



## ***Monday Morning Quarterback Summary***

***Week of Sep 24, 2017***

### ***Single-family existing homes***

- Sales of single-family homes increased to 727 during the week of Sep 24, from 504 the week prior
- The median price of single family homes decreased to \$248,000, a change of -1.0%
- The number of single-family home foreclosure transactions increased to 22 last week, from 13 the week of Sep 17
- The number of single-family home short-sale transactions decreased to 4 from 9 the week prior
- Single-family inventory decreased by 88, and now sits at 8,195

### ***Condos, townhomes, and villas***

- Sales of condos, townhomes, and villas increased to 219 during the week of Sep 24, from 143 the week prior
- The median price of condos, townhomes, and villas decreased to \$160,000, a change of -2.4%
- The number of condo, townhome, and villa foreclosure transactions increased to 11 last week, from 5 the week of Sep 17
- The number of condo, townhome and villa short-sale transactions remained constant at 2
- Condo inventory decreased by 34, and now sits at 2,100

*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
<b>Sales</b>	<b>727</b>	<b>367</b>	<b>125</b>	<b>128</b>	<b>48</b>	<b>41</b>	<b>18</b>
Bank Owned	22	16	2	2	1	0	1
Short Sales	4	4	0	0	0	0	0
Other	701	347	123	126	47	41	17
<b>Active Listings</b>	<b>8,195</b>	<b>2,274</b>	<b>1,247</b>	<b>1,863</b>	<b>871</b>	<b>1,359</b>	<b>581</b>
Bank Owned	197	108	28	32	14	11	4
Short Sales	101	55	13	20	4	8	1
Other	7,897	2,111	1,206	1,811	853	1,340	576
<b>Months of Inventory</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>8</b>	<b>7</b>

#### *List Price*

Average Original List Price	\$318,674	\$198,763	\$285,163	\$362,618	\$478,856	\$650,866	\$1,499,944
Average Final List Price	\$310,244	\$195,653	\$277,990	\$351,046	\$456,019	\$633,707	\$1,454,972

#### *Sale Price*

Average Price	\$300,900	\$191,215	\$272,323	\$341,765	\$436,462	\$615,023	\$1,368,122
Median Price	\$248,000	\$195,000	\$270,000	\$338,059	\$430,000	\$595,500	\$1,285,850

#### *Price Differences*

<i>Original</i> to <i>Final</i> List Price	-\$8,430	-\$3,110	-\$7,173	-\$11,572	-\$22,837	-\$17,159	-\$44,972
<i>Original</i> List to <i>Sale</i> Price - \$	-\$17,774	-\$7,548	-\$12,840	-\$20,853	-\$42,394	-\$35,843	-\$131,822
<i>Final</i> List to <i>Sale</i> Price - \$	-\$9,344	-\$4,438	-\$5,667	-\$9,281	-\$19,557	-\$18,684	-\$86,850
<i>Original</i> List to <i>Sale</i> Price - %	94.42%	96.20%	95.50%	94.25%	91.15%	94.49%	91.21%
<i>Final</i> List to <i>Sale</i> Price - %	96.99%	97.73%	97.96%	97.36%	95.71%	97.05%	94.03%

#### *Days on the Market*

Avg Days Listing to Contract	57	39	54	77	90	92	117
Combined Avg Days to Contract	60	38	54	88	99	103	135
Avg Days Listing to Closing	102	85	98	118	138	137	159
Avg Days Contract to Close	44	45	44	40	47	43	41

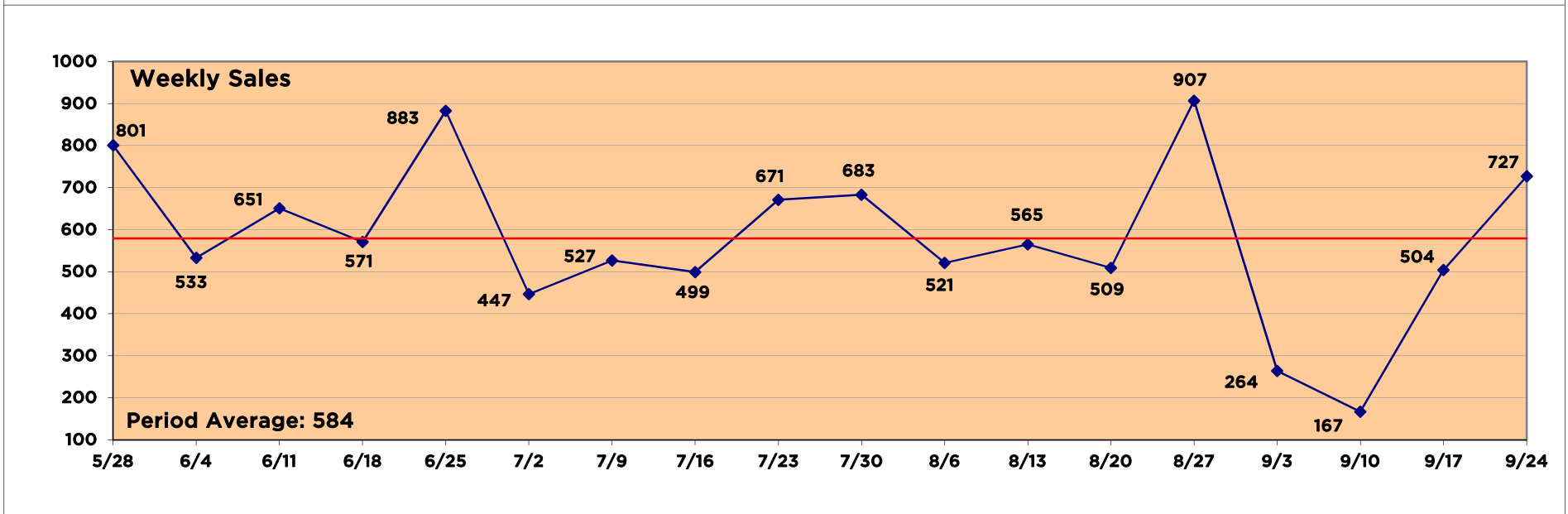
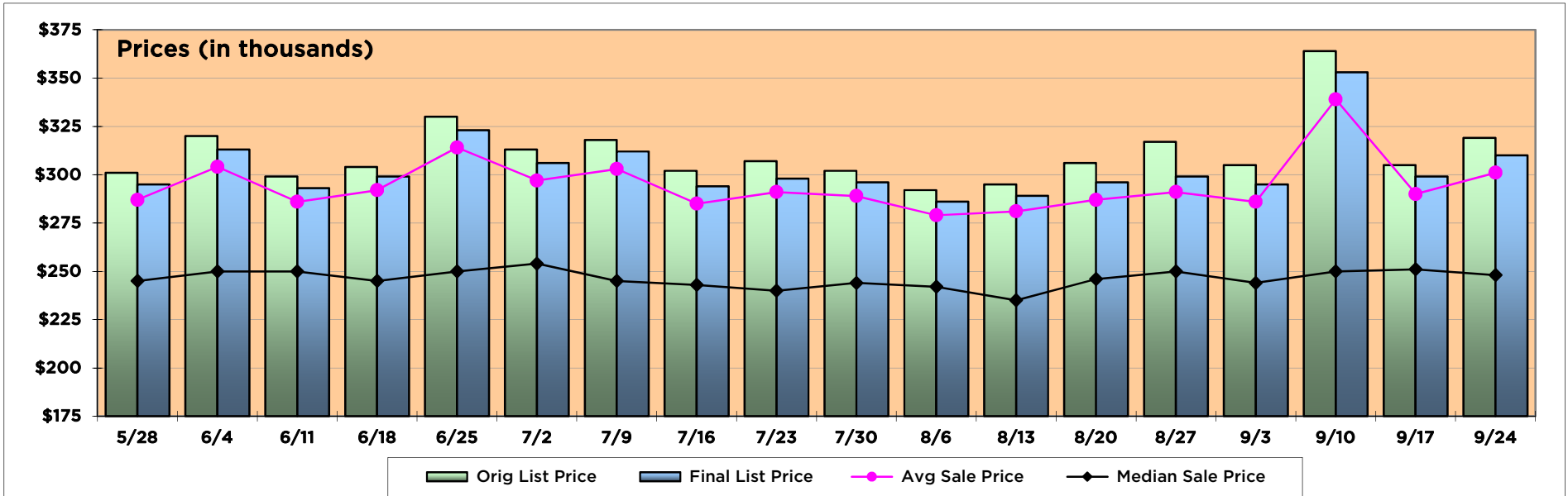
#### *Beds / Baths*

