



Monday Morning Quarterback Summary

Week of March 29, 2020 - April 4, 2020

Single-family existing homes

- Sales of single-family homes increased to 528 during the week of Mar 29, from 517 the week prior
- The median price of single family homes decreased to \$275,000, a change of -1.8%
- The number of single-family home foreclosure transactions increased to 17 last week, from 10 the week of Mar 22
- The number of single-family home short-sale transactions increased to 2 from 1 the week prior
- Single-family inventory increased by 133, and now sits at 6,033

Condos, townhomes, and villas

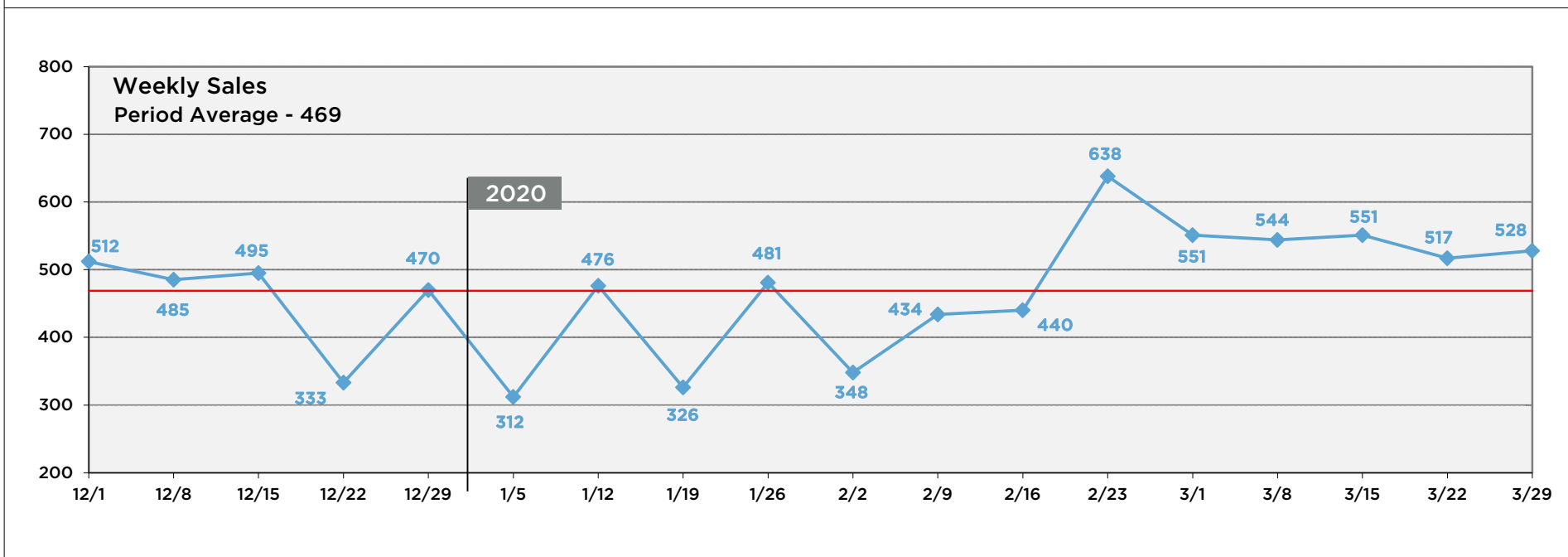
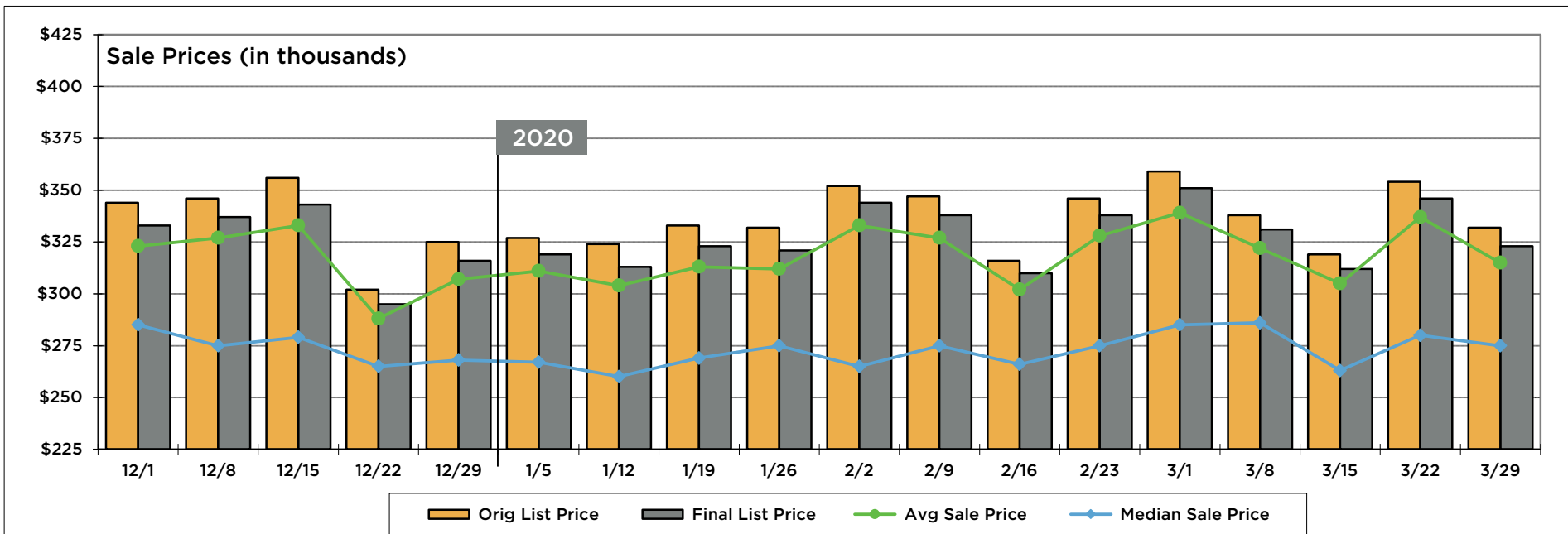
- Sales of condos, townhomes, and villas decreased to 138 during the week of Mar 29, from 157 the week prior
- The median price of condos, townhomes, and villas increased to \$195,000, a change of 2.6%
- The number of condo, townhome, and villa foreclosure transactions increased to 2 last week, from 0 the week of Mar 22
- The number of condo, townhome and villa short-sale transactions remained constant at 0
- Condo inventory increased by 60, and now sits at 1,923

Detailed charts and graphs begin on page 2 of this report.

