



Monday Morning Quarterback Summary

Week of Dec 24, 2017

Single-family existing homes

- Sales of single-family homes increased to 589 during the week of Dec 24, from 549 the week prior
- The median price of single family homes decreased to \$255,000, a change of -3.8%
- The number of single-family home foreclosure transactions increased to 23 last week, from 15 the week of Dec 17
- The number of single-family home short-sale transactions increased to 12 from 2 the week prior
- Single-family inventory decreased by 120, and now sits at 7,313

Condos, townhomes, and villas

- Sales of condos, townhomes, and villas decreased to 162 during the week of Dec 24, from 167 the week prior
- The median price of condos, townhomes, and villas increased to \$162,750, a change of 3.7%
- The number of condo, townhome, and villa foreclosure transactions decreased to 3 last week, from 5 the week of Dec 17
- The number of condo, townhome and villa short-sale transactions increased to 2 from 1 the week prior
- Condo inventory decreased by 31, and now sits at 1,947

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

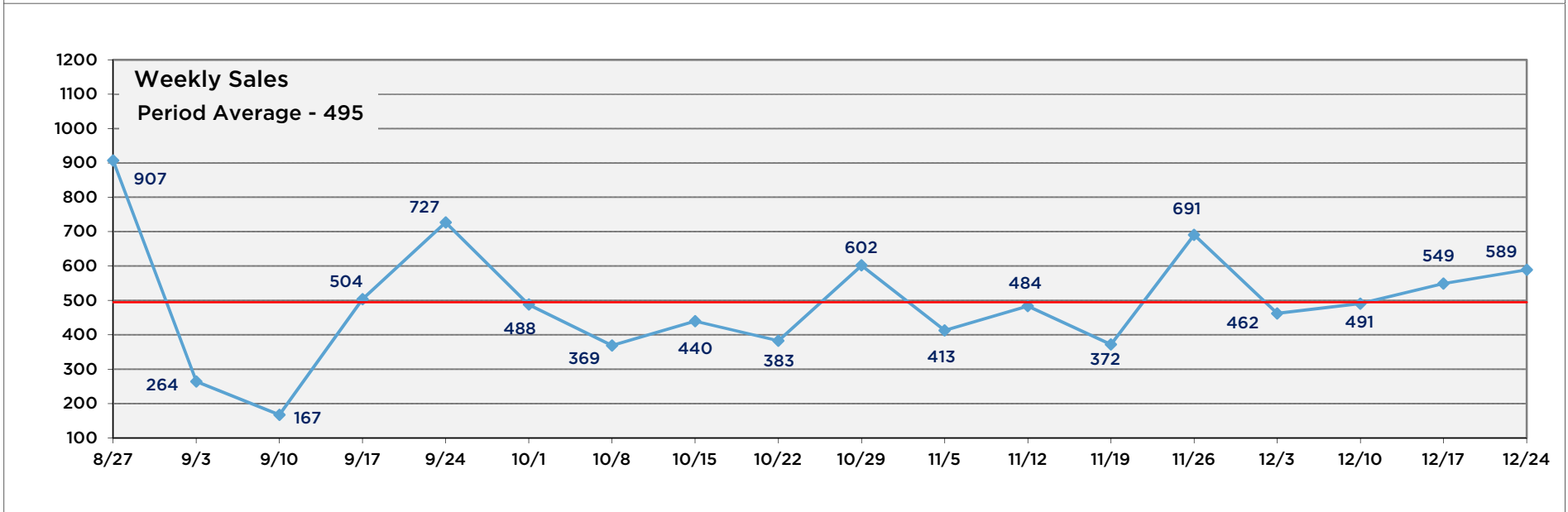
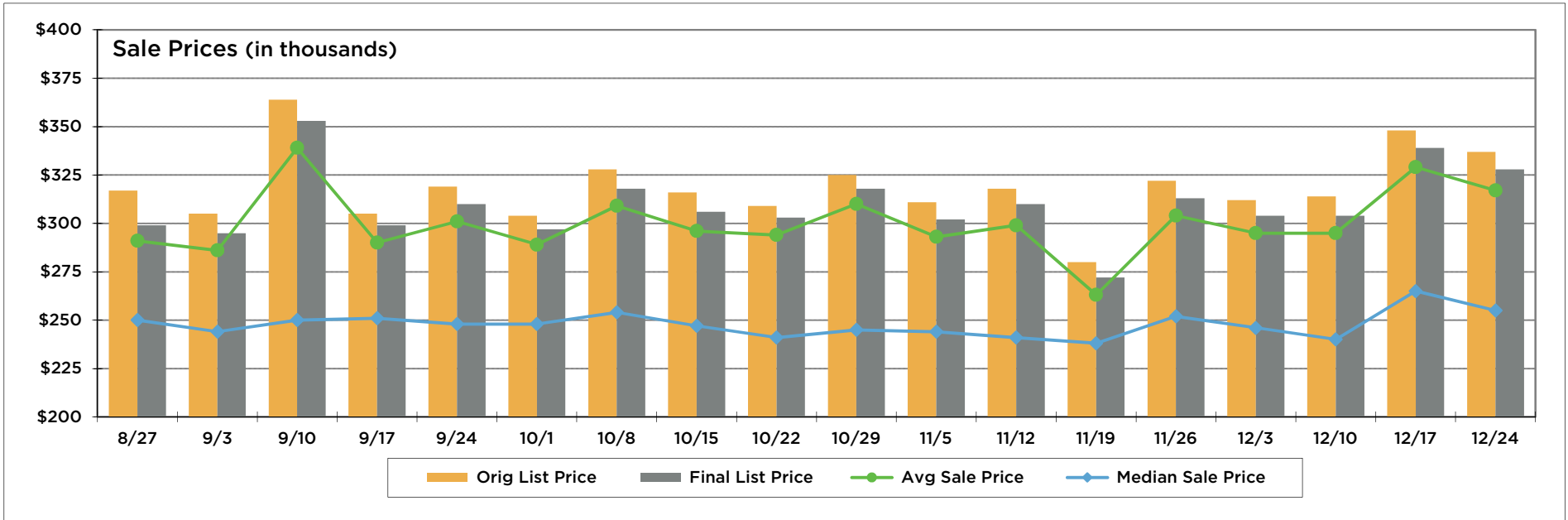


Monday Morning Quarterback
12/24/2017 - 12/30/2017
Lake, Orange, Osceola & Seminole Counties