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

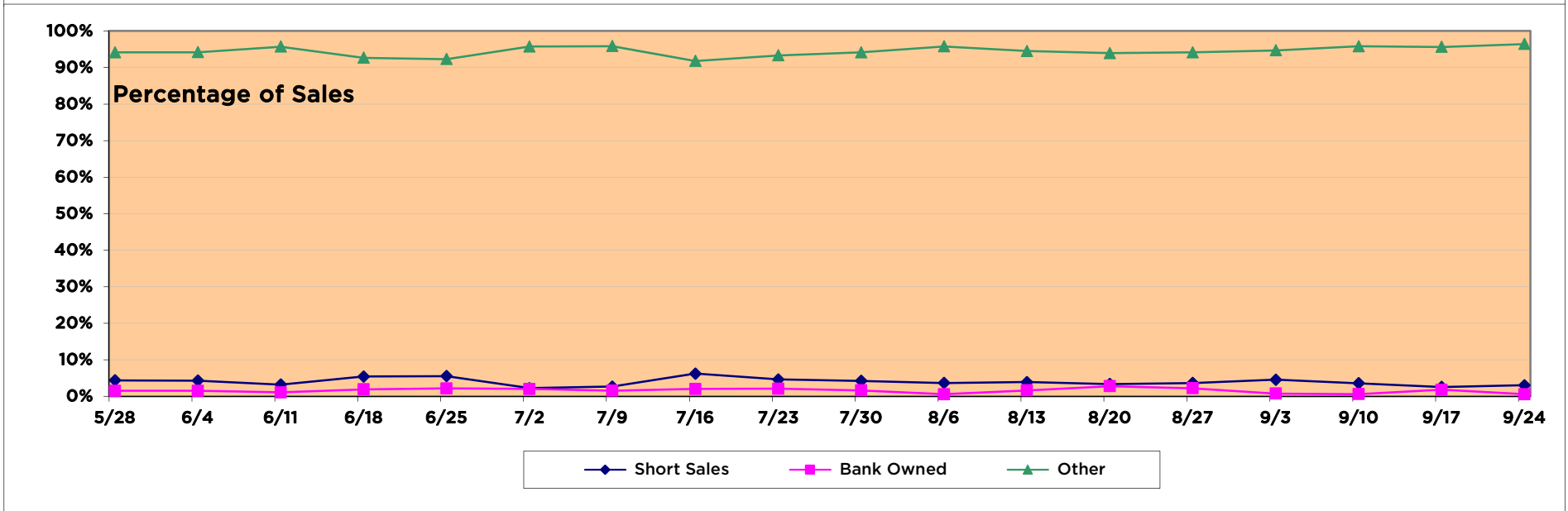
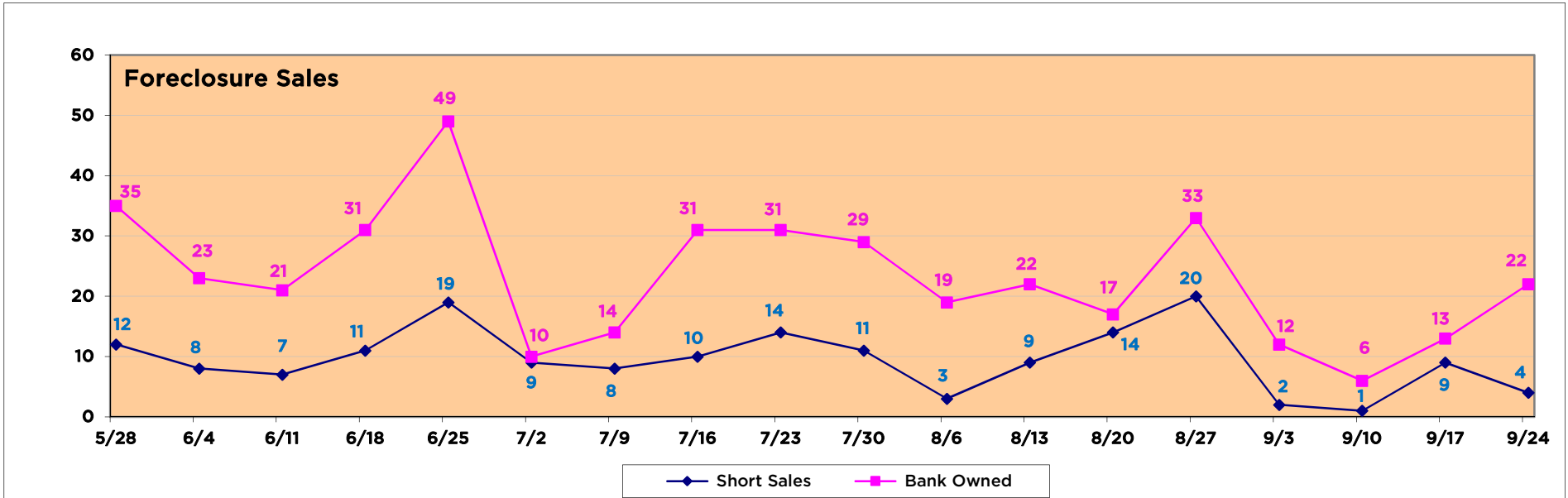
#### *Square Footage*

Average Square Feet	2,155	1,625	2,061	2,612	3,019	3,580	4,810
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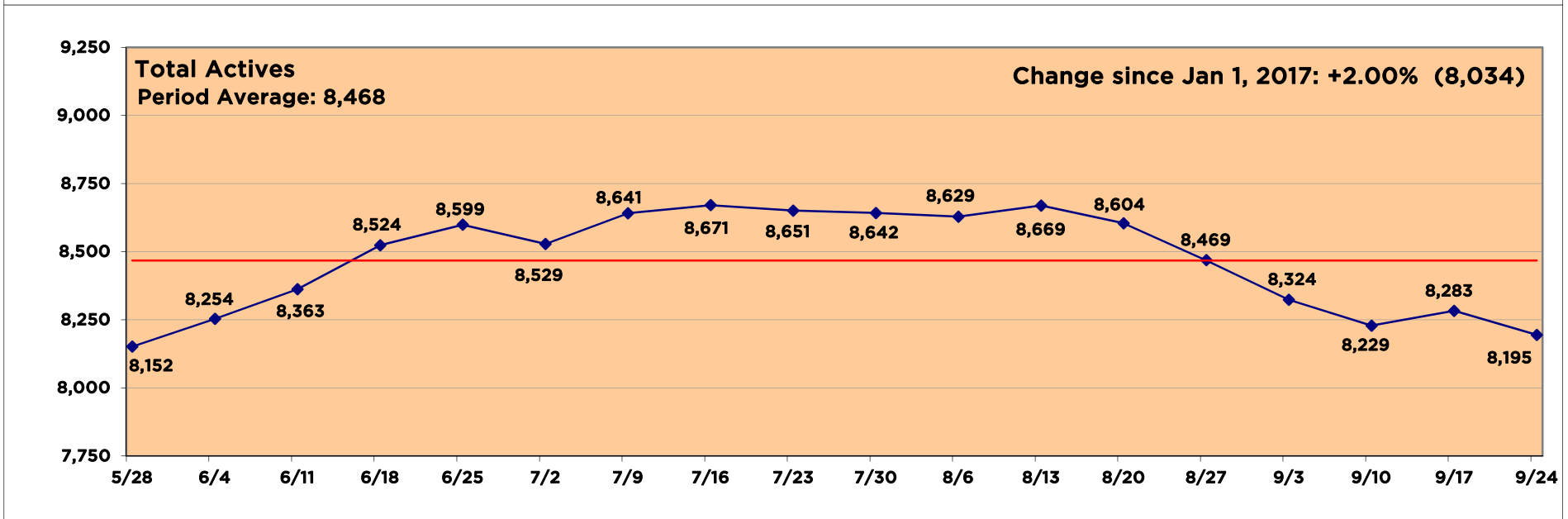
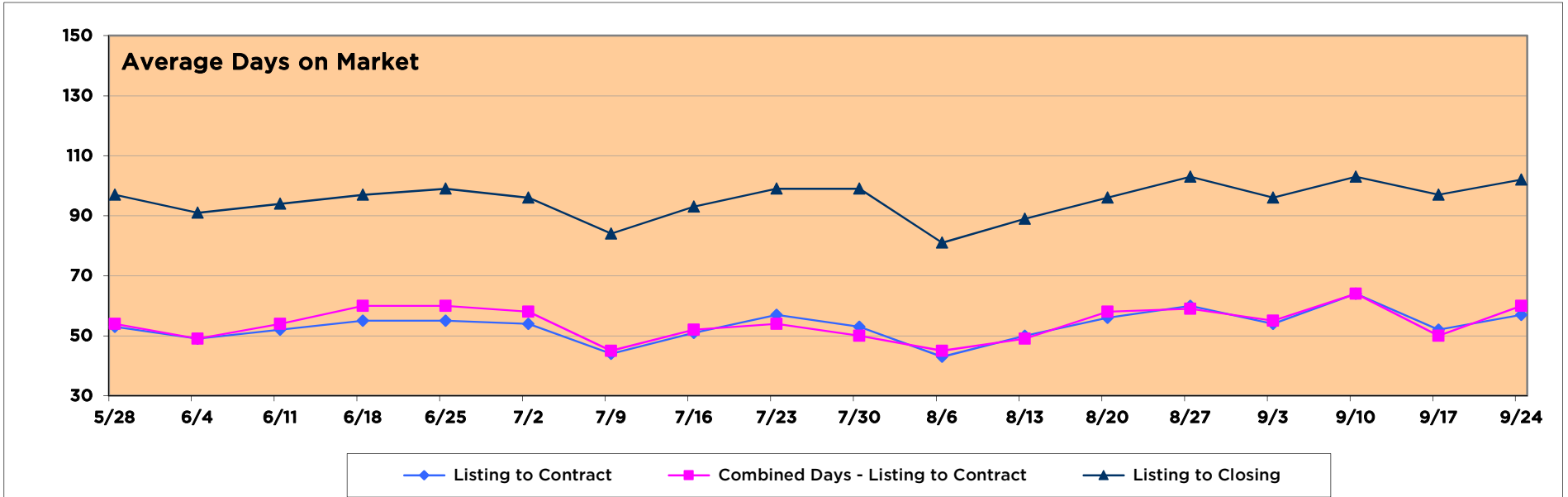
**Single Family Homes**



