



Monday Morning Quarterback Summary

Week of December 31, 2023 - January 06, 2024

Single-family existing homes

- Sales of single-family homes decreased to 191 during the week of December 31, from 321 the week prior
- The median price of single family homes decreased to \$400,000 a change of -3.6%
- The number of single-family home foreclosure transactions remains constant at 3
- The number of single-family short-sale transactions increased to 1 from 0 the week prior
- Single-family inventory increased by 123, and now sits at 5,440

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 82 during the week of December 31, from 105 the week prior
- The median price of condos, townhomes, and villas increased to \$283,500 a change of 7.0%
- The number of condo, townhome, and villa foreclosure transactions decreased to 0 from 1 the week prior
- The number of condo, townhome and villa short-sale transactions remains constant at 0
- Condo inventory increased by 55, and now sits at 2,497

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

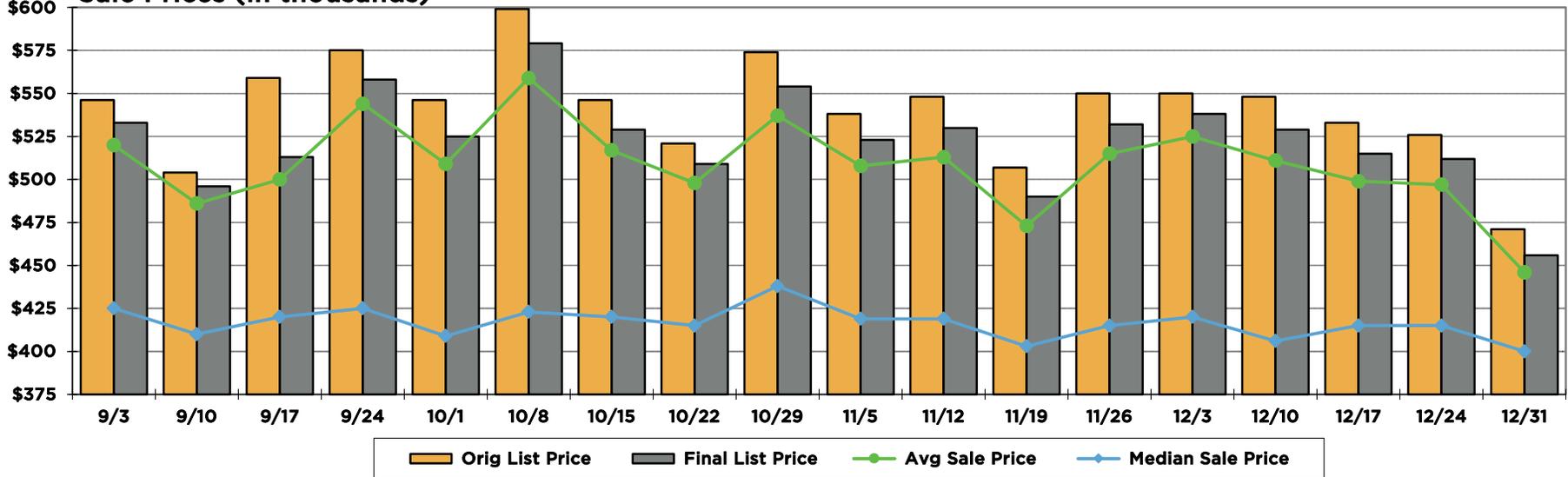
Monday Morning Quarterback
12/31/2023 - 01/06/2024
Lake, Orange, Osceola & Seminole Counties

Single Family Homes

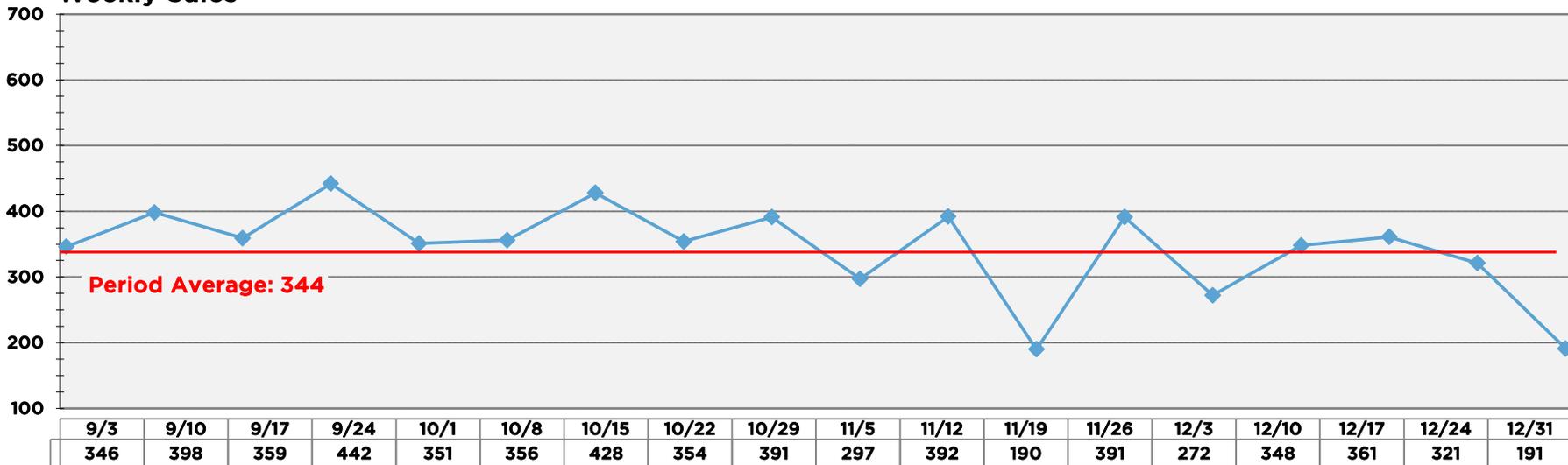
	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Weekly Sales	191	20	19	51	51	45	5
Bank Owned	3	0	0	2	1	0	0
Short Sales	1	0	0	1	0	0	0
Other	187	20	19	48	50	45	5
Active Listings	5,440	324	282	1,177	1,115	2,016	526
Bank Owned	37	11	3	13	4	6	0
Short Sales	11	2	1	6	0	2	0
Other	5,392	311	278	1,158	1,111	2,008	526
Months of Inventory	6.57	3.74	3.43	5.33	5.05	10.34	24.28
<i>List Price</i>							
Average Original List Price	\$471,071	\$196,255	\$291,079	\$370,027	\$457,617	\$690,669	\$1,445,798
Average Final List Price	\$456,237	\$191,255	\$281,131	\$359,383	\$444,855	\$667,055	\$1,388,200
<i>Sale Price</i>							
Average Price	\$445,684	\$175,863	\$275,737	\$349,593	\$438,027	\$657,240	\$1,325,000
Median Price	\$400,000	\$207,950	\$275,000	\$351,000	\$435,000	\$610,000	\$1,200,000
<i>Price Differences</i>							
Original to Final List Price	-\$14,834	-\$5,000	-\$9,948	-\$10,644	-\$12,762	-\$23,614	-\$57,598
Original List to Sale Price - \$	-\$25,387	-\$20,392	-\$15,342	-\$20,434	-\$19,590	-\$33,429	-\$120,798
Final List to Sale Price - \$	-\$10,553	-\$15,392	-\$5,394	-\$9,790	-\$6,828	-\$9,815	-\$63,200
Original List to Sale Price - %	94.61%	89.61%	94.73%	94.48%	95.72%	95.16%	91.64%
Final List to Sale Price - %	97.69%	91.95%	98.08%	97.28%	98.47%	98.53%	95.45%
<i>Days on the Market</i>							
Avg Days Listing to Contract	48	44	35	46	58	48	44
Combined Avg Days to Contract	51	54	43	48	59	48	44
Avg Days Listing to Closing	84	81	76	81	90	85	82
Avg Days Contract to Close	35	35	39	34	31	37	37
<i>Beds / Baths</i>							
Average Bedrooms	3	2	3	3	3	4	5
Average Full Baths	2	2	2	2	2	3	4
Average Half Baths	0	0	0	0	0	0	1
<i>Square Footage</i>							
Average Square Feet	1,913	1,102	1,276	1,597	1,836	2,780	3,788

Single Family Homes

Sale Prices (in thousands)



