



Monday Morning Quarterback Summary

Week of January 23, 2022 - January 29, 2022

Single-family existing homes

- Sales of single-family homes increased to 479 during the week of Jan 23, from 444 the week prior
- The median price of single family homes increased to \$390,000, a change of 6.6%
- The number of single-family home foreclosure transactions decreased to 2 last week, from 4 the week of Jan 16
- The number of single-family home short-sale transactions remains constant at 0
- Single-family inventory decreased by 70, and now sits at 1,774

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 195 during the week of Jan 23, from 155 the week prior
- The median price of condos, townhomes, and villas increased to \$250,000, a change of 6.4%
- 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 0
- Condo inventory decreased by 14, and now sits at 594

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

Monday Morning Quarterback
01/23/2022 - 01/29/2022
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 | 479 | 59 | 57 | 134 | 100 | 113 | 16 |
| Bank Owned | 2 | 0 | 1 | 0 | 0 | 1 | 0 |
| Short Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 477 | 59 | 56 | 134 | 100 | 112 | 16 |
| Active Listings | 1,774 | 257 | 149 | 386 | 314 | 474 | 194 |
| Bank Owned | 9 | 3 | 2 | 1 | 0 | 2 | 1 |
| Short Sales | 5 | 0 | 0 | 4 | 0 | 0 | 1 |
| Other | 1,760 | 254 | 147 | 381 | 314 | 472 | 192 |
| Months of Inventory | 1 | 1 | 1 | 1 | 1 | 1 | 3 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$448,082 | \$197,196 | \$280,568 | \$349,991 | \$445,440 | \$635,821 | \$1,482,106 |
| Average Final List Price | \$443,166 | \$192,639 | \$276,760 | \$348,514 | \$443,901 | \$628,192 | \$1,441,169 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$440,258 | \$188,189 | \$275,028 | \$348,867 | \$442,815 | \$625,353 | \$1,400,594 |
| Median Price | \$390,000 | \$210,000 | \$275,000 | \$349,900 | \$436,500 | \$588,000 | \$1,325,000 |

Price Differences

| | | | | | | | |
|---|-----------------|----------|----------|----------|----------|-----------|-----------|
| Original to Final List Price | -\$4,916 | -\$4,557 | -\$3,808 | -\$1,477 | -\$1,539 | -\$7,629 | -\$40,937 |
| Original List to Sale Price - \$ | -\$7,824 | -\$9,007 | -\$5,540 | -\$1,124 | -\$2,625 | -\$10,468 | -\$81,512 |
| Final List to Sale Price - \$ | -\$2,908 | -\$4,450 | -\$1,732 | \$353 | -\$1,086 | -\$2,839 | -\$40,575 |
| Original List to Sale Price - % | 98.25% | 95.43% | 98.03% | 99.68% | 99.41% | 98.35% | 94.50% |
| Final List to Sale Price - % | 99.34% | 97.69% | 99.37% | 100.10% | 99.76% | 99.55% | 97.18% |

Days on the Market

| | | | | | | | |
|-------------------------------|----|----|----|----|----|----|-----|
| Avg Days Listing to Contract | 33 | 38 | 33 | 27 | 29 | 34 | 90 |
| Combined Avg Days to Contract | 37 | 41 | 33 | 29 | 29 | 46 | 90 |
| Avg Days Listing to Closing | 71 | 75 | 70 | 64 | 62 | 77 | 142 |
| Avg Days Contract to Close | 38 | 37 | 37 | 36 | 33 | 43 | 51 |

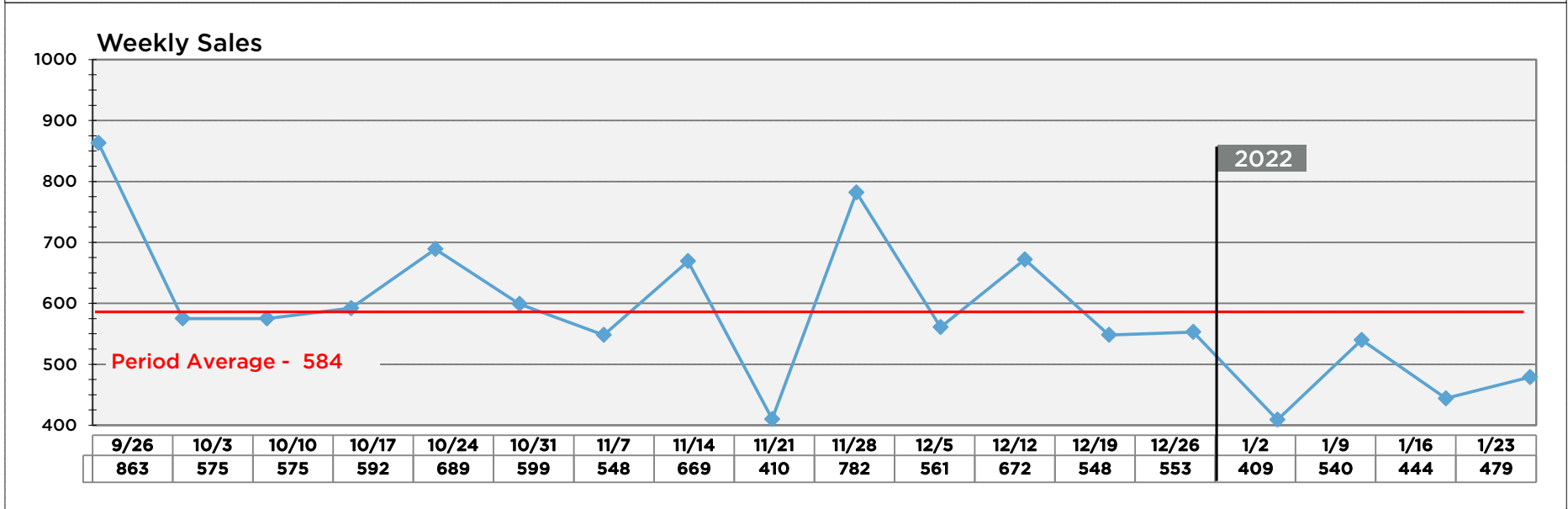
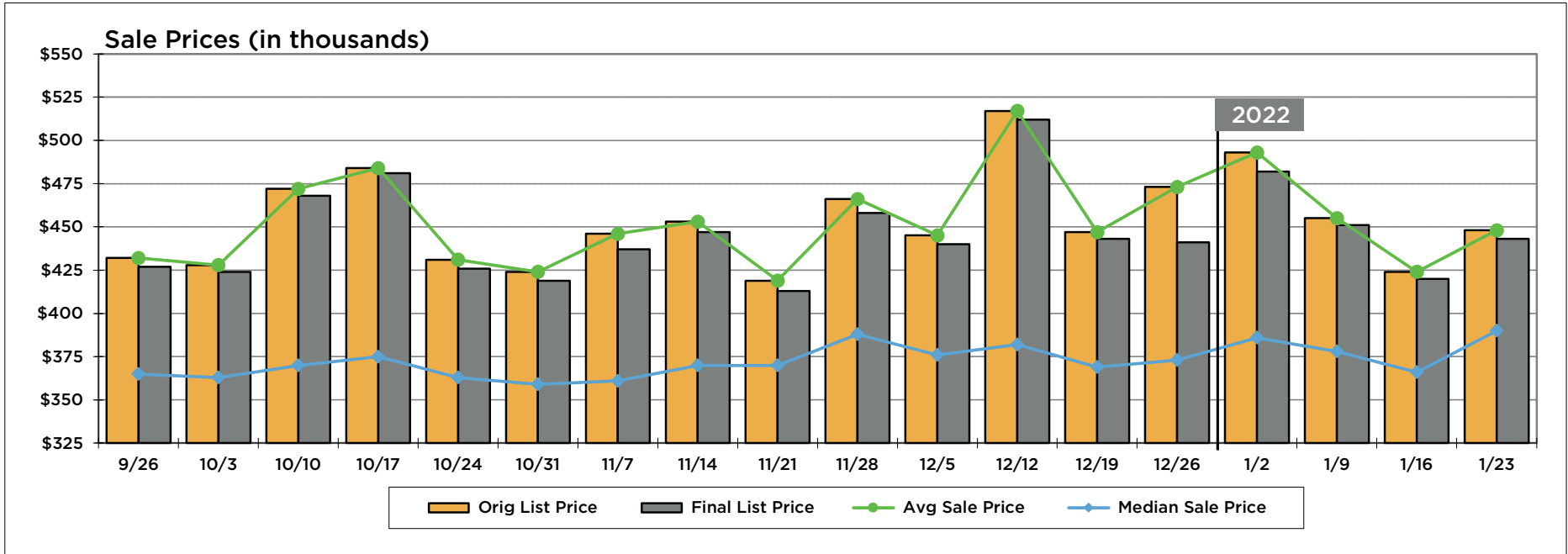
Beds / Baths

| | | | | | | | |
|--------------------|---|---|---|---|---|---|---|
| Average Bedrooms | 4 | 3 | 3 | 3 | 4 | 4 | 4 |
| Average Full Baths | 2 | 2 | 2 | 2 | 2 | 3 | 4 |
| Average Half Baths | 0 | 0 | 0 | 0 | 0 | 0 | 1 |

