



Monday Morning Quarterback Summary

Week of September 12, 2021 - September 18, 2021

Single-family existing homes

- Sales of single-family homes increased to 593 during the week of Sep 12, from 508 the week prior
- The median price of single family homes increased to \$360,000, a change of 2.9%
- The number of single-family home foreclosure transactions increased to 7 last week, from 2 the week of Sep 5
- The number of single-family home short-sale transactions decreased to 2 from 3 the week prior
- Single-family inventory decreased by 27, and now sits at 2,916

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 223 during the week of Sep 12, from 147 the week prior
- The median price of condos, townhomes, and villas remains constant at \$220,000
- The number of condo, townhome and villa foreclosure transactions remains constant at 0
- The number of condo, townhome and villa short-sale transactions remains constant at 1
- Condo inventory decreased by 10, and now sits at 1,050

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

Monday Morning Quarterback
09/12/2021 - 09/18/2021
Lake, Orange, Osceola & Seminole Counties

Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	593	90	77	194	105	108	19
Bank Owned	7	3	1	2	1	0	0
Short Sales	2	0	0	1	1	0	0
Other	584	87	76	191	103	108	19
Active Listings	2,916	419	251	694	465	787	300
Bank Owned	13	6	2	3	1	1	0
Short Sales	3	0	2	0	0	0	1
Other	2,900	413	247	691	464	786	299
Months of Inventory	1	1	1	1	1	2	4

List Price

Average Original List Price	\$459,580	\$198,668	\$278,088	\$346,136	\$442,492	\$644,869	\$2,630,526
Average Final List Price	\$455,785	\$196,490	\$277,080	\$344,504	\$438,741	\$637,322	\$2,606,789

Sale Price

Average Price	\$449,727	\$192,498	\$277,481	\$346,200	\$437,772	\$634,673	\$2,438,079
Median Price	\$360,000	\$205,500	\$277,000	\$345,500	\$432,500	\$605,750	\$1,375,000

Price Differences

Original to Final List Price	-\$3,795	-\$2,178	-\$1,008	-\$1,632	-\$3,751	-\$7,547	-\$23,737
Original List to Sale Price - \$	-\$9,853	-\$6,170	-\$607	\$64	-\$4,720	-\$10,196	-\$192,447
Final List to Sale Price - \$	-\$6,058	-\$3,992	\$401	\$1,696	-\$969	-\$2,649	-\$168,710
Original List to Sale Price - %	97.86%	96.89%	99.78%	100.02%	98.93%	98.42%	92.68%
Final List to Sale Price - %	98.67%	97.97%	100.14%	100.49%	99.78%	99.58%	93.53%

Days on the Market

Avg Days Listing to Contract	25	22	25	20	35	21	53
Combined Avg Days to Contract	26	25	25	20	35	22	70
Avg Days Listing to Closing	62	64	61	54	70	59	95
Avg Days Contract to Close	36	42	35	34	34	38	41

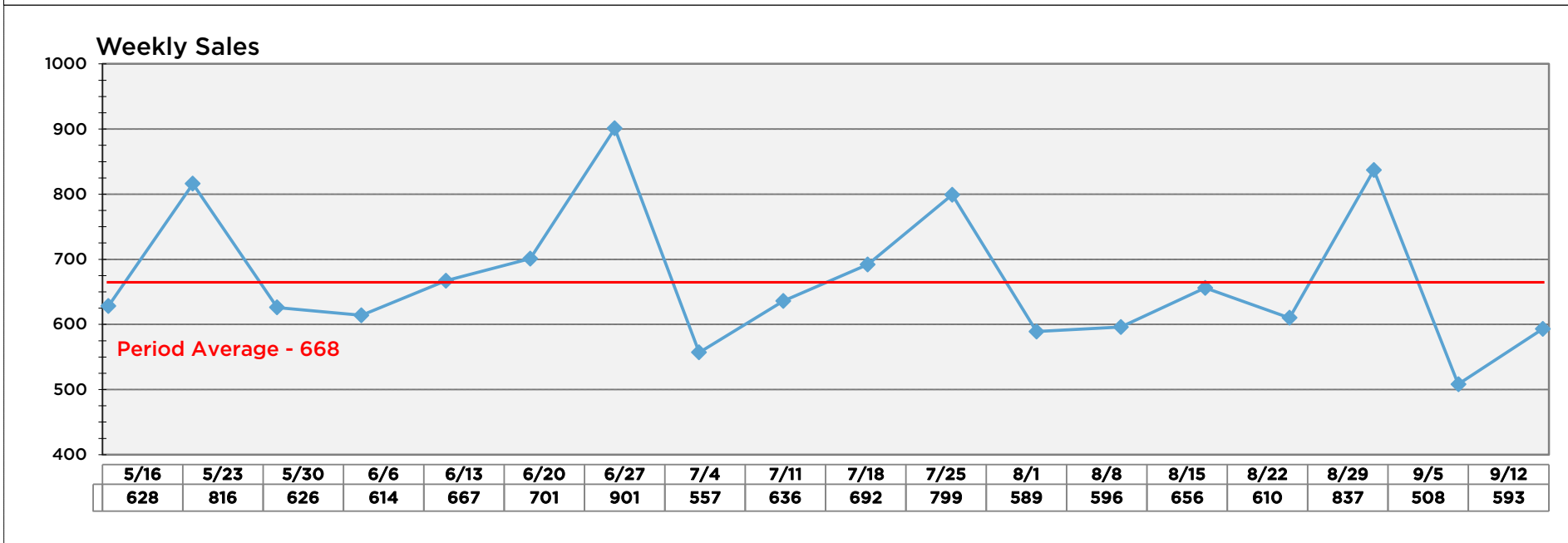
Beds / Baths

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

Square Footage

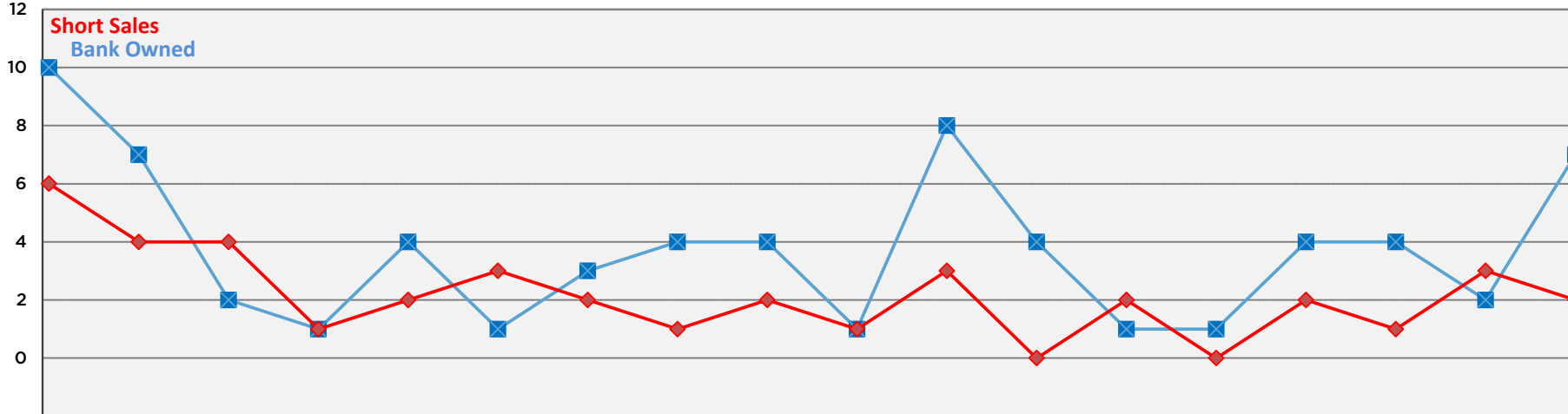
Average Square Feet	2,117	1,249	1,451	1,843	2,348	2,987	5,504
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Single Family Homes