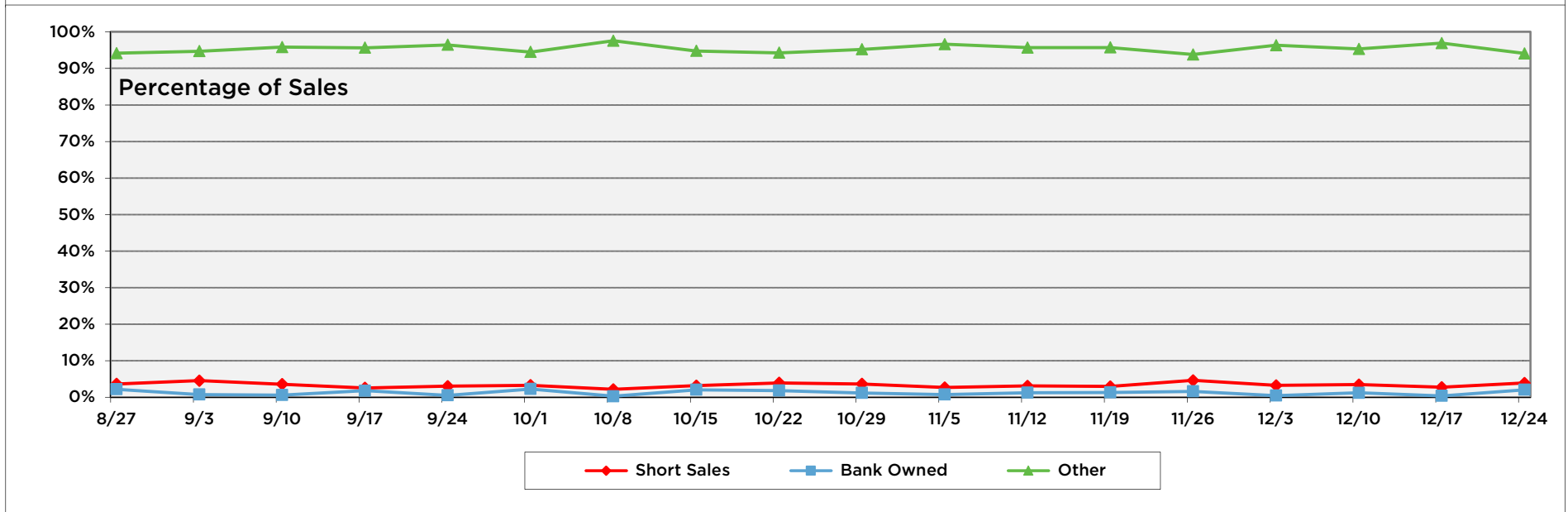
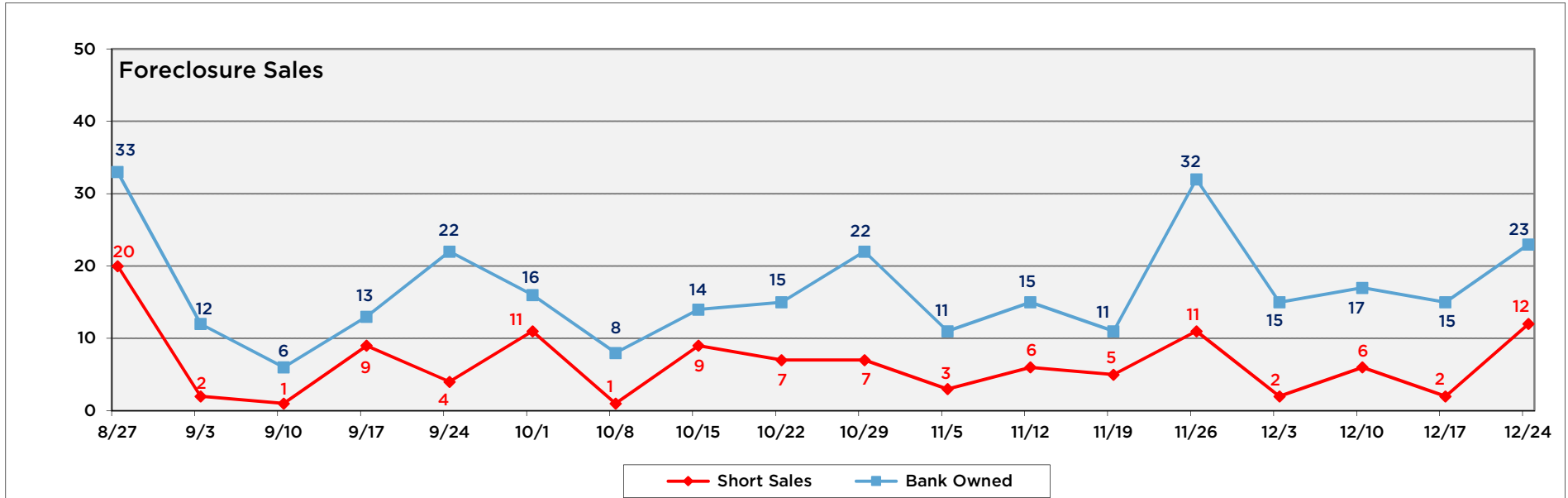
Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	589	276	115	102	41	43	12
Bank Owned	23	19	1	2	1	0	0
Short Sales	12	10	1	1	0	0	0
Other	554	247	113	99	40	43	12
Active Listings	7,313	2,093	1,087	1,607	792	1,188	546
Bank Owned	138	71	20	21	12	11	3
Short Sales	91	45	14	18	6	7	1
Other	7,084	1,977	1,053	1,568	774	1,170	542
Months of Inventory	3	2	2	4	4	6	11
<i>List Price</i>							
Average Original List Price	\$336,528	\$193,975	\$284,079	\$361,640	\$464,041	\$667,899	\$2,281,353
Average Final List Price	\$327,567	\$190,236	\$277,979	\$351,213	\$449,217	\$647,669	\$2,197,750
<i>Sale Price</i>							
Average Price	\$316,813	\$185,498	\$272,300	\$344,498	\$439,389	\$626,427	\$2,000,076
Median Price	\$255,000	\$192,950	\$270,326	\$340,000	\$430,000	\$575,000	\$1,463,019
<i>Price Differences</i>							
Original to Final List Price	-\$8,961	-\$3,739	-\$6,100	-\$10,427	-\$14,824	-\$20,230	-\$83,603
Original List to Sale Price - \$	-\$19,715	-\$8,477	-\$11,779	-\$17,142	-\$24,652	-\$41,472	-\$281,277
Final List to Sale Price - \$	-\$10,754	-\$4,738	-\$5,679	-\$6,715	-\$9,828	-\$21,242	-\$197,674
Original List to Sale Price - %	94.14%	95.63%	95.85%	95.26%	94.69%	93.79%	87.67%
Final List to Sale Price - %	96.72%	97.51%	97.96%	98.09%	97.81%	96.72%	91.01%
<i>Days on the Market</i>							
Avg Days Listing to Contract	61	46	73	57	61	115	138
Combined Avg Days to Contract	63	45	78	60	65	115	144
Avg Days Listing to Closing	99	84	114	90	104	146	181
Avg Days Contract to Close	37	38	41	32	43	31	42
<i>Beds / Baths</i>							
Average Bedrooms	4	3	4	4	4	5	4
Average Full Baths	2	2	2	3	3	4	4
Average Half Baths	0	0	0	0	0	1	1
<i>Square Footage</i>							
Average Square Feet	2,175	1,590	2,116	2,499	2,918	3,734	5,307

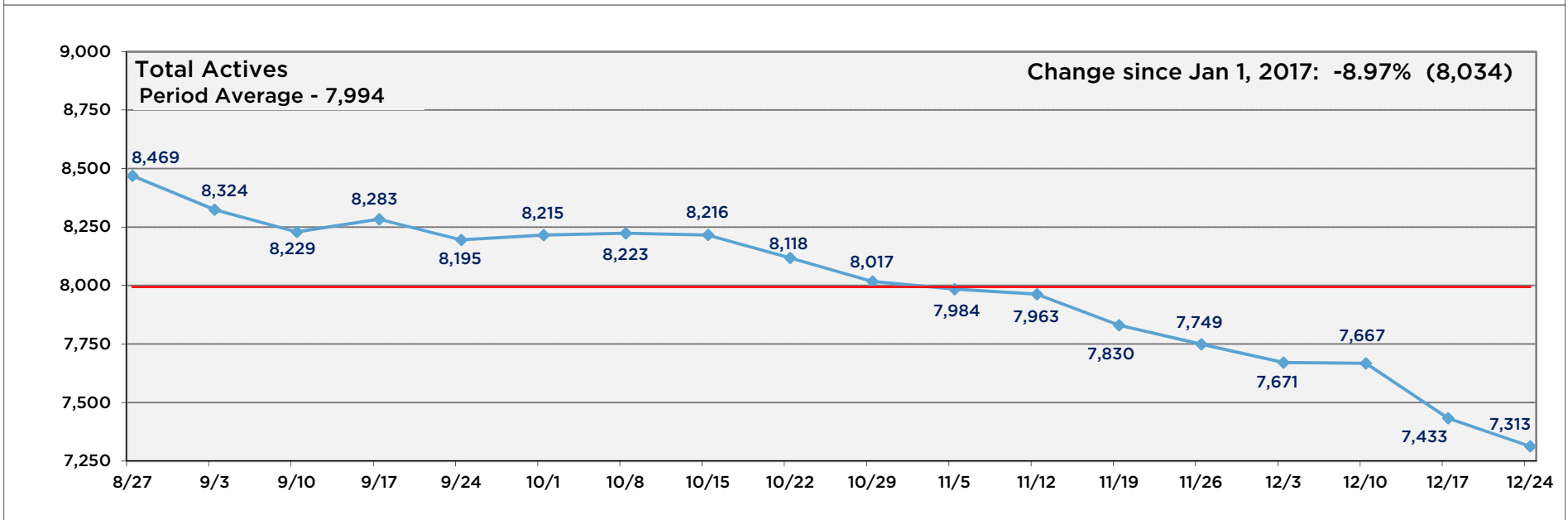
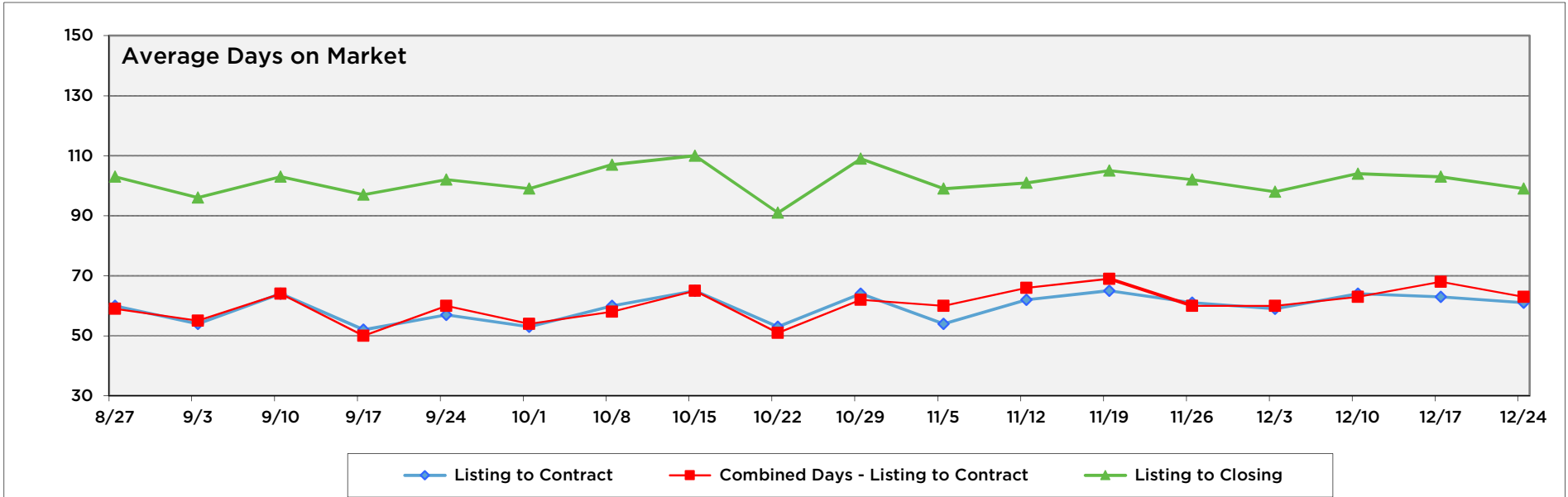
Single Family Homes