Square Footage

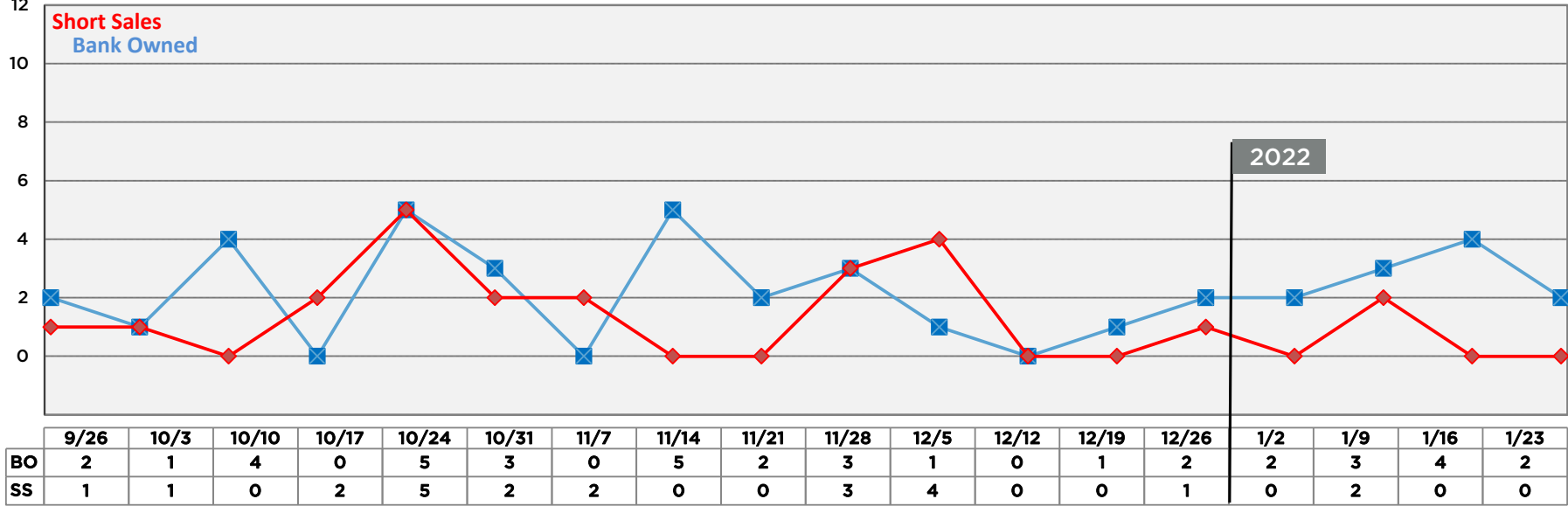
| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 2,117 | 1,181 | 1,486 | 1,775 | 2,199 | 2,945 | 4,342 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|