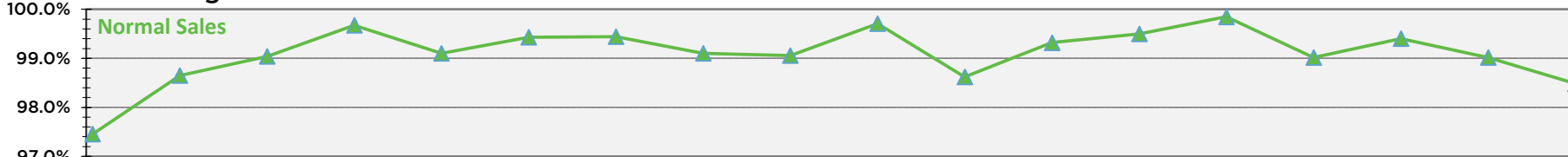
Single Family Homes

Foreclosure Sales



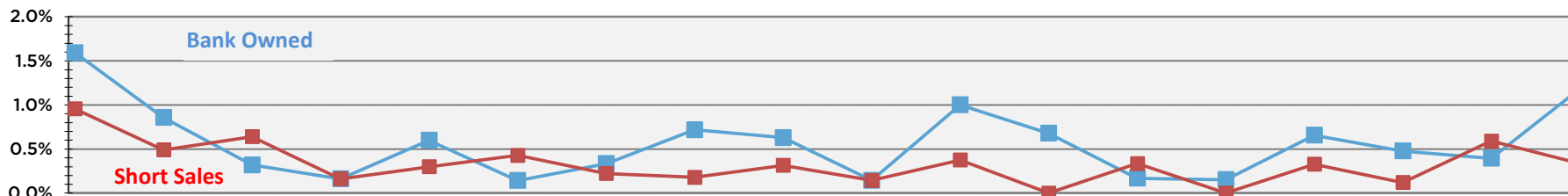
BO	10	7	2	1	4	1	3	4	4	1	8	4	1	1	4	4	2	7
SS	6	4	4	1	2	3	2	1	2	1	3	0	2	0	2	1	3	2

Percentage of Sales



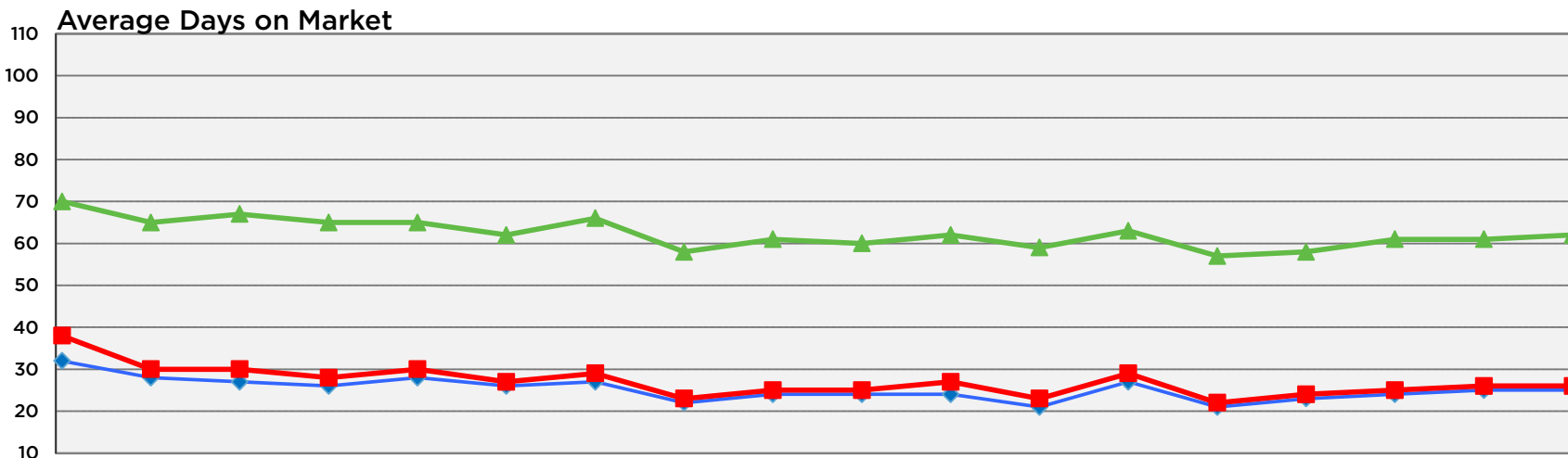
Normal Sales	97.5%	98.7%	99.0%	99.7%	99.1%	99.4%	99.4%	99.1%	99.1%	99.7%	98.6%	99.3%	99.5%	99.8%	99.0%	99.4%	99.0%	98.5%
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Bank Owned

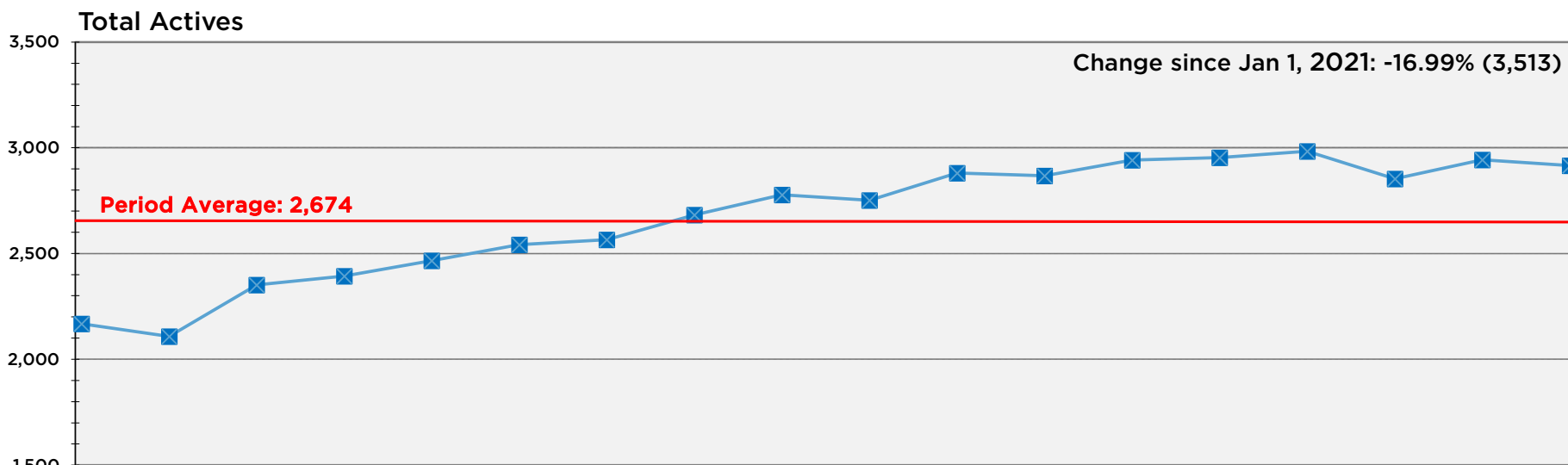


BO	1.6%	0.9%	0.3%	0.2%	0.6%	0.1%	0.3%	0.7%	0.6%	0.1%	1.0%	0.7%	0.2%	0.2%	0.7%	0.5%	0.4%	1.2%
SS	1.0%	0.5%	0.6%	0.2%	0.3%	0.4%	0.2%	0.2%	0.3%	0.1%	0.4%	0.0%	0.3%	0.0%	0.3%	0.1%	0.6%	0.3%