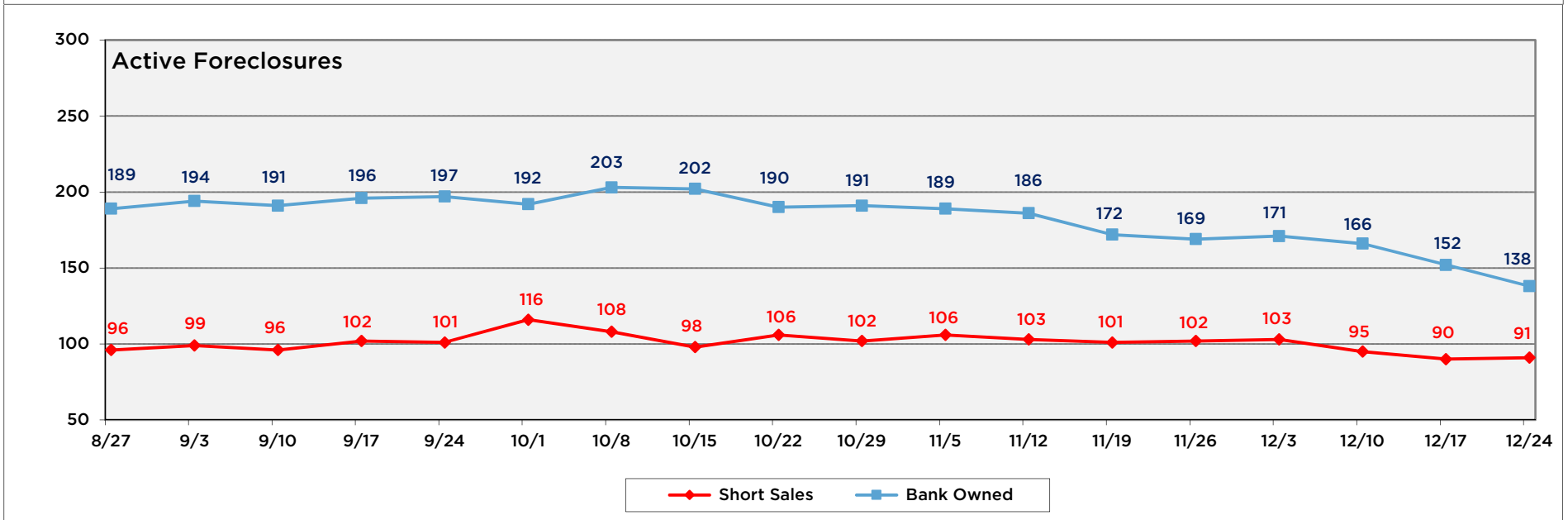
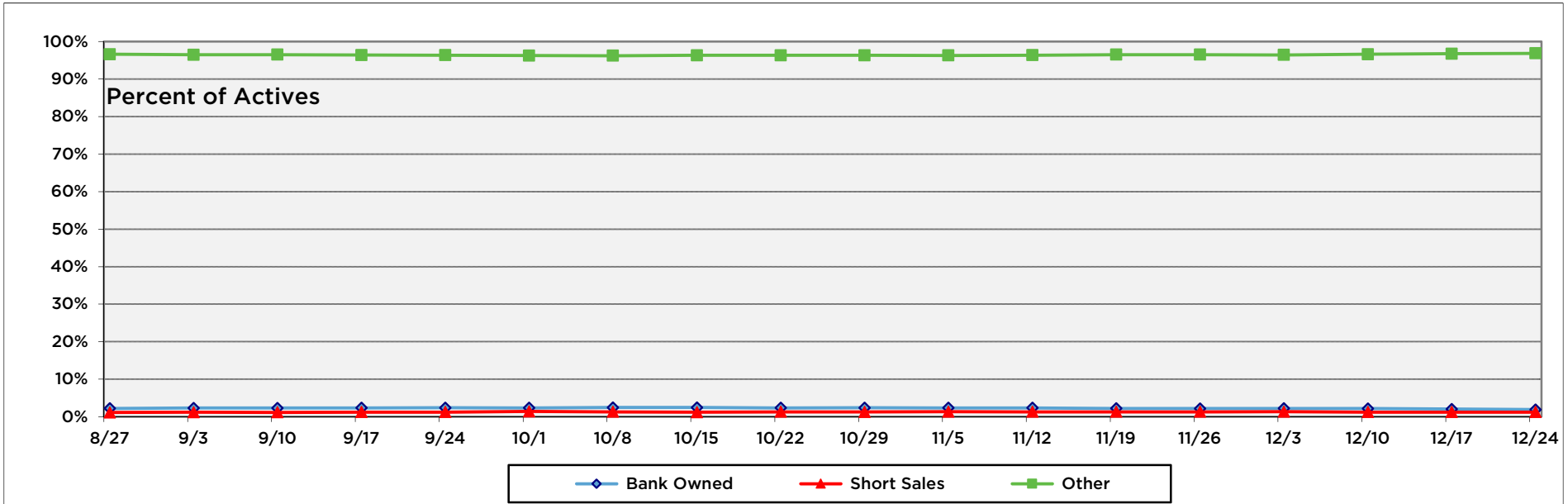
Single Family Homes



