



Monday Morning Quarterback Summary

Week of Sep 17, 2017

Single-family existing homes

- Sales of single-family homes increased to 504 during the week of Sep 17, from 167 the week prior
- The median price of single family homes increased to \$250,578, a change of 0.2%
- The number of single-family home foreclosure transactions increased to 13 last week, from 6 the week of Sep 10
- The number of single-family home short-sale transactions increased to 9 from 1 the week prior
- Single-family inventory increased by 54, and now sits at 8,283

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 143 during the week of Sep 17, from 77 the week prior
- The median price of condos, townhomes, and villas decreased to \$164,000, a change of -0.6%
- The number of condo, townhome, and villa foreclosure transactions increased to 5 last week, from 1 the week of Sep 10
- The number of condo, townhome and villa short-sale transactions increased to 2 from 1 the week prior
- Condo inventory decreased by 1, and now sits at 2,134

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	504	249	95	79	40	37	4
Bank Owned	13	11	1	0	0	1	0
Short Sales	9	5	2	0	1	1	0
Other	482	233	92	79	39	35	4
Active Listings	8,283	2,310	1,244	1,858	901	1,390	580
Bank Owned	196	111	26	31	14	10	4
Short Sales	102	59	14	16	4	8	1
Other	7,985	2,140	1,204	1,811	883	1,372	575
Months of Inventory	4	2	3	5	5	9	33

List Price

Average Original List Price	\$305,086	\$186,378	\$284,423	\$361,642	\$471,066	\$723,807	\$1,535,500
Average Final List Price	\$298,572	\$183,495	\$278,945	\$353,660	\$457,858	\$703,369	\$1,503,000

Sale Price

Average Price	\$289,719	\$179,259	\$271,626	\$345,975	\$444,513	\$670,291	\$1,416,250
Median Price	\$250,578	\$190,000	\$270,000	\$344,000	\$442,250	\$595,360	\$1,282,500

Price Differences

<i>Original</i> to <i>Final</i> List Price	-\$6,514	-\$2,883	-\$5,478	-\$7,982	-\$13,208	-\$20,438	-\$32,500
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<i>Original</i> List to <i>Sale</i> Price - \$	-\$15,367	-\$7,119	-\$12,797	-\$15,667	-\$26,553	-\$53,516	-\$119,250
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<i>Final</i> List to <i>Sale</i> Price - \$	-\$8,853	-\$4,236	-\$7,319	-\$7,685	-\$13,345	-\$33,078	-\$86,750
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<i>Original</i> List to <i>Sale</i> Price - %	94.96%	96.18%	95.50%	95.67%	94.36%	92.61%	92.23%
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<i>Final</i> List to <i>Sale</i> Price - %	97.03%	97.69%	97.38%	97.83%	97.09%	95.30%	94.23%
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Days on the Market

Avg Days Listing to Contract	52	46	40	65	60	89	33
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Combined Avg Days to Contract	50	38	39	64	72	98	146
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Avg Days Listing to Closing	97	90	86	109	104	137	76
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Avg Days Contract to Close	51	45	39	63	59	88	33
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Beds / Baths

