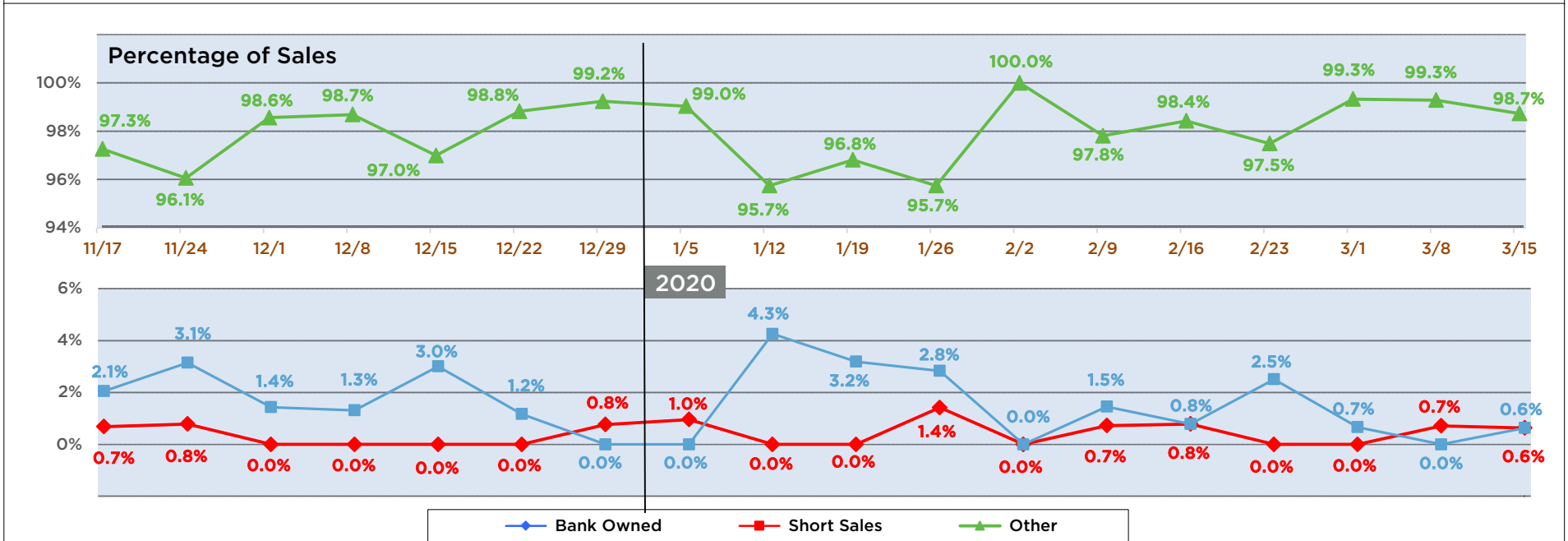
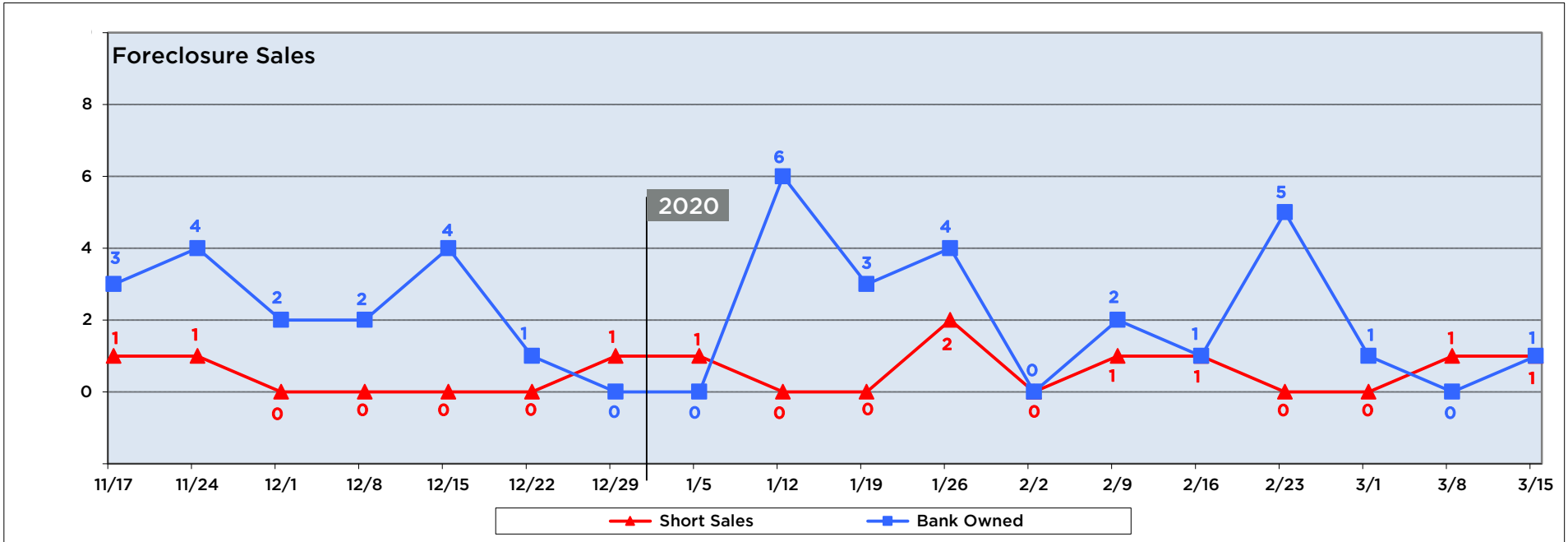


Condos, Townhomes, Villas



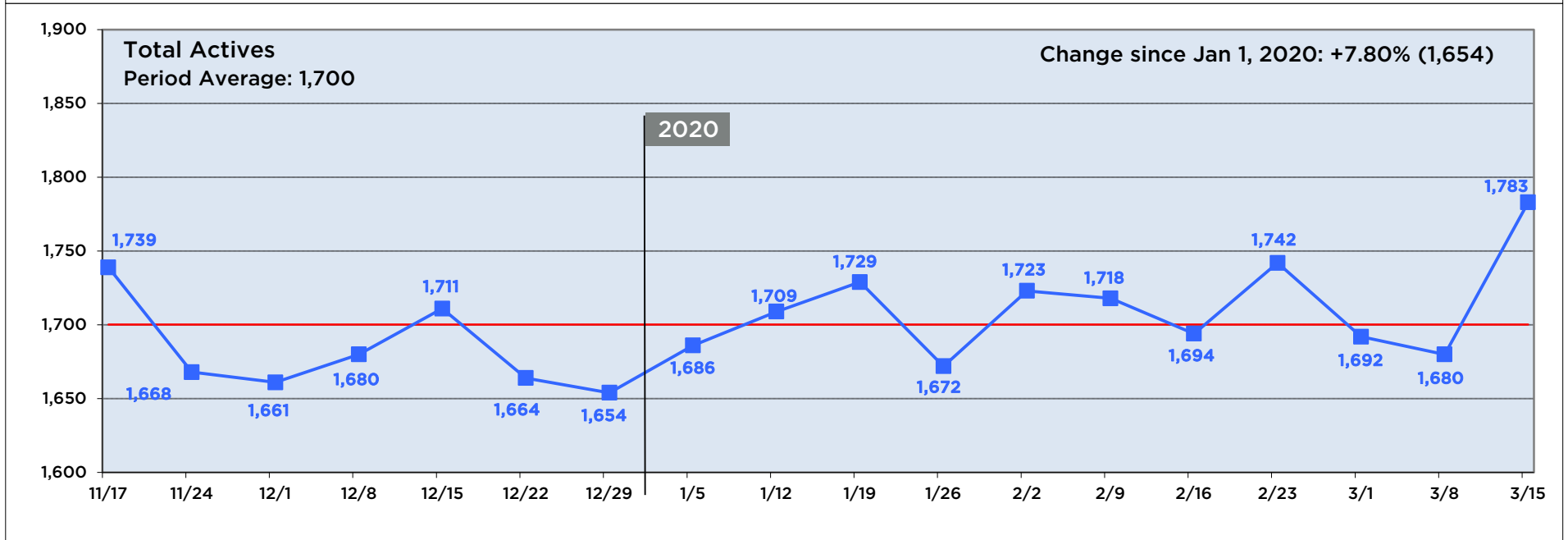
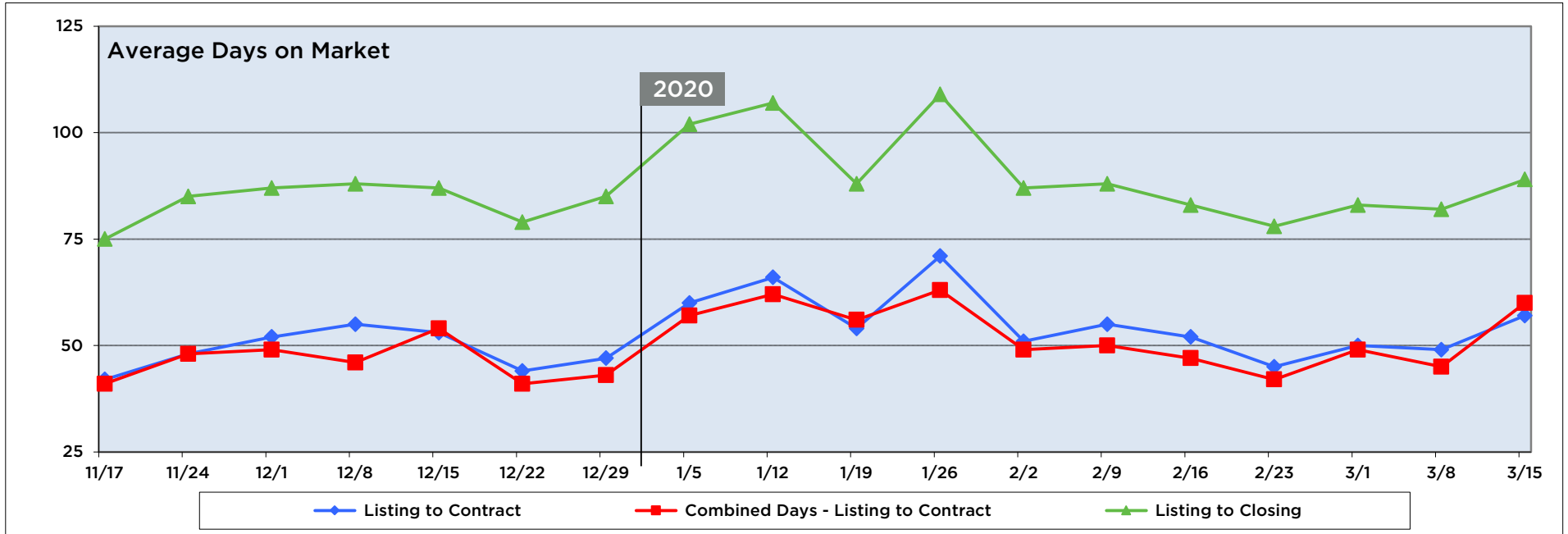


