



Monday Morning Quarterback Summary

Week of October 17, 2021 - October 23, 2021

Single-family existing homes

- Sales of single-family homes increased to 592 during the week of Oct 17, from 575 the week prior
- The median price of single family homes increased to \$375,100, a change of 1.4%
- The number of single-family home foreclosure transactions decreased to 0 last week, from 4 the week of Oct 10
- The number of single-family home short-sale transactions increased to 2 from 0 the week prior
- Single-family inventory decreased by 56, and now sits at 2,750

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 208 during the week of Oct 17, from 187 the week prior
- The median price of condos, townhomes, and villas decreased to \$225,760, a change of -1.8%
- The number of condo, townhome, and villa foreclosure transactions increased to 2 last week, from 0 the week of Oct 10
- The number of condo, townhome and villa short-sale transactions increased to 1 from 0 the week prior
- Condo inventory decreased by 39, and now sits at 1,008

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

Monday Morning Quarterback
10/17/2021 - 10/23/2021
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	592	68	80	191	106	121	26
Bank Owned	0	0	0	0	0	0	0
Short Sales	2	1	0	1	0	0	0
Other	590	67	80	190	106	121	26
Active Listings	2,750	379	188	616	504	774	289
Bank Owned	5	4	0	0	0	1	0
Short Sales	7	2	1	2	0	1	1
Other	2,738	373	187	614	504	772	288
Months of Inventory	1	1	1	1	1	1	3

List Price

Average Original List Price	\$483,698	\$205,751	\$279,932	\$353,627	\$449,295	\$651,348	\$2,153,173
Average Final List Price	\$480,947	\$201,444	\$277,509	\$351,534	\$444,927	\$647,742	\$2,159,206

Sale Price

Average Price	\$466,040	\$194,463	\$275,288	\$350,159	\$446,552	\$640,643	\$1,881,407
Median Price	\$375,100	\$211,875	\$275,000	\$350,000	\$441,250	\$595,000	\$1,295,000

Price Differences

Original to Final List Price	-\$2,751	-\$4,307	-\$2,423	-\$2,093	-\$4,368	-\$3,606	\$6,033
Original List to Sale Price - \$	-\$17,658	-\$11,288	-\$4,644	-\$3,468	-\$2,743	-\$10,705	-\$271,766
Final List to Sale Price - \$	-\$14,907	-\$6,981	-\$2,221	-\$1,375	\$1,625	-\$7,099	-\$277,799
Original List to Sale Price - %	96.35%	94.51%	98.34%	99.02%	99.39%	98.36%	87.38%
Final List to Sale Price - %	96.90%	96.53%	99.20%	99.61%	100.37%	98.90%	87.13%

Days on the Market

Avg Days Listing to Contract	28	39	21	22	25	31	49
Combined Avg Days to Contract	28	39	22	24	25	31	53
Avg Days Listing to Closing	67	78	59	61	62	75	89
Avg Days Contract to Close	40	39	39	39	37	43	40

Beds / Baths

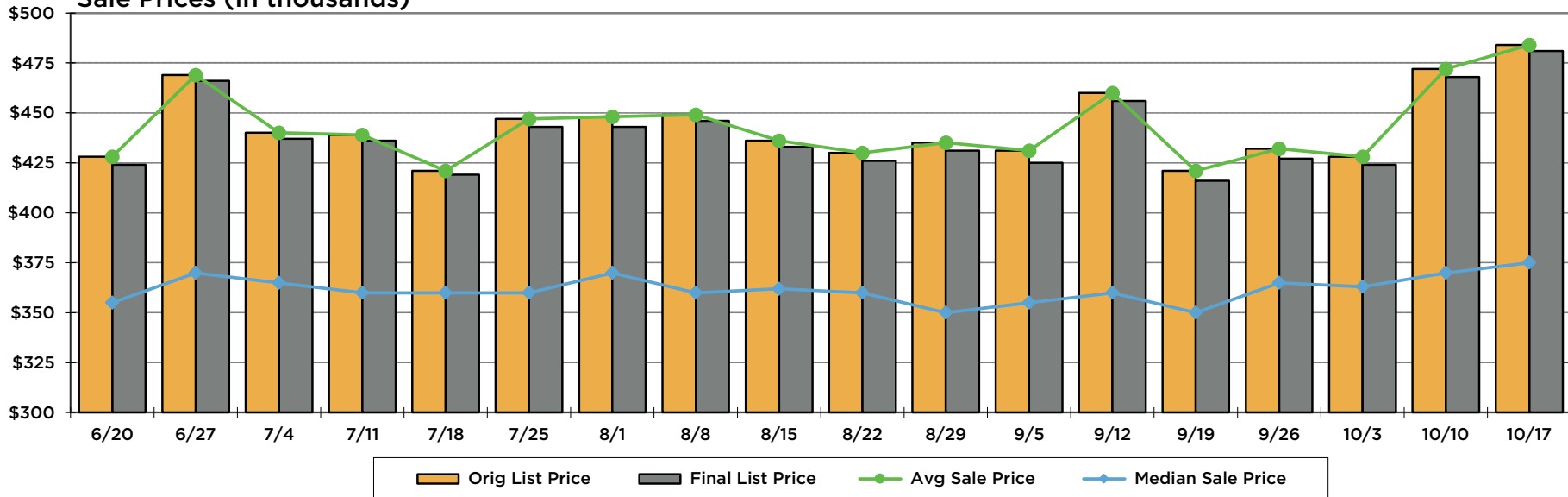
Average Bedrooms	4	3	3	3	4	4	5
Average Full Baths	2	2	2	2	2	3	5
Average Half Baths	0	0	0	0	0	0	1

Square Footage

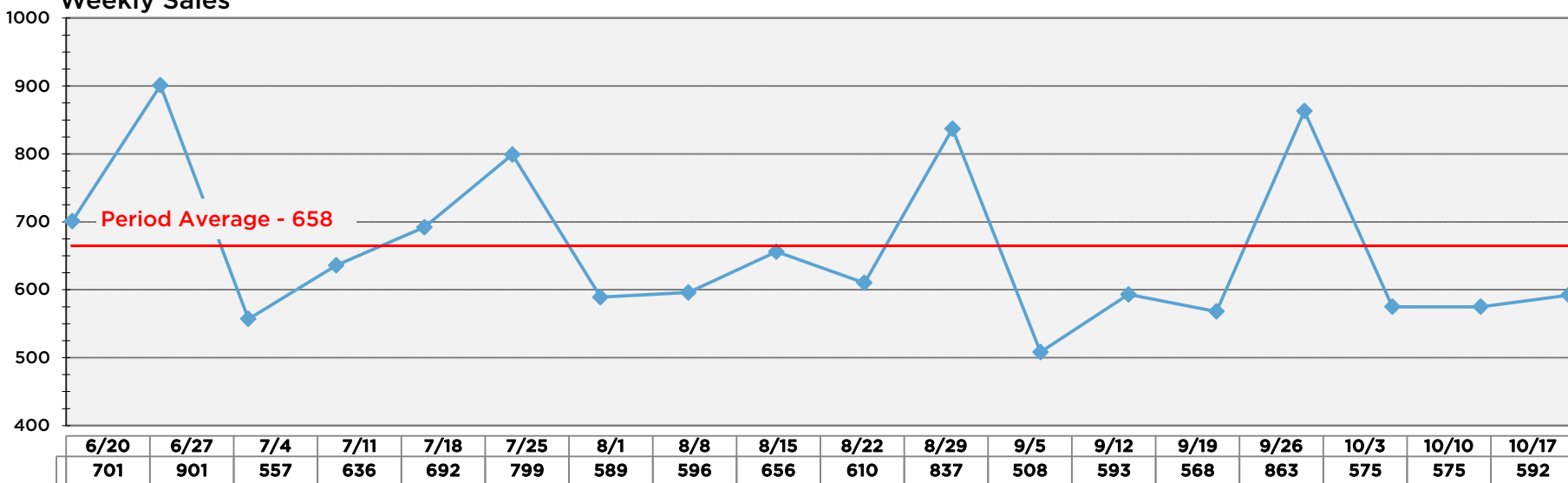
Average Square Feet	2,245	1,298	1,520	1,880	2,363	3,022	5,526
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Single Family Homes

Sale Prices (in thousands)