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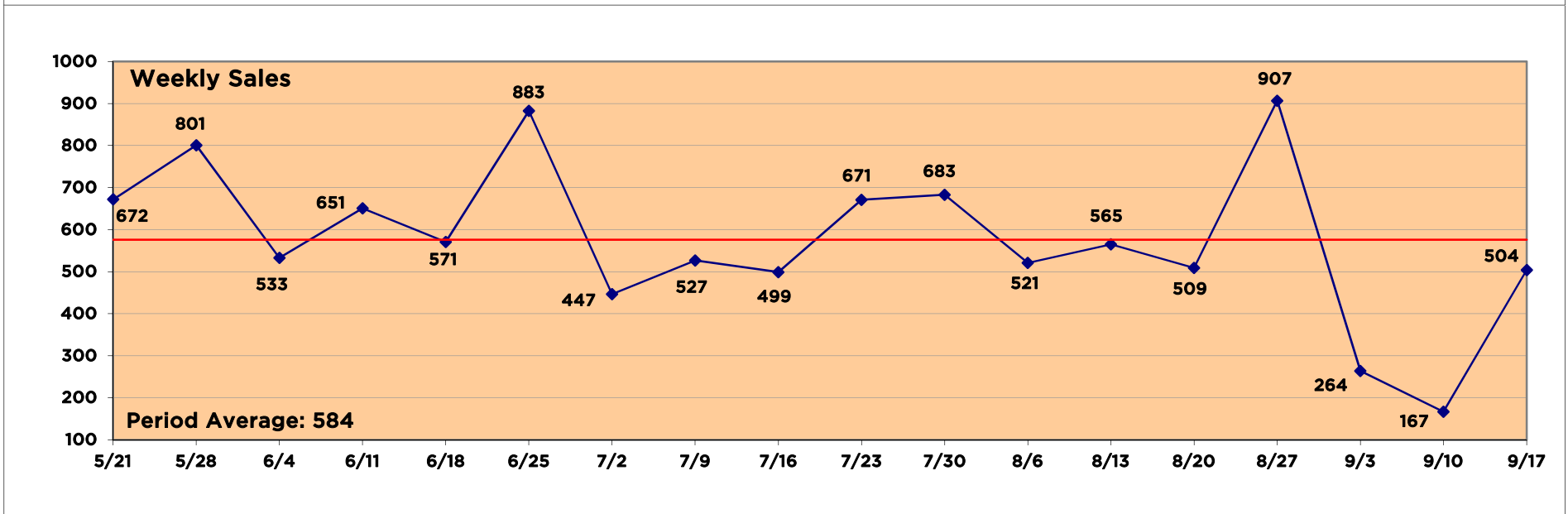
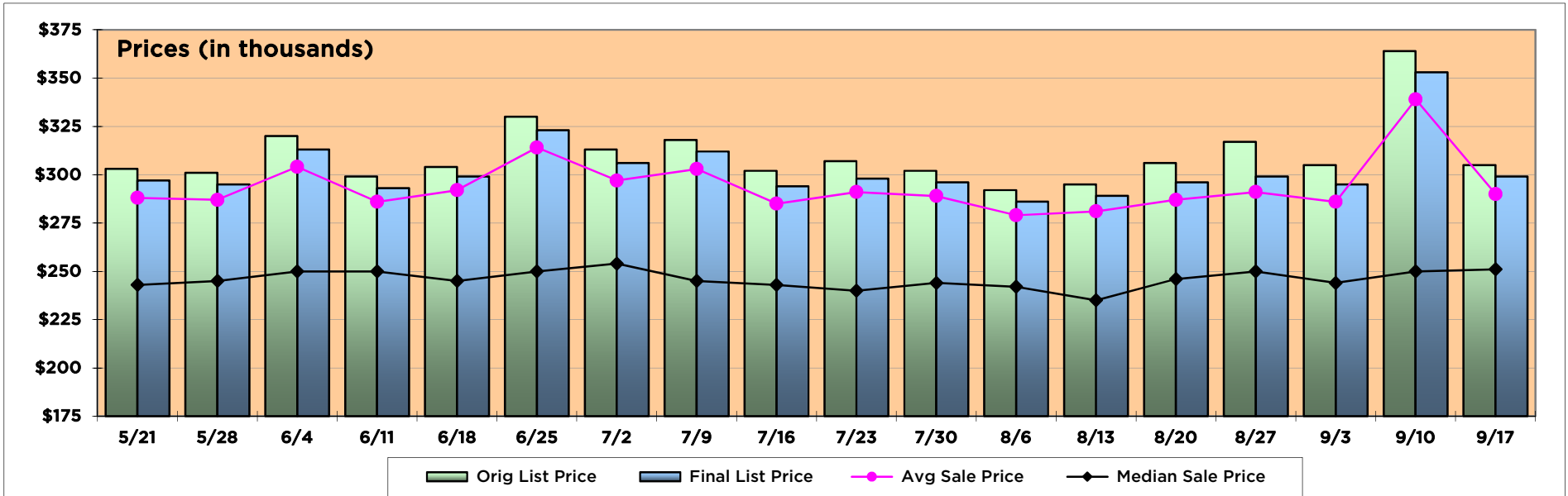
Average Full Baths	2	2	2	3	3	3	5
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Average Half Baths	0	0	0	0	0	1	1
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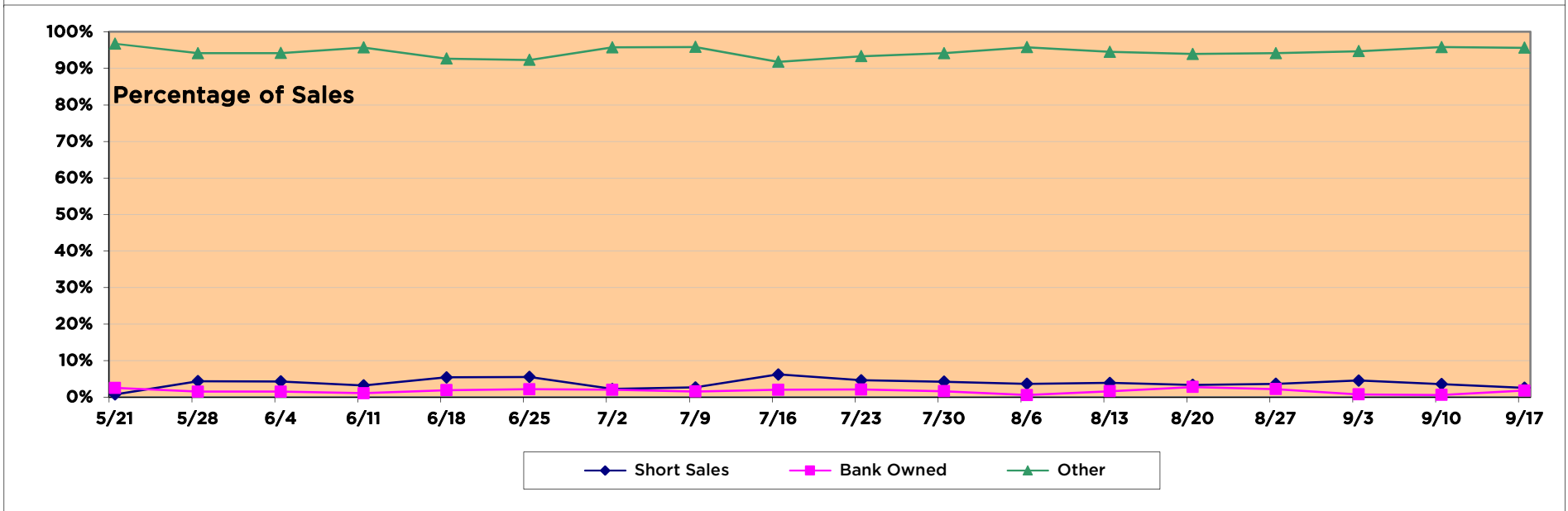
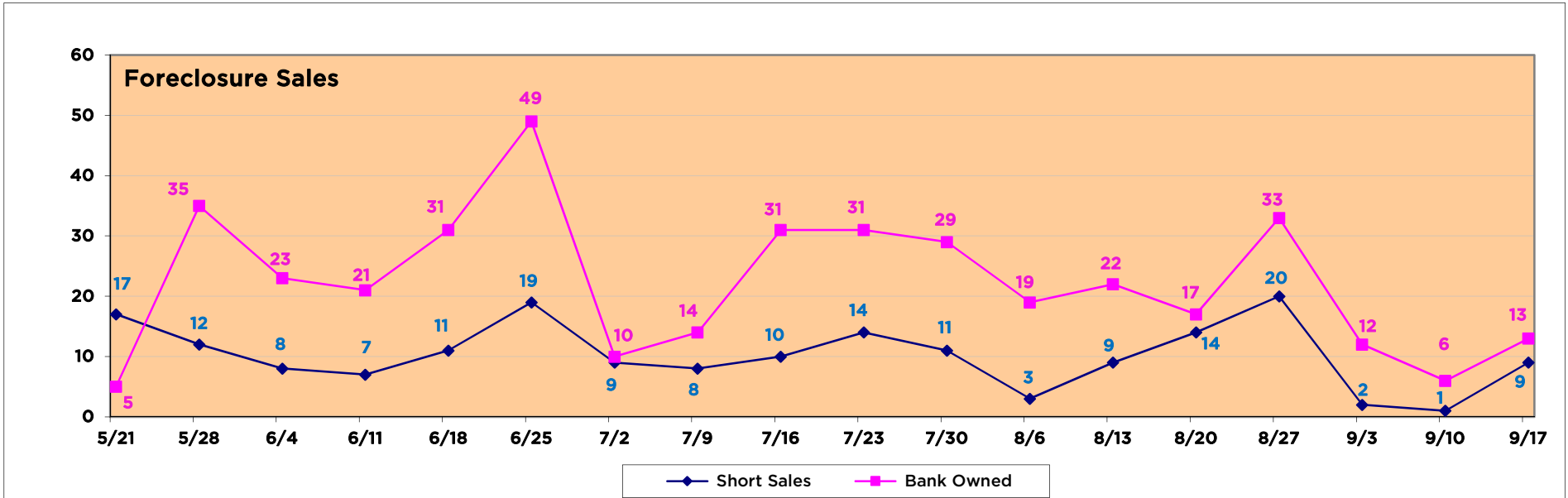
Square Footage