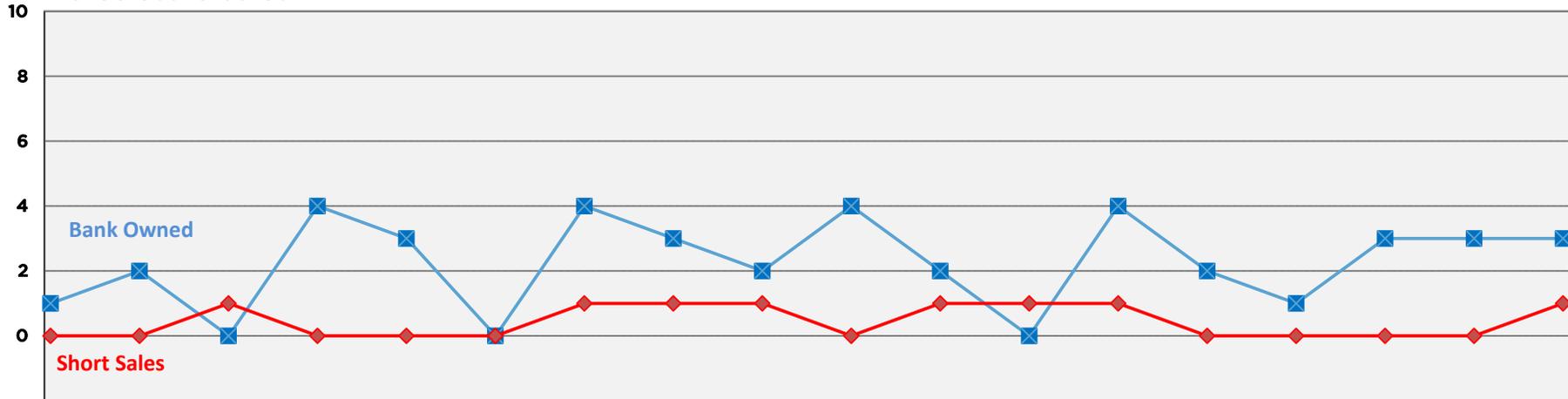
Weekly Sales





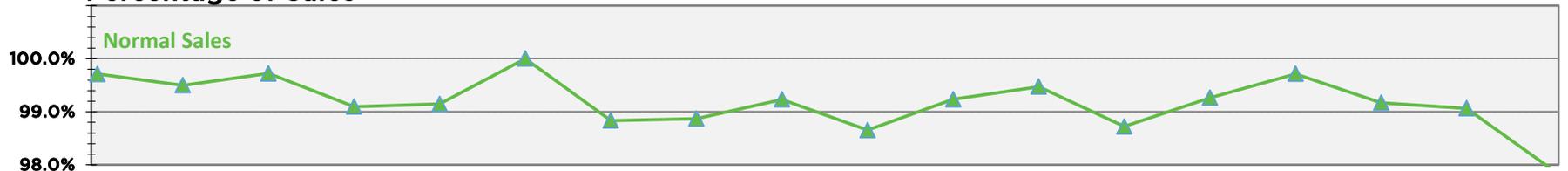
Single Family Homes

Foreclosure Sales

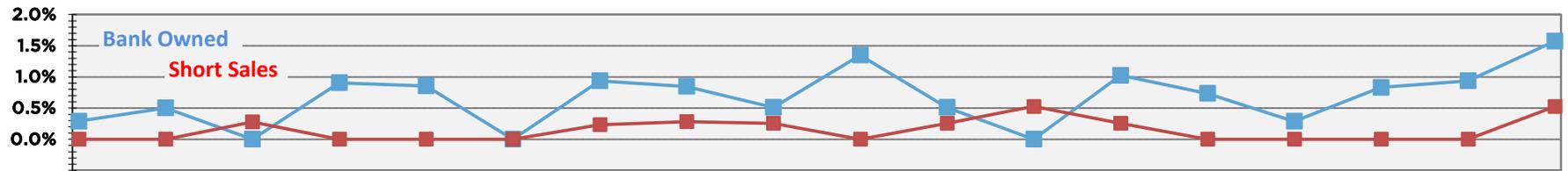


	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
BO	1	2	0	4	3	0	4	3	2	4	2	0	4	2	1	3	3	3
SS	0	0	1	0	0	0	1	1	1	0	1	1	1	0	0	0	0	1

Percentage of Sales



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Normal	99.71%	99.50%	99.72%	99.10%	99.15%	100.00%	98.83%	98.87%	99.23%	98.65%	99.23%	99.47%	98.72%	99.26%	99.71%	99.17%	99.07%	97.91%

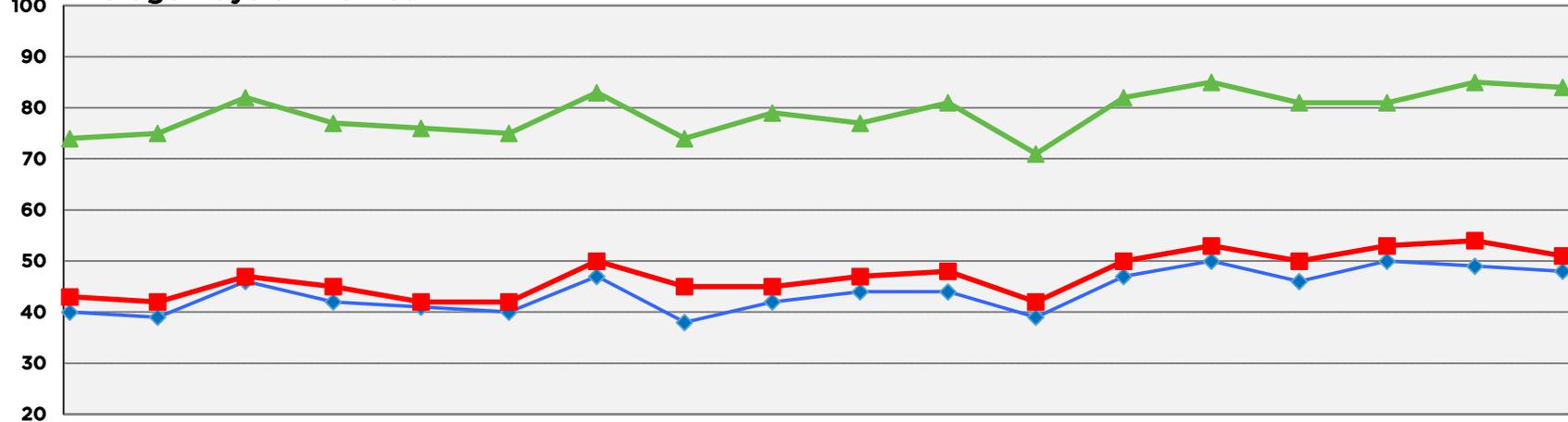


	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
BO	0.29%	0.50%	0.00%	0.90%	0.85%	0.00%	0.93%	0.85%	0.51%	1.35%	0.51%	0.00%	1.02%	0.74%	0.29%	0.83%	0.93%	1.57%
SS	0.00%	0.00%	0.28%	0.00%	0.00%	0.00%	0.23%	0.28%	0.26%	0.00%	0.26%	0.53%	0.26%	0.00%	0.00%	0.00%	0.00%	0.52%