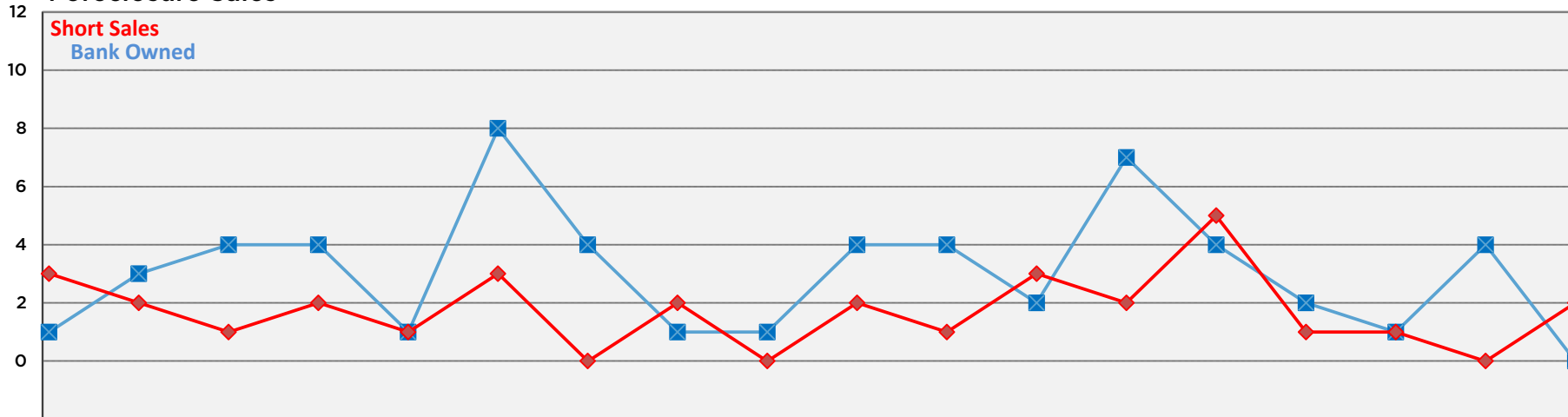


Weekly Sales



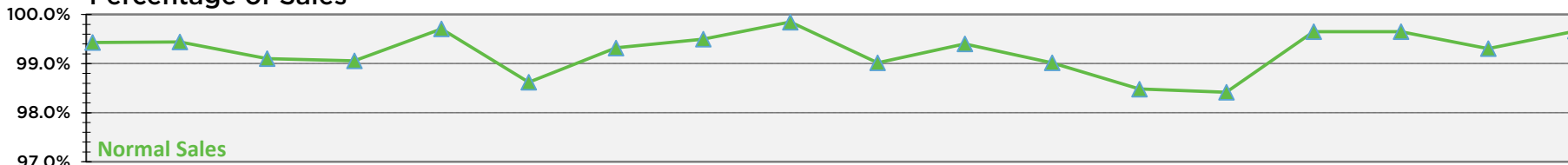
Single Family Homes

Foreclosure Sales

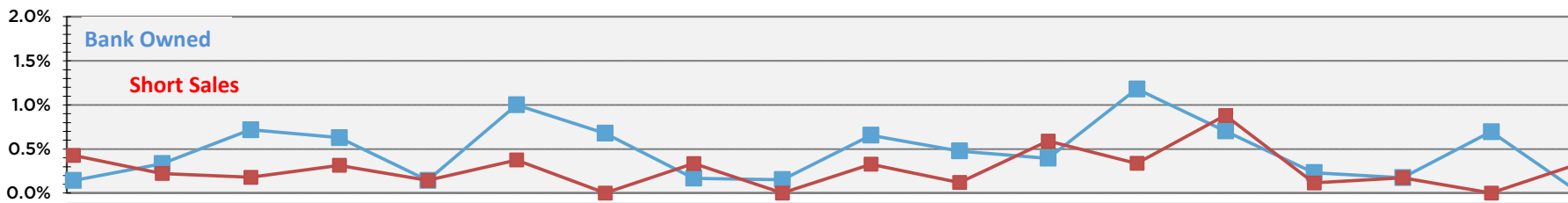


	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12	9/19	9/26	10/3	10/10	10/17
BO	1	3	4	4	1	8	4	1	1	4	4	2	7	4	2	1	4	0
SS	3	2	1	2	1	3	0	2	0	2	1	3	2	5	1	1	0	2

Percentage of Sales

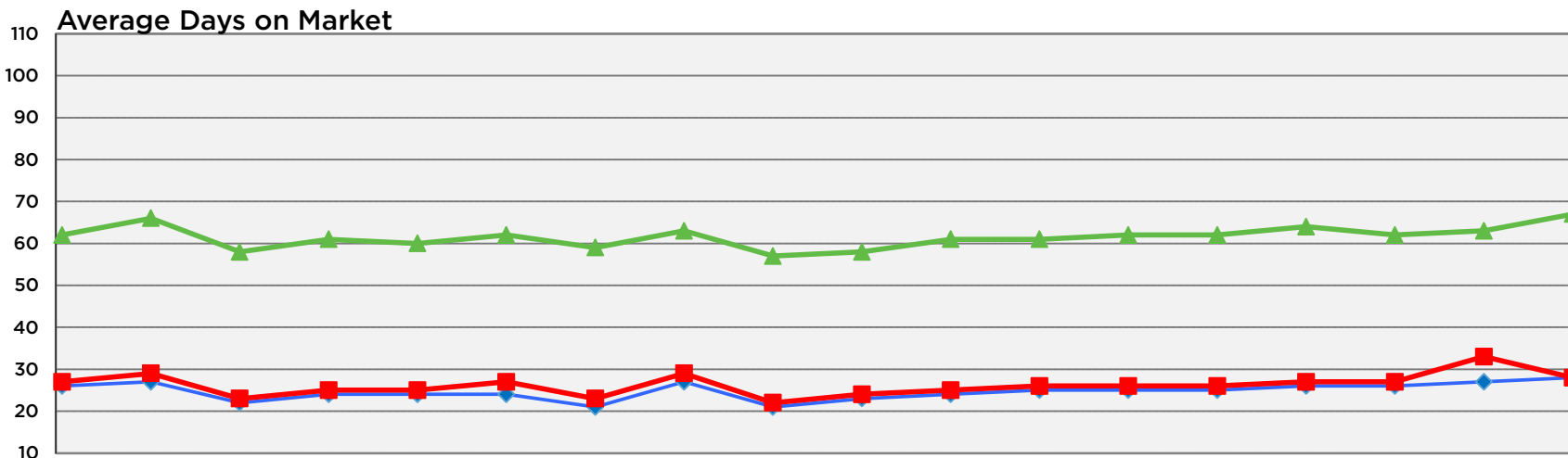


	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12	9/19	9/26	10/3	10/10	10/17
Normal Sales	99.4%	99.4%	99.1%	99.1%	99.7%	98.6%	99.3%	99.5%	99.8%	99.0%	99.4%	99.0%	98.5%	98.4%	99.7%	99.7%	99.3%	99.7%