Average Square Feet	2,092	1,521	2,076	2,551	3,048	3,623	5,236
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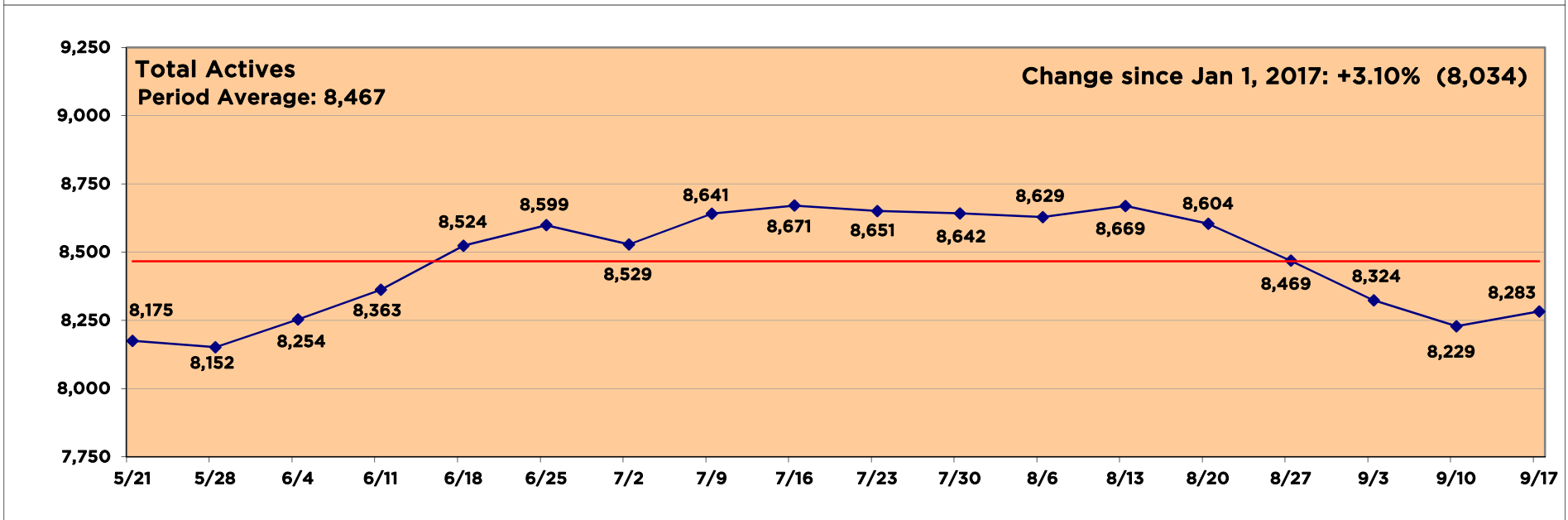
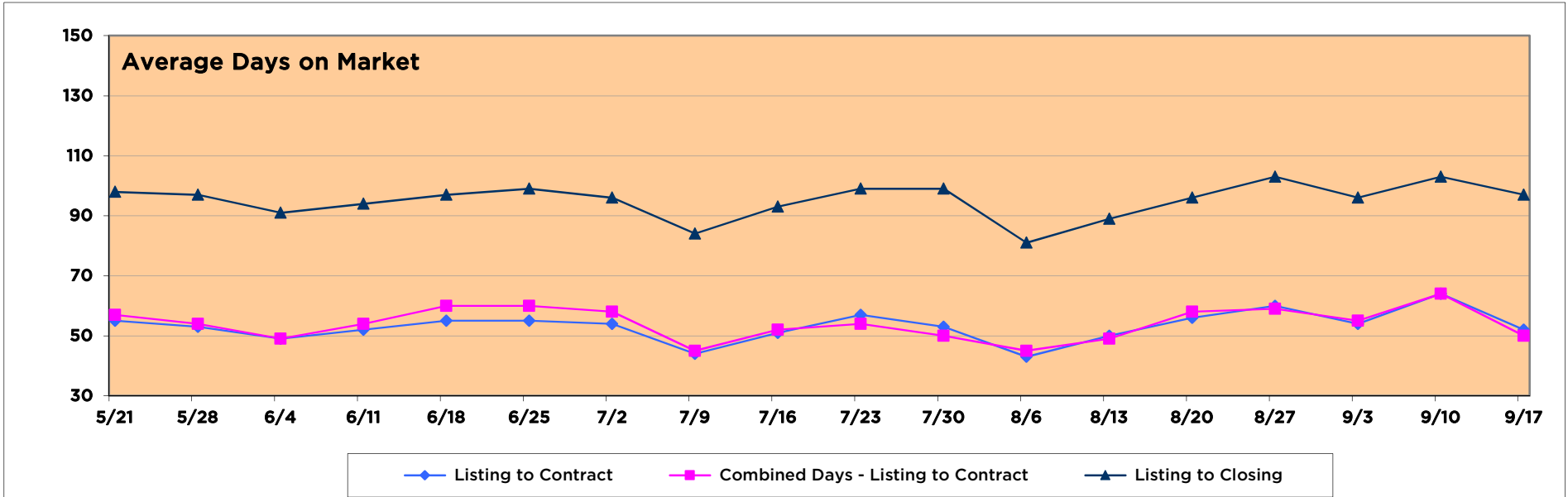
Single Family Homes



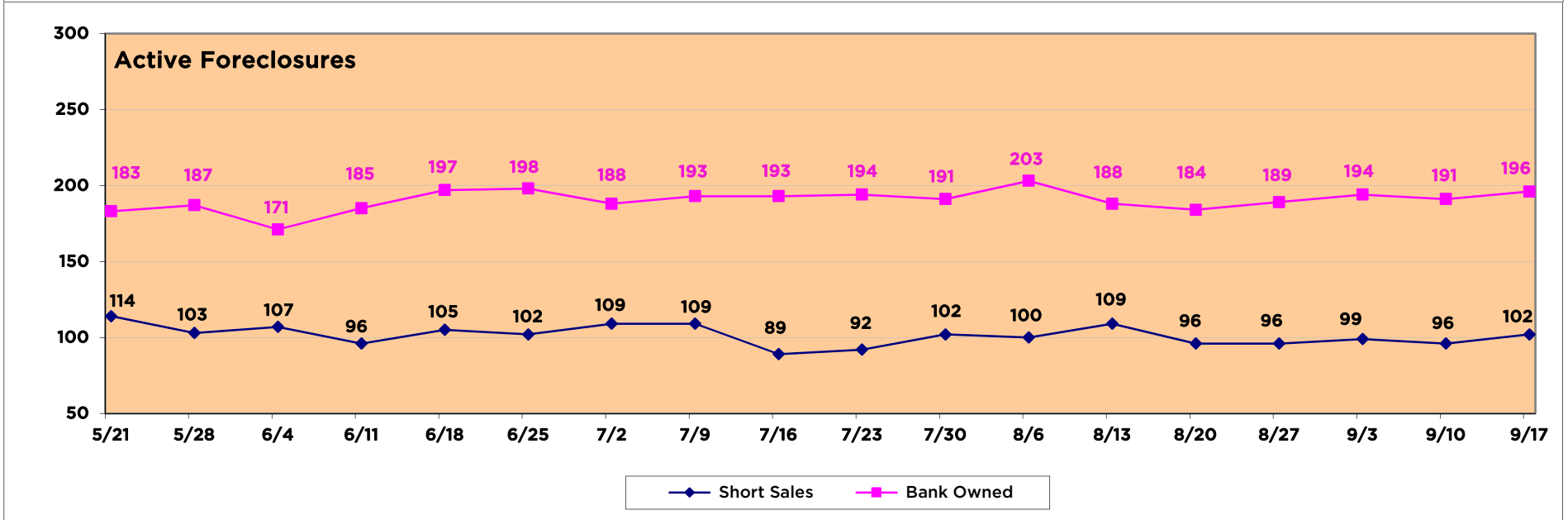
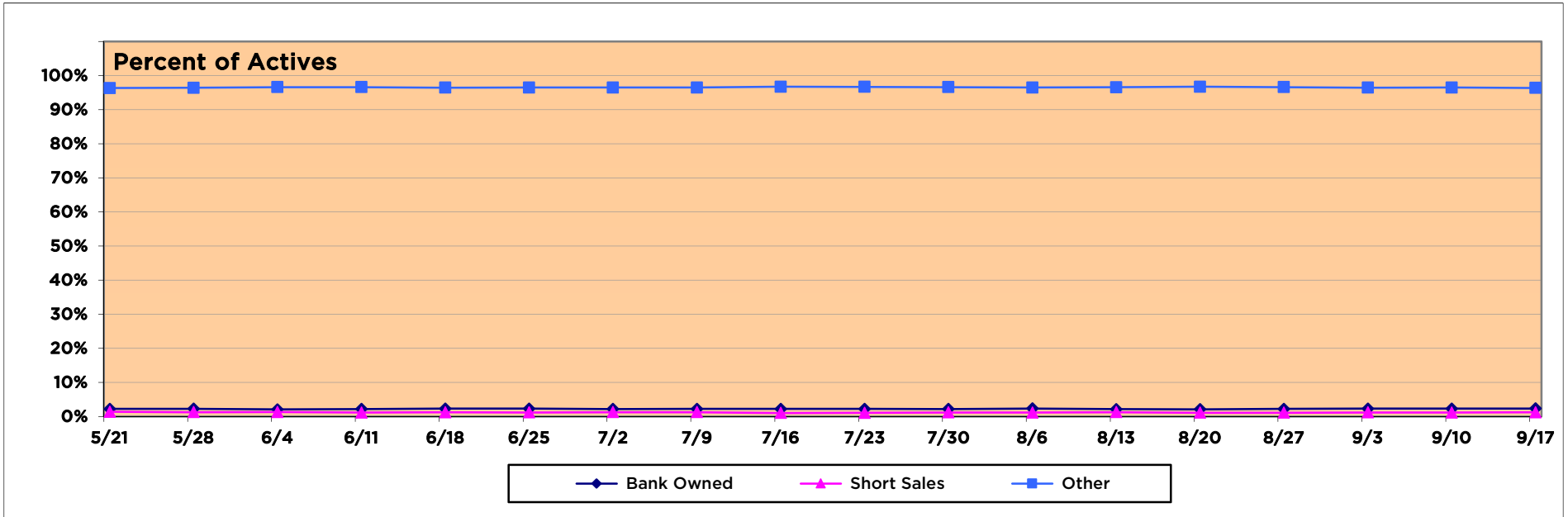
Single Family Homes



