



Monday Morning Quarterback Summary

Week of Nov 12, 2017

Single-family existing homes

- Sales of single-family homes increased to 484 during the week of Nov 12, from 413 the week prior
- The median price of single family homes decreased to \$241,125, a change of -1.2%
- The number of single-family home foreclosure transactions increased to 15 last week, from 11 the week of Nov 5
- The number of single-family home short-sale transactions increased to 6 from 3 the week prior
- Single-family inventory decreased by 21, and now sits at 7,963

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas increased to 167 during the week of Nov 12, from 116 the week prior
- The median price of condos, townhomes, and villas increased to \$158,000, a change of 4.3%
- The number of condo, townhome, and villa foreclosure transactions increased to 7 last week, from 2 the week of Nov 5
- The number of condo, townhome and villa short-sale transactions decreased to 3 from 4 the week prior
- Condo inventory decreased by 14, and now sits at 2,090

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	484	259	76	85	32	24	8
Bank Owned	15	12	3	0	0	0	0
Short Sales	6	4	1	0	0	1	0
Other	463	243	72	85	32	23	8
Active Listings	7,963	2,243	1,216	1,774	861	1,290	579
Bank Owned	186	105	28	25	9	15	4
Short Sales	103	53	18	16	7	7	2
Other	7,674	2,085	1,170	1,733	845	1,268	573
Months of Inventory	4	2	4	5	6	12	17

List Price

Average Original List Price	\$318,381	\$193,857	\$283,733	\$363,147	\$464,958	\$711,602	\$2,437,390
Average Final List Price	\$310,052	\$190,030	\$277,762	\$353,542	\$450,568	\$692,935	\$2,329,765

Sale Price

Average Price	\$299,365	\$184,730	\$272,121	\$343,462	\$439,371	\$660,328	\$2,158,027
Median Price	\$241,125	\$198,000	\$270,000	\$330,000	\$432,500	\$620,000	\$1,442,500

Price Differences

<i>Original</i> to <i>Final</i> List Price	-\$8,329	-\$3,827	-\$5,971	-\$9,605	-\$14,390	-\$18,667	-\$107,625
<i>Original</i> List to <i>Sale</i> Price - \$	-\$19,016	-\$9,127	-\$11,612	-\$19,685	-\$25,587	-\$51,274	-\$279,363
<i>Final</i> List to <i>Sale</i> Price - \$	-\$10,687	-\$5,300	-\$5,641	-\$10,080	-\$11,197	-\$32,607	-\$171,738
<i>Original</i> List to <i>Sale</i> Price - %	94.03%	95.29%	95.91%	94.58%	94.50%	92.79%	88.54%
<i>Final</i> List to <i>Sale</i> Price - %	96.55%	97.21%	97.97%	97.15%	97.51%	95.29%	92.63%

Days on the Market

Avg Days Listing to Contract	62	47	62	75	80	122	165
Combined Avg Days to Contract	66	46	54	83	90	179	196
Avg Days Listing to Closing	101	84	106	117	117	168	193
Avg Days Contract to Close	38	35	43	41	36	46	25

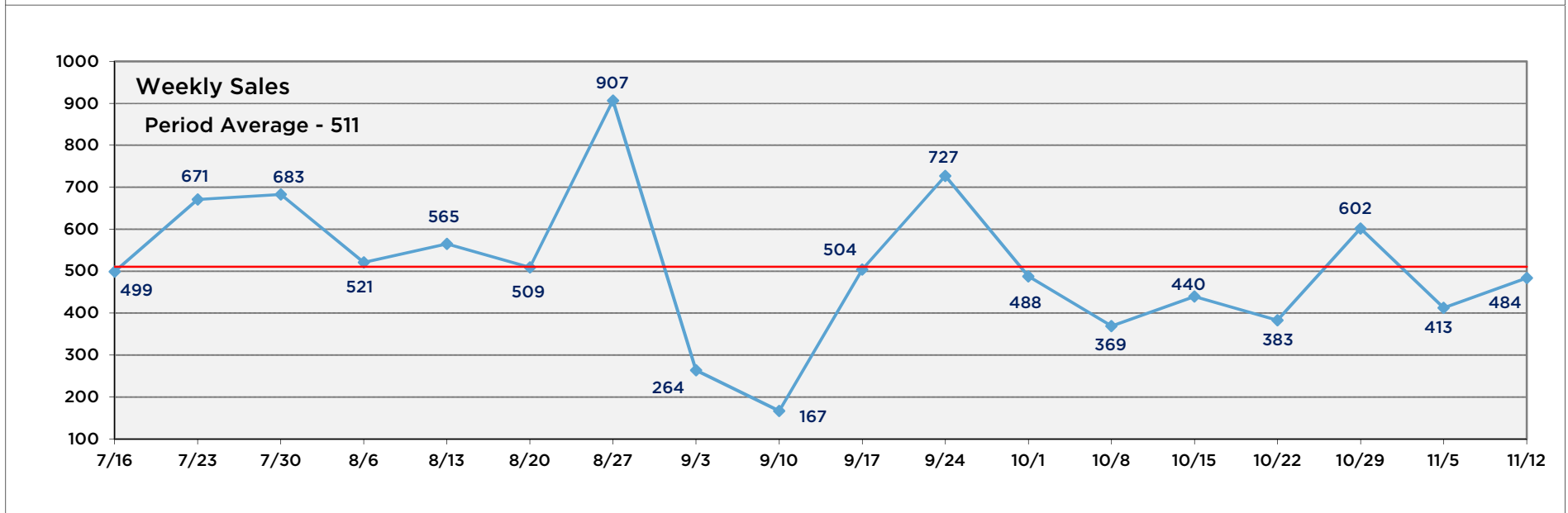
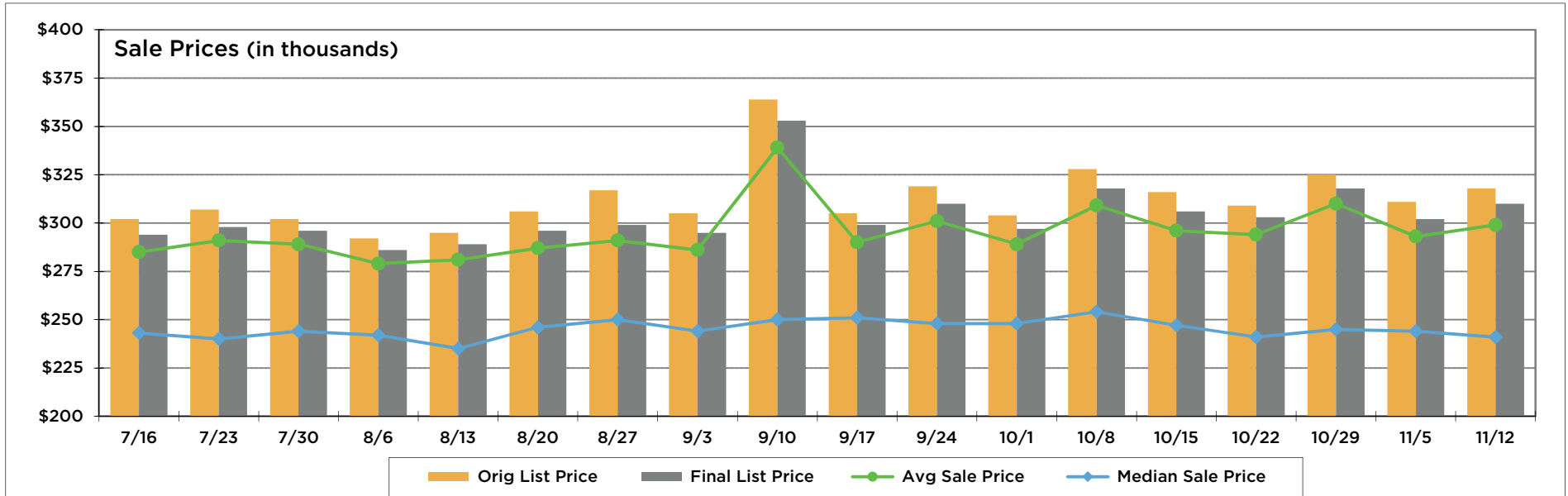
Beds / Baths