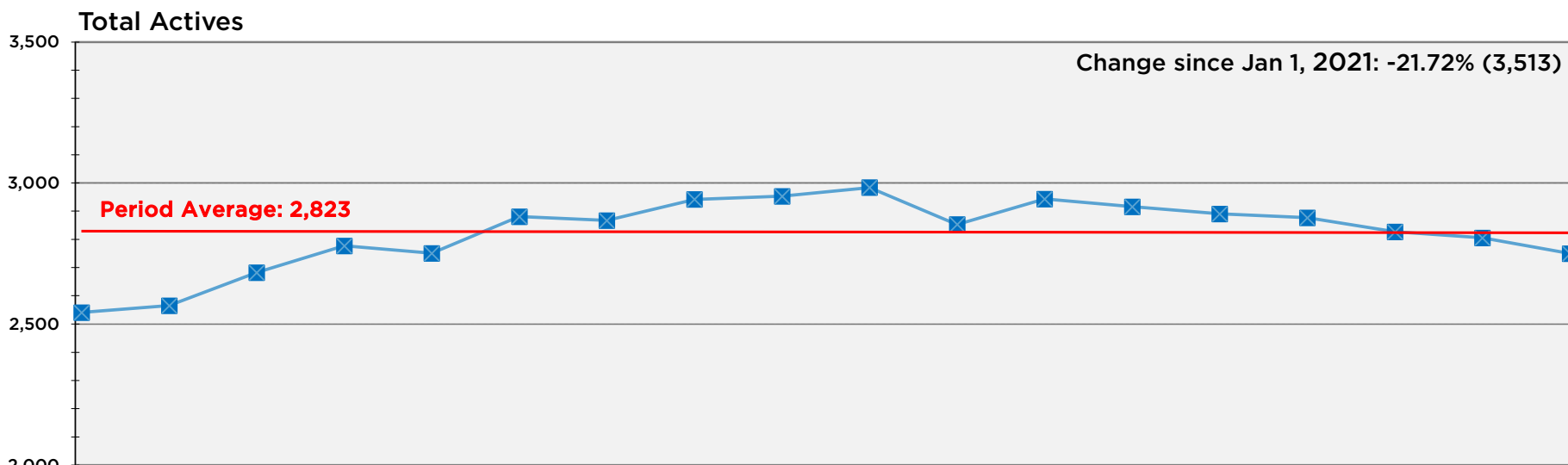


	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12	9/19	9/26	10/3	10/10	10/17
BO	0.1%	0.3%	0.7%	0.6%	0.1%	1.0%	0.7%	0.2%	0.2%	0.7%	0.5%	0.4%	1.2%	0.7%	0.2%	0.2%	0.7%	0.0%
SS	0.4%	0.2%	0.2%	0.3%	0.1%	0.4%	0.0%	0.3%	0.0%	0.3%	0.1%	0.6%	0.3%	0.9%	0.1%	0.2%	0.0%	0.3%

Single Family Homes



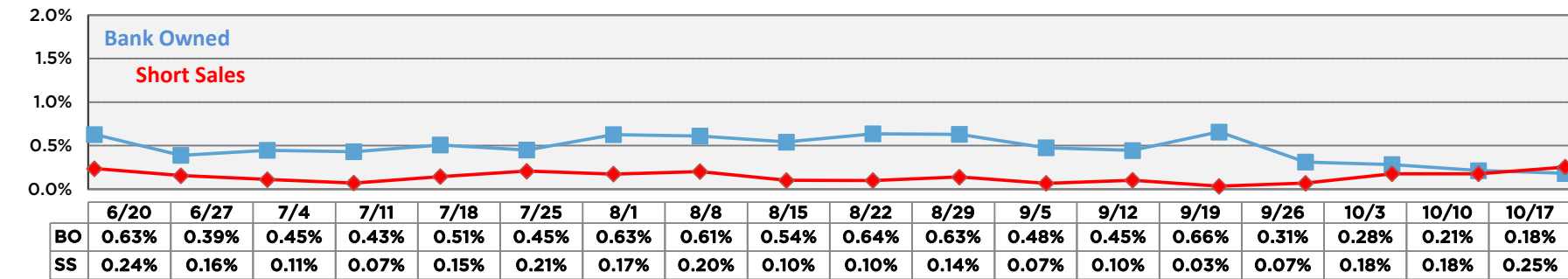
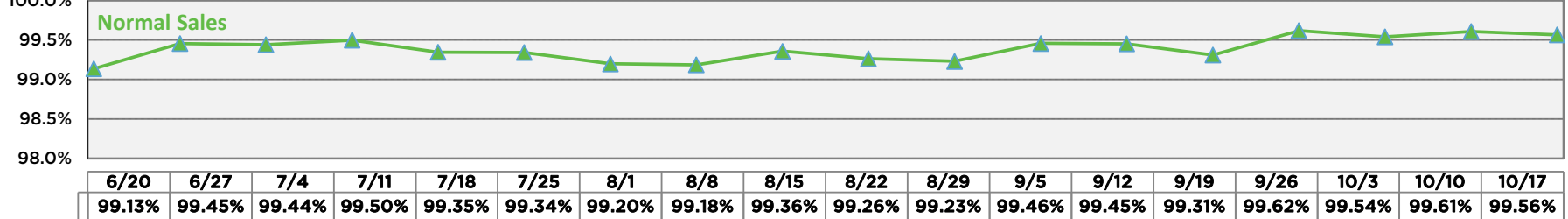
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ListToContract	26	27	22	24	24	24	21	27	21	23	24	25	25	25	26	26	27	28
CombDaysOnMkt	27	29	23	25	25	27	23	29	22	24	25	26	26	26	27	27	33	28
ListToClose	62	66	58	61	60	62	59	63	57	58	61	61	62	62	64	62	63	67



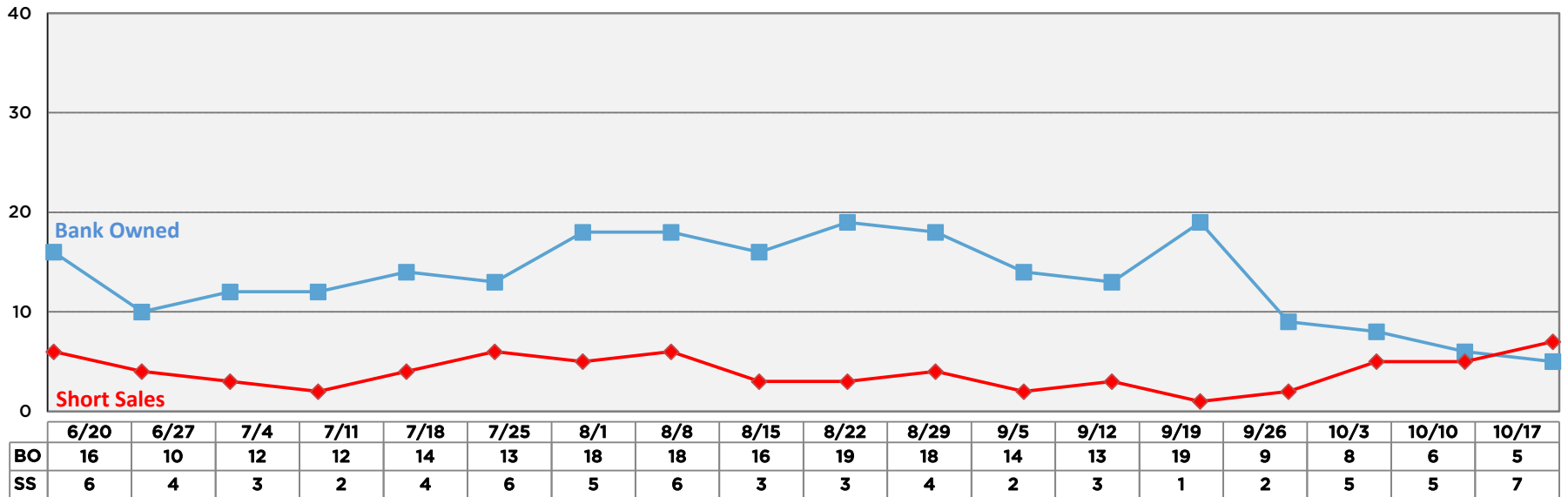
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Total Actives	2,541	2,565	2,682	2,777	2,751	2,881	2,867	2,942	2,953	2,984	2,853	2,943	2,916	2,891	2,877	2,827	2,806	2,750

