



Monday Morning Quarterback Summary

Week of Dec 31, 2017

Single-family existing homes

- Sales of single-family homes decreased to 260 during the week of Dec 31, from 589 the week prior
- The median price of single family homes decreased to \$252,410, a change of -1.0%
- The number of single-family home foreclosure transactions decreased to 14 last week, from 23 the week of Dec 24
- The number of single-family home short-sale transactions decreased to 2 from 12 the week prior
- Single-family inventory decreased by 79, and now sits at 7,234

Condos, townhomes, and villas

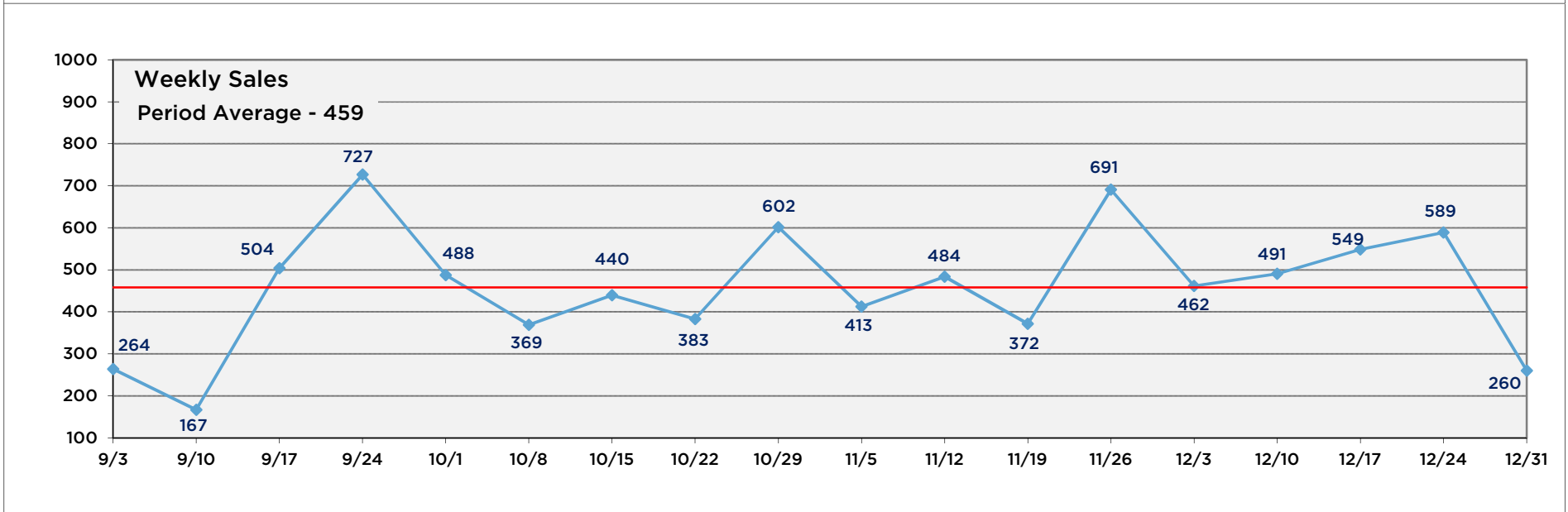
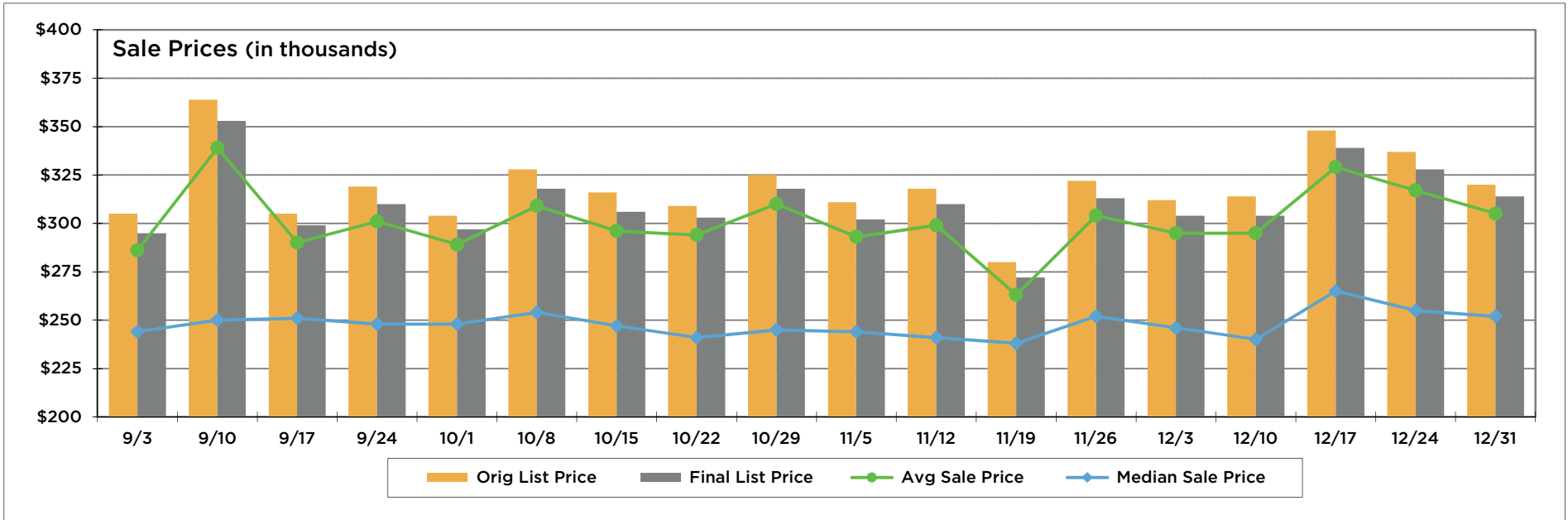
- Sales of condos, townhomes, and villas decreased to 84 during the week of Dec 31, from 162 the week prior
- The median price of condos, townhomes, and villas decreased to \$151,500, a change of -6.9%
- The number of condo, townhome, and villa foreclosure transactions increased to 4 last week, from 3 the week of Dec 24
- The number of condo, townhome and villa short-sale transactions decreased to 1 from 2 the week prior
- Condo inventory decreased by 30, and now sits at 1,917

