



Monday Morning Quarterback Summary

Week of Aug 13, 2017

Single-family existing homes

- Sales of single-family homes increased to 565 during the week of Aug 13, from 521 the week prior
- The median price of single family homes decreased to \$235,000, a change of -6.7%
- The number of single-family home foreclosure transactions increased to 22 last week, from 19 the week of Aug 6
- The number of single-family home short-sale transactions increased to 9 from 3 the week prior
- Single-family inventory increased by 40, and now sits at 8,669

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 166 during the week of Aug 13, from 150 the week prior
- The median price of condos, townhomes, and villas decreased to \$141,000, a change of -8.8%
- The number of condo, townhome, and villa foreclosure transactions decreased to 4 last week, from 6 the week of Aug 6
- The number of condo, townhome and villa short-sale transactions increased to 3 from 0 the week prior
- Condo inventory decreased by 24, and now sits at 2,240

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 | 565 | 311 | 93 | 92 | 33 | 32 | 4 |
| Bank Owned | 22 | 20 | 0 | 1 | 0 | 1 | 0 |
| Short Sales | 9 | 4 | 3 | 2 | 0 | 0 | 0 |
| Other | 534 | 287 | 90 | 89 | 33 | 31 | 4 |
| Active Listings | 8,669 | 2,372 | 1,377 | 1,950 | 966 | 1,405 | 599 |
| Bank Owned | 188 | 106 | 24 | 34 | 9 | 11 | 4 |
| Short Sales | 109 | 62 | 19 | 13 | 8 | 6 | 1 |
| Other | 8,372 | 2,204 | 1,334 | 1,903 | 949 | 1,388 | 594 |
| Months of Inventory | 4 | 2 | 3 | 5 | 7 | 10 | 35 |

List Price

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$295,371 | \$188,287 | \$285,548 | \$371,400 | \$466,421 | \$785,194 | \$1,771,125 |
| Average Final List Price | \$289,125 | \$185,295 | \$280,797 | \$360,217 | \$458,347 | \$761,409 | \$1,746,000 |

Sale Price

| | | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$281,071 | \$181,597 | \$272,607 | \$348,617 | \$439,514 | \$738,966 | \$1,688,184 |
| Median Price | \$235,000 | \$190,000 | \$270,000 | \$350,000 | \$440,000 | \$733,000 | \$1,776,369 |

Price Differences

| | | | | | | | |
|--|-----------|----------|-----------|-----------|-----------|-----------|-----------|
| <i>Original to Final</i> List Price | -\$6,246 | -\$2,992 | -\$4,751 | -\$11,183 | -\$8,074 | -\$23,785 | -\$25,125 |
| <i>Original</i> List to <i>Sale</i> Price - \$ | -\$14,300 | -\$6,690 | -\$12,941 | -\$22,783 | -\$26,907 | -\$46,228 | -\$82,941 |
| <i>Final</i> List to <i>Sale</i> Price - \$ | -\$8,054 | -\$3,698 | -\$8,190 | -\$11,600 | -\$18,833 | -\$22,443 | -\$57,816 |
| <i>Original</i> List to <i>Sale</i> Price - % | 95.16% | 96.45% | 95.47% | 93.87% | 94.23% | 94.11% | 95.32% |
| <i>Final</i> List to <i>Sale</i> Price - % | 97.21% | 98.00% | 97.08% | 96.78% | 95.89% | 97.05% | 96.69% |

Days on the Market

| | | | | | | | |
|-------------------------------|----|----|-----|-----|----|-----|-----|
| Avg Days Listing to Contract | 50 | 37 | 61 | 62 | 50 | 107 | 70 |
| Combined Avg Days to Contract | 49 | 30 | 63 | 60 | 67 | 132 | 70 |
| Avg Days Listing to Closing | 89 | 76 | 103 | 100 | 90 | 145 | 115 |
| Avg Days Contract to Close | 39 | 38 | 41 | 38 | 39 | 36 | 44 |

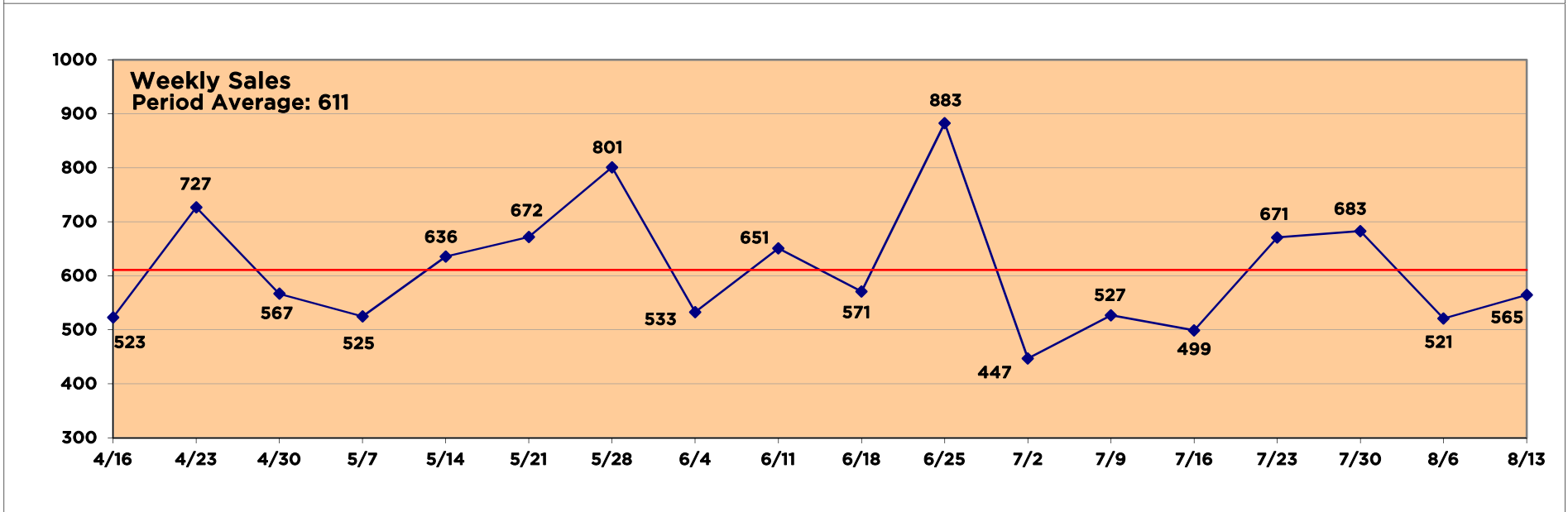
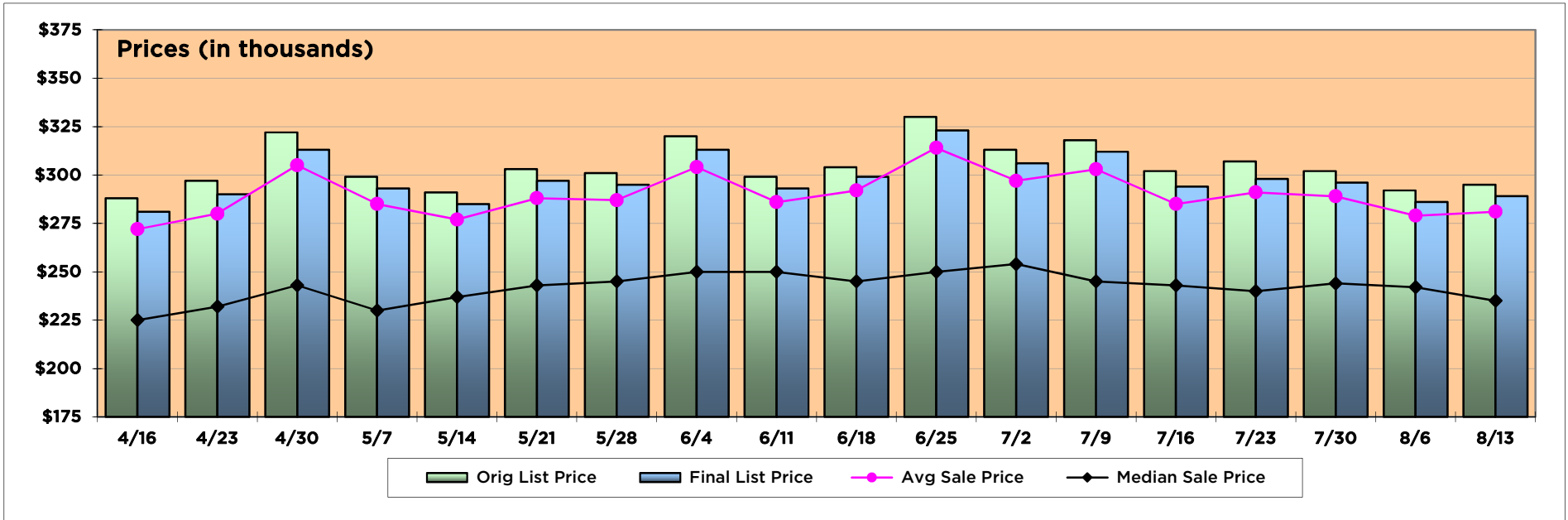
Beds / Baths