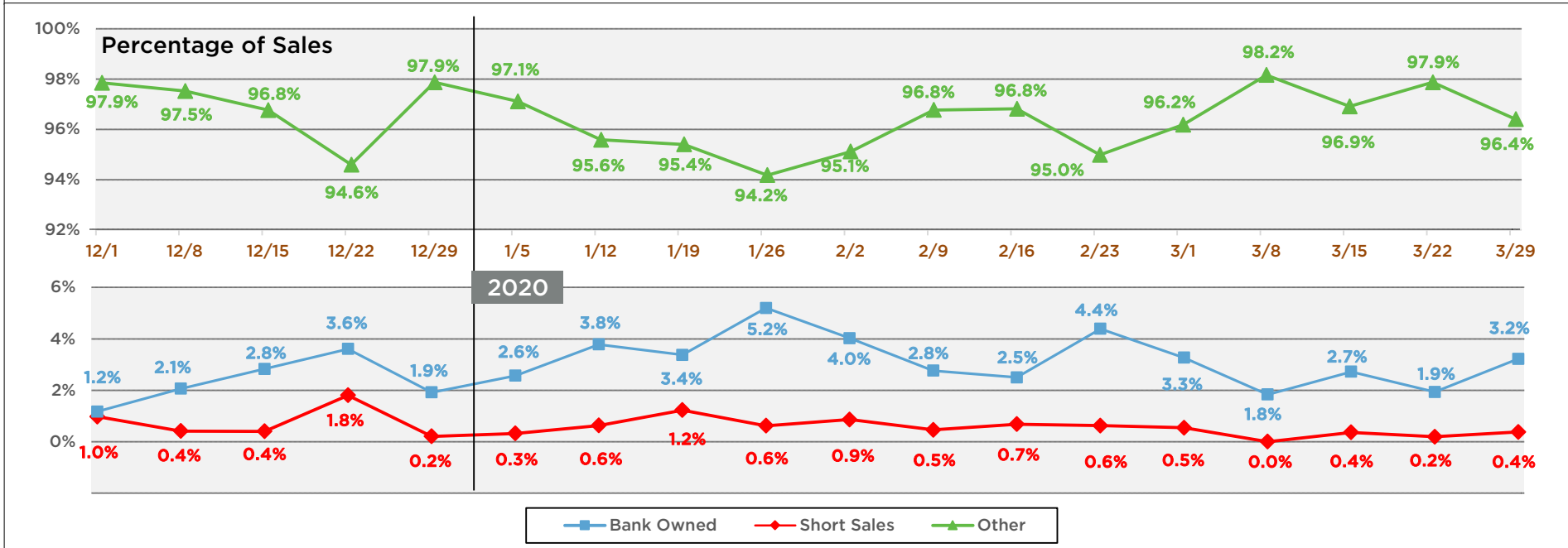
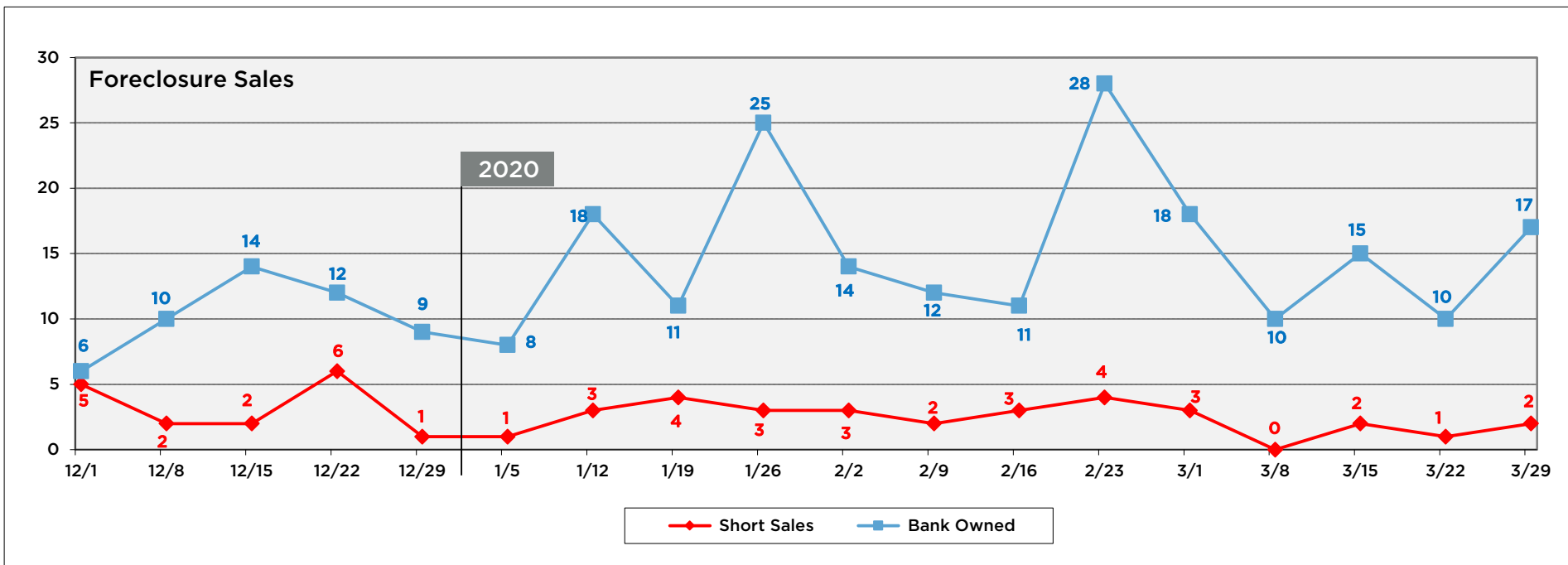
Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	528	205	113	119	44	42	5
Bank Owned	17	13	3	1	0	0	0
Short Sales	2	1	1	0	0	0	0
Other	509	191	109	118	44	42	5
Active Listings	6,033	1,487	899	1,343	775	1,114	415
Bank Owned	140	86	14	22	10	5	3
Short Sales	58	22	10	15	4	7	0
Other	5,835	1,379	875	1,306	761	1,102	412
Months of Inventory	3	2	2	3	4	6	19
<i>List Price</i>							
Average Original List Price	\$332,101	\$198,940	\$282,435	\$355,529	\$455,563	\$662,945	\$2,491,000
Average Final List Price	\$323,293	\$195,313	\$277,365	\$350,189	\$448,936	\$649,462	\$2,122,800
<i>Sale Price</i>							
Average Price	\$314,978	\$189,762	\$272,677	\$342,644	\$443,347	\$634,287	\$1,934,500
Median Price	\$275,000	\$202,000	\$274,900	\$339,500	\$443,950	\$602,500	\$1,877,500
<i>Price Differences</i>							
Original to Final List Price	-\$8,808	-\$3,627	-\$5,070	-\$5,340	-\$6,627	-\$13,483	-\$368,200
Original List to Sale Price - \$	-\$17,123	-\$9,178	-\$9,758	-\$12,885	-\$12,216	-\$28,658	-\$556,500
Final List to Sale Price - \$	-\$8,315	-\$5,551	-\$4,688	-\$7,545	-\$5,589	-\$15,175	-\$188,300
Original List to Sale Price - %	94.84%	95.39%	96.55%	96.38%	97.32%	95.68%	77.66%
Final List to Sale Price - %	97.43%	97.16%	98.31%	97.85%	98.76%	97.66%	91.13%
<i>Days on the Market</i>							
Avg Days Listing to Contract	55	52	45	52	53	86	239
Combined Avg Days to Contract	56	46	43	53	63	103	366
Avg Days Listing to Closing	95	92	86	88	93	129	290
Avg Days Contract to Close	40	40	40	39	42	43	52
<i>Beds / Baths</i>							
Average Bedrooms	3	3	3	4	4	5	5
Average Full Baths	2	2	2	2	3	4	5
Average Half Baths	0	0	0	0	0	0	1
<i>Square Footage</i>							
Average Square Feet	2,072	1,475	1,941	2,347	2,748	3,521	4,880

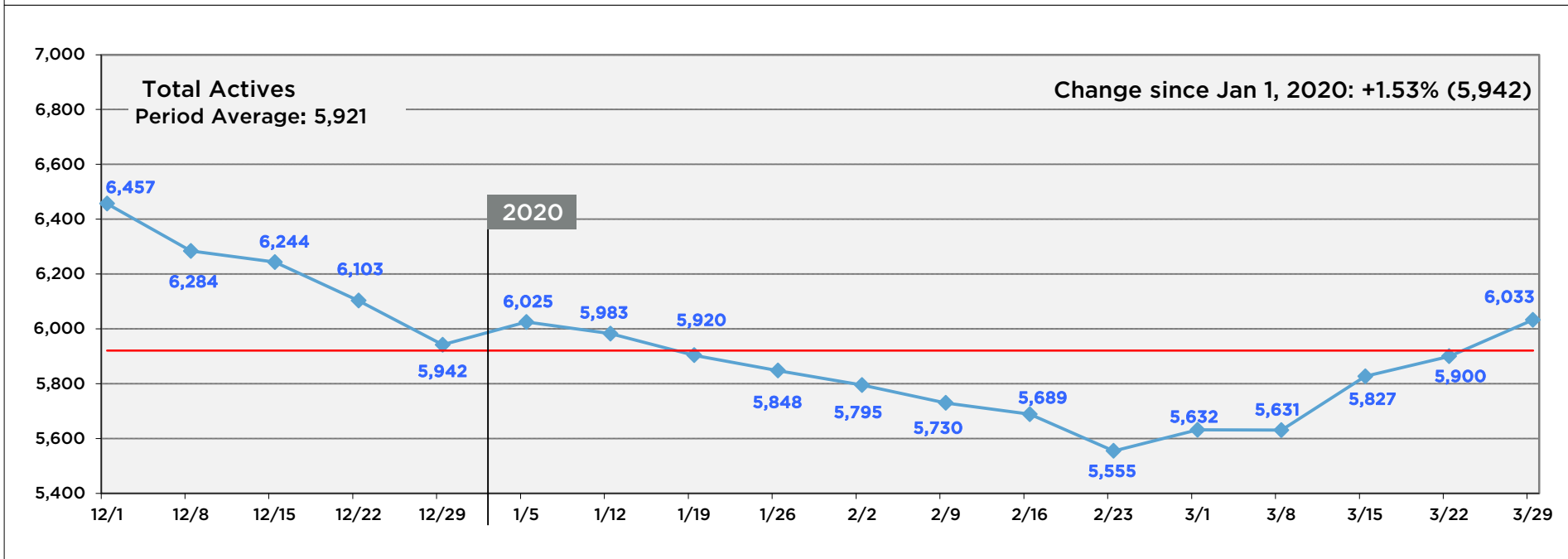
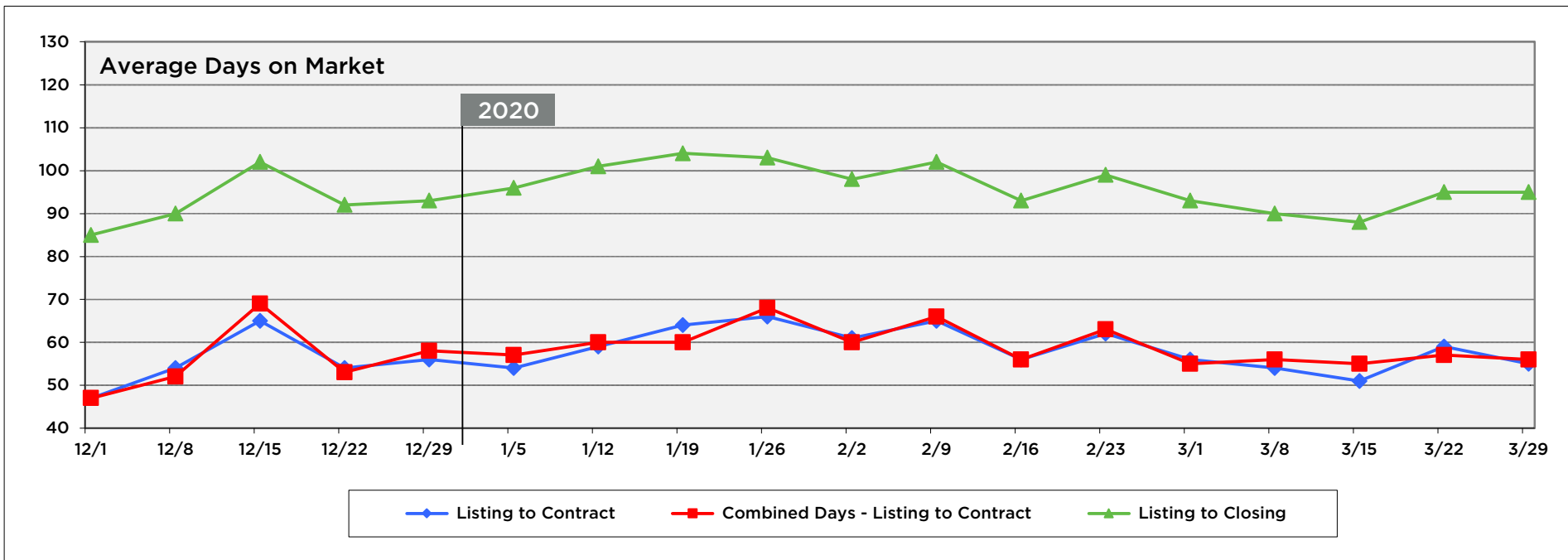
Single Family Homes