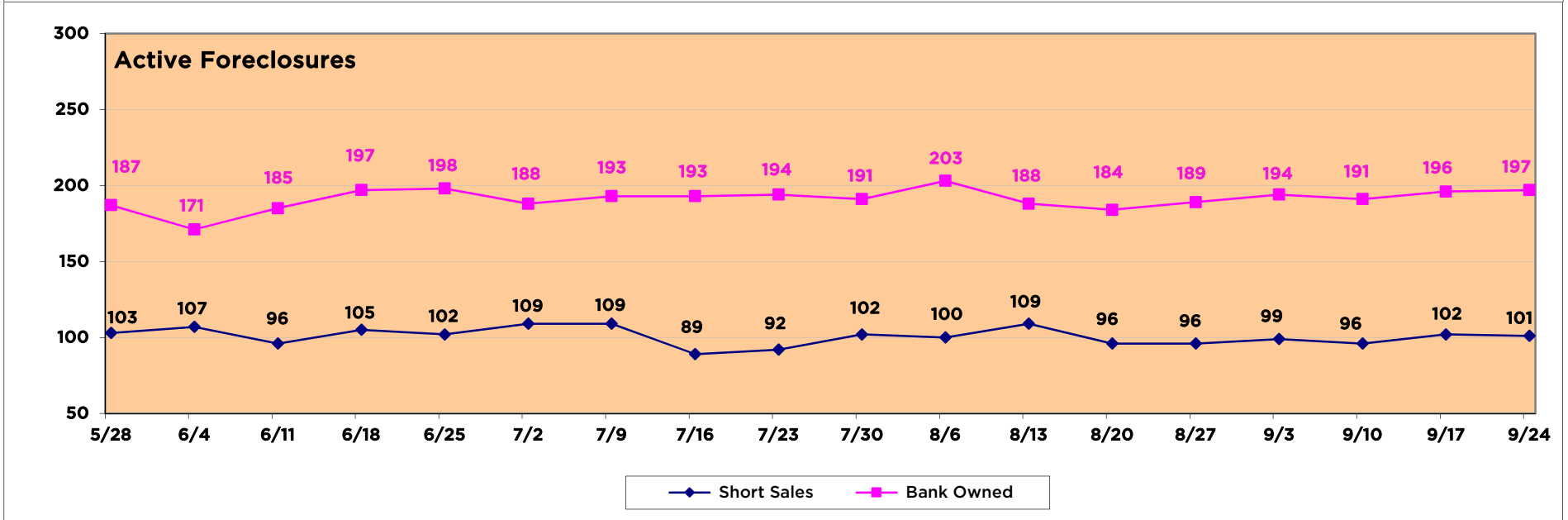
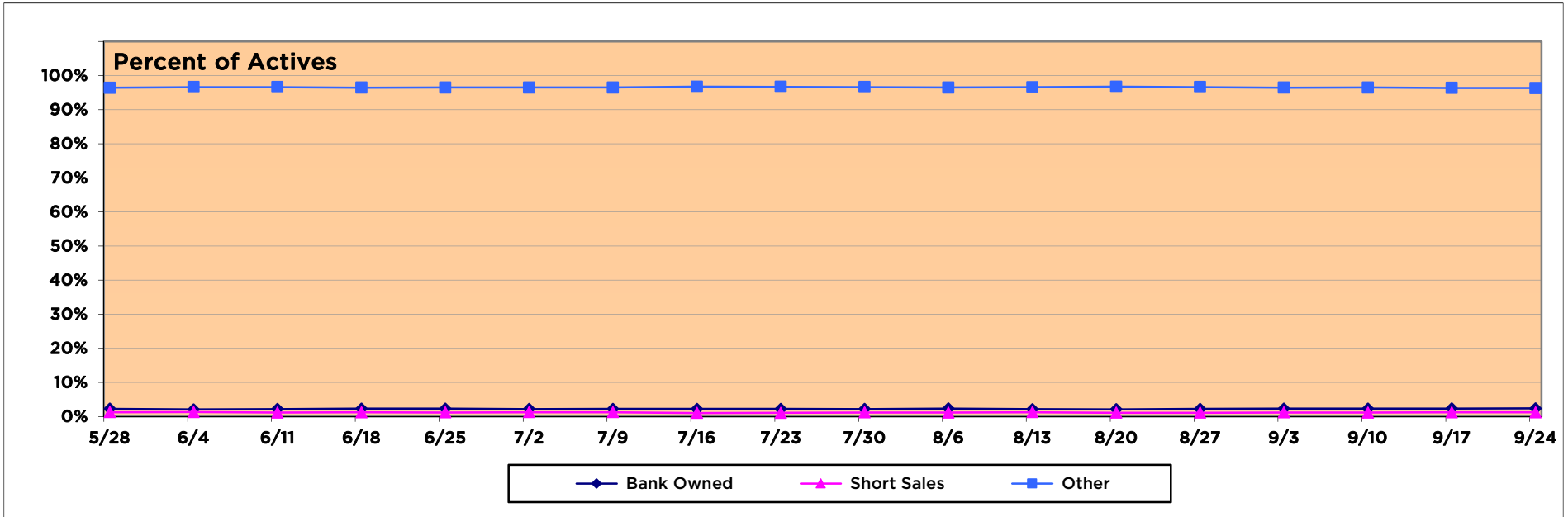
**Single Family Homes**