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

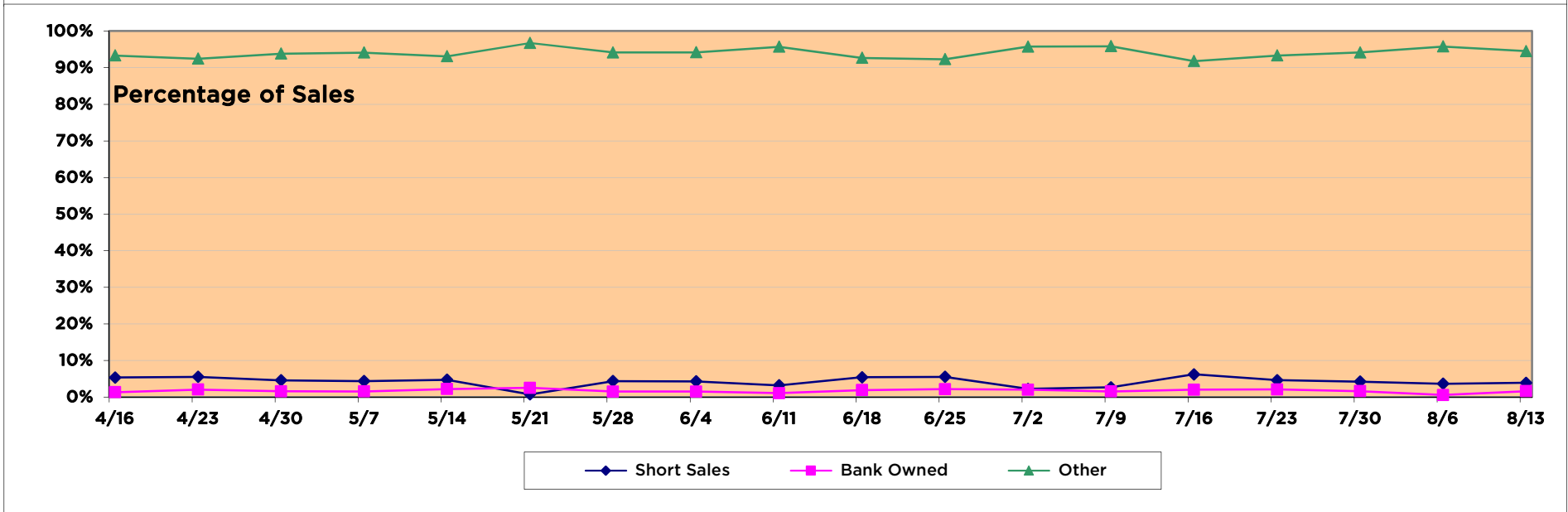
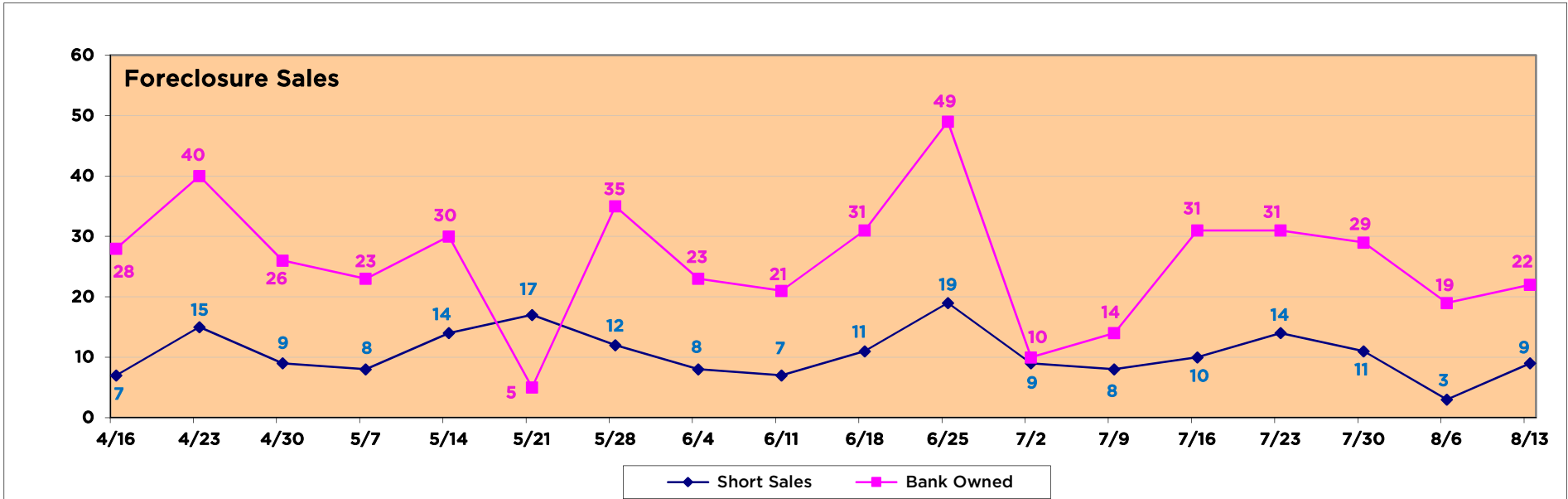
Square Footage

| | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 2,042 | 1,548 | 2,126 | 2,516 | 2,966 | 3,843 | 5,532 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|

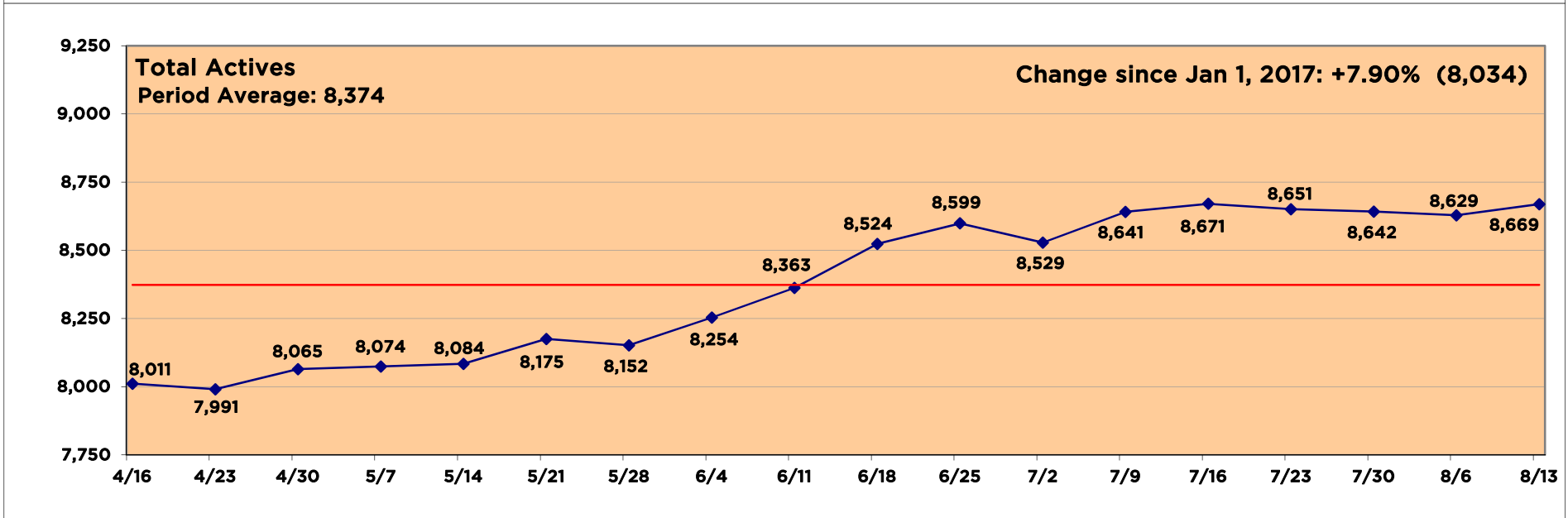
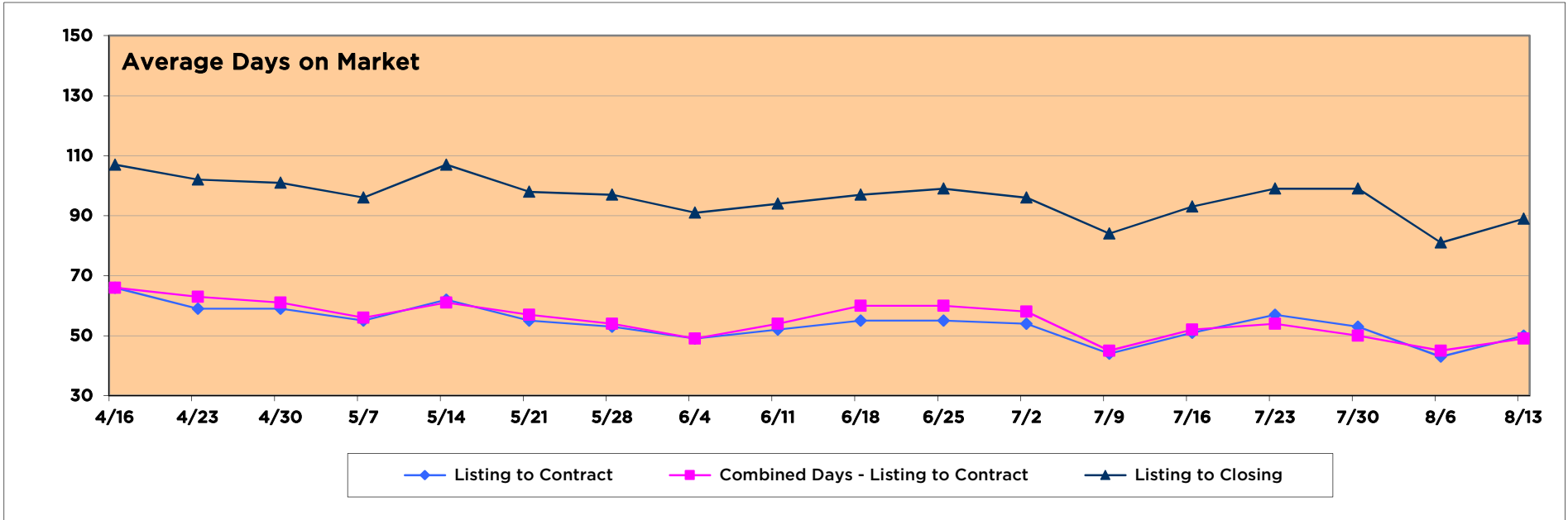
Single Family Homes