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

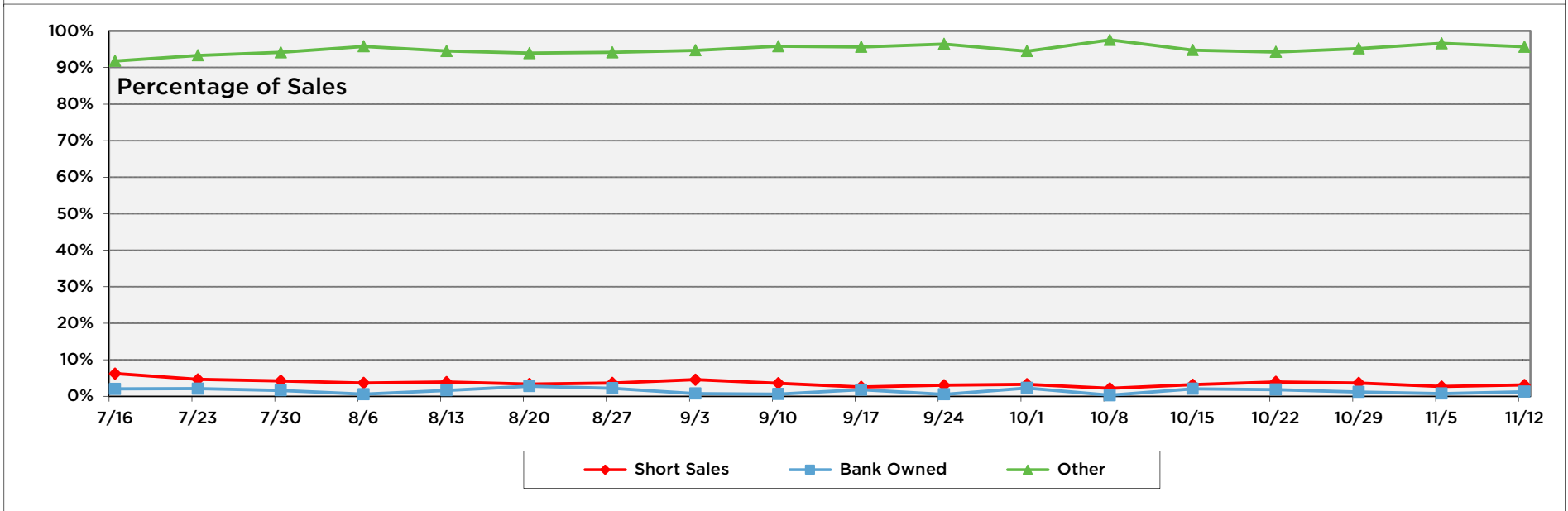
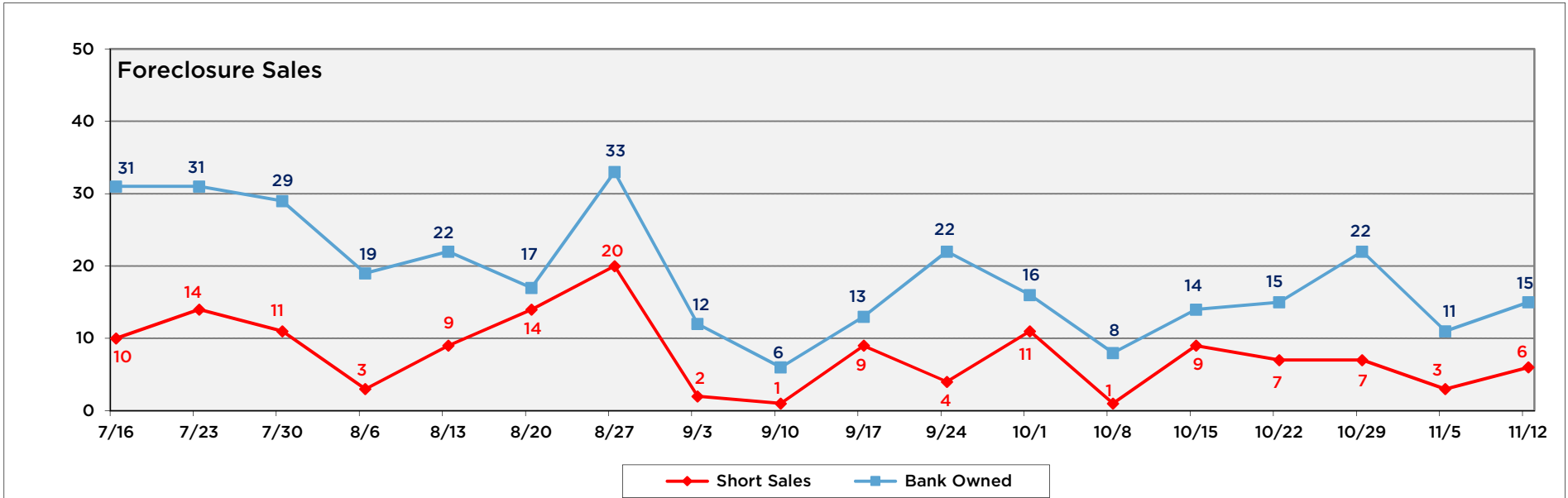
Square Footage

