

### Units Sold / Average Days on Market

	Ja	n *	Fel	b *	Ma	ır *	1st Quarter	Year to Date	%Total
	Units Sold	Days	Units Sold	Days	Units Sold	Days	Units Sold	Units Sold	
Lake *	414	74	470	85	591	82	1,475	1,475	11.49%
Orange *	1,277	75	1,446	81	1,824	67	4,547	4,547	35.43%
Osceola *	412	95	477	86	581	91	1,470	1,470	11.45%
Polk	626	91	820	94	950	90	2,396	2,396	18.67%
Seminole *	503	70	529	73	724	63	1,756	1,756	13.68%
Volusia	341	85	368	78	482	78	1,191	1,191	9.28%
Totals	3,573		4,110		5,152		12,835	12,835	100.00%

#### **Total Sales Volume**

	Jan *	Feb *	Mar *	1st Quarter	Year to Date	%Total
Lake *	\$76,514,595	\$82,688,009	\$105,692,667	\$264,895,271	\$264,895,271	10.27%
Orange *	\$298,472,121	\$340,728,694	\$455,884,138	\$1,095,084,953	\$1,095,084,953	42.45%
Osceola *	\$79,306,506	\$89,727,406	\$109,547,806	\$278,581,718	\$278,581,718	10.80%
Polk	\$90,181,704	\$119,931,366	\$144,820,620	\$354,933,690	\$354,933,690	13.76%
Seminole *	\$111,740,987	\$115,139,859	\$171,702,161	\$398,583,007	\$398,583,007	15.45%
Volusia	\$50,406,454	\$57,433,408	\$79,645,110	\$187,484,972	\$187,484,972	7.27%
Totals	\$706,622,367	\$805,648,742	\$1,067,292,502	\$2,579,563,611	\$2,579,563,611	100.00%

### **Average & Median Sale Prices**

	Jan *		Fe	eb *	N	lar *	Average Sa	le Price
	Average	Median	Average	Median	Average	Median	1st Quarter	Year to Date
Lake *	\$184,818	\$166,250	\$175,932	\$159,950	\$178,837	\$164,950	\$179,590	\$179,590
Orange *	\$233,729	\$191,730	\$235,635	\$195,000	\$249,936	\$206,510	\$240,837	\$240,837
Osceola *	\$192,492	\$165,000	\$188,108	\$167,500	\$188,550	\$169,000	\$189,511	\$189,511
Polk	\$144,060	\$133,900	\$146,258	\$136,000	\$152,443	\$145,450	\$148,136	\$148,136
Seminole *	\$222,149	\$185,500	\$217,656	\$190,000	\$237,158	\$210,000	\$226,983	\$226,983
Volusia	\$147,820	\$120,000	\$156,069	\$135,000	\$165,239	\$143,775	\$157,418	\$157,418
Totals	\$197,767		\$196,022		\$207,161		\$200,979	\$200,979

Source: My Florida Regional MLS



### **Average Cost per Square Foot**

	Jan	*	Feb *	•	Mar	*	1st Quart	er	Year to
	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Date
Lake *	773,049	\$98.98	850,375	\$97.24	1,078,853	\$97.97	2,702,277	\$98.03	\$98.03
Orange *	2,400,605	\$124.33	2,763,701	\$123.29	3,573,762	\$127.56	8,738,068	\$125.32	\$125.32
Osceola *	786,356	\$100.85	877,343	\$102.27	1,073,866	\$102.01	2,737,565	\$101.76	\$101.76
Polk	1,084,749	\$83.14	1,419,462	\$84.49	1,639,893	\$88.31	4,144,104	\$85.65	\$85.65
Seminole *	964,211	\$115.89	1,010,977	\$113.89	1,421,724	\$120.77	3,396,912	\$117.34	\$117.34
Volusia	557,679	\$90.39	626,144	\$91.73	848,692	\$93.84	2,032,515	\$92.24	\$92.24
Totals	6,566,649	\$107.61	7,548,002	\$106.74	9,636,790	\$110.75	23,751,441	\$108.61	\$108.61

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### Units Sold / Average Days on Market

	Ap	r *	Ma:	y *	Jur	ne *	2nd Quarter	Year to Date	%Total
	Units Sold	Days	Units Sold	Days	Units Sold	Days	Units Sold	Units Sold	
Lake *	588	77	651	80	642	72	1,881	3,356	11.38%
Orange *	1,838	67	1,976	64	2,055	62	5,869	10,416	35.33%
Osceola *	633	81	674	72	625	88	1,932	3,402	11.54%
Polk	992	94	980	83	1,066	75	3,038	5,434	18.43%
Seminole *	739	60	801	58	906	47	2,446	4,202	14.25%
Volusia	498	69	482	74	503	57	1,483	2,674	9.07%
Totals	5,288		5,564		5,797		16,649	29,484	100.00%