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

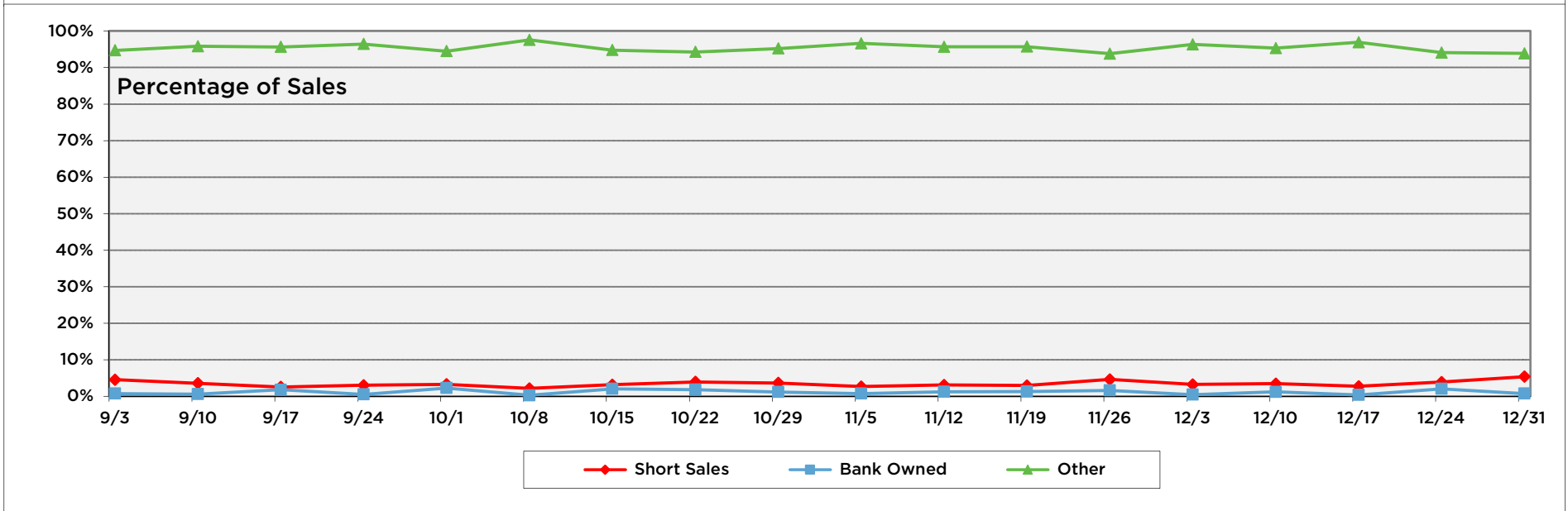
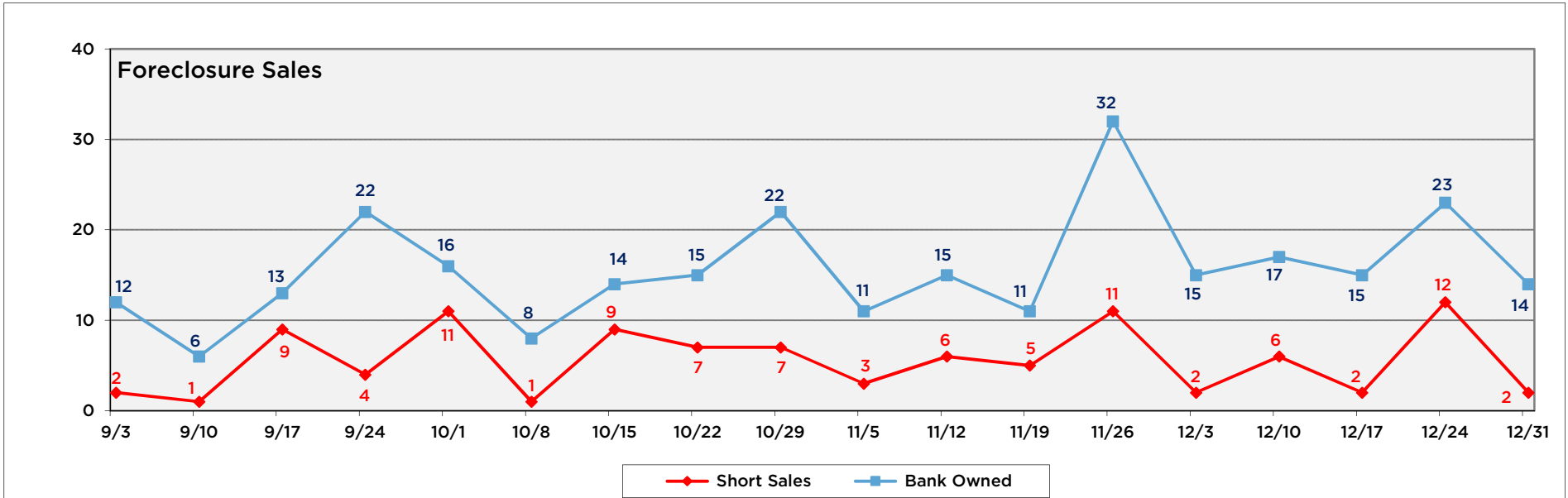
Single Family Homes

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	260	125	51	38	18	23	5
Bank Owned	14	9	2	2	1	0	0
Short Sales	2	2	0	0	0	0	0
Other	244	114	49	36	17	23	5
Active Listings	7,234	2,073	1,080	1,559	796	1,183	543
Bank Owned	146	77	22	19	13	12	3
Short Sales	84	39	13	19	5	7	1
Other	7,004	1,957	1,045	1,521	778	1,164	539
Months of Inventory	6	4	5	9	10	12	25
<i>List Price</i>							
Average Original List Price	\$320,280	\$191,509	\$285,911	\$359,345	\$457,135	\$703,178	\$1,339,236
Average Final List Price	\$314,277	\$188,456	\$279,307	\$351,901	\$444,940	\$692,956	\$1,318,236
<i>Sale Price</i>							
Average Price	\$305,241	\$184,557	\$272,906	\$343,743	\$430,592	\$663,246	\$1,261,436
Median Price	\$252,410	\$189,900	\$273,000	\$328,500	\$424,053	\$648,500	\$1,245,000
<i>Price Differences</i>							
Original to Final List Price	-\$6,003	-\$3,053	-\$6,604	-\$7,444	-\$12,195	-\$10,222	-\$21,000
Original List to Sale Price - \$	-\$15,039	-\$6,952	-\$13,005	-\$15,602	-\$26,543	-\$39,932	-\$77,800
Final List to Sale Price - \$	-\$9,036	-\$3,899	-\$6,401	-\$8,158	-\$14,348	-\$29,710	-\$56,800
Original List to Sale Price - %	95.30%	96.37%	95.45%	95.66%	94.19%	94.32%	94.19%
Final List to Sale Price - %	97.12%	97.93%	97.71%	97.68%	96.78%	95.71%	95.69%
<i>Days on the Market</i>							
Avg Days Listing to Contract	66	59	69	63	77	98	30
Combined Avg Days to Contract	67	44	80	72	118	121	30
Avg Days Listing to Closing	104	100	105	97	104	150	48
Avg Days Contract to Close	36	38	34	35	32	44	18
<i>Beds / Baths</i>							
Average Bedrooms	4	3	4	4	5	4	5
Average Full Baths	2	2	2	3	3	3	5
Average Half Baths	0	0	0	1	0	1	1
<i>Square Footage</i>							
Average Square Feet	2,206	1,602	2,105	2,642	3,255	3,536	5,134