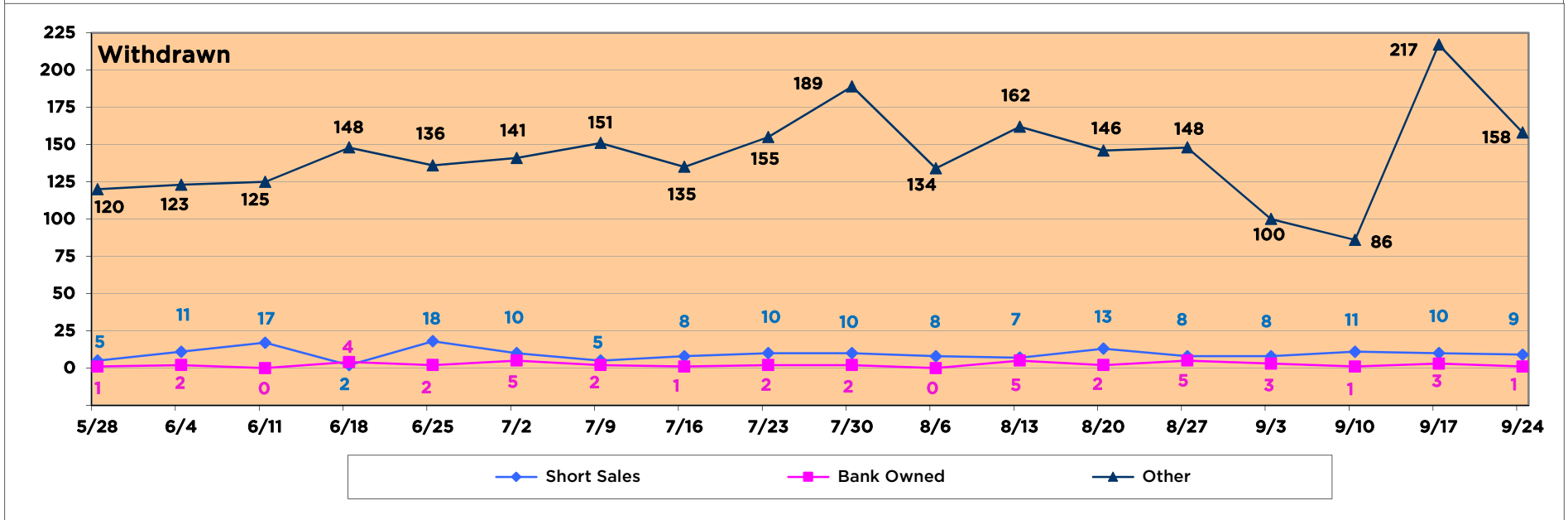
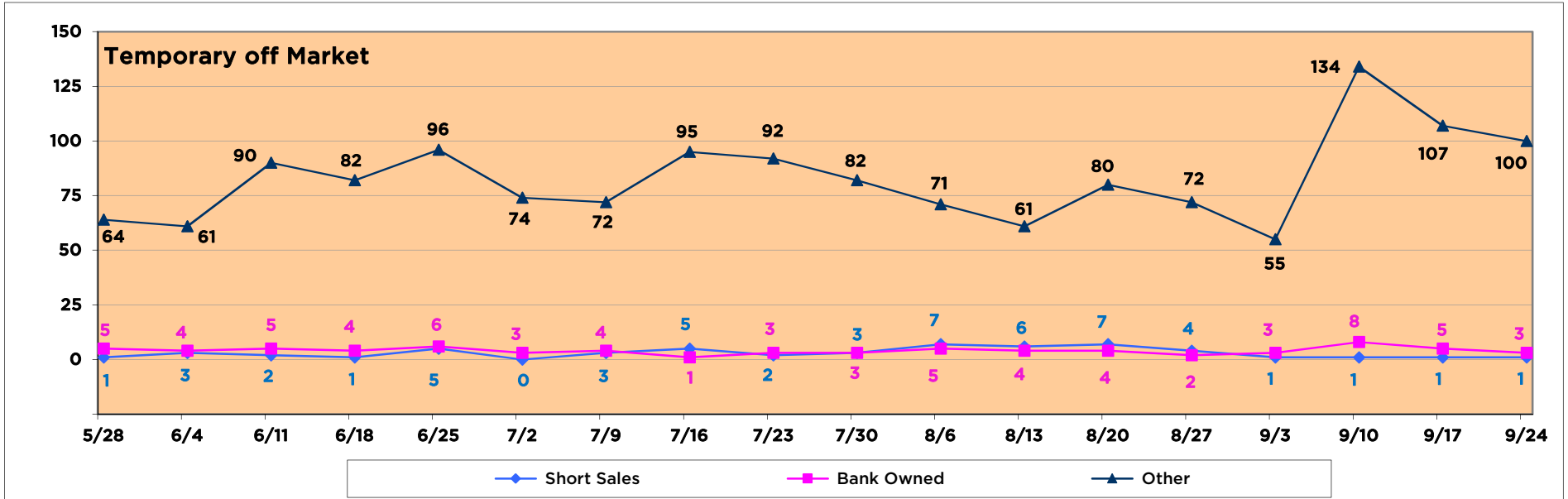
**Single Family Homes**



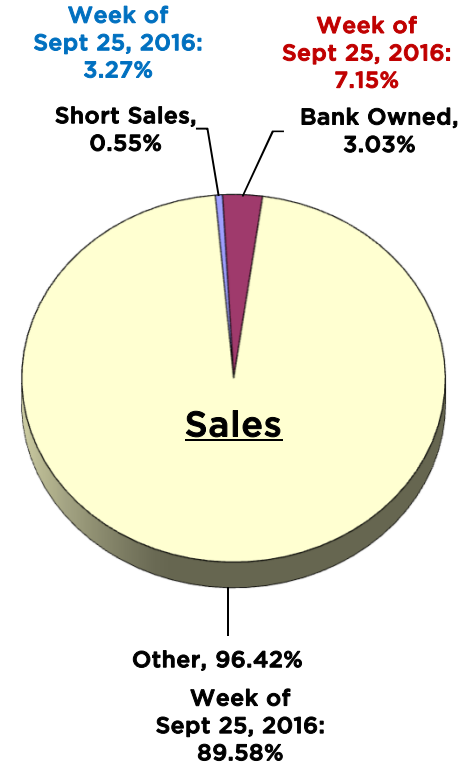
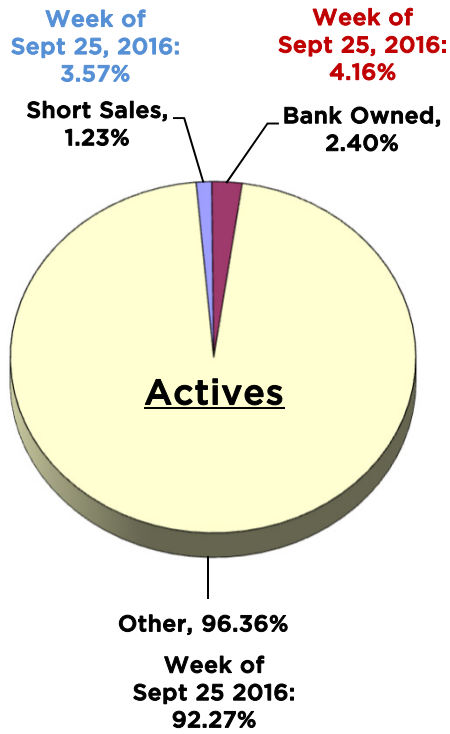
**Single Family Homes**



### Single Family Homes



**Single Family Homes**





**Where are the 17 Single Family Homes available for the Median Price of \$248,000? (± \$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>
<b>Seminole County</b>		<b>2</b>	<b>\$247,750</b>	<b>3.0</b>	<b>2.0</b>	<b>1,696</b>	<b>\$146.08</b>
Apopka / Hunt Club	32703	1	\$248,000	3.0	2.0	1,502	\$165.11
Geneva	32732	1	\$247,500	3.0	2.0	1,890	\$130.95
<b>Orange County</b>		<b>4</b>	<b>\$247,825</b>	<b>3.5</b>	<b>2.3</b>	<b>1,765</b>	<b>\$140.41</b>
Mount Dora	32757	1	\$247,900	4.0	3.0	1,986	\$124.82
Delaney / Crystal Lake	32806	1	\$247,900	3.0	2.0	1,593	\$155.62
Union Park / Chickasaw	32829	1	\$248,000	3.0	2.0	1,698	\$146.05
Hunters Creek	32837	1	\$247,500	4.0	2.0	1,783	\$138.81
<b>Osceola County</b>		<b>4</b>	<b>\$247,945</b>	<b>4.3</b>	<b>2.5</b>	<b>2,240</b>	<b>\$110.71</b>
Kissimmee / Celebration	34747	1	\$247,900	4.0	2.0	2,646	\$93.69
Kissimmee / Poinciana	34758	1	\$247,900	5.0	4.0	2,656	\$93.34
St Cloud / Narcoossee	34771	2	\$247,990	4.0	2.0	1,828	\$135.66
<b>Lake County</b>		<b>7</b>	<b>\$247,943</b>	<b>4.3</b>	<b>2.7</b>	<b>2,096</b>	<b>\$118.30</b>
Mount Dora	32757	1	\$247,800	3.0	2.0	1,399	\$177.13
Clermont (Central)	34711	2	\$247,750	4.0	2.0	1,959	\$126.47
Clermont (South)	34714	1	\$247,900	5.0	4.0	2,186	\$113.40
Groveland	34736	2	\$248,000	5.0	3.0	2,369	\$104.69
Leesburg (West)	34748	1	\$248,400	4.0	3.0	2,430	\$102.22