Single Family Homes

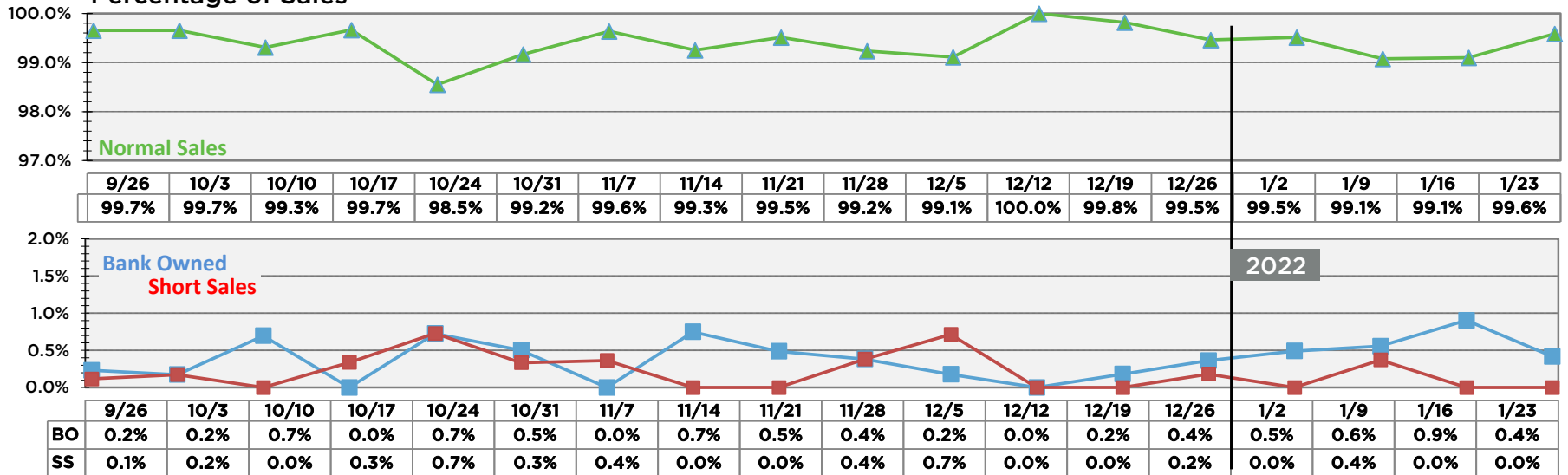


Single Family Homes

Foreclosure Sales

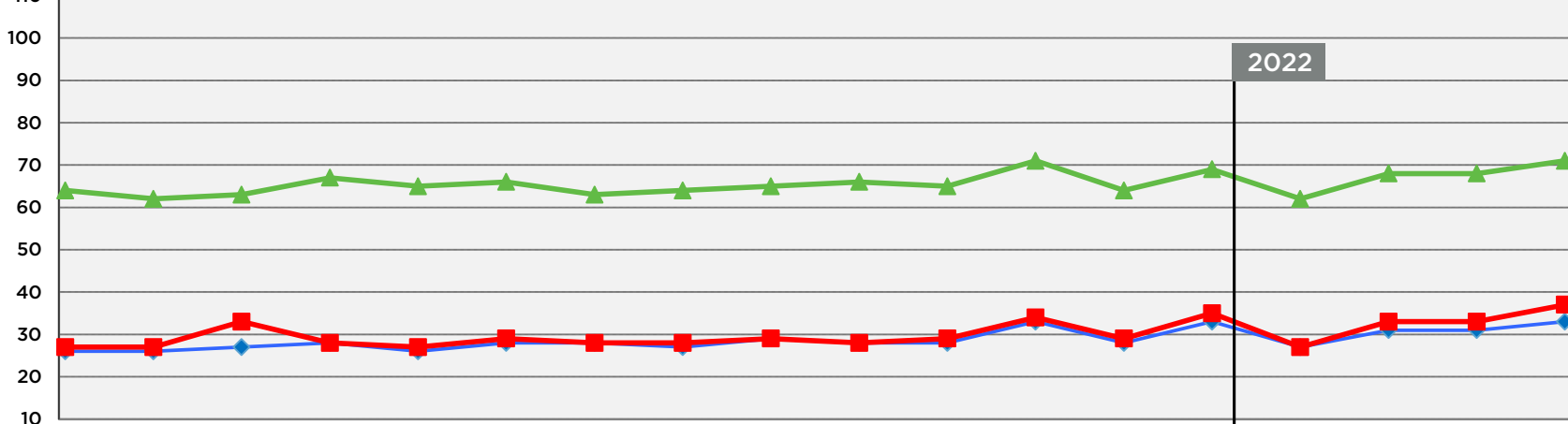


Percentage of Sales



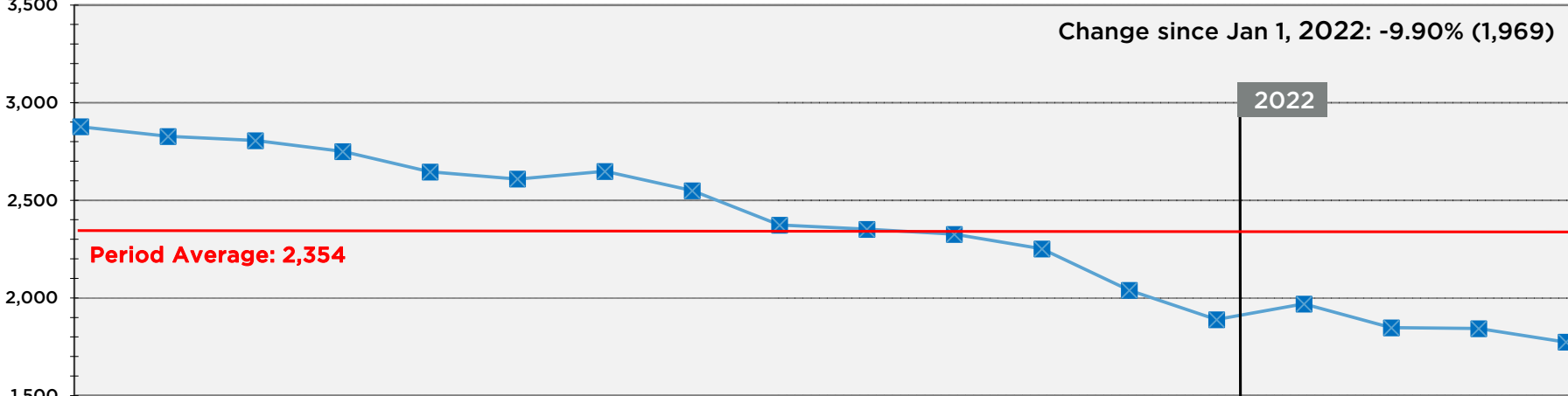
Single Family Homes

Average Days on Market



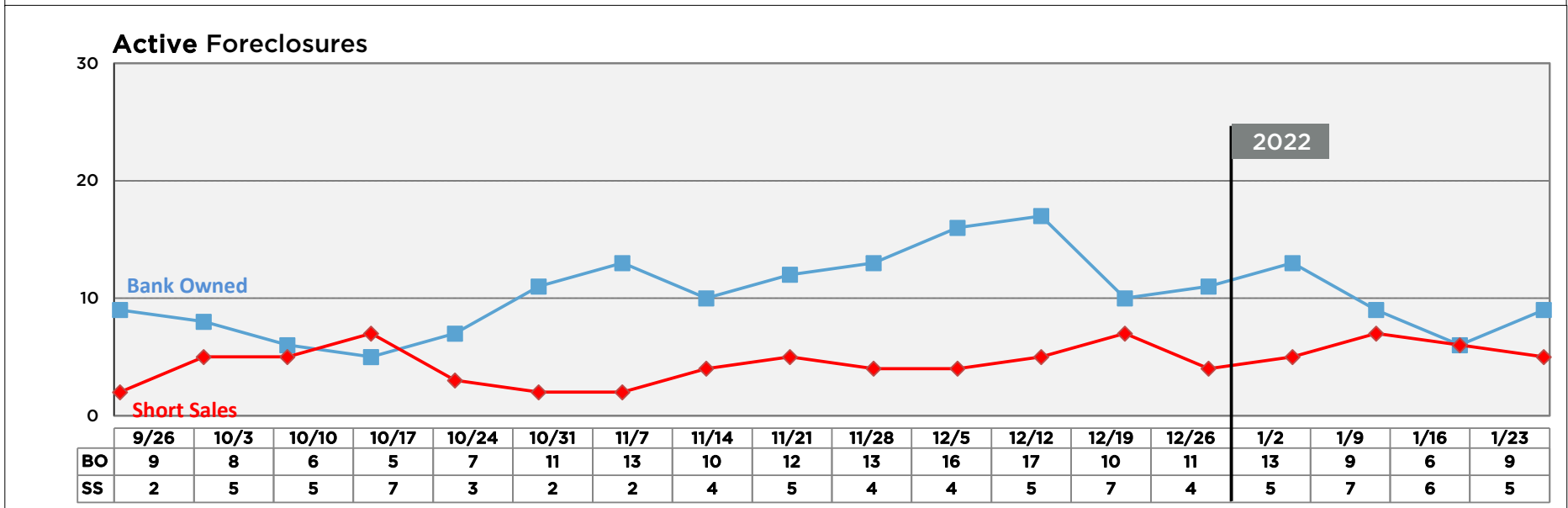
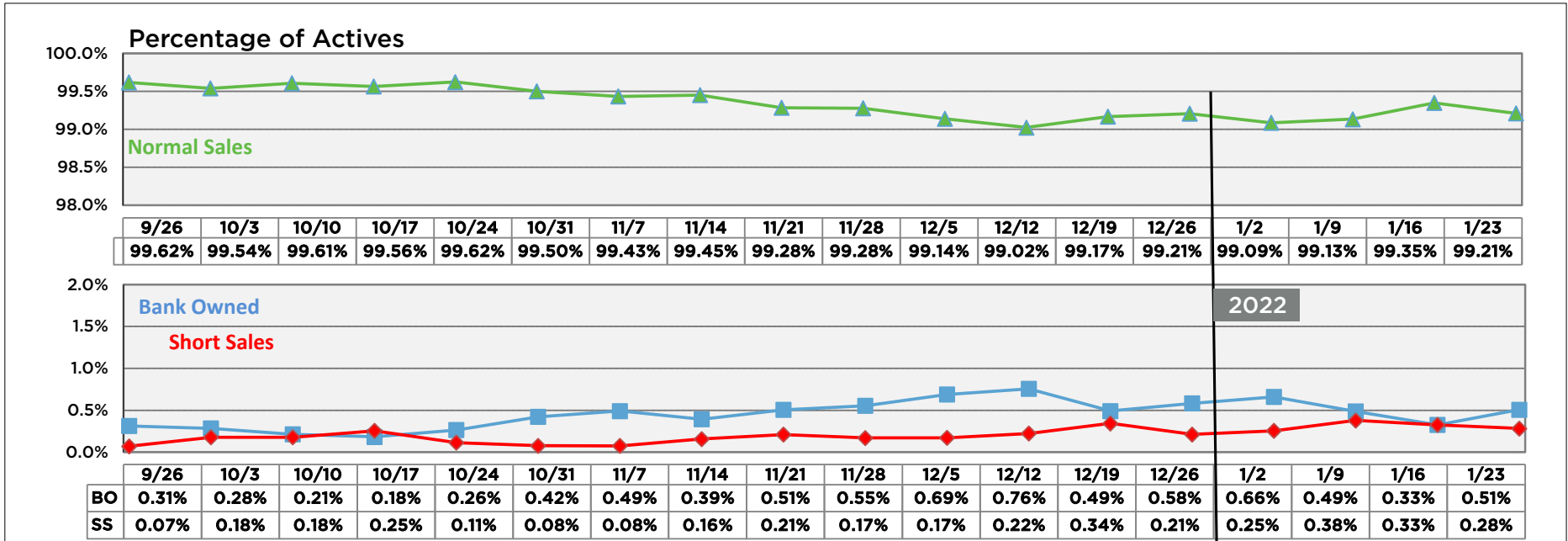
| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|----------------|------|------|-------|-------|-------|-------|------|-------|-------|-------|------|-------|-------|-------|-----|-----|------|------|
| ListToContract | 26 | 26 | 27 | 28 | 26 | 28 | 28 | 27 | 29 | 28 | 28 | 33 | 28 | 33 | 27 | 31 | 31 | 33 |
| CombDaysOnMkt | 27 | 27 | 33 | 28 | 27 | 29 | 28 | 28 | 29 | 28 | 29 | 34 | 29 | 35 | 27 | 33 | 33 | 37 |
| ListToClose | 64 | 62 | 63 | 67 | 65 | 66 | 63 | 64 | 65 | 66 | 65 | 71 | 64 | 69 | 62 | 68 | 68 | 71 |