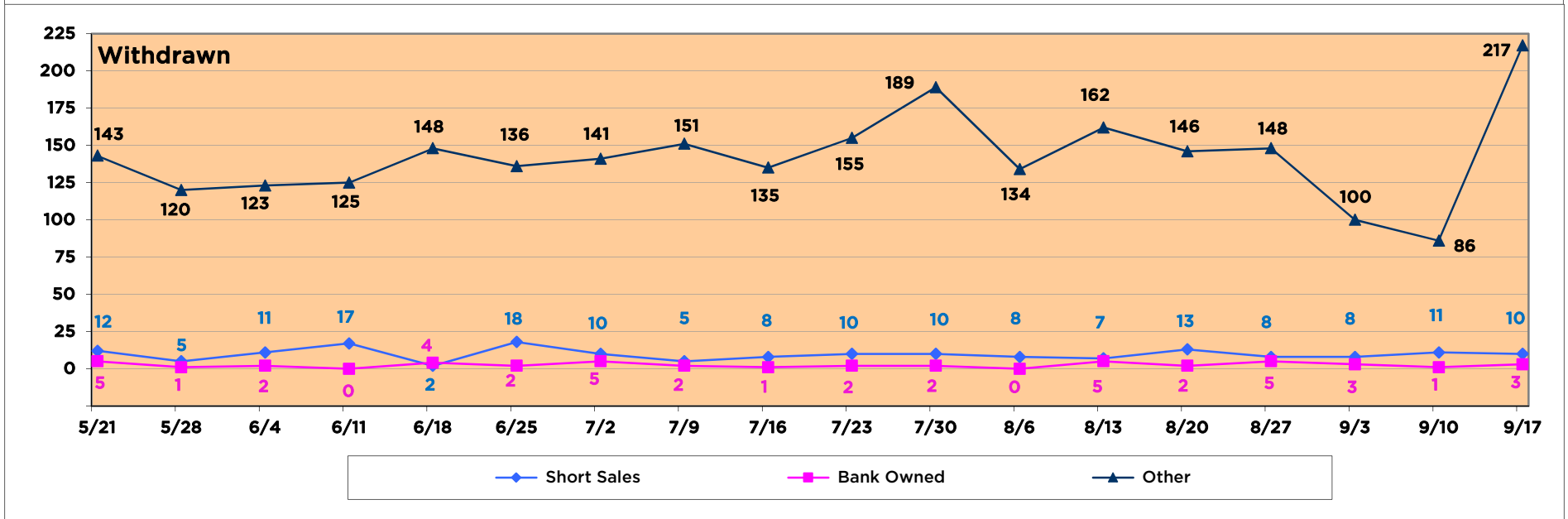
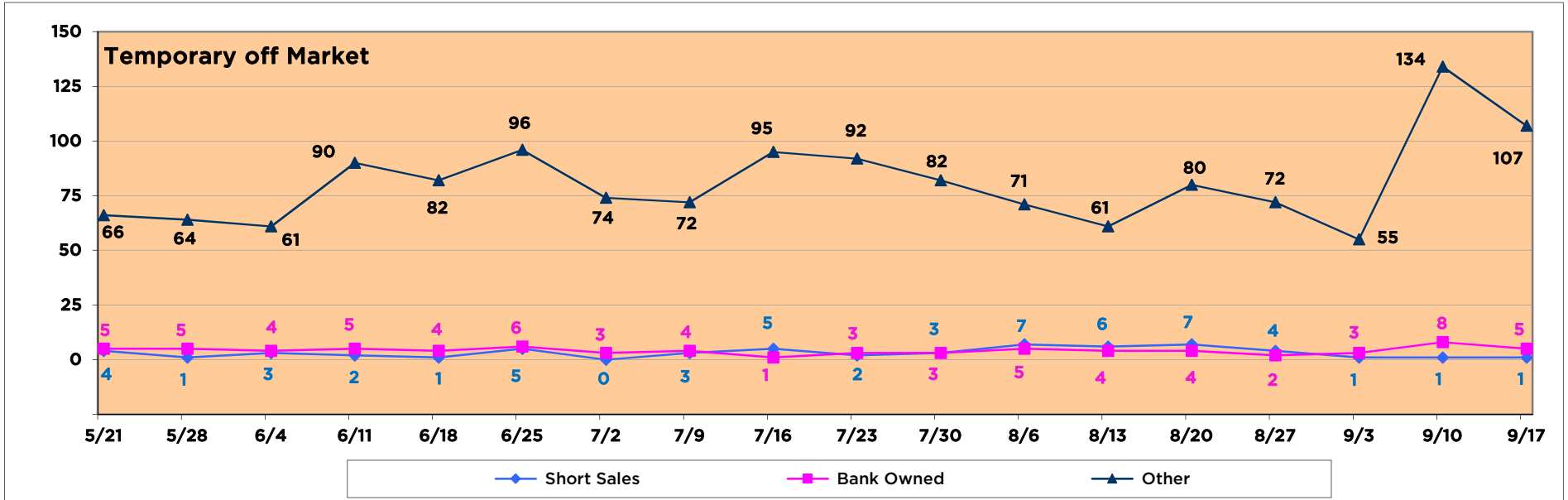
Single Family Homes



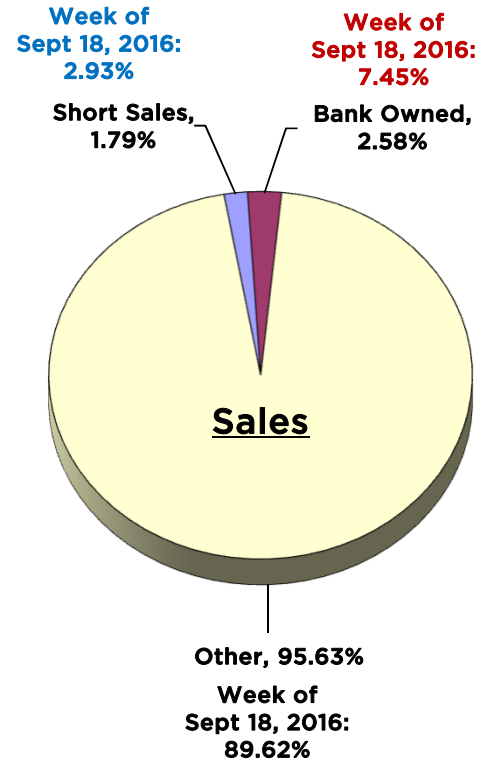
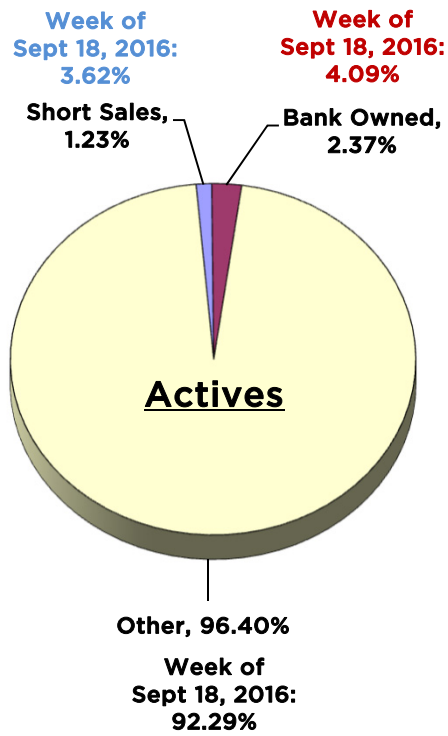
Single Family Homes



