



Monday Morning Quarterback Summary

Week of March 21, 2021 - March 27, 2021

Single-family existing homes

- Sales of single-family homes decreased to 596 during the week of Mar 21, from 650 the week prior
- The median price of single family homes increased to \$330,000, a change of 3.1%
- The number of single-family home foreclosure transactions increased to 9 last week, from 7 the week of Mar 7
- The number of single-family home short-sale transactions decreased to 2 from 3 the week prior
- Single-family inventory decreased by 33, and now sits at 2,101

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 224 during the week of Mar 21, from 205 the week prior
- The median price of condos, townhomes, and villas decreased to \$189,750, a change of -5.1%
- The number of condo, townhome and villa foreclosure transactions remains constant at 2
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory decreased by 107, and now sits at 1,364

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	596	141	102	157	83	91	22
Bank Owned	9	3	2	2	1	1	0
Short Sales	2	1	0	0	0	0	1
Other	585	137	100	155	82	90	21
Active Listings	2,101	403	203	397	275	564	259
Bank Owned	25	13	4	4	2	2	0
Short Sales	6	4	1	0	1	0	0
Other	2,070	386	198	393	272	562	259
Months of Inventory	1	1	0	1	1	1	3

List Price

Average Original List Price	\$428,561	\$194,993	\$277,043	\$348,461	\$449,427	\$698,352	\$2,004,955
Average Final List Price	\$420,249	\$191,972	\$274,725	\$346,939	\$444,193	\$684,667	\$1,897,102

Sale Price

Average Price	\$411,394	\$187,097	\$272,641	\$346,044	\$441,542	\$664,907	\$1,796,227
Median Price	\$330,000	\$204,900	\$273,500	\$343,500	\$442,000	\$647,500	\$1,571,000

Price Differences

Original to Final List Price	-\$8,312	-\$3,021	-\$2,318	-\$1,522	-\$5,234	-\$13,685	-\$107,853
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Original List to Sale Price - \$	-\$17,167	-\$7,896	-\$4,402	-\$2,417	-\$7,885	-\$33,445	-\$208,728
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Final List to Sale Price - \$	-\$8,855	-\$4,875	-\$2,084	-\$895	-\$2,651	-\$19,760	-\$100,875
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Original List to Sale Price - %	95.99%	95.95%	98.41%	99.31%	98.25%	95.21%	89.59%
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Final List to Sale Price - %	97.89%	97.46%	99.24%	99.74%	99.40%	97.11%	94.68%
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Days on the Market

Avg Days Listing to Contract	48	43	31	34	35	68	215
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Combined Avg Days to Contract	54	46	35	38	41	82	246
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Avg Days Listing to Closing	85	78	66	72	70	110	263
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Avg Days Contract to Close	39	37	37	40	37	45	49
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Beds / Baths

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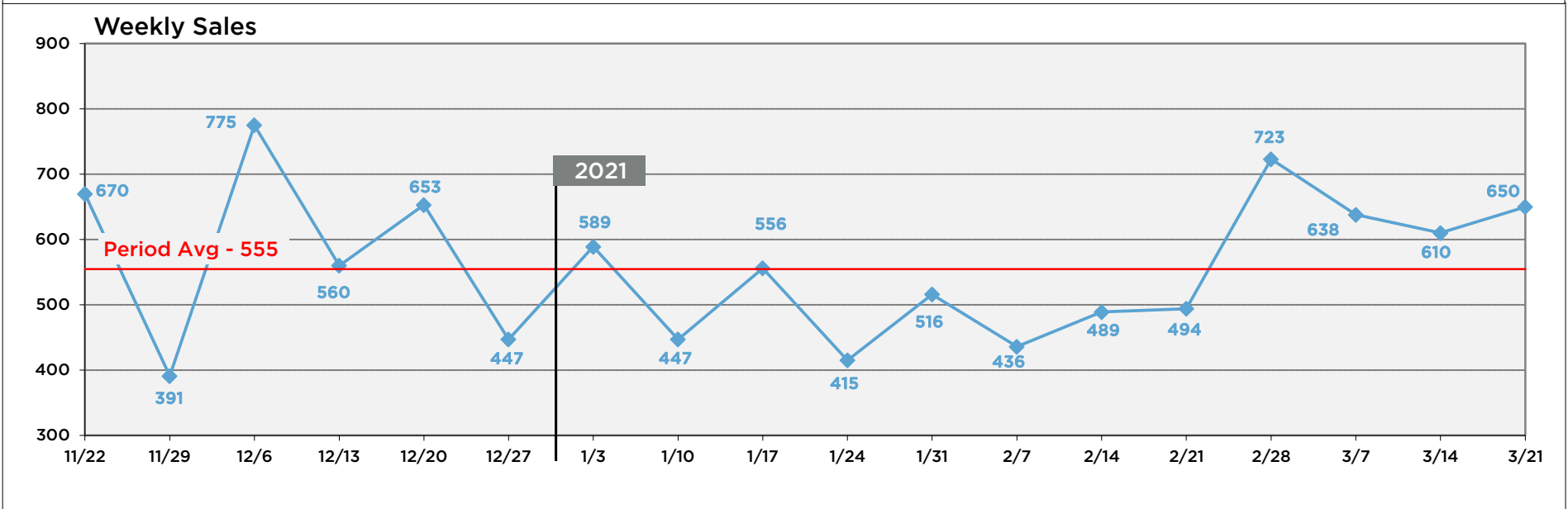
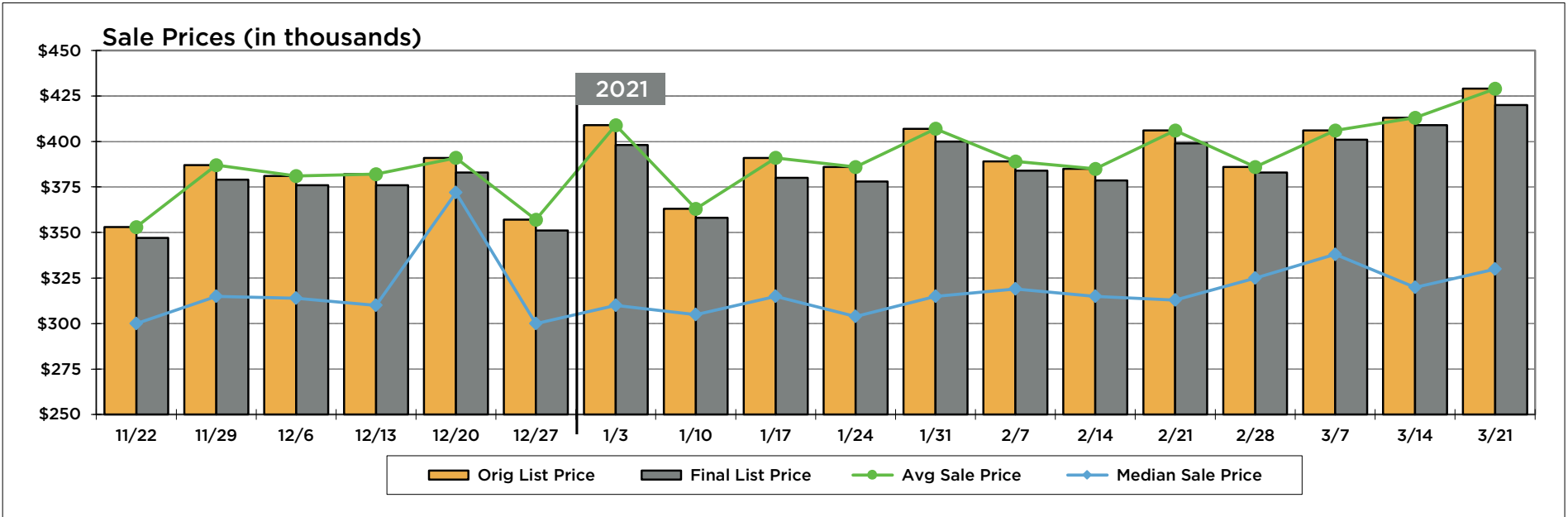
Average Full Baths	3	2	2	2	3	3	5
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Average Half Baths	0	0	0	0	0	0	1
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Square Footage