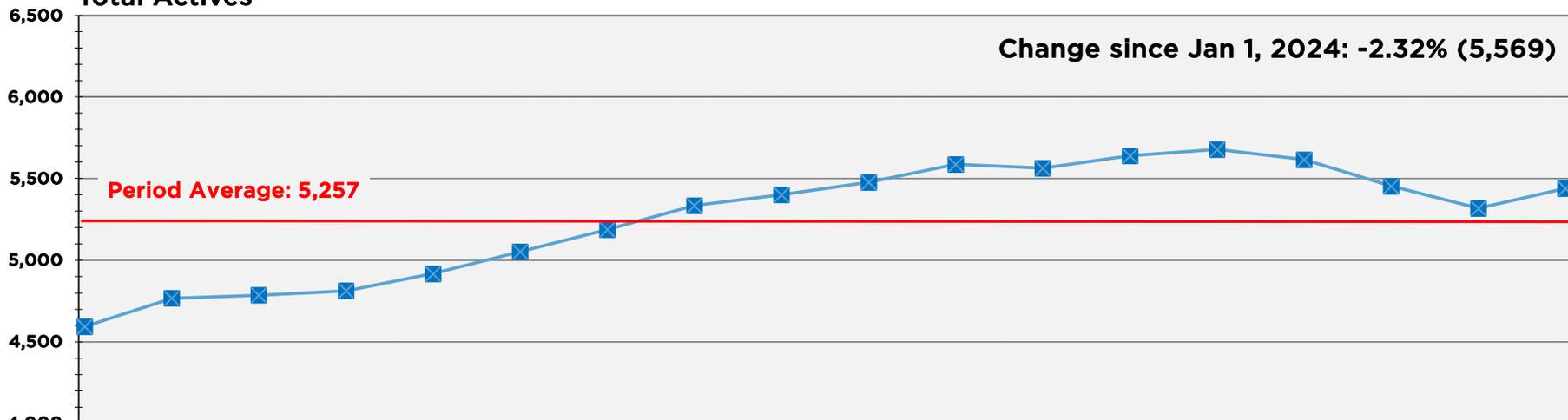
Single Family Homes

Average Days on Market



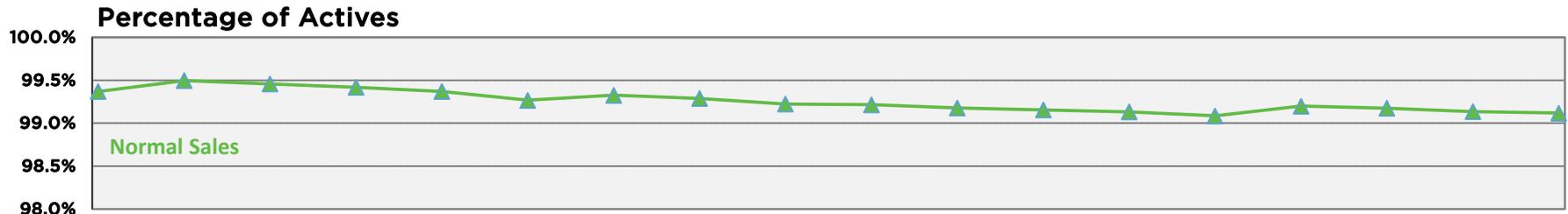
ListToContract	40	39	46	42	41	40	47	38	42	44	44	39	47	50	46	50	49	48
CombDaysOnMkt	43	42	47	45	42	42	50	45	45	47	48	42	50	53	50	53	54	51
ListToClose	74	75	82	77	76	75	83	74	79	77	81	71	82	85	81	81	85	84

Total Actives

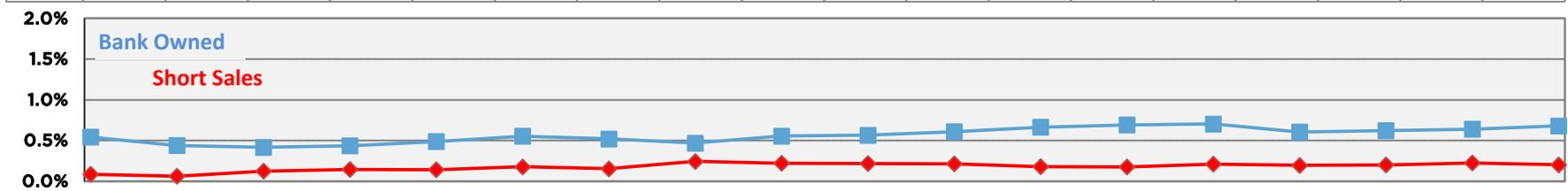


	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Total Actives	4,593	4,767	4,785	4,813	4,917	5,051	5,187	5,334	5,401	5,477	5,588	5,563	5,640	5,679	5,616	5,453	5,317	5,440

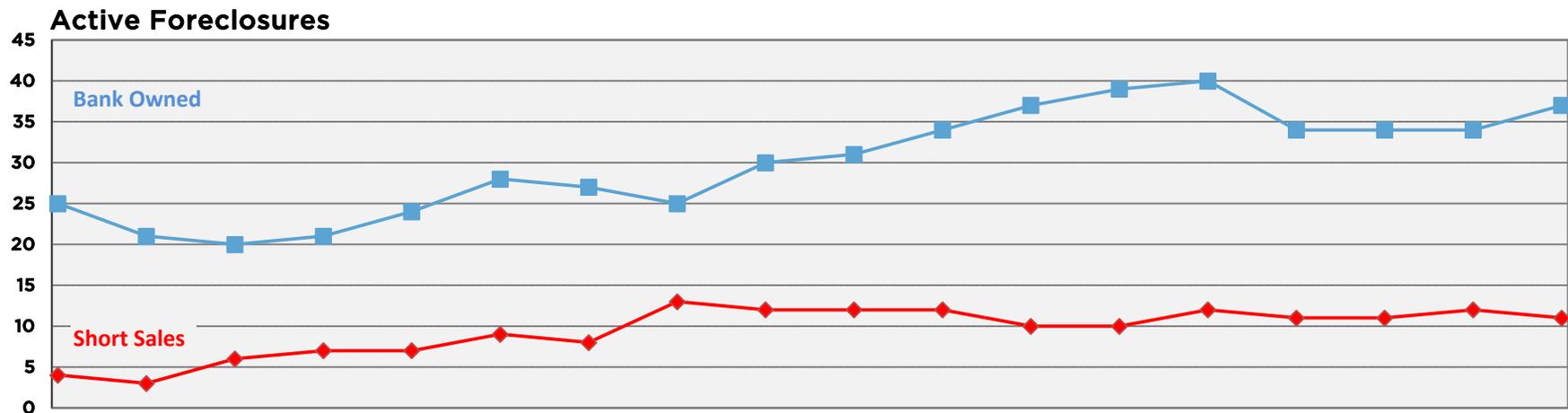
Single Family Homes



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Normal	99.37%	99.50%	99.46%	99.42%	99.37%	99.27%	99.33%	99.29%	99.22%	99.21%	99.18%	99.16%	99.13%	99.08%	99.20%	99.17%	99.13%	99.12%



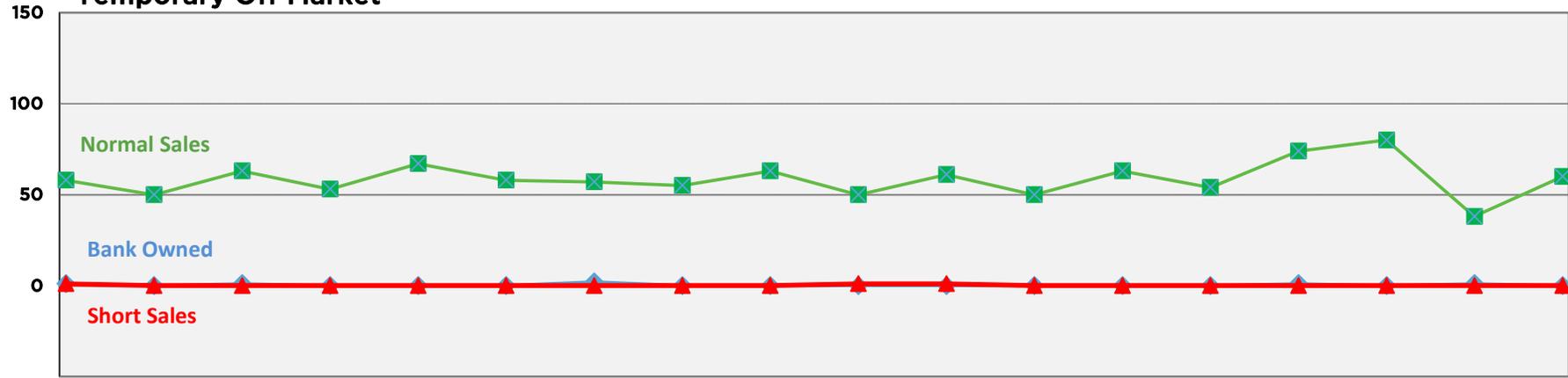
	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
BO	0.54%	0.44%	0.42%	0.44%	0.49%	0.55%	0.52%	0.47%	0.56%	0.57%	0.61%	0.67%	0.69%	0.70%	0.61%	0.62%	0.64%	0.68%
SS	0.09%	0.06%	0.13%	0.15%	0.14%	0.18%	0.15%	0.24%	0.22%	0.22%	0.21%	0.18%	0.18%	0.21%	0.20%	0.20%	0.23%	0.20%



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
BO	25	21	20	21	24	28	27	25	30	31	34	37	39	40	34	34	34	37
SS	4	3	6	7	7	9	8	13	12	12	12	10	10	12	11	11	12	11