Single Family Homes

Percentage of Actives

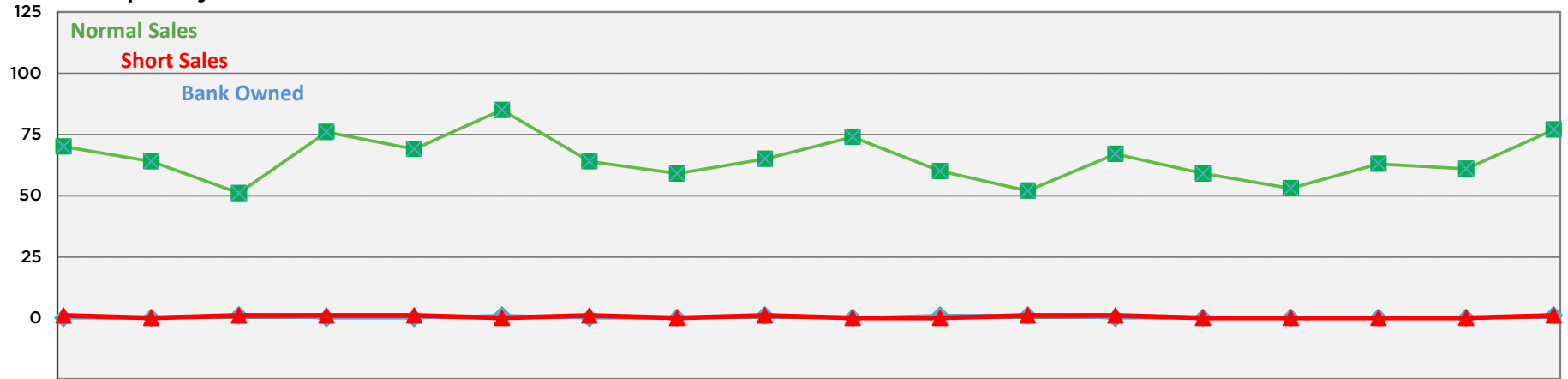


Active Foreclosures



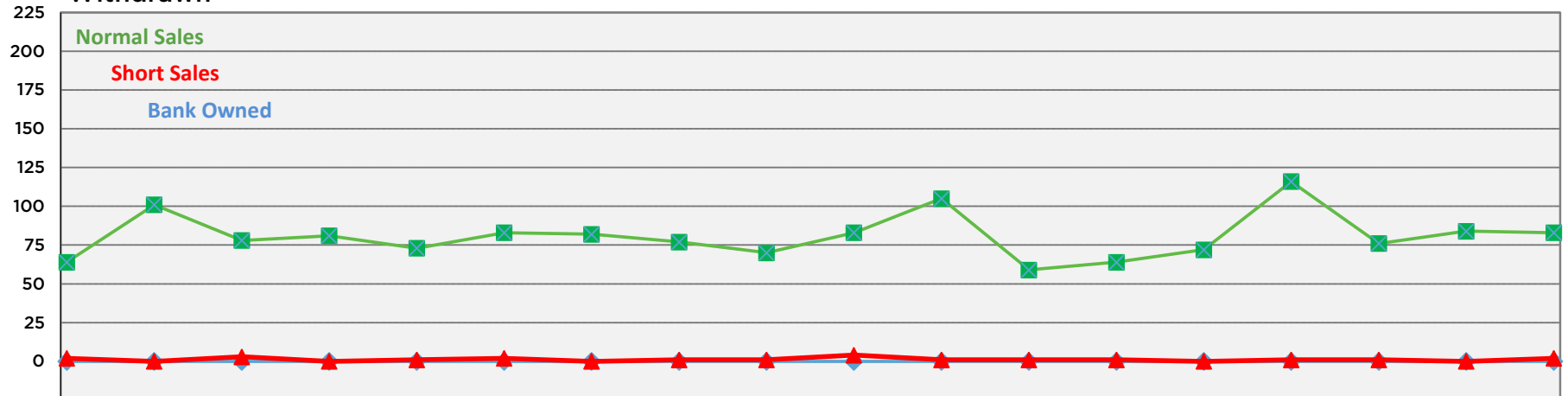
Single Family Homes

Temporary Off Market



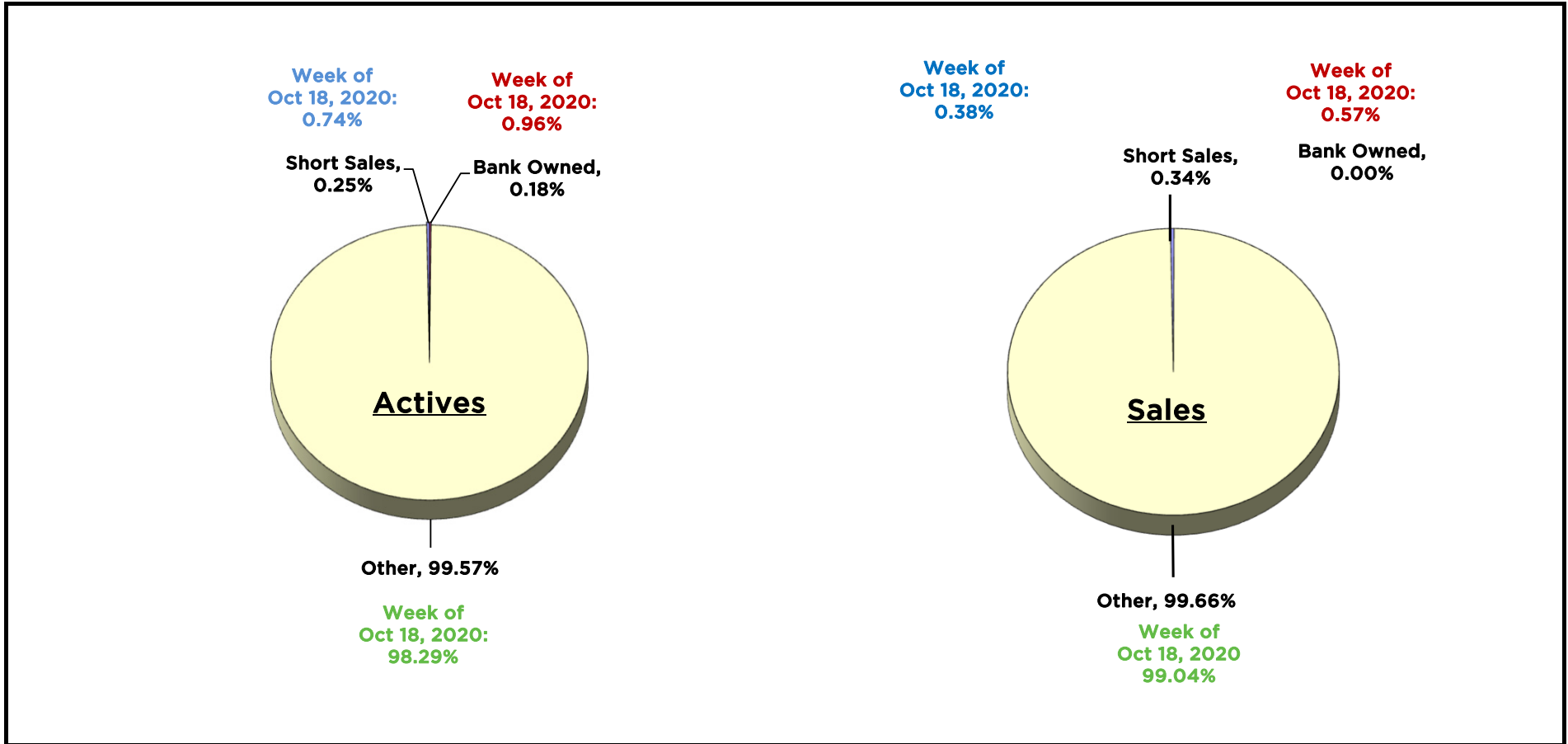
	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12	9/19	9/26	10/3	10/10	10/17
Norm	70	64	51	76	69	85	64	59	65	74	60	52	67	59	53	63	61	77
BO	0	0	1	0	0	1	0	0	1	0	1	1	0	0	0	0	0	1
SS	1	0	1	1	1	0	1	0	1	0	0	1	1	0	0	0	0	1

Withdrawn



	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	9/19	9/26	10/3	10/10	10/17
Norm	64	101	78	81	73	83	82	77	70	83	105	59	64	72	116	76	84	83
BO	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SS	2	0	3	0	1	2	0	1	1	4	1	1	1	0	1	1	0	2

Single Family Homes



Monday Morning Quarterback
10/17/2021 - 10/23/2021
Lake, Orange, Osceola & Seminole Counties

Where are the 30 Single Family Homes available for the Median Price of \$375,100? (± \$500)