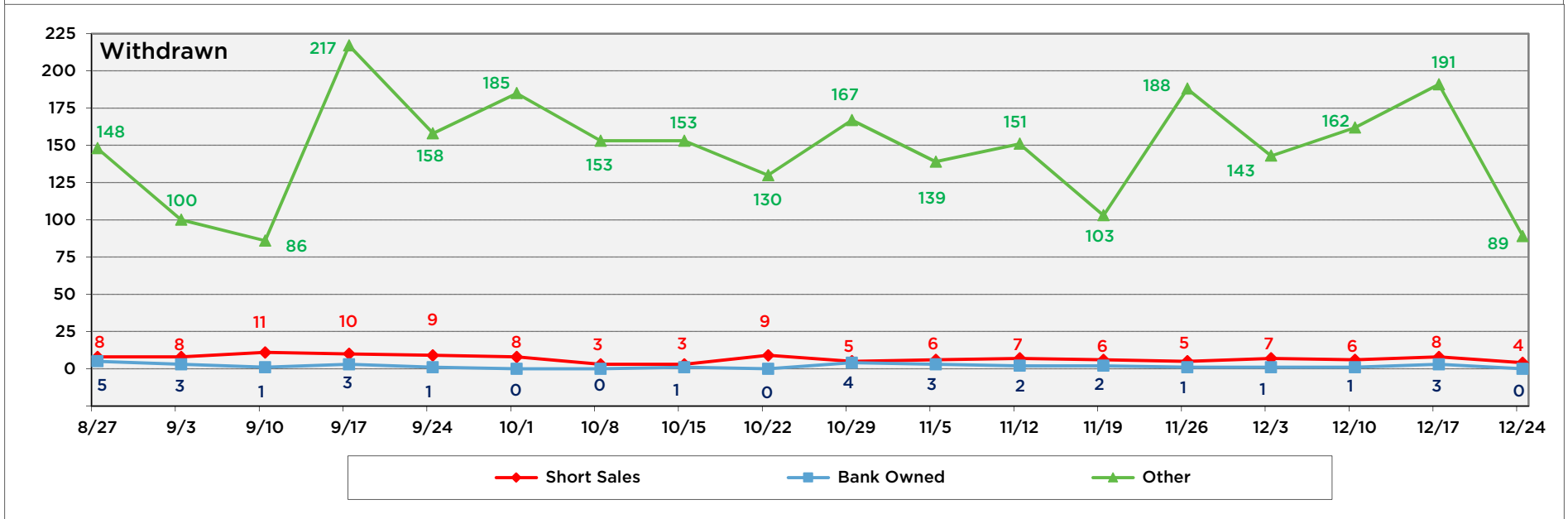
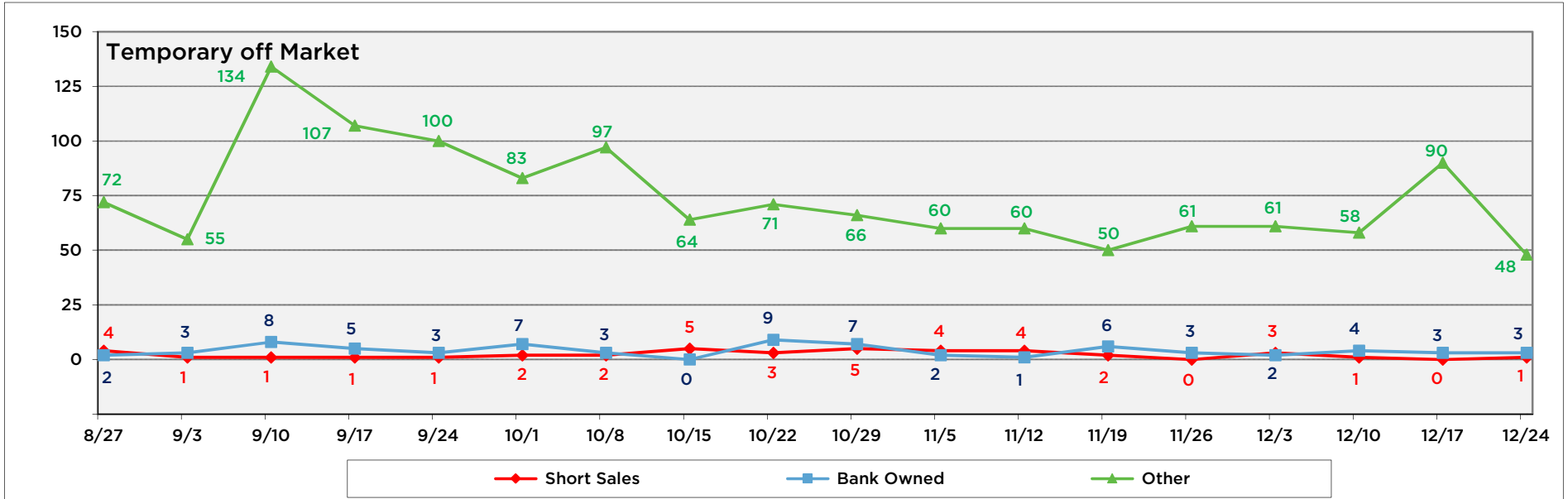
Single Family Homes



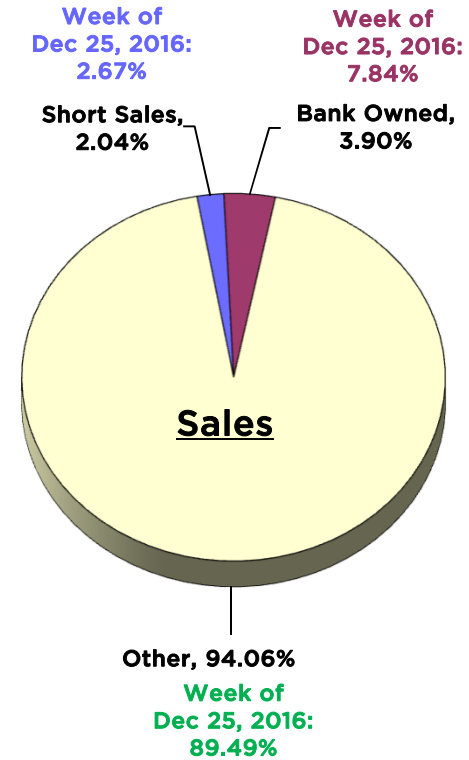
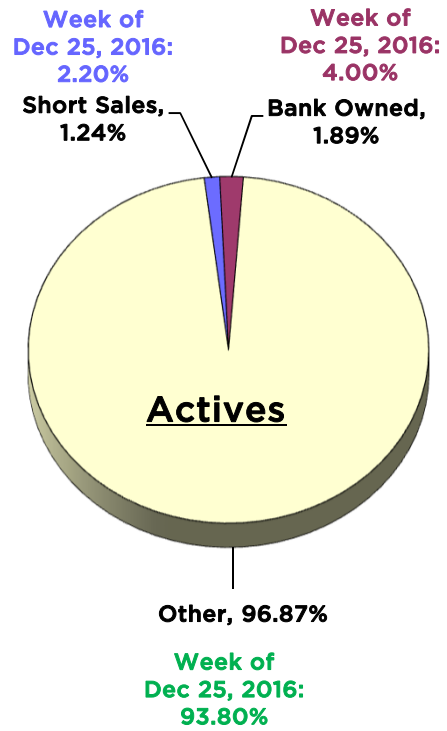
Single Family Homes



Single Family Homes



Single Family Homes



Monday Morning Quarterback
12/24/2017 - 12/30/2017
Lake, Orange, Osceola & Seminole Counties

Where are the 52 Single Family Homes available for the Median Price of \$255,000? (± \$500)