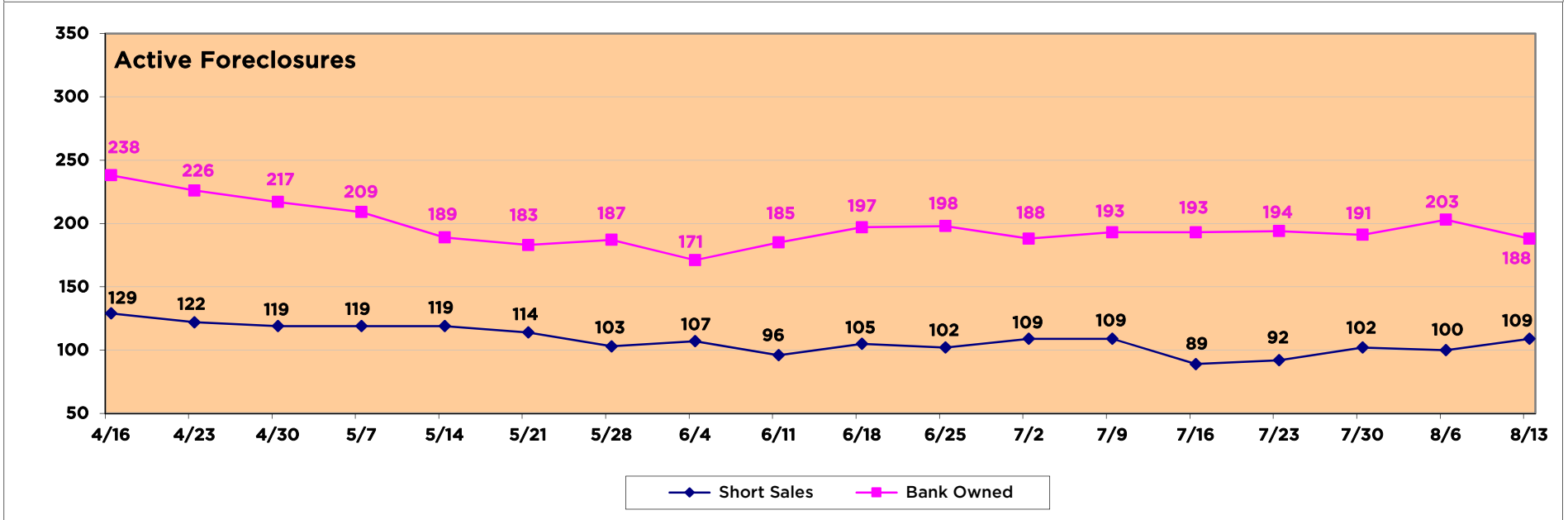
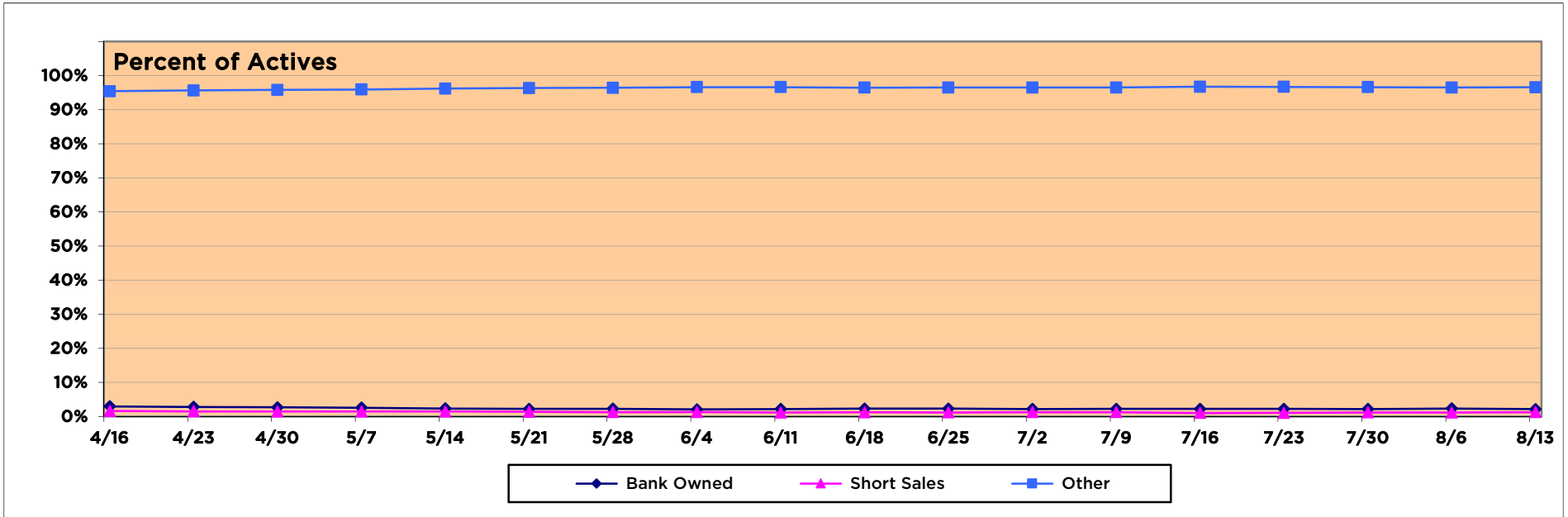
Single Family Homes