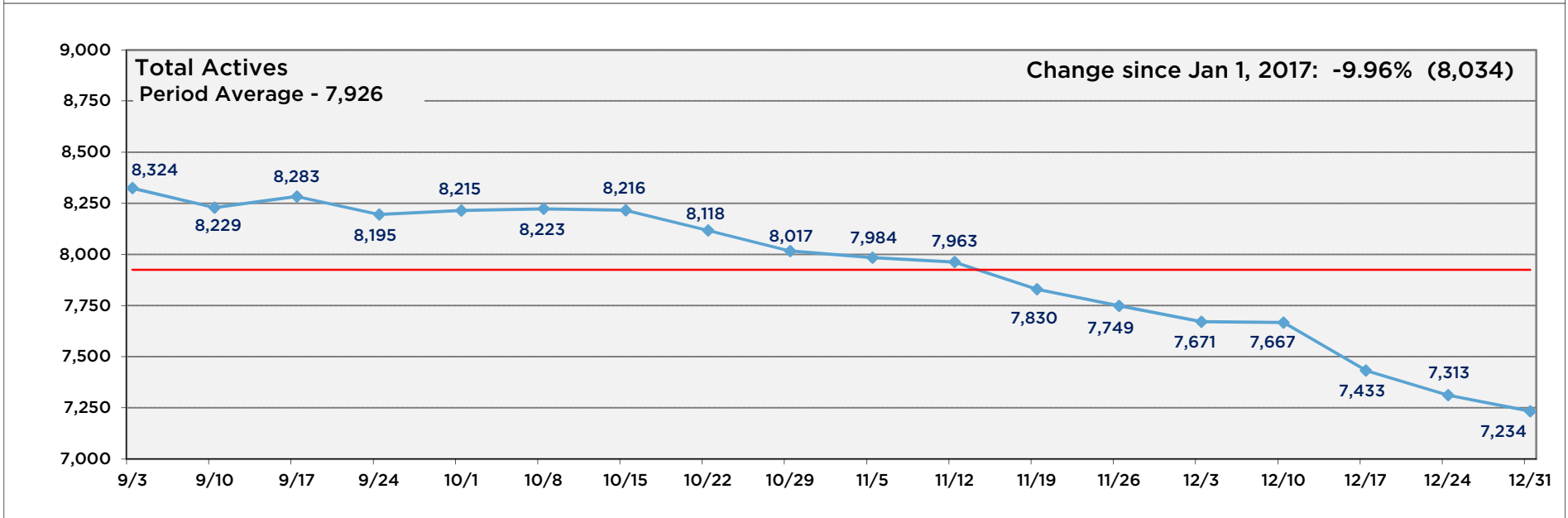
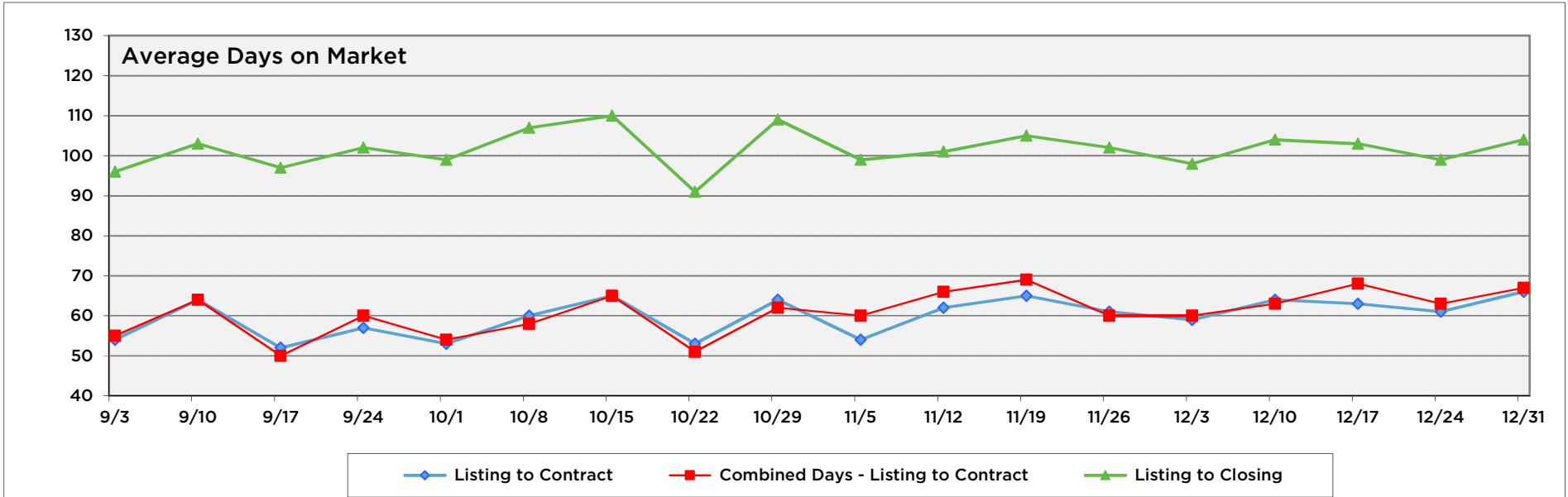
Single Family Homes



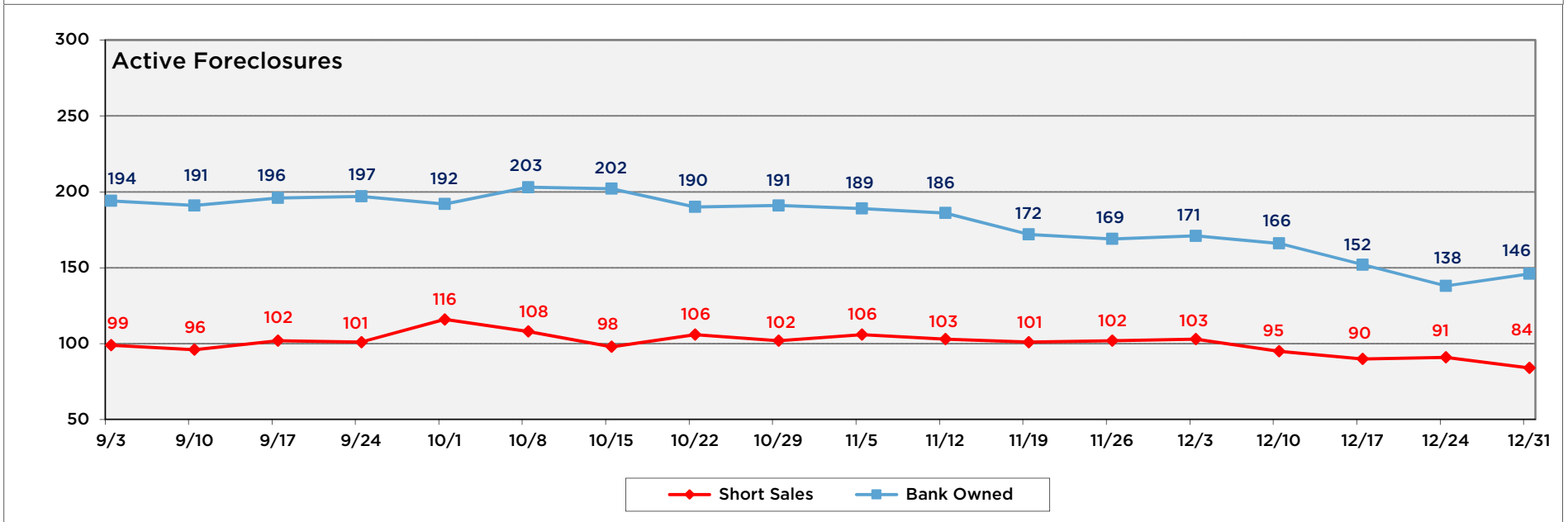
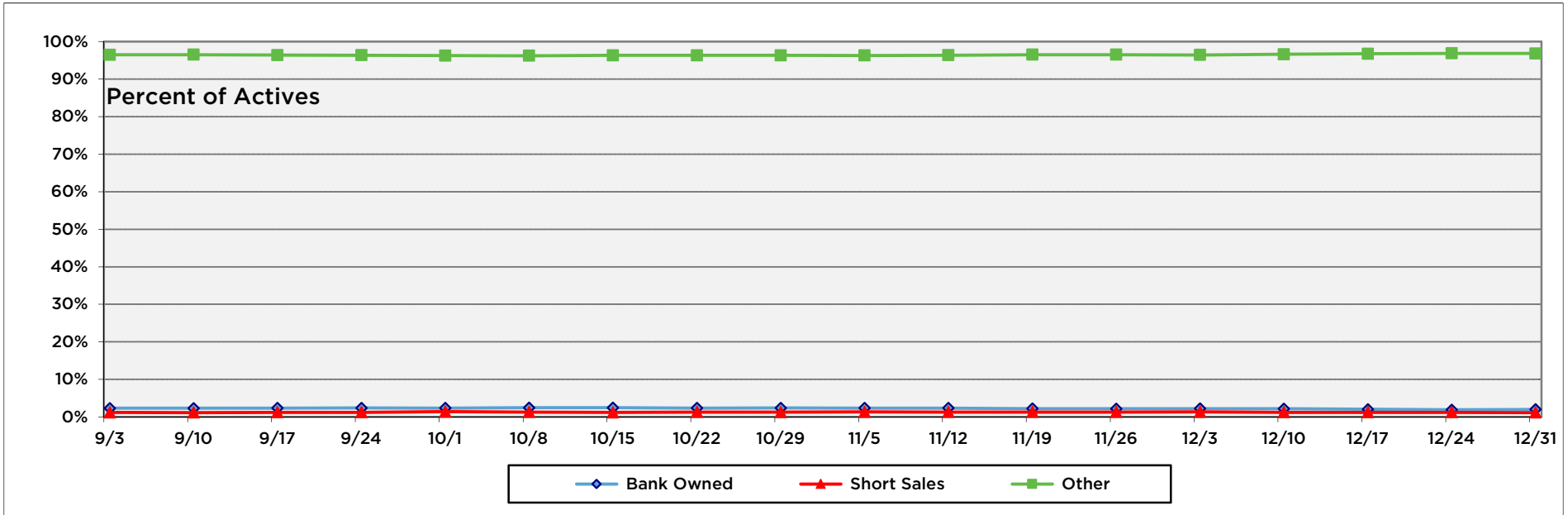
Single Family Homes



