



Monday Morning Quarterback Summary

Week of September 27, 2020 - October 3, 2020

Single-family existing homes

- Sales of single-family homes increased to 812 during the week of Sep 27, from 554 the week prior
- The median price of single family homes increased to \$310,000, a change of 2.0%
- The number of single-family home foreclosure transactions increased to 6 last week, from 4 the week of Sep 20
- The number of single-family home short-sale transactions increased to 3 from 1 the week prior
- Single-family inventory decreased by 22, and now sits at 4,588

Condos, townhomes, and villas

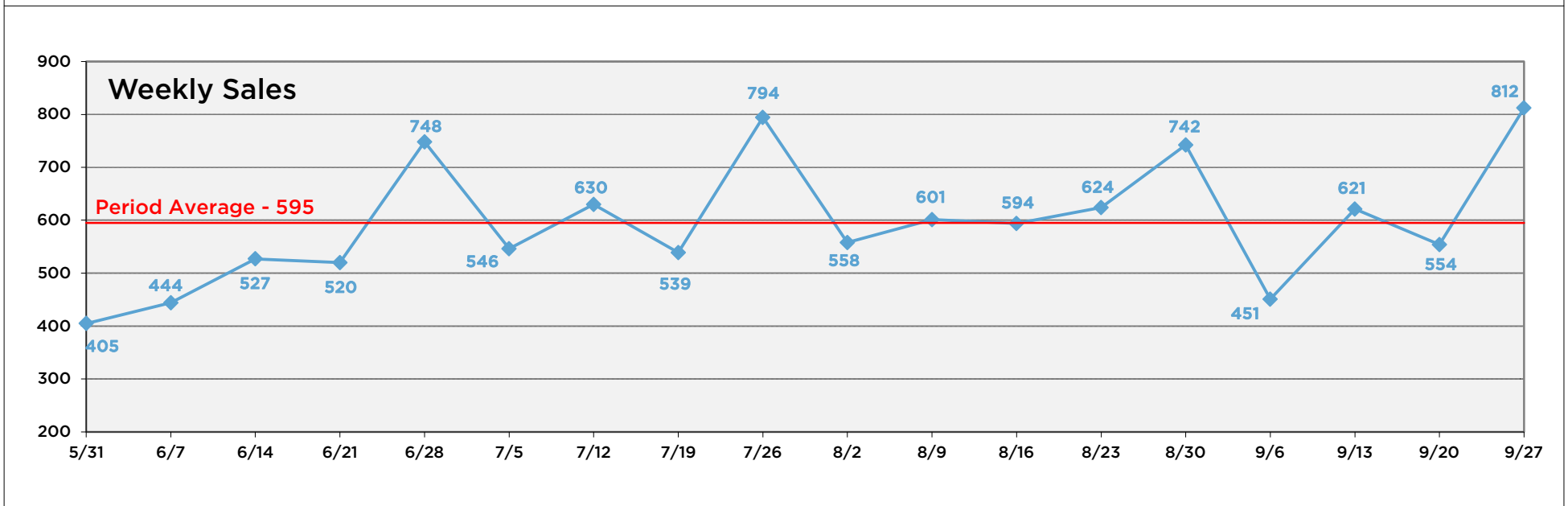
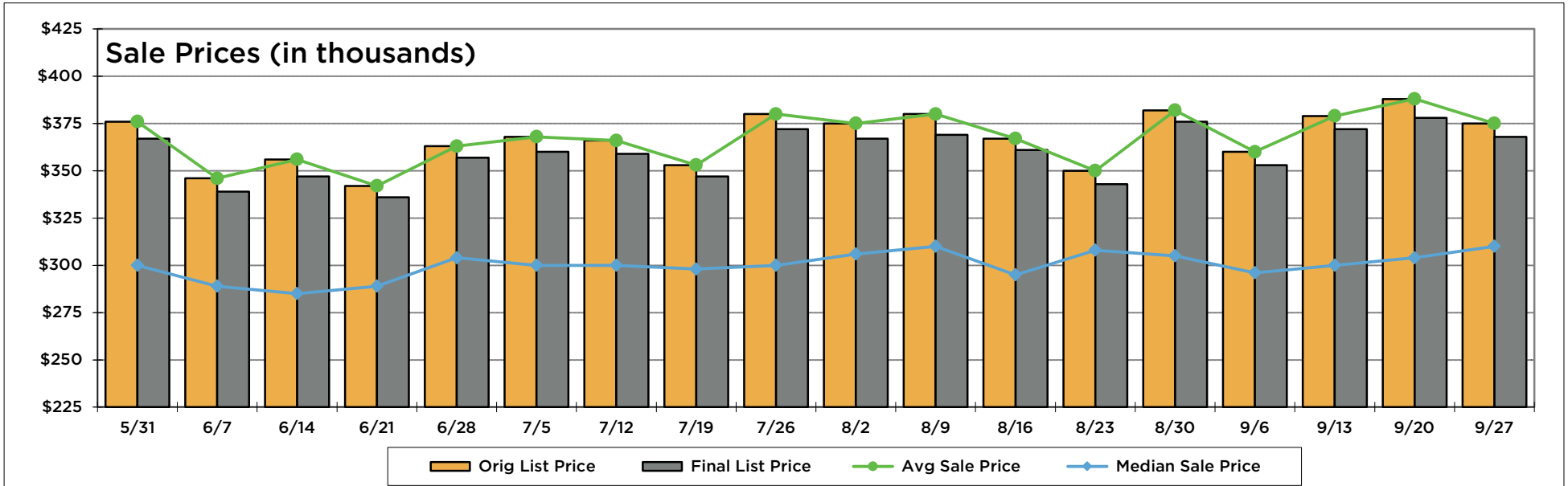
- Sales of condos, townhomes, and villas increased to 247 during the week of Sep 27, from 154 the week prior
- The median price of condos, townhomes, and villas increased to \$180,000, a change of 5.1%
- The number of condo, townhome, and villa foreclosure transactions decreased to 2 last week, from 3 the week of Sep 20
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory decreased by 21, and now sits at 2,337