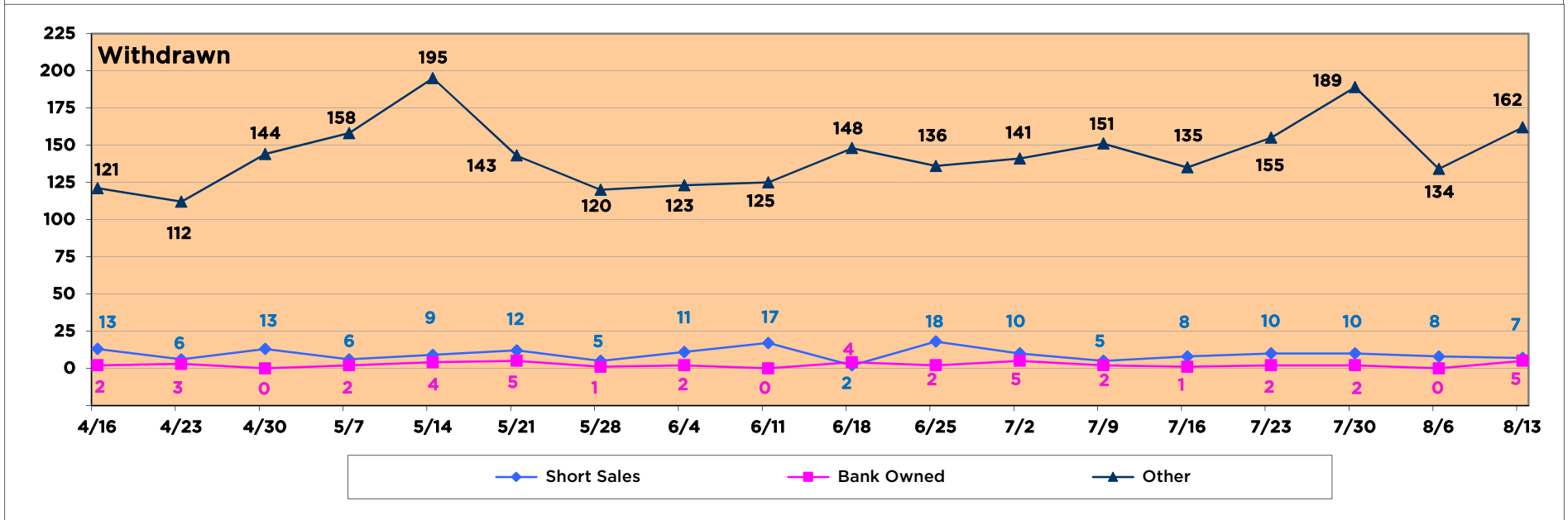
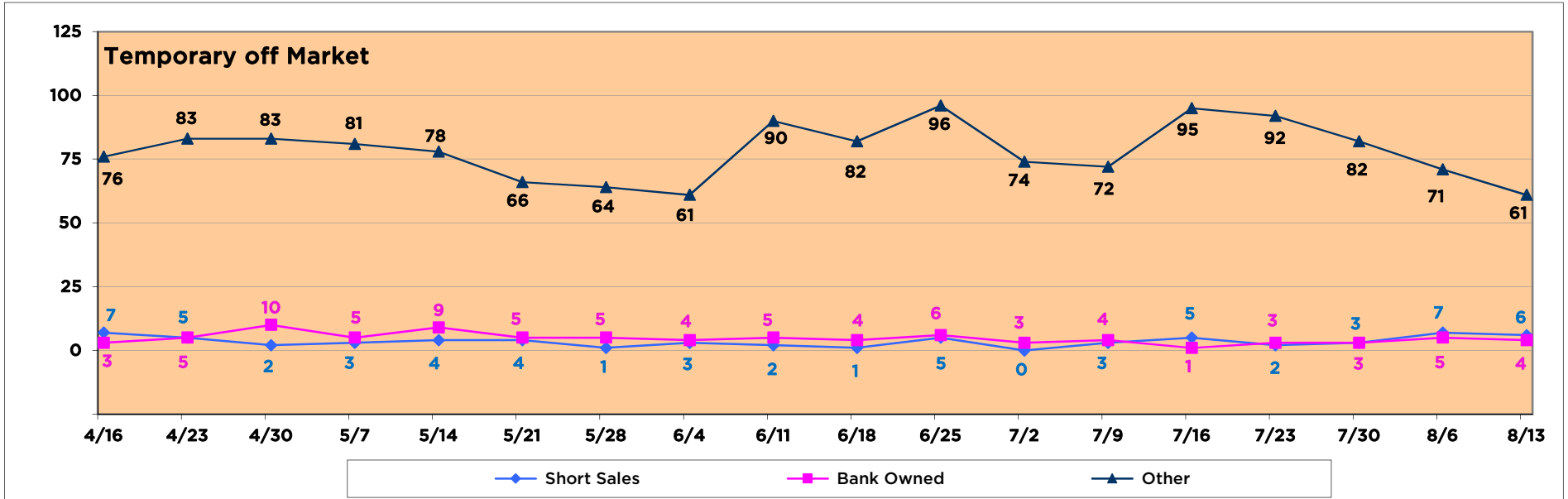
Single Family Homes



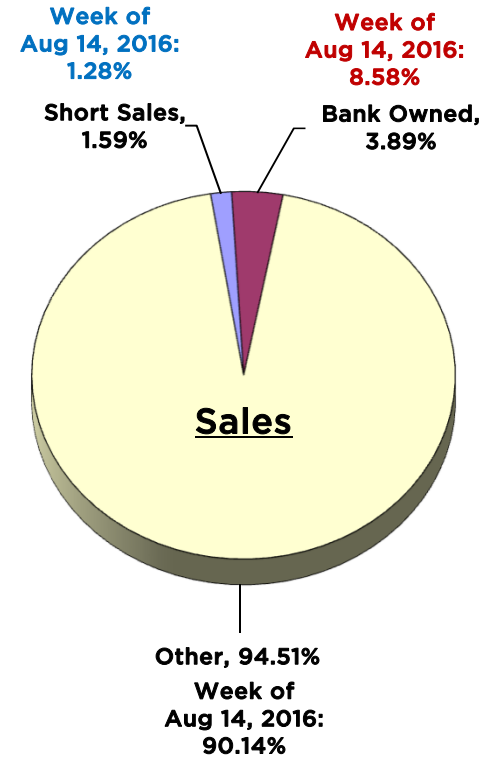
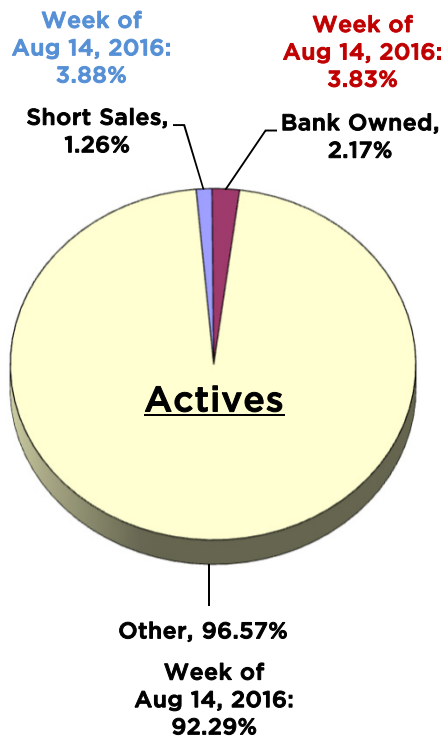
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 77 Single Family Homes available for the Median Price of \$235,000? (± \$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 | | 14 | \$234,943 | 3.2 | 2.1 | 1,656 | \$141.88 |
| Altamonte Springs (East) | 32701 | 1 | \$234,900 | 3.0 | 2.0 | 1,631 | \$144.02 |
| Casselberry | 32707 | 3 | \$234,933 | 3.0 | 2.0 | 1,831 | \$128.31 |
| Winter Springs / Tuskawilla | 32708 | 1 | \$235,000 | 3.0 | 2.0 | 1,732 | \$135.68 |
| Altamonte Springs / Forest City | 32714 | 1 | \$235,000 | 3.0 | 2.0 | 1,588 | \$147.98 |
| Lake Mary / Heathrow | 32746 | 2 | \$234,900 | 3.0 | 2.0 | 1,516 | \$154.95 |
| Longwood (East) | 32750 | 1 | \$234,900 | 3.0 | 2.0 | 1,781 | \$131.89 |
| Maitland / Eatonville | 32751 | 1 | \$235,000 | 3.0 | 2.0 | 1,494 | \$157.30 |
| Sanford (South) | 32773 | 1 | \$235,000 | 4.0 | 3.0 | 2,179 | \$107.85 |
| Longwood / Wekiva Springs | 32779 | 1 | \$234,900 | 3.0 | 2.0 | 1,337 | \$175.69 |
| Winter Park | 32792 | 2 | \$234,950 | 4.0 | 2.0 | 1,458 | \$161.15 |
| Orange County | | 25 | \$234,928 | 3.1 | 2.0 | 1,648 | \$142.58 |
| Apopka / Hunt Club | 32703 | 1 | \$234,500 | 3.0 | 2.0 | 1,510 | \$155.30 |
| Apopka (North) | 32712 | 1 | \$234,900 | 3.0 | 2.0 | 1,656 | \$141.85 |
| Maitland / Eatonville | 32751 | 1 | \$234,900 | 3.0 | 1.0 | 1,478 | \$158.93 |
| Mount Dora | 32757 | 1 | \$235,000 | 4.0 | 3.0 | 3,025 | \$77.69 |
| Winter Park (West) | 32789 | 2 | \$234,900 | 3.0 | 2.0 | 1,341 | \$175.17 |
| Colonialtown | 32803 | 1 | \$235,000 | 3.0 | 1.0 | 1,112 | \$211.33 |
| College Park | 32804 | 1 | \$234,900 | 2.0 | 1.0 | 976 | \$240.68 |
| Delaney / Crystal Lake | 32806 | 1 | \$235,000 | 3.0 | 2.0 | 1,296 | \$181.33 |
| Pinecastle / Belle Isle | 32809 | 1 | \$234,900 | 3.0 | 2.0 | 1,584 | \$148.30 |
| Lockhart | 32810 | 1 | \$234,990 | 4.0 | 2.0 | 1,823 | \$128.90 |
| Conway | 32812 | 2 | \$234,950 | 3.0 | 2.0 | 1,410 | \$166.63 |
| Hiawassee | 32818 | 1 | \$235,000 | 4.0 | 2.0 | 2,243 | \$104.77 |
| Williamsburg / Lake Bryan | 32821 | 3 | \$234,900 | 3.0 | 2.0 | 1,743 | \$134.77 |
| Taft | 32824 | 1 | \$235,000 | 3.0 | 2.0 | 1,463 | \$160.63 |
| Rio Pinar / Union Park | 32825 | 1 | \$235,000 | 3.0 | 2.0 | 1,573 | \$149.40 |
| Research Park | 32826 | 2 | \$234,900 | 3.0 | 2.0 | 1,620 | \$145.00 |
| Waterford Lakes | 32828 | 1 | \$235,000 | 3.0 | 2.0 | 1,735 | \$135.45 |
| Wedgfield | 32833 | 1 | \$235,000 | 3.0 | 2.0 | 2,096 | \$112.12 |
| Hunters Creek | 32837 | 1 | \$235,000 | 3.0 | 2.0 | 1,684 | \$139.55 |
| Pine Castle / Edgewood | 32839 | 1 | \$234,900 | 4.0 | 3.0 | 1,967 | \$119.42 |