Single Family Homes



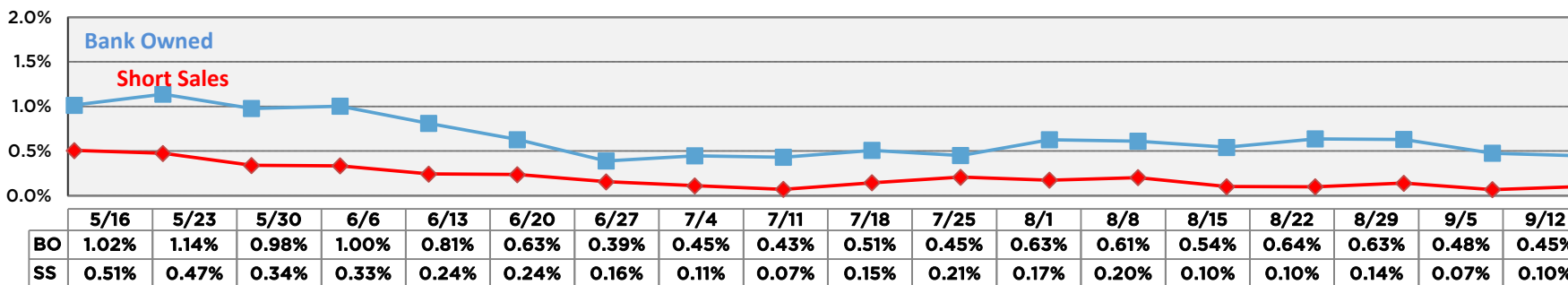
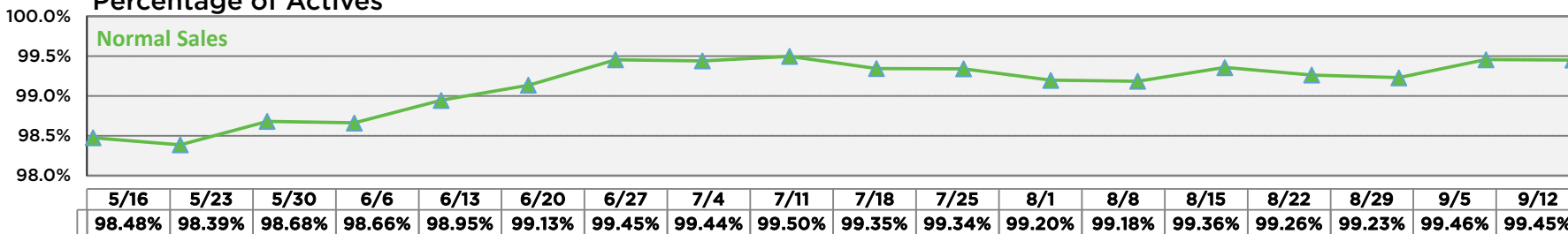
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ListToContract	32	28	27	26	28	26	27	22	24	24	24	21	27	21	23	24	25	25
CombDaysOnMkt	38	30	30	28	30	27	29	23	25	25	27	23	29	22	24	25	26	26
ListToClose	70	65	67	65	65	62	66	58	61	60	62	59	63	57	58	61	61	62



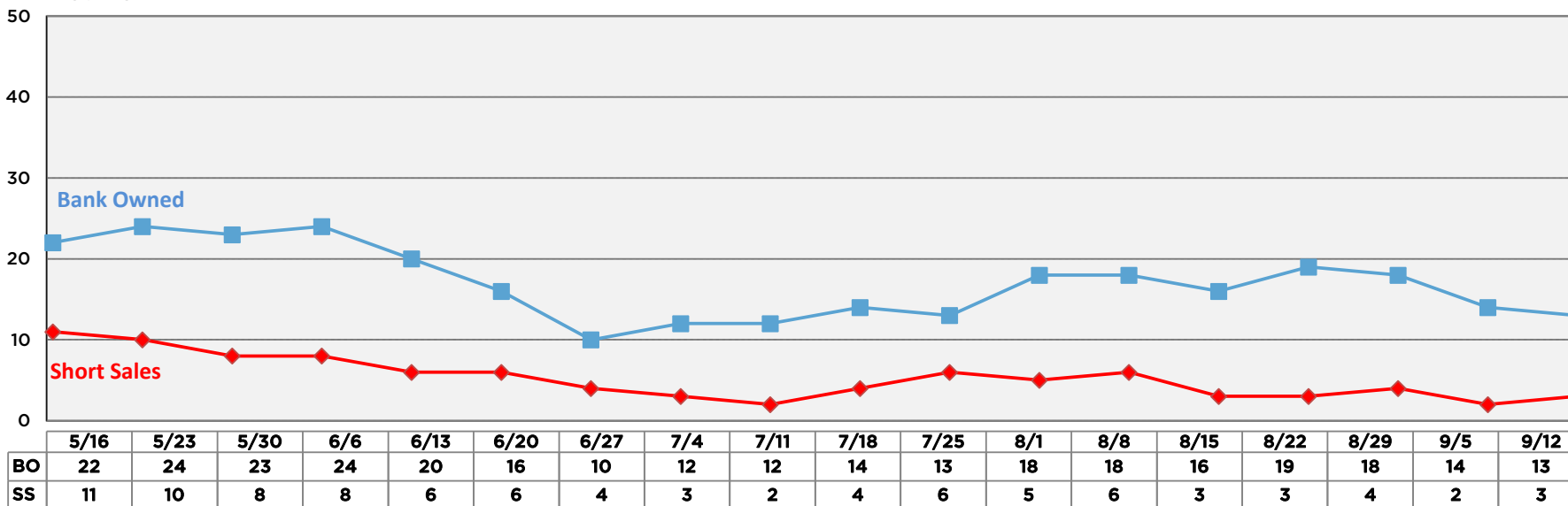
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Total Actives	2,167	2,108	2,351	2,393	2,466	2,541	2,565	2,682	2,777	2,751	2,881	2,867	2,942	2,953	2,984	2,853	2,943	2,916