Average Square Feet	2,115	1,579	2,116	2,554	2,985	3,663	6,675
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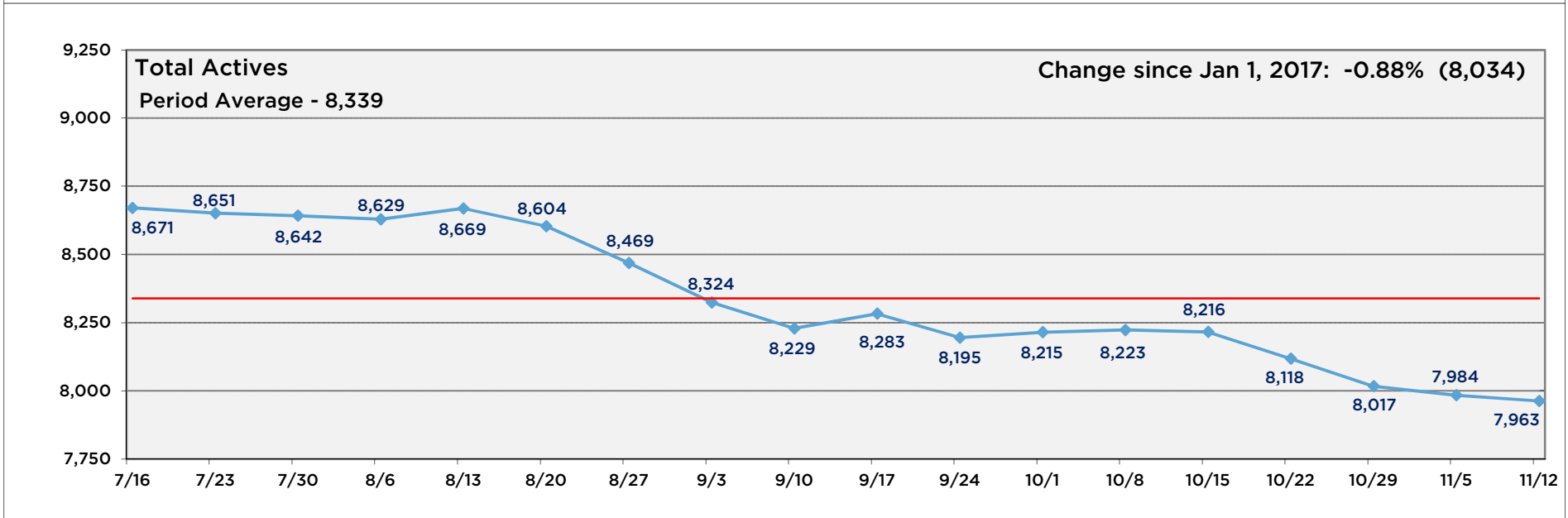
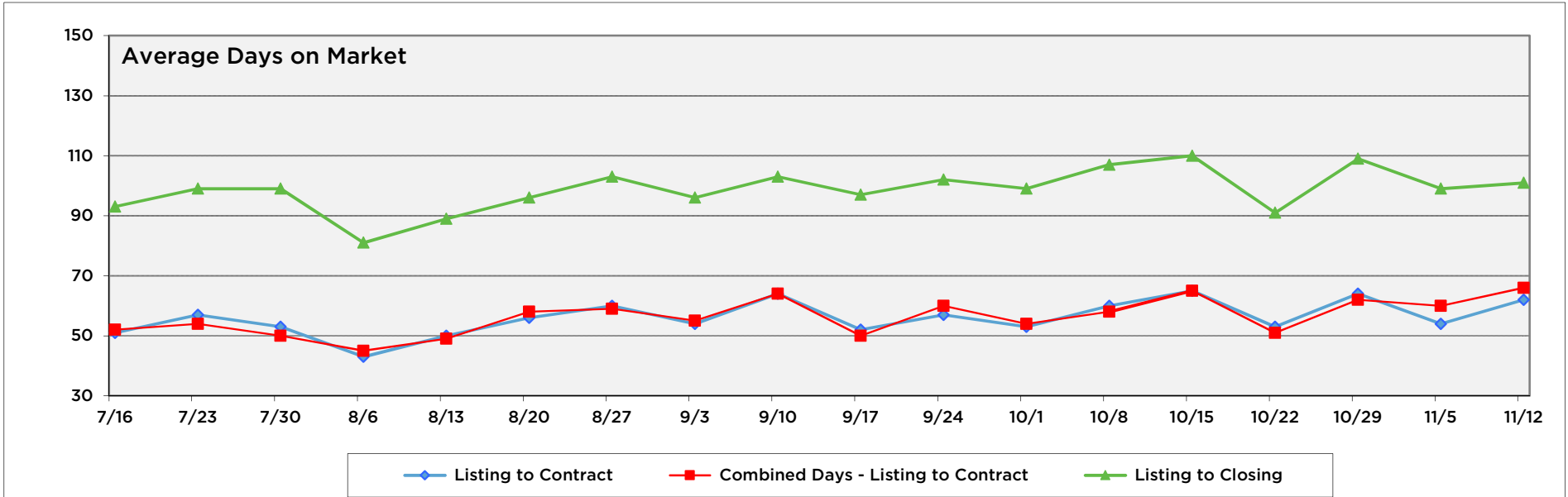
Single Family Homes