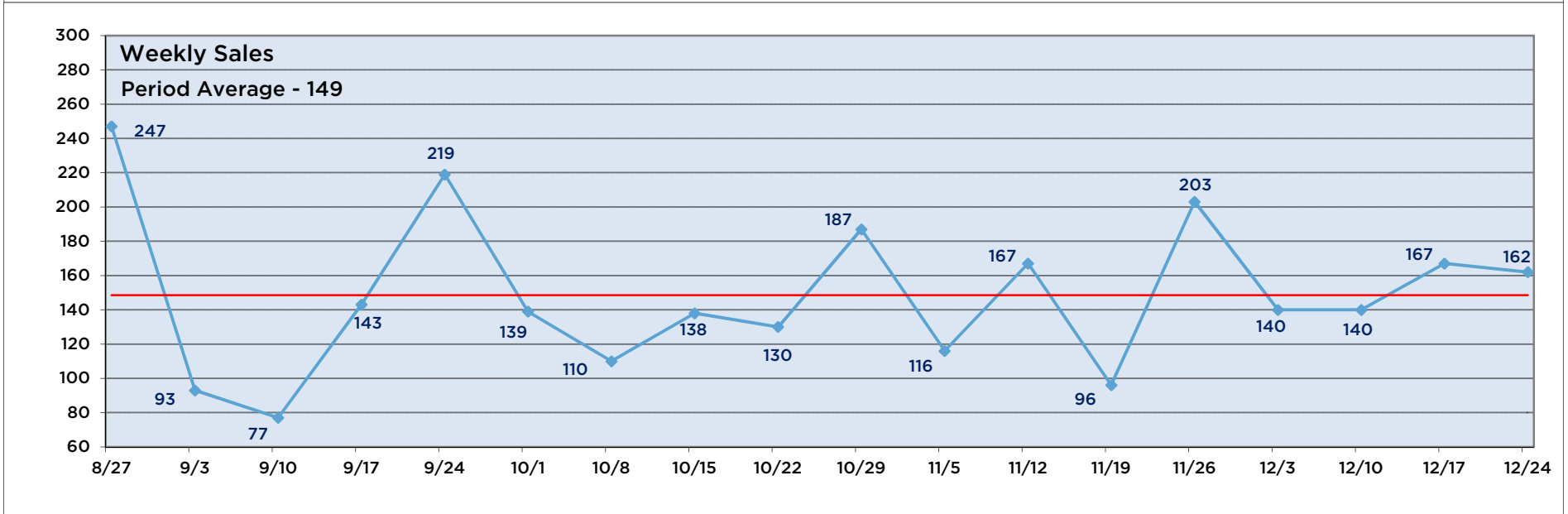
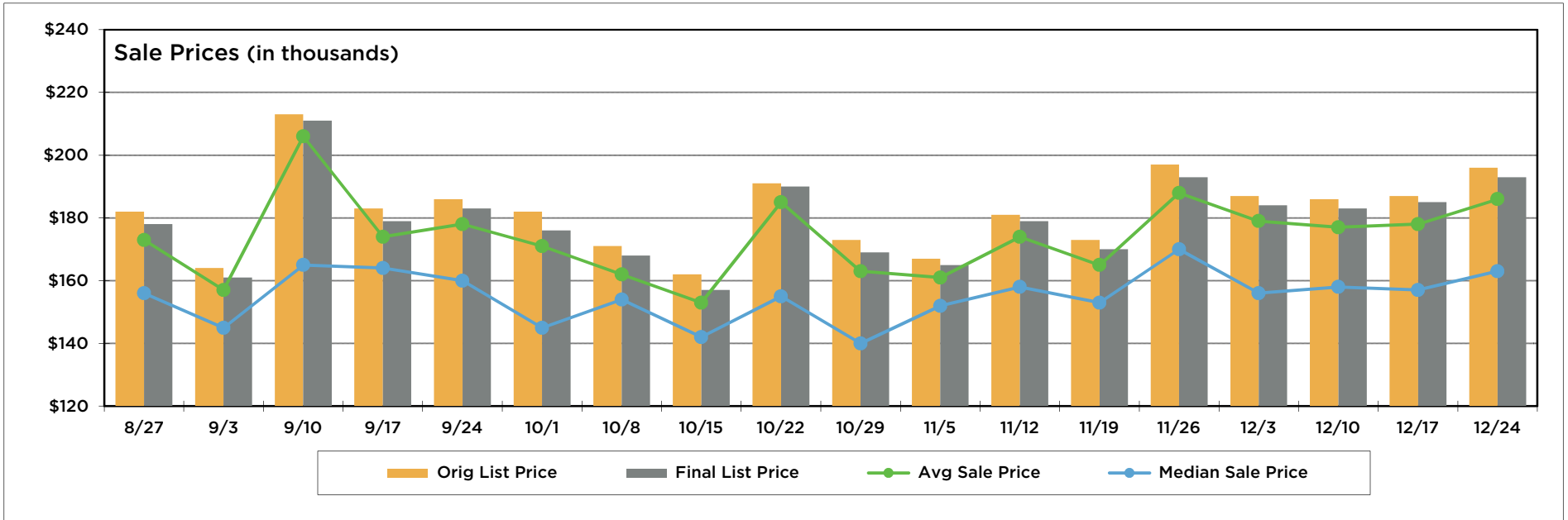
County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		5	\$254,940	3.0	2.0	1,544	\$165.07
Lake Mary / Heathrow	32746	1	\$254,900	3.0	2.0	1,684	\$151.37
Longwood (East)	32750	1	\$255,000	3.0	2.0	1,673	\$152.42
Oviedo	32765	2	\$254,900	3.0	2.0	1,481	\$172.11
Winter Park	32792	1	\$255,000	3.0	2.0	1,403	\$181.75
Orange County		20	\$254,955	3.7	2.1	2,012	\$126.70
Apopka / Hunt Club	32703	1	\$254,690	3.0	2.0	2,295	\$110.98
Apopka (North)	32712	2	\$255,000	3.0	2.0	1,993	\$127.95
Washington Shores	32805	1	\$254,900	3.0	2.0	1,990	\$128.09
Delaney / Crystal Lake	32806	1	\$255,000	3.0	2.0	1,660	\$153.61
Lockhart	32810	1	\$255,000	5.0	3.0	2,685	\$94.97
Hiawassee	32818	3	\$254,967	4.0	2.0	2,058	\$123.89
Taft	32824	3	\$254,967	4.0	2.0	1,956	\$130.35
Rio Pinar / Union Park	32825	1	\$255,000	4.0	2.0	1,910	\$133.51
Waterford Lakes	32828	1	\$255,000	3.0	2.0	1,568	\$162.63
Union Park / Chickasaw	32829	1	\$254,900	4.0	2.0	1,941	\$131.32
Wedgefield	32833	3	\$254,966	4.0	2.0	2,183	\$116.80
Pine Castle / Edgewood	32839	1	\$254,900	3.0	2.0	2,080	\$122.55
Winter Garden / Oakland	34787	1	\$255,000	3.0	2.0	1,540	\$165.58
Osceola County		12	\$255,000	3.6	2.1	2,195	\$116.17
Kissimmee (Central)	34741	1	\$255,000	3.0	2.0	1,814	\$140.57
Kissimmee (West) / Pleasant Hill	34746	5	\$255,080	3.0	2.0	2,084	\$122.40
Kissimmee / Celebration	34747	1	\$254,900	5.0	2.0	2,519	\$101.19
Kissimmee / Poinciana	34758	1	\$255,000	4.0	3.0	1,854	\$137.54
St Cloud	34769	1	\$254,900	4.0	2.0	2,807	\$90.81
St Cloud / Canoe Creek	34772	3	\$254,933	4.0	2.0	2,309	\$110.41
Lake County		15	\$254,953	3.2	2.0	1,926	\$132.41
Weirdsdaile	32195	1	\$255,000	3.0	2.0	1,782	\$143.10
Mount Dora	32757	1	\$255,000	3.0	2.0	2,164	\$117.84
Tavares / Mt Plymouth	32778	2	\$254,900	3.0	2.0	1,776	\$143.52
Clermont (Central)	34711	5	\$254,960	3.0	2.0	1,833	\$139.09
Clermont (South)	34714	1	\$255,000	4.0	2.0	2,256	\$113.03
Minneola	34715	1	\$254,900	3.0	2.0	1,138	\$223.99
Groveland	34736	2	\$255,000	4.0	2.0	2,269	\$112.38
Leesburg (West)	34748	2	\$254,900	3.0	2.0	2,144	\$118.89