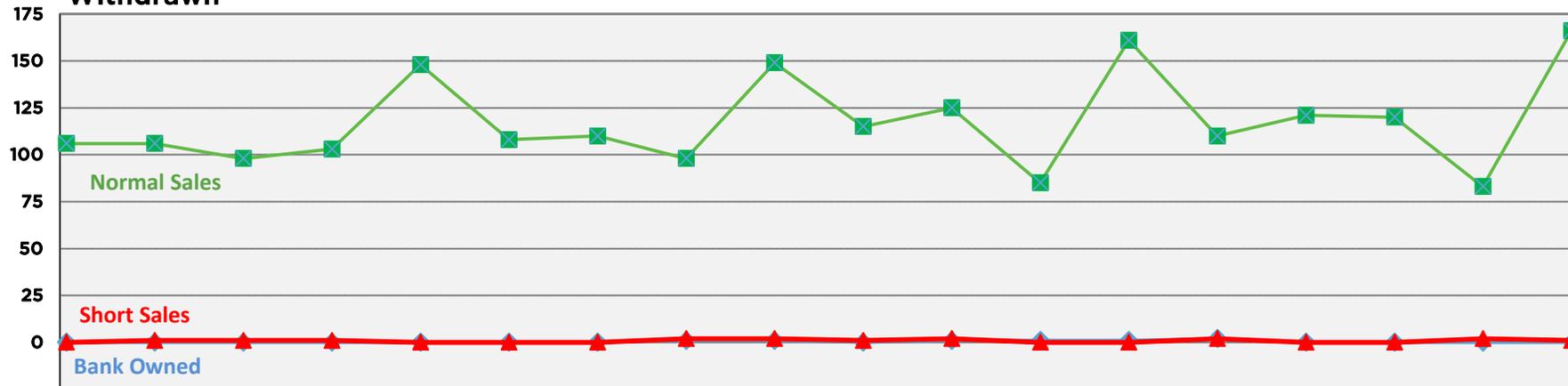
Single Family Homes

Temporary Off Market



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Norm	58	50	63	53	67	58	57	55	63	50	61	50	63	54	74	80	38	60
BO	1	0	1	0	0	0	2	0	0	0	0	0	0	0	1	0	1	0
SS	1	0	0	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0

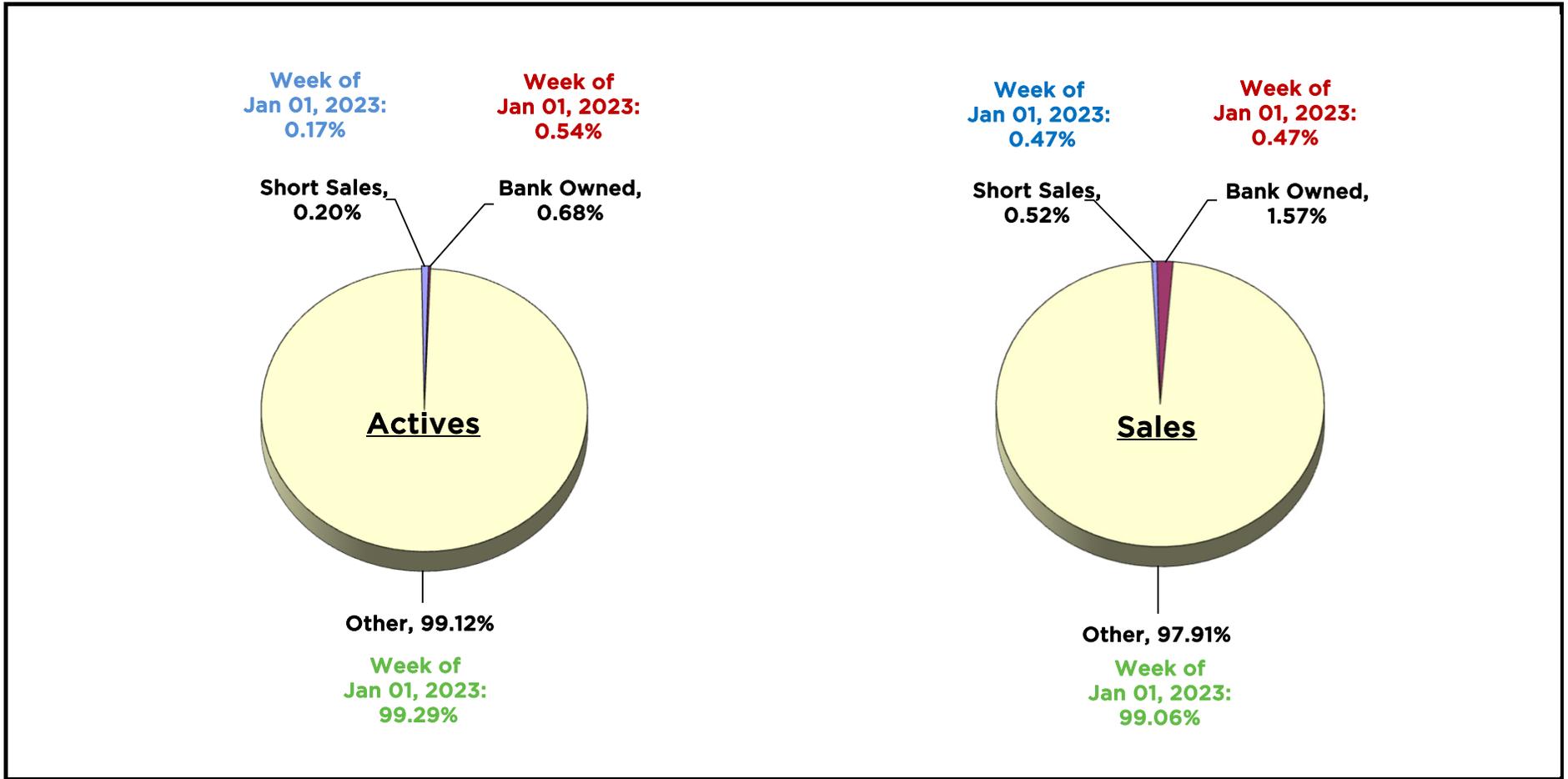
Withdrawn



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Norm	106	106	98	103	148	108	110	98	149	115	125	85	161	110	121	120	83	166
BO	0	0	0	0	0	0	0	1	1	0	1	1	1	2	0	0	0	0
SS	0	1	1	1	0	0	0	2	2	1	2	0	0	2	0	0	2	1



Single Family Homes



Monday Morning Quarterback
12/31/2023 - 01/06/2024
Lake, Orange, Osceola & Seminole Counties

There are 88 Single Family Homes available for the Median Price of \$400,000 (± \$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	\$399,945	3.5	2.2	1,605	\$249.19
Apopka / Hunt Club	32703	1	\$399,999	5.0	2.0	1,767	\$226.37
Winter Springs / Tuskawilla	32708	2	\$399,950	3.0	2.5	1,326	\$301.62
Altamonte Springs / Forest City	32714	2	\$399,950	3.0	2.0	1,743	\$229.53
Lake Mary / Heathrow	32746	1	\$399,900	3.0	2.0	1,588	\$251.83
Longwood (East)	32750	1	\$400,000	3.0	2.0	1,576	\$253.81
Sanford / Lake Forest	32771	2	\$399,900	4.5	2.5	1,705	\$234.55
Longwood / Wekiva Springs	32779	2	\$399,950	3.0	2.0	1,589	\$251.78
Orange County		30	\$399,935	3.3	2.1	1,591	\$251.33
Apopka / Hunt Club	32703	2	\$399,700	3.0	2.0	1,697	\$235.53
Apopka (North)	32712	1	\$399,900	4.0	2.0	2,127	\$188.01
Delaney / Crystal Lake	32806	3	\$399,960	3.3	2.0	1,410	\$283.66
Azalea Park	32807	1	\$399,900	3.0	2.0	1,207	\$331.32
Pine Hills / Rosemont	32808	2	\$399,990	3.0	2.0	1,867	\$214.30
Lockhart	32810	4	\$399,925	3.3	2.3	1,615	\$247.67
Conway	32812	3	\$399,933	4.0	2.3	1,429	\$279.80
Bithlo	32820	1	\$400,000	3.0	2.0	1,475	\$271.19
Williamsburg / Lake Bryan	32821	2	\$399,950	3.0	2.0	2,185	\$183.09
Ventura	32822	2	\$400,000	3.0	2.0	1,527	\$261.95
Taft	32824	2	\$399,945	3.5	2.0	1,557	\$256.95
Rio Pinar / Union Park	32825	2	\$399,950	3.5	2.0	1,717	\$232.94
Research Park	32826	1	\$399,999	3.0	2.0	1,372	\$291.54
Waterford Lakes	32828	1	\$399,900	3.0	2.0	1,375	\$290.84
Metro West / Orlo Vista	32835	1	\$400,000	3.0	2.0	1,314	\$304.41
Hunters Creek	32837	1	\$400,000	3.0	2.0	1,421	\$281.49
Pine Castle / Edgewood	32839	1	\$399,900	3.0	2.0	1,374	\$291.05
Osceola County		23	\$399,932	3.6	2.2	1,925	\$207.73
Kissimmee (Central)	34741	1	\$400,000	4.0	2.0	1,955	\$204.60
Kissimmee / Buena Ventura Lakes	34743	1	\$399,500	4.0	4.0	1,684	\$237.23
Kissimmee (East)	34744	3	\$399,950	3.0	2.0	1,738	\$230.12
Kissimmee (West) / Pleasant Hill	34746	5	\$399,940	3.6	2.2	1,968	\$203.26
Kissimmee / Poinciana	34758	5	\$399,960	4.0	2.4	2,309	\$173.25
St Cloud	34769	2	\$399,945	3.5	2.0	1,679	\$238.28
St Cloud / Narcoossee	34771	2	\$400,000	3.5	2.0	1,648	\$242.79
St Cloud / Canoe Creek	34772	4	\$399,925	3.3	2.0	1,849	\$216.35