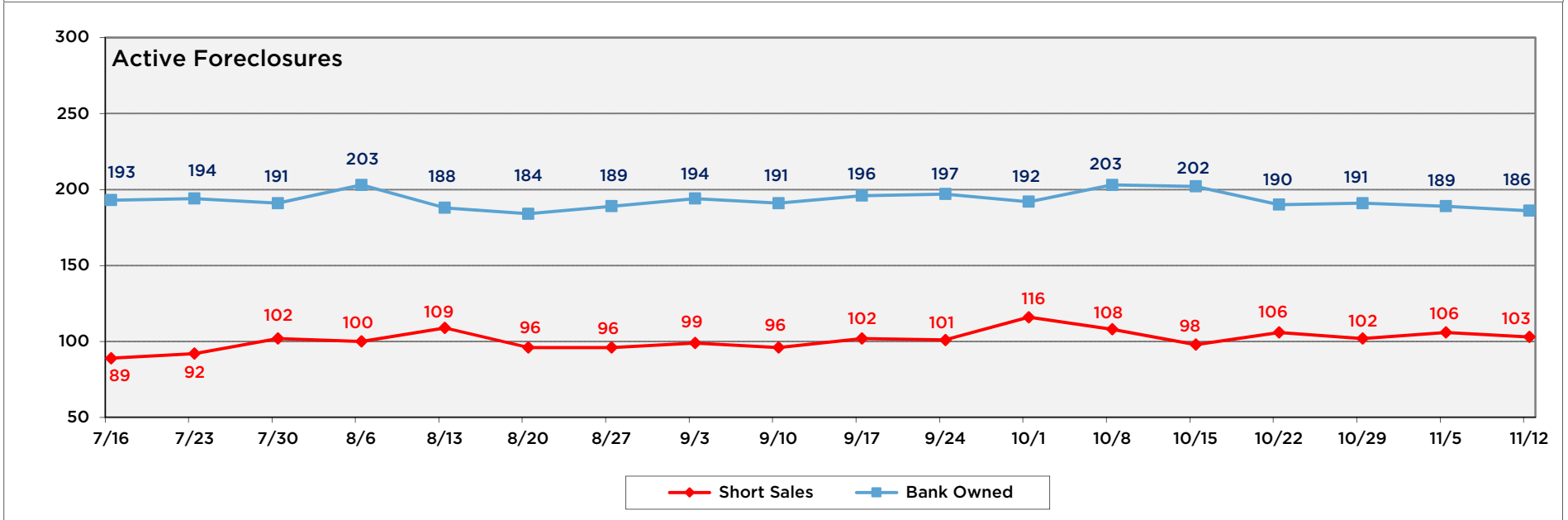
Single Family Homes



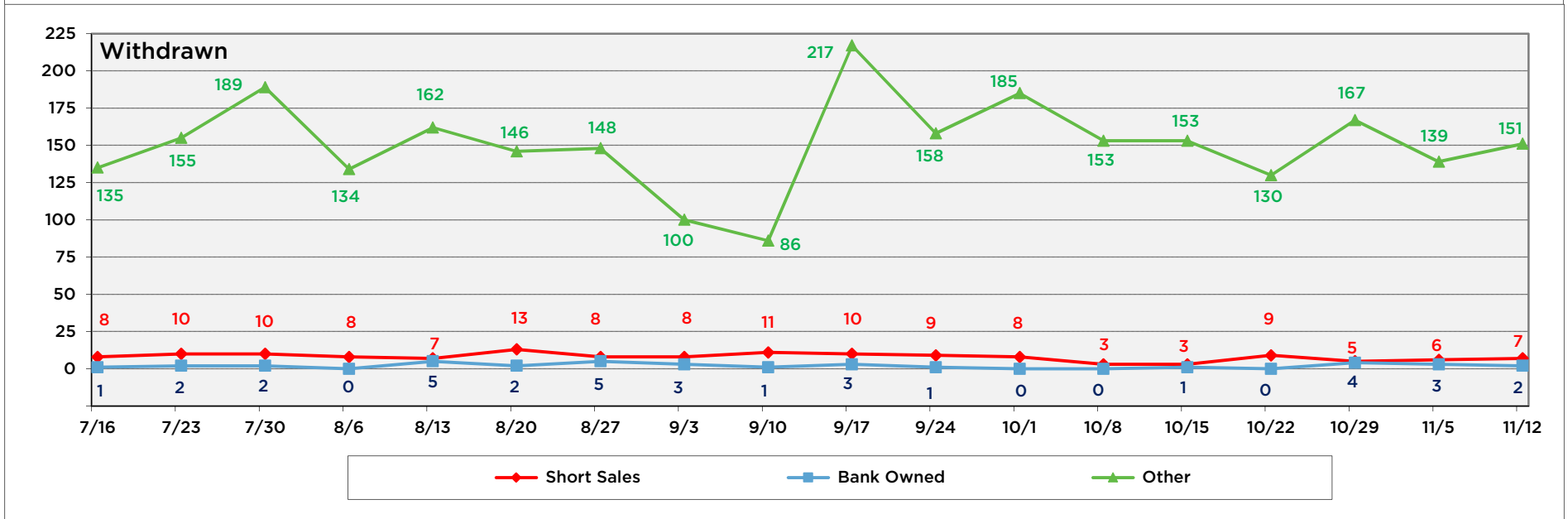
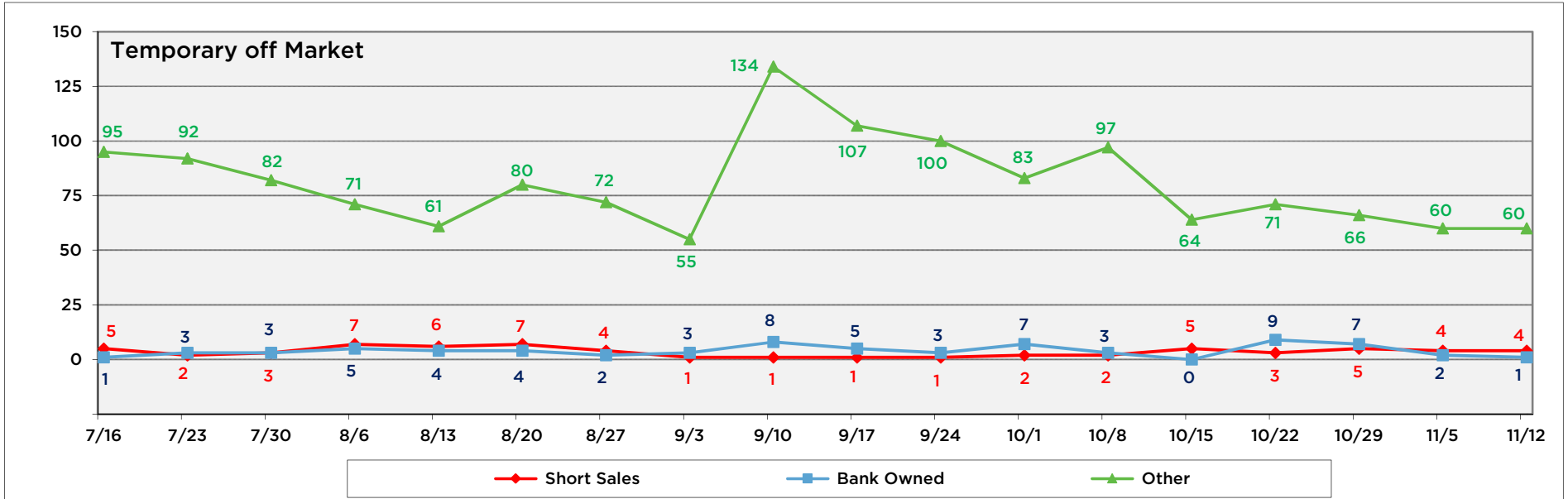
Single Family Homes



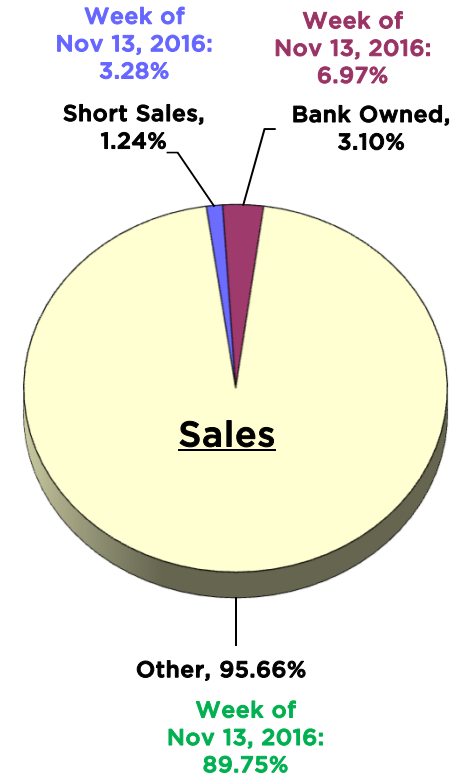
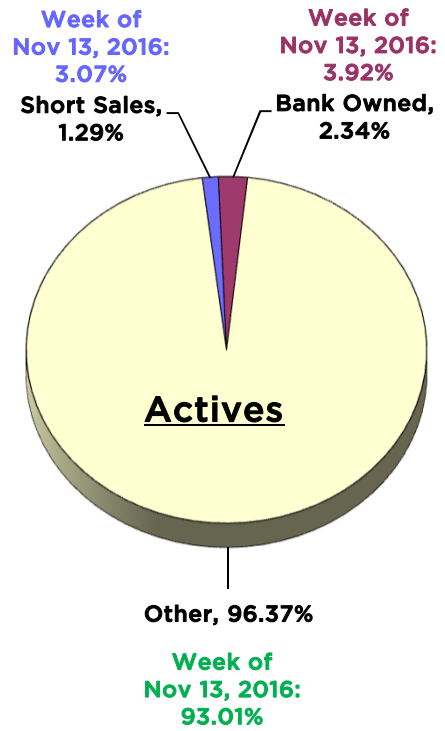
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
11/12/2017 - 11/18/2017
Lake, Orange, Osceola & Seminole Counties

Where are the 5 Single Family Homes available for the Median Price of \$241,125? (± \$500)