**Condos, Townhomes, Villas**

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
<b>Sales</b>	<b>219</b>	190	14	10	1	2	2
Bank Owned	11	10	1	0	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	206	178	13	10	1	2	2
<b>Active Listings</b>	<b>2,100</b>	1,471	240	232	72	60	25
Bank Owned	40	38	0	1	0	0	1
Short Sales	31	27	2	0	1	1	0
Other	2,029	1,406	238	231	71	59	24
<b>Months of Inventory</b>	<b>2</b>	2	4	5	17	7	3

***List Price***

Average Original List Price	<b>\$186,424</b>	\$156,214	\$270,447	\$334,605	\$419,000	\$562,450	\$1,235,000
Average Final List Price	<b>\$183,277</b>	\$153,763	\$271,445	\$334,055	\$419,000	\$554,950	\$1,126,500

***Sale Price***

Average Price	<b>\$177,876</b>	\$149,171	\$267,719	\$324,987	\$400,000	\$530,500	\$1,076,700
Median Price	<b>\$160,000</b>	\$150,000	\$265,000	\$324,550	\$400,000	\$530,500	\$1,076,700

***Price Differences***

<b>Original to Final List Price</b>	<b>-\$3,147</b>	-\$2,451	\$998	-\$550	\$0	-\$7,500	-\$108,500
<b>Original List to Sale Price - \$</b>	<b>-\$8,548</b>	-\$7,043	-\$2,728	-\$9,618	-\$19,000	-\$31,950	-\$158,300
<b>Final List to Sale Price - \$</b>	<b>-\$5,401</b>	-\$4,592	-\$3,726	-\$9,068	-\$19,000	-\$24,450	-\$49,800
<b>Original List to Sale Price - %</b>	<b>95.41%</b>	95.49%	98.99%	97.13%	95.47%	94.32%	87.18%
<b>Final List to Sale Price - %</b>	<b>97.05%</b>	97.01%	98.63%	97.29%	95.47%	95.59%	95.58%

***Days on the Market***

Avg Days Listing to Contract	<b>54</b>	52	34	39	25	56	479
Combined Avg Days to Contract	<b>49</b>	47	31	30	25	56	479
Avg Days Listing to Closing	<b>91</b>	86	83	92	45	118	536
Avg Days Contract to Close	<b>36</b>	34	48	52	20	61	56

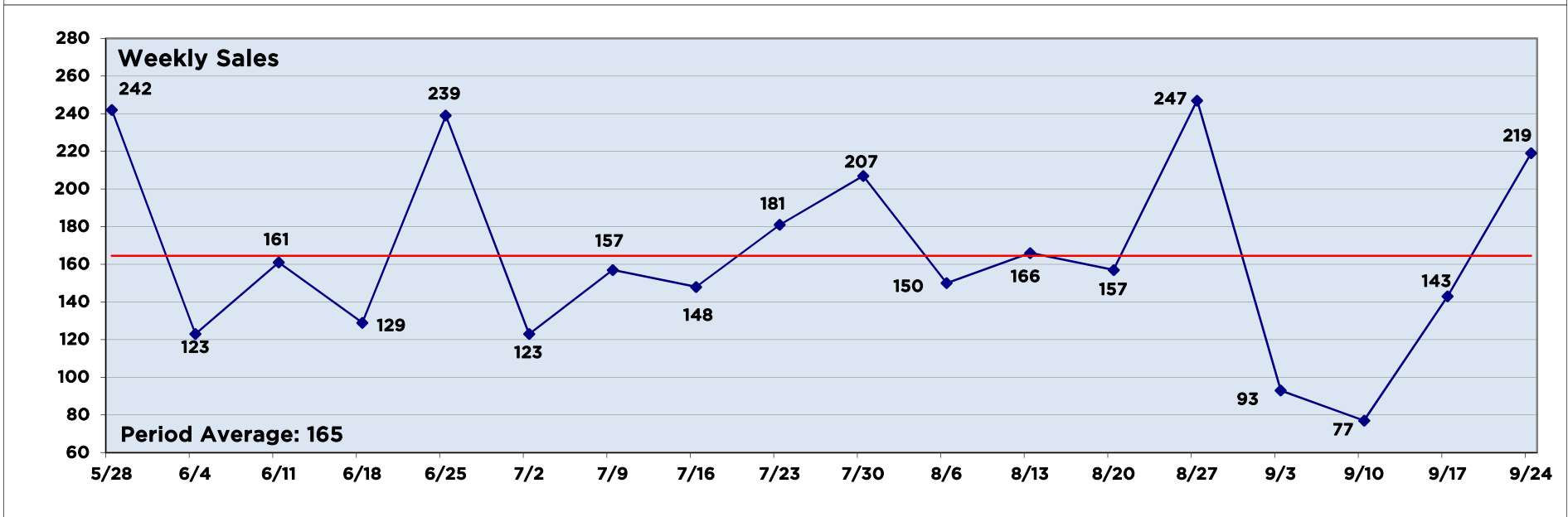
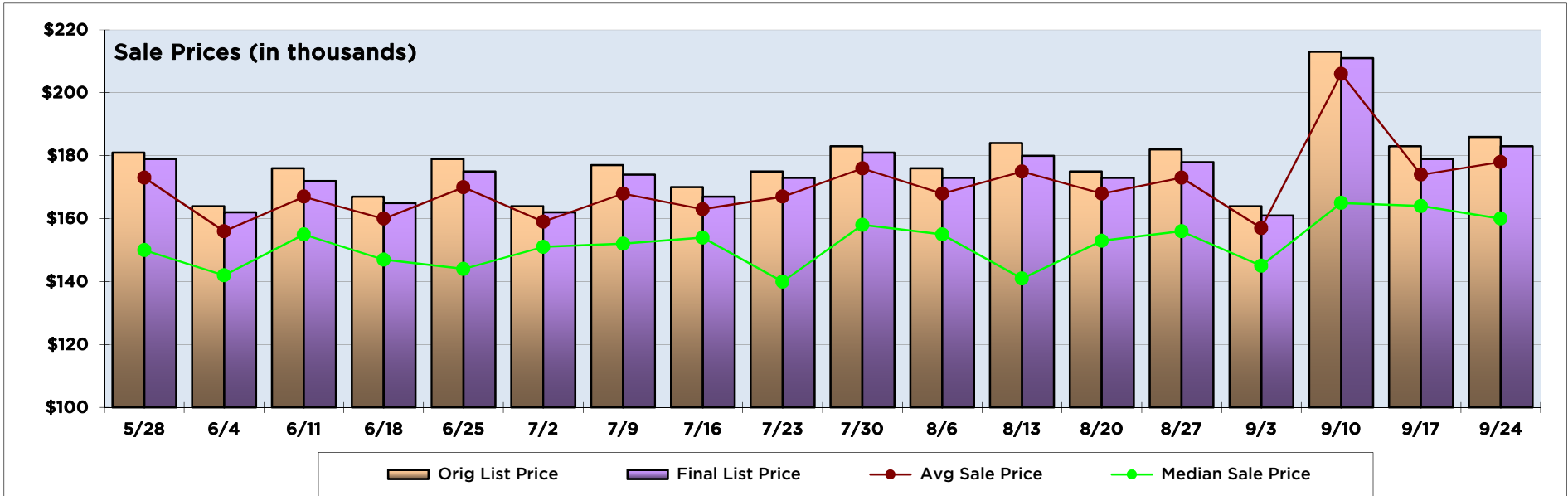
***Beds / Baths***

Average Bedrooms	<b>3</b>	2	3	3	2	4	3
Average Full Baths	<b>2</b>	2	2	3	2	3	3
Average Half Baths	<b>0</b>	0	1	1	2	1	1