Monday Morning Quarterback
12/31/2023 - 01/06/2024
Lake, Orange, Osceola & Seminole Counties

There are 88 Single Family Homes available for the Median Price of \$400,000 (± \$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>
Lake County		24	\$399,923	3.3	2.1	1,857	\$215.32
Lady Lake / The Villages	32159	2	\$399,950	3.5	2.0	2,184	\$183.13
Eustis (East)	32736	1	\$399,900	3.0	2.0	1,729	\$231.29
Sorrento / Mt Plymouth	32776	2	\$399,950	3.5	2.0	1,979	\$202.15
Tavares / Mt Plymouth	32778	1	\$399,900	3.0	2.0	1,700	\$235.24
Clermont (Central)	34711	3	\$399,900	3.3	2.0	1,779	\$224.75
Clermont (South)	34714	3	\$399,983	4.3	2.7	1,854	\$215.70
Minneola	34715	1	\$400,000	3.0	2.0	1,320	\$303.03
Groveland	34736	5	\$399,940	2.6	2.0	1,652	\$242.15
Leesburg (West)	34748	3	\$399,966	4.0	2.3	2,533	\$157.90
Mascotte	34753	1	\$399,900	3.0	2.0	1,700	\$235.24
Okahumpka	34762	1	\$399,500	3.0	2.0	1,556	\$256.75
Leesburg (East) / Haines Creek	34788	1	\$399,900	3.0	2.0	1,488	\$268.75

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12/31/2023 - 01/06/2024
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Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Weekly Sales	82	31	13	19	10	9	0
Bank Owned	0	0	0	0	0	0	0
Short Sales	0	0	0	0	0	0	0
Other	82	31	13	19	10	9	0
Active Listings	2,497	849	376	641	363	260	8
Bank Owned	6	2	3	0	0	1	0
Short Sales	1	0	0	1	0	0	0
Other	2,490	847	373	640	363	259	8
Months of Inventory	7.03	6.32	6.68	7.79	8.38	6.67	0.00

List Price

Average Original List Price	\$331,673	\$209,908	\$290,946	\$347,842	\$454,995	\$638,753	\$0
Average Final List Price	\$318,899	\$197,932	\$284,400	\$341,473	\$440,680	\$602,431	\$0

Sale Price

Average Price	\$312,467	\$192,174	\$272,885	\$335,942	\$432,300	\$601,278	\$0
Median Price	\$283,500	\$200,000	\$270,000	\$325,000	\$417,500	\$537,000	\$0

Price Differences

Original to Final List Price	-\$12,774	-\$11,976	-\$6,546	-\$6,369	-\$14,315	-\$36,322	\$0
Original List to Sale Price - \$	-\$19,206	-\$17,734	-\$18,061	-\$11,900	-\$22,695	-\$37,475	\$0
Final List to Sale Price - \$	-\$6,432	-\$5,758	-\$11,515	-\$5,531	-\$8,380	-\$1,153	\$0
Original List to Sale Price - %	94.21%	91.55%	93.79%	96.58%	95.01%	94.13%	0.00%
Final List to Sale Price - %	97.98%	97.09%	95.95%	98.38%	98.10%	99.81%	0.00%

Days on the Market

Avg Days Listing to Contract	62	61	48	48	67	108	0
Combined Avg Days to Contract	66	65	48	51	79	108	0
Avg Days Listing to Closing	98	93	80	91	109	145	0
Avg Days Contract to Close	36	32	31	42	41	36	0

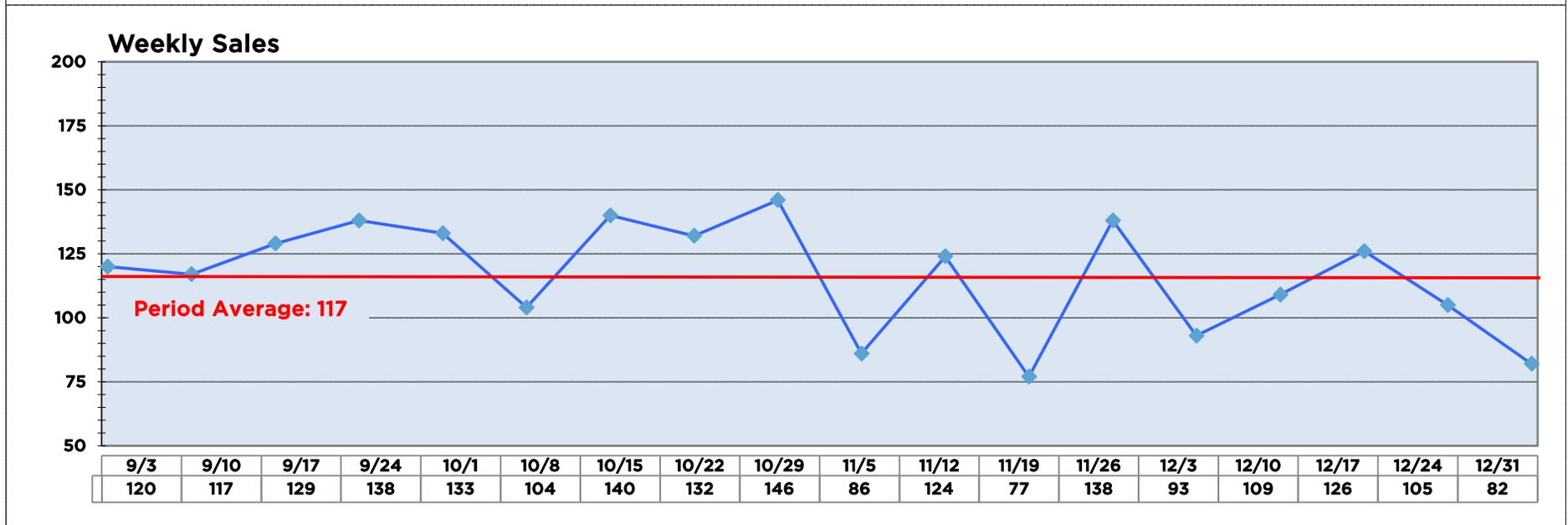
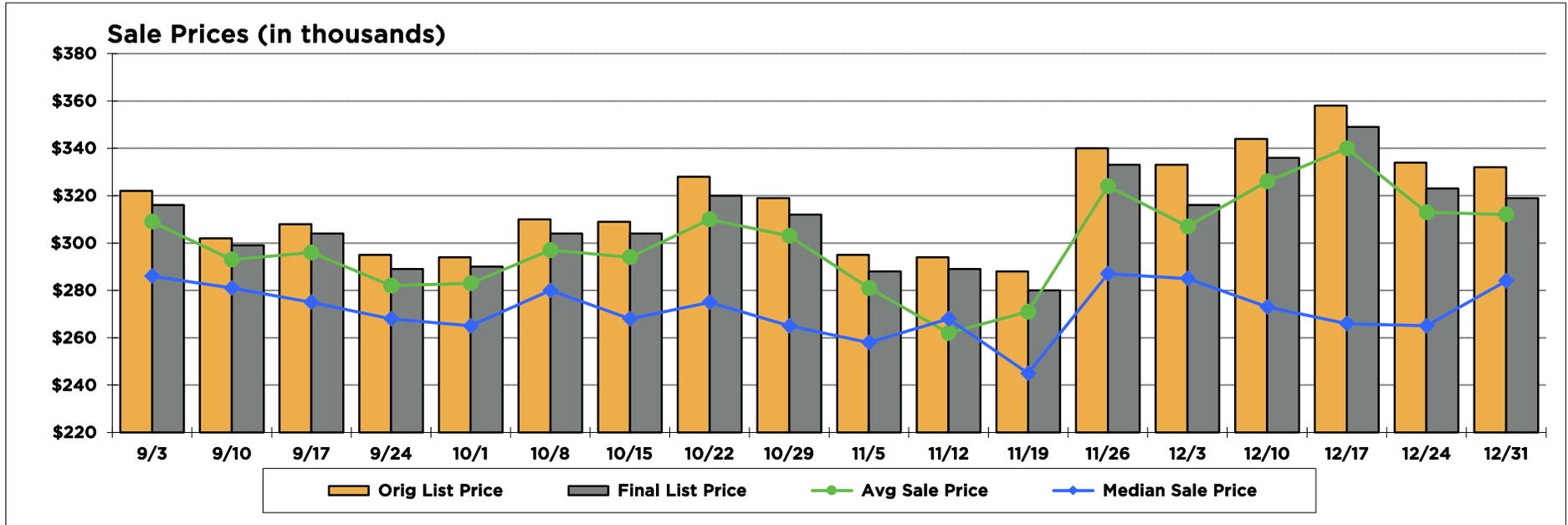
Beds / Baths