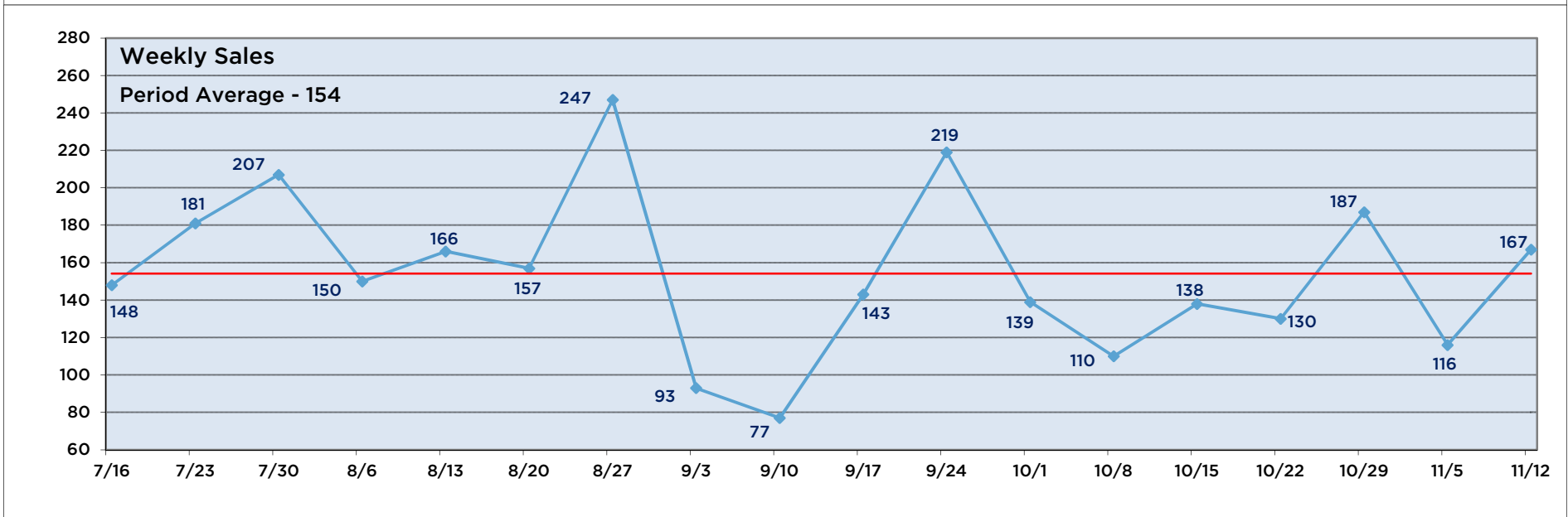
County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Orange County							
Conway	32812	1	\$241,000	3.0	2.0	1,721	\$140.03
Osceola County							
Kissimmee / Buena Ventura Lakes	34743	1	\$240,668	3.0	2.0	1,679	\$143.34
Lake County							
Tavares / Mt Plymouth	32778	1	\$240,900	4.0	2.0	2,549	\$94.51
Groveland	34736	2	\$240,900	4.0	2.0	1,851	\$130.15

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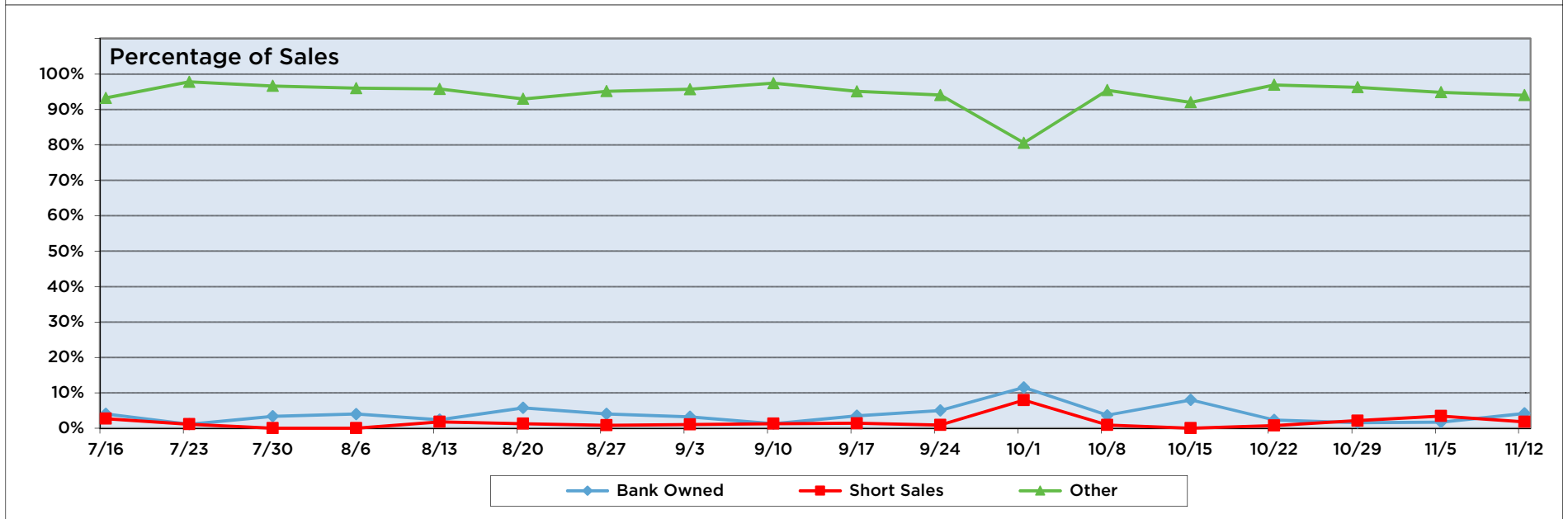
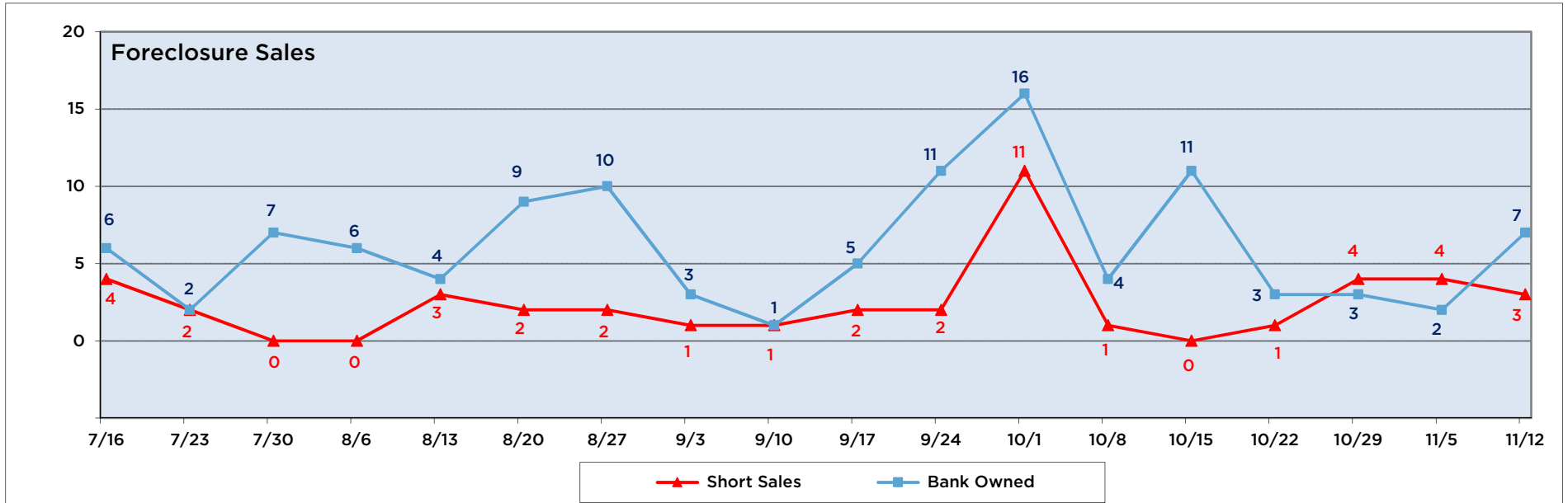
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	167	143	10	9	4	1	0
Bank Owned	7	7	0	0	0	0	0
Short Sales	3	3	0	0	0	0	0
Other	157	133	10	9	4	1	0
Active Listings	2,090	1,412	283	239	71	56	29
Bank Owned	27	22	4	1	0	0	0
Short Sales	29	24	3	1	0	1	0
Other	2,034	1,366	276	237	71	55	29
Months of Inventory	3	2	7	6	4	13	0
<i>List Price</i>							
Average Original List Price	\$181,063	\$152,701	\$275,918	\$359,593	\$439,175	\$649,000	\$0
Average Final List Price	\$178,653	\$149,727	\$274,417	\$357,360	\$453,420	\$649,000	\$0
<i>Sale Price</i>							
Average Price	\$173,885	\$145,192	\$270,511	\$346,888	\$451,070	\$644,900	\$0
Median Price	\$158,000	\$147,500	\$268,863	\$335,000	\$452,440	\$644,900	\$0
<i>Price Differences</i>							
Original to Final List Price	-\$2,410	-\$2,974	-\$1,501	-\$2,233	\$14,245	\$0	\$0
Original List to Sale Price - \$	-\$7,178	-\$7,509	-\$5,407	-\$12,705	\$11,895	-\$4,100	\$0
Final List to Sale Price - \$	-\$4,768	-\$4,535	-\$3,906	-\$10,472	-\$2,350	-\$4,100	\$0
Original List to Sale Price - %	96.04%	95.08%	98.04%	96.47%	102.71%	99.37%	0.00%
Final List to Sale Price - %	97.33%	96.97%	98.58%	97.07%	99.48%	99.37%	0.00%
<i>Days on the Market</i>							
Avg Days Listing to Contract	64	66	58	48	85	34	0
Combined Avg Days to Contract	61	62	44	79	53	34	0
Avg Days Listing to Closing	99	99	118	78	109	76	0
Avg Days Contract to Close	34	33	58	29	24	41	0
<i>Beds / Baths</i>							
Average Bedrooms	3	2	3	2	3	3	0
Average Full Baths	2	2	2	2	3	2	0
Average Half Baths	0	0	1	1	1	1	0
<i>Square Footage</i>							
Average Square Feet	1,381	1,313	1,839	1,627	1,941	1,957	0