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

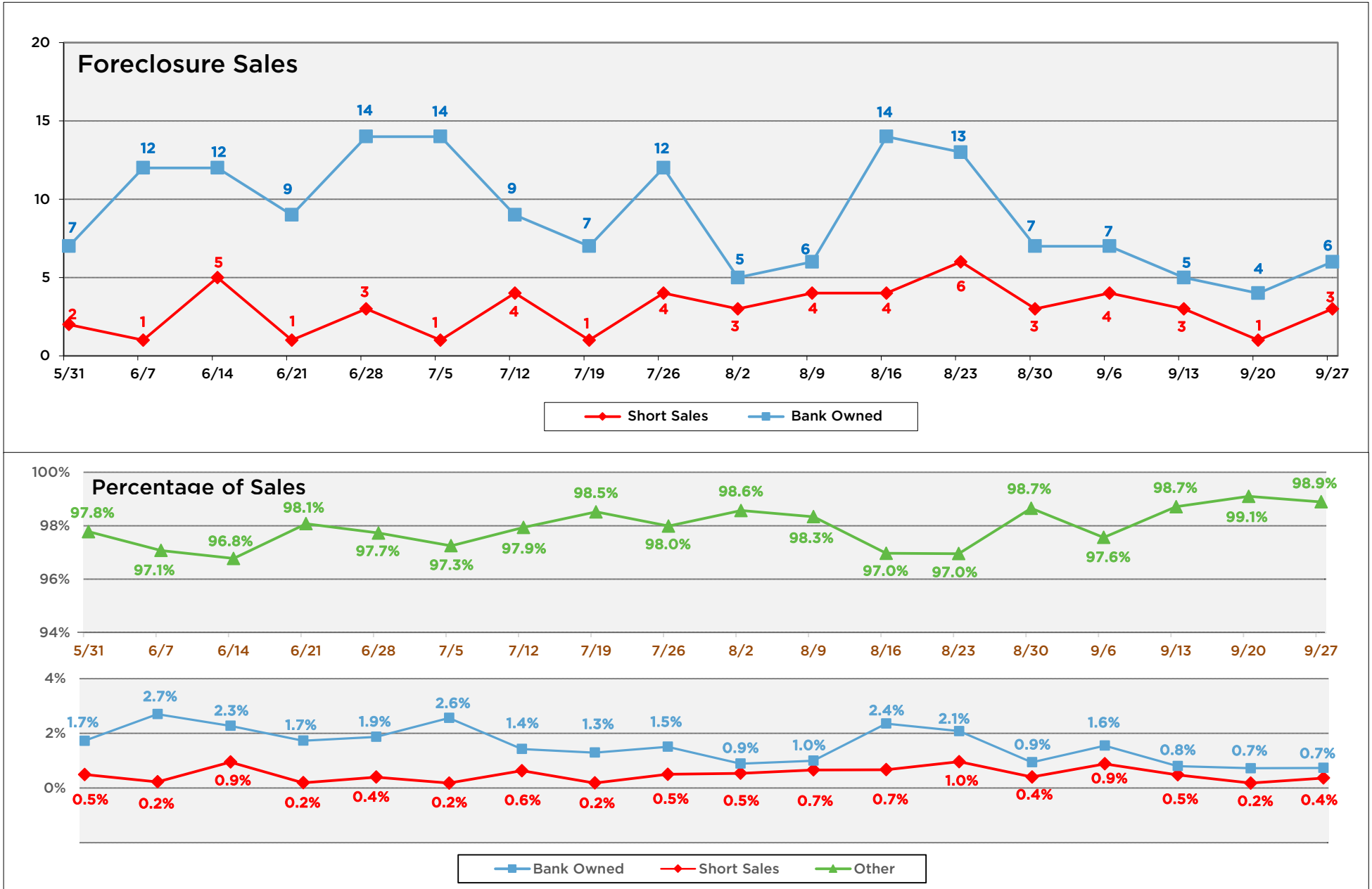
Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	812	213	169	226	87	96	21
Bank Owned	6	5	0	1	0	0	0
Short Sales	3	2	1	0	0	0	0
Other	803	206	168	225	87	96	21
Active Listings	4,588	888	554	1,039	654	1,024	429
Bank Owned	40	16	5	13	4	1	1
Short Sales	32	7	9	8	1	6	1
Other	4,516	865	540	1,018	649	1,017	427
Months of Inventory	1	1	1	1	2	2	5
<u>List Price</u>							
Average Original List Price	\$374,529	\$198,095	\$278,607	\$352,864	\$451,101	\$683,648	\$1,438,810
Average Final List Price	\$367,635	\$195,910	\$276,272	\$347,938	\$443,695	\$664,735	\$1,383,371
<u>Sale Price</u>							
Average Price	\$359,818	\$190,831	\$272,659	\$343,705	\$437,558	\$648,779	\$1,305,638
Median Price	\$310,000	\$208,900	\$273,000	\$340,000	\$436,000	\$627,000	\$1,207,500
<u>Price Differences</u>							
<i>Original to Final</i> List Price	-\$6,894	-\$2,185	-\$2,335	-\$4,926	-\$7,406	-\$18,913	-\$55,439
<i>Original</i> List to <i>Sale</i> Price - \$	-\$14,711	-\$7,264	-\$5,948	-\$9,159	-\$13,543	-\$34,869	-\$133,172
<i>Final</i> List to <i>Sale</i> Price - \$	-\$7,817	-\$5,079	-\$3,613	-\$4,233	-\$6,137	-\$15,956	-\$77,733
<i>Original</i> List to <i>Sale</i> Price - %	96.07%	96.33%	97.87%	97.40%	97.00%	94.90%	90.74%
<i>Final</i> List to <i>Sale</i> Price - %	97.87%	97.41%	98.69%	98.78%	98.62%	97.60%	94.38%
<u>Days on the Market</u>							
Avg Days Listing to Contract	44	43	32	38	43	52	167
Combined Avg Days to Contract	46	44	34	42	45	62	167
Avg Days Listing to Closing	85	84	73	79	88	94	212
Avg Days Contract to Close	41	41	40	40	44	42	44
<u>Beds / Baths</u>							
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	1	1
<u>Square Footage</u>							
Average Square Feet	2,211	1,398	1,814	2,245	2,761	3,544	4,922

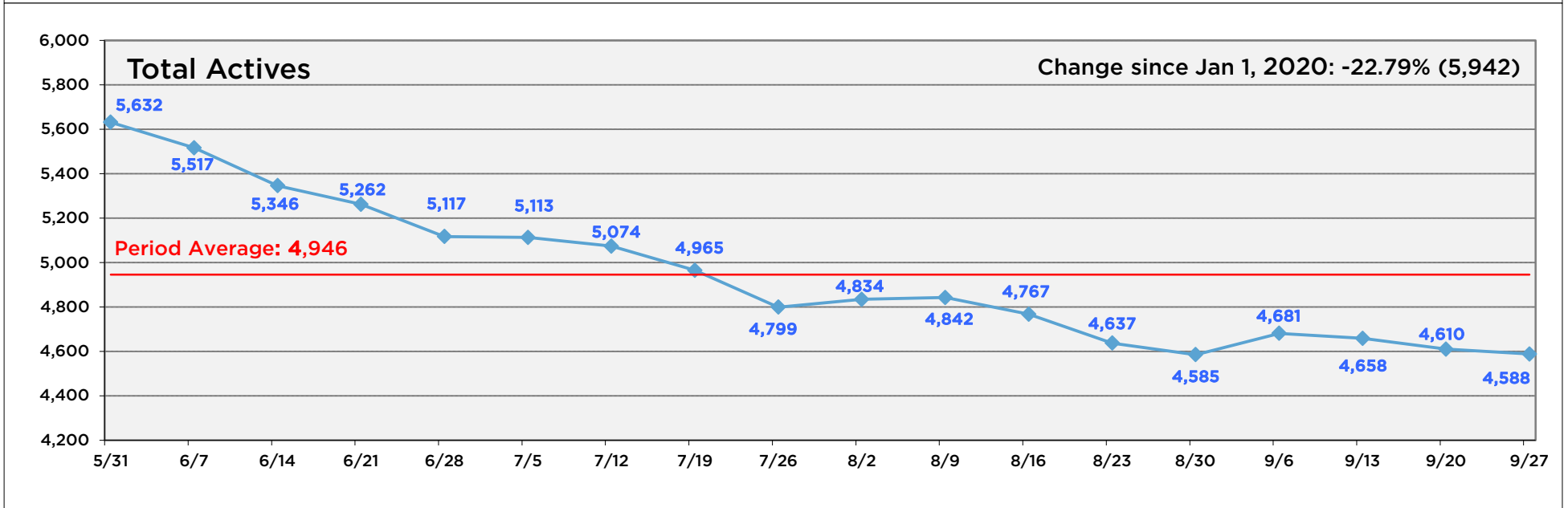
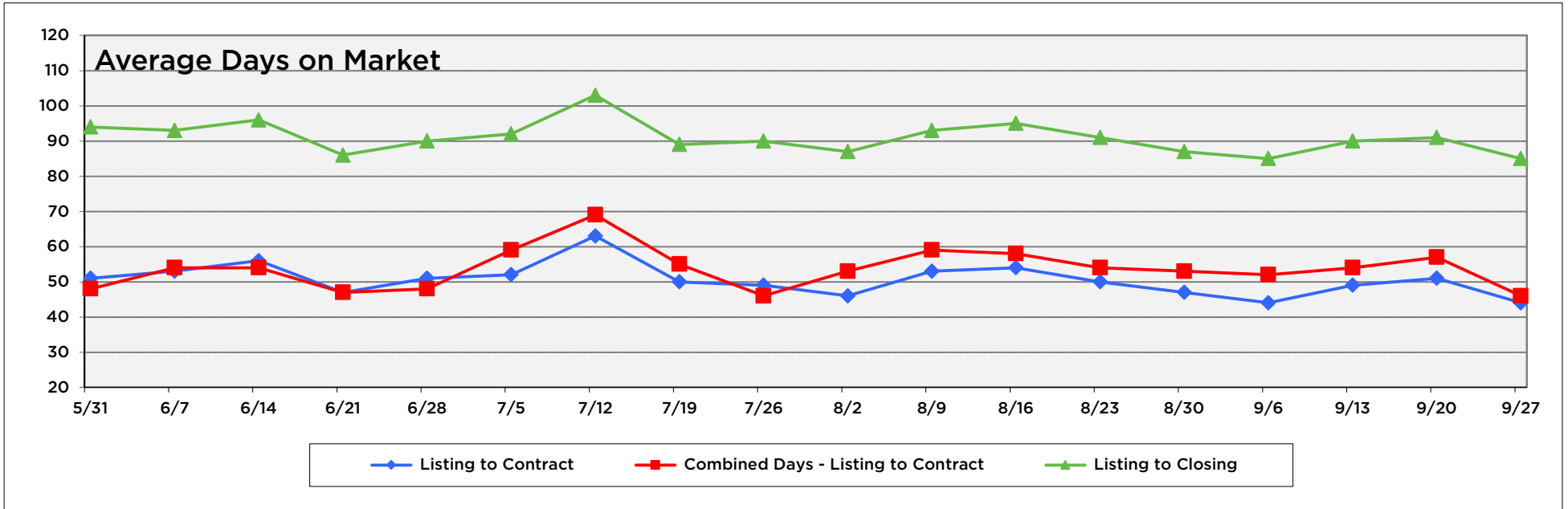
Single Family Homes