Condos, Townhomes, Villas



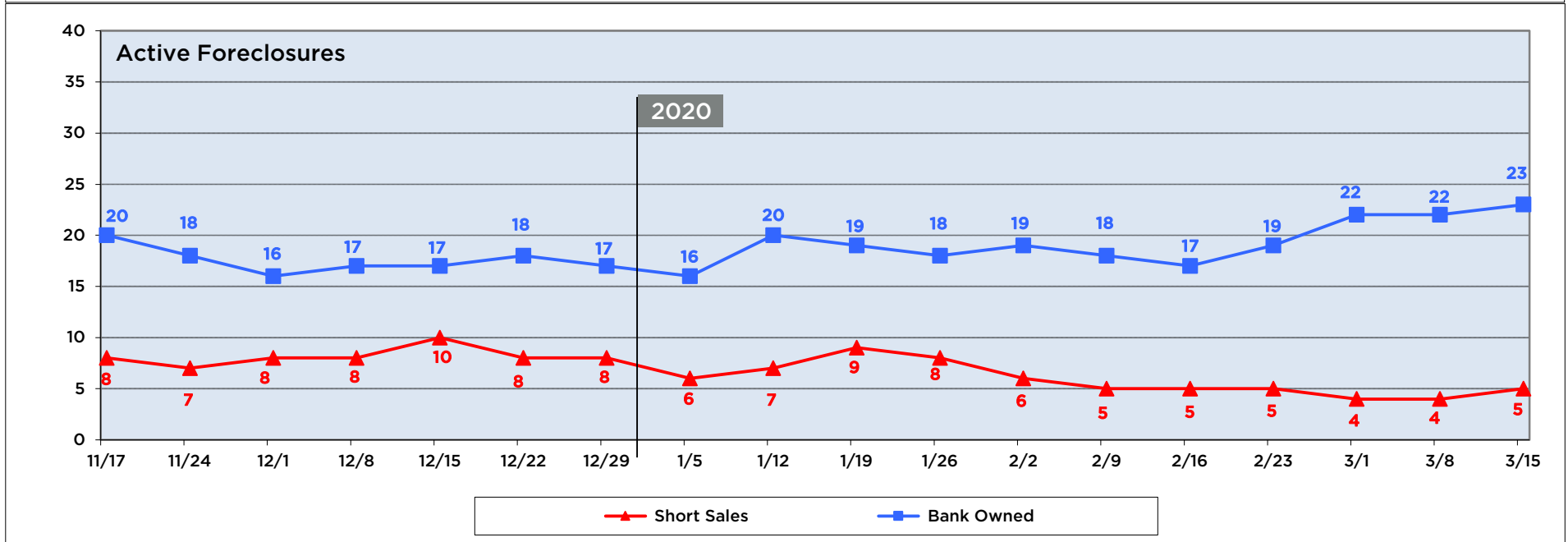
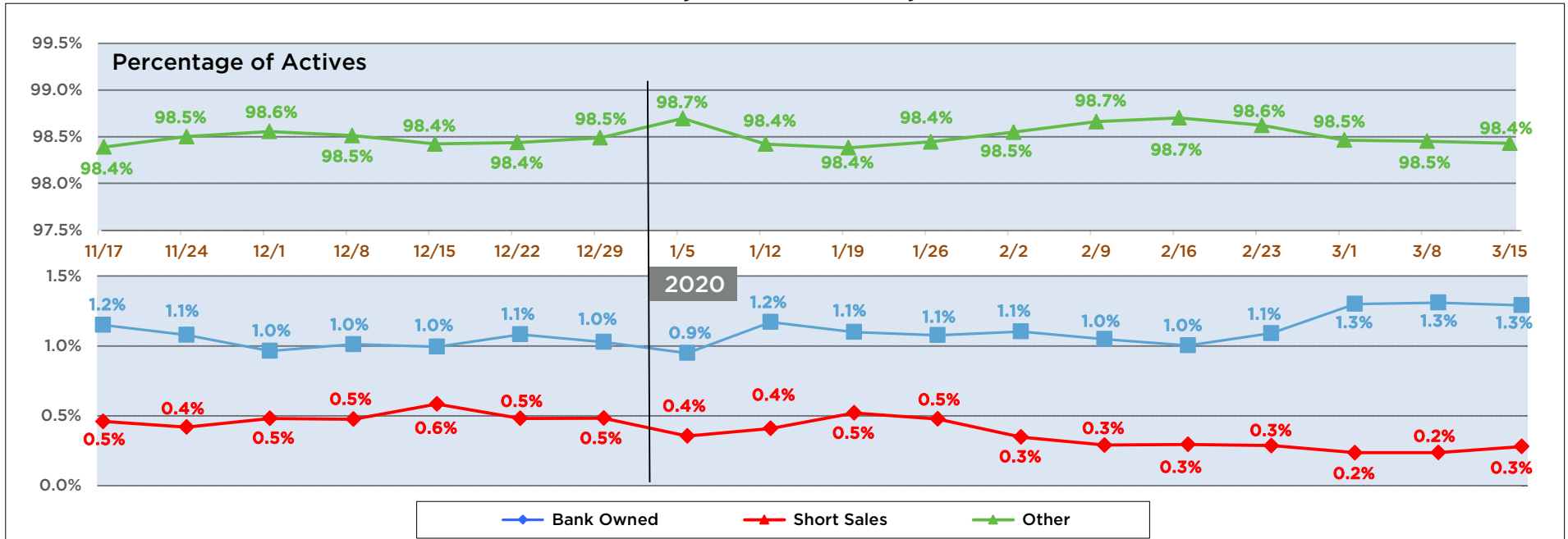


Condos, Townhomes, Villas



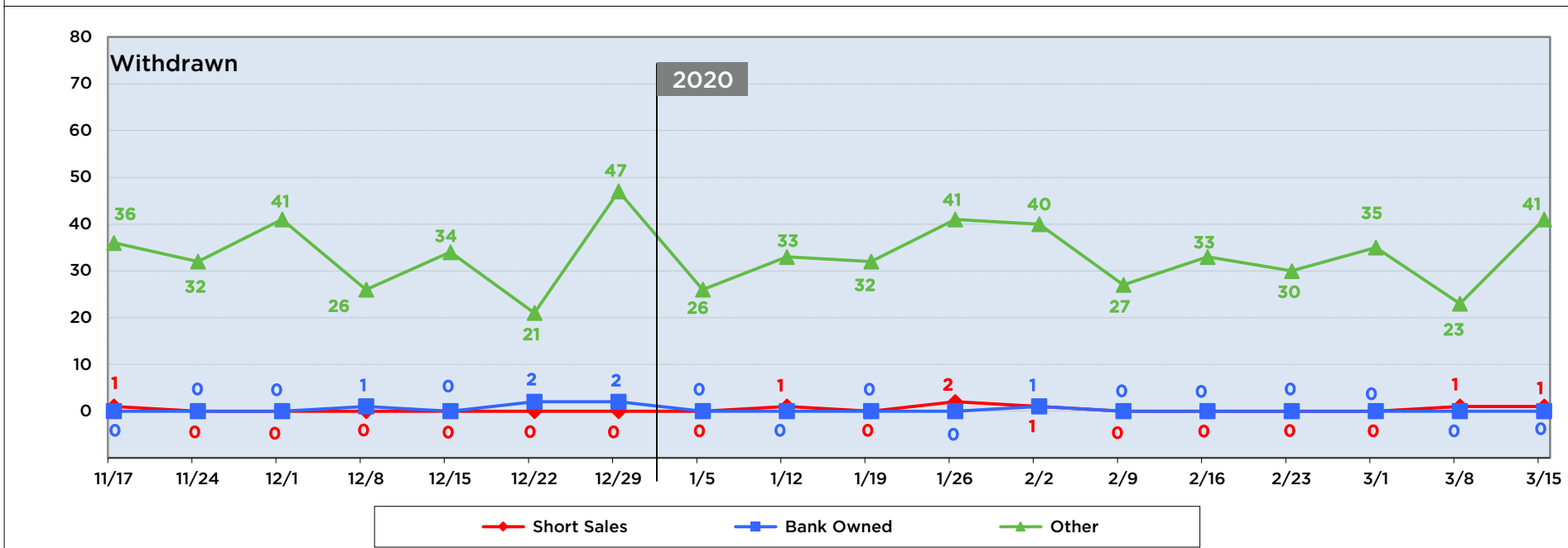