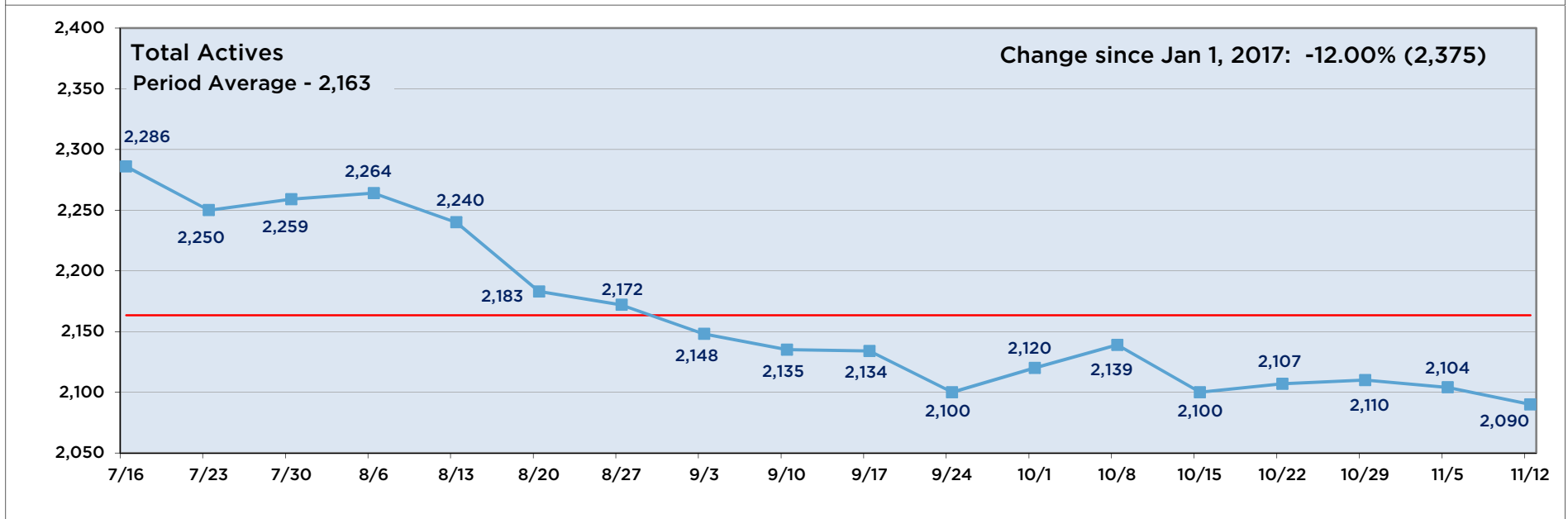
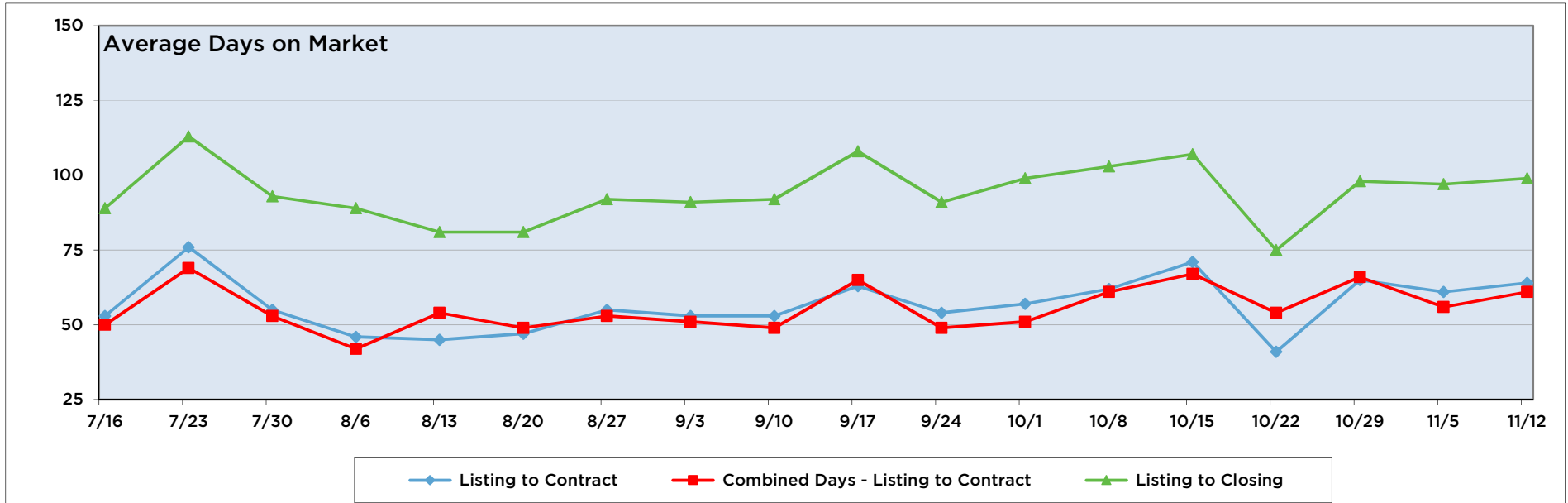
Condos, Townhomes, Villas