Where are the 77 Single Family Homes available for the Median Price of \$235,000? (cont'd) (± \$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> |
|----------------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Osceola County | | 21 | \$235,008 | 3.7 | 2.2 | 1,887 | \$124.57 |
| Kissimmee (East) | 34744 | 4 | \$235,000 | 4.0 | 2.0 | 1,747 | \$134.52 |
| Kissimmee (West) / Pleasant Hill | 34746 | 6 | \$234,997 | 4.0 | 2.0 | 1,832 | \$128.27 |
| Kissimmee / Celebration | 34747 | 3 | \$234,950 | 4.0 | 3.0 | 1,777 | \$132.22 |
| Kissimmee / Poinciana | 34758 | 2 | \$235,200 | 4.0 | 3.0 | 2,522 | \$93.26 |
| St Cloud | 34769 | 1 | \$234,900 | 5.0 | 2.0 | 2,265 | \$103.71 |
| St Cloud / Narcoossee | 34771 | 1 | \$235,000 | 2.0 | 1.0 | 1,709 | \$137.51 |
| St Cloud / Canoe Creek | 34772 | 3 | \$235,000 | 3.0 | 2.0 | 1,921 | \$122.33 |
| St Cloud / Harmony | 34773 | 1 | \$235,040 | 2.0 | 2.0 | 1,527 | \$153.92 |
| Lake County | | 17 | \$234,929 | 3.4 | 2.2 | 2,284 | \$102.86 |
| Lady Lake / The Villages | 32159 | 1 | \$234,500 | 3.0 | 2.0 | 2,056 | \$114.06 |
| Grand Island | 32735 | 1 | \$234,900 | 3.0 | 2.0 | 1,782 | \$131.82 |
| Mount Dora | 32757 | 1 | \$235,000 | 3.0 | 2.0 | 1,652 | \$142.25 |
| Umatilla / Dona Vista | 32784 | 1 | \$235,000 | 3.0 | 2.0 | 1,966 | \$119.53 |
| Clermont (Central) | 34711 | 2 | \$234,950 | 3.0 | 2.0 | 1,754 | \$133.95 |
| Clermont (South) | 34714 | 2 | \$234,950 | 4.0 | 2.0 | 2,343 | \$100.28 |
| Fruitland Park | 34731 | 1 | \$235,000 | 4.0 | 3.0 | 2,240 | \$104.91 |
| Groveland | 34736 | 2 | \$234,995 | 3.0 | 2.0 | 2,430 | \$96.71 |
| Leesburg (West) | 34748 | 4 | \$234,900 | 3.0 | 2.0 | 2,214 | \$106.10 |
| Mascotte | 34753 | 2 | \$235,000 | 5.0 | 3.0 | 3,610 | \$65.10 |

Condos, Townhomes, Villas

| | Total | Under \$250k | \$250K to \$300K | \$300K to \$400K | \$400K to \$500K | \$500K to \$1M | Over \$1M |
|----------------------------|--------------|--------------|------------------|------------------|------------------|----------------|-----------|
| Sales | 166 | 140 | 13 | 9 | 2 | 1 | 1 |
| Bank Owned | 4 | 4 | 0 | 0 | 0 | 0 | 0 |
| Short Sales | 3 | 3 | 0 | 0 | 0 | 0 | 0 |
| Other | 159 | 133 | 13 | 9 | 2 | 1 | 1 |
| Active Listings | 2,240 | 1,579 | 262 | 236 | 73 | 62 | 28 |
| Bank Owned | 49 | 41 | 4 | 1 | 1 | 1 | 1 |
| Short Sales | 33 | 30 | 2 | 0 | 0 | 1 | 0 |
| Other | 2,158 | 1,508 | 256 | 235 | 72 | 60 | 27 |
| Months of Inventory | 3 | 3 | 5 | 6 | 8 | 14 | 6 |

List Price

| | | | | | | | |
|-----------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Original List Price | \$183,970 | \$141,977 | \$287,142 | \$370,614 | \$485,000 | \$624,900 | \$1,999,000 |
| Average Final List Price | \$180,394 | \$140,644 | \$283,059 | \$355,048 | \$485,000 | \$525,000 | \$1,885,000 |

Sale Price

| | | | | | | | |
|---------------|------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Average Price | \$174,667 | \$136,336 | \$275,712 | \$345,889 | \$474,500 | \$512,500 | \$1,749,000 |
| Median Price | \$141,000 | \$134,200 | \$275,225 | \$343,275 | \$474,500 | \$512,500 | \$1,749,000 |

Price Differences

| | | | | | | | |
|---|-----------------|----------|-----------|-----------|-----------|------------|------------|
| Original to Final List Price | -\$3,576 | -\$1,333 | -\$4,083 | -\$15,566 | \$0 | -\$99,900 | -\$114,000 |
| Original List to Sale Price - \$ | -\$9,303 | -\$5,641 | -\$11,430 | -\$24,725 | -\$10,500 | -\$112,400 | -\$250,000 |
| Final List to Sale Price - \$ | -\$5,727 | -\$4,308 | -\$7,347 | -\$9,159 | -\$10,500 | -\$12,500 | -\$136,000 |
| Original List to Sale Price - % | 94.94% | 96.03% | 96.02% | 93.33% | 97.84% | 82.01% | 87.49% |
| Final List to Sale Price - % | 96.83% | 96.94% | 97.40% | 97.42% | 97.84% | 97.62% | 92.79% |

Days on the Market

| | | | | | | | |
|-------------------------------|-----------|----|-----|-----|----|-----|-----|
| Avg Days Listing to Contract | 45 | 38 | 71 | 85 | 15 | 457 | 52 |
| Combined Avg Days to Contract | 54 | 45 | 108 | 92 | 15 | 456 | 52 |
| Avg Days Listing to Closing | 81 | 72 | 118 | 115 | 79 | 481 | 113 |
| Avg Days Contract to Close | 35 | 34 | 46 | 29 | 62 | 23 | 60 |