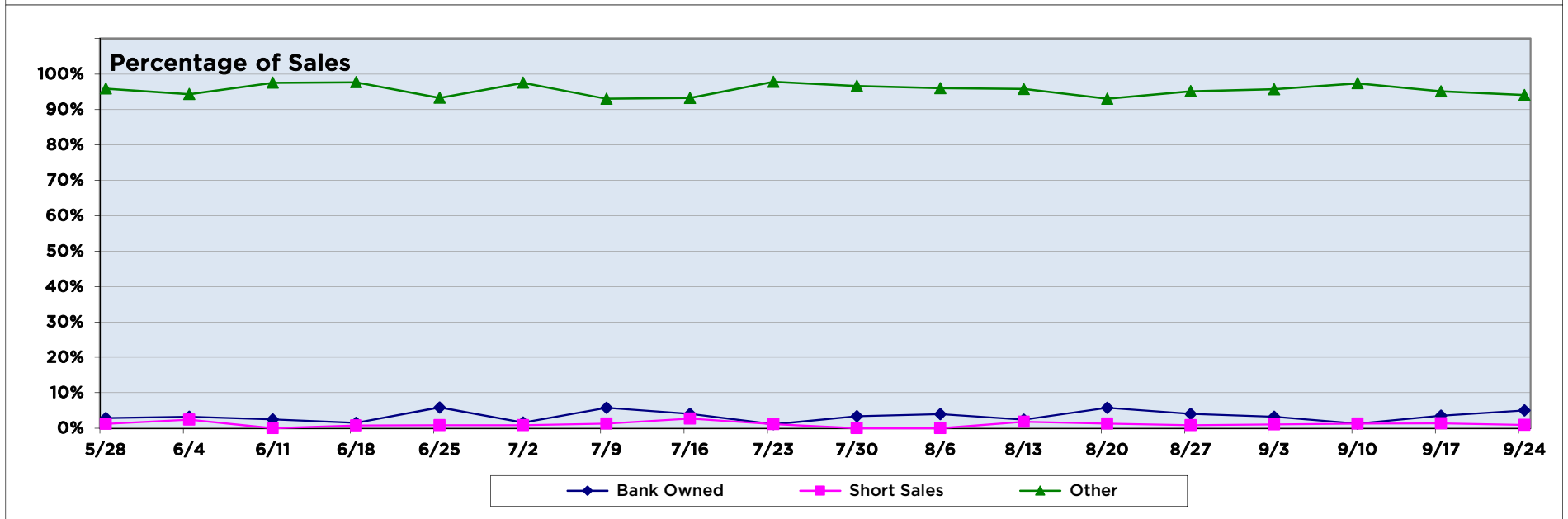
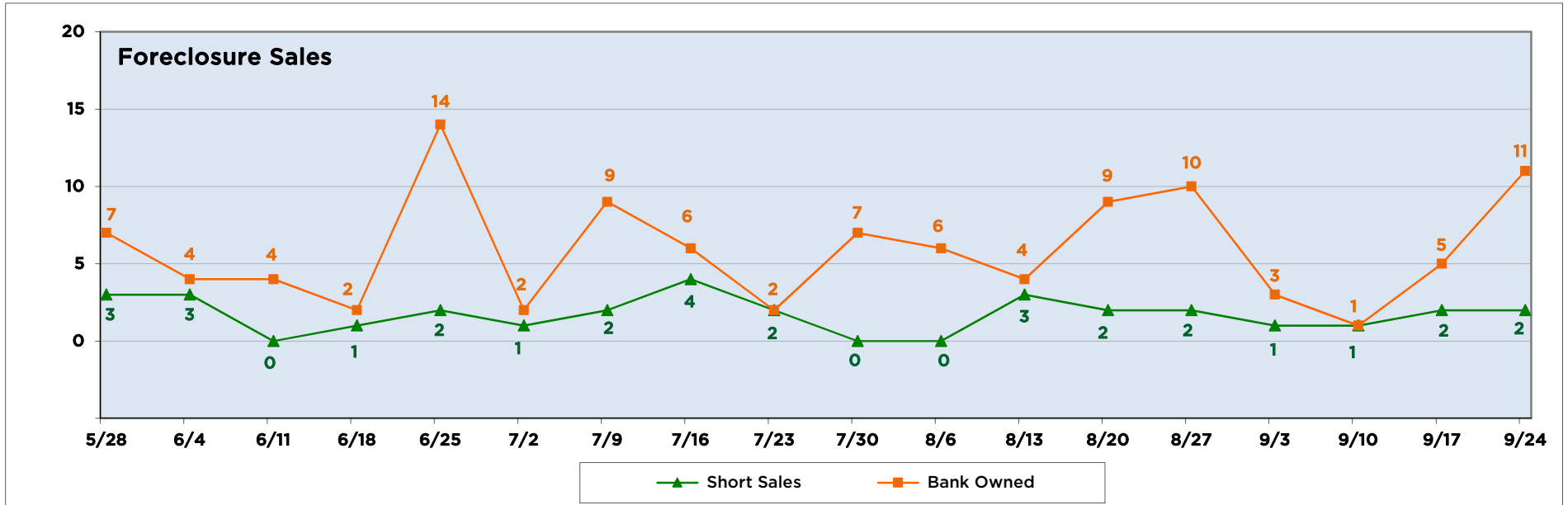
***Square Footage***

Average Square Feet	<b>1,399</b>	1,305	1,852	1,959	2,094	2,362	3,098
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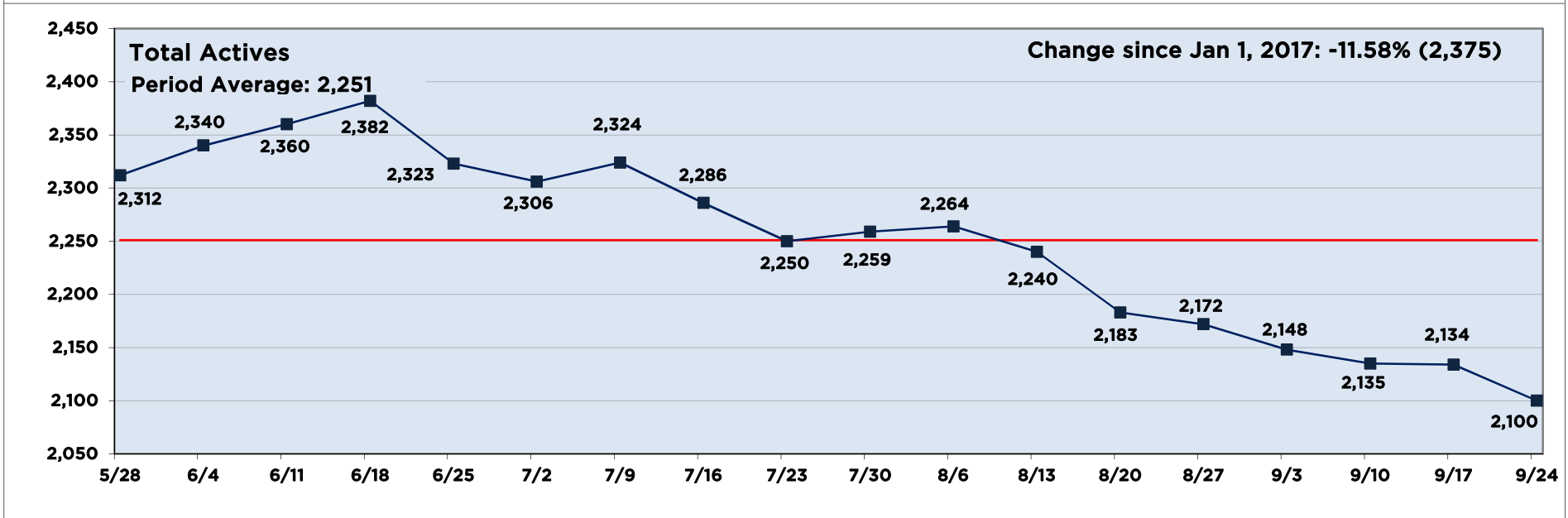
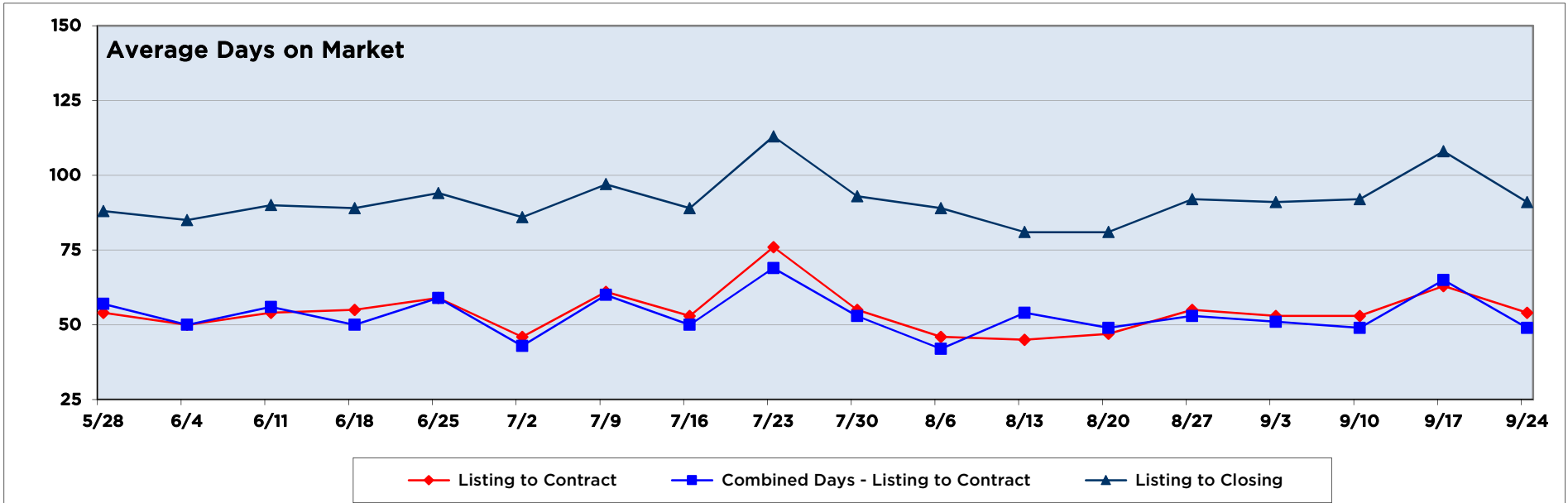
**Condos, Townhomes, Villas**