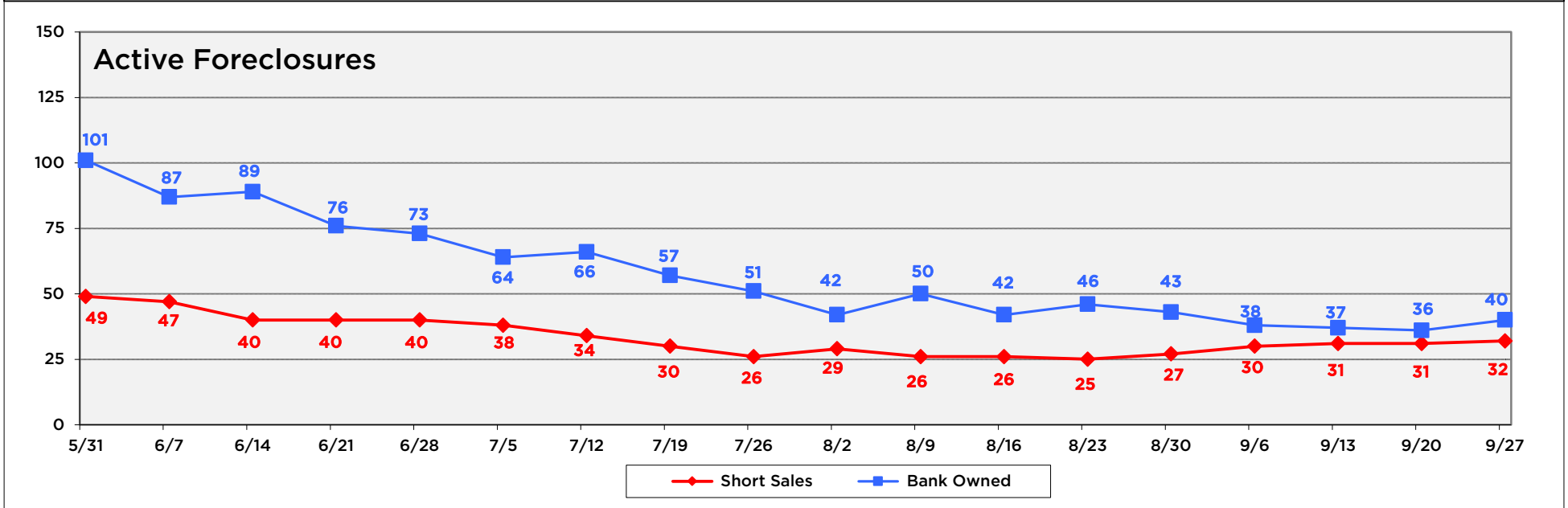
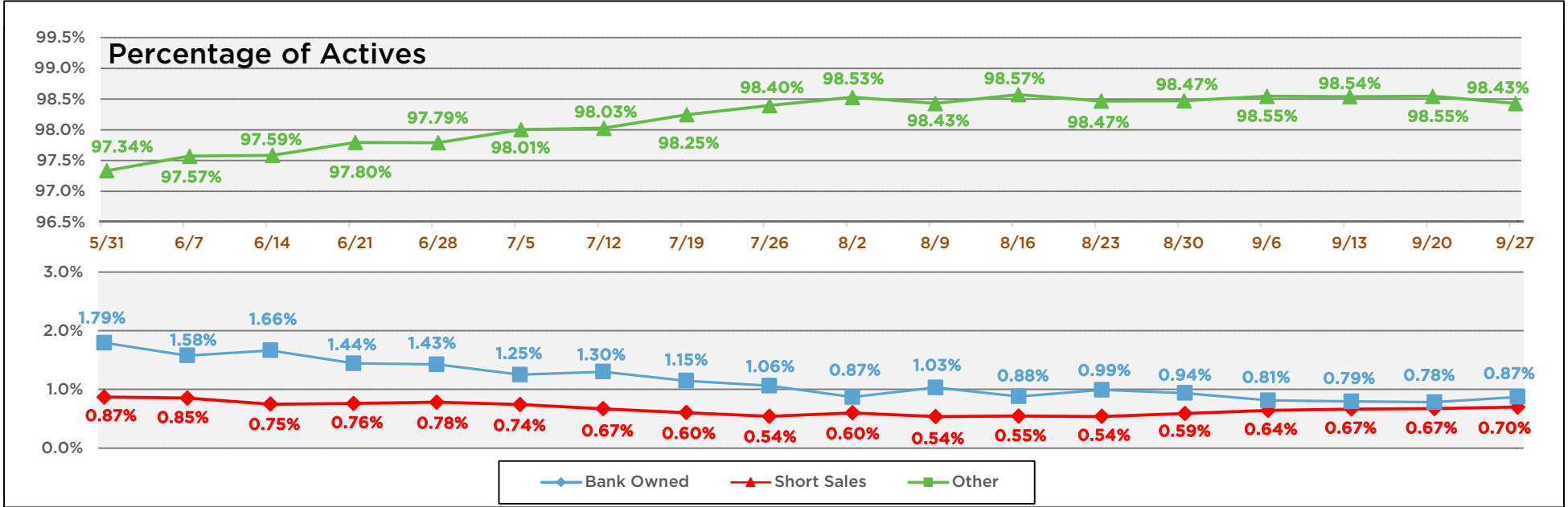
Single Family Homes



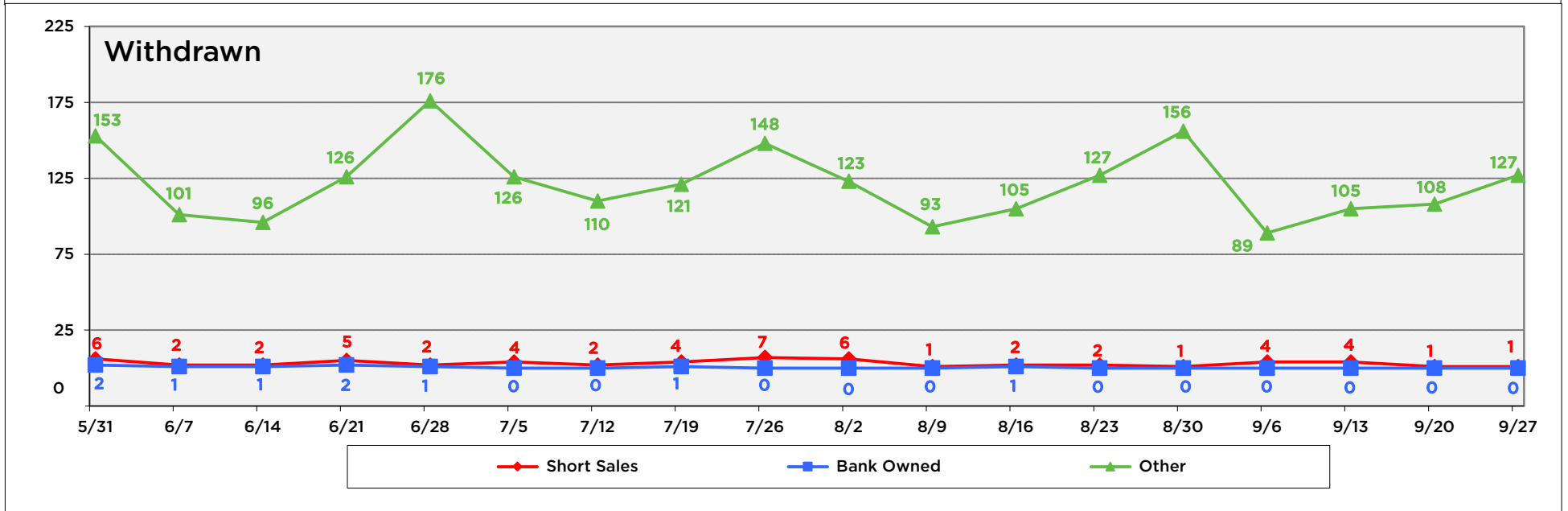
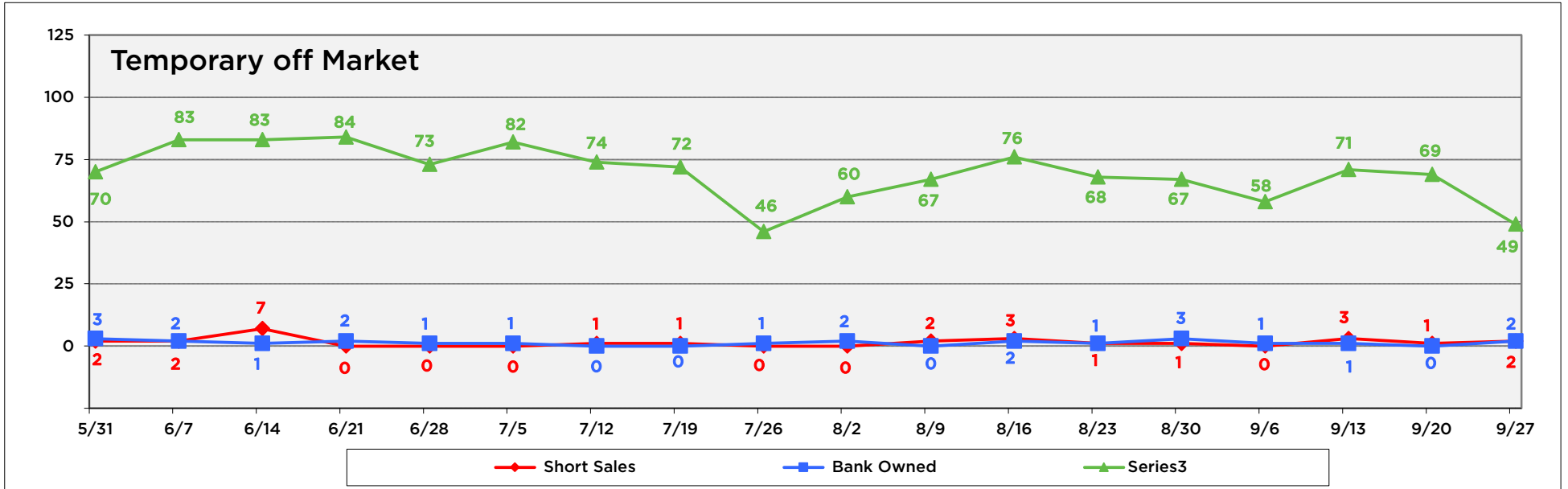
Single Family Homes