Single Family Homes



Single Family Homes



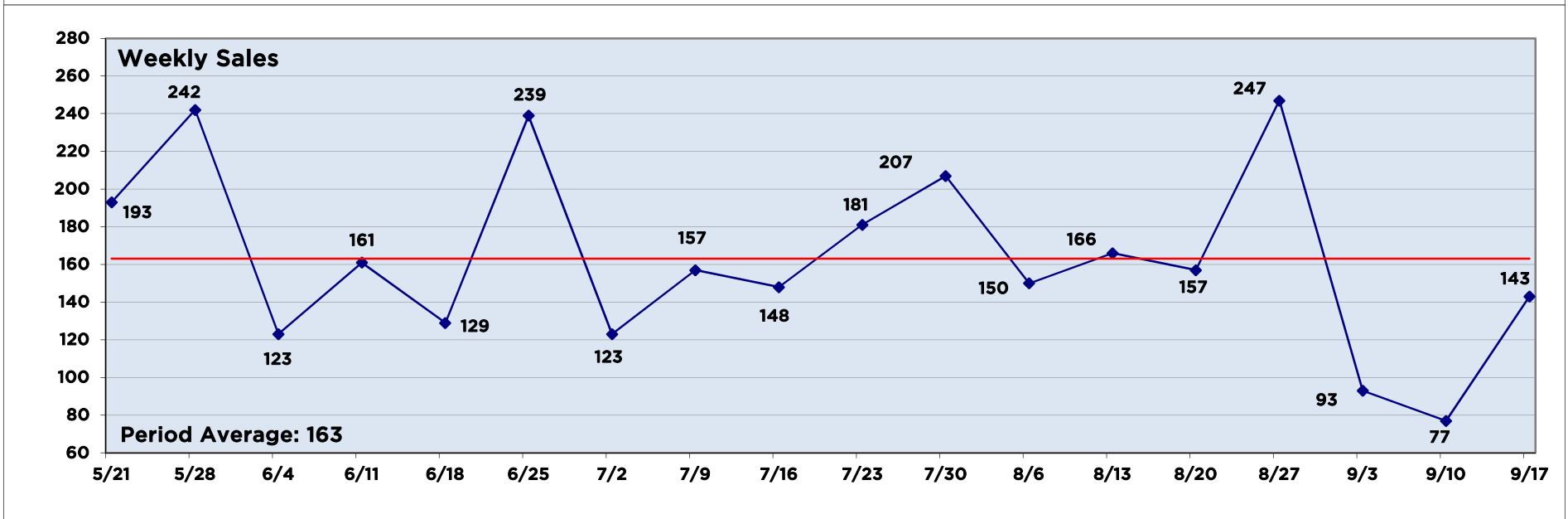
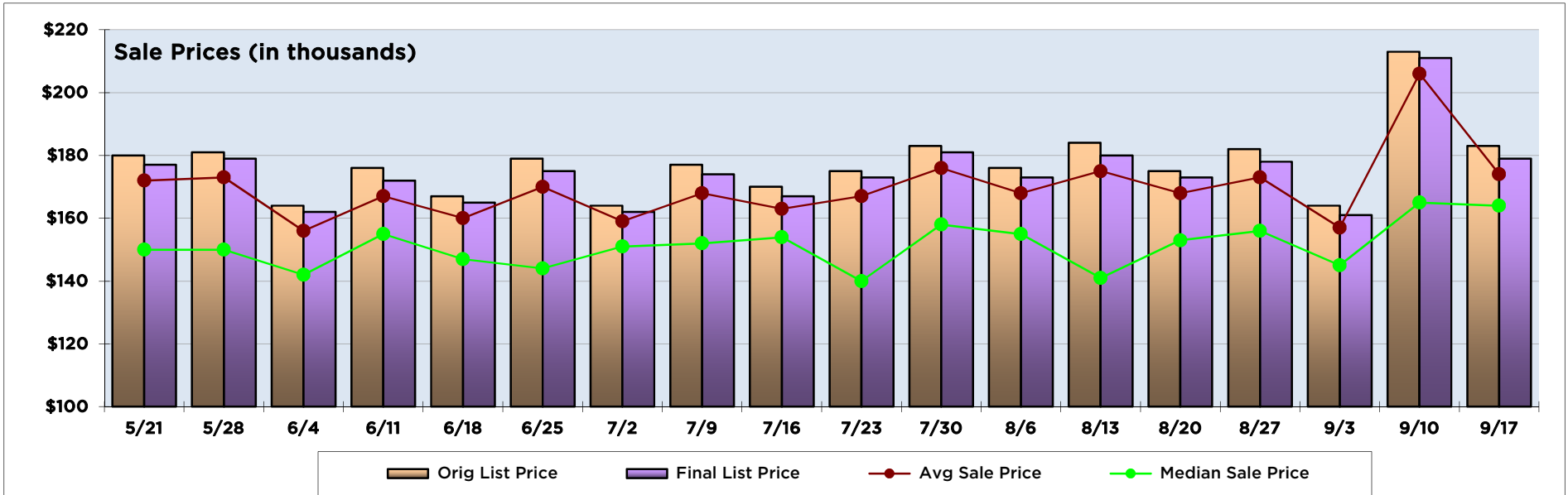
Where are the 4 Single Family Homes available for the Median Price of \$250,578? (± \$500)

<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	\$251,000	4.0	2.0	1,868	\$134.37
Rio Pinar / Union Park	32825	1	\$251,000	4.0	2.0	1,868	\$134.37
Osceola County		2	\$251,010	3.0	2.0	1,647	\$152.40
Kissimmee (West) / Pleasant Hill	34746	1	\$250,990	3.0	2.0	1,813	\$138.44
St Cloud / Canoe Creek	34772	1	\$251,029	3.0	2.0	1,481	\$169.50
Lake County		1	\$250,325	3.0	2.0	1,677	\$149.27
Clermont (Central)	34711	1	\$250,325	3.0	2.0	1,677	\$149.27