Average Square Feet	2,260	1,367	1,725	2,112	2,617	3,429	5,335
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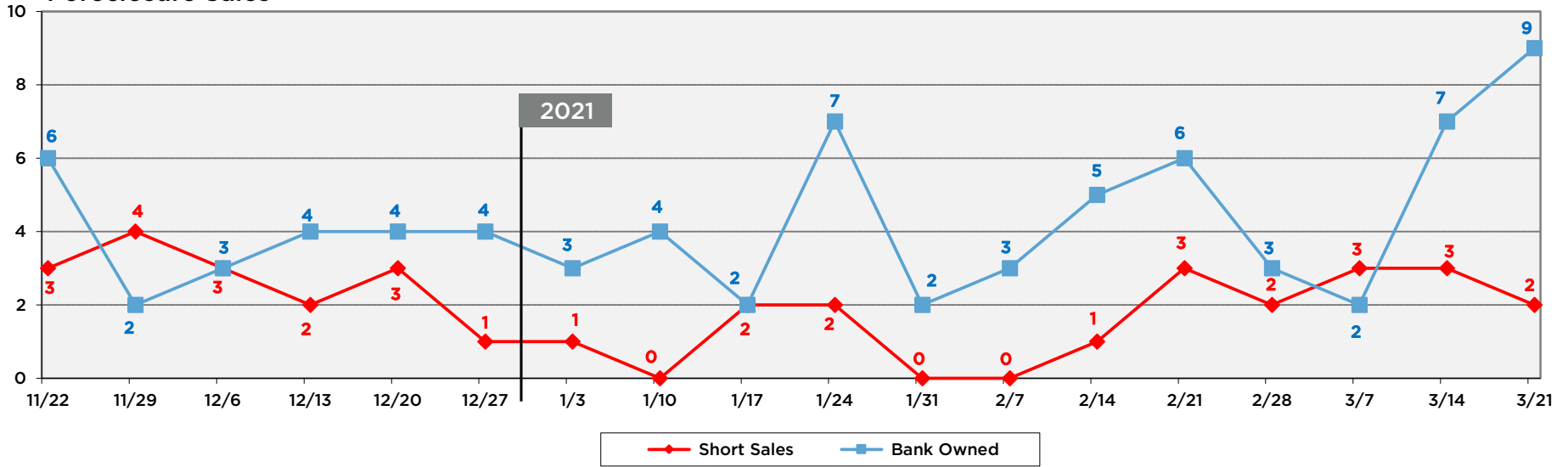
Single Family Homes



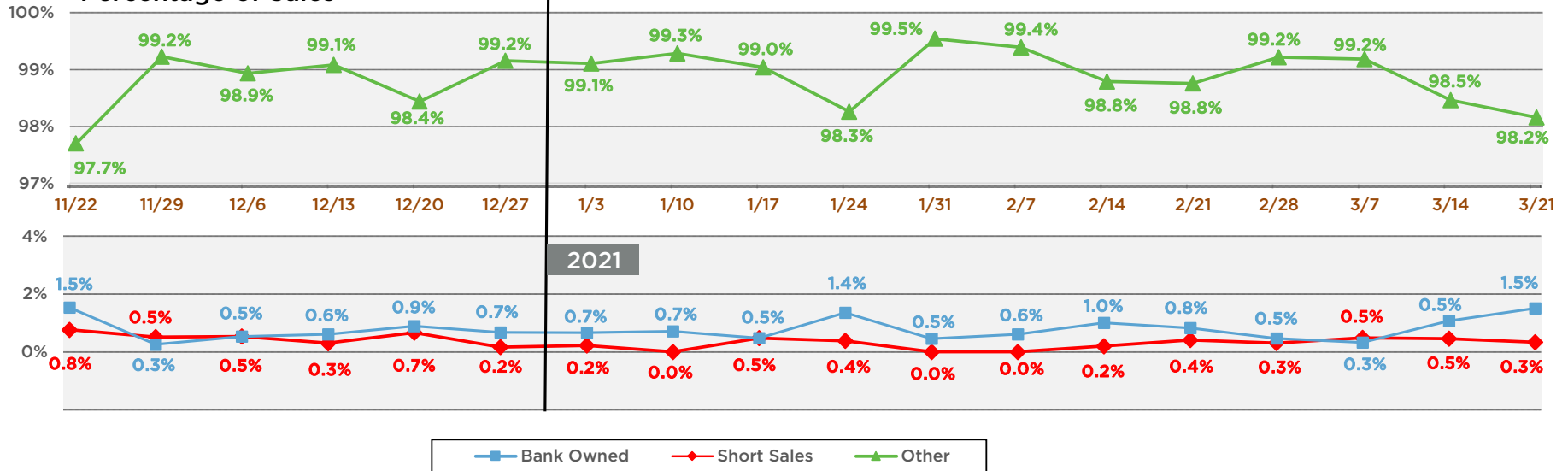


Single Family Homes

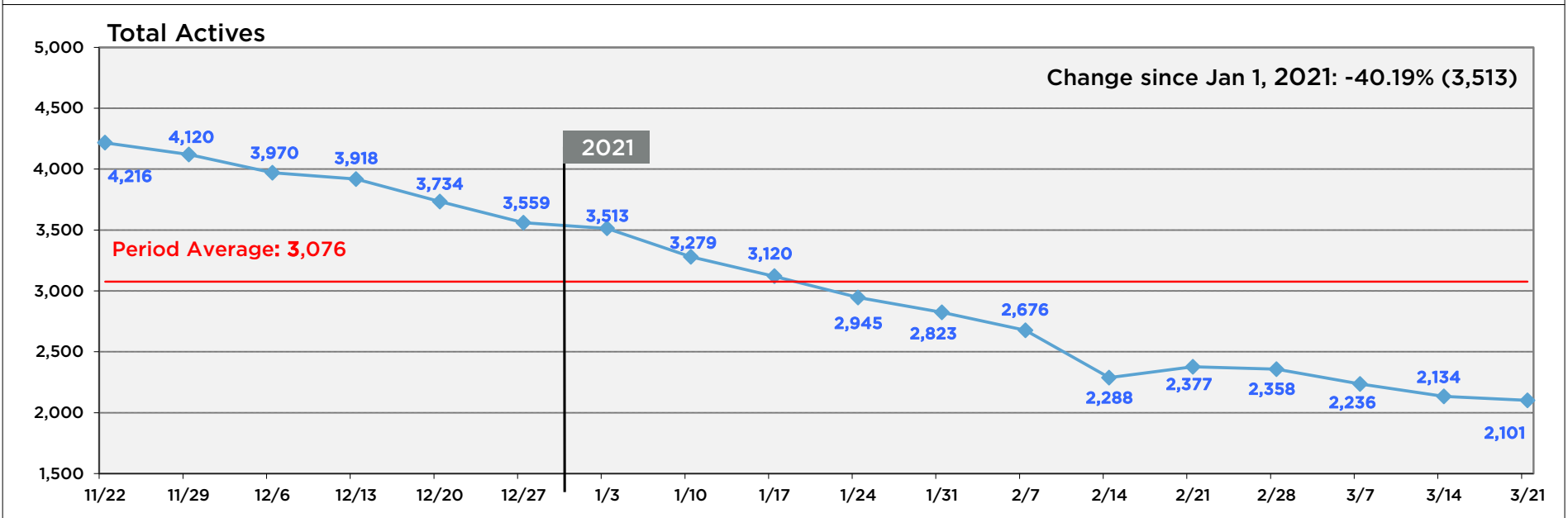
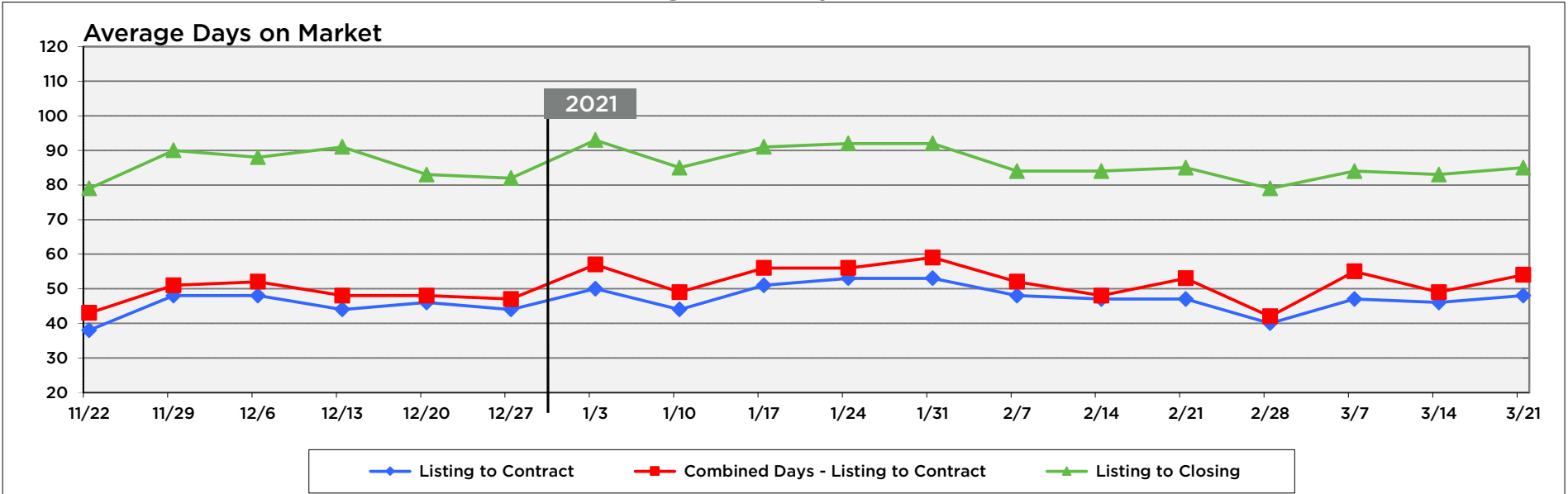
Foreclosure Sales