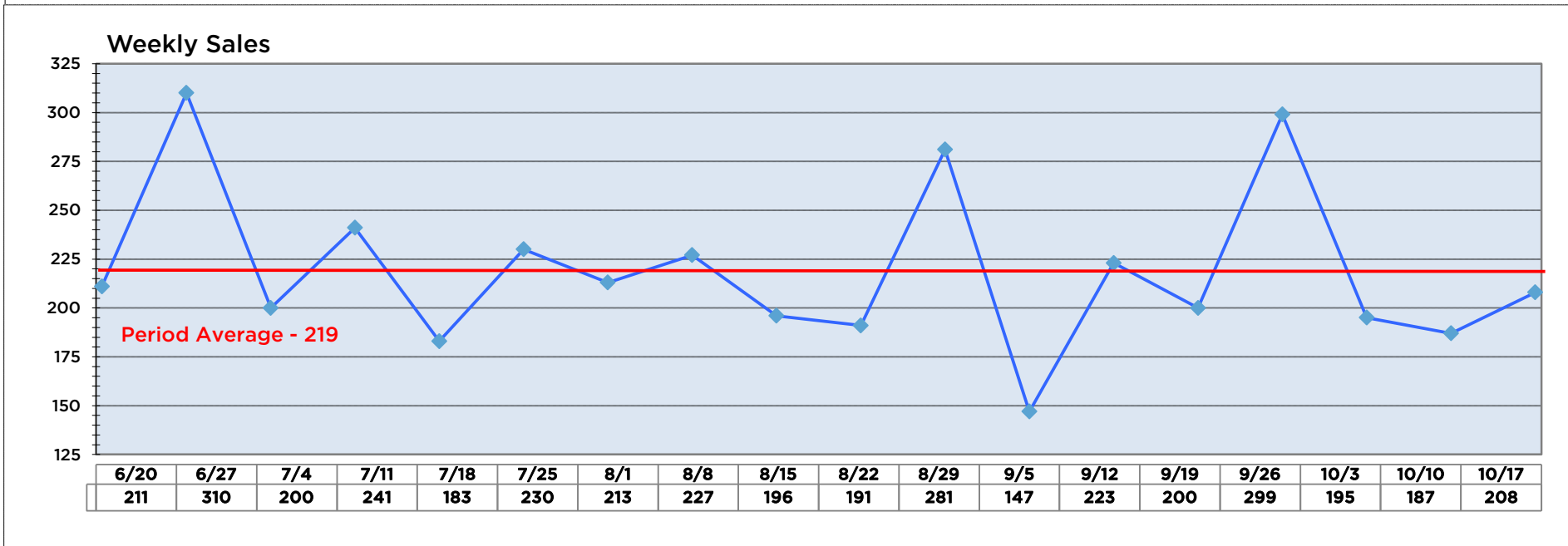
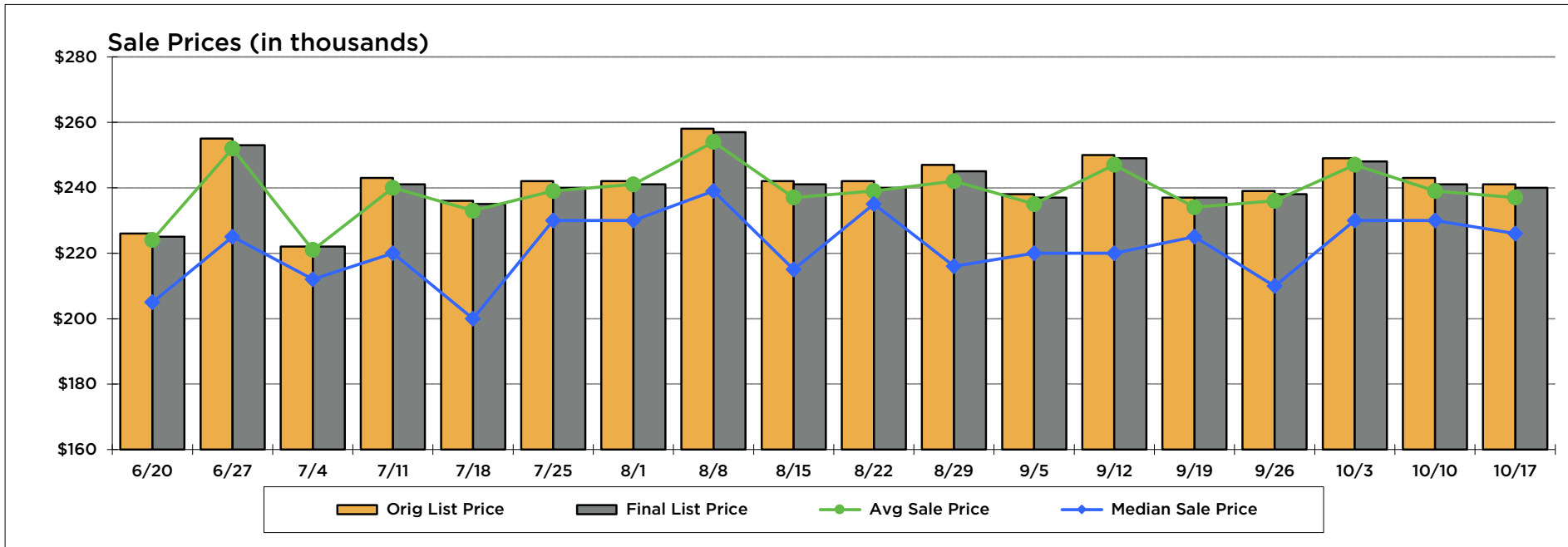
County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		7	\$374,986	2.9	2.0	1,633	\$229.57
Winter Springs / Tuskawilla	32708	1	\$375,000	2.0	2.0	1,446	\$259.34
Longwood (East)	32750	3	\$375,000	3.0	2.0	1,631	\$229.92
Maitland / Eatonville	32751	1	\$374,900	3.0	2.0	1,607	\$233.29
Sanford / Lake Forest	32771	1	\$375,000	3.0	2.0	1,815	\$206.61
Winter Park	32792	1	\$375,000	3.0	2.0	1,673	\$224.15
Orange County		11	\$374,973	3.1	2.0	1,522	\$246.35
Zellwood	32798	1	\$375,000	4.0	2.0	1,818	\$206.27
Colonialtown	32803	4	\$374,975	3.0	2.0	1,294	\$289.78
College Park	32804	1	\$375,000	2.0	2.0	1,391	\$269.59
Delaney / Crystal Lake	32806	1	\$374,900	3.0	2.0	1,290	\$290.62
Azalea Park	32807	1	\$375,000	3.0	2.0	1,600	\$234.38
Union Park	32817	1	\$374,900	3.0	2.0	1,748	\$214.47
Taft	32824	1	\$375,000	4.0	2.0	2,276	\$164.76
Pine Castle / Edgewood	32839	1	\$375,000	3.0	2.0	1,444	\$259.70
Osceola County		5	\$374,920	3.6	2.4	2,304	\$162.75
Kenansville	34739	1	\$375,000	3.0	2.0	2,736	\$137.06
Kissimmee (West) / Pleasant Hill	34746	1	\$374,700	3.0	3.0	2,382	\$157.30
Kissimmee / Celebration	34747	1	\$375,000	4.0	3.0	1,581	\$237.19
Kissimmee / Poinciana	34758	1	\$374,900	4.0	2.0	2,847	\$131.68
St Cloud / Canoe Creek	34772	1	\$375,000	4.0	2.0	1,972	\$190.16
Lake County		7	\$374,971	3.3	2.1	2,071	\$181.02
Deland	32720	1	\$374,900	3.0	2.0	1,782	\$210.38
Eustis (West)	32726	1	\$375,000	3.0	2.0	2,660	\$140.98
Eustis (East)	32736	1	\$374,900	3.0	3.0	3,016	\$124.30
Clermont (Central)	34711	2	\$375,000	4.0	2.0	1,618	\$231.77
Minneola	34715	1	\$375,000	3.0	2.0	1,478	\$253.72
Leesburg (West)	34748	1	\$375,000	3.0	2.0	2,328	\$161.08

Monday Morning Quarterback
10/17/2021 - 10/23/2021
Lake, Orange, Osceola & Seminole Counties