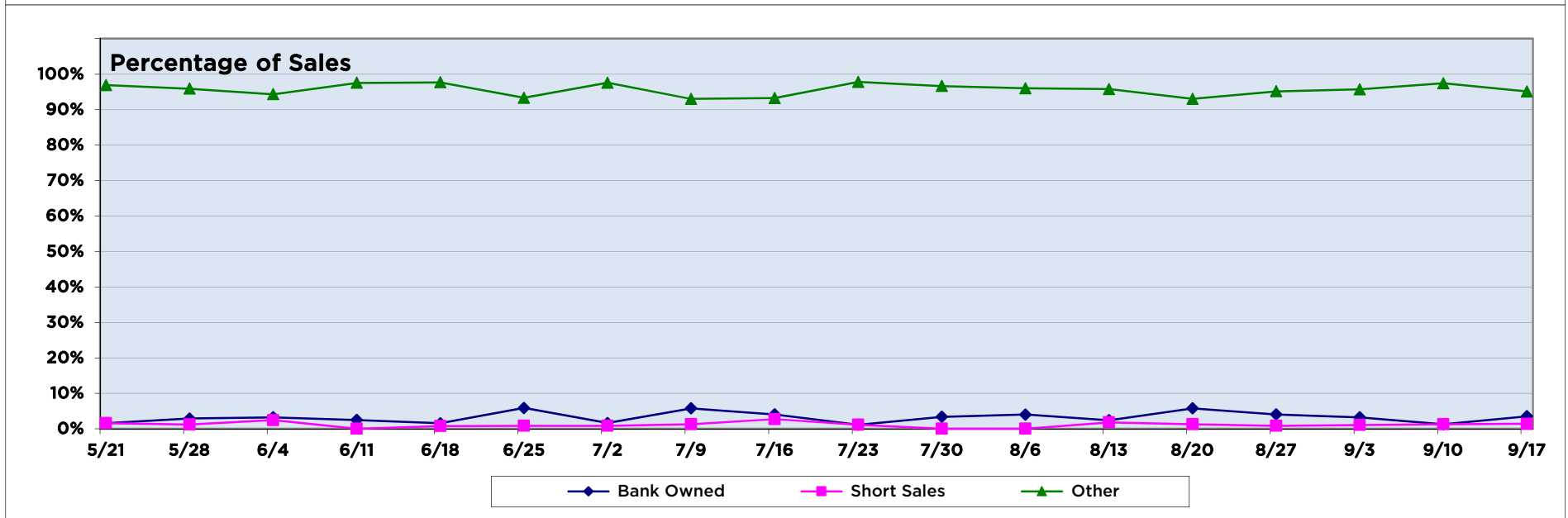
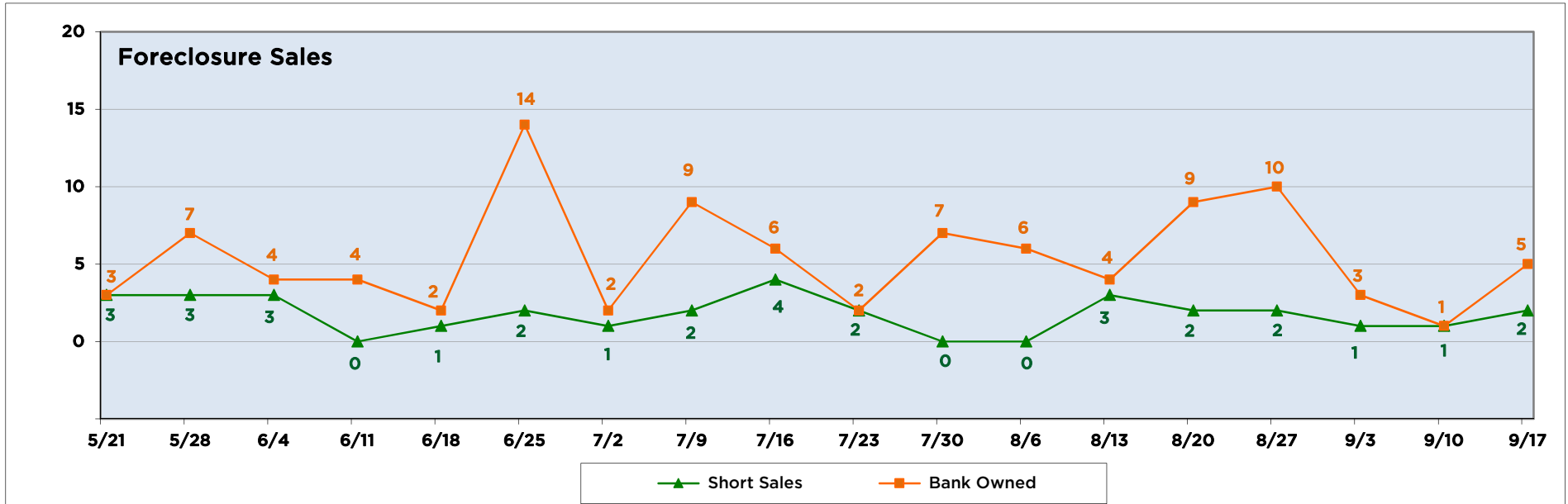
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	143	121	8	11	3	0	0
Bank Owned	5	4	1	0	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	136	115	7	11	3	0	0
Active Listings	2,134	1,494	251	232	74	57	26
Bank Owned	40	36	2	0	1	0	1
Short Sales	30	27	2	0	0	1	0
Other	2,064	1,431	247	232	73	56	25
Months of Inventory	3	3	7	5	6	0	0
<u>List Price</u>							
Average Original List Price	\$182,905	\$155,224	\$285,712	\$339,517	\$451,000	\$0	\$0
Average Final List Price	\$178,798	\$151,796	\$273,737	\$334,363	\$444,333	\$0	\$0
<u>Sale Price</u>							
Average Price	\$173,648	\$147,403	\$267,125	\$325,358	\$426,667	\$0	\$0
Median Price	\$164,000	\$145,000	\$257,500	\$320,000	\$420,000	\$0	\$0
<u>Price Differences</u>							
<i>Original to Final</i> List Price	-\$4,107	-\$3,428	-\$11,975	-\$5,154	-\$6,667	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$9,257	-\$7,821	-\$18,587	-\$14,159	-\$24,333	\$0	\$0
<i>Final</i> List to <i>Sale</i> Price - \$	-\$5,150	-\$4,393	-\$6,612	-\$9,005	-\$17,666	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - %	94.94%	94.96%	93.49%	95.83%	94.60%	0.00%	0.00%
<i>Final</i> List to <i>Sale</i> Price - %	97.12%	97.11%	97.58%	97.31%	96.02%	0.00%	0.00%
<u>Days on the Market</u>							
Avg Days Listing to Contract	63	61	95	64	48	0	0
Combined Avg Days to Contract	65	64	94	63	48	0	0
Avg Days Listing to Closing	108	104	132	107	112	0	0
Avg Days Contract to Close	62	60	93	63	47	0	0
<u>Beds / Baths</u>							
Average Bedrooms	3	2	3	3	3	0	0
Average Full Baths	2	2	2	2	2	0	0
Average Half Baths	0	0	1	1	1	0	0
<u>Square Footage</u>							
Average Square Feet	1,399	1,300	1,783	1,970	2,282	0	0