Total Actives



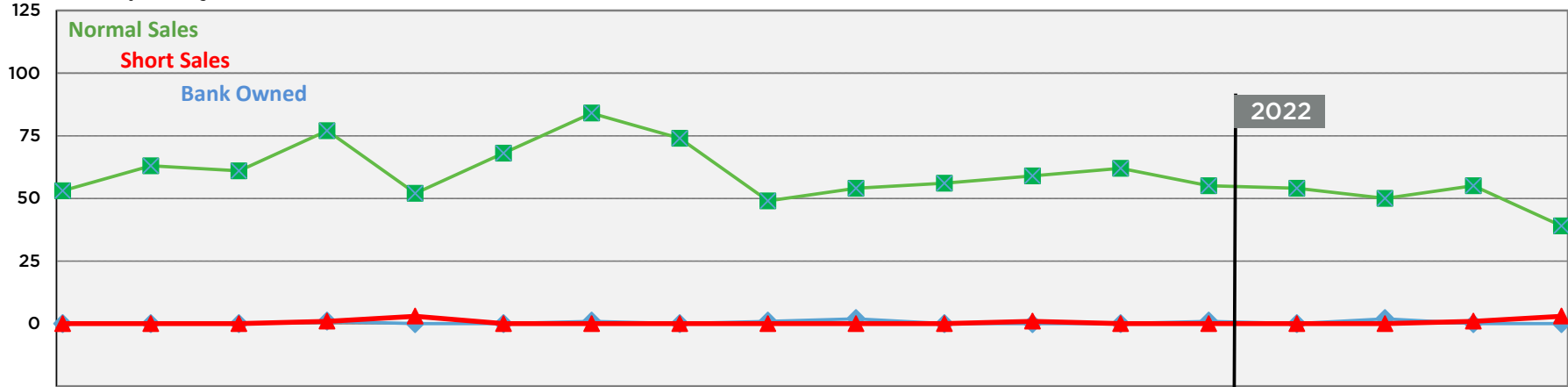
| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total Actives | 2,877 | 2,827 | 2,806 | 2,750 | 2,645 | 2,609 | 2,649 | 2,549 | 2,373 | 2,352 | 2,326 | 2,251 | 2,039 | 1,889 | 1,969 | 1,848 | 1,844 | 1,774 |

Single Family Homes



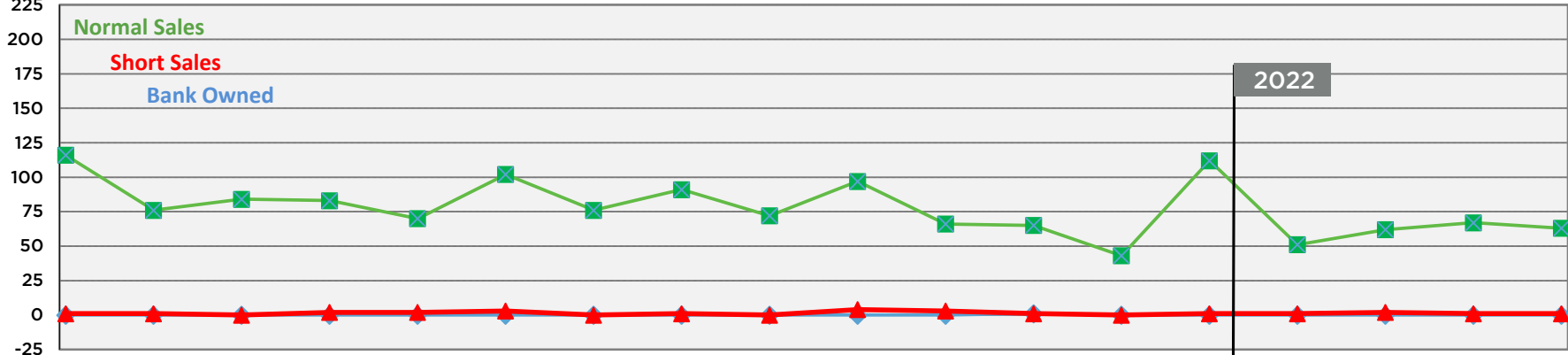
Single Family Homes

Temporary Off Market



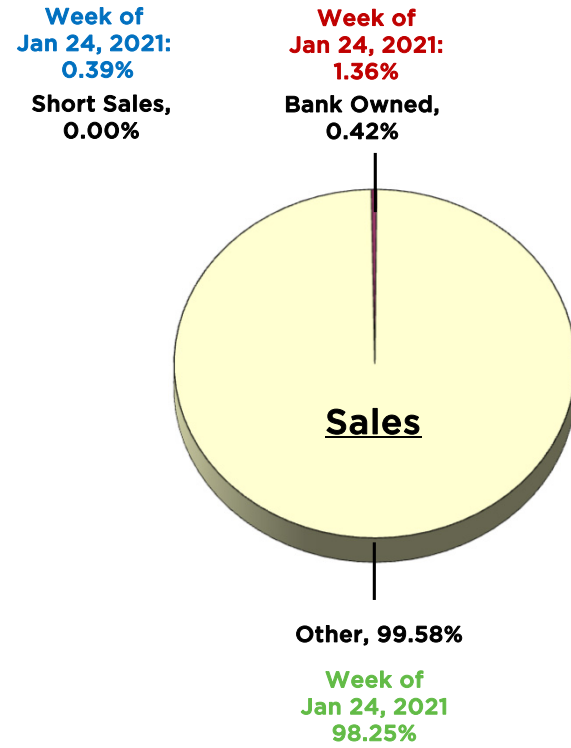
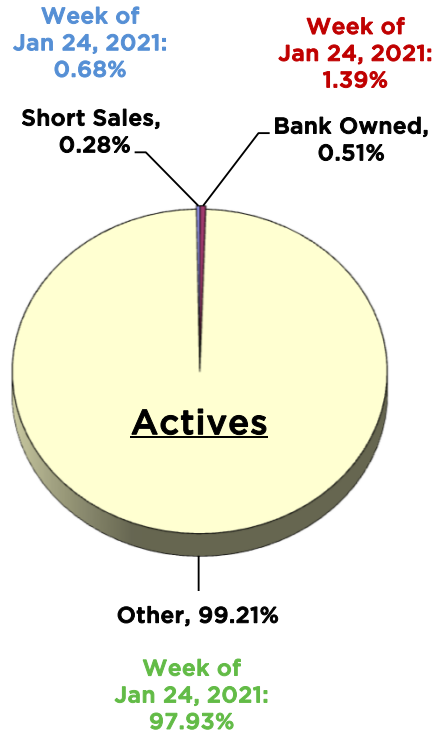
| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|------|------|------|-------|-------|-------|-------|------|-------|-------|-------|------|-------|-------|-------|-----|-----|------|------|
| Norm | 53 | 63 | 61 | 77 | 52 | 68 | 84 | 74 | 49 | 54 | 56 | 59 | 62 | 55 | 54 | 50 | 55 | 39 |
| BO | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 2 | 0 | 0 | 0 | 1 | 0 | 2 | 0 | 0 |
| SS | 0 | 0 | 0 | 1 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 3 |

Withdrawn



| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|------|------|------|-------|-------|-------|-------|------|-------|-------|-------|------|-------|-------|-------|-----|-----|------|------|
| Norm | 116 | 76 | 84 | 83 | 70 | 102 | 76 | 91 | 72 | 97 | 66 | 65 | 43 | 112 | 51 | 62 | 67 | 63 |
| BO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| SS | 1 | 1 | 0 | 2 | 2 | 3 | 0 | 1 | 0 | 4 | 3 | 1 | 0 | 1 | 1 | 2 | 1 | 1 |