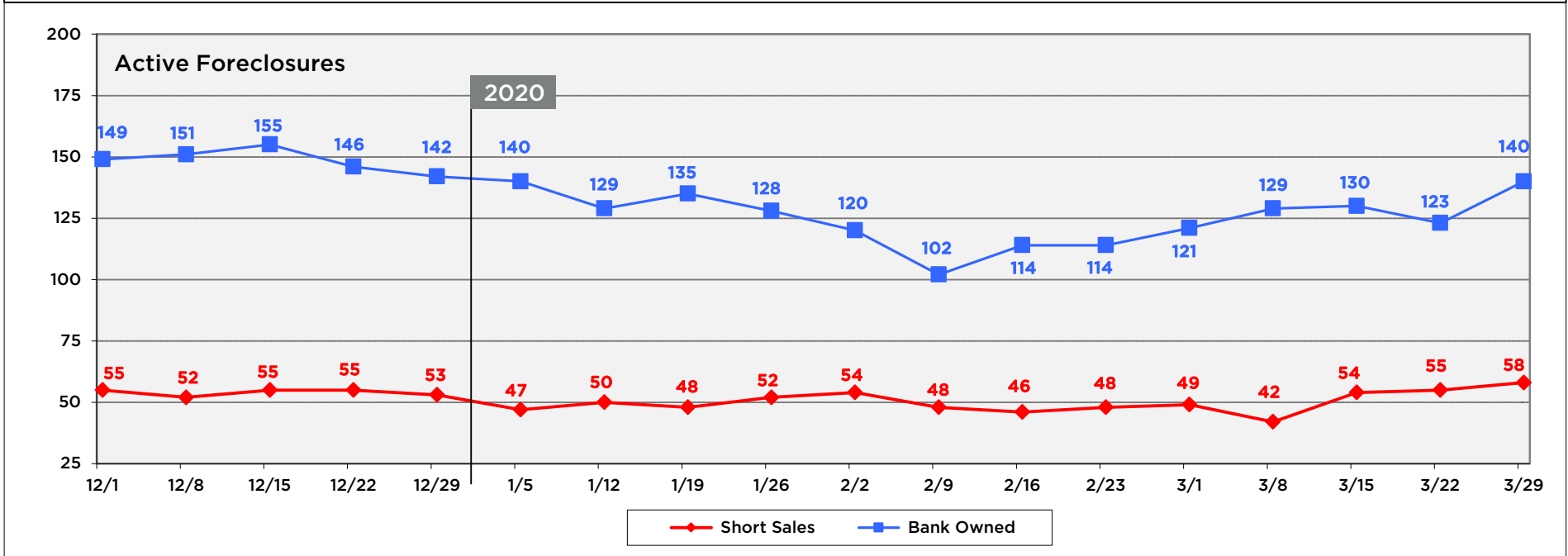
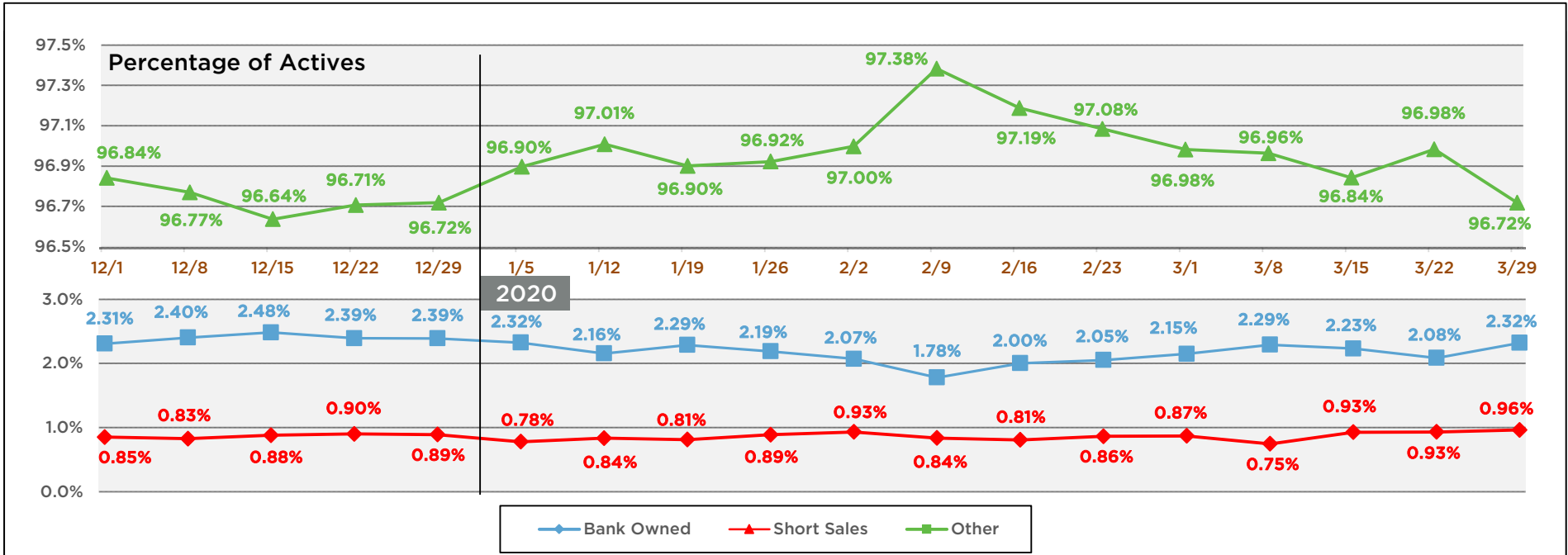
Single Family Homes