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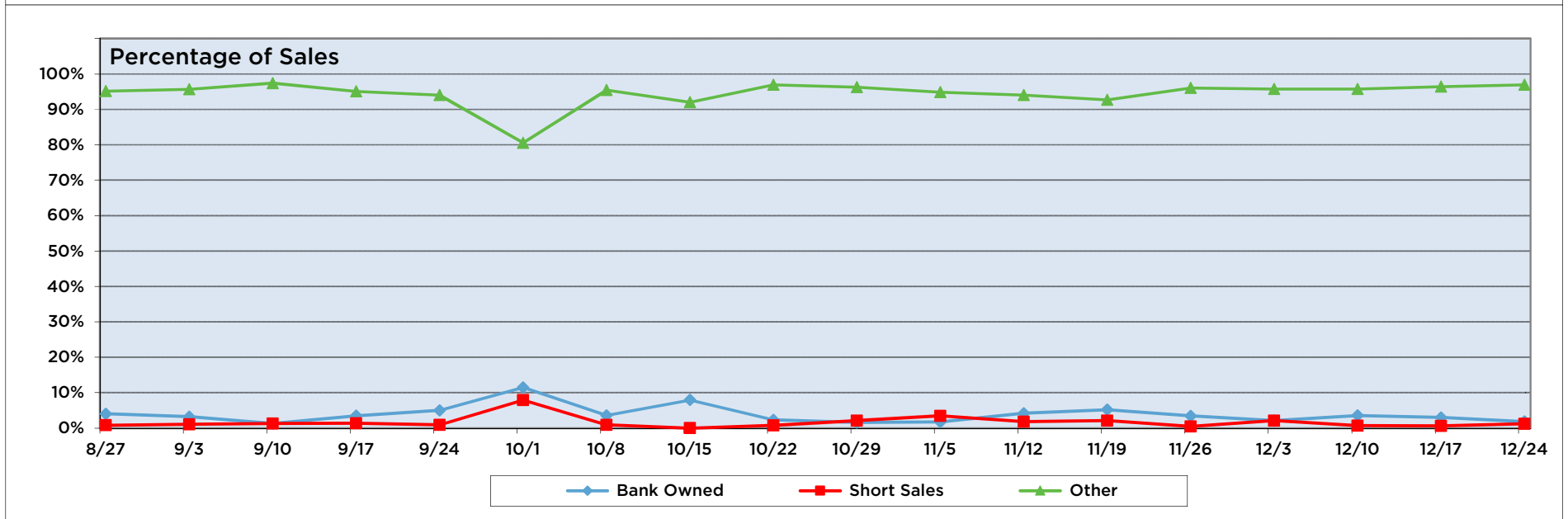
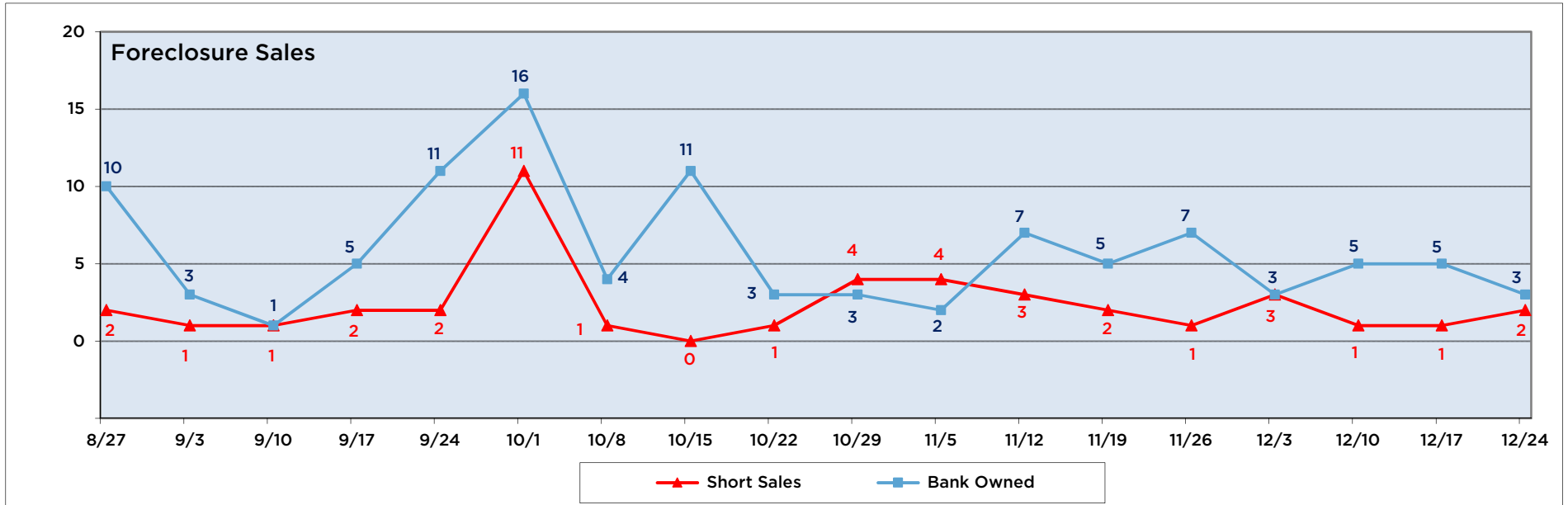
Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	162	132	9	14	5	2	0
Bank Owned	3	3	0	0	0	0	0
Short Sales	2	2	0	0	0	0	0
Other	157	127	9	14	5	2	0
Active Listings	1,947	1,299	283	215	68	53	29
Bank Owned	26	22	3	1	0	0	0
Short Sales	21	20	0	1	0	0	0
Other	1,900	1,257	280	213	68	53	29
Months of Inventory	3	2	7	4	3	6	0
<i>List Price</i>							
Average Original List Price	\$196,360	\$153,316	\$279,641	\$354,205	\$453,400	\$914,950	\$0
Average Final List Price	\$192,862	\$150,690	\$273,807	\$348,672	\$435,380	\$914,950	\$0
<i>Sale Price</i>							
Average Price	\$185,584	\$145,840	\$269,441	\$339,487	\$425,200	\$755,000	\$0
Median Price	\$162,750	\$145,000	\$260,000	\$344,500	\$412,000	\$755,000	\$0
<i>Price Differences</i>							
<i>Original to Final</i> List Price	-\$3,498	-\$2,626	-\$5,834	-\$5,533	-\$18,020	\$0	\$0
<i>Original</i> List to <i>Sale</i> Price - \$	-\$10,776	-\$7,476	-\$10,200	-\$14,718	-\$28,200	-\$159,950	\$0
<i>Final</i> List to <i>Sale</i> Price - \$	-\$7,278	-\$4,850	-\$4,366	-\$9,185	-\$10,180	-\$159,950	\$0
<i>Original</i> List to <i>Sale</i> Price - %	94.51%	95.12%	96.35%	95.84%	93.78%	82.52%	0.00%
<i>Final</i> List to <i>Sale</i> Price - %	96.23%	96.78%	98.41%	97.37%	97.66%	82.52%	0.00%
<i>Days on the Market</i>							
Avg Days Listing to Contract	63	58	49	62	214	61	0
Combined Avg Days to Contract	65	56	51	68	304	61	0
Avg Days Listing to Closing	99	93	113	108	233	74	0
Avg Days Contract to Close	36	34	64	45	19	14	0
<i>Beds / Baths</i>							
Average Bedrooms	3	2	3	3	3	4	0
Average Full Baths	2	2	2	3	2	3	0
Average Half Baths	0	0	1	1	1	1	0
<i>Square Footage</i>							
Average Square Feet	1,400	1,269	1,784	1,883	2,204	2,907	0