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

Square Footage

Average Square Feet	1,410	1,012	1,386	1,580	1,740	2,086	0
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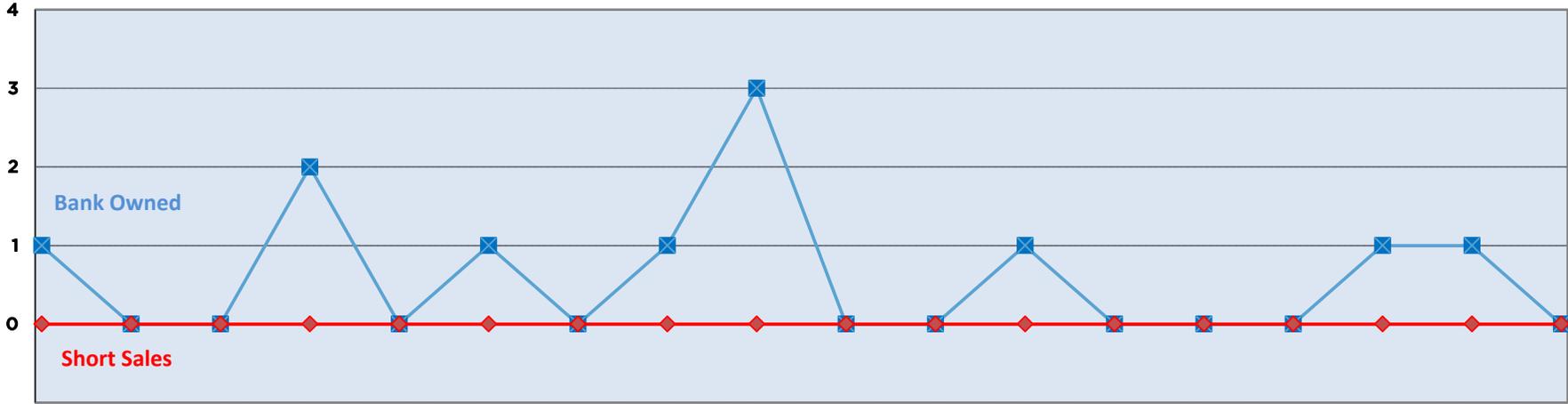
Condos, Townhomes, Villas



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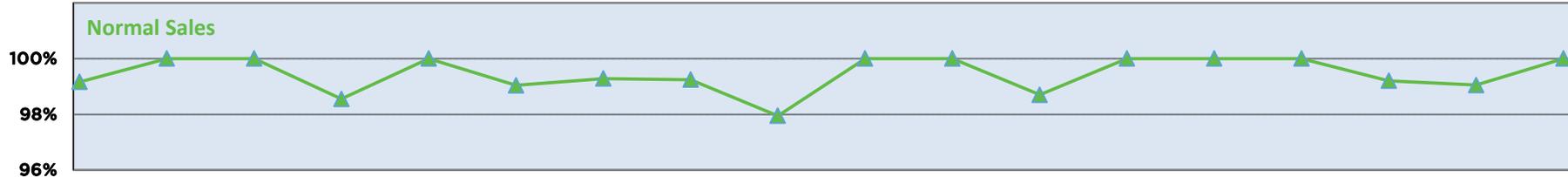
Condos, Townhomes, Villas

Foreclosure Sales

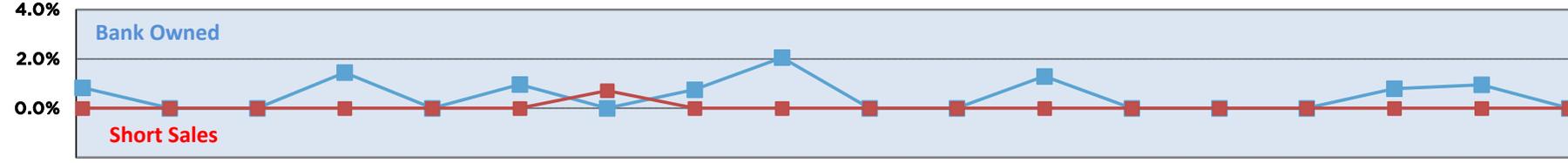


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BO	1	0	0	2	0	1	0	1	3	0	0	1	0	0	0	1	1	0
SS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Percentage of Sales



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Normal	99.17%	100.00	100.00	98.55%	100.00	99.04%	99.29%	99.24%	97.95%	100.00	100.00	98.70%	100.00	100.00	100.00	99.21%	99.05%	100.00

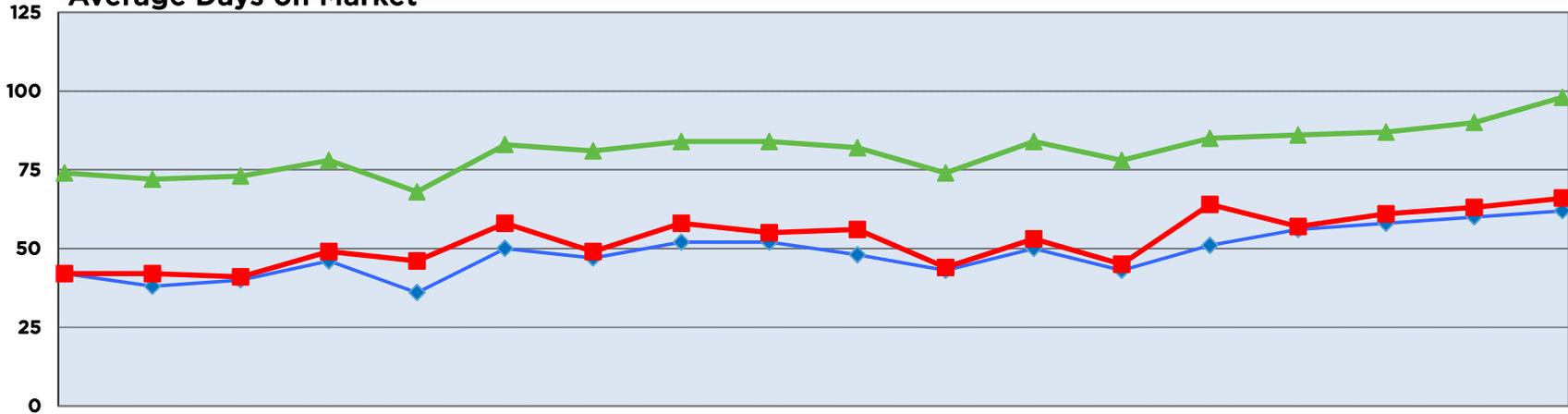


	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
BO	0.83%	0.00%	0.00%	1.45%	0.00%	0.96%	0.00%	0.76%	2.05%	0.00%	0.00%	1.30%	0.00%	0.00%	0.00%	0.79%	0.95%	0.00%
SS	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.71%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%