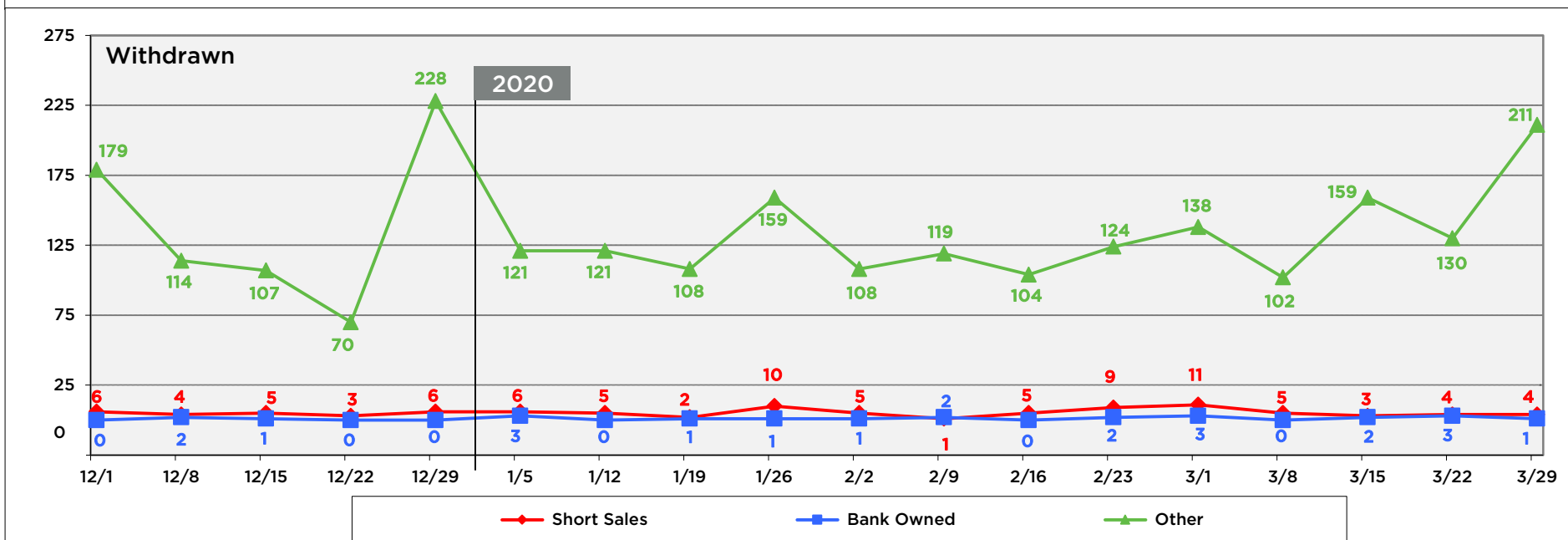
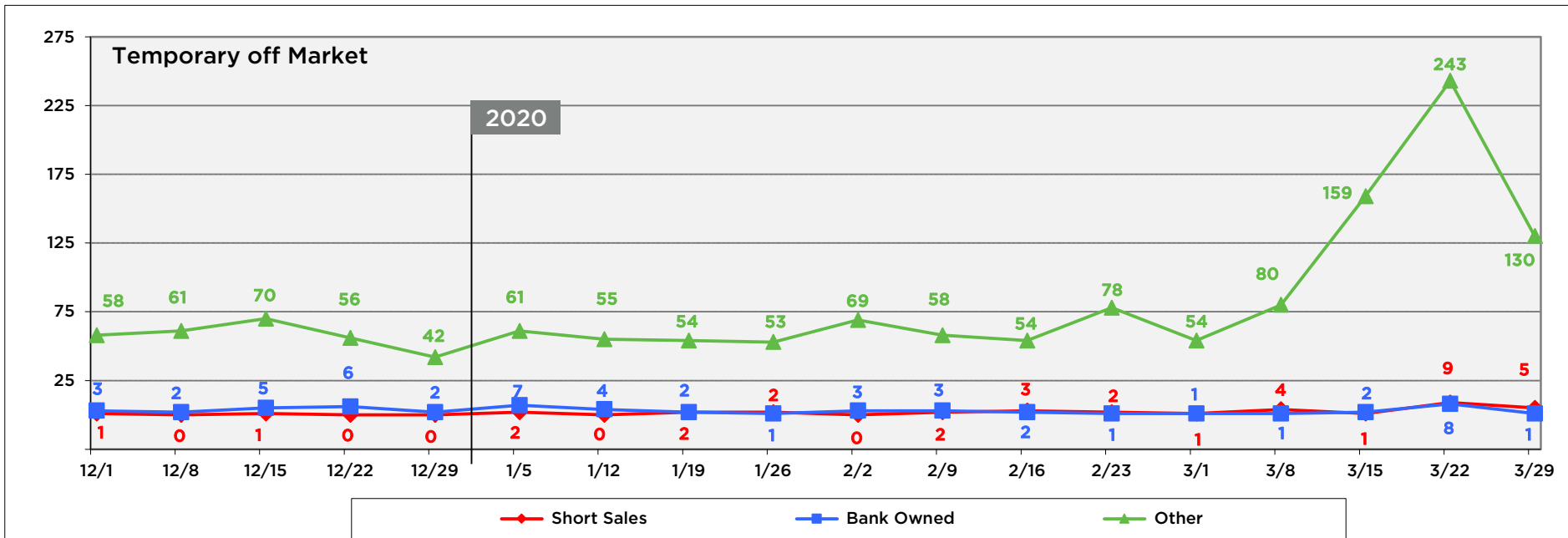
Single Family Homes



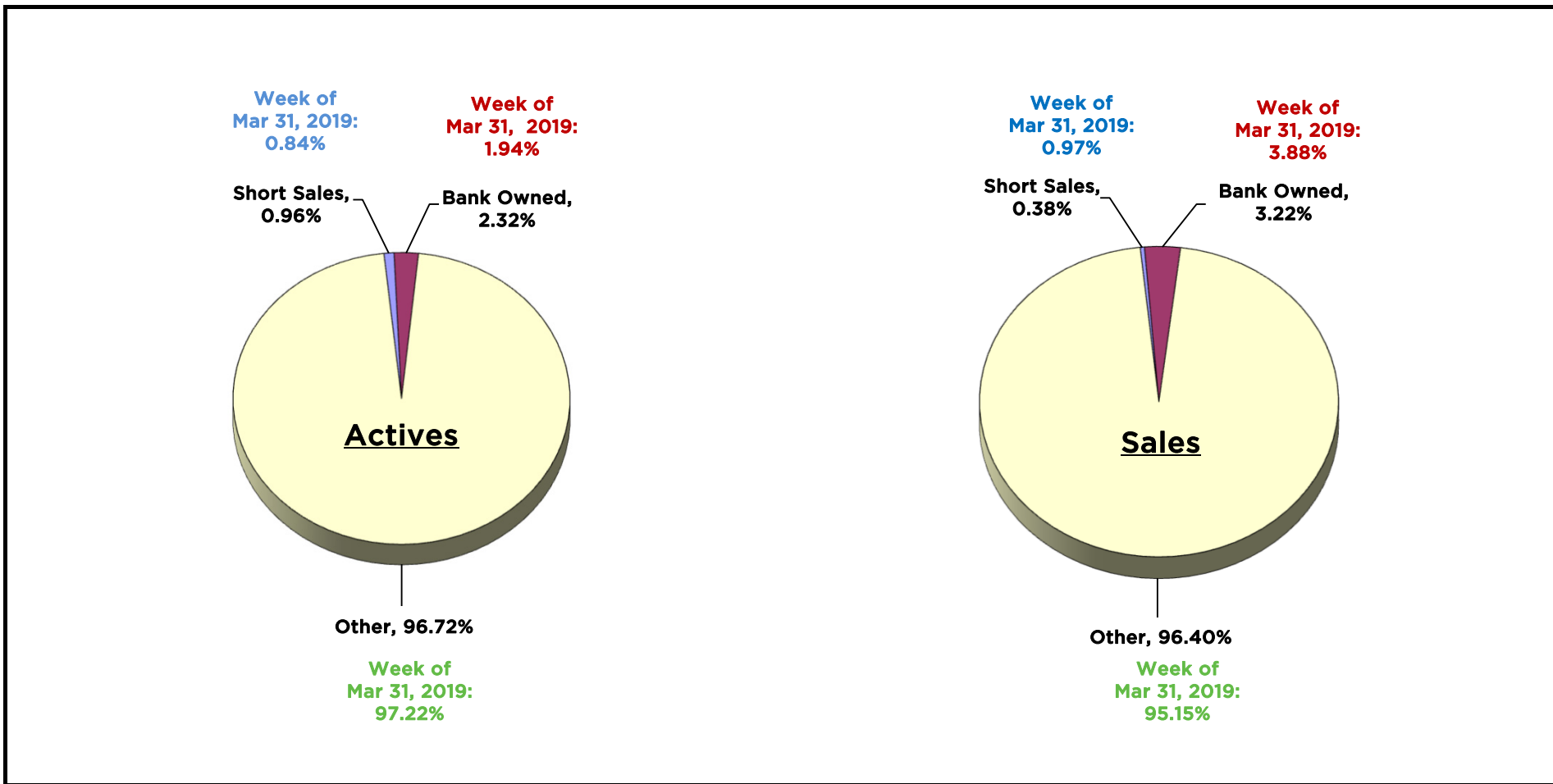
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 63 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>
Seminole County		7	\$275,057	3.7	2.4	1,777	\$154.76
Altamonte Springs (East)	32701	1	\$275,000	3.0	2.0	1,964	\$140.02
Casselberry	32707	1	\$275,000	3.0	2.0	1,629	\$168.82
Lake Mary / Heathrow	32746	3	\$275,167	4.0	3.0	1,782	\$154.41
Sanford / Lake Forest	32771	1	\$275,000	4.0	2.0	1,934	\$142.19
Winter Park	32792	1	\$274,900	4.0	2.0	1,568	\$175.32
Orange County		19	\$274,978	3.2	2.1	1,661	\$165.55
Apopka / Hunt Club	32703	1	\$275,000	3.0	2.0	1,626	\$169.13
Apopka (North)	32712	2	\$274,950	3.0	2.0	1,933	\$142.24
Delaney / Crystal Lake	32806	1	\$275,000	3.0	3.0	1,710	\$160.82
Conway	32812	2	\$274,950	3.0	2.0	1,584	\$173.58
Union Park	32817	1	\$274,900	3.0	2.0	1,614	\$170.32
Hiawassee	32818	1	\$275,000	2.0	1.0	1,420	\$193.66
Williamsburg / Lake Bryan	32821	1	\$274,900	3.0	2.0	1,418	\$193.86
Ventura	32822	1	\$275,000	4.0	2.0	1,335	\$205.99
Rio Pinar / Union Park	32825	1	\$275,000	4.0	2.0	1,491	\$184.44
Research Park	32826	2	\$275,000	4.0	3.0	1,918	\$143.38
Waterford Lakes	32828	3	\$275,000	3.0	2.0	1,609	\$170.91
Union Park / Chickasaw	32829	1	\$275,000	4.0	2.0	1,888	\$145.66
Hunters Creek	32837	1	\$275,000	2.0	2.0	1,696	\$162.15
Pine Castle / Edgewood	32839	1	\$274,990	3.0	2.0	1,664	\$165.26
Osceola County		22	\$275,037	3.8	2.0	2,088	\$131.72
Kissimmee / Buena Ventura Lakes	34743	1	\$275,000	5.0	2.0	2,234	\$123.10
Kissimmee (East)	34744	4	\$275,100	3.0	2.0	1,758	\$156.48
Kissimmee (West) / Pleasant Hill	34746	7	\$275,056	4.0	2.0	2,206	\$124.69
Kissimmee / Celebration	34747	4	\$274,950	4.0	2.0	1,807	\$152.16
Kissimmee / Poinciana	34758	1	\$275,000	4.0	2.0	2,819	\$97.55
St Cloud	34769	3	\$274,930	4.0	2.0	2,358	\$116.59
St Cloud / Narcoossee	34771	1	\$275,435	2.0	2.0	1,423	\$193.56
St Cloud / Harmony	34773	1	\$275,000	4.0	3.0	2,686	\$102.38