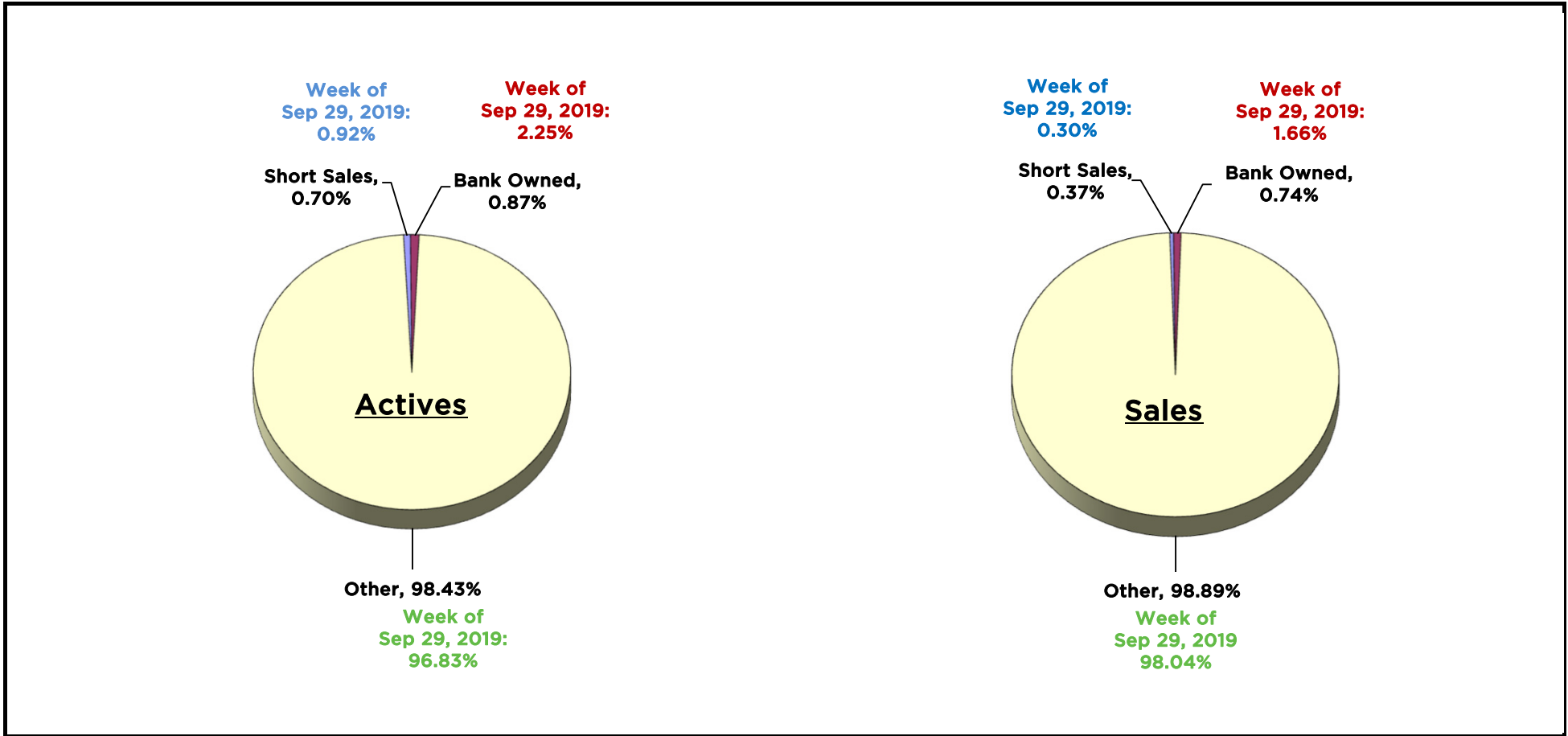
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 46 Single Family Homes available for the Median Price of \$310,000? (± \$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		11	\$309,945	3.4	2.0	1,761	\$176.05
Apopka / Hunt Club	32703	1	\$310,000	4.0	2.0	1,853	\$167.30
Winter Springs / Tuskawilla	32708	1	\$309,900	3.0	2.0	1,414	\$219.17
Lake Mary / Heathrow	32746	2	\$309,950	4.0	2.0	1,812	\$171.05
Maitland / Eatonville	32751	1	\$309,900	4.0	2.0	1,843	\$168.15
Oviedo	32765	2	\$309,900	3.0	2.0	1,528	\$202.81
Sanford (South)	32773	1	\$309,900	3.0	2.0	2,336	\$132.66
Longwood / Wekiva Springs	32779	2	\$310,000	3.0	2.0	1,891	\$163.93
Winter Park	32792	1	\$309,999	3.0	2.0	1,458	\$212.62
Orange County		17	\$309,981	3.5	2.3	1,895	\$163.60
Apopka / Hunt Club	32703	2	\$309,995	4.0	3.0	1,950	\$158.97
Mount Dora	32757	1	\$310,000	4.0	3.0	2,167	\$143.05
Winter Park (West)	32789	1	\$310,000	3.0	2.0	1,600	\$193.75
Orlando (Downtown)	32801	1	\$310,000	2.0	2.0	1,098	\$282.33
Delaney / Crystal Lake	32806	1	\$309,900	3.0	1.0	923	\$335.75
Conway	32812	2	\$309,900	3.0	2.0	2,275	\$136.22
Sand Lake / Bay Hill	32819	1	\$310,000	3.0	2.0	1,688	\$183.65
Taft	32824	1	\$310,000	5.0	2.0	2,973	\$104.27
Rio Pinar / Union Park	32825	2	\$309,998	4.0	3.0	1,842	\$168.29
Union Park / Chickasaw	32829	1	\$310,000	4.0	2.0	1,604	\$193.27
Wedgfield	32833	1	\$310,000	3.0	2.0	2,114	\$146.64
Pine Castle / Edgewood	32839	1	\$309,999	4.0	3.0	2,388	\$129.82
Ocoee	34761	1	\$310,000	3.0	2.0	1,455	\$213.06
Winter Garden / Oakland	34787	1	\$310,000	3.0	2.0	2,067	\$149.98
Osceola County		13	\$309,962	4.0	2.5	2,186	\$141.76
Kissimmee / Buena Ventura Lakes	34743	1	\$310,000	4.0	2.0	2,307	\$134.37
Kissimmee (East)	34744	3	\$309,967	4.0	2.0	2,350	\$131.90
Kissimmee (West) / Pleasant Hill	34746	2	\$310,000	4.0	3.0	2,307	\$134.37
Kissimmee / Celebration	34747	4	\$309,925	4.0	3.0	1,815	\$170.76
Kissimmee / Poinciana	34758	1	\$310,000	4.0	2.0	2,926	\$105.95
St Cloud / Narcoossee	34771	1	\$310,000	4.0	2.0	1,883	\$164.63
St Cloud / Canoe Creek	34772	1	\$309,900	4.0	2.0	2,384	\$129.99