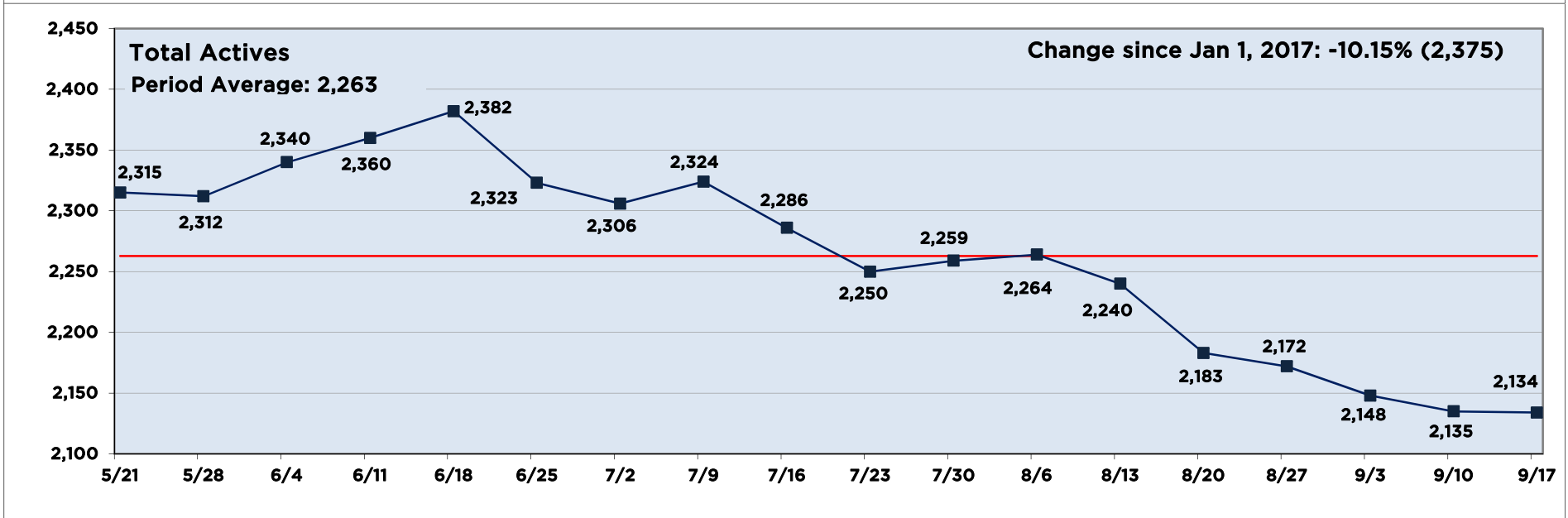
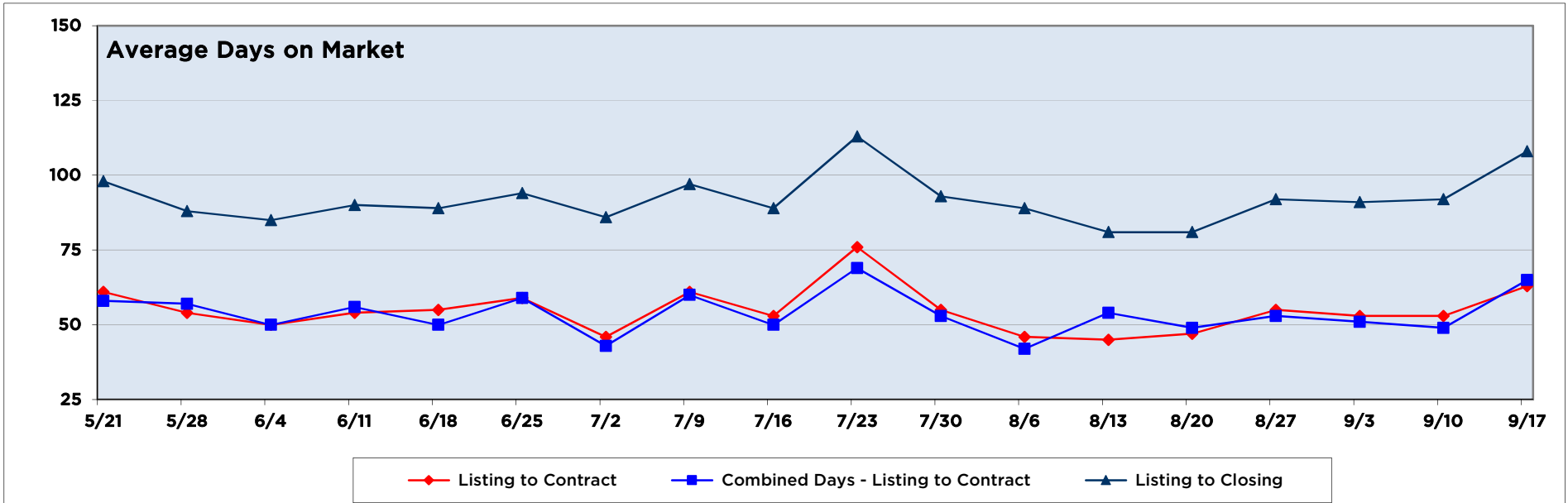
Condos, Townhomes, Villas