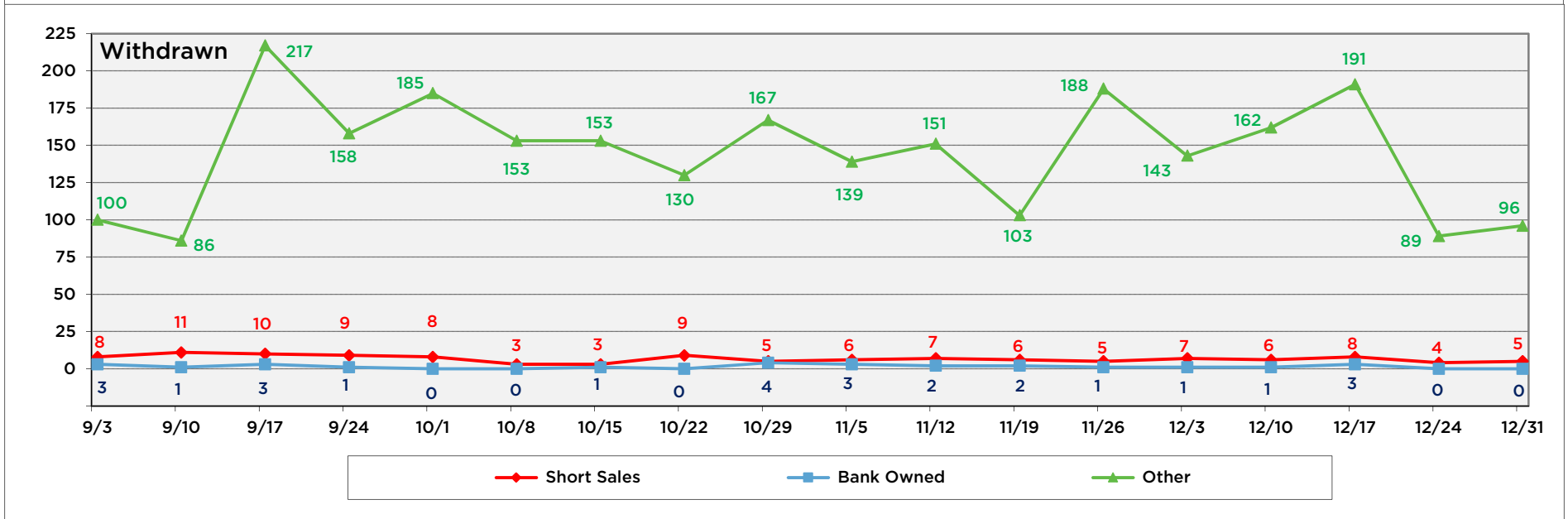
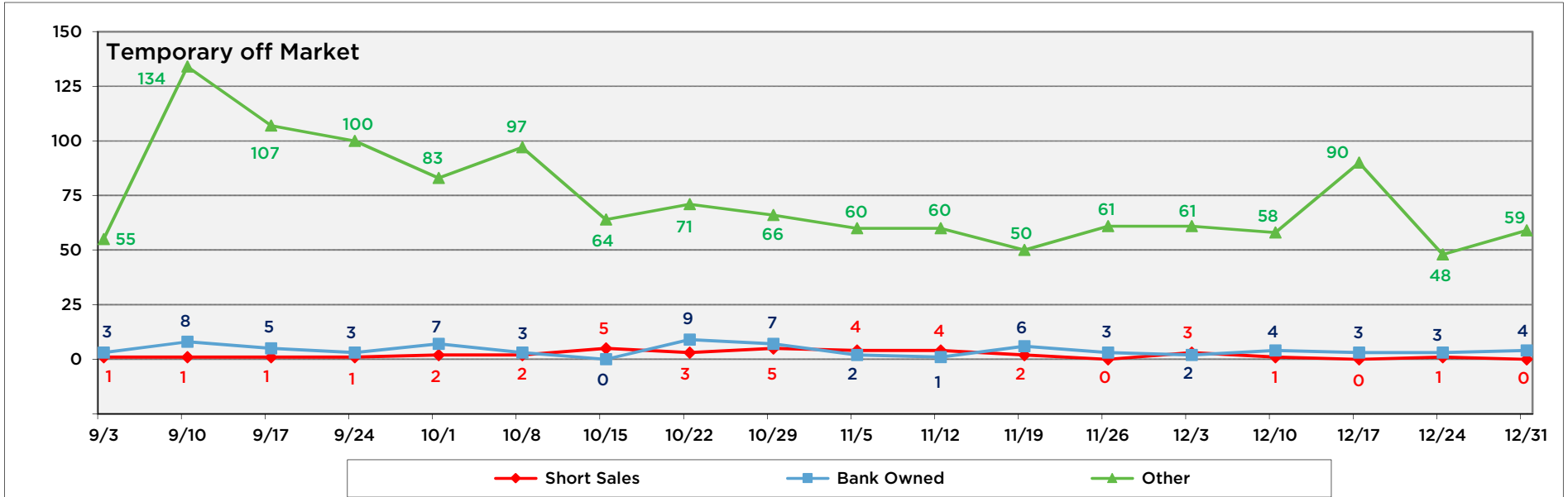
Single Family Homes



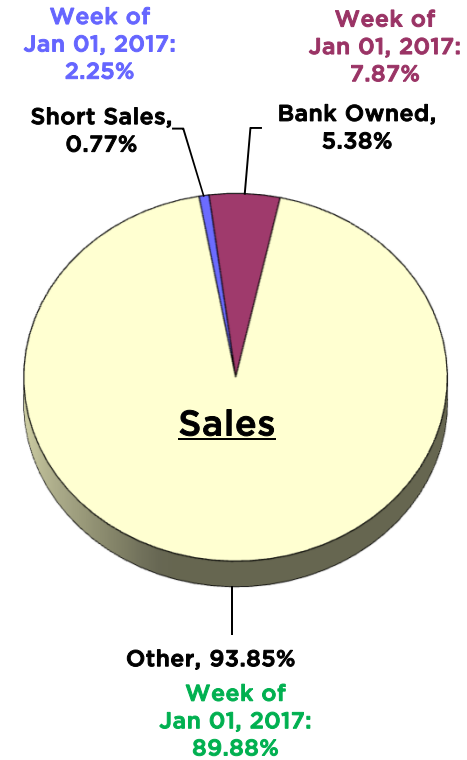
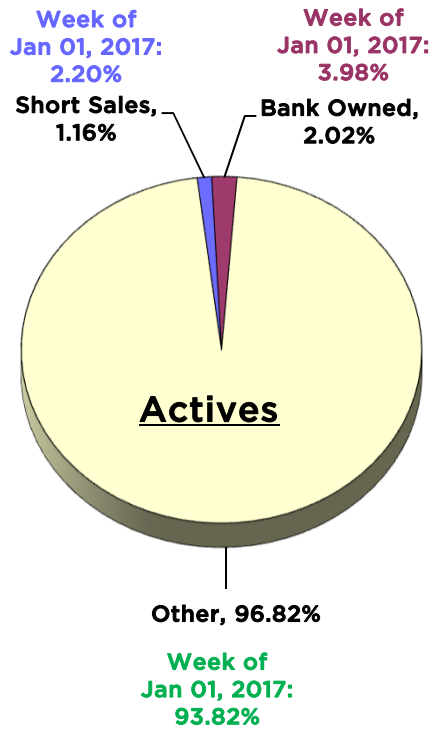
Single Family Homes