Single Family Homes



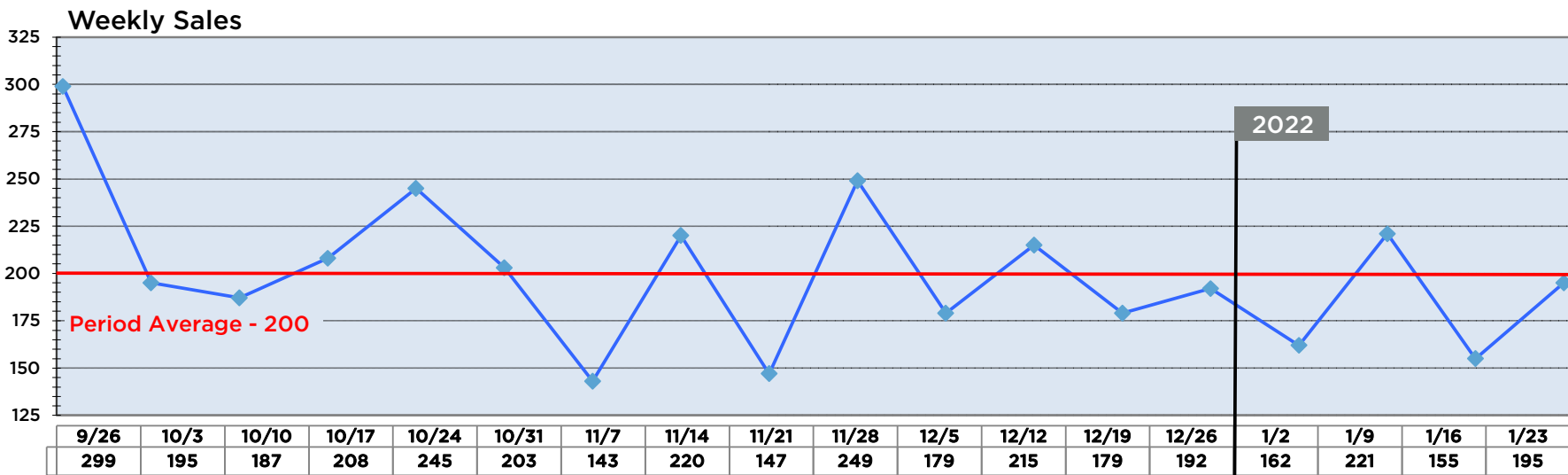
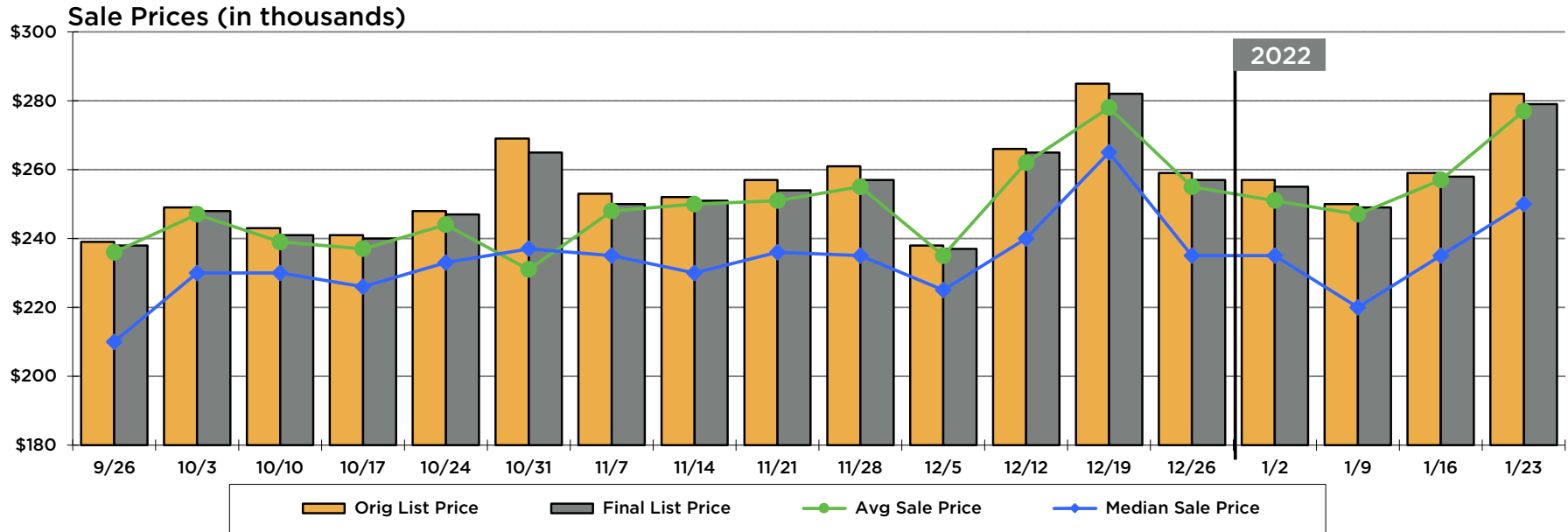
Where are the 14 Single Family Homes available for the Median Price of \$390,000? (± \$500)

| County / City | Zip Code | Available | Average List Price | Average Beds | Average Baths | Average SqFt | List \$ per SqFt |
|----------------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Seminole County | | 3 | \$389,933 | 4.0 | 2.7 | 2,422 | \$160.97 |
| Altamonte Springs / Forest City | 32714 | 1 | \$389,900 | 4.0 | 2.0 | 2,223 | \$175.39 |
| Sanford (South) | 32773 | 2 | \$389,950 | 4.0 | 3.0 | 2,522 | \$154.62 |
| Orange County | | 3 | \$389,967 | 3.3 | 2.0 | 1,713 | \$227.65 |
| Apopka / Hunt Club | 32703 | 1 | \$390,000 | 3.0 | 2.0 | 1,570 | \$248.41 |
| Apopka (North) | 32712 | 1 | \$390,000 | 3.0 | 2.0 | 1,863 | \$209.34 |
| Hunters Creek | 32837 | 1 | \$389,900 | 4.0 | 2.0 | 1,706 | \$228.55 |
| Osceola County | | 3 | \$390,000 | 3.7 | 2.3 | 2,099 | \$185.80 |
| Kissimmee / Buena Ventura Lakes | 34743 | 1 | \$390,000 | 4.0 | 2.0 | 1,735 | \$224.78 |
| Kissimmee (East) | 34744 | 1 | \$390,000 | 3.0 | 2.0 | 2,342 | \$166.52 |
| Kissimmee (West) / Pleasant Hill | 34746 | 1 | \$390,000 | 4.0 | 3.0 | 2,220 | \$175.68 |
| Lake County | | 5 | \$389,960 | 3.8 | 2.6 | 1,938 | \$201.22 |
| Mount Dora | 32757 | 1 | \$390,000 | 3.0 | 2.0 | 1,366 | \$285.51 |
| Clermont (South) | 34714 | 1 | \$390,000 | 4.0 | 3.0 | 1,828 | \$213.35 |
| Minneola | 34715 | 1 | \$389,900 | 4.0 | 3.0 | 2,149 | \$181.43 |
| Groveland | 34736 | 1 | \$389,900 | 4.0 | 2.0 | 1,994 | \$195.54 |
| Montverde | 34756 | 1 | \$390,000 | 4.0 | 3.0 | 2,353 | \$165.75 |

Condos, Townhomes, Villas

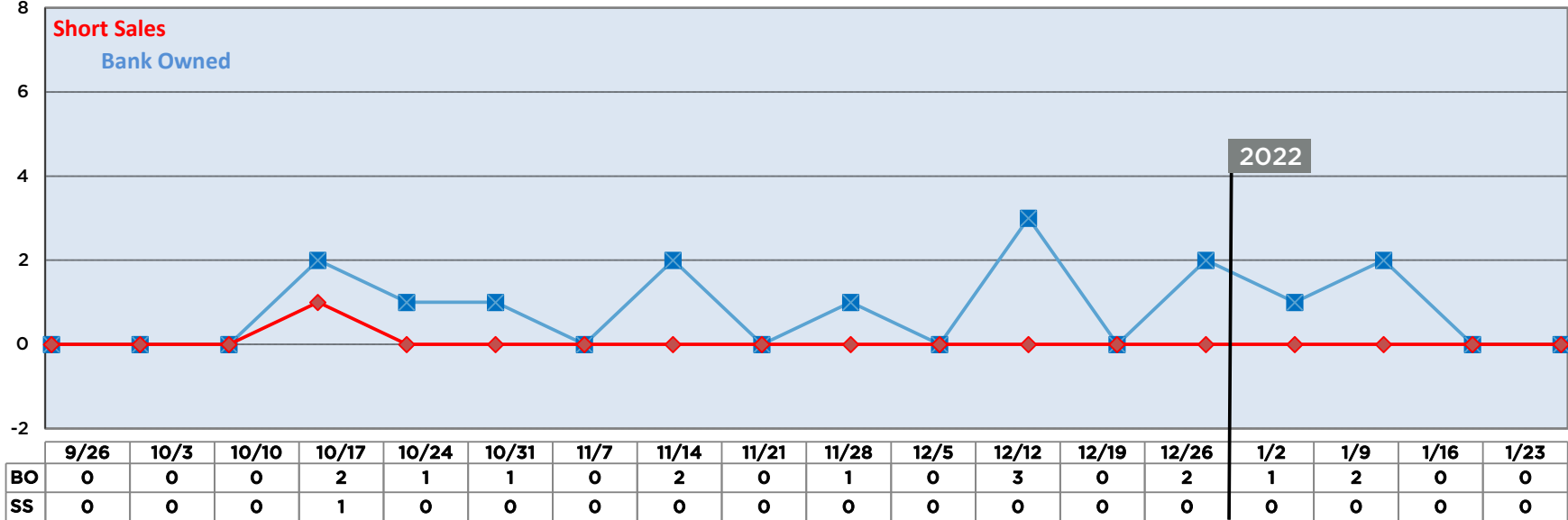
| | Total | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------------|-----------|--------------|------------------|------------------|------------------|----------------|-------------|
| Sales | 195 | 94 | 26 | 46 | 23 | 3 | 3 |
| Bank Owned | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 195 | 94 | 26 | 46 | 23 | 3 | 3 |
| Active Listings | 594 | 297 | 72 | 122 | 60 | 37 | 6 |
| Bank Owned | 5 | 5 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| Other | 588 | 292 | 71 | 122 | 60 | 37 | 6 |
| Months of Inventory | 1 | 1 | 1 | 1 | 1 | 3 | 0 |
| List Price | | | | | | | |
| Average Original List Price | \$281,583 | \$165,910 | \$276,308 | \$337,309 | \$443,039 | \$644,333 | \$1,496,667 |
| Average Final List Price | \$278,909 | \$164,837 | \$270,385 | \$335,885 | \$443,256 | \$639,333 | \$1,433,000 |
| Sale Price | | | | | | | |
| Average Price | \$276,819 | \$162,682 | \$269,702 | \$337,336 | \$442,304 | \$620,000 | \$1,375,000 |
| Median Price | \$250,000 | \$156,750 | \$267,500 | \$334,000 | \$445,000 | \$610,000 | \$1,190,000 |
| Price Differences | | | | | | | |
| Original to Final List Price | -\$2,674 | -\$1,073 | -\$5,923 | -\$1,424 | \$217 | -\$5,000 | -\$63,667 |
| Original List to Sale Price - \$ | -\$4,764 | -\$3,228 | -\$6,606 | \$27 | -\$735 | -\$24,333 | -\$121,667 |
| Final List to Sale Price - \$ | -\$2,090 | -\$2,155 | -\$683 | \$1,451 | -\$952 | -\$19,333 | -\$58,000 |
| Original List to Sale Price - % | 98.31% | 98.05% | 97.61% | 100.01% | 99.83% | 96.22% | 91.87% |
| Final List to Sale Price - % | 99.25% | 98.69% | 99.75% | 100.43% | 99.79% | 96.98% | 95.95% |
| Days on the Market | | | | | | | |
| Avg Days Listing to Contract | 40 | 49 | 47 | 21 | 24 | 24 | 89 |
| Combined Avg Days to Contract | 42 | 52 | 47 | 24 | 24 | 24 | 89 |
| Avg Days Listing to Closing | 73 | 82 | 80 | 56 | 61 | 38 | 136 |
| Avg Days Contract to Close | 33 | 32 | 33 | 34 | 37 | 14 | 46 |
| Beds / Baths | | | | | | | |
| Average Bedrooms | 3 | 2 | 3 | 3 | 3 | 2 | 4 |
| Average Full Baths | 2 | 2 | 2 | 2 | 3 | 2 | 3 |
| Average Half Baths | 0 | 0 | 1 | 1 | 1 | 0 | 1 |
| Square Footage | | | | | | | |
| Average Square Feet | 1,387 | 1,016 | 1,425 | 1,705 | 1,928 | 1,597 | 3,419 |