Where are the 46 Single Family Homes available for the Median Price of \$310,000? (cont'd) (± \$500)

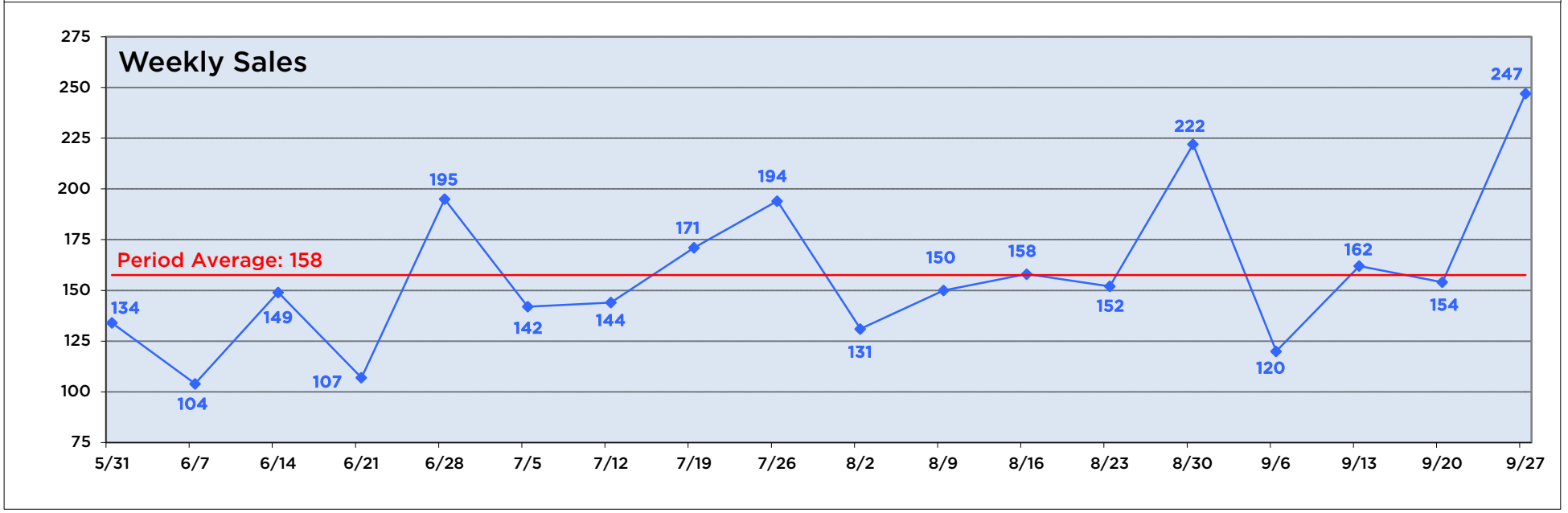
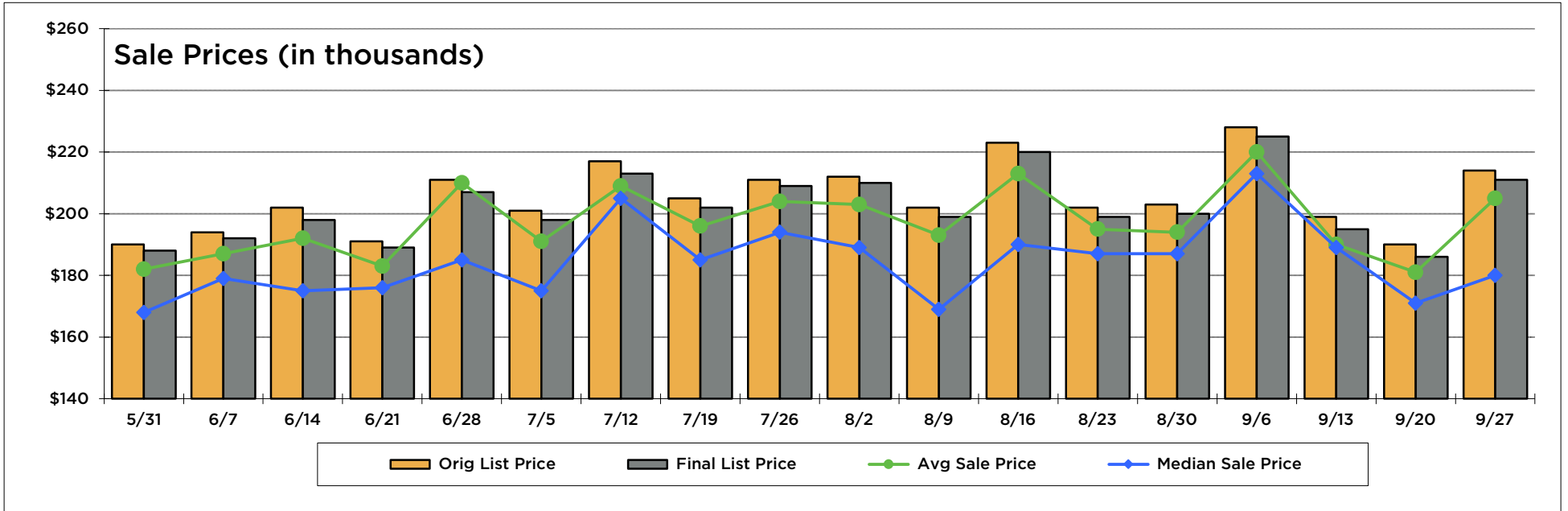
<u>County / City</u>	<u>Zip Code</u>	<u>Available</u>	<u>Average List Price</u>	<u>Average Beds</u>	<u>Average Baths</u>	<u>Average SqFt</u>	<u>List \$ per SqFt</u>
Lake County		5	\$309,980	3.0	2.4	2,219	\$139.69
Lady Lake / The Villages	32159	1	\$309,900	2.0	2.0	1,866	\$166.08
Weirsdale	32195	1	\$310,000	3.0	2.0	1,632	\$189.95
Umatilla / Dona Vista	32784	1	\$310,000	4.0	2.0	3,279	\$94.54
Clermont (Central)	34711	2	\$310,000	3.0	3.0	2,159	\$143.58

Monday Morning Quarterback
09/27/2020 - 10/03/2020
Lake, Orange, Osceola & Seminole Counties