Condos, Townhomes, Villas

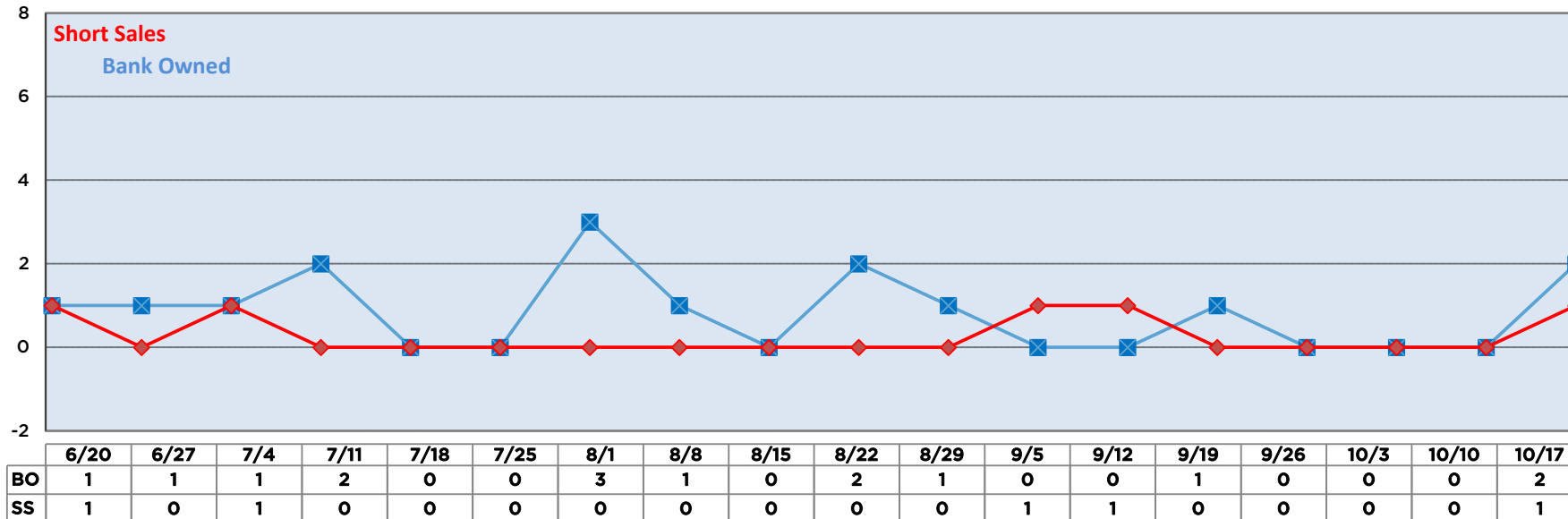
	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	208	124	29	40	15	0	0
Bank Owned	2	2	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	205	121	29	40	15	0	0
Active Listings	1,008	541	136	185	89	45	12
Bank Owned	7	6	0	1	0	0	0
Short Sales	4	3	1	0	0	0	0
Other	997	532	135	184	89	45	12
Months of Inventory	1	1	1	1	1	0	0
<i>List Price</i>							
Average Original List Price	\$241,000	\$176,256	\$272,293	\$333,205	\$469,840	\$0	\$0
Average Final List Price	\$239,684	\$175,332	\$271,431	\$333,081	\$461,233	\$0	\$0
<i>Sale Price</i>							
Average Price	\$236,791	\$172,402	\$270,621	\$330,390	\$454,067	\$0	\$0
Median Price	\$225,760	\$167,500	\$267,500	\$329,500	\$460,000	\$0	\$0
<i>Price Differences</i>							
Original to Final List Price	-\$1,316	-\$924	-\$862	-\$124	-\$8,607	\$0	\$0
Original List to Sale Price - \$	-\$4,209	-\$3,854	-\$1,672	-\$2,815	-\$15,773	\$0	\$0
Final List to Sale Price - \$	-\$2,893	-\$2,930	-\$810	-\$2,691	-\$7,166	\$0	\$0
Original List to Sale Price - %	98.25%	97.81%	99.39%	99.16%	96.64%	0.00%	0.00%
Final List to Sale Price - %	98.79%	98.33%	99.70%	99.19%	98.45%	0.00%	0.00%
<i>Days on the Market</i>							
Avg Days Listing to Contract	23	24	20	22	32	0	0
Combined Avg Days to Contract	26	25	32	23	33	0	0
Avg Days Listing to Closing	56	55	53	60	64	0	0
Avg Days Contract to Close	34	34	33	38	34	0	0
<i>Beds / Baths</i>							
Average Bedrooms	3	2	3	3	3	0	0
Average Full Baths	2	2	2	2	3	0	0
Average Half Baths	0	0	1	1	1	0	0
<i>Square Footage</i>							
Average Square Feet	1,342	1,117	1,480	1,731	1,903	0	0