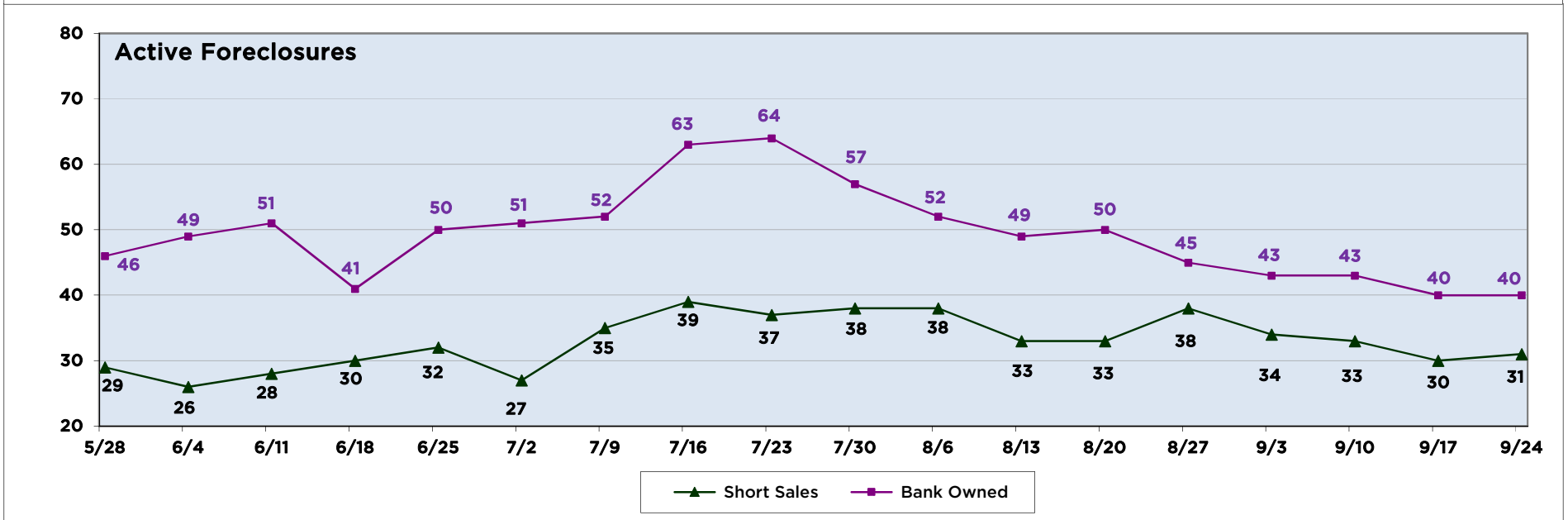
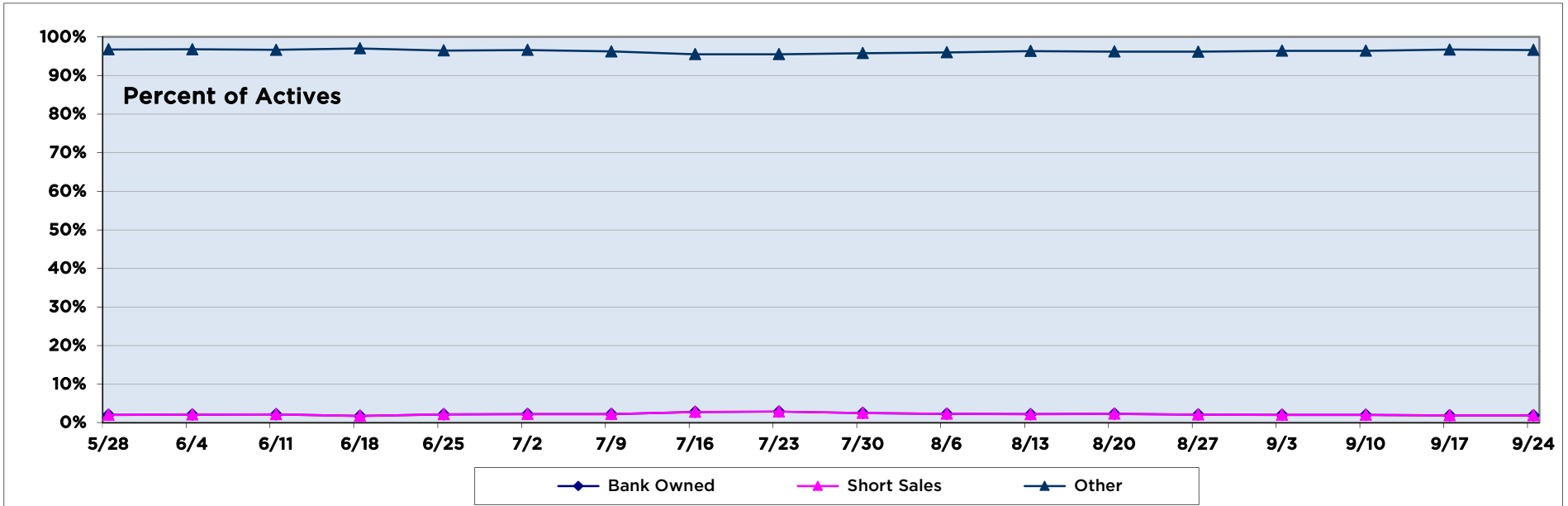
**Condos, Townhomes, Villas**