Single Family Homes

Percentage of Actives

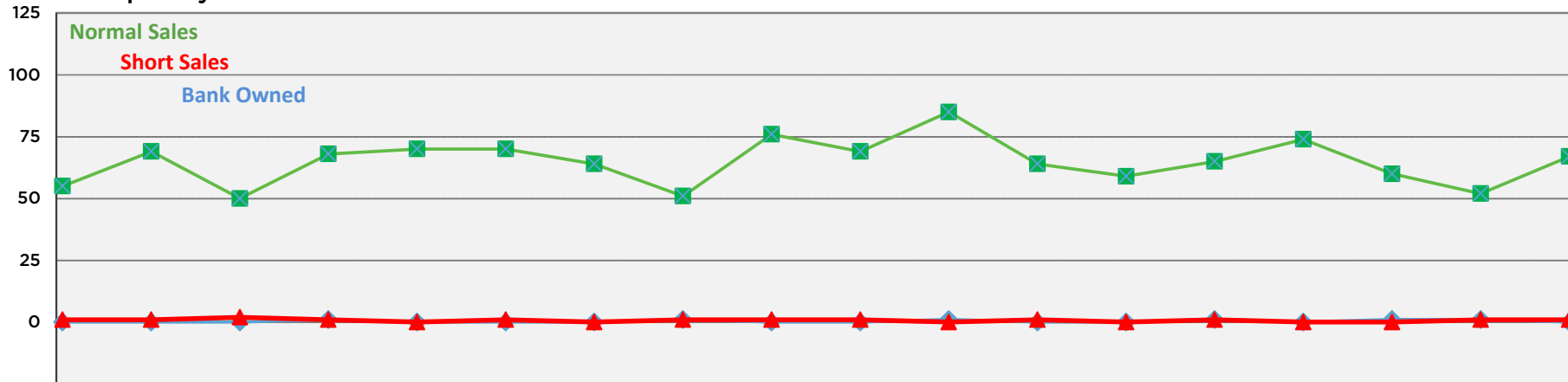


Active Foreclosures



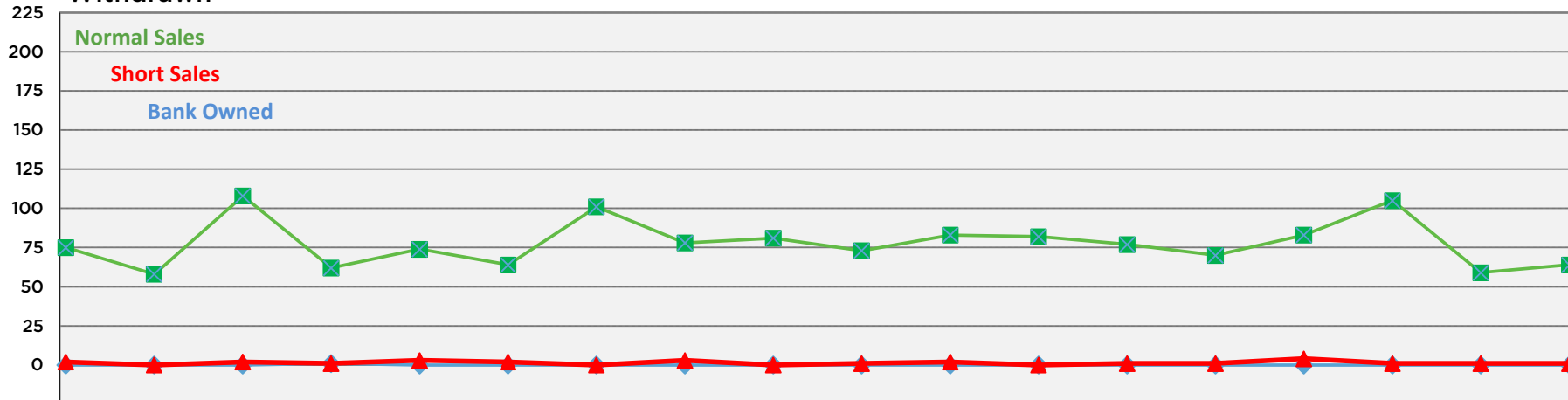
Single Family Homes

Temporary Off Market



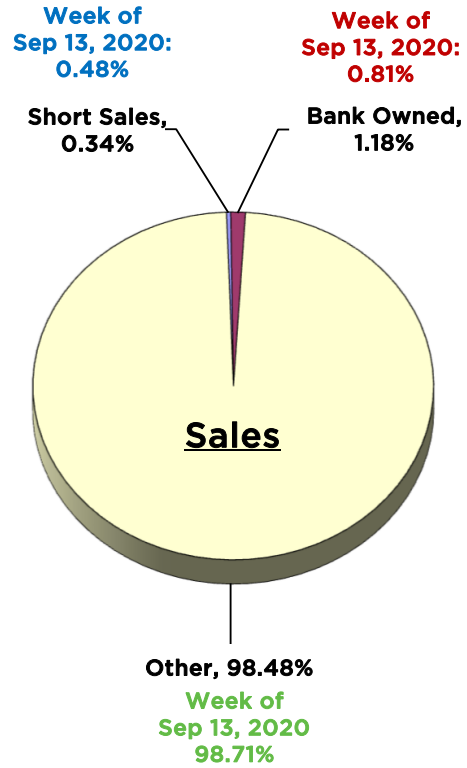
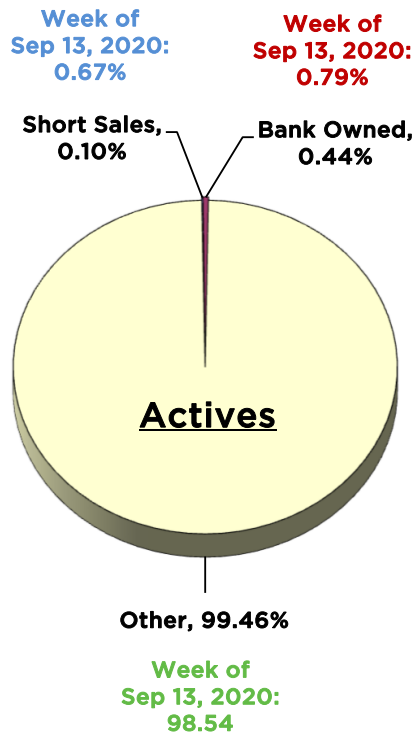
	5/16	5/23	5/30	6/6	6/13	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12
Norm	55	69	50	68	70	70	64	51	76	69	85	64	59	65	74	60	52	67
BO	0	0	0	1	0	0	0	1	0	0	1	0	0	1	0	1	1	0
SS	1	1	2	1	0	1	0	1	1	1	0	1	0	1	0	0	1	1

Withdrawn



	5/16	5/23	5/30	6/6	6/13	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12
Norm	75	58	108	62	74	64	101	78	81	73	83	82	77	70	83	105	59	64
BO	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SS	2	0	2	1	3	2	0	3	0	1	2	0	1	1	4	1	1	1

Single Family Homes



Where are the 23 Single Family Homes available for the Median Price of \$360,000? (± \$500)