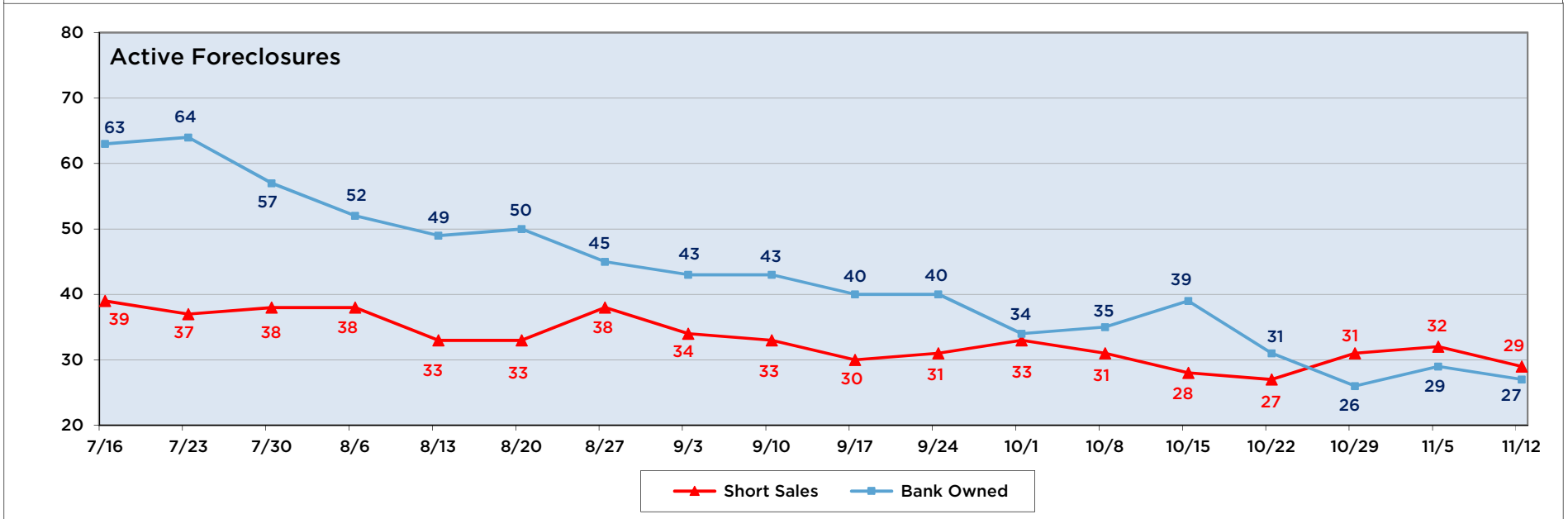
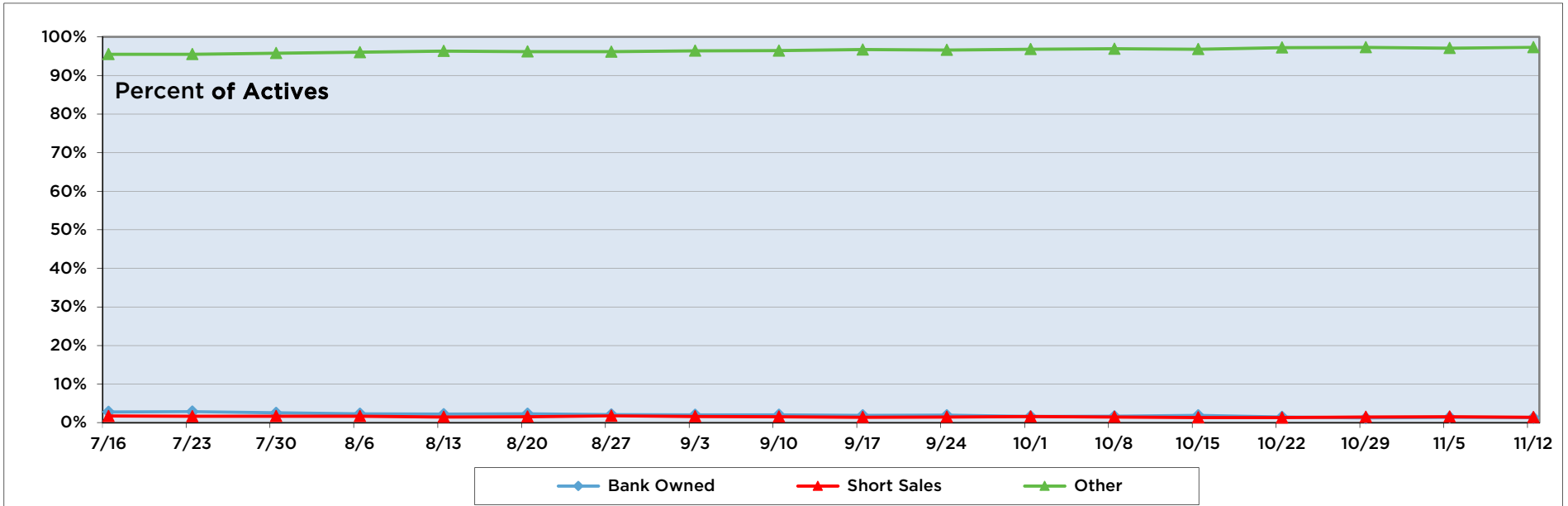
Condos, Townhomes, Villas