Condos, Townhomes, Villas

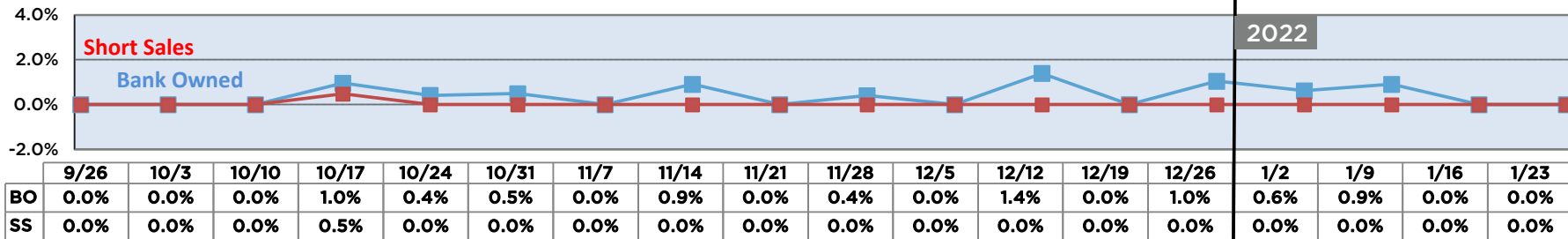
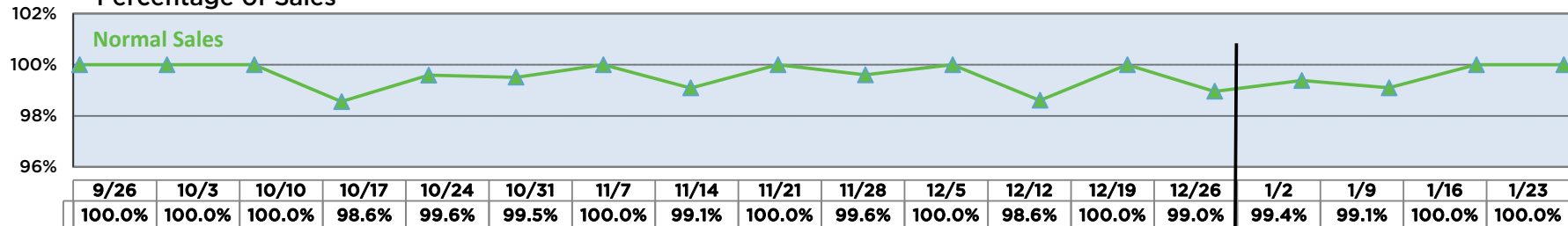