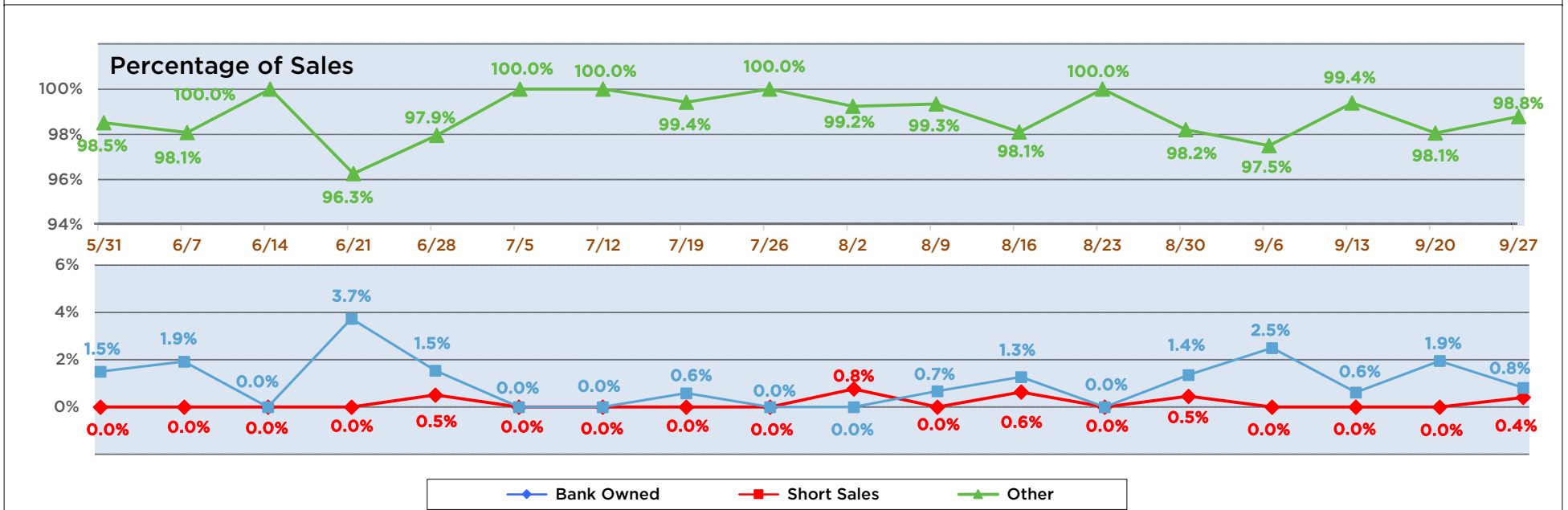
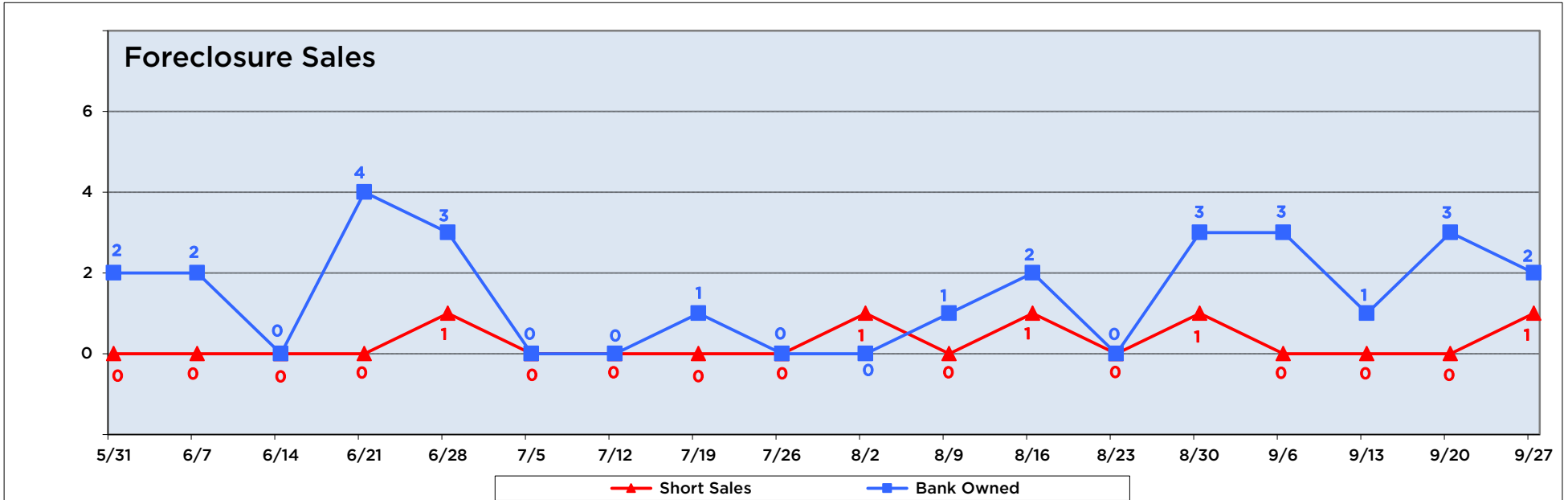
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	247	186	35	18	4	3	1
Bank Owned	2	1	1	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	244	184	34	18	4	3	1
Active Listings	2,337	1,543	287	344	99	49	15
Bank Owned	14	12	1	0	1	0	0
Short Sales	6	6	0	0	0	0	0
Other	2,317	1,525	286	344	98	49	15
Months of Inventory	2	2	2	4	6	4	3
<i>List Price</i>							
Average Original List Price	\$214,101	\$169,510	\$278,113	\$342,077	\$479,725	\$672,967	\$1,525,000
Average Final List Price	\$210,955	\$167,285	\$273,359	\$337,905	\$461,700	\$656,400	\$1,525,000
<i>Sale Price</i>							
Average Price	\$204,953	\$162,383	\$268,180	\$331,800	\$444,750	\$632,500	\$1,385,000
Median Price	\$180,000	\$163,500	\$265,000	\$324,250	\$444,500	\$655,000	\$1,385,000
<i>Price Differences</i>							
<i>Original</i> to <i>Final</i> List Price	-\$3,146	-\$2,225	-\$4,754	-\$4,172	-\$18,025	-\$16,567	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$9,148	-\$7,127	-\$9,933	-\$10,277	-\$34,975	-\$40,467	-\$140,000
<i>Final</i> List to <i>Sale</i> Price - \$	-\$6,002	-\$4,902	-\$5,179	-\$6,105	-\$16,950	-\$23,900	-\$140,000
<i>Original</i> List to <i>Sale</i> Price - %	95.73%	95.80%	96.43%	97.00%	92.71%	93.99%	90.82%
<i>Final</i> List to <i>Sale</i> Price - %	97.15%	97.07%	98.11%	98.19%	96.33%	96.36%	90.82%
<i>Days on the Market</i>							
Avg Days Listing to Contract	44	45	48	38	45	32	21
Combined Avg Days to Contract	49	50	55	38	45	32	21
Avg Days Listing to Closing	80	79	89	77	89	65	49
Avg Days Contract to Close	36	34	40	39	43	32	28
<i>Beds / Baths</i>							
Average Bedrooms	2	2	3	3	3	3	2
Average Full Baths	2	2	2	2	3	3	2
Average Half Baths	0	0	1	1	1	1	1
<i>Square Footage</i>							
Average Square Feet	1,349	1,199	1,725	1,939	1,884	1,729	2,261

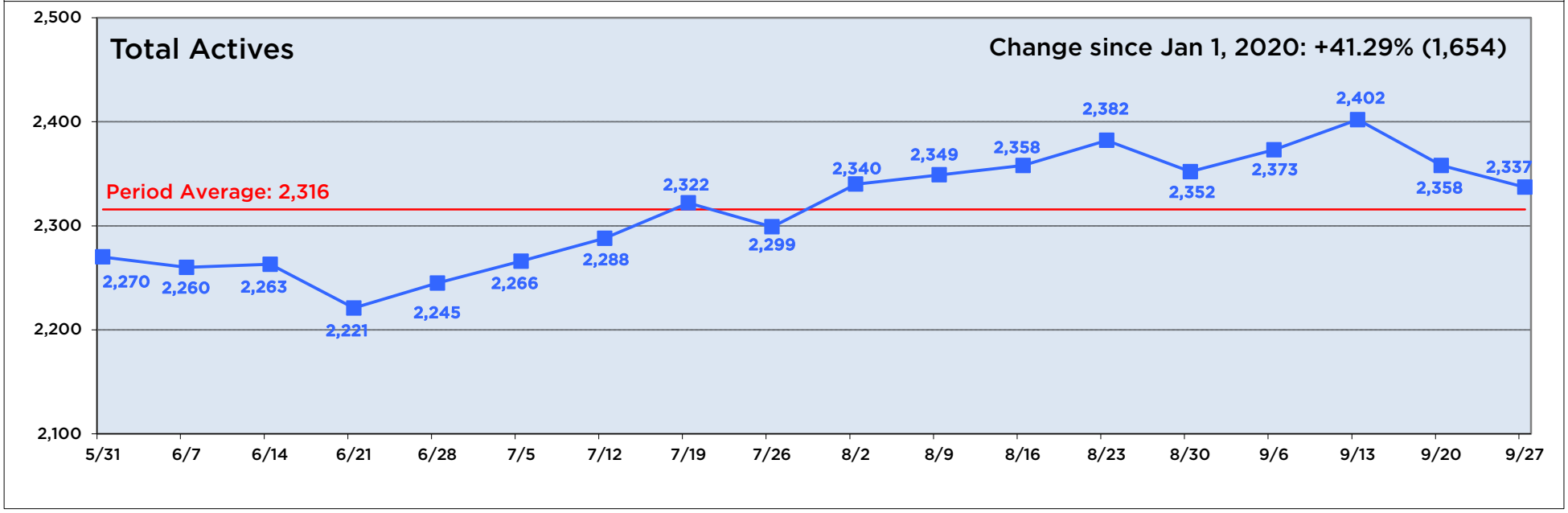
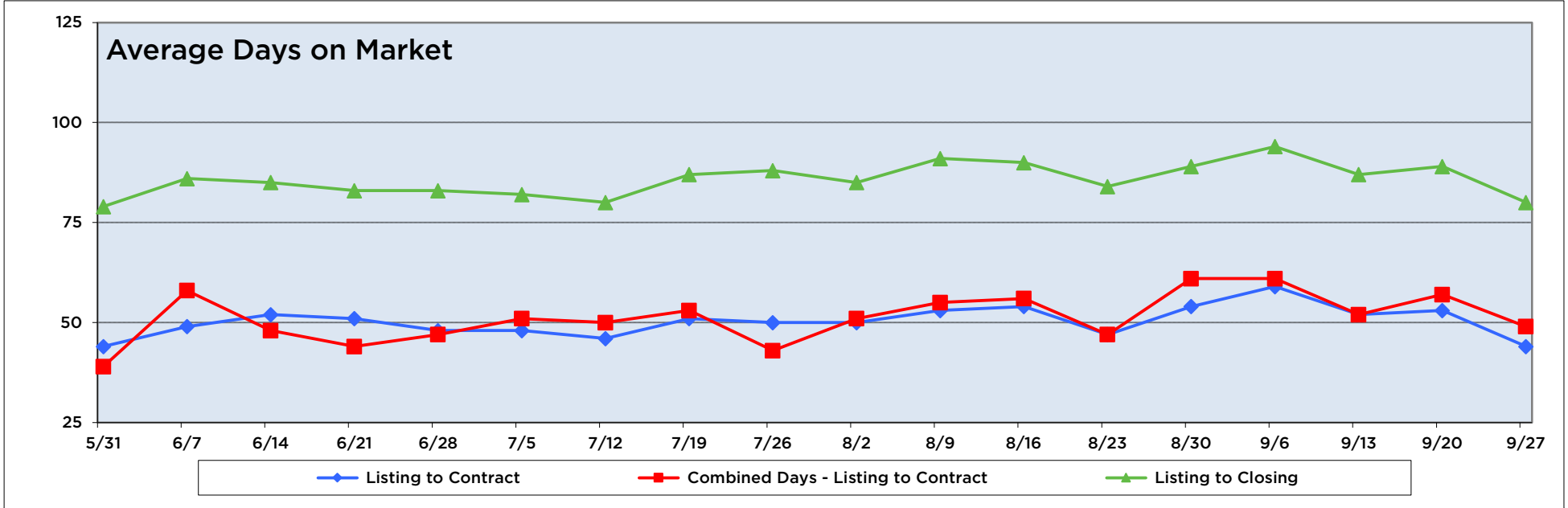
Condos, Townhomes, Villas