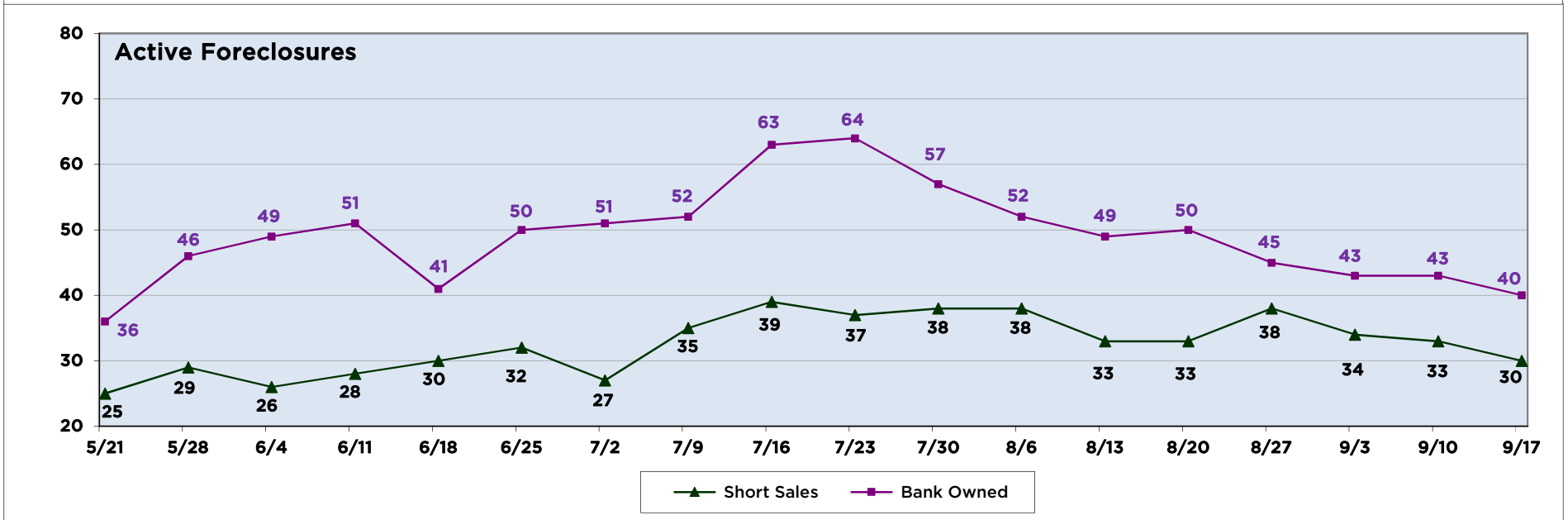
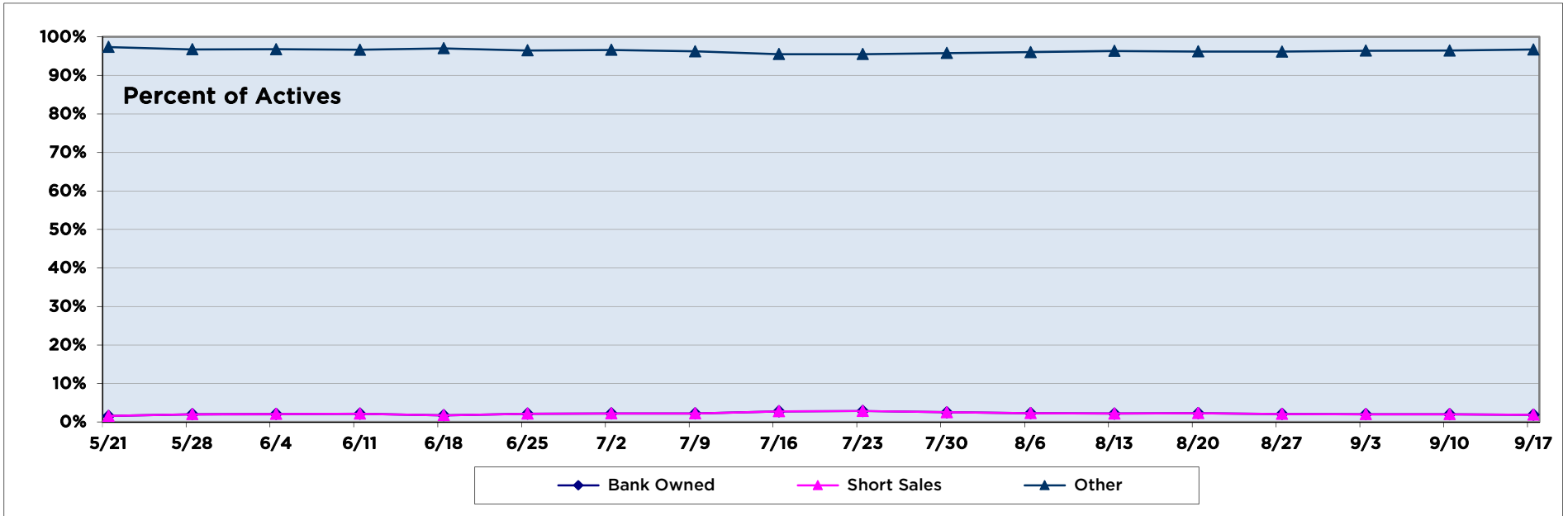
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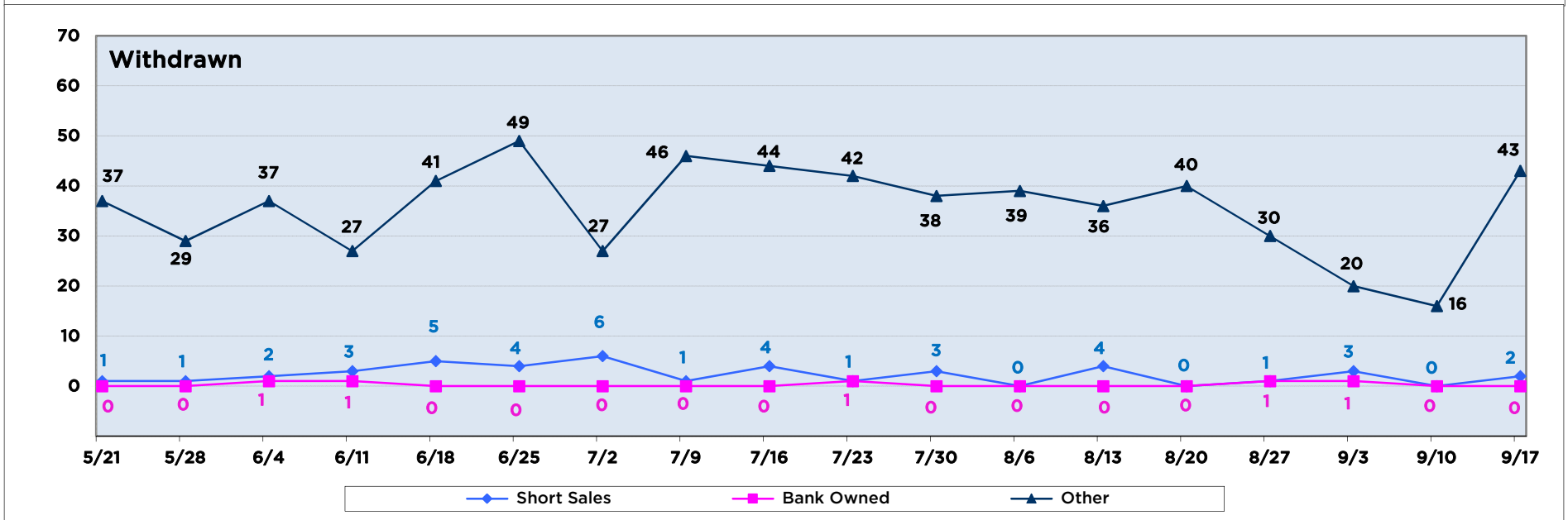
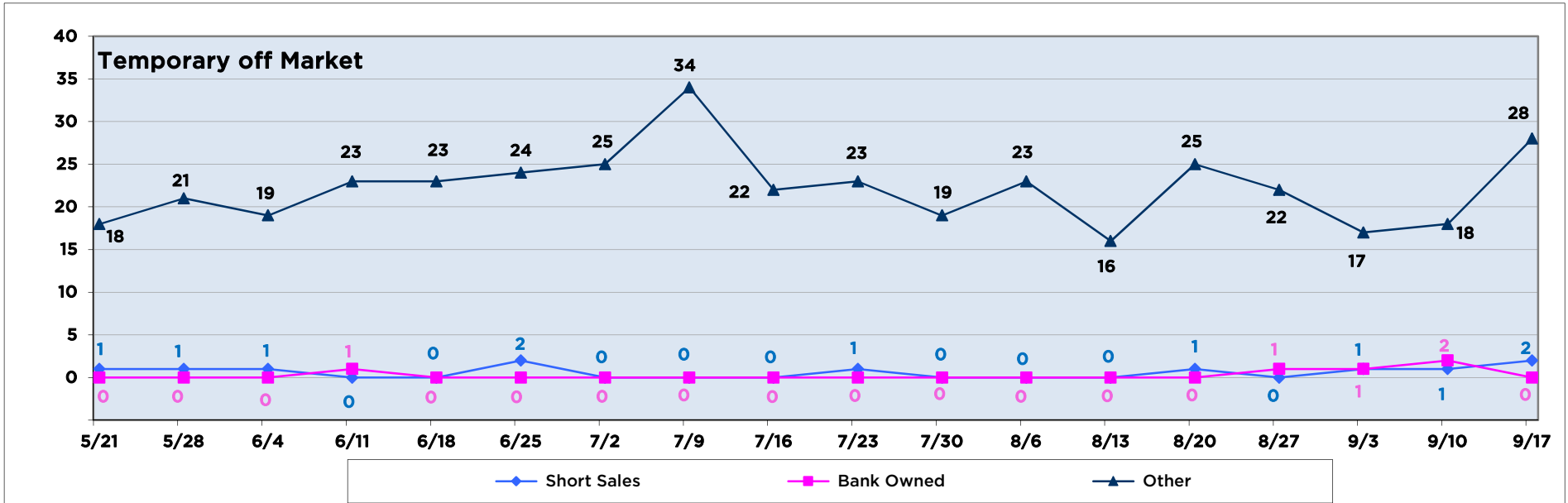
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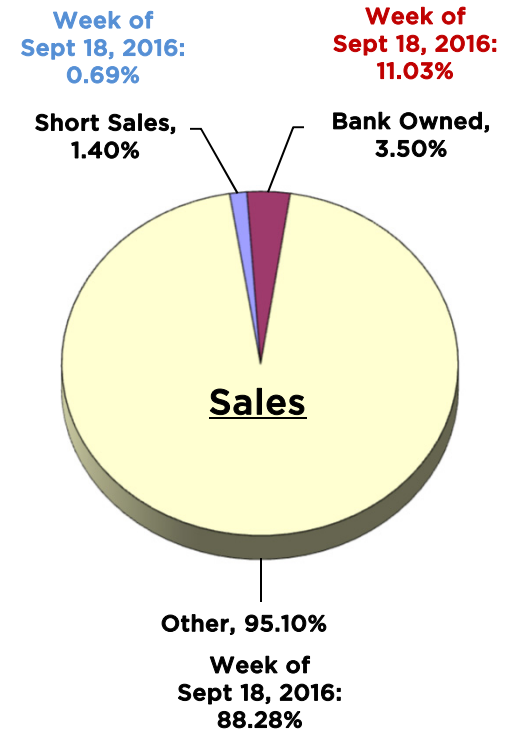
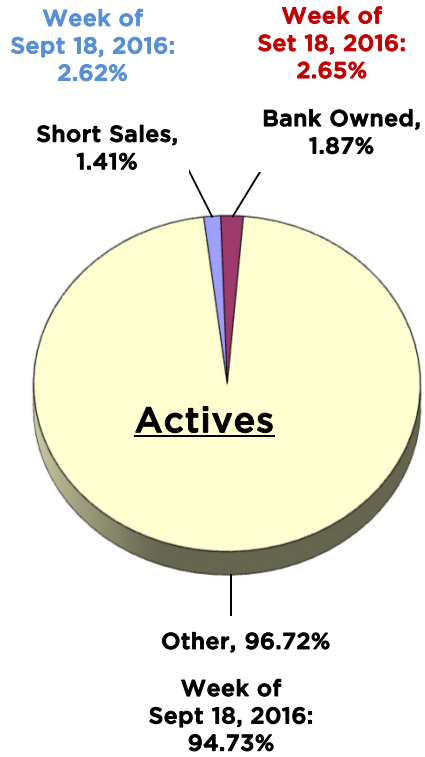
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$164,000? (± \$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	\$164,000	3.0	2.0	1,295	\$126.64
Kissimmee (West) / Pleasant Hill	34746	1	\$164,000	3.0	2.0	1,295	\$126.64