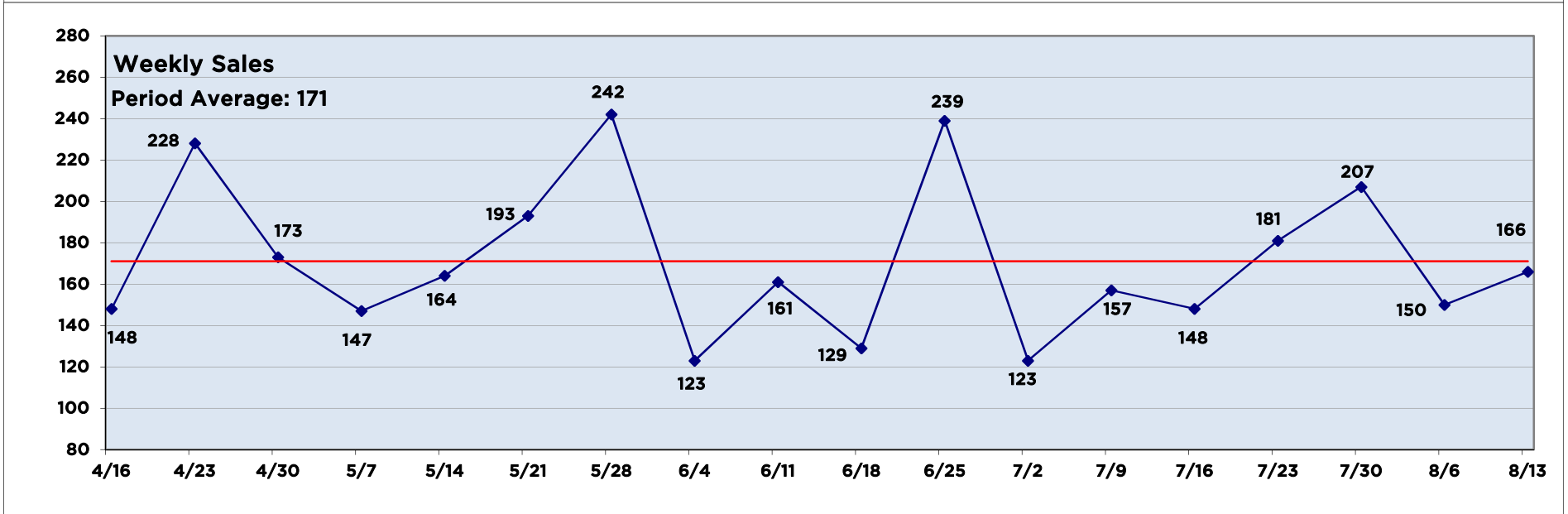
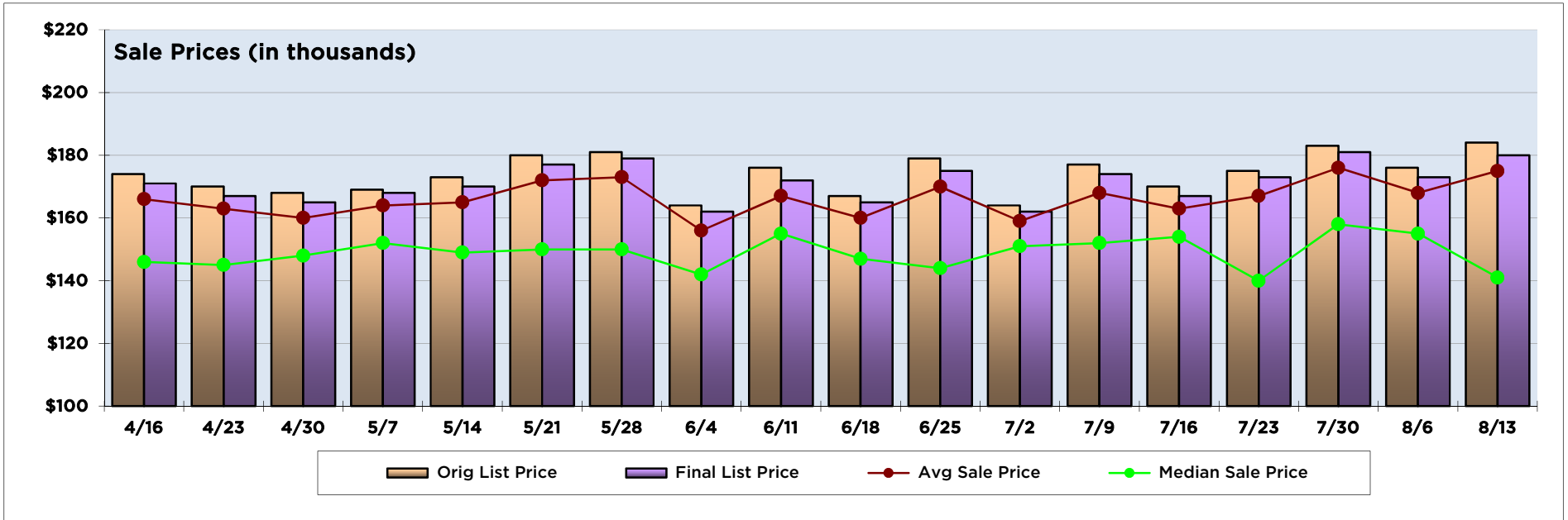
Beds / Baths

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

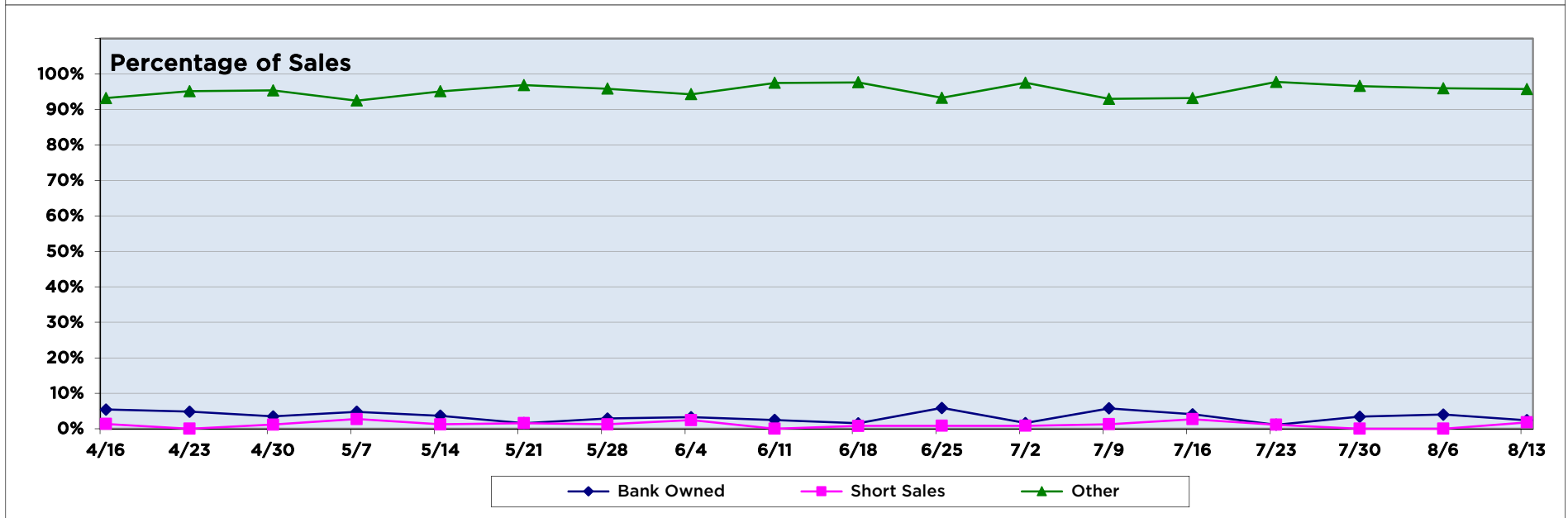
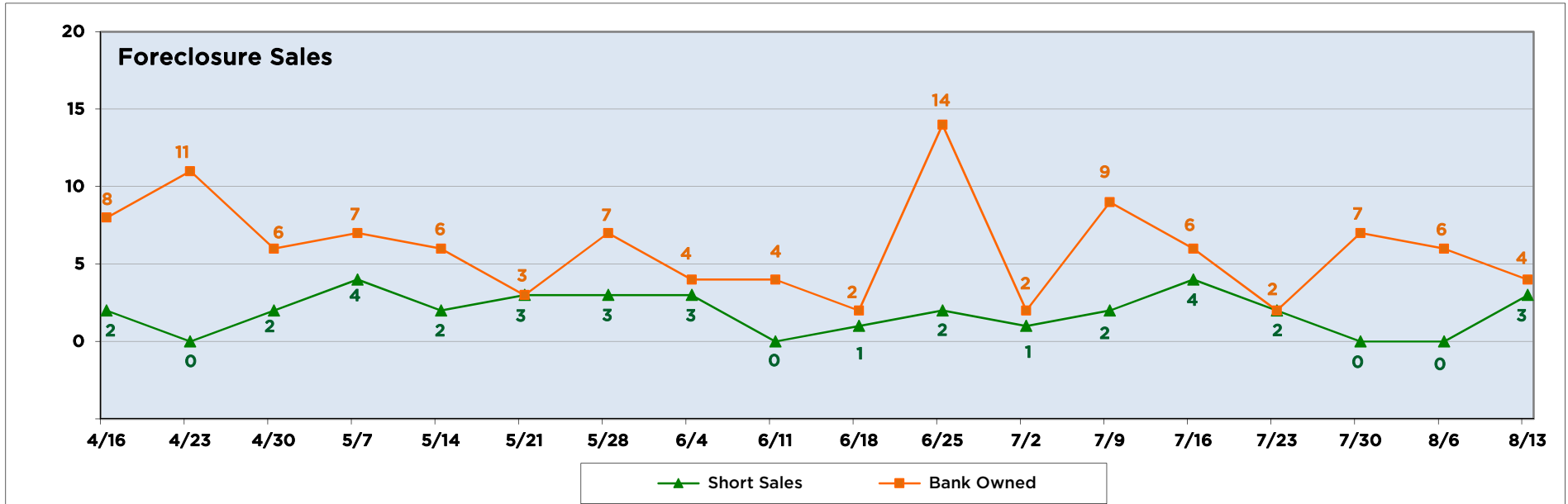
Square Footage

| | | | | | | | |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|
| Average Square Feet | 1,357 | 1,259 | 1,756 | 1,807 | 2,101 | 2,035 | 3,817 |
|---------------------|--------------|-------|-------|-------|-------|-------|-------|