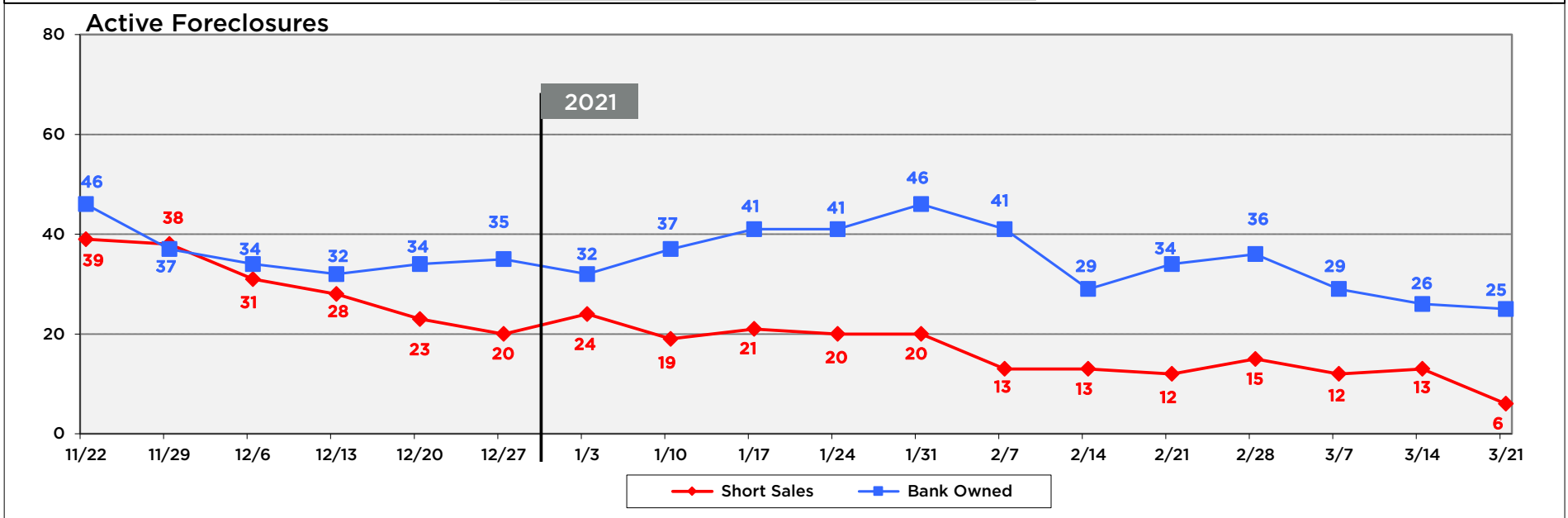
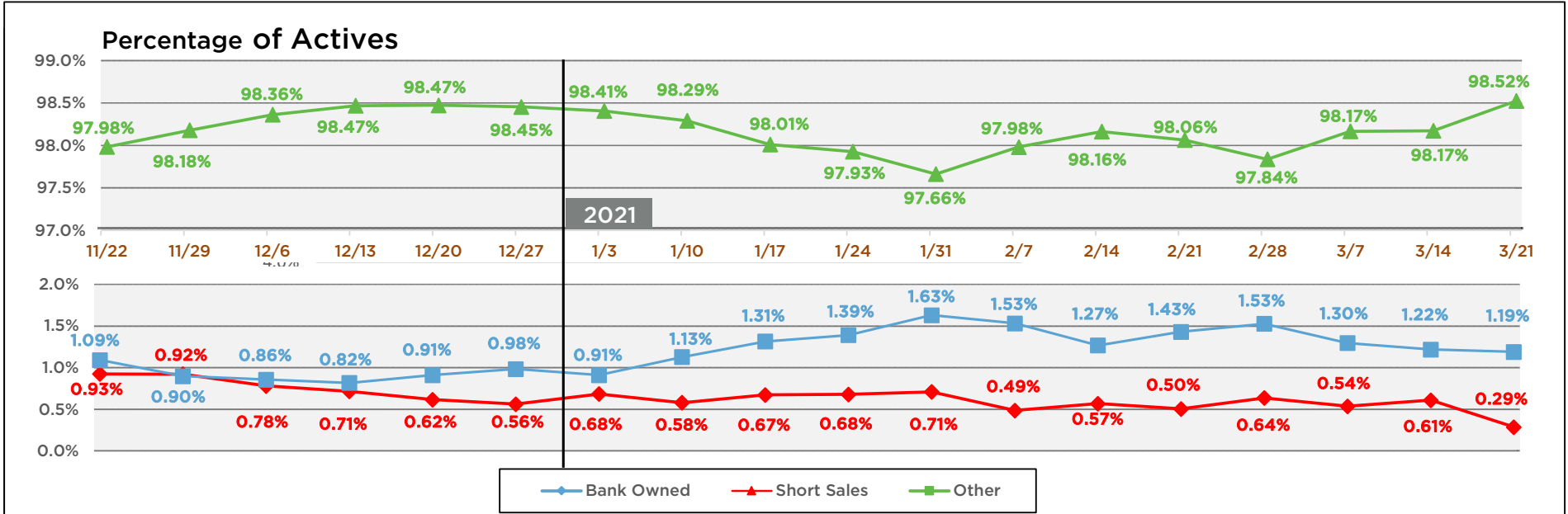
Percentage of Sales