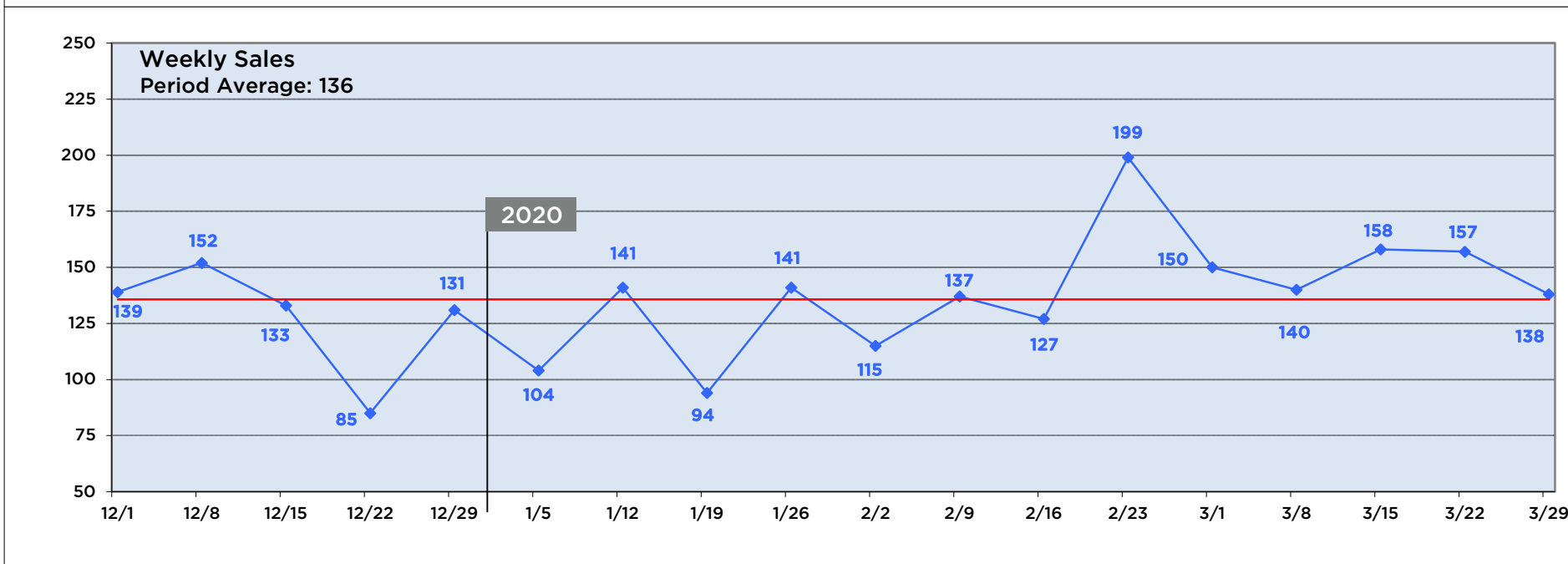
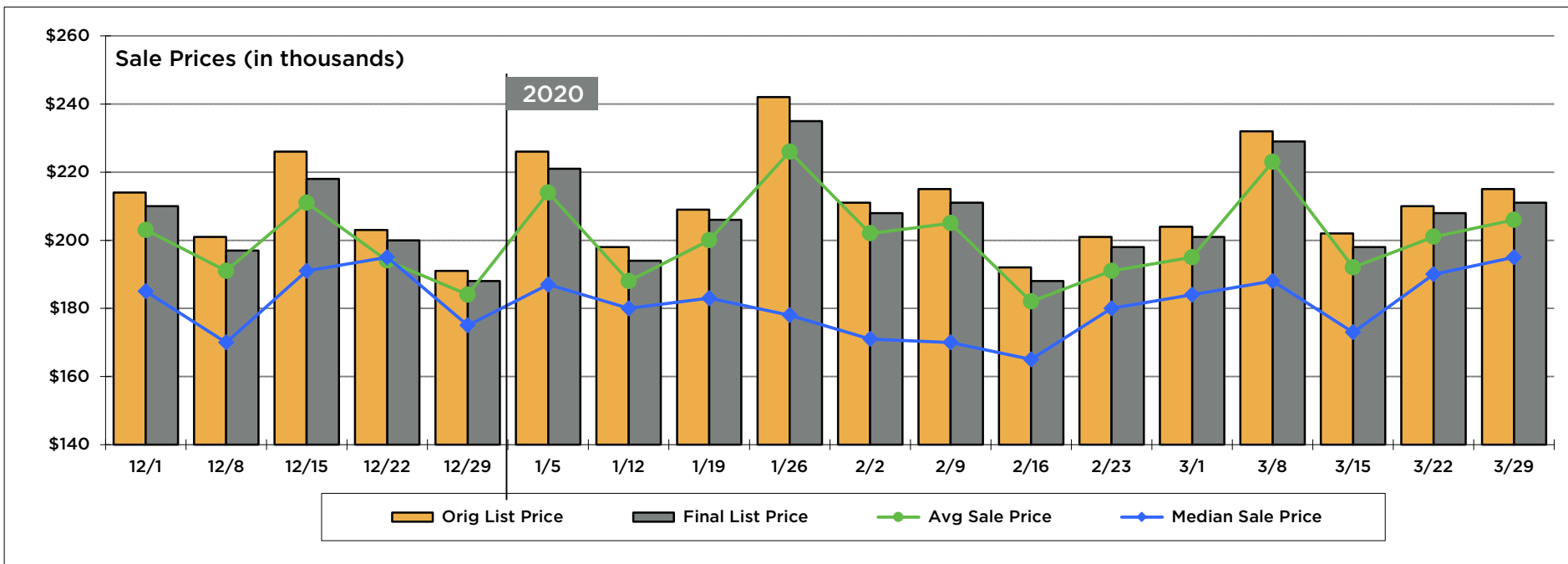
Where are the 63 Single Family Homes available for the Median Price of \$275,000? (cont'd) (± \$500)

<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>
Lake County		15	\$274,913	3.5	2.1	2,030	\$135.42
Lady Lake / The Villages	32159	1	\$275,000	3.0	2.0	2,136	\$128.75
Tavares / Mt Plymouth	32778	2	\$274,750	3.0	2.0	1,893	\$145.14
Umatilla / Dona Vista	32784	1	\$275,000	3.0	2.0	1,540	\$178.57
Clermont (Central)	34711	3	\$274,800	3.0	2.0	1,668	\$164.75
Minneola	34715	2	\$275,000	5.0	3.0	2,631	\$104.52
Groveland	34736	1	\$275,000	3.0	2.0	1,288	\$213.51
Leesburg (West)	34748	3	\$274,933	4.0	2.0	2,632	\$104.46
Leesburg (East) / Haines Creek	34788	2	\$275,000	3.0	2.0	1,770	\$155.37