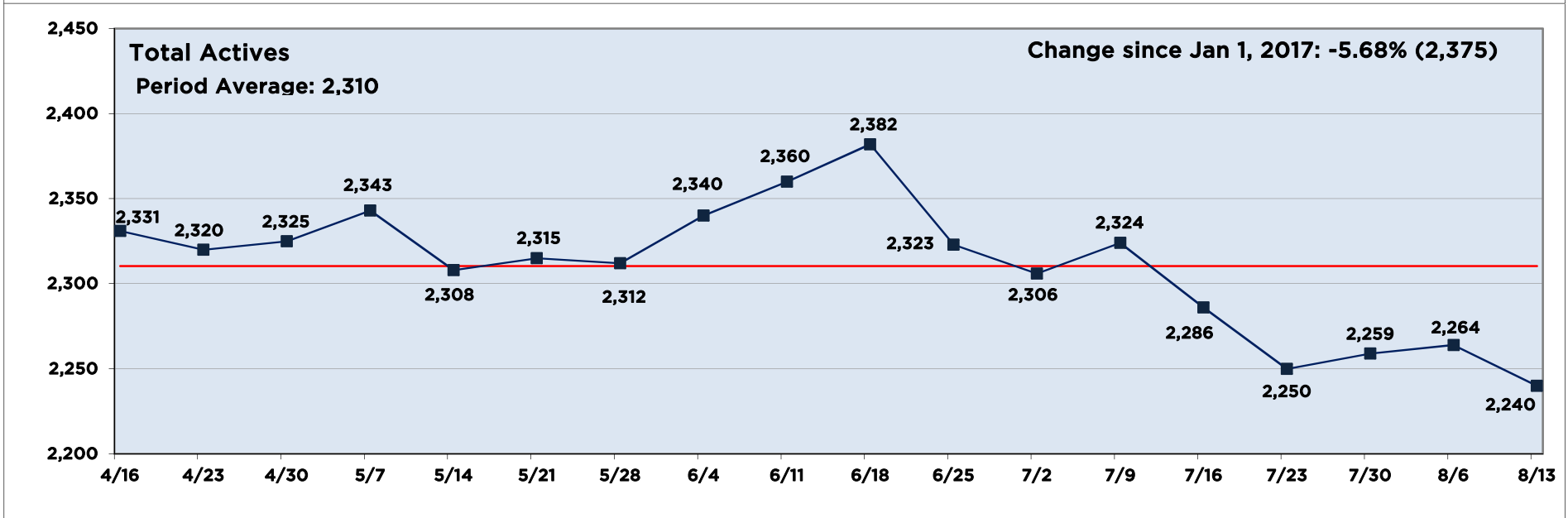
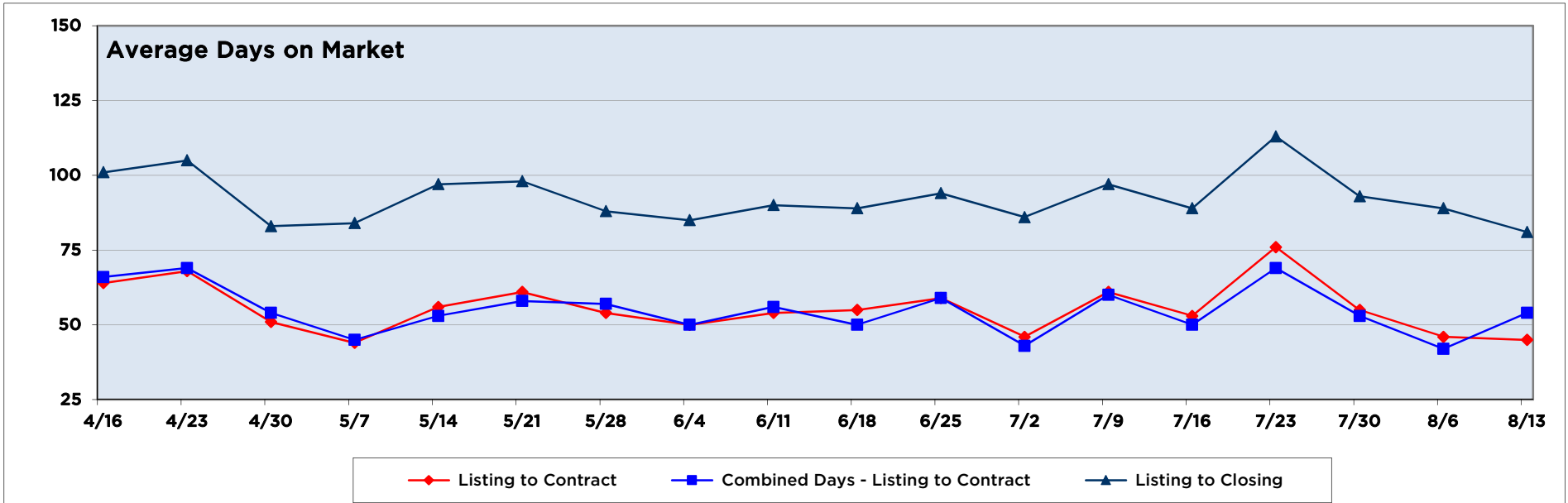
Condos, Townhomes, Villas



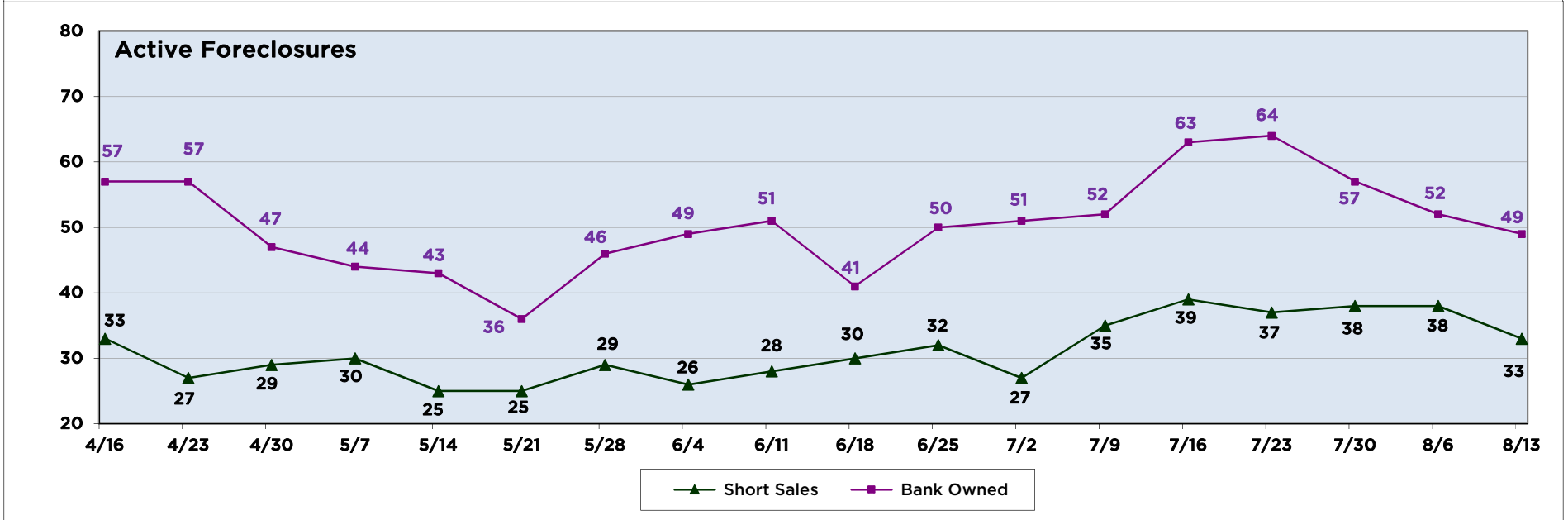
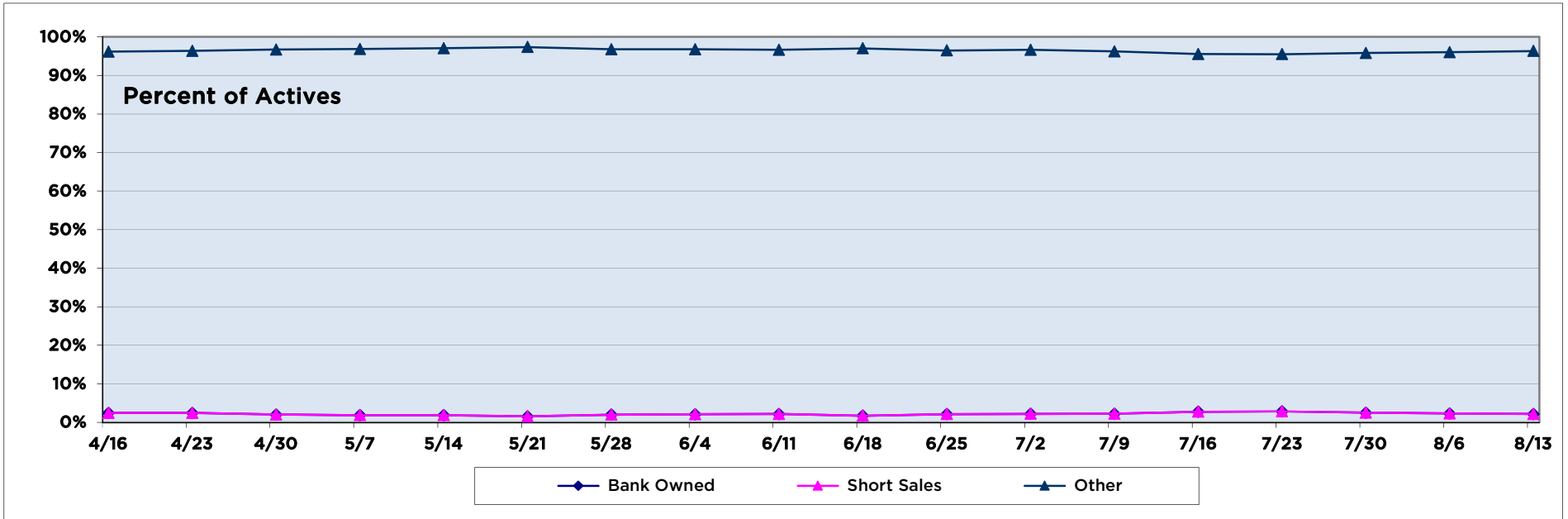
Condos, Townhomes, Villas