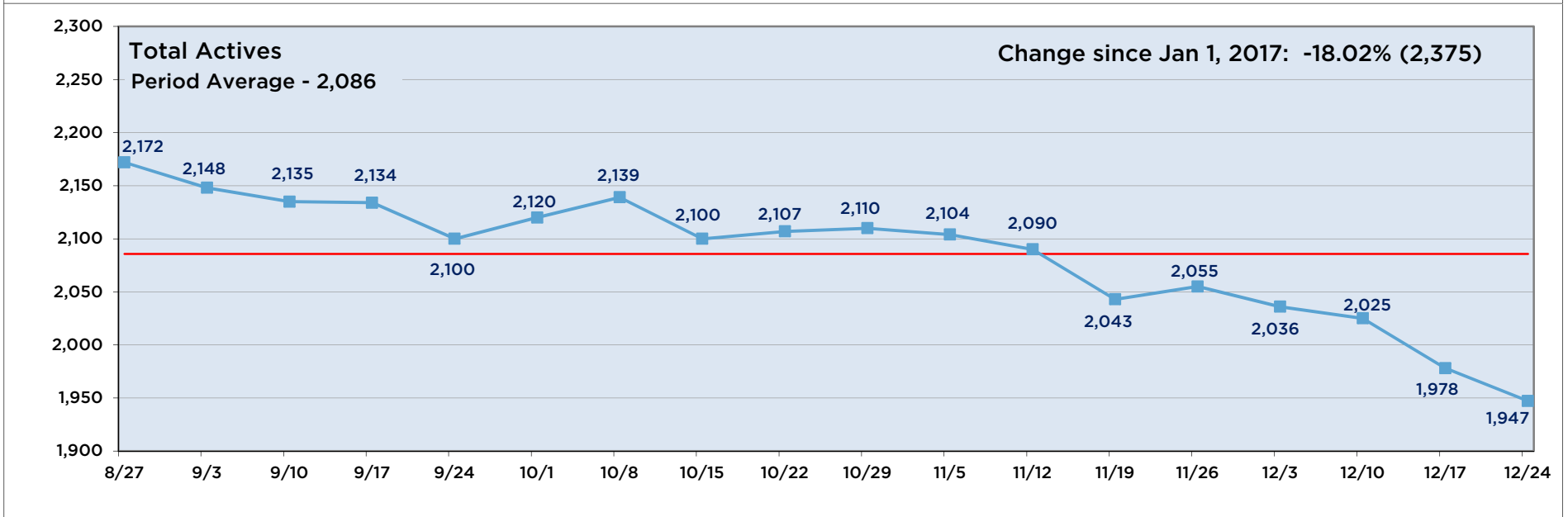
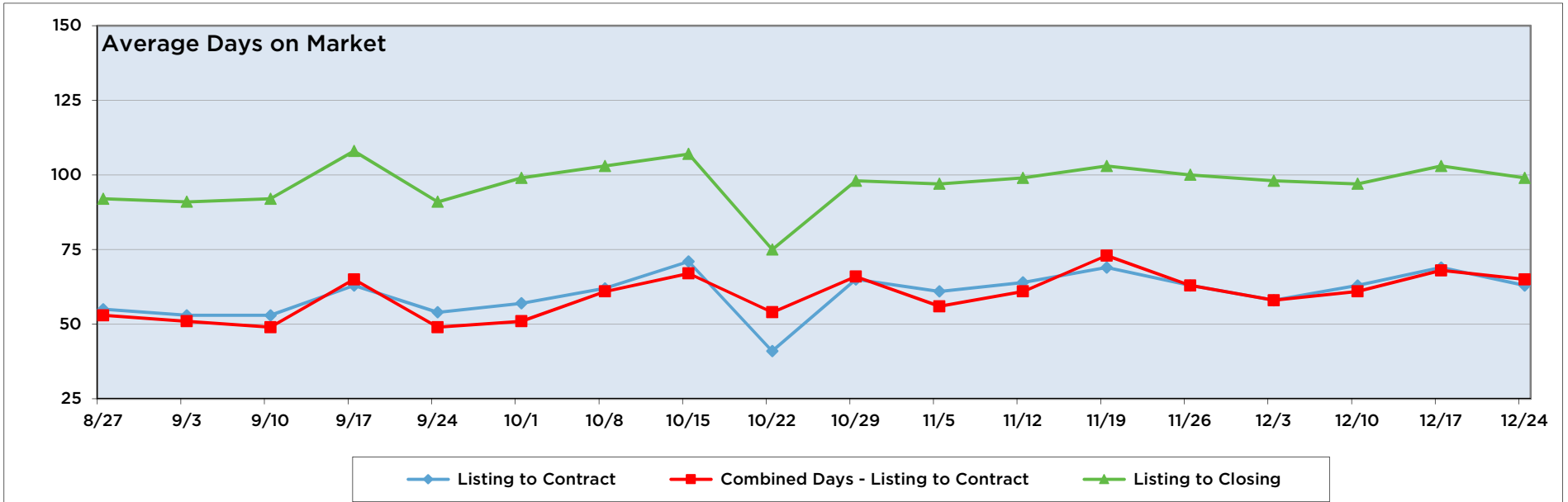
Condos, Townhomes, Villas