Single Family Homes



Single Family Homes



Where are the 9 Single Family Homes available for the Median Price of \$252,410? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Seminole County		3	\$252,113	3.3	2.0	1,547	\$162.93
Winter Springs / Tuskawilla	32708	1	\$252,000	3.0	2.0	1,454	\$173.31
Lake Mary / Heathrow	32746	1	\$252,000	3.0	2.0	1,458	\$172.84
Sanford / Lake Forest	32771	1	\$252,340	4.0	2.0	1,730	\$145.86
Osceola County		5	\$252,518	4.0	2.4	1,816	\$139.08
Kissimmee (West) / Pleasant Hill	34746	2	\$252,900	5.0	3.0	1,960	\$129.03
Kissimmee / Poinciana	34758	1	\$251,999	4.0	2.0	2,103	\$119.83
St Cloud / Narcoossee	34771	1	\$252,840	3.0	2.0	1,605	\$157.53
St Cloud / Canoe Creek	34772	1	\$251,950	3.0	2.0	1,450	\$173.76
Lake County		1	\$252,500	3.0	2.0	1,698	\$148.70
Mount Dora	32757	1	\$252,500	3.0	2.0	1,698	\$148.70

Condos, Townhomes, Villas

	Total	Under \$250k	\$250K to \$300K	\$300K to \$400K	\$400K to \$500K	\$500K to \$1M	Over \$1M
Sales	84	65	10	6	2	0	1
Bank Owned	4	4	0	0	0	0	0
Short Sales	1	1	0	0	0	0	0
Other	79	60	10	6	2	0	1
Active Listings	1,917	1,298	270	210	62	51	26
Bank Owned	28	25	2	1	0	0	0
Short Sales	18	17	0	1	0	0	0
Other	1,871	1,256	268	208	62	51	26
Months of Inventory	5	5	6	8	7	0	6

List Price

Average Original List Price	\$203,762	\$147,512	\$284,502	\$356,300	\$459,950	\$0	\$1,625,000
Average Final List Price	\$200,151	\$143,054	\$281,763	\$358,613	\$459,950	\$0	\$1,625,000

Sale Price

Average Price	\$198,335	\$138,932	\$276,359	\$350,167	\$445,000	\$0	\$1,875,000
Median Price	\$151,500	\$130,000	\$278,578	\$363,000	\$445,000	\$0	\$1,875,000

Price Differences

Original to Final List Price	-\$3,611	-\$4,458	-\$2,739	\$2,313	\$0	\$0	\$0
Original List to Sale Price - \$	-\$5,427	-\$8,580	-\$8,143	-\$6,133	-\$14,950	\$0	\$250,000
Final List to Sale Price - \$	-\$1,816	-\$4,122	-\$5,404	-\$8,446	-\$14,950	\$0	\$250,000
Original List to Sale Price - %	97.34%	94.18%	97.14%	98.28%	96.75%	0.00%	115.38%
Final List to Sale Price - %	99.09%	97.12%	98.08%	97.64%	96.75%	0.00%	115.38%

Days on the Market

Avg Days Listing to Contract	89	89	93	121	7	0	36
Combined Avg Days to Contract	74	69	93	121	7	0	36
Avg Days Listing to Closing	147	129	164	187	58	0	1080
Avg Days Contract to Close	53	37	58	52	51	0	1029

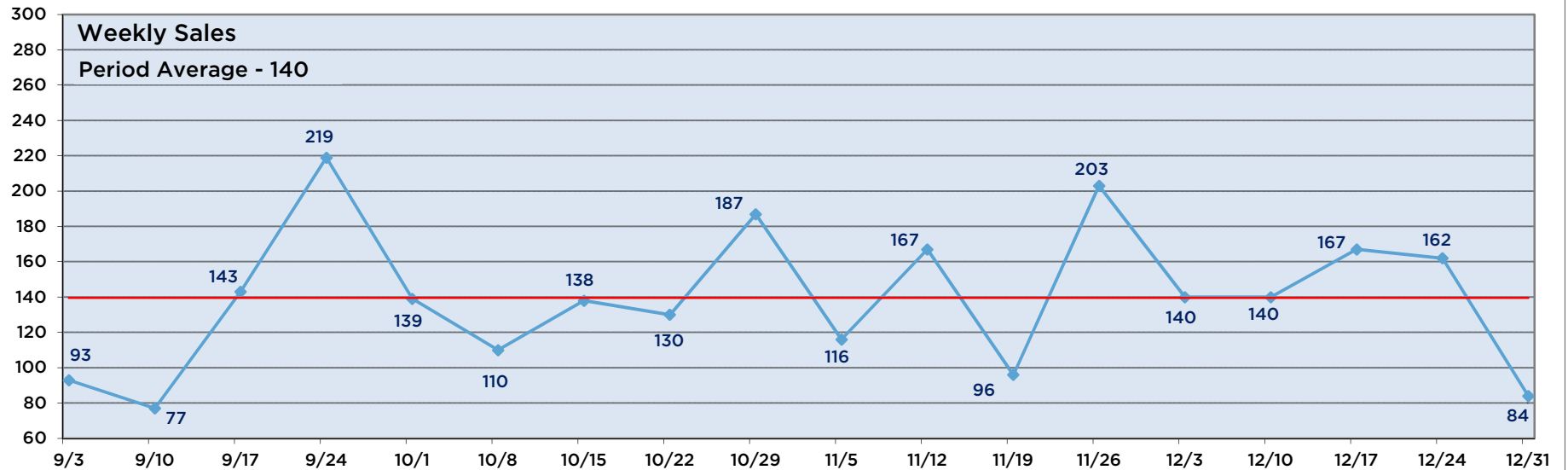
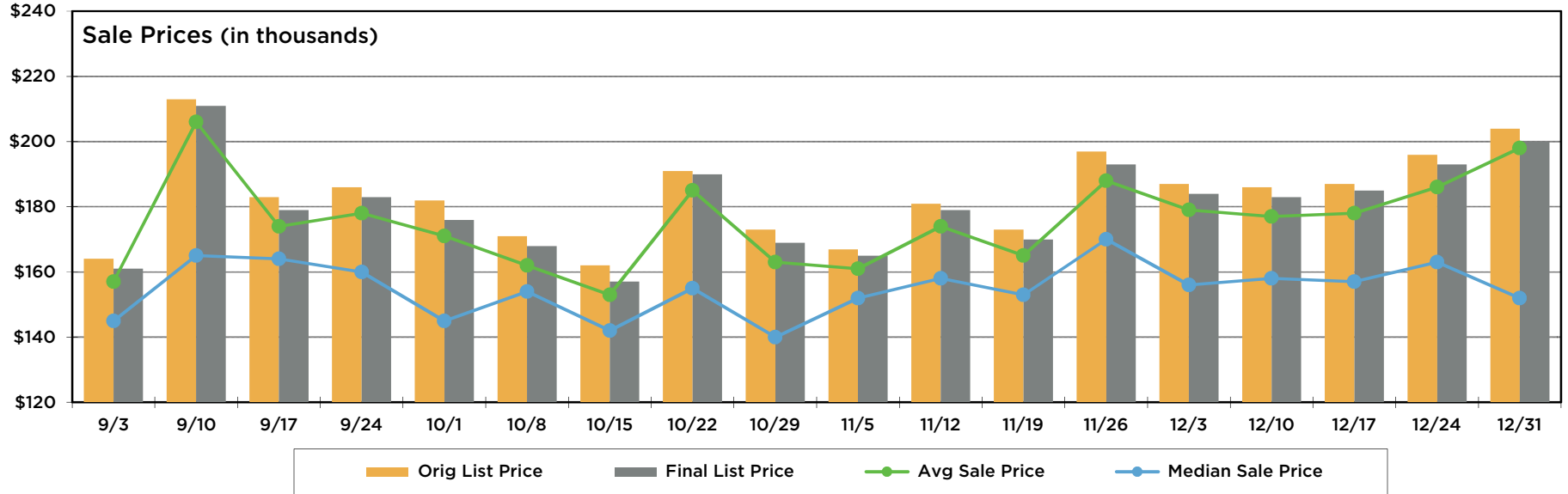
Beds / Baths