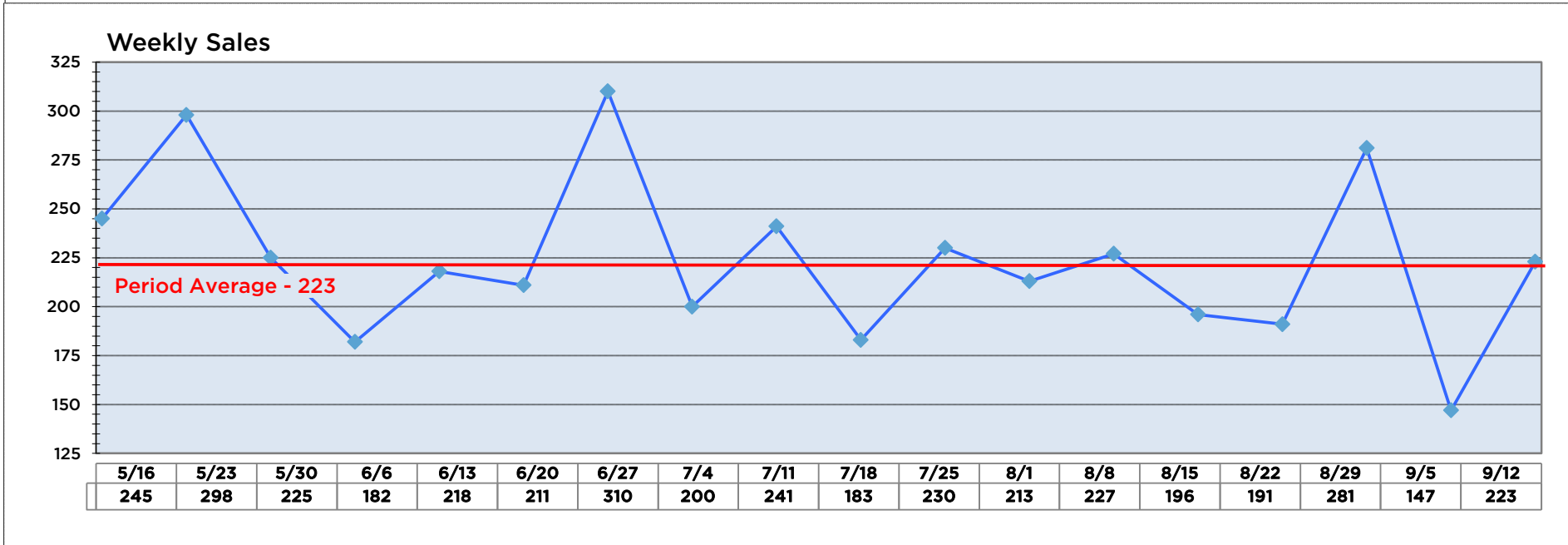
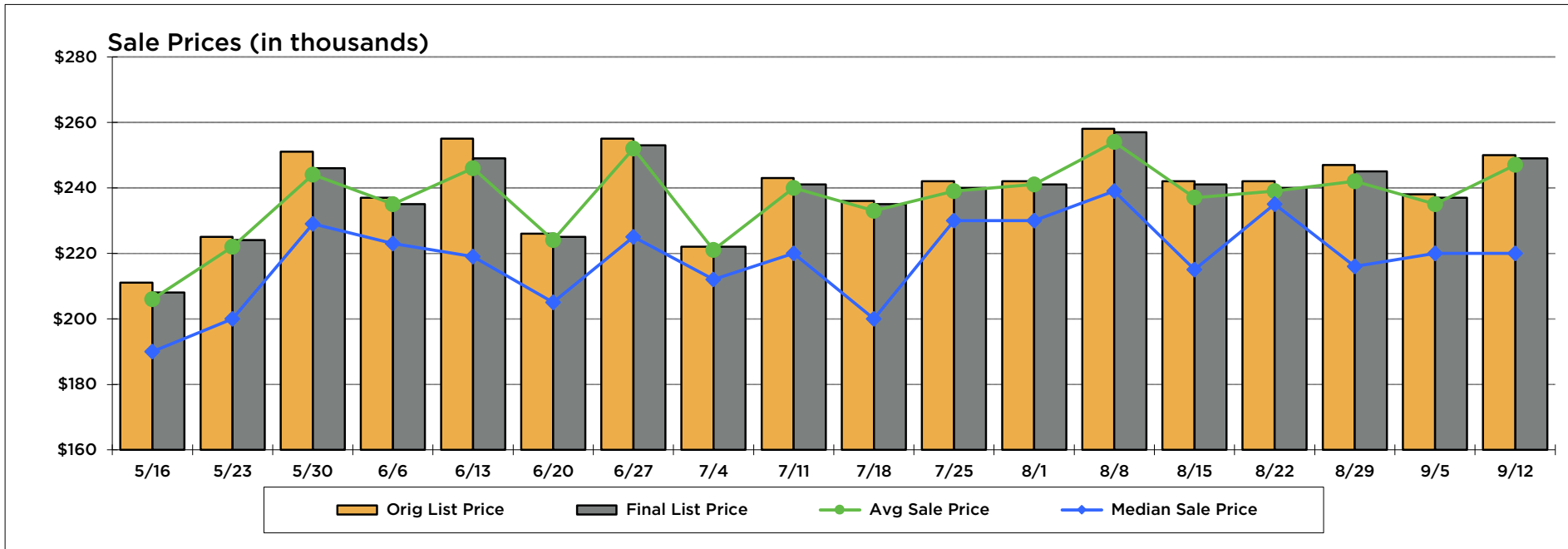
County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		4	\$359,938	3.3	2.3	1,742	\$206.59
Winter Springs / Tuskawilla	32708	1	\$359,900	3.0	2.0	1,572	\$228.94
Altamonte Springs / Forest City	32714	1	\$359,900	4.0	3.0	2,217	\$162.34
Lake Mary / Heathrow	32746	2	\$359,975	3.0	2.0	1,590	\$226.40
Orange County		9	\$359,954	3.1	1.9	1,777	\$202.61
Apopka / Hunt Club	32703	1	\$359,990	4.0	3.0	2,500	\$144.00
Apopka (North)	32712	1	\$360,000	2.0	1.0	1,244	\$289.39
Winter Park (East) / Aloma	32792	1	\$360,000	3.0	2.0	1,732	\$207.85
Colonialtown	32803	1	\$360,000	2.0	1.0	1,224	\$294.12
Conway	32812	1	\$360,000	3.0	2.0	1,723	\$208.94
Rio Pinar / Union Park	32825	1	\$359,800	4.0	2.0	2,193	\$164.07
Research Park	32826	1	\$359,800	4.0	2.0	1,877	\$191.69
Wedgfield	32833	1	\$360,000	3.0	2.0	1,620	\$222.22
Hunters Creek	32837	1	\$360,000	3.0	2.0	1,876	\$191.90
Osceola County		6	\$359,961	3.7	2.0	2,102	\$171.29
Davenport	33896	1	\$360,000	3.0	2.0	1,880	\$191.49
Kissimmee / Buena Ventura Lakes	34743	1	\$359,975	4.0	2.0	1,842	\$195.43
Kissimmee (West) / Pleasant Hill	34746	1	\$359,900	3.0	2.0	2,020	\$178.17
Kissimmee / Poinciana	34758	1	\$359,900	4.0	2.0	2,847	\$126.41
St Cloud / Canoe Creek	34772	2	\$359,995	4.0	2.0	2,010	\$179.10
Lake County		4	\$359,925	3.0	2.0	2,033	\$177.06
Lady Lake / The Villages	32159	1	\$360,000	3.0	2.0	2,226	\$161.73
Eustis (West)	32726	1	\$359,900	3.0	2.0	1,892	\$190.22
Howey in the Hills	34737	1	\$359,900	3.0	2.0	1,894	\$190.02
Leesburg (West)	34748	1	\$359,900	3.0	2.0	2,119	\$169.84

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09/12/2021 - 09/18/2021
Lake, Orange, Osceola & Seminole Counties

Condos, Townhomes, Villas

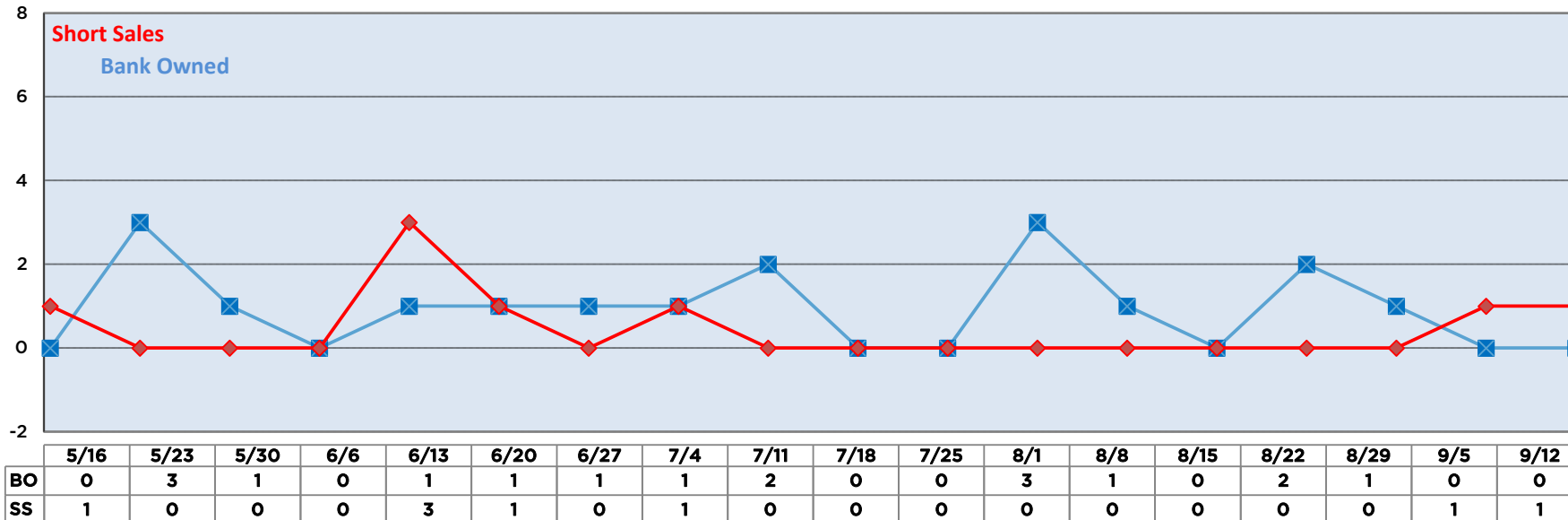
	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	223	124	44	34	12	8	1
Bank Owned	0	0	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	222	123	44	34	12	8	1
Active Listings	1,050	585	122	195	92	45	11
Bank Owned	4	2	0	2	0	0	0
Short Sales	5	5	0	0	0	0	0
Other	1,041	578	122	193	92	45	11
Months of Inventory	1	1	1	1	2	1	3
<i>List Price</i>							
Average Original List Price	\$249,573	\$162,886	\$272,357	\$359,132	\$441,483	\$558,119	\$1,500,000
Average Final List Price	\$249,414	\$161,828	\$271,418	\$359,988	\$438,150	\$595,369	\$1,350,000
<i>Sale Price</i>							
Average Price	\$246,941	\$160,812	\$268,784	\$356,506	\$434,292	\$583,500	\$1,300,000
Median Price	\$220,000	\$164,000	\$267,500	\$360,000	\$436,250	\$561,000	\$1,300,000
<i>Price Differences</i>							
<i>Original</i> to <i>Final</i> List Price	-\$159	-\$1,058	-\$939	\$856	-\$3,333	\$37,250	-\$150,000
<i>Original</i> List to <i>Sale</i> Price - \$	-\$2,632	-\$2,074	-\$3,573	-\$2,626	-\$7,191	\$25,381	-\$200,000
<i>Final</i> List to <i>Sale</i> Price - \$	-\$2,473	-\$1,016	-\$2,634	-\$3,482	-\$3,858	-\$11,869	-\$50,000
<i>Original</i> List to <i>Sale</i> Price - %	98.95%	98.73%	98.69%	99.27%	98.37%	104.55%	86.67%
<i>Final</i> List to <i>Sale</i> Price - %	99.01%	99.37%	99.03%	99.03%	99.12%	98.01%	96.30%
<i>Days on the Market</i>							
Avg Days Listing to Contract	30	28	32	19	26	104	48
Combined Avg Days to Contract	33	31	32	19	26	112	64
Avg Days Listing to Closing	65	61	68	55	67	135	108
Avg Days Contract to Close	34	33	35	35	40	30	58
<i>Beds / Baths</i>							
Average Bedrooms	3	2	3	3	4	3	3
Average Full Baths	2	2	2	2	3	3	3
Average Half Baths	0	0	1	1	1	1	1
<i>Square Footage</i>							
Average Square Feet	1,375	1,101	1,498	1,832	1,974	1,987	2,301