Single Family Homes

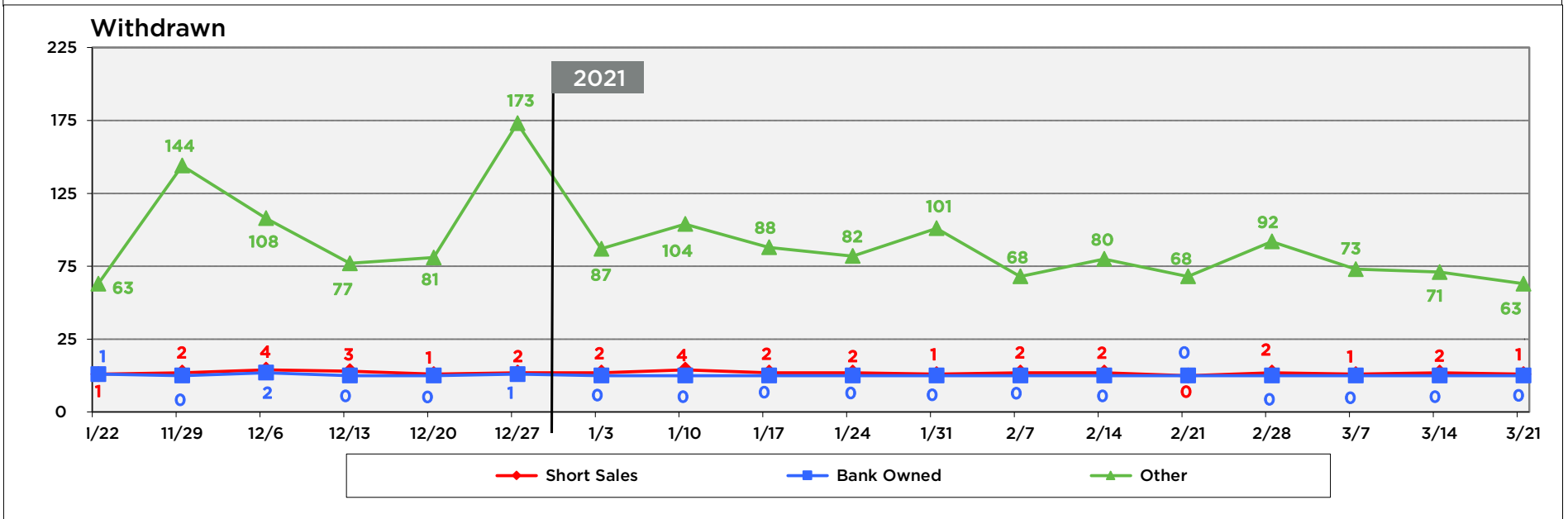
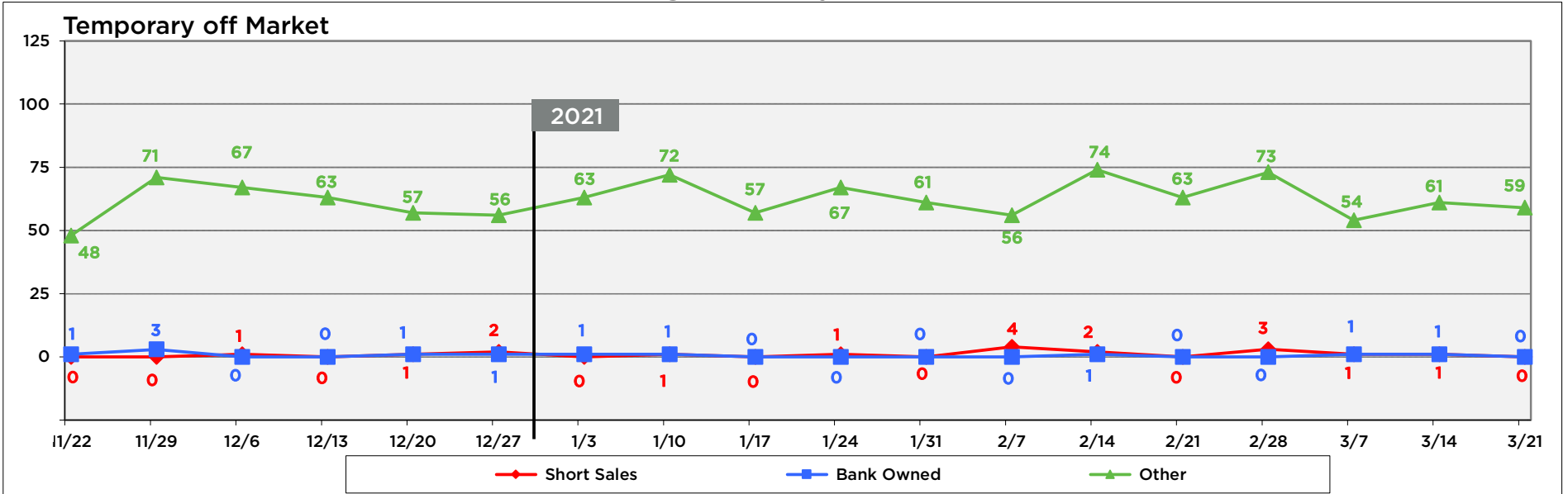


Single Family Homes

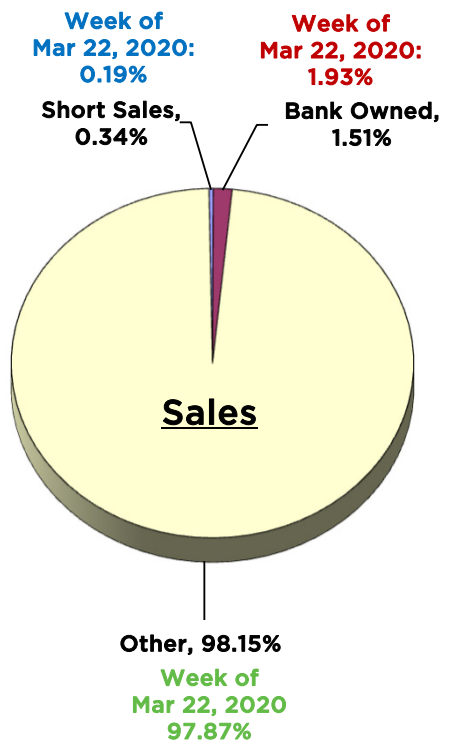
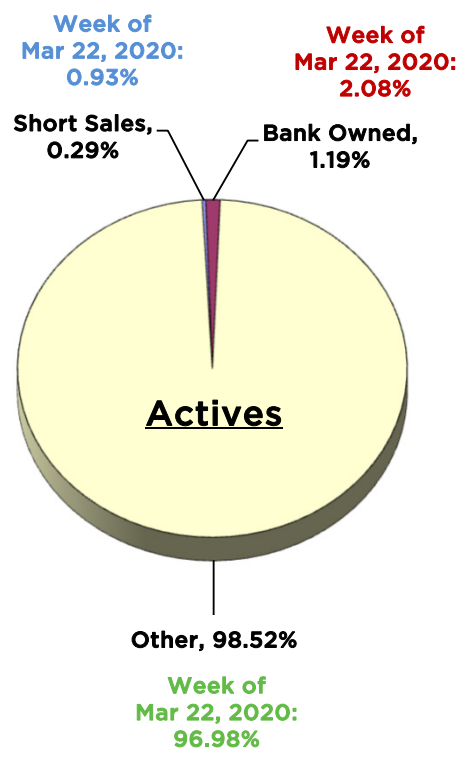