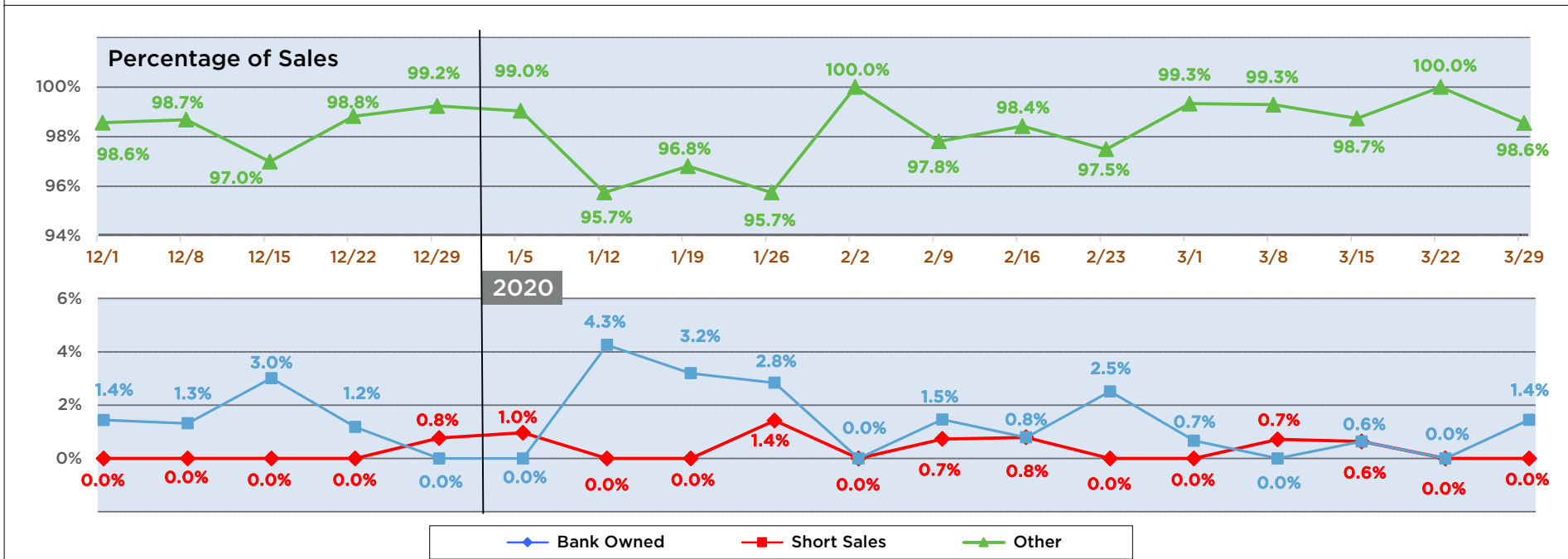
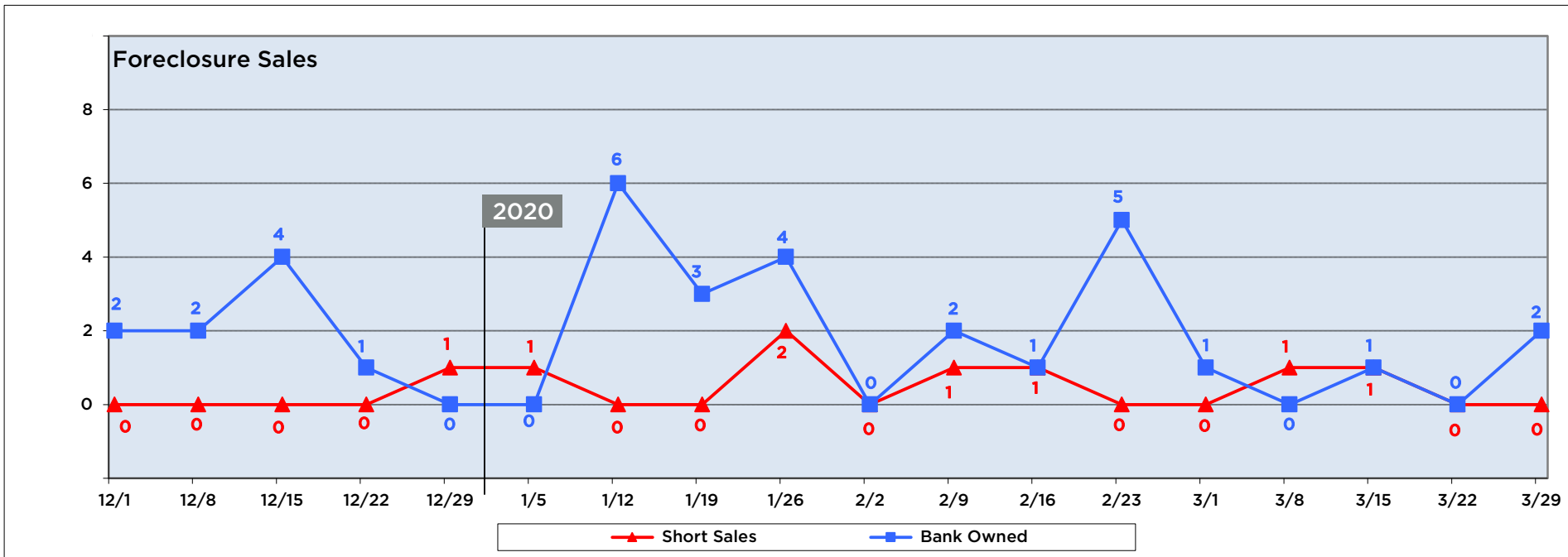
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	138	108	15	10	2	3	0
Bank Owned	2	2	0	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	136	106	15	10	2	3	0
Active Listings	1,923	1,388	227	213	60	29	6
Bank Owned	31	27	4	0	0	0	0
Short Sales	6	3	2	1	0	0	0
Other	1,886	1,358	221	212	60	29	6
Months of Inventory	3	3	3	5	7	2	0
List Price							
Average Original List Price	\$214,750	\$174,115	\$284,260	\$353,930	\$474,000	\$693,300	\$0
Average Final List Price	\$210,903	\$170,533	\$281,987	\$342,930	\$474,000	\$693,300	\$0
Sale Price							
Average Price	\$205,561	\$165,579	\$274,310	\$336,325	\$469,000	\$689,667	\$0
Median Price	\$195,000	\$170,250	\$274,000	\$319,500	\$469,000	\$689,000	\$0
Price Differences							
Original to Final List Price	-\$3,847	-\$3,582	-\$2,273	-\$11,000	\$0	\$0	\$0
Original List to Sale Price - \$	-\$9,189	-\$8,536	-\$9,950	-\$17,605	-\$5,000	-\$3,633	\$0
Final List to Sale Price - \$	-\$5,342	-\$4,954	-\$7,677	-\$6,605	-\$5,000	-\$3,633	\$0
Original List to Sale Price - %	95.72%	95.10%	96.50%	95.03%	98.95%	99.48%	0.00%
Final List to Sale Price - %	97.47%	97.09%	97.28%	98.07%	98.95%	99.48%	0.00%
Days on the Market							
Avg Days Listing to Contract	44	45	28	59	26	43	0
Combined Avg Days to Contract	40	41	21	60	25	43	0
Avg Days Listing to Closing	79	79	66	98	37	92	0
Avg Days Contract to Close	35	34	38	41	18	48	0
Beds / Baths							
Average Bedrooms	2	2	3	3	4	3	0
Average Full Baths	2	2	2	3	3	2	0
Average Half Baths	0	0	1	1	1	1	0
Square Footage							
Average Square Feet	1,349	1,211	1,674	2,058	1,868	1,992	0

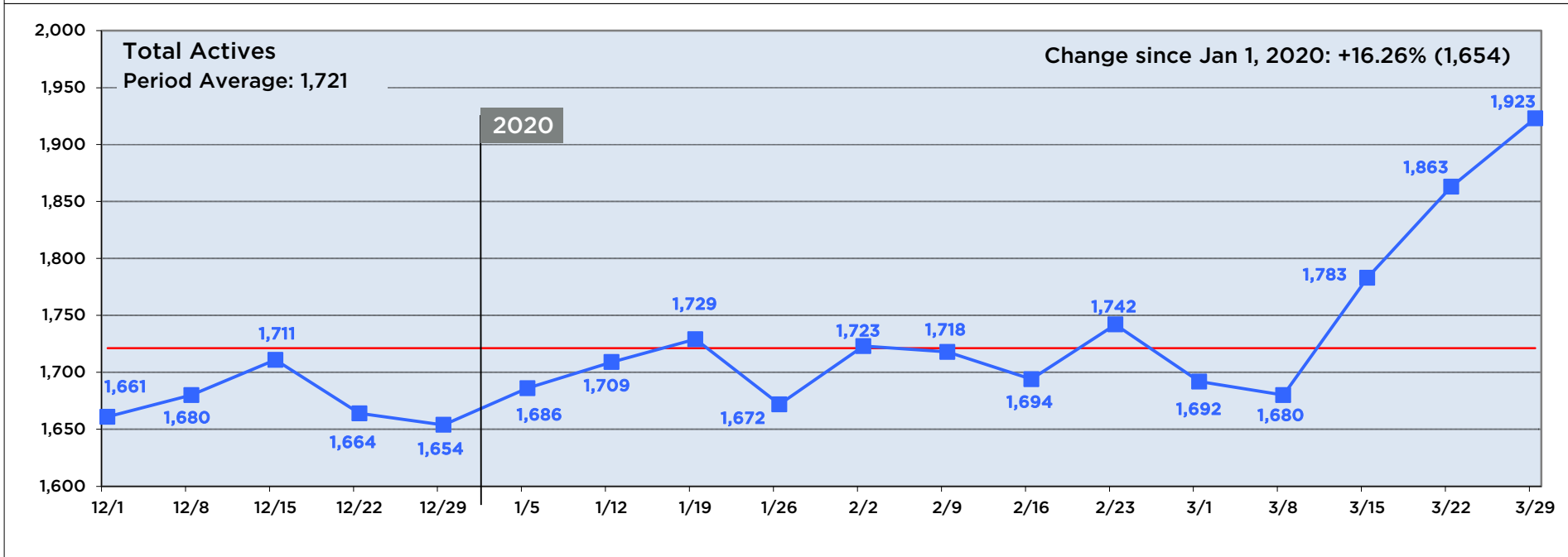
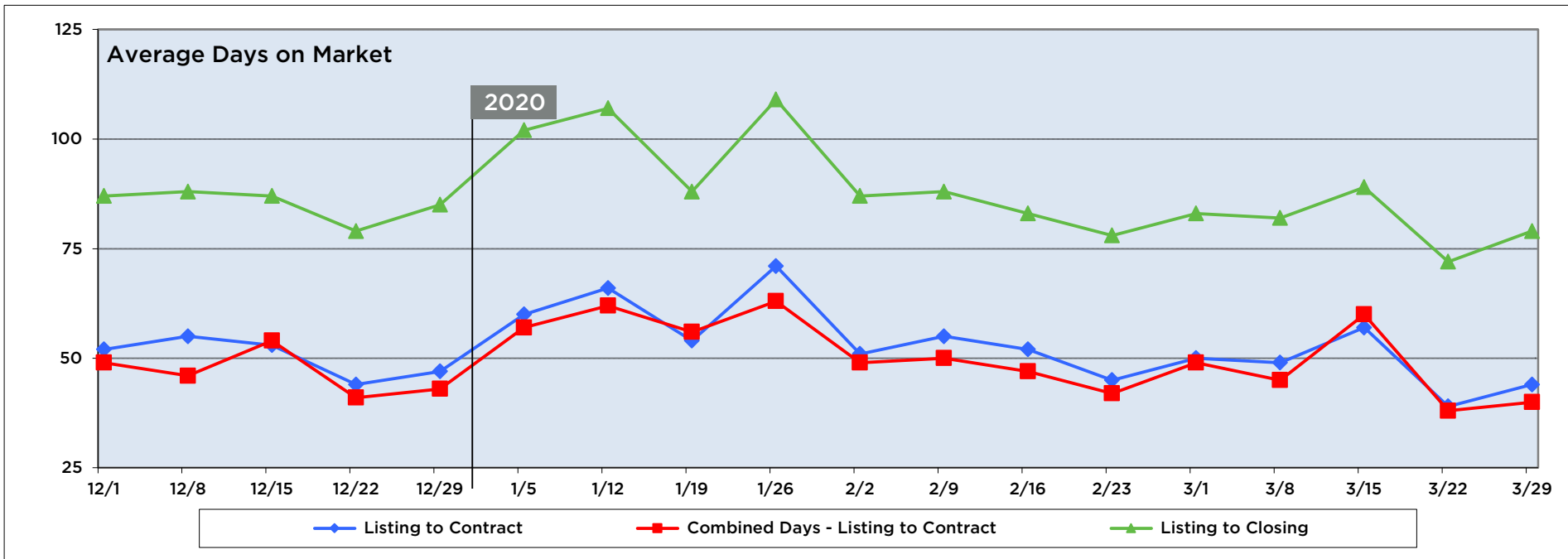
Condos, Townhomes, Villas