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

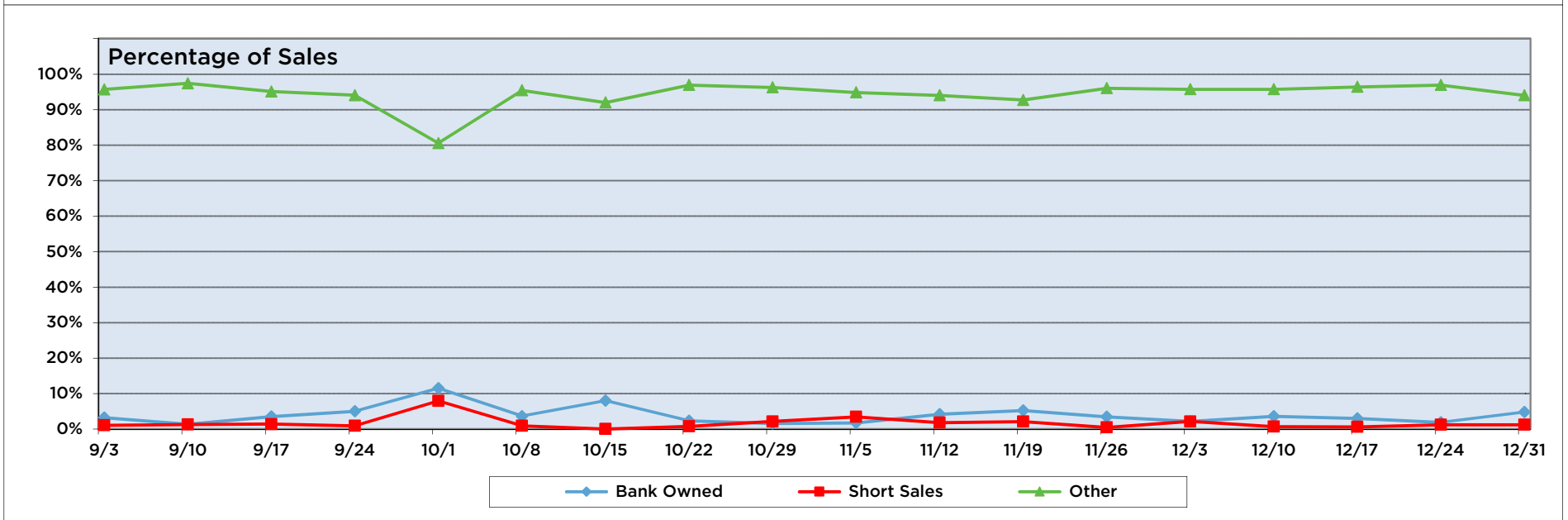
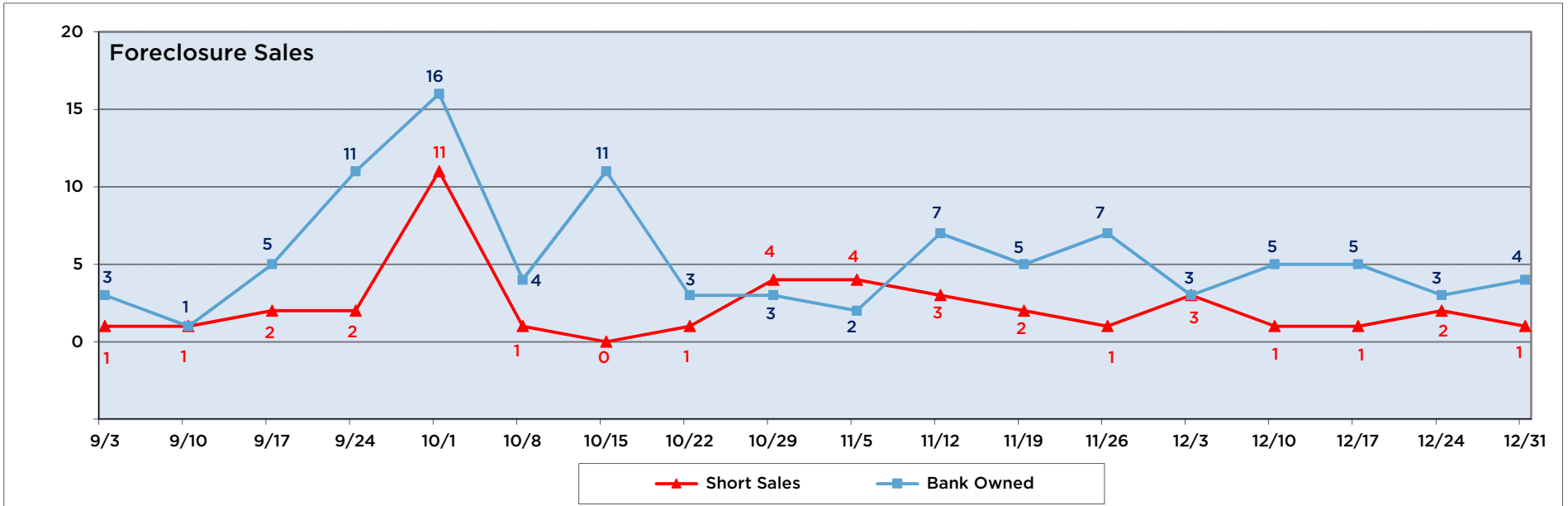
Square Footage

Average Square Feet	1,436	1,225	1,886	2,018	2,735	0	4,512
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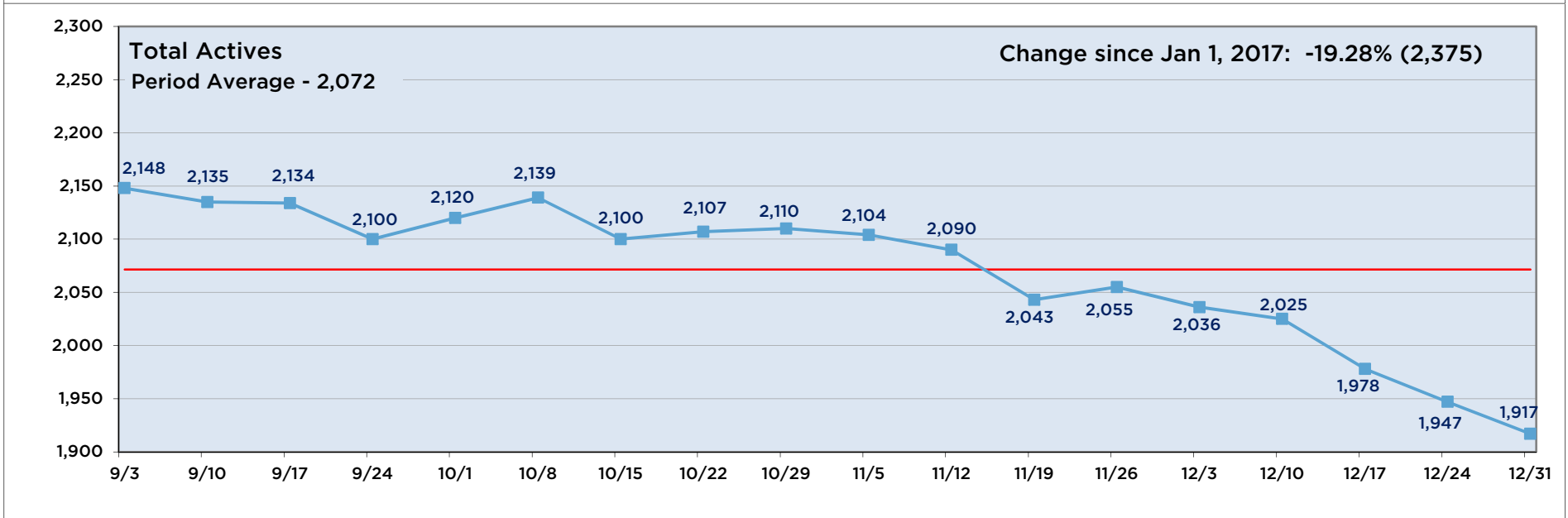
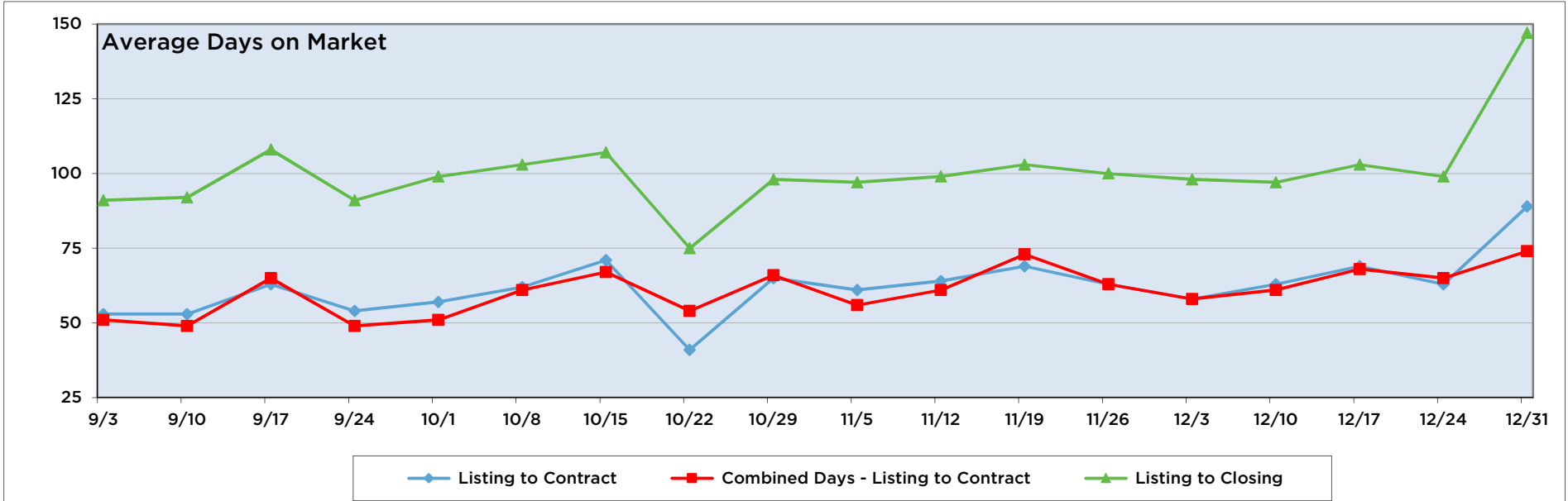
Condos, Townhomes, Villas