Single Family Homes



Single Family Homes



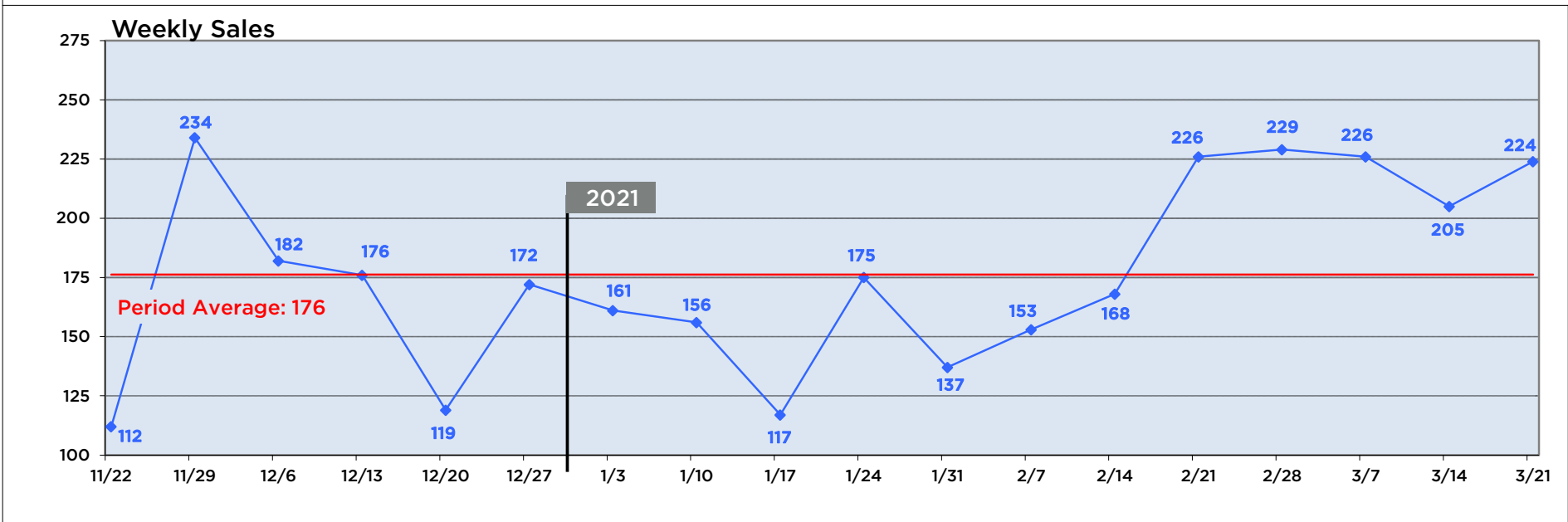
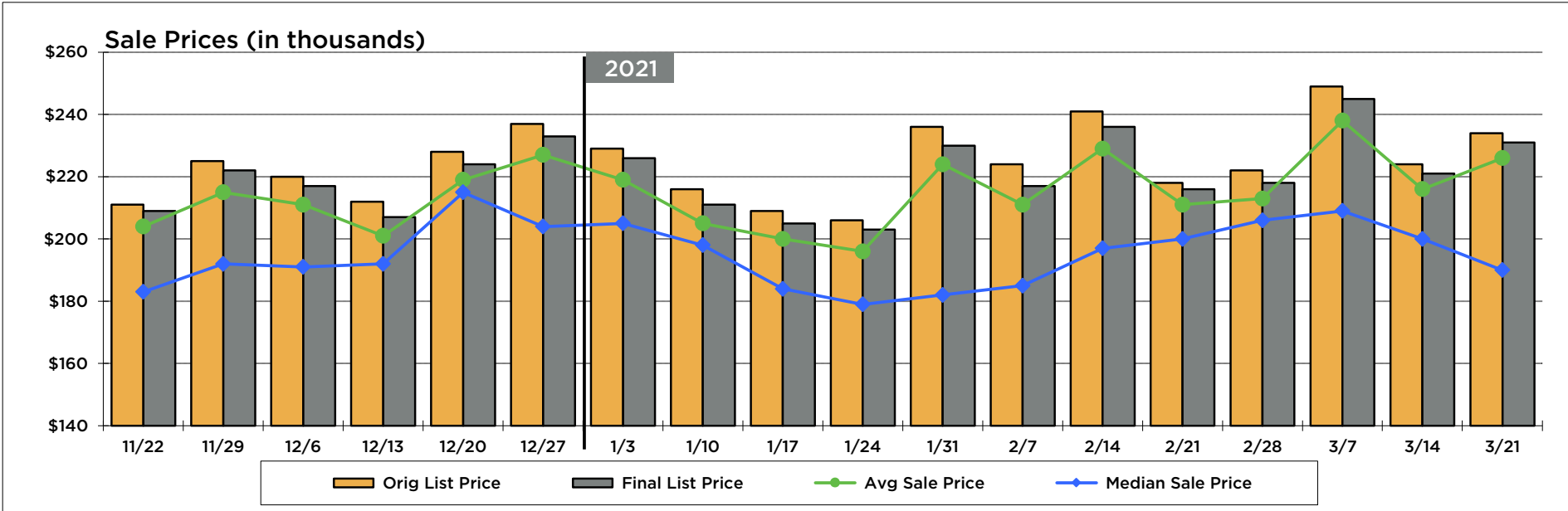
Where are the 21 Single Family Homes available for the Median Price of \$330,000? (± \$500)

<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	\$329,967	4.0	2.0	1,988	\$165.98
Chuluota/Oviedo	32766	1	\$329,900	4.0	2.0	1,875	\$175.95
Longwood / Wekiva Springs	32779	1	\$330,000	4.0	2.0	2,058	\$160.35
Winter Park	32792	1	\$330,000	4.0	2.0	2,031	\$162.48
Orange County		9	\$329,954	3.1	1.9	1,630	\$202.38
Colonialtown	32803	1	\$329,900	2.0	1.0	849	\$388.57
Delaney / Crystal Lake	32806	2	\$329,950	3.0	2.0	1,341	\$246.05
Orlo Vista	32811	1	\$329,900	3.0	2.0	1,592	\$207.22
Conway	32812	1	\$330,000	3.0	2.0	1,593	\$207.16
Rio Pinar / Union Park	32825	1	\$329,900	3.0	2.0	1,672	\$197.31
Wedgfield	32833	1	\$330,000	3.0	2.0	2,075	\$159.04
Hunters Creek	32837	2	\$329,995	4.0	2.0	2,105	\$156.77
Osceola County		4	\$329,975	4.3	2.8	2,432	\$135.68
Kissimmee / Poinciana	34758	2	\$330,000	5.0	3.0	2,802	\$117.77
St Cloud / Narcoossee	34771	1	\$330,000	4.0	3.0	2,323	\$142.06
St Cloud / Canoe Creek	34772	1	\$329,900	3.0	2.0	1,801	\$183.18
Lake County		5	\$329,960	3.0	2.0	1,818	\$181.54
Lady Lake / The Villages	32159	1	\$330,000	3.0	2.0	1,500	\$220.00
Mount Dora	32757	2	\$329,950	3.0	2.0	1,715	\$192.39
Clermont (South)	34714	1	\$330,000	4.0	2.0	2,430	\$135.80
Groveland	34736	1	\$329,900	2.0	2.0	1,728	\$190.91