#### **Total Sales Volume**

	Apr *	May *	June *	2nd Quarter	Year to Date	%Total
Lake *	\$114,868,180	\$130,084,148	\$127,622,940	\$372,575,268	\$637,470,539	10.28%
Orange *	\$458,091,012	\$514,621,886	\$563,070,278	\$1,535,783,176	\$2,630,868,129	42.41%
Osceola *	\$121,677,016	\$132,500,334	\$128,141,836	\$382,319,186	\$660,900,904	10.65%
Polk	\$149,105,372	\$152,579,724	\$172,002,101	\$473,687,197	\$828,620,887	13.36%
Seminole *	\$173,491,317	\$207,318,974	\$225,324,885	\$606,135,176	\$1,004,718,183	16.20%
Volusia	\$83,033,988	\$81,545,020	\$88,362,039	\$252,941,047	\$440,426,019	7.10%
Totals	\$1,100,266,885	\$1,218,650,086	\$1,304,524,079	\$3,623,441,050	\$6,203,004,661	100.00%

### **Average & Median Sale Prices**

	A	pr *	Ma	y *	June *		Average Sa	le Price
	Average	Median	Average	Median	Average	Median	2nd Quarter	Year to Date
Lake *	\$195,354	\$173,000	\$199,822	\$183,000	\$198,790	\$184,995	\$198,073	\$189,950
Orange *	\$249,233	\$204,450	\$260,436	\$218,670	\$274,000	\$218,000	\$261,677	\$252,580
Osceola *	\$192,223	\$176,000	\$196,588	\$177,500	\$205,027	\$185,000	\$197,888	\$194,268
Polk	\$150,308	\$139,900	\$155,694	\$149,900	\$161,353	\$154,330	\$155,921	\$152,488
Seminole *	\$234,765	\$207,000	\$258,825	\$226,000	\$248,703	\$219,100	\$247,807	\$239,105
Volusia	\$166,735	\$146,750	\$169,181	\$141,000	\$175,670	\$154,000	\$170,560	\$164,707
Totals	\$208,069		\$219,024		\$225,034		\$217,637	\$210,385

Source: My Florida Regional MLS



### **Average Cost per Square Foot**

	Ap	or *	Ma	y *	Jur	ne *	2nd Qu	arter	Year to
	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Date
Lake *	1,137,707	\$100.96	1,259,260	\$103.30	1,223,475	\$104.31	3,620,442	\$102.91	\$100.82
Orange *	3,497,861	\$130.96	3,849,628	\$133.68	4,062,359	\$138.61	11,409,848	\$134.60	\$130.58
Osceola *	1,163,518	\$104.58	1,245,483	\$106.38	1,168,722	\$109.64	3,577,723	\$106.86	\$104.65
Polk	1,709,512	\$87.22	1,724,022	\$88.50	1,905,702	\$90.26	5,339,236	\$88.72	\$87.38
Seminole *	1,424,230	\$121.81	1,637,483	\$126.61	1,782,134	\$126.44	4,843,847	\$125.14	\$121.92
Volusia	835,662	\$99.36	840,109	\$97.06	872,139	\$101.32	2,547,910	\$99.27	\$96.15
Totals	9,768,490	\$112.63	10,555,985	\$115.45	11,014,531	\$118.44	31,339,006	\$115.62	\$112.60

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## Units Sold / Average Days on Market

	Jul	у *	Aug	g *	Sep	ot *	3rd Quarter	Year to Date	%Total
	Units Sold	Days	Units Sold	Days	Units Sold	Days	Units Sold	Units Sold	
Lake *	601	69	652	75	605	74	1,858	5,214	11.43%
Orange *	1,933	62	2,002	54	1,834	61	5,769	16,185	35.47%
Osceola *	609	80	616	74	557	72	1,782	5,184	11.36%
Polk	985	76	1,046	70	943	71	2,974	8,408	18.43%
Seminole *	839	47	804	49	733	51	2,376	6,578	14.42%
Volusia	459	63	506	71	424	60	1,389	4,063	8.90%
Totals	5,426		5,626		5,096	_	16,148	45,632	100.00%

#### **Total Sales Volume**

	July *	Aug *	Sept *	3rd Quarter	Year to Date	%Total
Lake *	\$120,524,065	\$133,593,062	\$120,248,735	\$374,365,862	\$1,011,836,401	10.37%
Orange *	\$506,467,461	\$516,447,804	\$486,639,034	\$1,509,554,299	\$4,140,422,428	42.42%
Osceola *	\$124,166,811	\$127,223,133	\$113,756,593	\$365,146,537	\$1,026,047,441	10.51%
Polk	\$159,655,858	\$169,937,501	\$151,191,694	\$480,785,053	\$1,309,405,940	13.41%
Seminole *	\$210,015,366	\$198,873,089	\$179,105,673	\$587,994,128	\$1,592,712,311	16.32%
Volusia	\$74,991,347	\$90,580,223	\$74,846,591	\$240,418,161	\$680,844,180	6.97%
Totals	\$1,195,820,908	\$1,236,654,812	\$1,125,788,320	\$3,558,264,040	\$9,761,268,701	100.00%