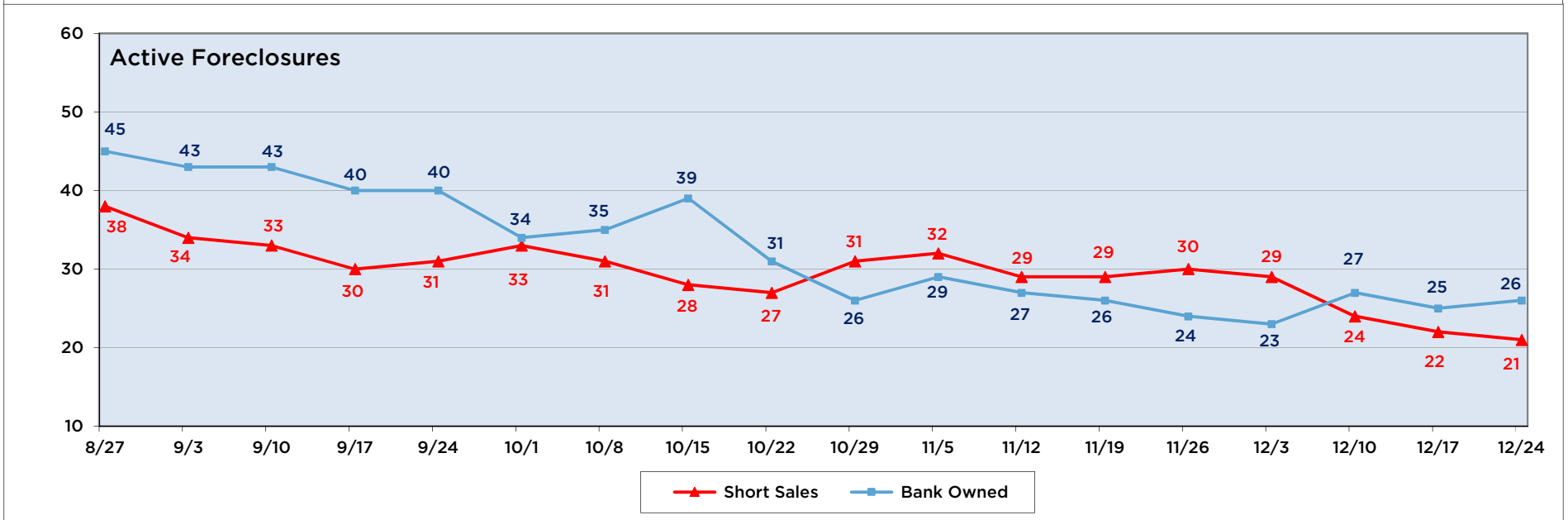
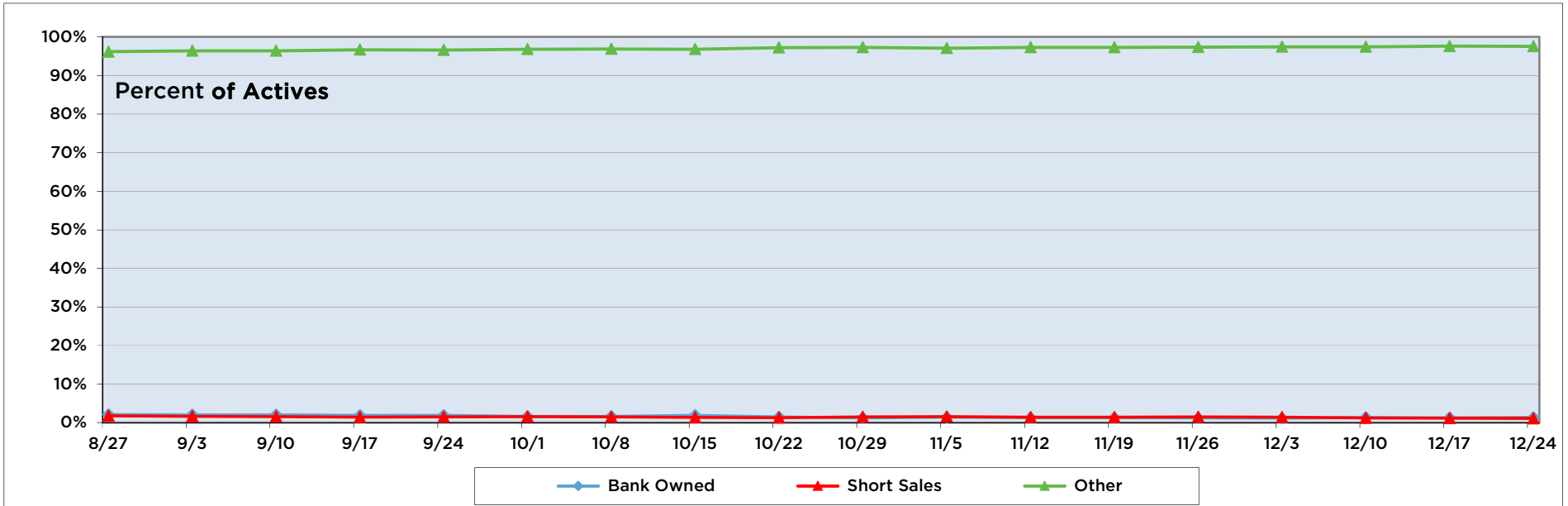
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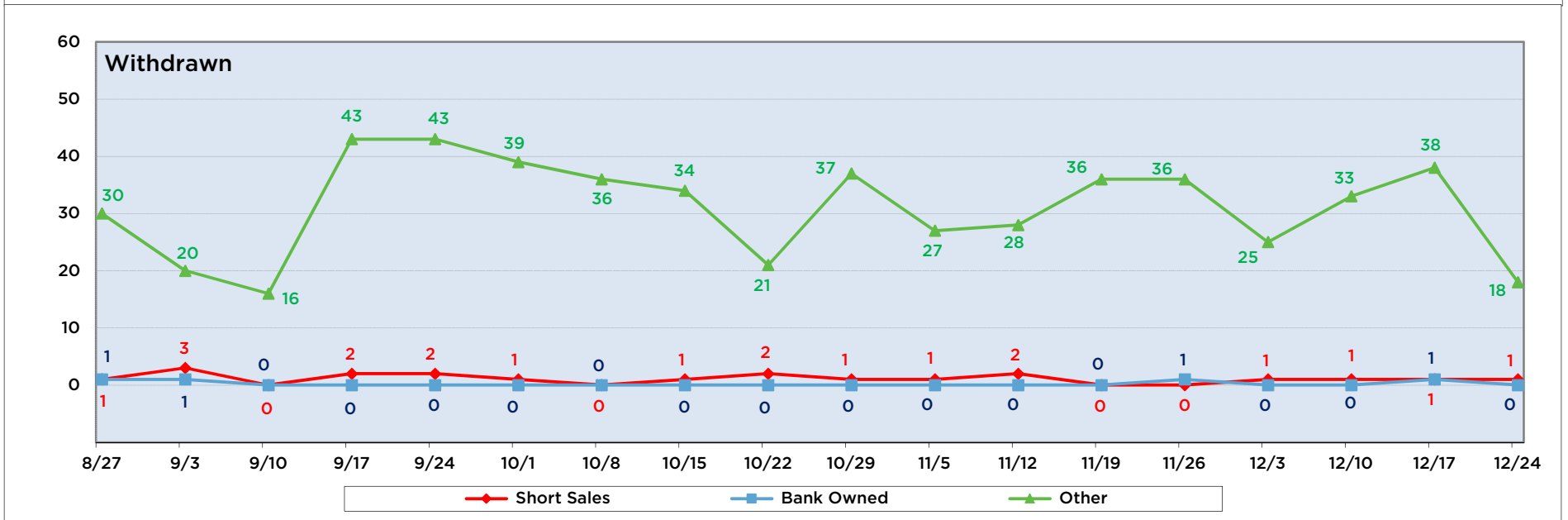
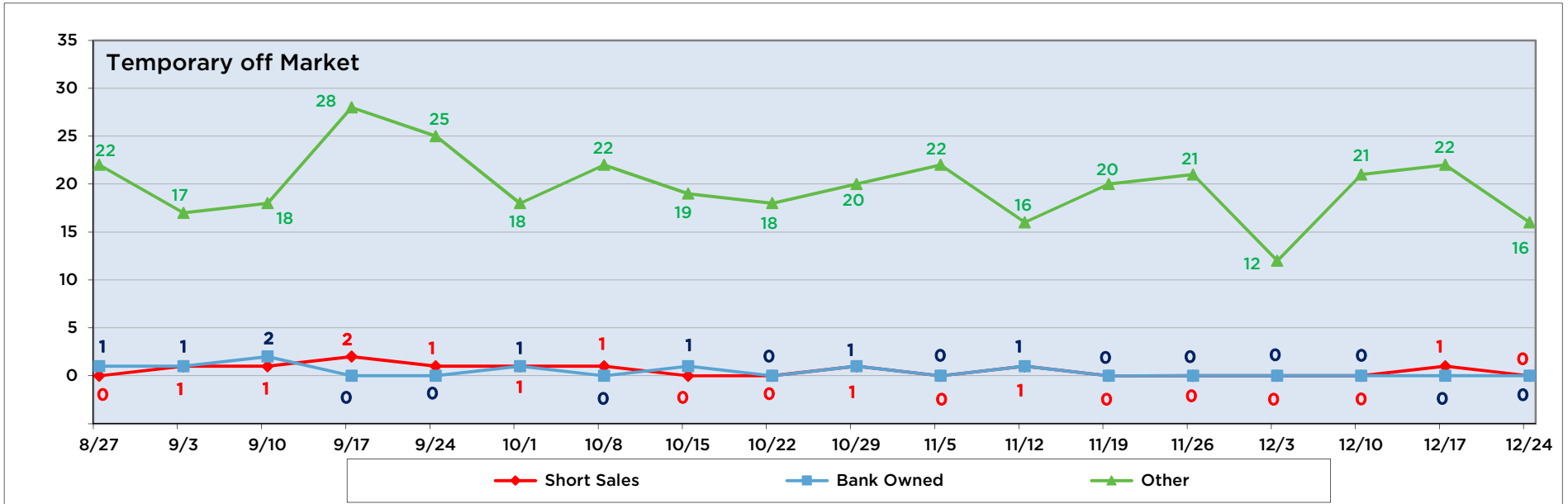
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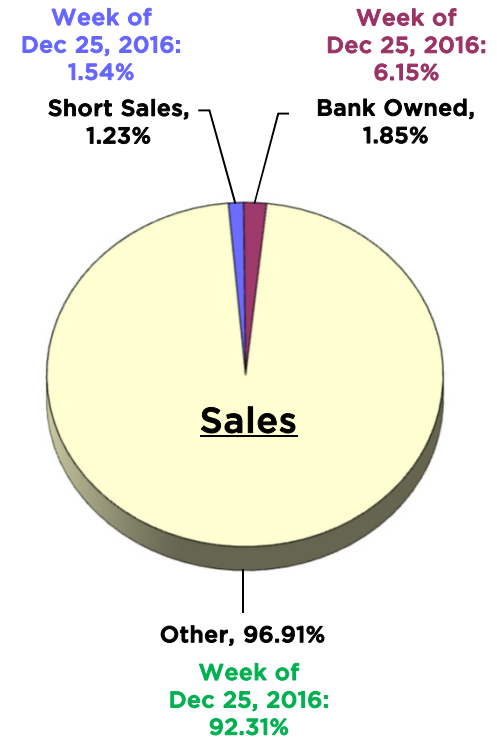
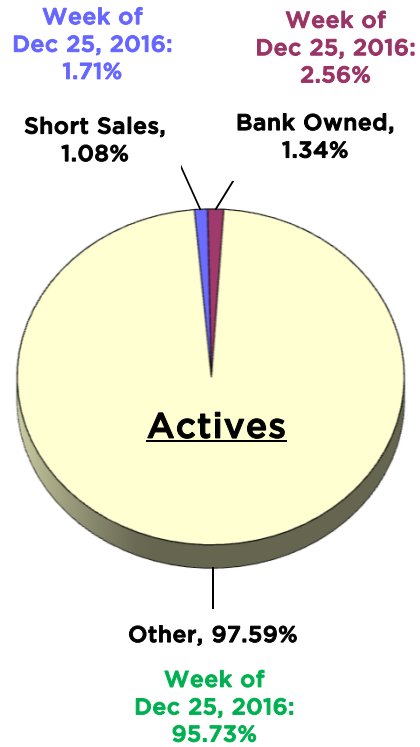
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where is the 1 Condo, Townhome, or Villa available for the Median Price of \$162,750? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Orange County		1	\$162,382	3.0	2.0	1,409	\$115.25
Williamsburg / Lake Bryan	32821	1	\$162,382	3.0	2.0	1,409	\$115.25