Condos, Townhomes, Villas

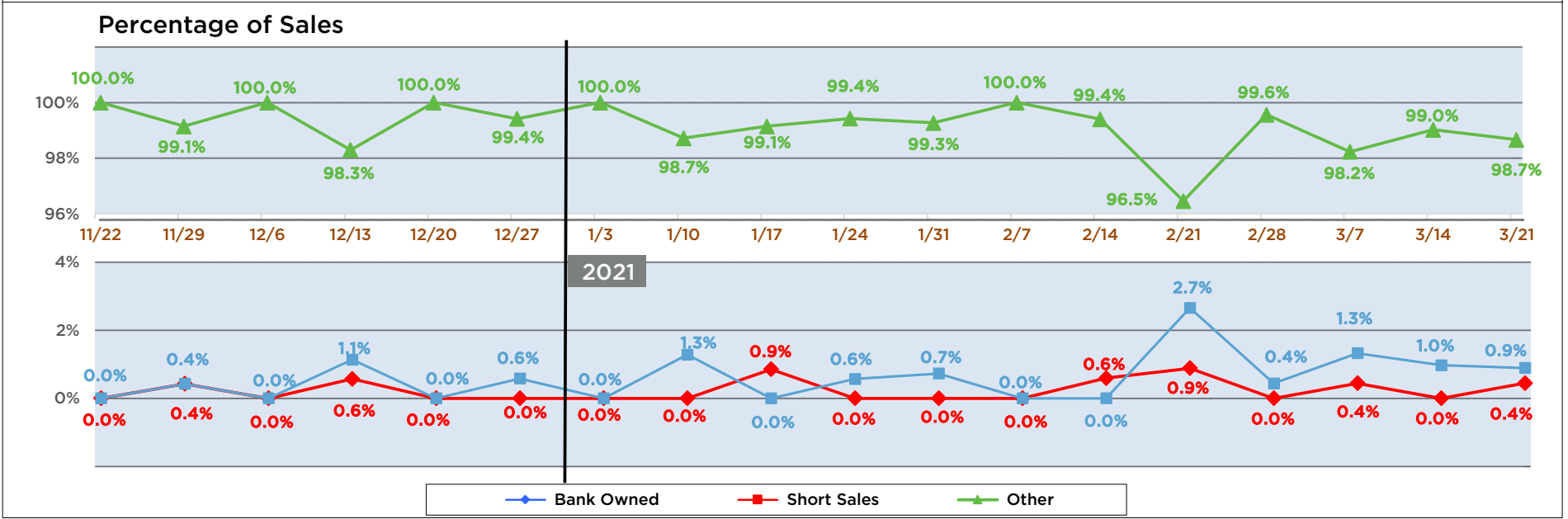
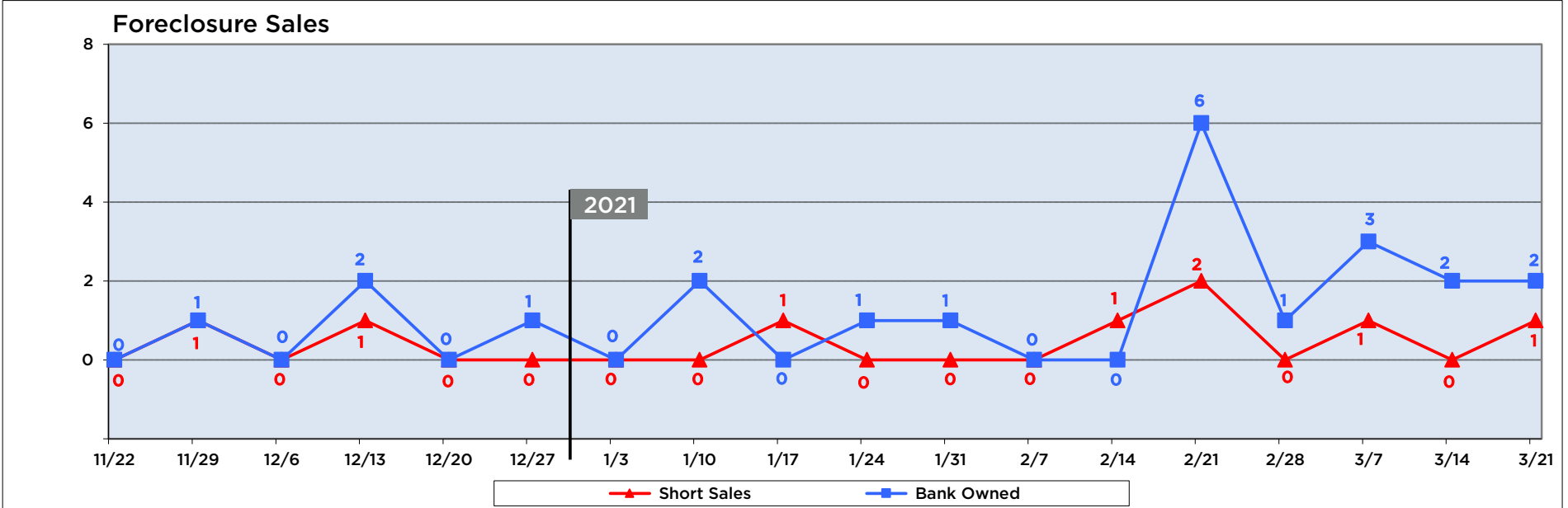
	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	224	158	31	26	5	3	1
Bank Owned	2	2	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	221	155	31	26	5	3	1
Active Listings	1,364	898	149	222	47	34	14
Bank Owned	12	10	1	1	0	0	0
Short Sales	5	4	0	1	0	0	0
Other	1,347	884	148	220	47	34	14
Months of Inventory	1	1	1	2	2	3	3
List Price							
Average Original List Price	\$233,806	\$172,508	\$277,570	\$365,876	\$450,978	\$664,667	\$2,750,000
Average Final List Price	\$230,894	\$170,434	\$273,144	\$360,208	\$449,976	\$653,000	\$2,750,000
Sale Price							
Average Price	\$226,018	\$166,073	\$270,111	\$353,987	\$440,000	\$637,167	\$2,700,000
Median Price	\$189,750	\$170,000	\$270,000	\$352,500	\$435,000	\$567,500	\$2,700,000
Price Differences							
Original to Final List Price	-\$2,912	-\$2,074	-\$4,426	-\$5,668	-\$1,002	-\$11,667	\$0
Original List to Sale Price - \$	-\$7,788	-\$6,435	-\$7,459	-\$11,889	-\$10,978	-\$27,500	-\$50,000
Final List to Sale Price - \$	-\$4,876	-\$4,361	-\$3,033	-\$6,221	-\$9,976	-\$15,833	-\$50,000
Original List to Sale Price - %	96.67%	96.27%	97.31%	96.75%	97.57%	95.86%	98.18%
Final List to Sale Price - %	97.89%	97.44%	98.89%	98.27%	97.78%	97.58%	98.18%
Days on the Market							
Avg Days Listing to Contract	61	61	60	54	74	84	11
Combined Avg Days to Contract	71	70	72	79	89	84	11
Avg Days Listing to Closing	95	95	95	90	105	123	61
Avg Days Contract to Close	37	38	36	37	32	40	52
Beds / Baths							
Average Bedrooms	3	2	3	3	4	2	2
Average Full Baths	2	2	2	2	3	2	2
Average Half Baths	0	0	1	1	0	1	1
Square Footage							
Average Square Feet	1,422	1,231	1,699	1,887	2,361	2,060	4,244

Condos, Townhomes, Villas

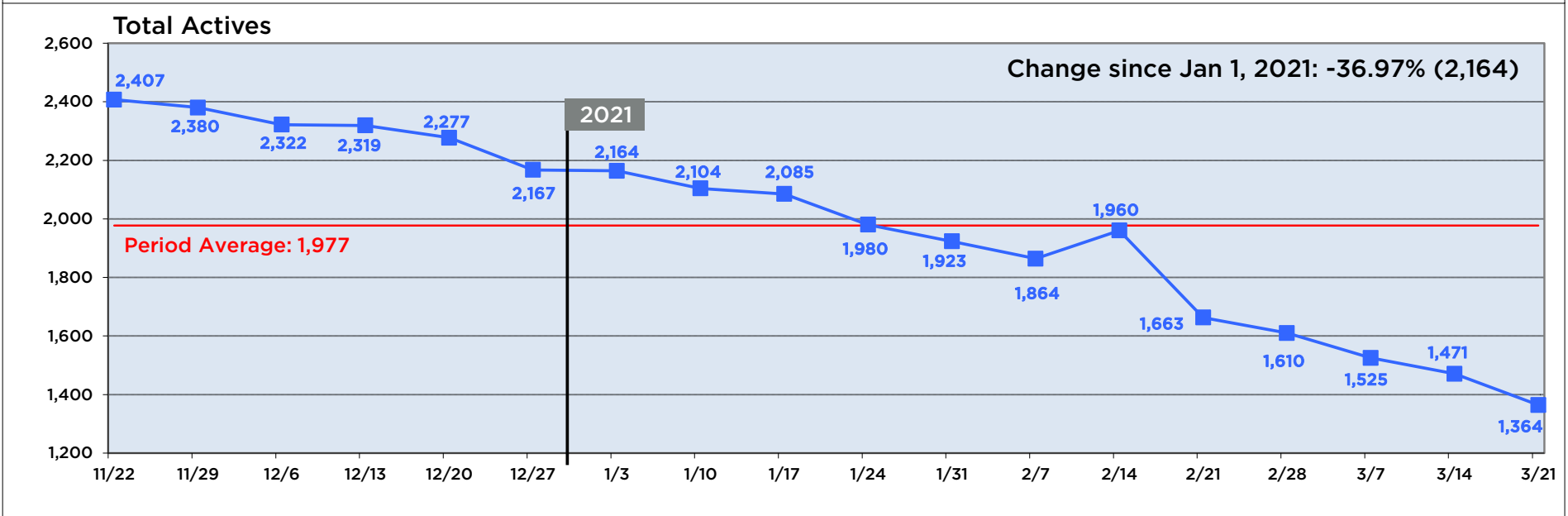
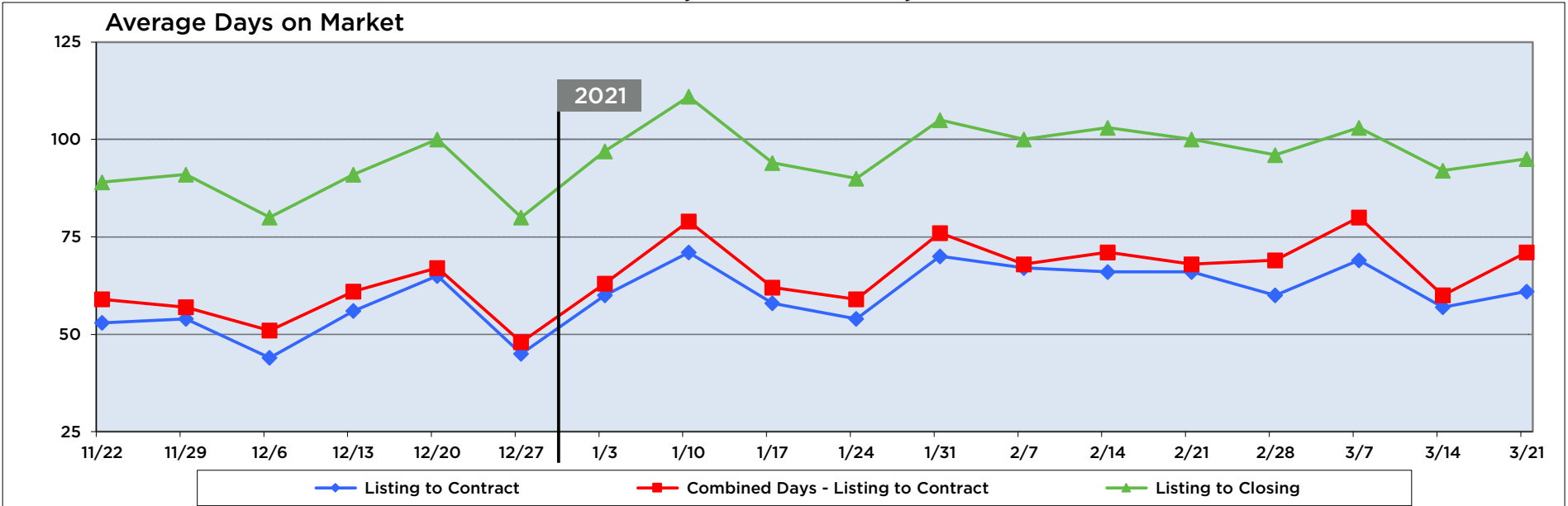