Condos, Townhomes, Villas

Foreclosure Sales

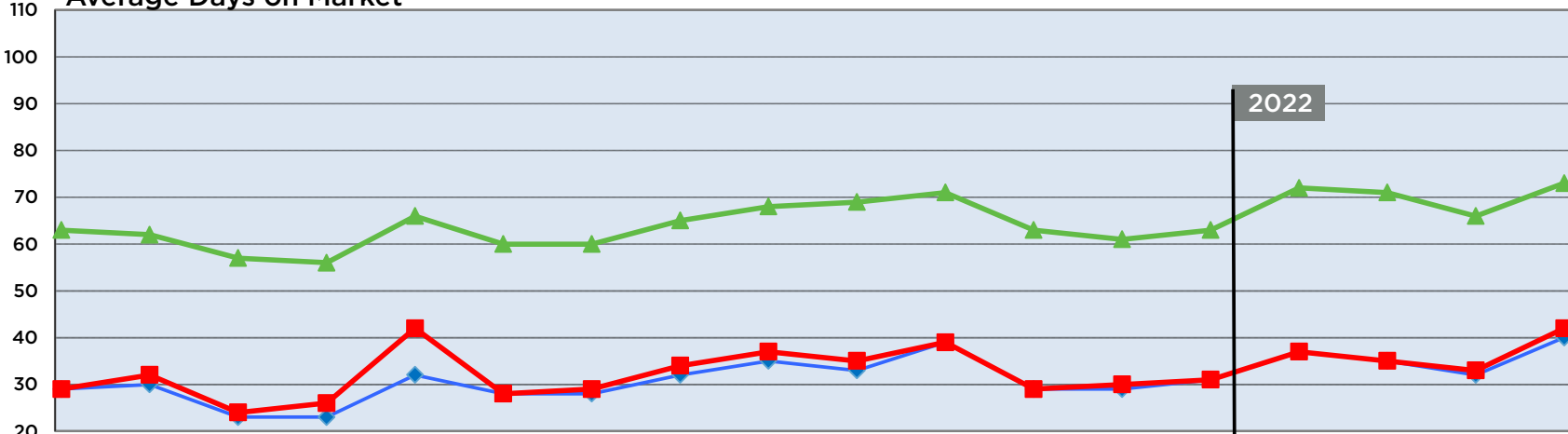


Percentage of Sales



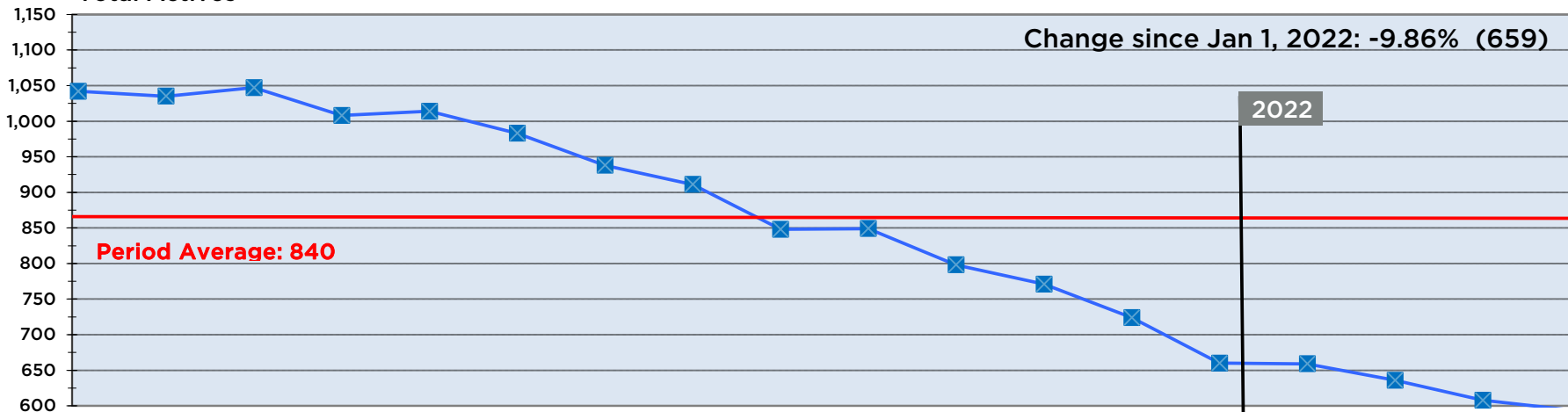
Condos, Townhomes, Villas

Average Days on Market



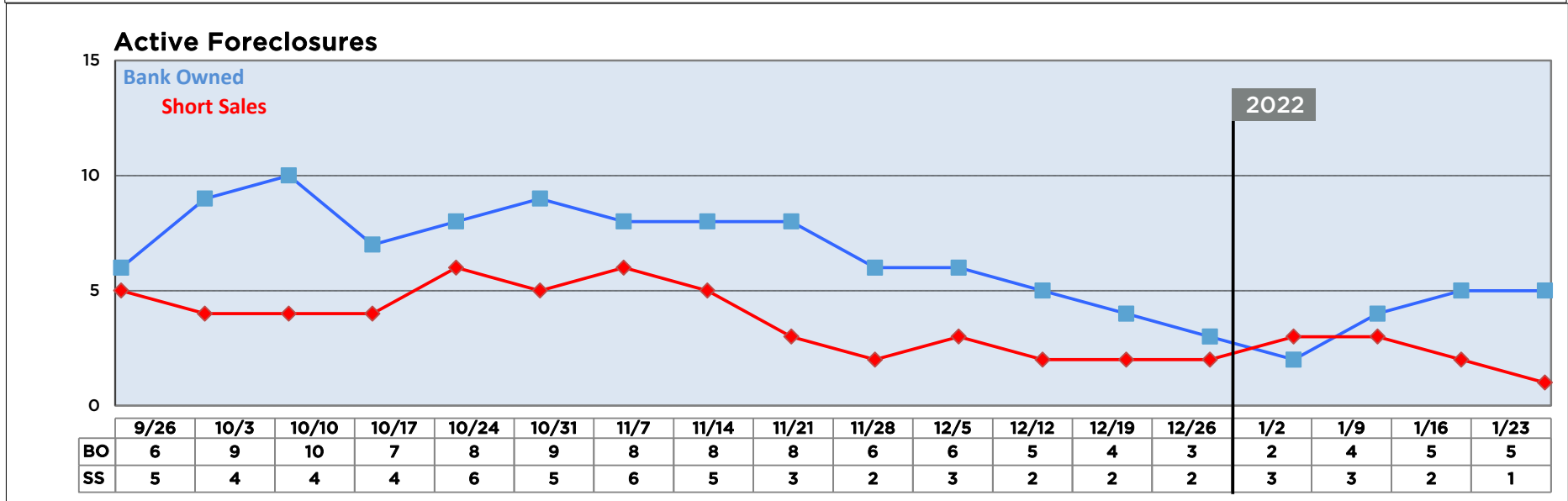
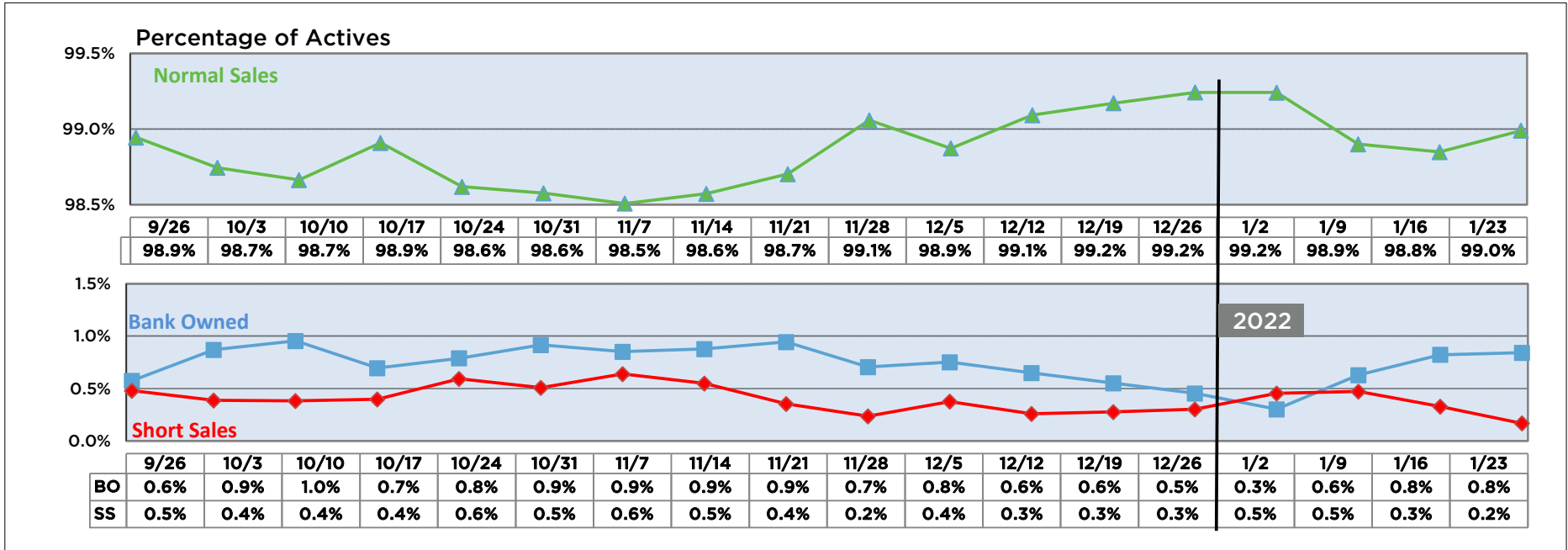
| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|----------------|------|------|-------|-------|-------|-------|------|-------|-------|-------|------|-------|-------|-------|-----|-----|------|------|
| ListToContract | 29 | 30 | 23 | 23 | 32 | 28 | 28 | 32 | 35 | 33 | 39 | 29 | 29 | 31 | 37 | 35 | 32 | 40 |
| CombDaysOnMkt | 29 | 32 | 24 | 26 | 42 | 28 | 29 | 34 | 37 | 35 | 39 | 29 | 30 | 31 | 37 | 35 | 33 | 42 |
| ListToClose | 63 | 62 | 57 | 56 | 66 | 60 | 60 | 65 | 68 | 69 | 71 | 63 | 61 | 63 | 72 | 71 | 66 | 73 |

Total Actives



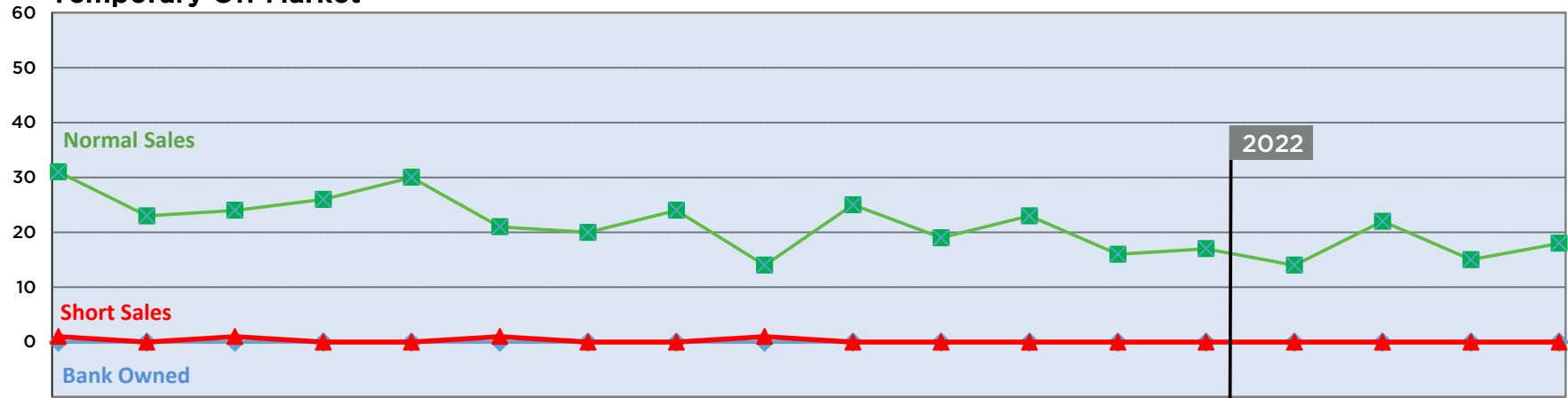
| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|---------------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|------|-------|-------|-------|-----|-----|------|------|
| Total Actives | 1,042 | 1,035 | 1,047 | 1,008 | 1,014 | 983 | 938 | 911 | 848 | 849 | 798 | 771 | 724 | 660 | 659 | 636 | 608 | 594 |