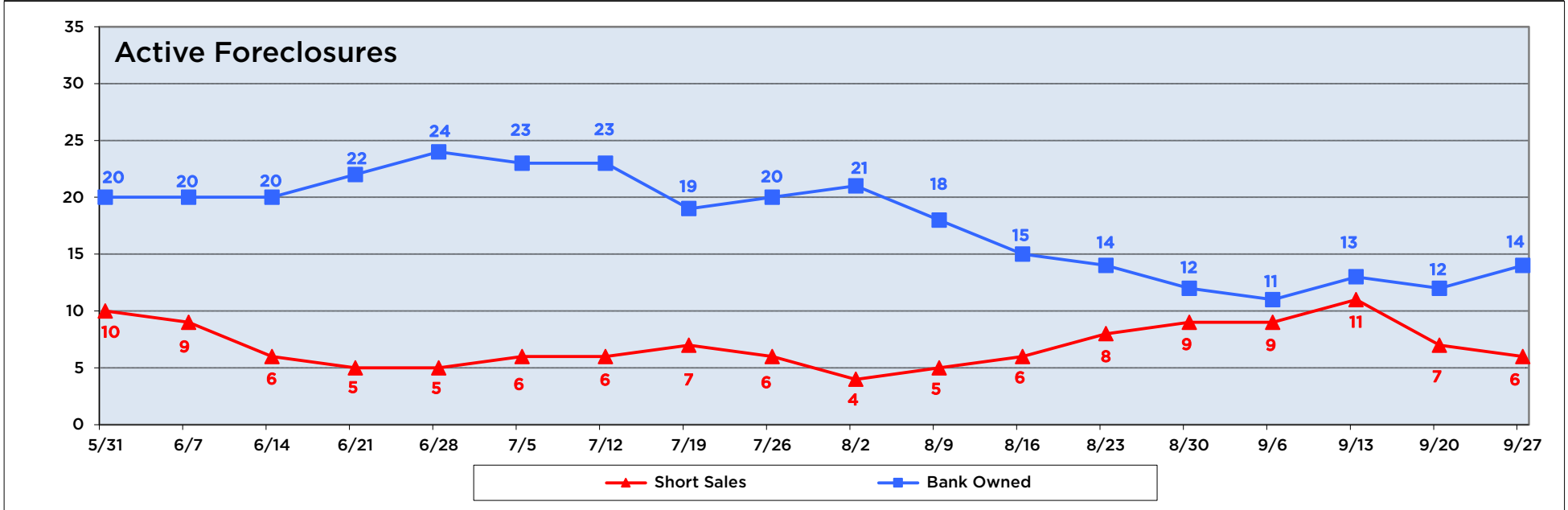
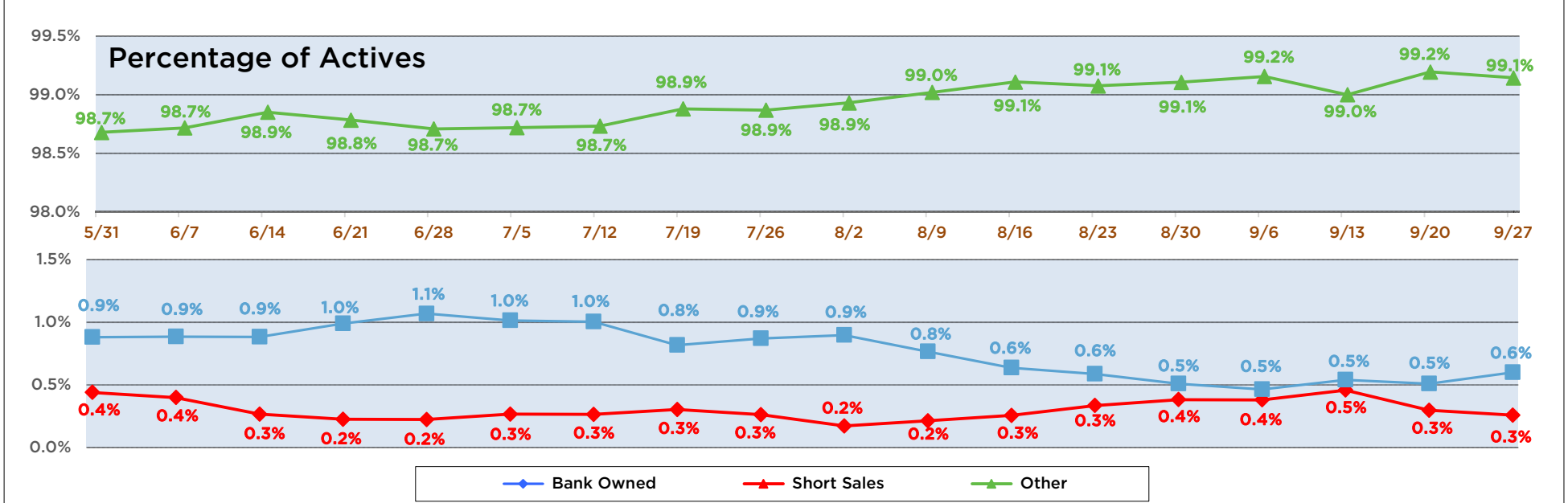
Condos, Townhomes, Villas