Condos, Townhomes, Villas

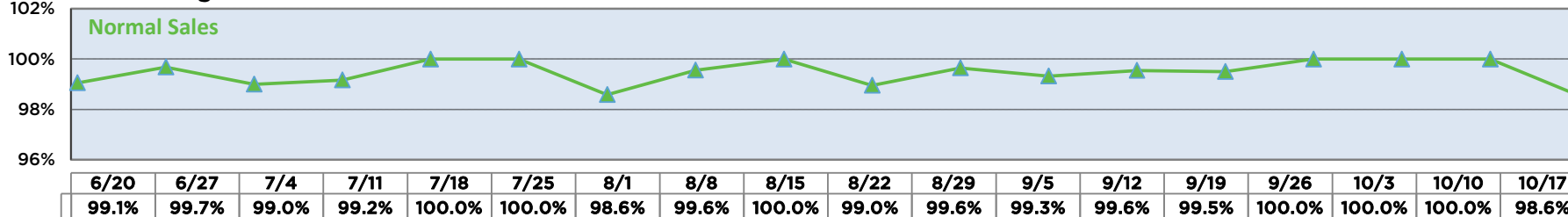


Condos, Townhomes, Villas

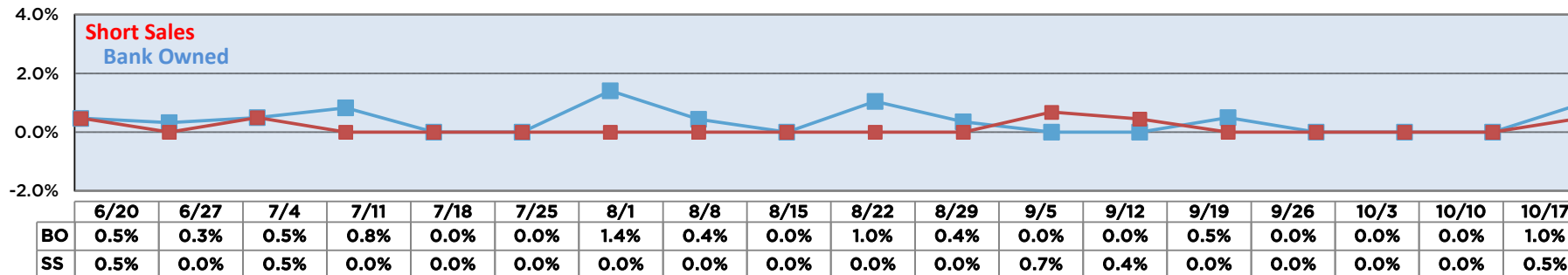
Foreclosure Sales



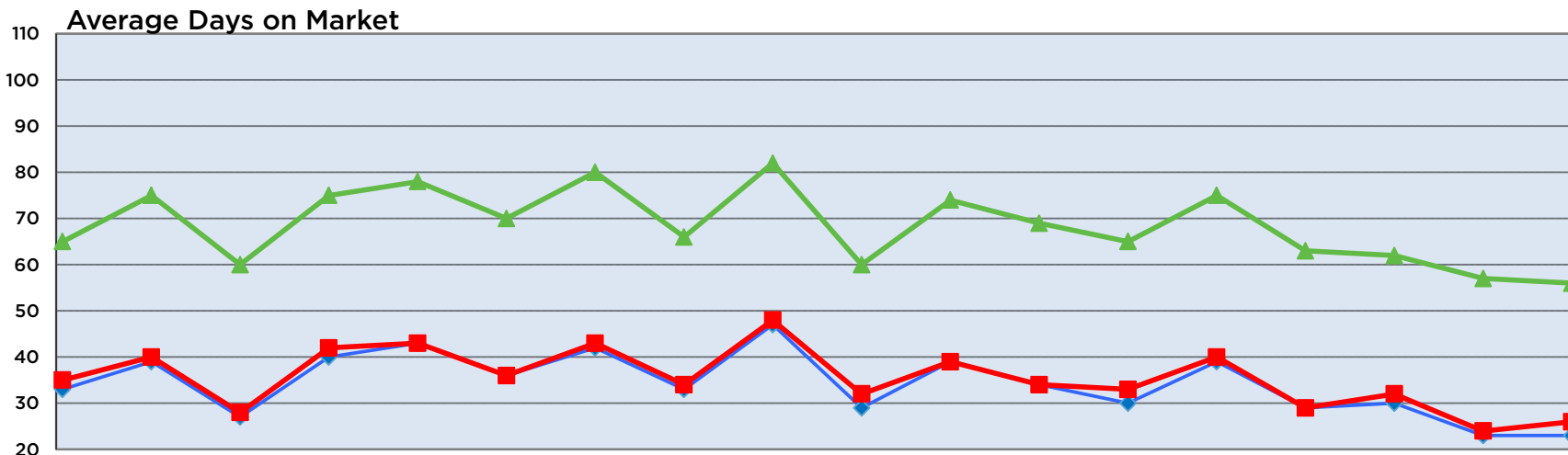
Percentage of Sales



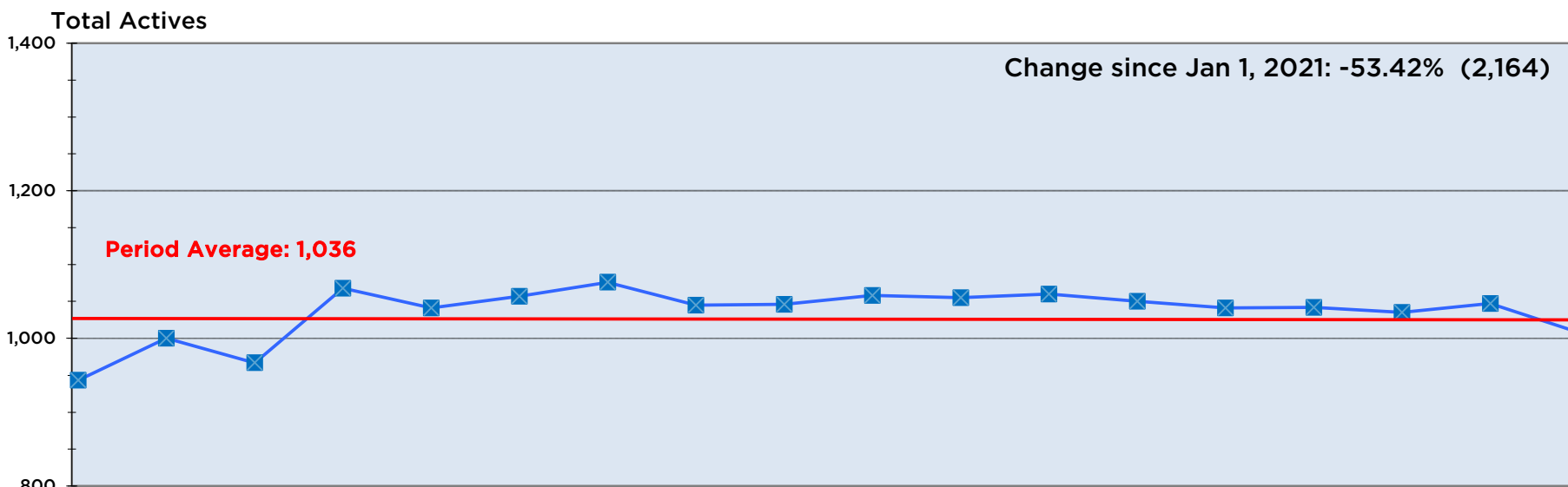
Short Sales
Bank Owned



Condos, Townhomes, Villas



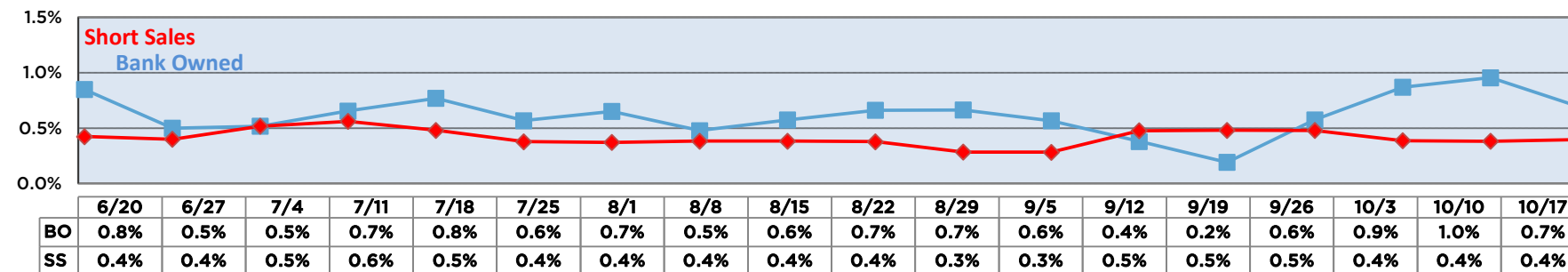
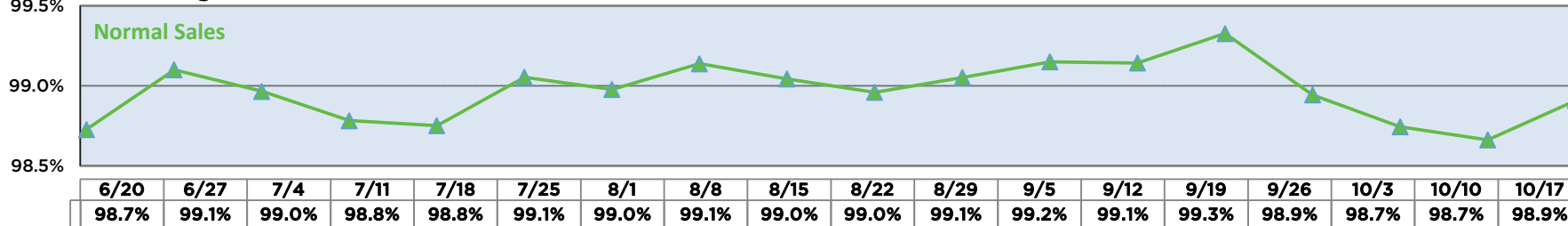
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ListToContract	33	39	27	40	43	36	42	33	47	29	39	34	30	39	29	30	23	23
CombDaysOnMkt	35	40	28	42	43	36	43	34	48	32	39	34	33	40	29	32	24	26
ListToClose	65	75	60	75	78	70	80	66	82	60	74	69	65	75	63	62	57	56



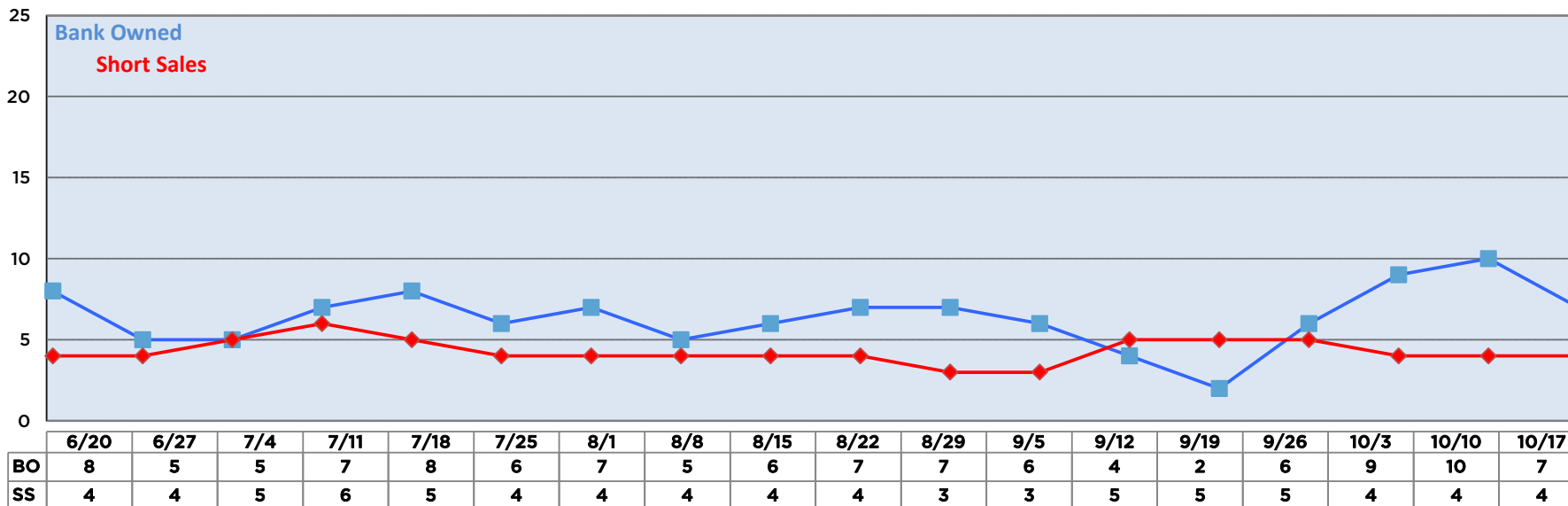
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Total Actives	943	1,000	967	1,068	1,041	1,057	1,076	1,045	1,046	1,058	1,055	1,060	1,050	1,041	1,042	1,035	1,047	1,008