Condos, Townhomes, Villas



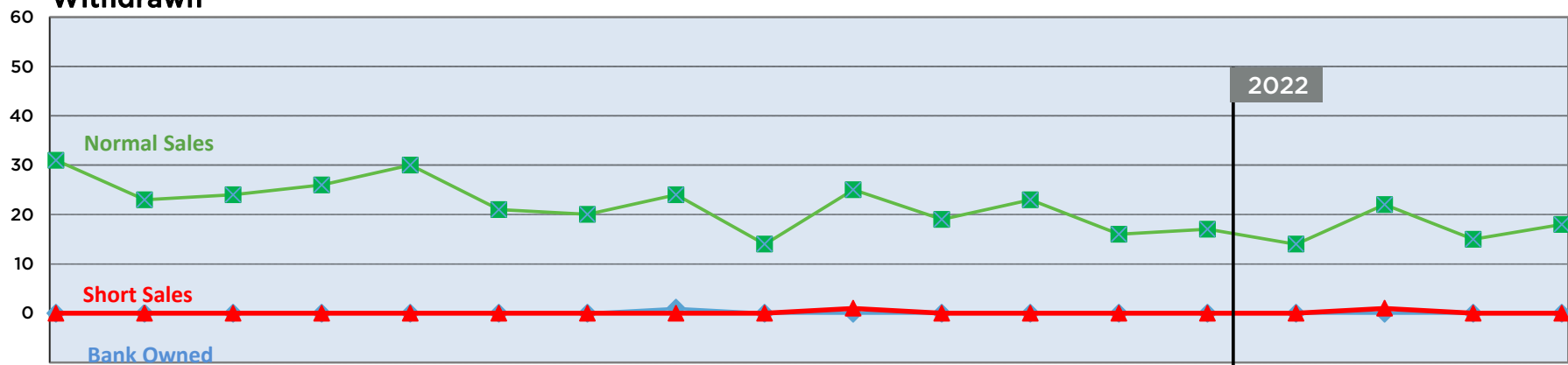
Condos, Townhomes, Villas

Temporary Off Market



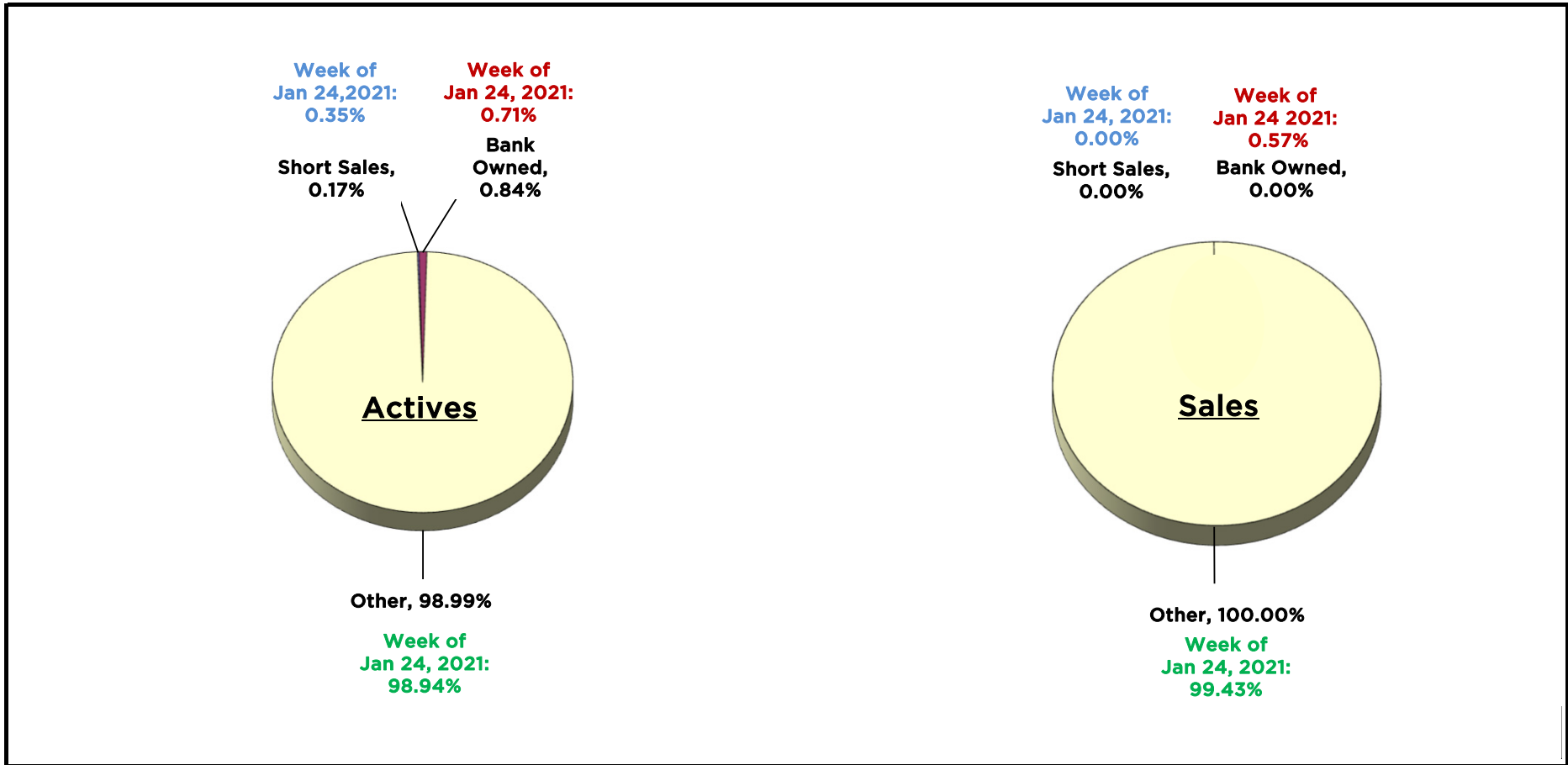
| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|------|------|------|-------|-------|-------|-------|------|-------|-------|-------|------|-------|-------|-------|-----|-----|------|------|
| Norm | 31 | 23 | 24 | 26 | 30 | 21 | 20 | 24 | 14 | 25 | 19 | 23 | 16 | 17 | 14 | 22 | 15 | 18 |
| BO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SS | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Withdrawn



| | 9/26 | 10/3 | 10/10 | 10/17 | 10/24 | 10/31 | 11/7 | 11/14 | 11/21 | 11/28 | 12/5 | 12/12 | 12/19 | 12/26 | 1/2 | 1/9 | 1/16 | 1/23 |
|------|------|------|-------|-------|-------|-------|------|-------|-------|-------|------|-------|-------|-------|-----|-----|------|------|
| Norm | 31 | 23 | 24 | 26 | 30 | 21 | 20 | 24 | 14 | 25 | 19 | 23 | 16 | 17 | 14 | 22 | 15 | 18 |
| BO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |

Condos, Townhomes, Villas



Where are the 10 Condos, Townhomes, or Villas available for the Median Price of \$250,000? (± \$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 | \$249,950 | 2.0 | 2.0 | 1,249 | \$200.20 |
| Winter Springs / Tuskawilla | 32708 | 1 | \$249,900 | 2.0 | 2.0 | 1,132 | \$220.76 |
| Longwood / Wekiva Springs | 32779 | 1 | \$250,000 | 2.0 | 2.0 | 1,365 | \$183.15 |
| Orange County | | 6 | \$249,967 | 3.0 | 2.2 | 1,201 | \$208.13 |
| Apopka (North) | 32712 | 1 | \$249,900 | 3.0 | 3.0 | 1,488 | \$167.94 |
| Conway | 32812 | 1 | \$249,900 | 3.0 | 2.0 | 1,334 | \$187.33 |
| Hiawassee | 32818 | 3 | \$250,000 | 3.0 | 2.0 | 1,051 | \$237.87 |
| Williamsburg / Lake Bryan | 32821 | 1 | \$250,000 | 3.0 | 2.0 | 1,231 | \$203.09 |
| Osceola County | | 1 | \$249,990 | 3.0 | 2.0 | 1,596 | \$156.64 |
| St Cloud / Canoe Creek | 34772 | 1 | \$249,990 | 3.0 | 2.0 | 1,596 | \$156.64 |
| Lake County | | 1 | \$249,900 | 3.0 | 2.0 | 1,842 | \$135.67 |
| Leesburg (West) | 34748 | 1 | \$249,900 | 3.0 | 2.0 | 1,842 | \$135.67 |