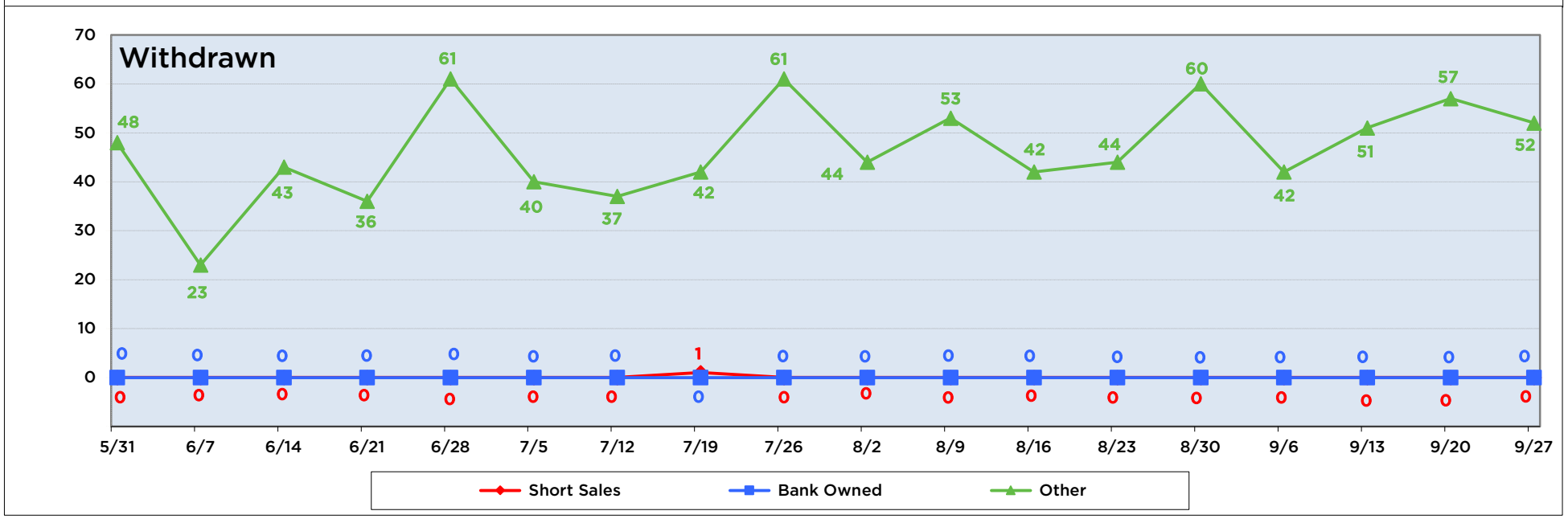
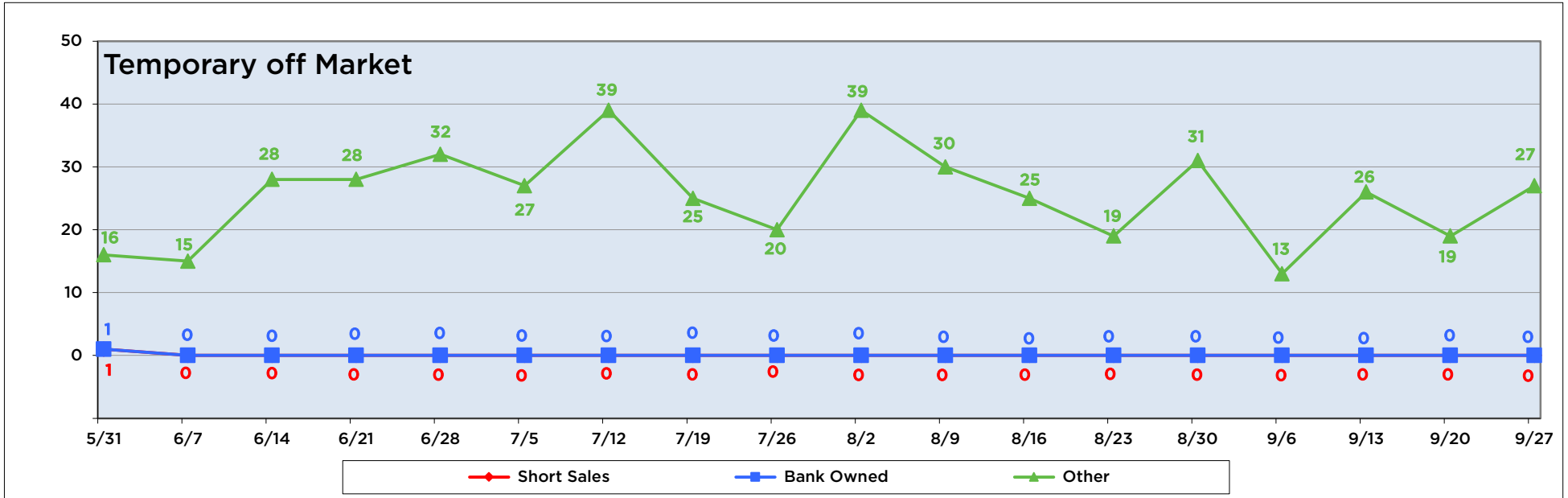
Condos, Townhomes, Villas



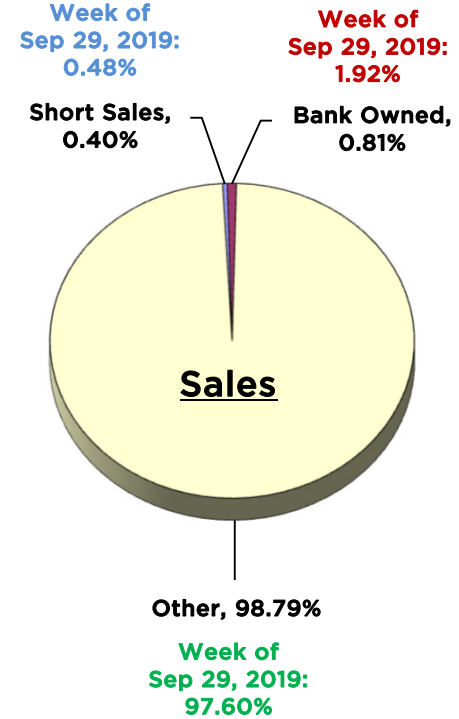
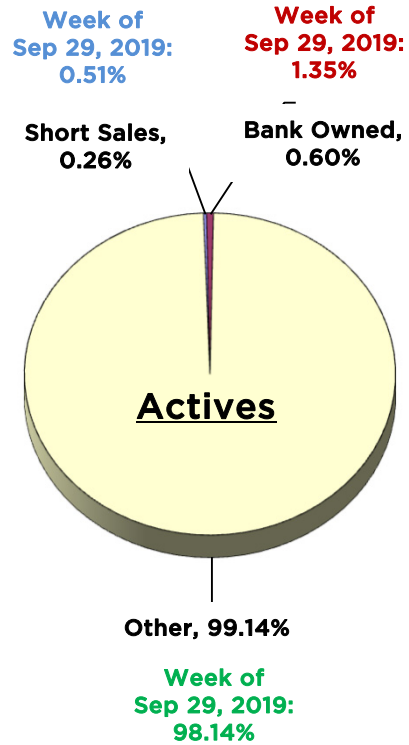
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Monday Morning Quarterback
09/27/2020 - 10/03/2020
Lake, Orange, Osceola & Seminole Counties

Where are the 45 Condos, Townhomes, or Villas available for the Median Price of \$180,000? (± \$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		3	\$180,000	2.0	2.0	1,109	\$162.26
Altamonte Springs / Forest City	32714	1	\$180,000	2.0	2.0	1,230	\$146.34
Lake Mary / Heathrow	32746	1	\$180,000	2.0	2.0	1,020	\$176.47
Sanford / Lake Forest	32771	1	\$180,000	2.0	2.0	1,078	\$166.98
Orange County		25	\$179,908	2.2	1.8	1,133	\$158.78
Apopka (North)	32712	1	\$179,500	2.0	2.0	1,200	\$149.58
Orlando (Downtown)	32801	1	\$180,000	1.0	1.0	902	\$199.56
Colonialtown	32803	1	\$179,900	1.0	1.0	799	\$225.16
Delaney / Crystal Lake	32806	1	\$179,900	2.0	1.0	998	\$180.26
Azalea Park	32807	1	\$180,000	3.0	2.0	1,372	\$131.20
Pine Hills / Rosemont	32808	2	\$179,750	3.0	2.0	1,190	\$151.05
Orlo Vista	32811	2	\$180,000	2.0	2.0	1,390	\$129.50
Conway	32812	2	\$179,950	2.0	2.0	1,117	\$161.10
Union Park	32817	1	\$179,900	2.0	2.0	1,111	\$161.93
Williamsburg / Lake Bryan	32821	4	\$179,900	2.0	2.0	1,070	\$168.13
Ventura	32822	3	\$179,967	2.0	2.0	1,187	\$151.61
Taft	32824	2	\$179,945	3.0	2.0	1,115	\$161.39
Metro West / Orlo Vista	32835	2	\$179,900	3.0	2.0	1,308	\$137.54
Hunters Creek	32837	1	\$180,000	1.0	1.0	599	\$300.50
Winter Garden / Oakland	34787	1	\$179,900	2.0	2.0	1,264	\$142.33
Osceola County		15	\$179,923	3.1	2.1	1,282	\$140.39
Kissimmee (Central)	34741	1	\$180,000	3.0	2.0	1,296	\$138.89
Kissimmee (West) / Pleasant Hill	34746	8	\$179,938	3.0	2.0	1,265	\$142.24
Kissimmee / Celebration	34747	5	\$179,879	3.0	2.0	1,184	\$151.92
Kissimmee / Poinciana	34758	1	\$179,950	4.0	3.0	1,888	\$95.31
Lake County		2	\$179,500	2.0	2.0	1,386	\$129.51
Mount Dora	32757	1	\$179,500	2.0	2.0	1,396	\$128.58
Leesburg (West)	34748	1	\$179,500	2.0	2.0	1,376	\$130.45