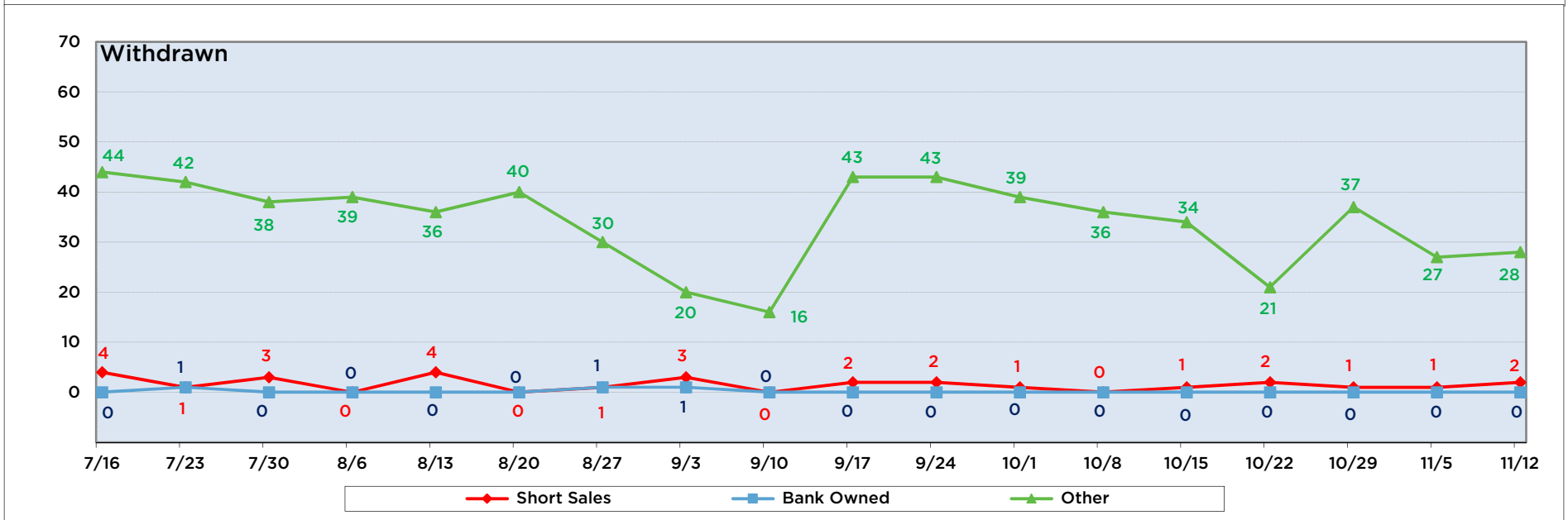
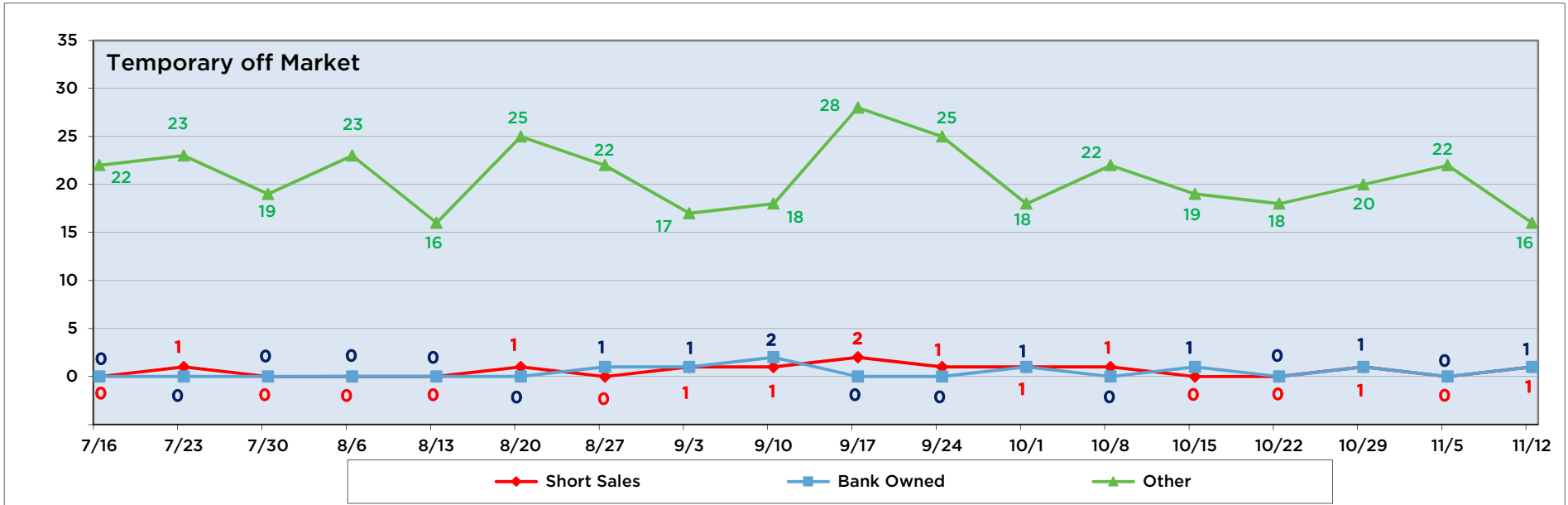
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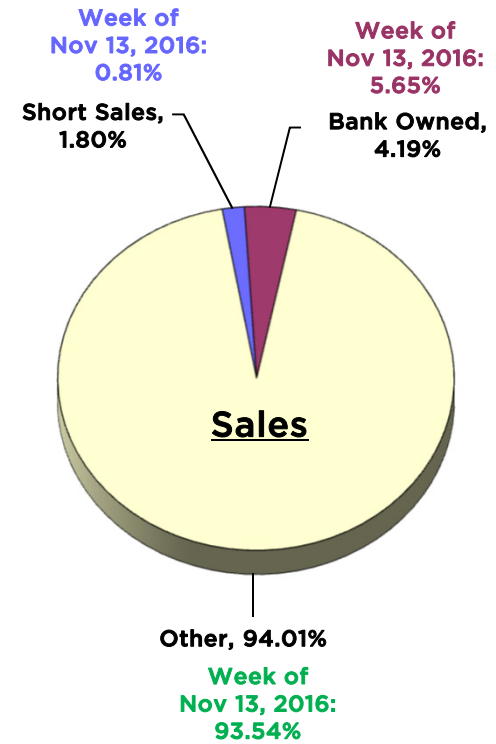
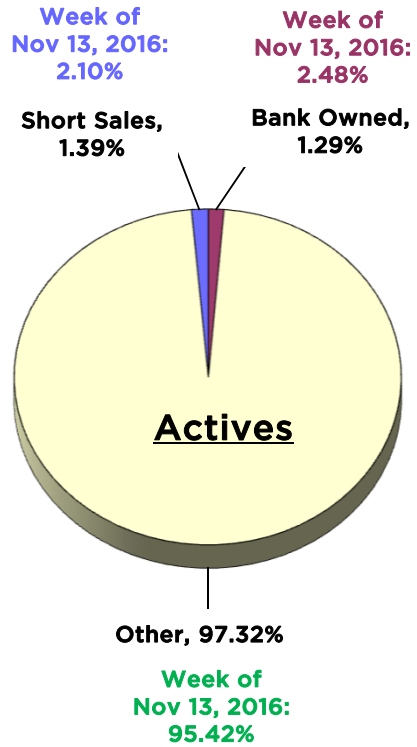
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



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Where are the 6 Condos, Townhomes, or Villas available for the Median Price of \$158,000? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		2	\$157,925	2.5	2.0	1,139	\$138.71
Winter Springs / Tuskawilla	32708	1	\$157,950	3.0	2.0	1,182	\$133.63
Lake Mary / Heathrow	32746	1	\$157,900	2.0	2.0	1,095	\$144.20
Orange County		2	\$157,750	2.5	2.0	1,229	\$128.41
Delaney / Crystal Lake	32806	1	\$157,500	2.0	1.0	998	\$157.82
Williamsburg / Lake Bryan	32821	1	\$158,000	3.0	3.0	1,459	\$108.29
Osceola County		2	\$157,700	3.0	2.0	1,343	\$117.42
Kissimmee (West) / Pleasant Hill	34746	1	\$157,900	3.0	2.0	1,296	\$121.84
Kissimmee / Celebration	34747	1	\$157,500	3.0	2.0	1,390	\$113.31