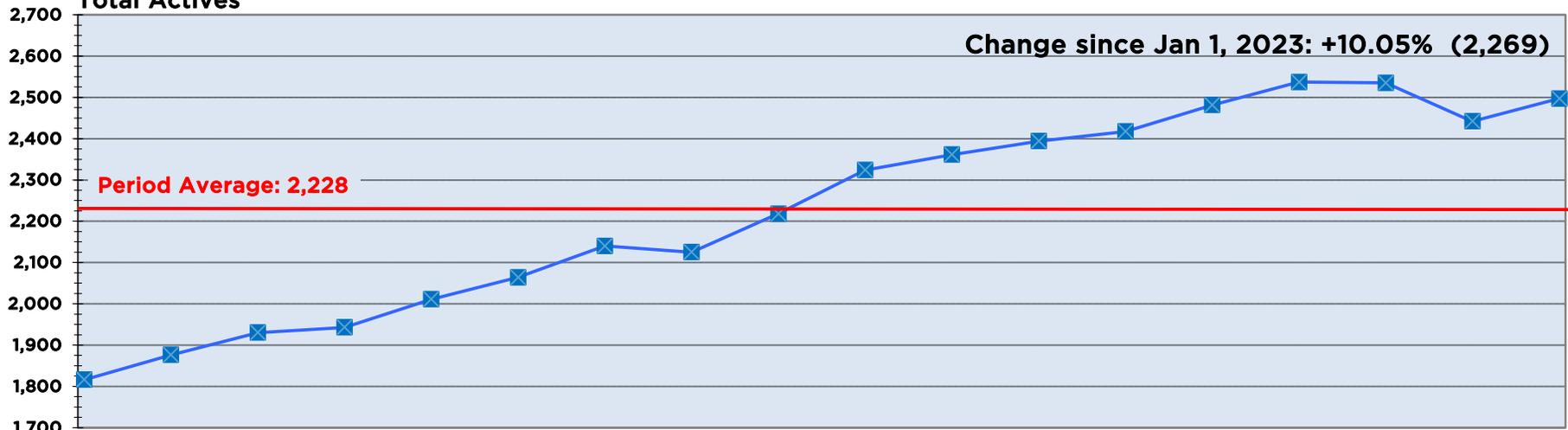
Condos, Townhomes, Villas

Average Days on Market



ListToContract	42	38	40	46	36	50	47	52	52	48	43	50	43	51	56	58	60	62
CombDaysOnMkt	42	42	41	49	46	58	49	58	55	56	44	53	45	64	57	61	63	66
ListToClose	74	72	73	78	68	83	81	84	84	82	74	84	78	85	86	87	90	98

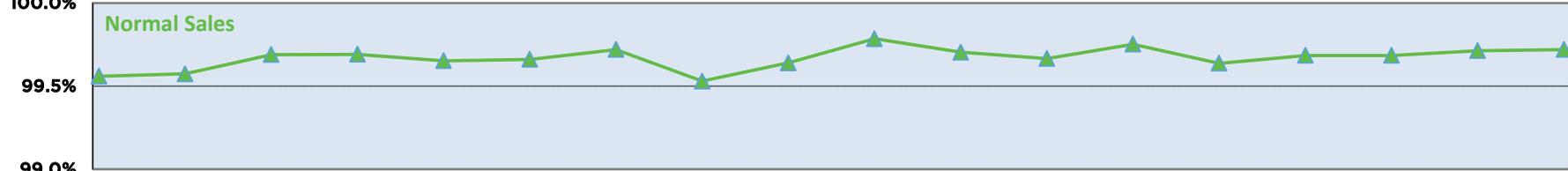
Total Actives



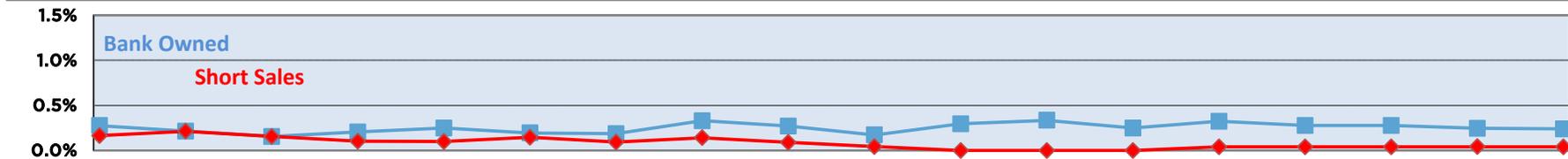
	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Total Actives	1,816	1,876	1,930	1,943	2,011	2,064	2,140	2,125	2,218	2,324	2,361	2,394	2,417	2,481	2,537	2,535	2,442	2,497

Condos, Townhomes, Villas

Percentage of Actives

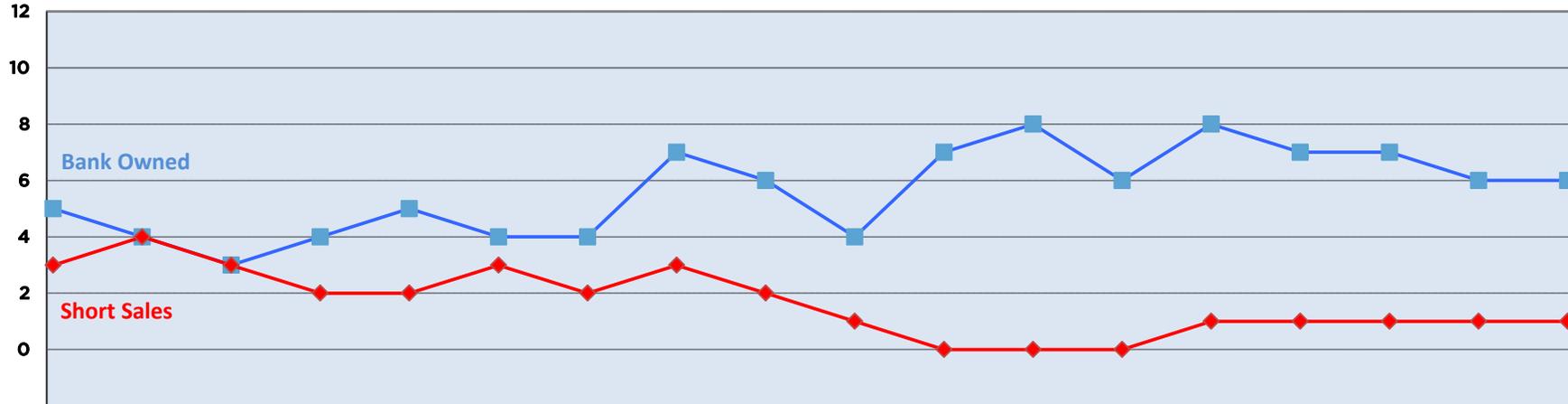


	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Normal	99.56%	99.57%	99.69%	99.69%	99.65%	99.66%	99.72%	99.53%	99.64%	99.78%	99.70%	99.67%	99.75%	99.64%	99.68%	99.68%	99.71%	99.72%



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
BO	0.28%	0.21%	0.16%	0.21%	0.25%	0.19%	0.19%	0.33%	0.27%	0.17%	0.30%	0.33%	0.25%	0.32%	0.28%	0.28%	0.25%	0.24%
SS	0.17%	0.21%	0.16%	0.10%	0.10%	0.15%	0.09%	0.14%	0.09%	0.04%	0.00%	0.00%	0.00%	0.04%	0.04%	0.04%	0.04%	0.04%