Condos, Townhomes, Villas

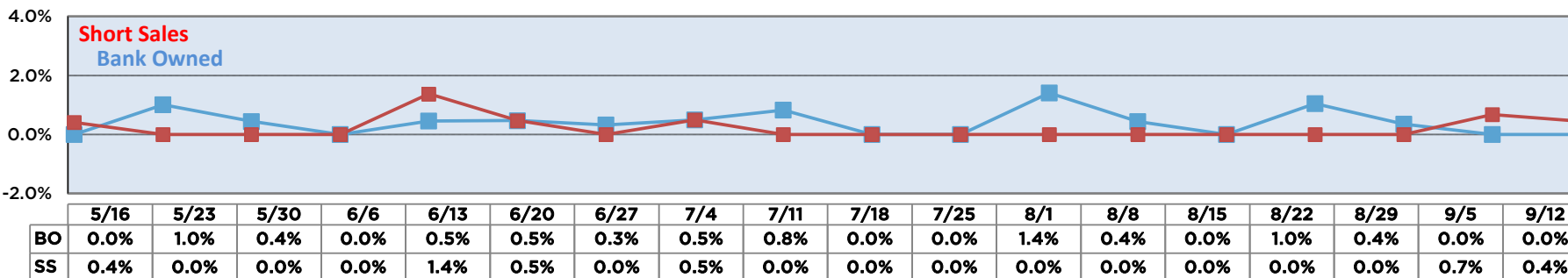
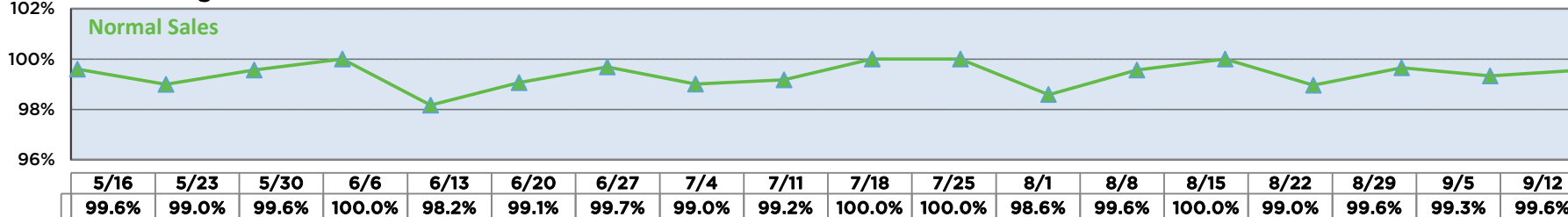