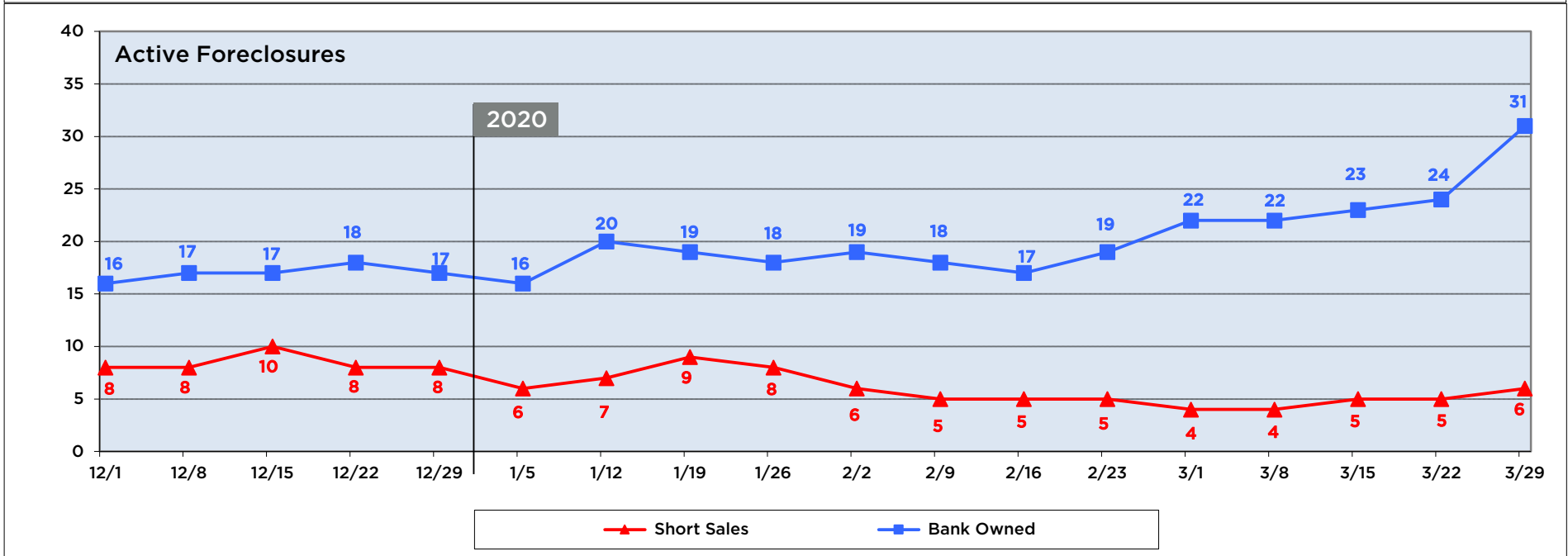
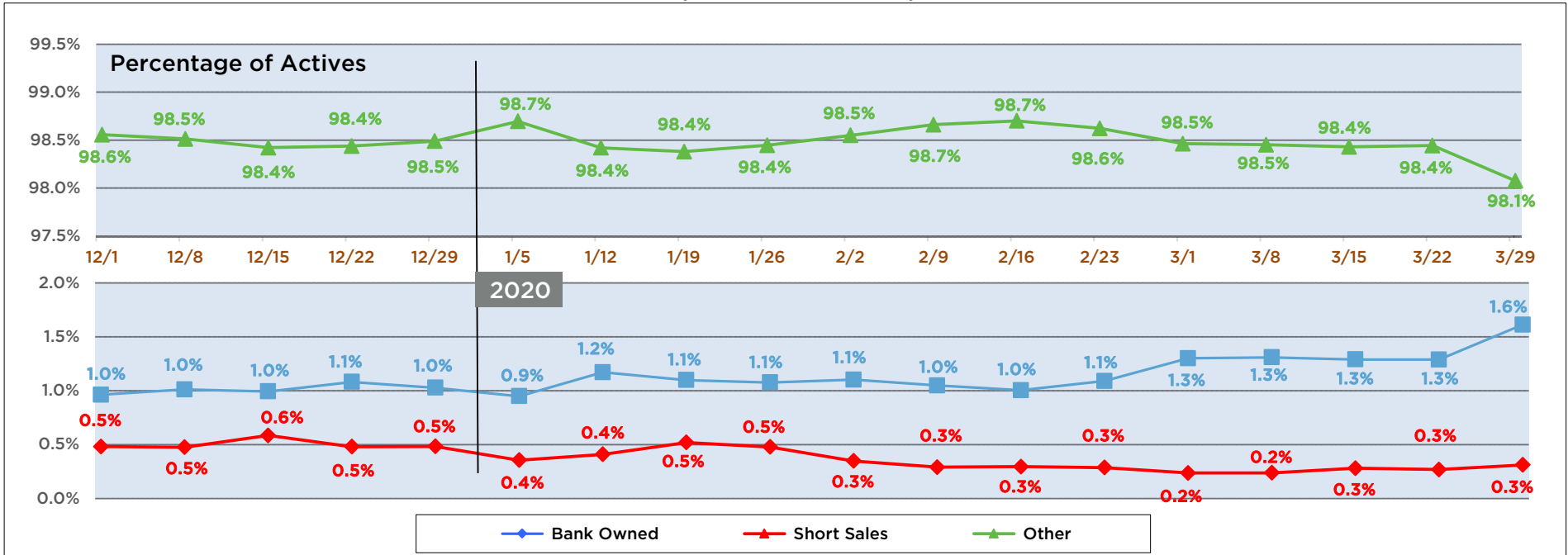
Condos, Townhomes, Villas