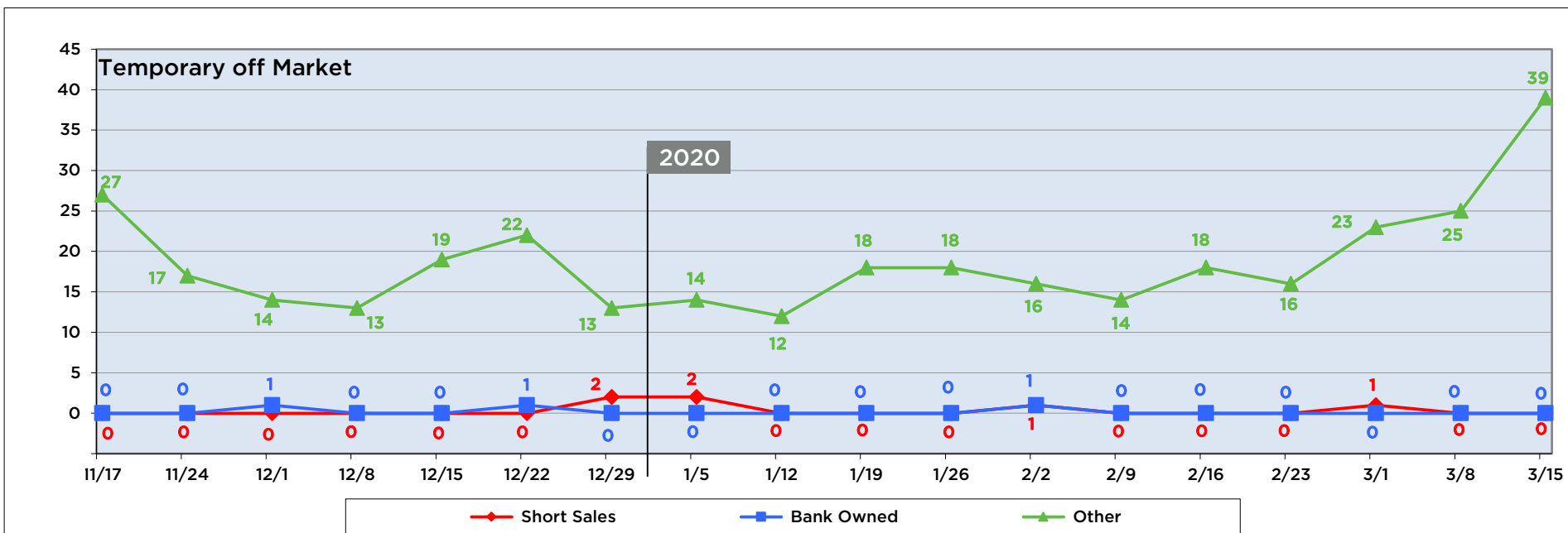


Condos, Townhomes, Villas

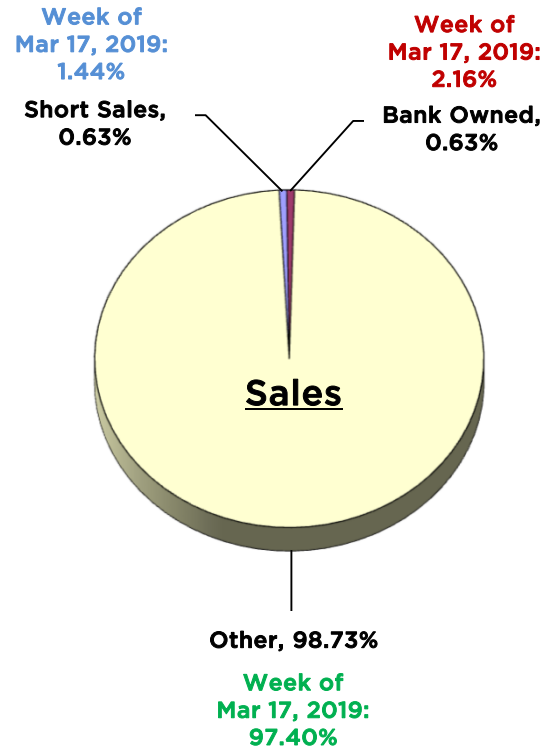
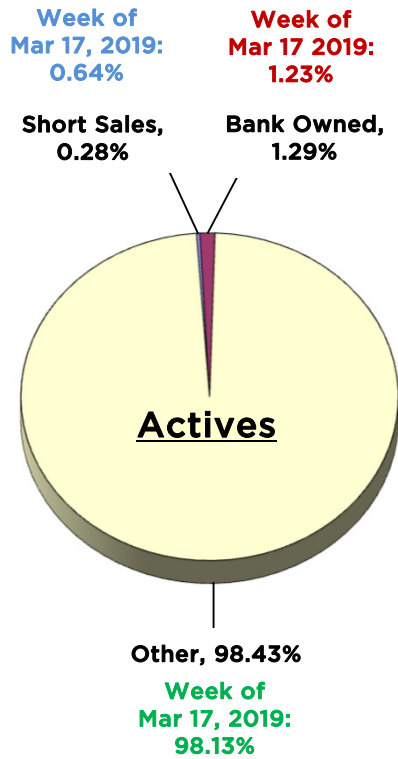




Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 5 Condos, Townhomes, or Villas available for the Median Price of \$172,500?

(± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		2	\$172,250	2.5	2.0	1,320	\$130.54
Altamonte Springs (East)	32701	1	\$172,500	3.0	2.0	1,473	\$117.11
Winter Springs / Tuskawilla	32708	1	\$172,000	2.0	2.0	1,166	\$147.51
Orange County		2	\$172,500	2.0	2.0	1,150	\$150.07
Conway	32812	1	\$173,000	2.0	2.0	1,083	\$159.74
Winter Garden / Oakland	34787	1	\$172,000	2.0	2.0	1,216	\$141.45
Osceola County		1	\$173,000	3.0	2.0	1,402	\$123.40
Kissimmee / Celebration	34747	1	\$173,000	3.0	2.0	1,402	\$123.40