Condos, Townhomes, Villas

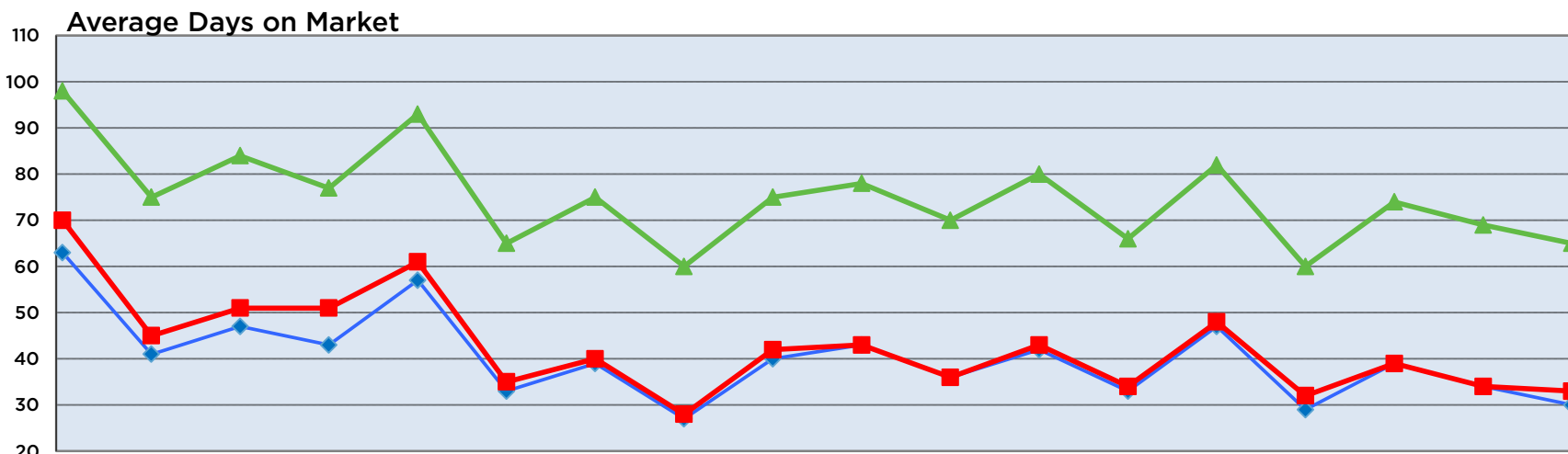
Foreclosure Sales



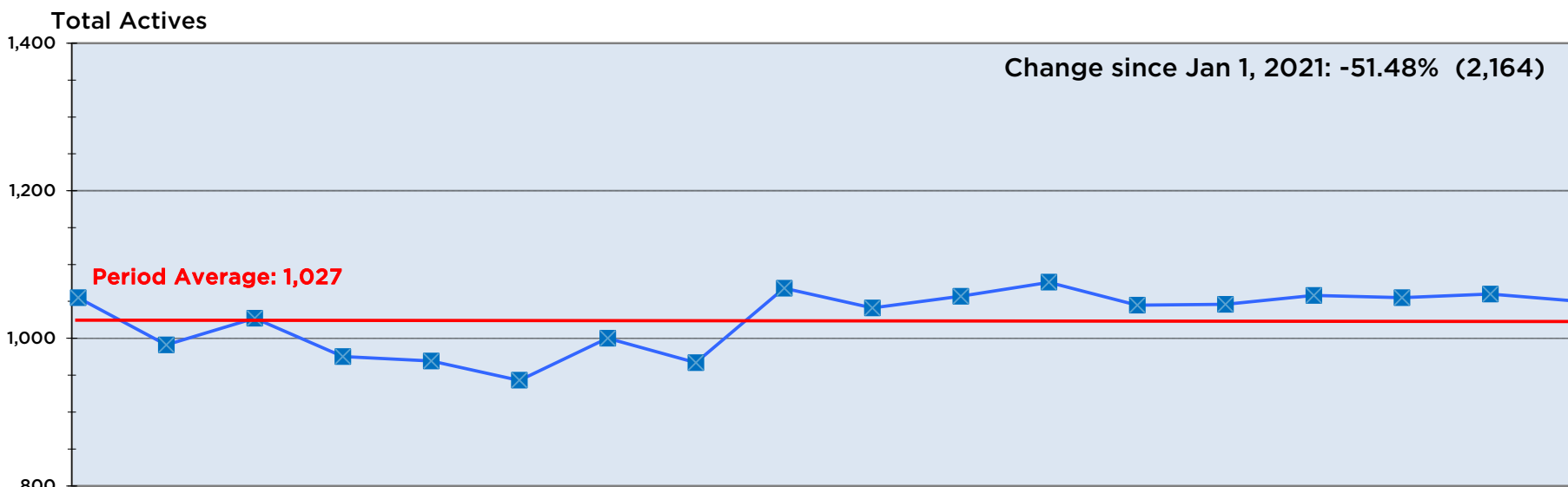
Percentage of Sales



Condos, Townhomes, Villas

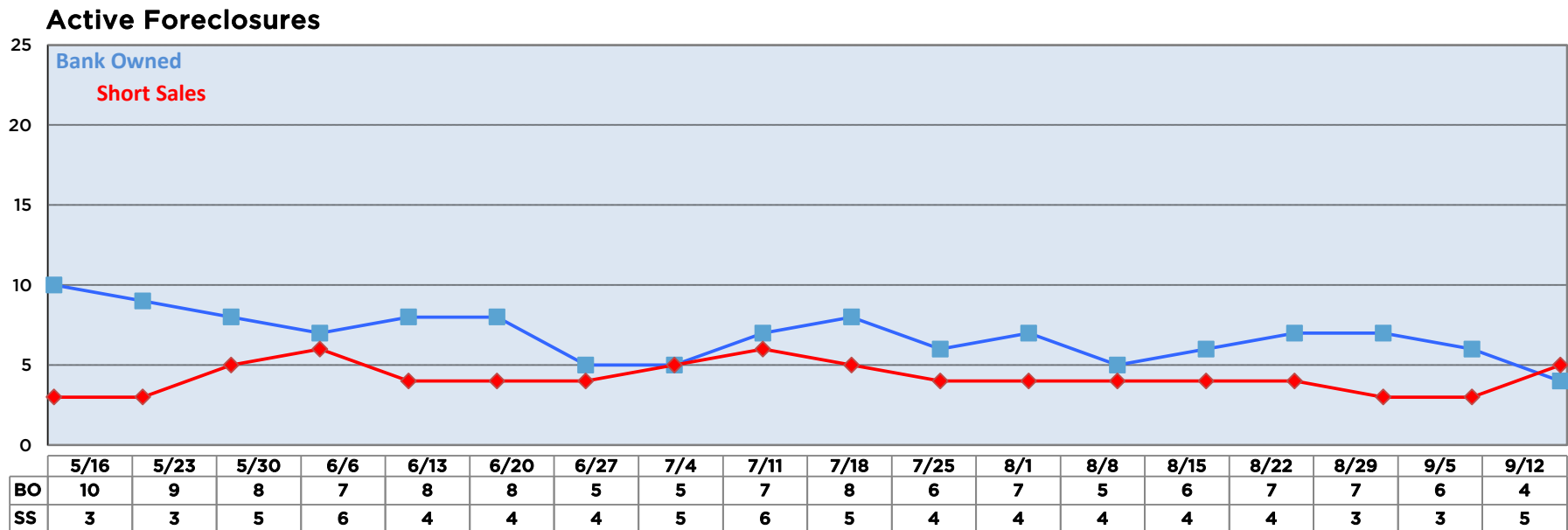
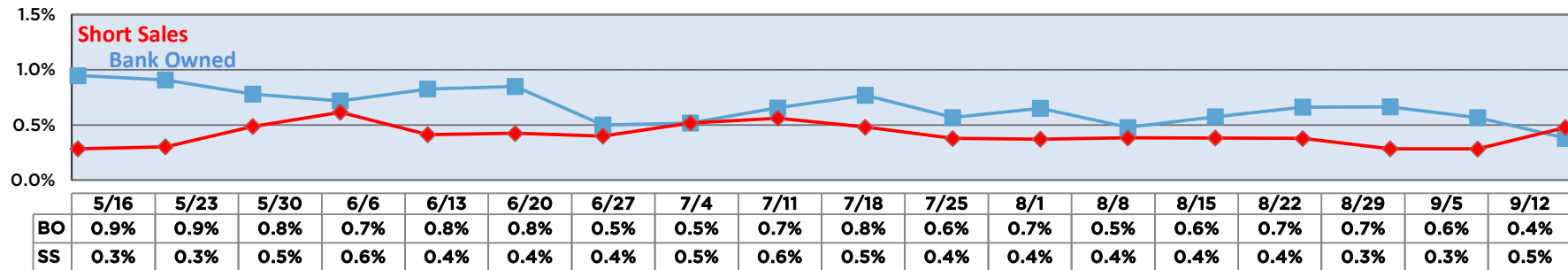
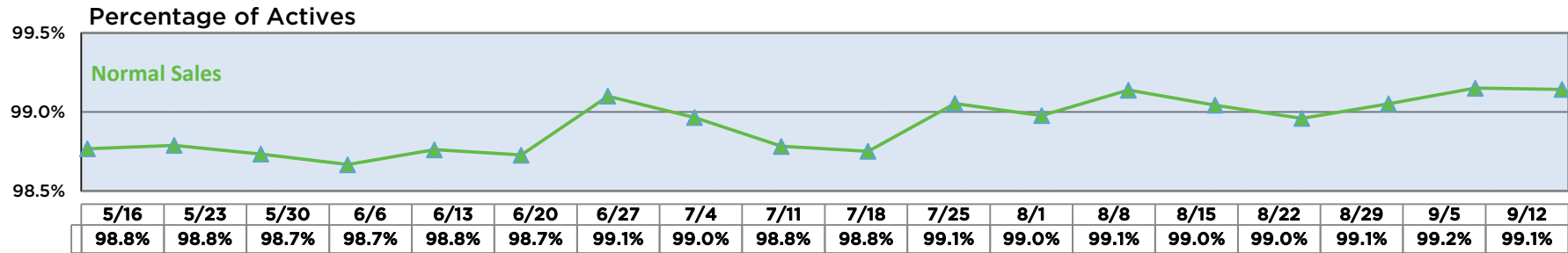


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ListToContract	63	41	47	43	57	33	39	27	40	43	36	42	33	47	29	39	34	30
CombDaysOnMkt	70	45	51	51	61	35	40	28	42	43	36	43	34	48	32	39	34	33
ListToClose	98	75	84	77	93	65	75	60	75	78	70	80	66	82	60	74	69	65



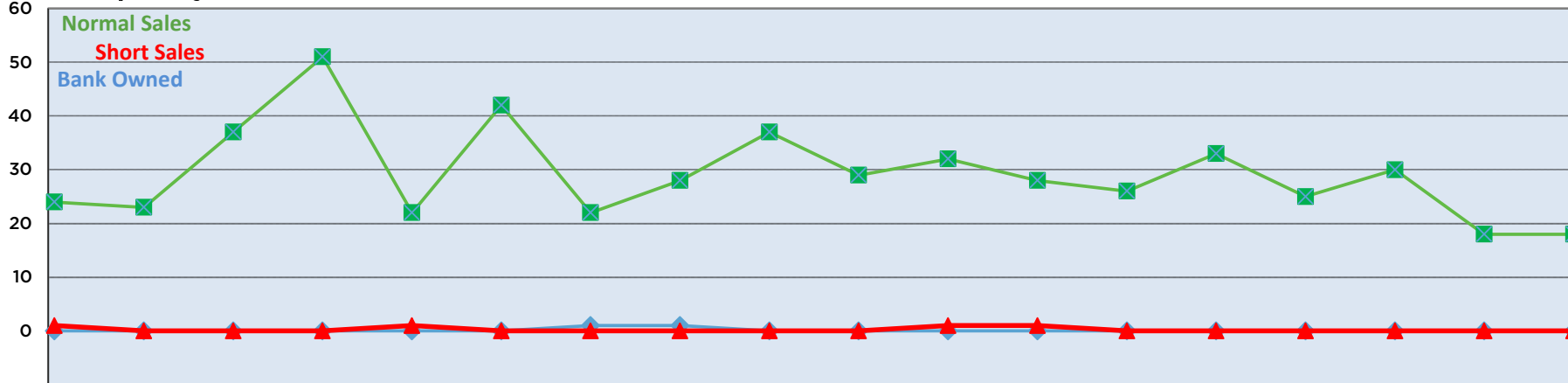
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Total Actives	1,055	991	1,027	975	969	943	1,000	967	1,068	1,041	1,057	1,076	1,045	1,046	1,058	1,055	1,060	1,050