Condos, Townhomes, Villas

Percentage of Actives

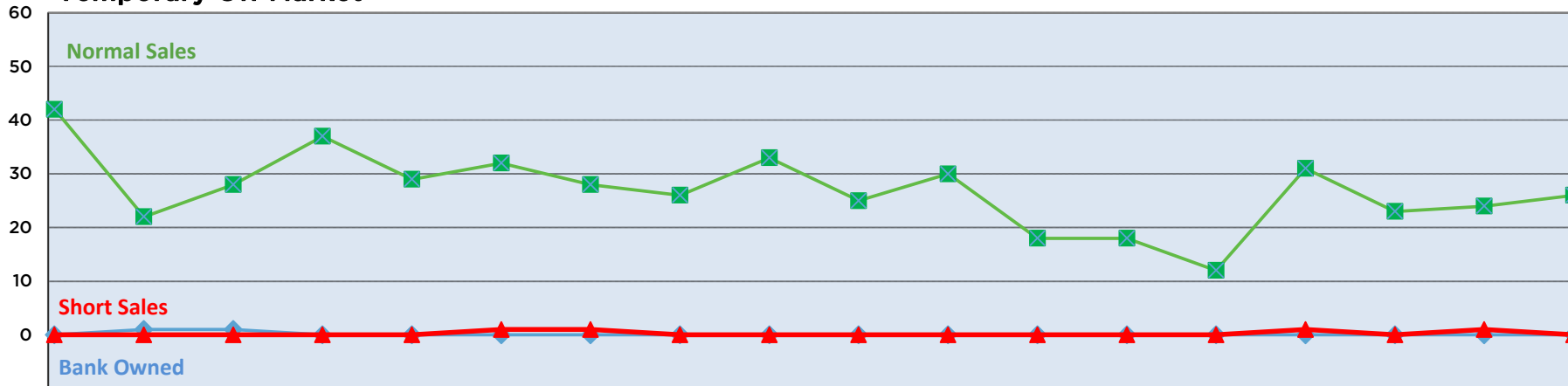


Active Foreclosures



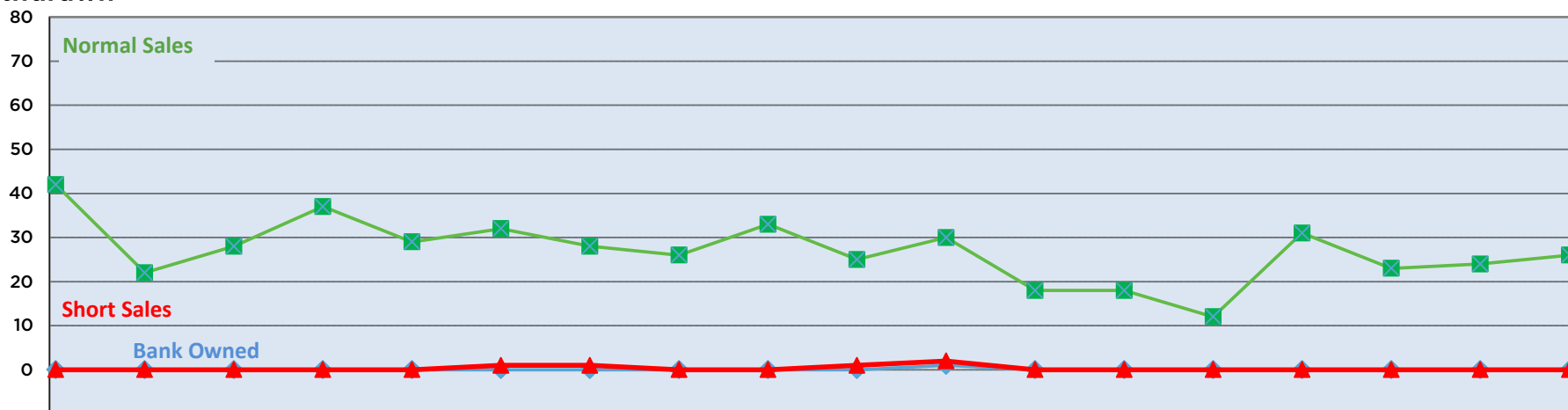
Condos, Townhomes, Villas

Temporary Off Market



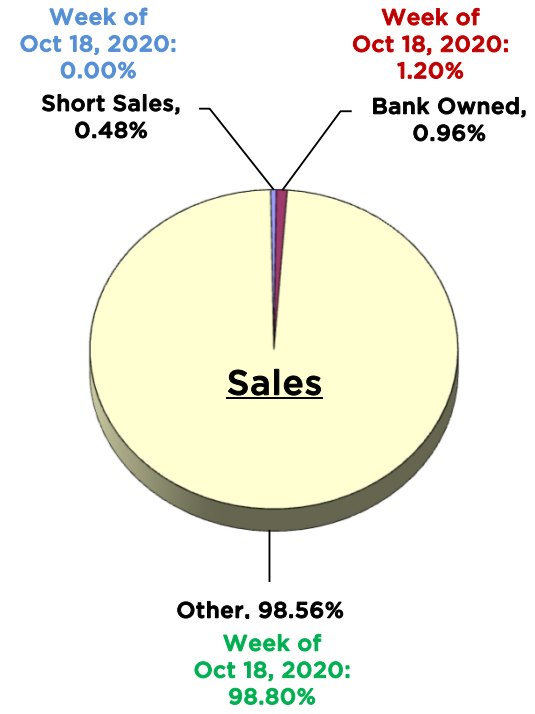
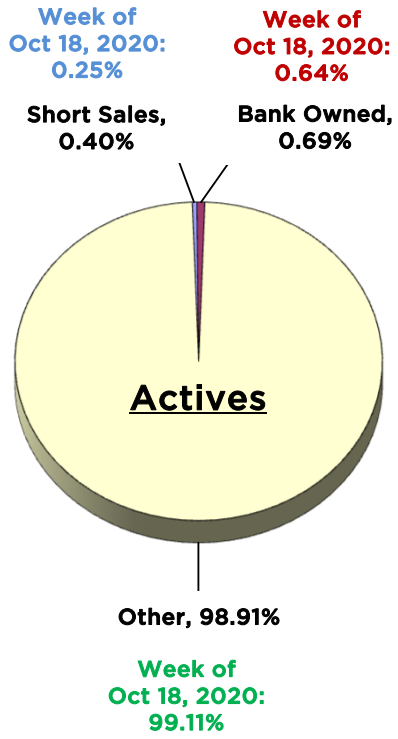
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Norm	42	22	28	37	29	32	28	26	33	25	30	18	18	12	31	23	24	26
BO	0	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SS	0	0	0	0	0	1	1	0	0	0	0	0	0	0	1	0	1	0

Withdrawn



	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	9/19	9/26	10/3	10/10	10/17
Norm	42	22	28	37	29	32	28	26	33	25	30	18	18	12	31	23	24	26
BO	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
SS	0	0	0	0	0	1	1	0	0	1	2	0	0	0	0	0	0	0

Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$225,760? (± \$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>
Orange County		1	\$225,900	1.0	1.0	728	\$310.30
Orlando (Downtown)	32801	1	\$225,900	1.0	1.0	728	\$310.30