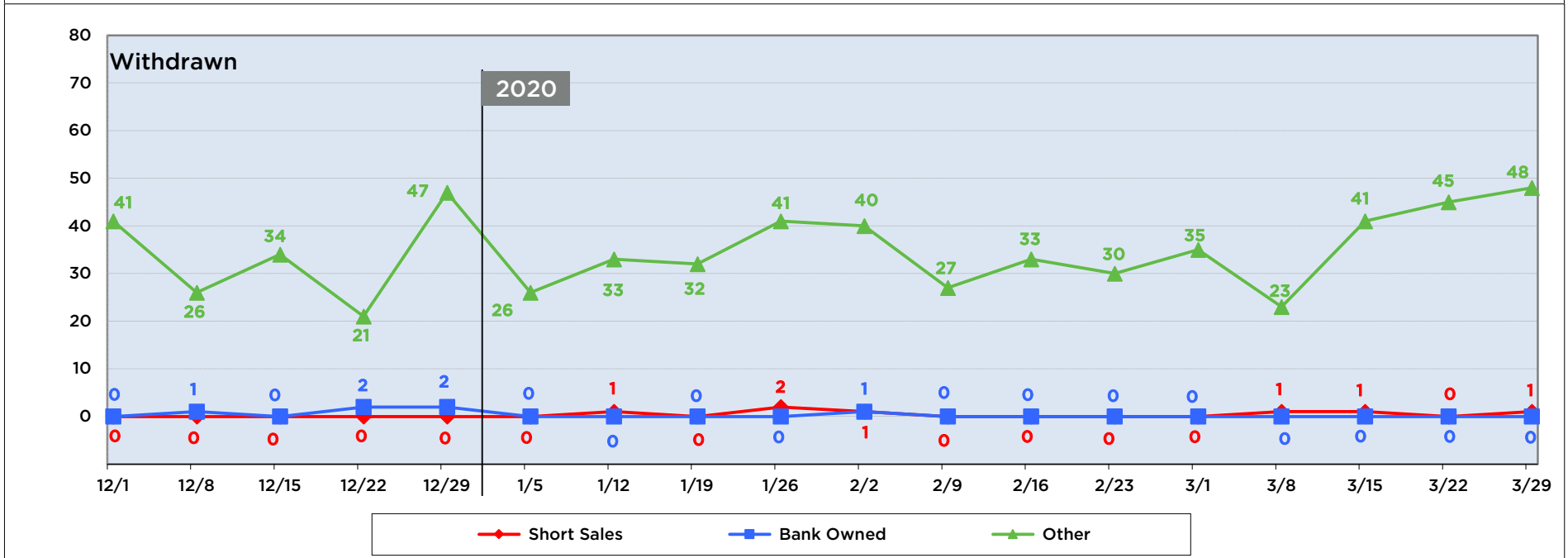
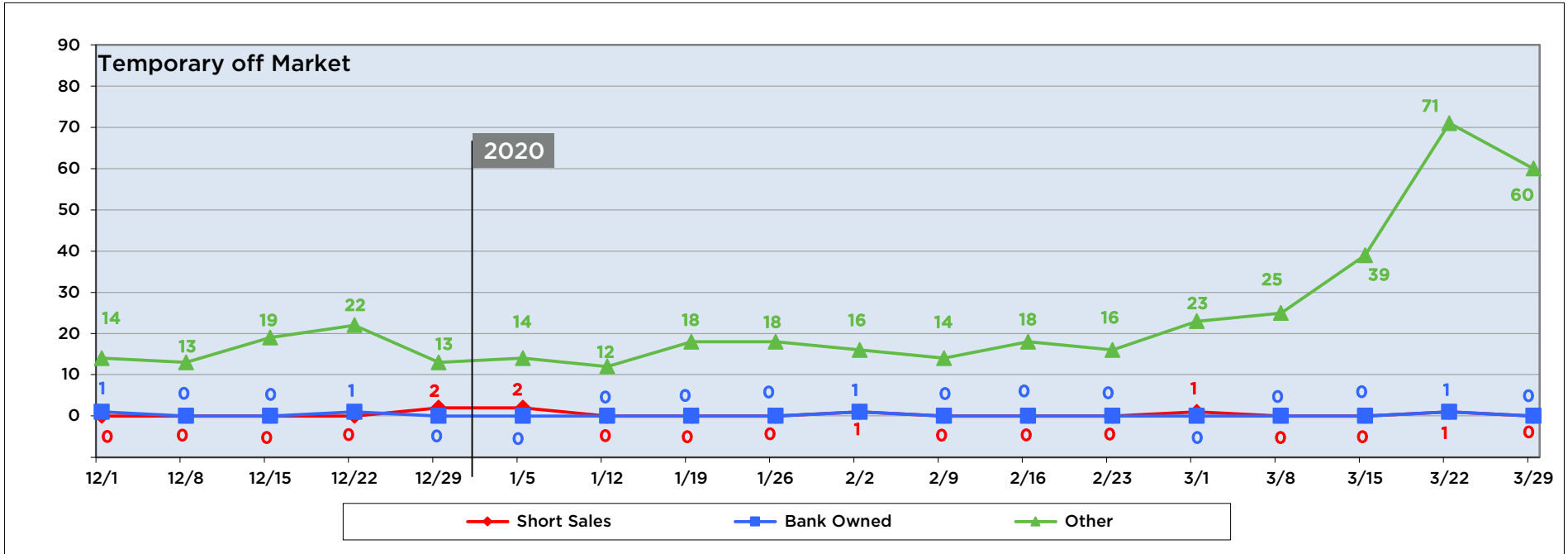
Condos, Townhomes, Villas



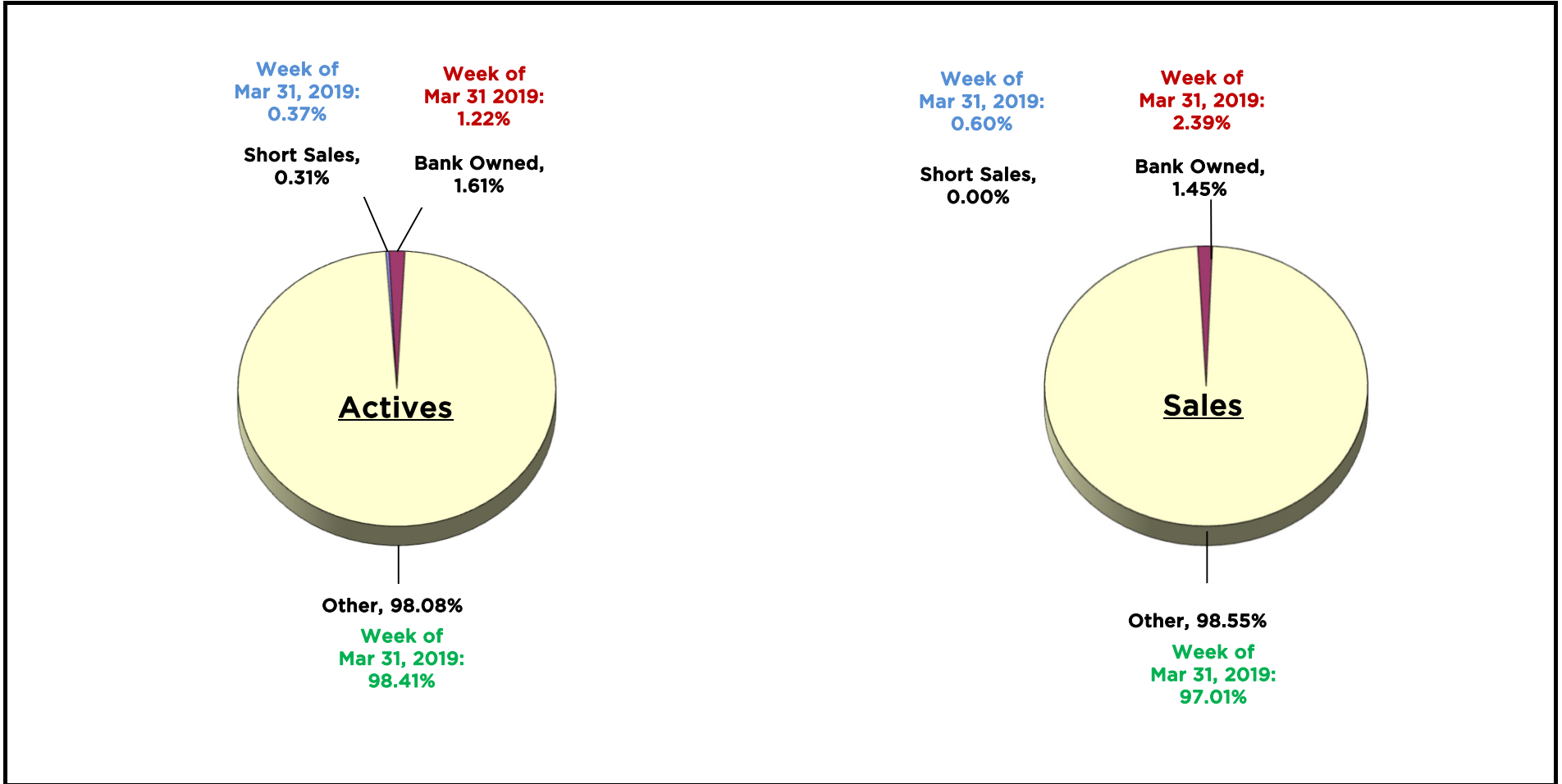
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 25 Condos, Townhomes, or Villas available for the Median Price of \$195,000?

(± \$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		2	\$194,750	2.0	2.0	1,278	\$152.45
Casselberry	32707	1	\$195,000	2.0	2.0	1,117	\$174.57
Altamonte Springs / Forest City	32714	1	\$194,500	2.0	2.0	1,438	\$135.26
Orange County		12	\$194,887	2.4	2.0	1,179	\$165.24
Apopka (North)	32712	1	\$194,800	3.0	2.0	1,540	\$126.49
Orlando (Downtown)	32801	1	\$194,990	2.0	2.0	1,059	\$184.13
College Park	32804	1	\$194,500	2.0	2.0	1,054	\$184.54
Washington Shores	32805	1	\$195,000	4.0	2.0	1,656	\$117.75
Williamsburg / Lake Bryan	32821	5	\$194,892	2.0	2.0	1,004	\$194.12
Moss Park	32832	1	\$194,990	2.0	2.0	1,071	\$182.06
Hunters Creek	32837	1	\$195,000	3.0	2.0	1,408	\$138.49
Ocoee	34761	1	\$194,900	3.0	2.0	1,345	\$144.91
Osceola County		11	\$194,995	3.1	2.0	1,483	\$131.51
Kissimmee (Central)	34741	3	\$195,000	3.0	2.0	1,308	\$149.08
Kissimmee / Buena Ventura Lakes	34743	1	\$195,000	3.0	2.0	1,807	\$107.91
Kissimmee (West) / Pleasant Hill	34746	3	\$195,000	3.0	2.0	1,322	\$147.50
Kissimmee / Celebration	34747	3	\$194,983	3.0	2.0	1,497	\$130.25
St Cloud	34769	1	\$195,000	4.0	2.0	2,122	\$91.89