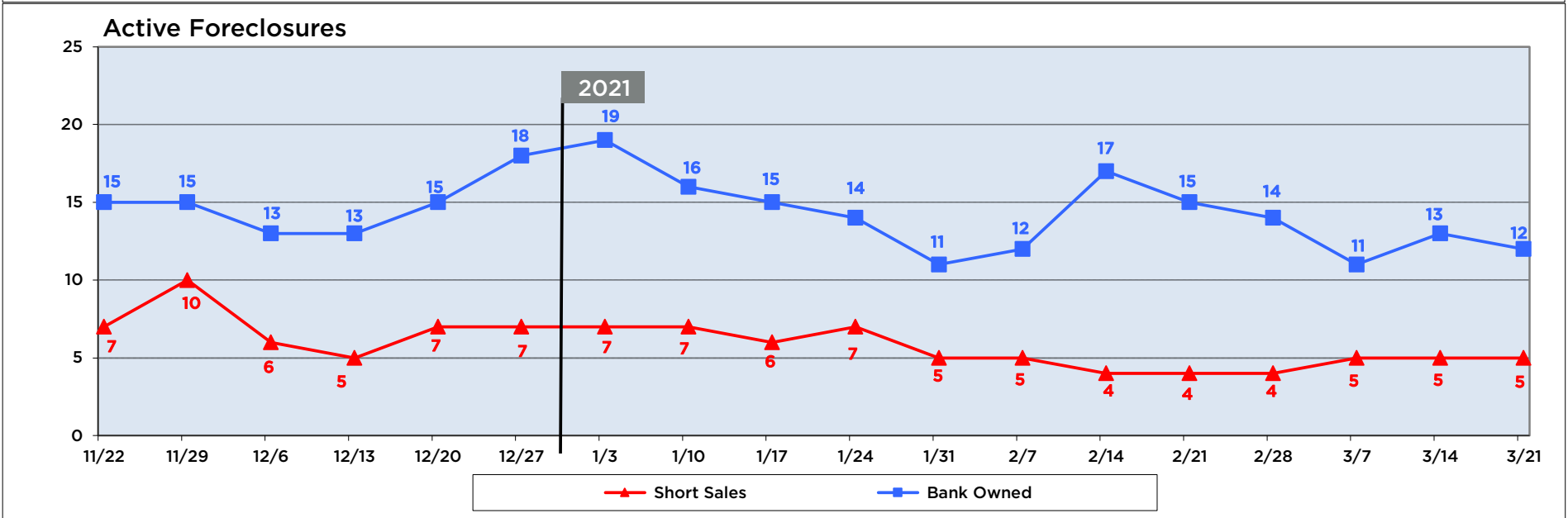
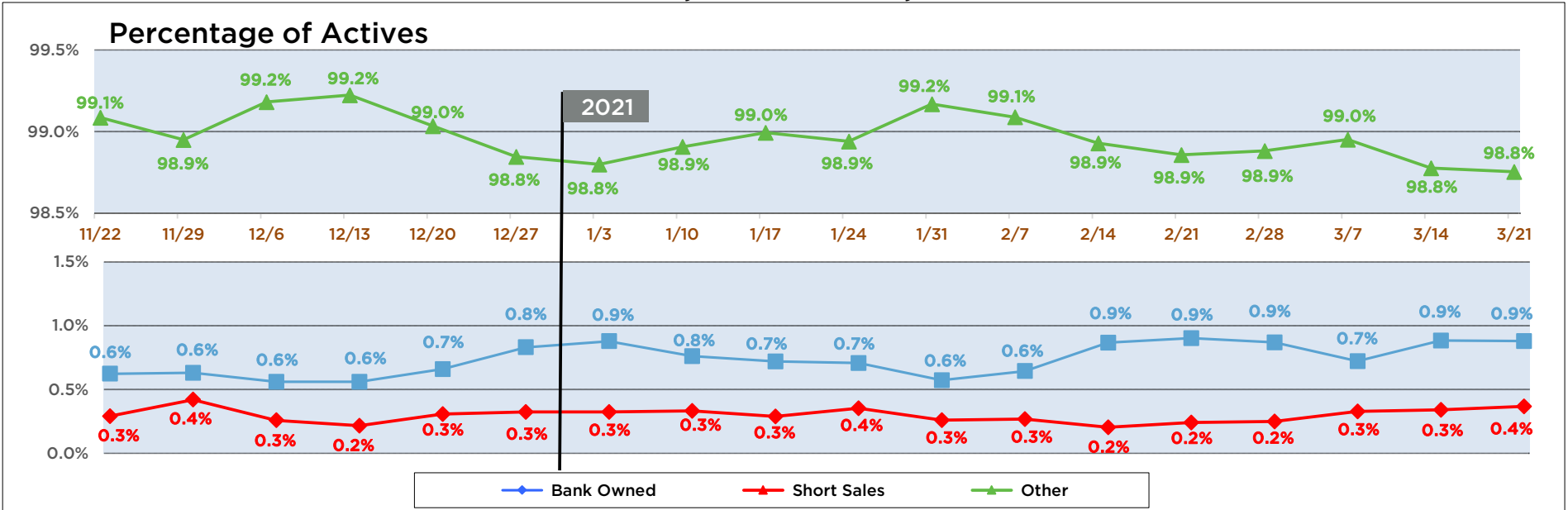
Condos, Townhomes, Villas