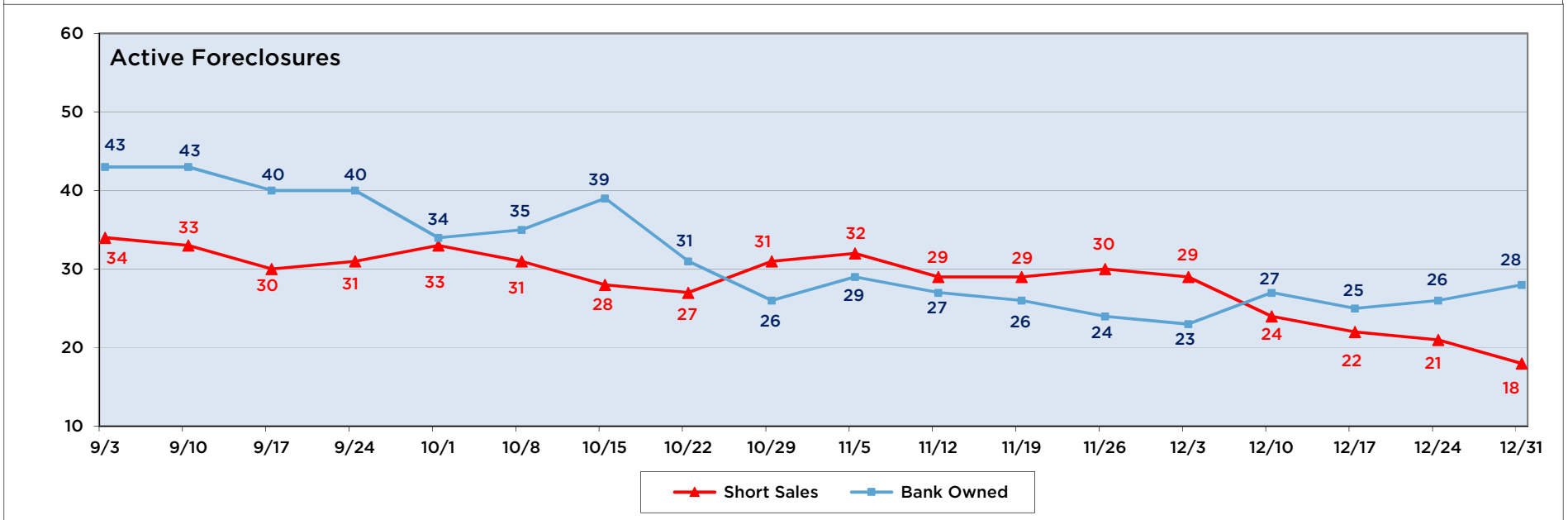
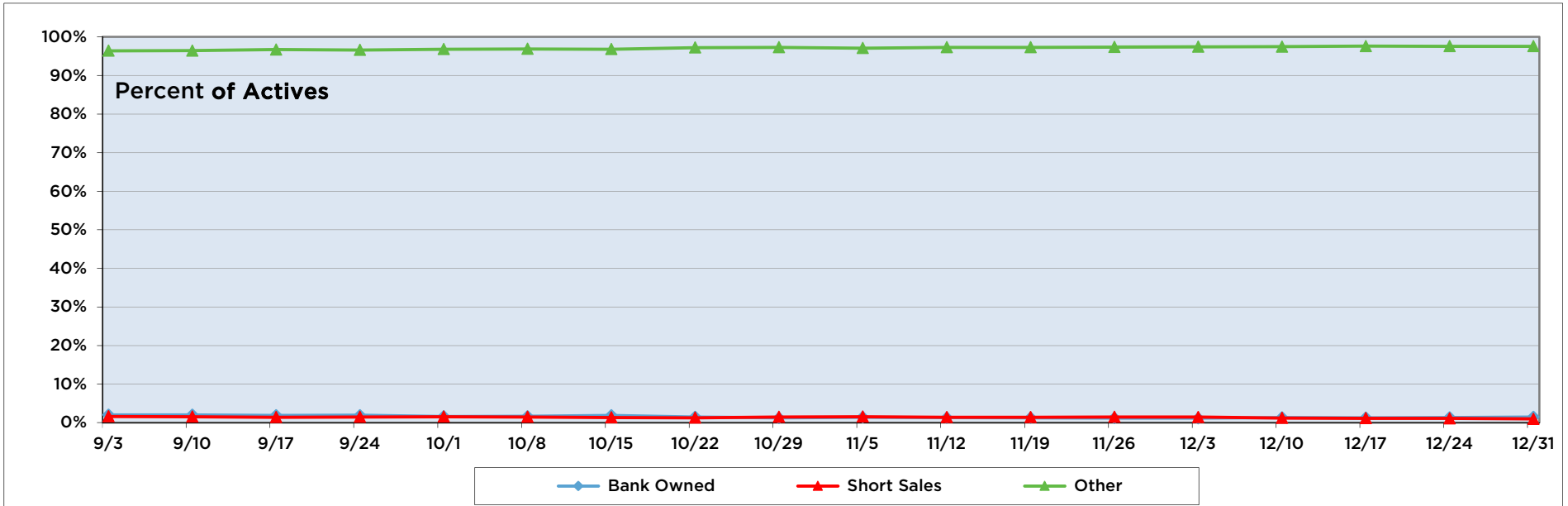
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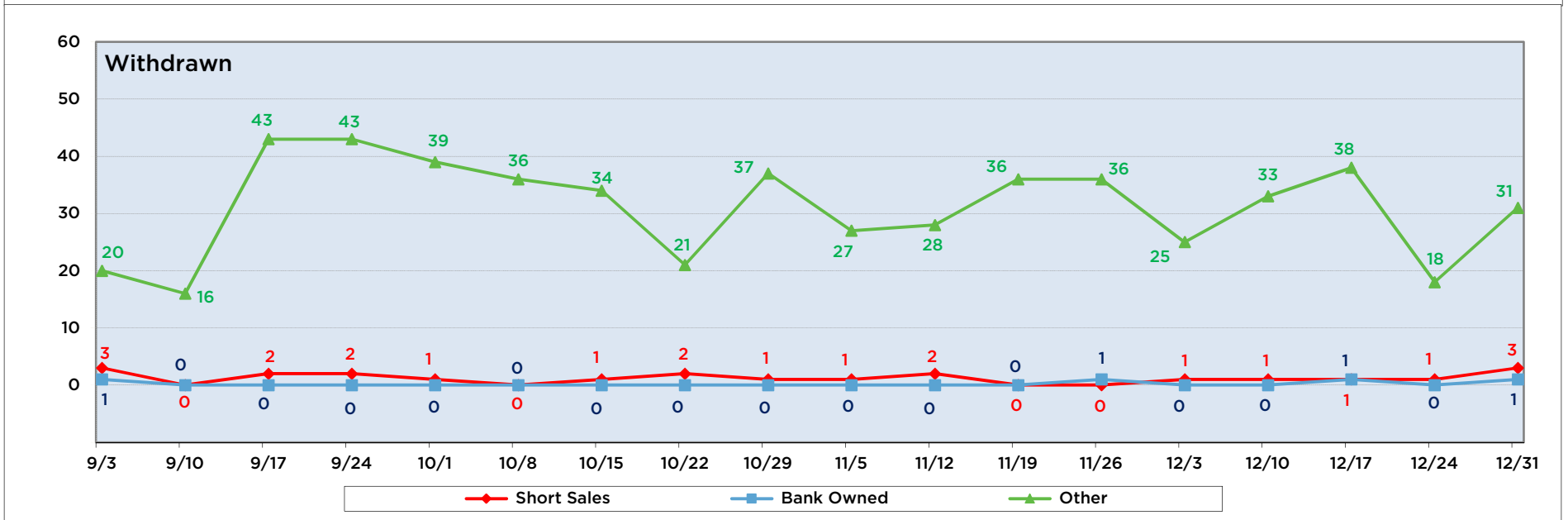
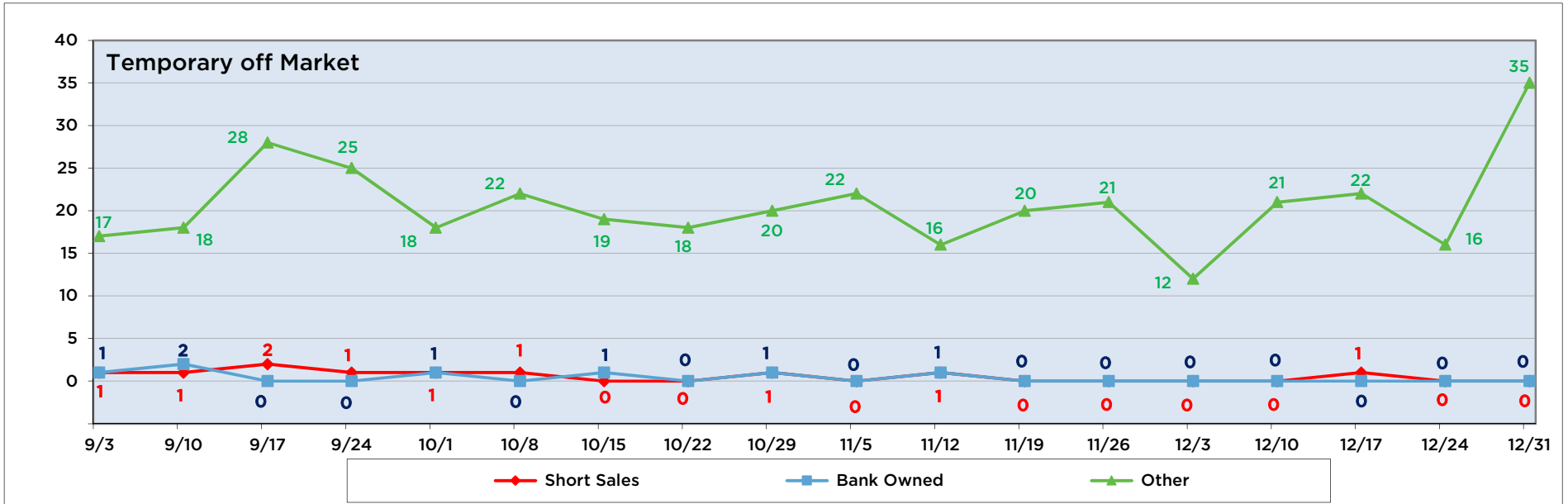
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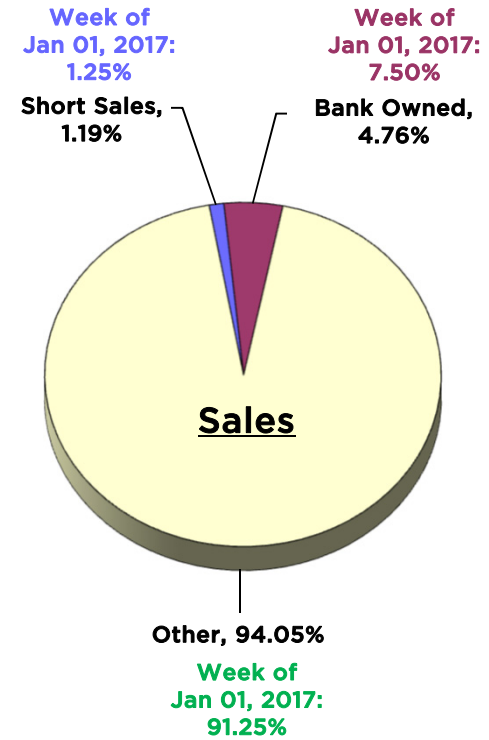
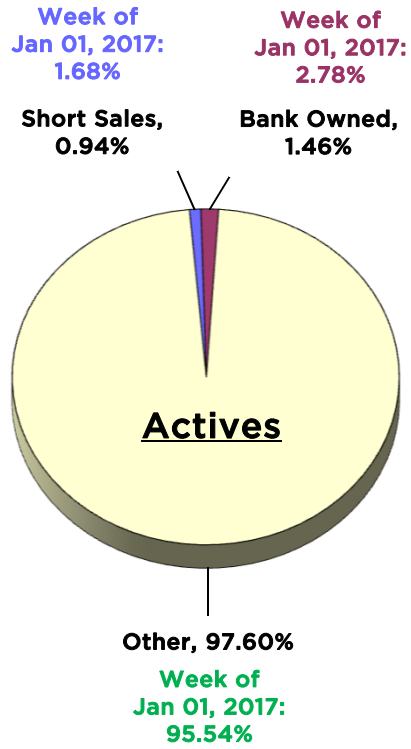
Condos, Townhomes, Villas



Condos, Townhomes, Villas



Condos, Townhomes, Villas



Where are the 2 Condos, Townhomes, or Villas available for the Median Price of \$151,500? (± \$500)

County / City	Zip Code	Available	Average List Price	Average Beds	Average Baths	Average SqFt	List \$ per SqFt
Orange County		1	\$152,000	2.0	2.0	1,169	\$130.03
Williamsburg / Lake Bryan	32821	1	\$152,000	2.0	2.0	1,169	\$130.03
Osceola County		1	\$152,000	3.0	2.0	1,286	\$118.20
Kissimmee (West) / Pleasant Hill	34746	1	\$152,000	3.0	2.0	1,286	\$118.20