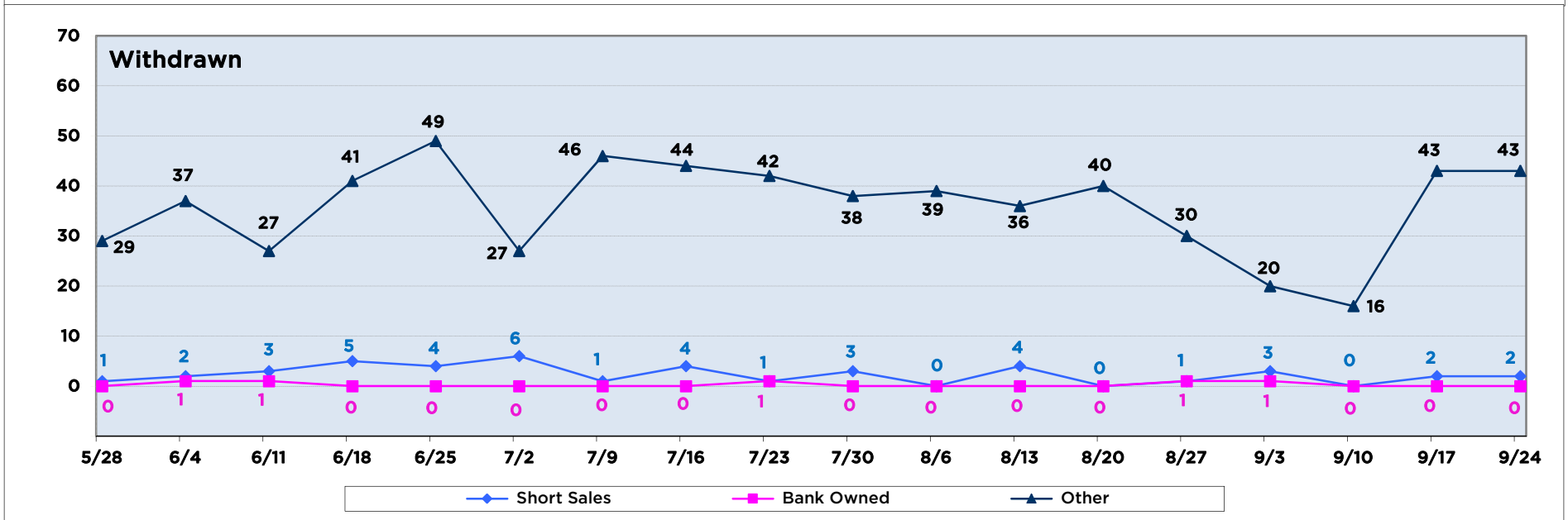
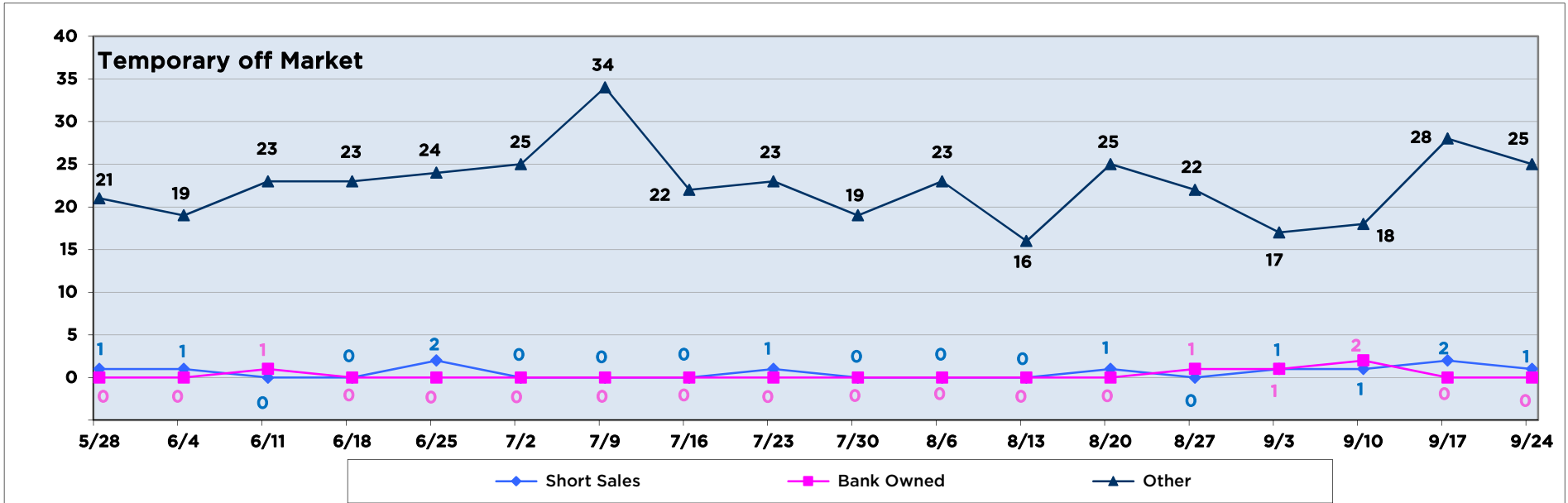
**Condos, Townhomes, Villas**



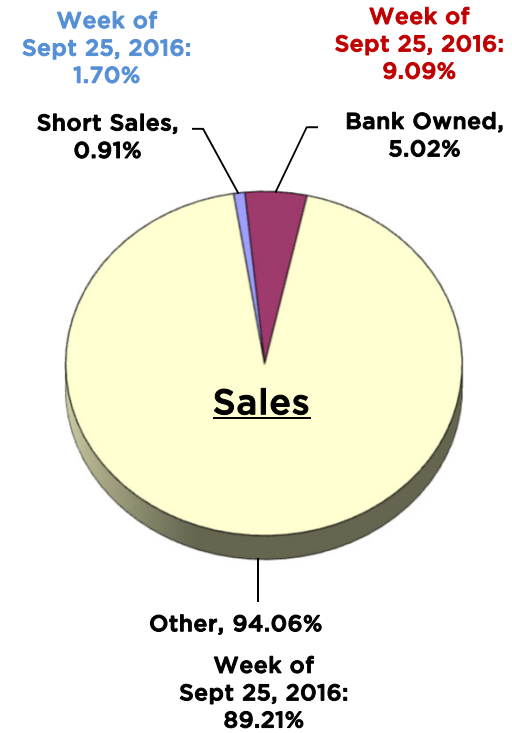
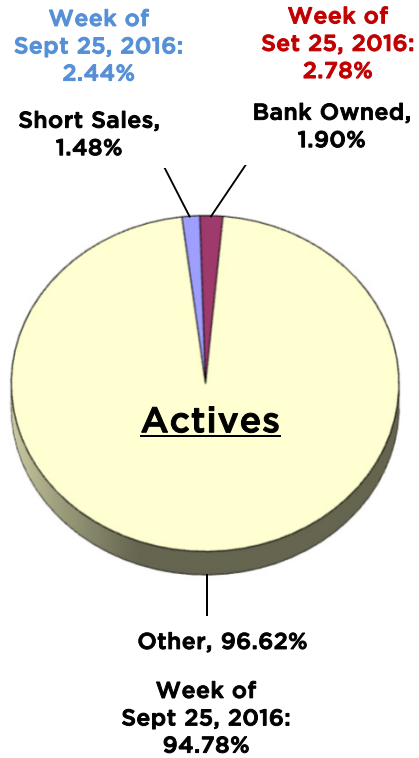
### Condos, Townhomes, Villas



**Condos, Townhomes, Villas**



**Condos, Townhomes, Villas**





**Where are the 32 Condos, Townhomes, or Villas available for the Median Price of \$160,000?** ( ± \$500 )

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
<b>Seminole County</b>		<b>3</b>	<b>\$159,900</b>	<b>3.0</b>	<b>2.0</b>	<b>1,587</b>	<b>\$100.78</b>
Altamonte Springs (East)	32701	1	\$159,900	3.0	2.0	1,792	\$89.23
Casselberry	32707	1	\$159,900	3.0	2.0	1,520	\$105.20
Winter Park	32792	1	\$159,900	3.0	2.0	1,448	\$110.43
<b>Orange County</b>		<b>9</b>	<b>\$159,949</b>	<b>2.9</b>	<b>2.2</b>	<b>1,252</b>	<b>\$127.73</b>
Conway	32812	1	\$159,900	2.0	1.0	1,026	\$155.85
Williamsburg / Lake Bryan	32821	3	\$159,950	3.0	3.0	1,361	\$117.52
Ventura	32822	1	\$159,900	3.0	2.0	1,286	\$124.34
Metro West / Orlo Vista	32835	3	\$159,998	3.0	2.0	1,247	\$128.31
Hunters Creek	32837	1	\$159,900	3.0	2.0	1,134	\$141.01
<b>Osceola County</b>		<b>18</b>	<b>\$159,865</b>	<b>2.8</b>	<b>2.1</b>	<b>1,318</b>	<b>\$121.30</b>
Kissimmee (Central)	34741	4	\$159,800	3.0	2.0	1,473	\$108.49
Kissimmee / Buena Ventura Lakes	34743	1	\$159,900	3.0	2.0	1,214	\$131.71
Kissimmee (East)	34744	1	\$160,000	2.0	2.0	1,386	\$115.44
Kissimmee (West) / Pleasant Hill	34746	4	\$159,794	4.0	2.0	1,390	\$114.96
Kissimmee / Celebration	34747	7	\$159,914	2.0	2.0	1,120	\$142.78
Kissimmee / Poinciana	34758	1	\$159,900	3.0	3.0	1,831	\$87.33
<b>Lake County</b>		<b>2</b>	<b>\$159,900</b>	<b>2.5</b>	<b>2.0</b>	<b>1,253</b>	<b>\$127.66</b>
Tavares / Mt Plymouth	32778	1	\$159,900	3.0	2.0	1,339	\$119.42
Fruitland Park	34731	1	\$159,900	2.0	2.0	1,166	\$137.14