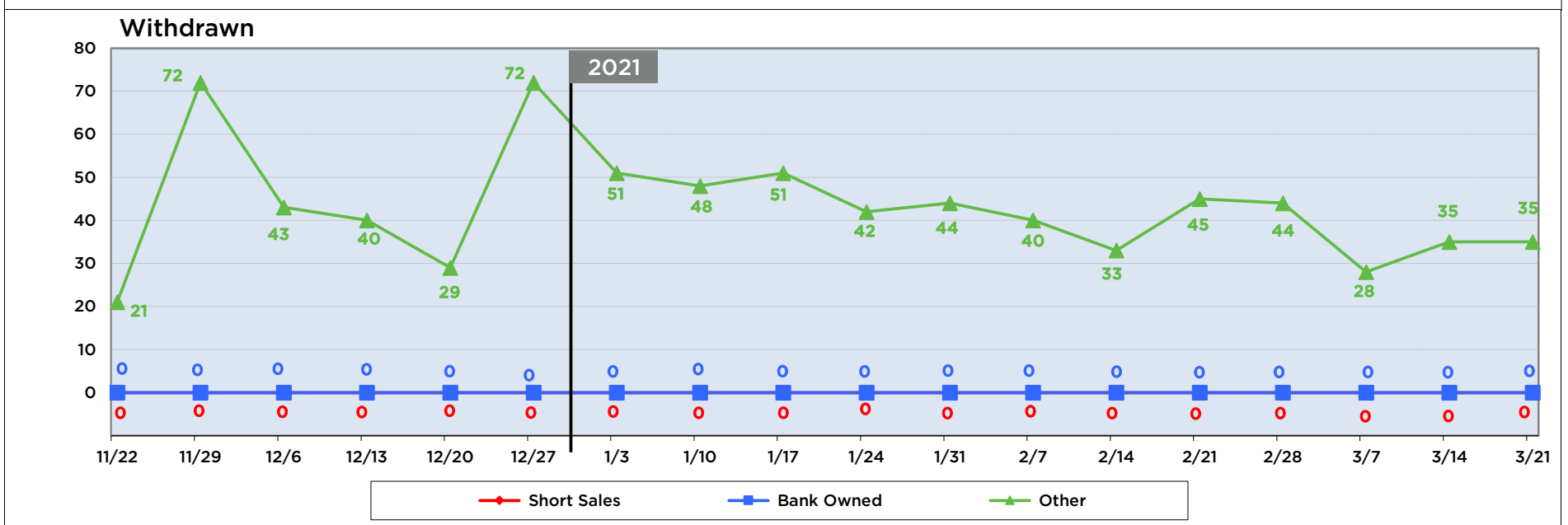
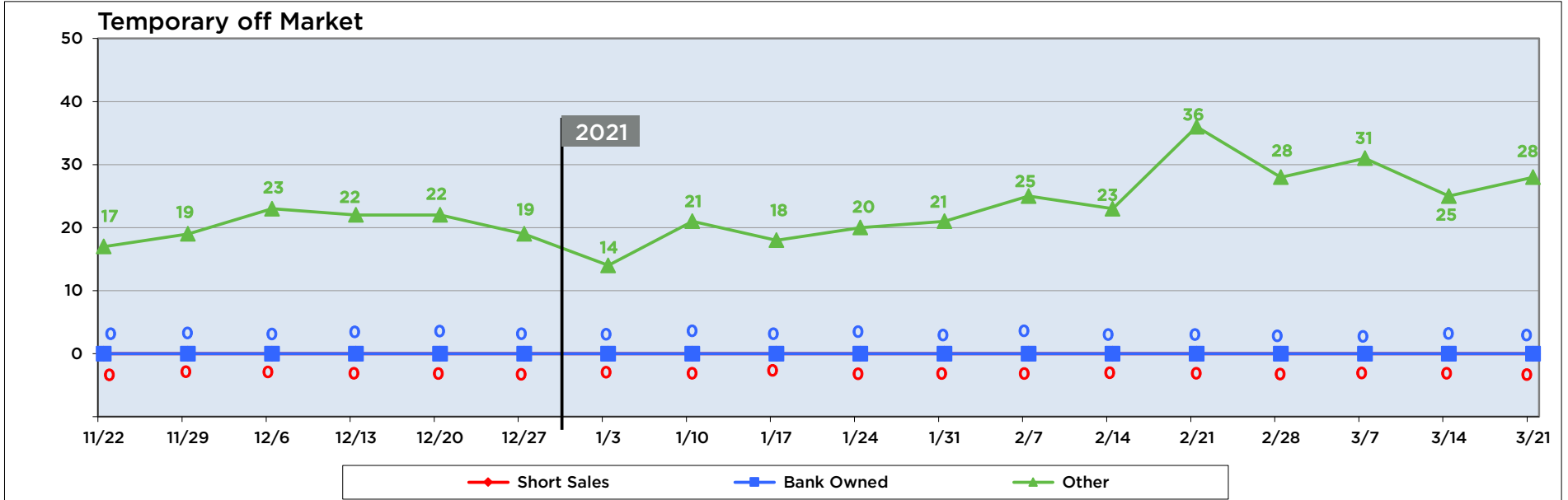
Condos, Townhomes, Villas



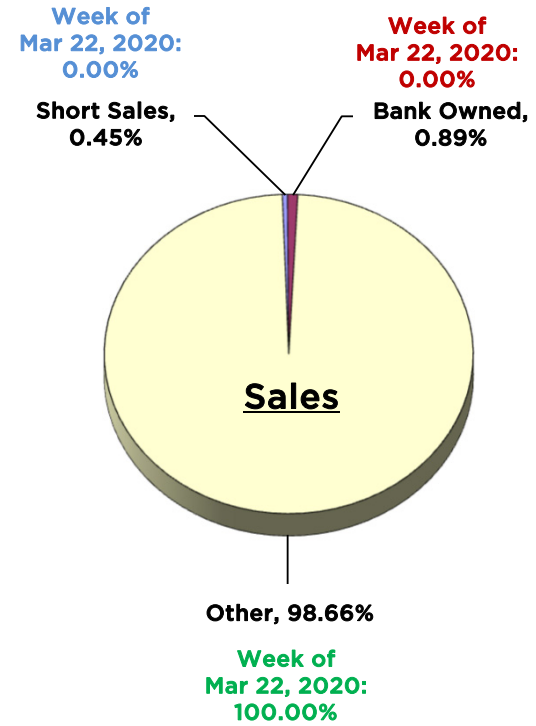
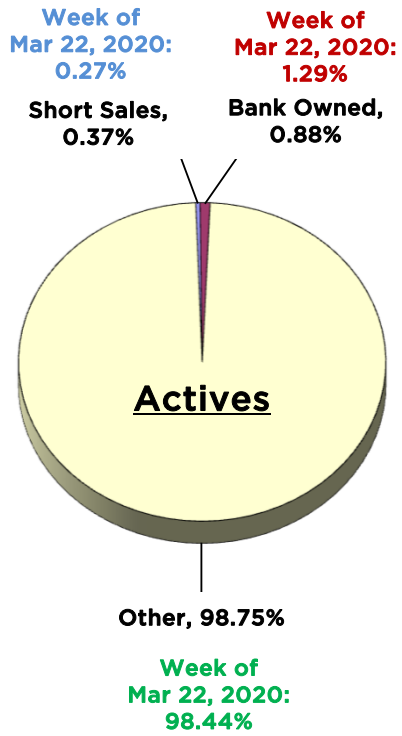
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 14 Condos, Townhomes, or Villas available for the Median Price of \$189,750? (± \$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							
Sanford / Lake Forest	32771	1	\$189,900	3.0	2.0	1,333	\$142.46
Orange County							
Orlando (Downtown)	32801	1	\$189,900	2.0	2.0	1,115	\$170.31
Orlo Vista	32811	1	\$190,000	2.0	2.0	1,004	\$189.24
Sand Lake / Bay Hill	32819	1	\$189,900	2.0	2.0	583	\$325.73
Williamsburg / Lake Bryan	32821	4	\$189,950	2.0	2.0	983	\$193.23
Rio Pinar / Union Park	32825	1	\$189,900	2.0	1.0	952	\$199.47
Hunters Creek	32837	3	\$189,933	2.0	2.0	1,116	\$170.19
Osceola County							
Kissimmee / Celebration	34747	2	\$189,900	2.0	2.0	1,030	\$184.37