Condos, Townhomes, Villas



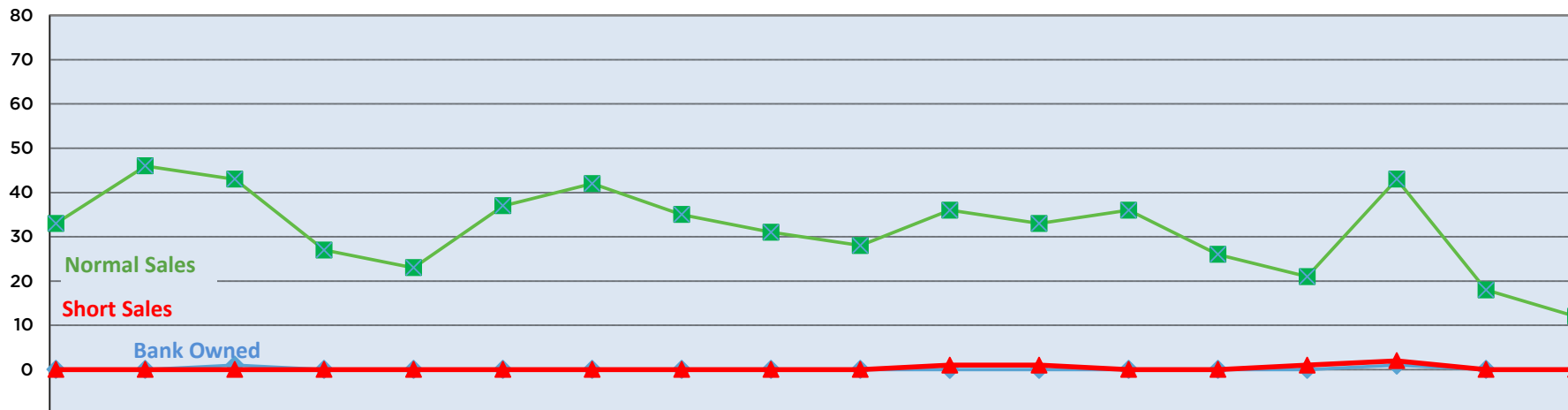
Condos, Townhomes, Villas

Temporary Off Market



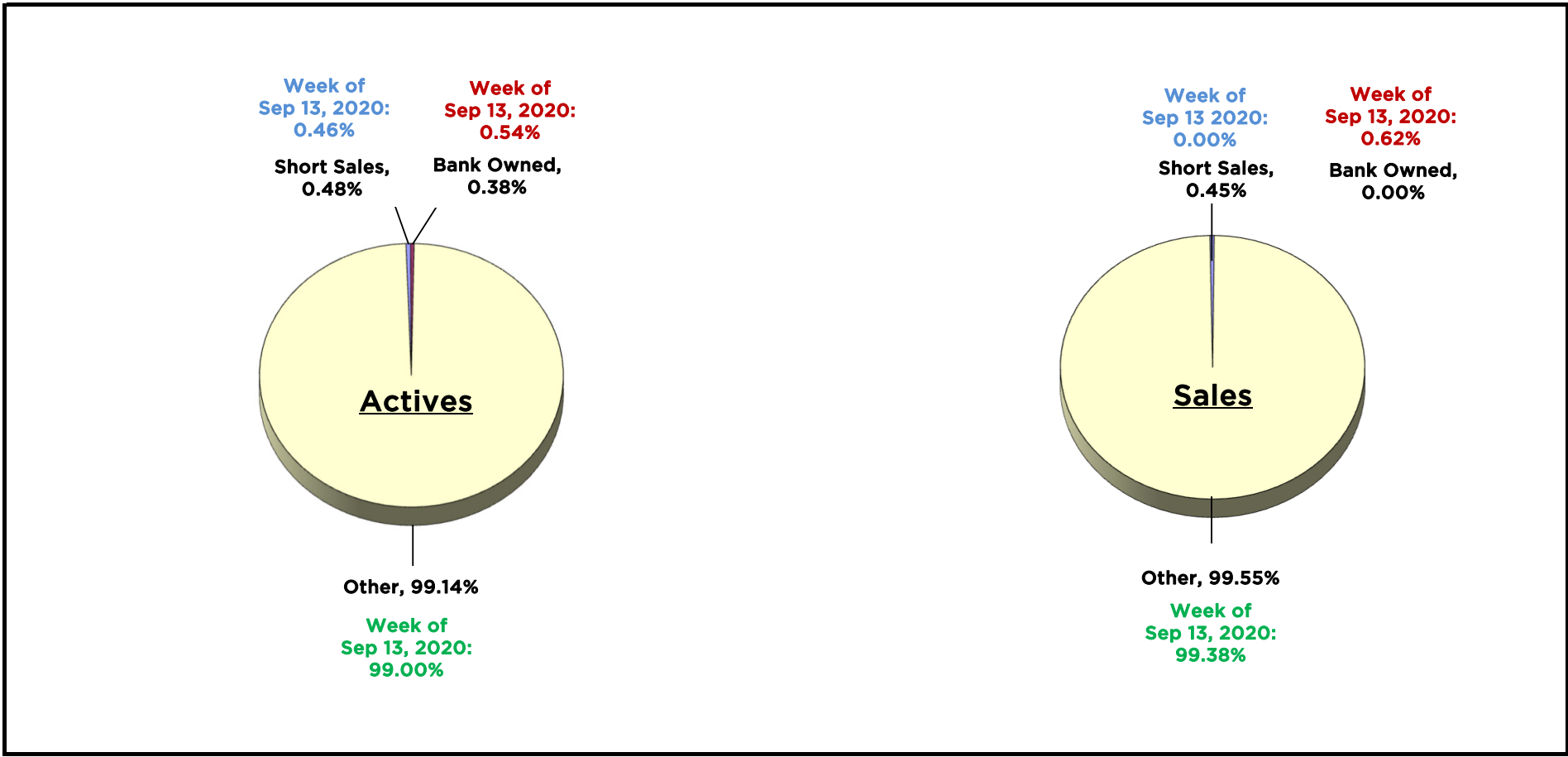
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Norm	24	23	37	51	22	42	22	28	37	29	32	28	26	33	25	30	18	18
BO	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0	0
SS	1	0	0	0	1	0	0	0	0	0	1	1	0	0	0	0	0	0

Withdrawn



	5/16	5/23	5/30	6/6	6/13	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12
Norm	33	46	43	27	23	37	42	35	31	28	36	33	36	26	21	43	18	12
BO	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0
SS	0	0	0	0	0	0	0	0	0	0	1	1	0	0	1	2	0	0

Condos, Townhomes, Villas



Monday Morning Quarterback
09/12/2021 - 09/18/2021
Lake, Orange, Osceola & Seminole Counties

Where are the 11 Condos, Townhomes, or Villas available for the Median Price of \$220,000? (± \$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	\$219,933	2.7	2.0	1,273	\$172.72
Casselberry	32707	1	\$220,000	3.0	2.0	1,578	\$139.42
Winter Springs / Tuskawilla	32708	1	\$219,900	2.0	2.0	909	\$241.91
Sanford / Lake Forest	32771	1	\$219,900	3.0	2.0	1,333	\$164.97
Orange County		8	\$219,969	2.8	2.0	1,203	\$182.85
Lockhart	32810	1	\$220,000	2.0	2.0	1,079	\$203.89
Conway	32812	1	\$220,000	3.0	2.0	1,099	\$200.18
Williamsburg / Lake Bryan	32821	3	\$219,950	3.0	2.0	1,231	\$178.68
Rio Pinar / Union Park	32825	1	\$219,900	3.0	2.0	1,225	\$179.51
Metro West / Orlo Vista	32835	1	\$220,000	3.0	2.0	1,408	\$156.25
Hunters Creek	32837	1	\$220,000	2.0	2.0	1,120	\$196.43