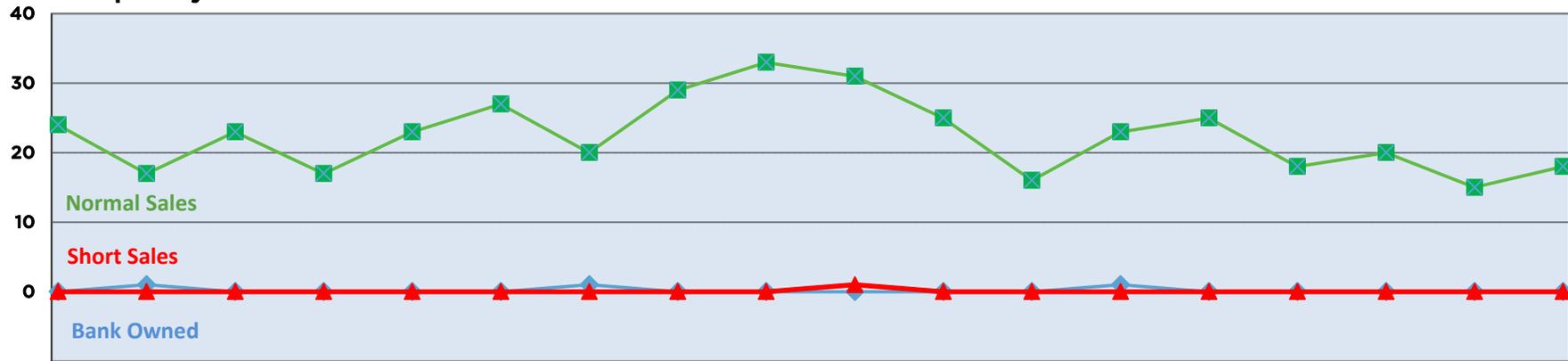
Active Foreclosures



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
BO	5	4	3	4	5	4	4	7	6	4	7	8	6	8	7	7	6	6
SS	3	4	3	2	2	3	2	3	2	1	0	0	0	1	1	1	1	1

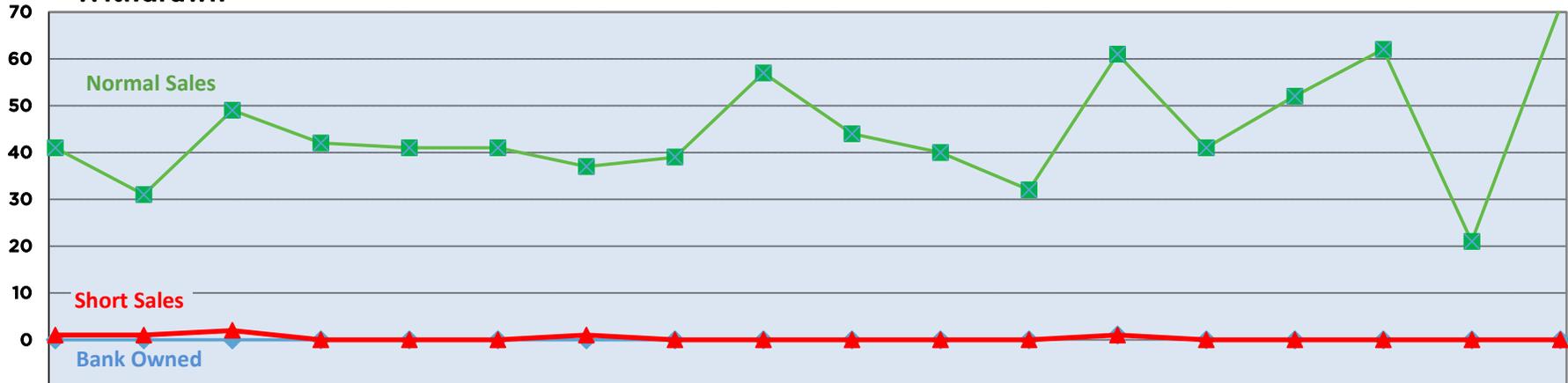
Condos, Townhomes, Villas

Temporary Off Market



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Norm	24	17	23	17	23	27	20	29	33	31	25	16	23	25	18	20	15	18
BO	0	1	0	0	0	0	1	0	0	0	0	0	1	0	0	0	0	0
SS	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0

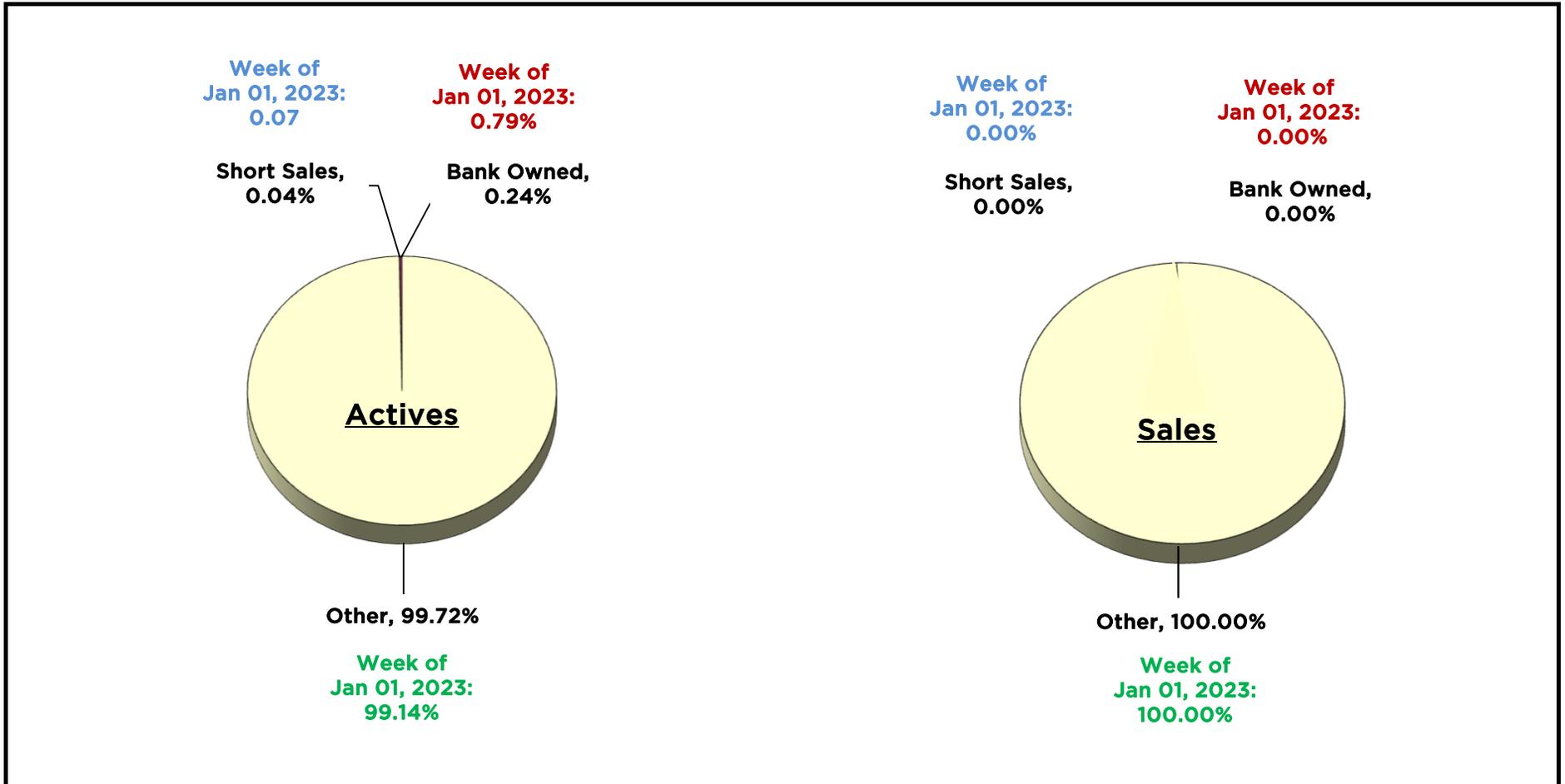
Withdrawn



	9/3	9/10	9/17	9/24	10/1	10/8	10/15	10/22	10/29	11/5	11/12	11/19	11/26	12/3	12/10	12/17	12/24	12/31
Norm	41	31	49	42	41	41	37	39	57	44	40	32	61	41	52	62	21	71
BO	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0
SS	1	1	2	0	0	0	1	0	0	0	0	0	1	0	0	0	0	0



Condos, Townhomes, Villas





Monday Morning Quarterback
12/31/2023 - 01/06/2024
Lake, Orange, Osceola & Seminole Counties

There are 2 Condos, Villas, or Townhomes available for the Median Price of \$283,500 (± \$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		1	\$283,000	2.0	2.0	1,020	\$277.45
Sanford (South)	32773	1	\$283,000	2.0	2.0	1,020	\$277.45
Osceola County		1	\$283,900	3.0	2.0	1,291	\$219.91
Kissimmee / Celebration	34747	1	\$283,900	3.0	2.0	1,291	\$219.91