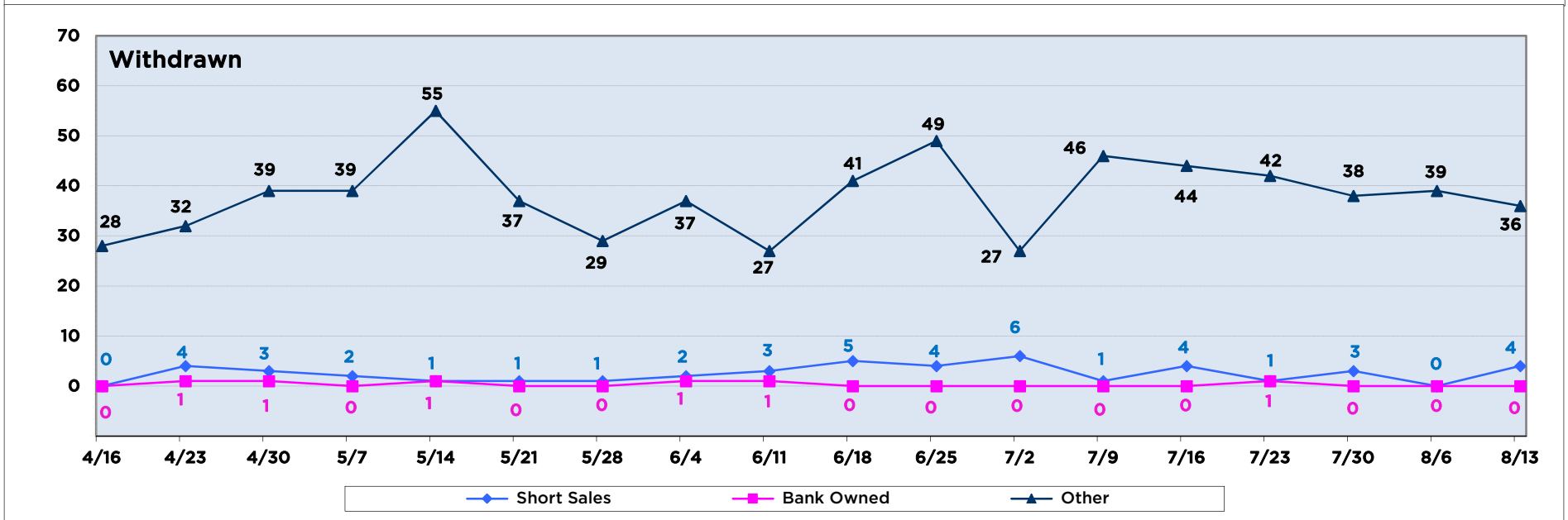
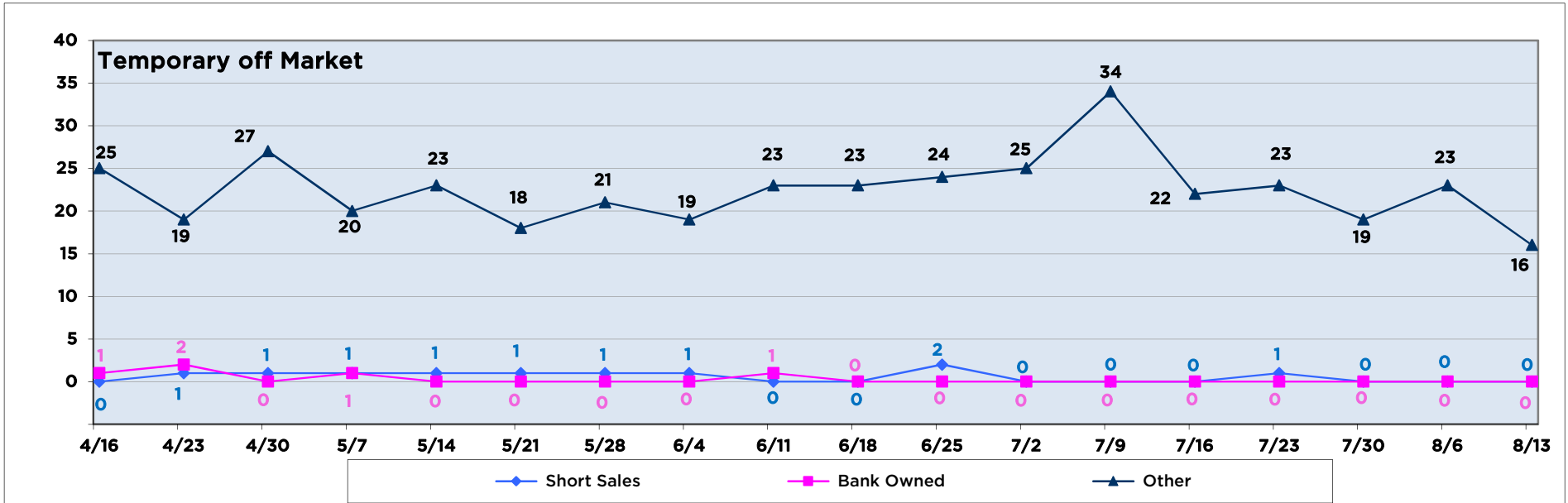
Condos, Townhomes, Villas



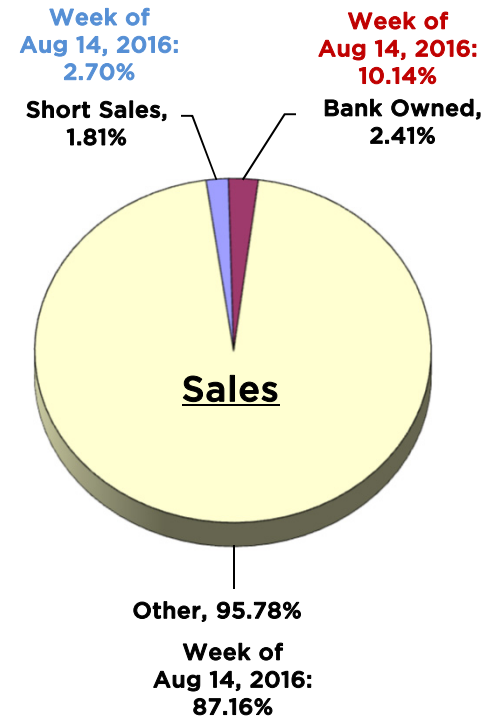
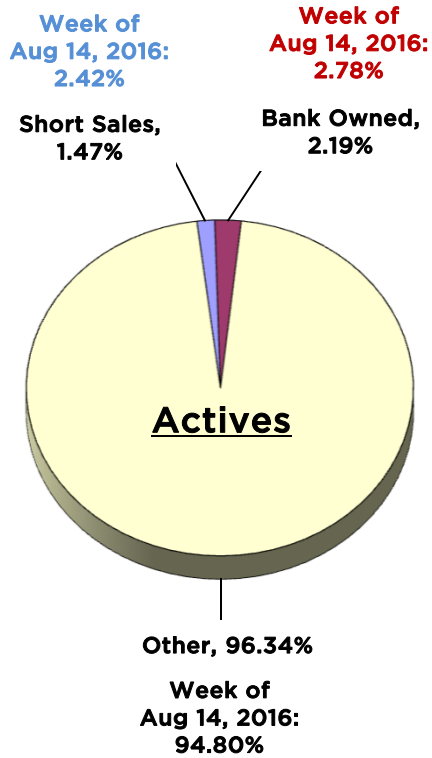
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$141,000? (± \$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> |
|-------------------------|-----------------|------------------|---------------------------|---------------------|----------------------|---------------------|-------------------------|
| Osceola County | | 1 | \$140,500 | 3.0 | 2.0 | 1,291 | \$108.83 |
| Kissimmee / Celebration | 34747 | 1 | \$140,500 | 3.0 | 2.0 | 1,291 | \$108.83 |