### **Average & Median Sale Prices**

	Jul	ly *	Aug	g *	Sept *		Average S	Sale Price
	Average	Median	Average	Median	Average	Median	3rd Quarter	Year to Date
Lake *	\$200,539	\$180,000	\$204,897	\$189,900	\$198,758	\$183,500	\$201,489	\$194,061
Orange *	\$262,011	\$225,000	\$257,966	\$216,000	\$265,343	\$219,950	\$261,667	\$255,819
Osceola *	\$203,886	\$185,000	\$206,531	\$185,000	\$204,231	\$185,000	\$204,908	\$197,926
Polk	\$162,087	\$155,000	\$162,464	\$155,000	\$160,331	\$155,000	\$161,663	\$155,733
Seminole *	\$250,316	\$219,900	\$247,355	\$220,000	\$244,346	\$217,000	\$247,472	\$242,127
Volusia	\$163,380	\$147,000	\$179,012	\$160,000	\$176,525	\$157,275	\$173,087	\$167,572
Totals	\$220,387		\$219,811		\$220,916		\$220,353	\$213,913

Source: My Florida Regional MLS



### **Average Cost per Square Foot**

	Ju	ly *	Aug	g *	Sej	pt *	3rd Qu	arter	Year to
	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Date
Lake *	1,159,479	\$103.95	1,251,355	\$106.76	1,147,894	\$104.76	3,558,728	\$105.20	\$102.40
Orange *	3,820,297	\$132.57	3,878,946	\$133.14	3,558,415	\$136.76	11,257,658	\$134.09	\$131.84
Osceola *	1,146,873	\$108.27	1,172,896	\$108.47	1,033,795	\$110.04	3,353,564	\$108.88	\$106.12
Polk	1,755,515	\$90.95	1,856,387	\$91.54	1,644,789	\$91.92	5,256,691	\$91.46	\$88.83
Seminole *	1,656,857	\$126.76	1,579,002	\$125.95	1,412,218	\$126.83	4,648,077	\$126.50	\$123.57
Volusia	760,728	\$98.58	890,328	\$101.74	711,904	\$105.14	2,362,960	\$101.74	\$98.06
Totals	10,299,749	\$116.10	10,628,914	\$116.35	9,509,015	\$118.39	30,437,678	\$116.90	\$114.13

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## Units Sold / Average Days on Market

	Oct *		Nov *		Dec		4th Quarter	Year End	%Total
	Units Sold	Days	Units Sold	Days	Units Sold	Days	Units Sold	Units Sold	
Lake *	511	63	495	70	564	79	1,570	6,784	11.40%
Orange *	1,577	58	1,469	64	1,759	65	4,805	20,990	35.28%
Osceola *	496	71	529	77	573	75	1,598	6,782	11.40%
Polk	917	76	887	80	970	77	2,774	11,182	18.79%
Seminole *	623	54	571	54	680	55	1,874	8,452	14.21%
Volusia	425	55	383	64	437	62	1,245	5,308	8.92%
Totals	4,549		4,334		4,983		13,866	59,498	100.00%

### **Total Sales Volume**

	Oct *	Nov *	Dec	4th Quarter	Totals	%Total
Lake *	\$99,795,232	\$98,272,007	\$108,408,389	\$306,475,628	\$1,318,312,029	10.30%
Orange *	\$419,143,306	\$392,308,945	\$453,750,631	\$1,265,202,882	\$5,405,625,310	42.23%
Osceola *	\$107,330,849	\$108,098,423	\$122,346,483	\$337,775,755	\$1,363,823,196	10.65%
Polk	\$148,598,122	\$147,054,384	\$155,974,560	\$451,627,066	\$1,761,033,006	13.76%
Seminole *	\$151,039,186	\$134,976,096	\$161,915,154	\$447,930,436	\$2,040,642,747	15.94%
Volusia	\$74,261,302	\$74,871,453	\$81,620,828	\$230,753,583	\$911,597,763	7.12%
Totals	\$1,000,167,997	\$955,581,308	\$1,084,016,045	\$3,039,765,350	\$12,801,034,051	100.00%

### **Average & Median Sale Prices**

	Oct *		Nov *		Dec			Year End	
	Average	Median	Average	Median	Average	Median	4th Quarter	Average	
Lake *	\$195,294	\$180,000	\$198,529	\$193,000	\$192,213	\$187,250	\$195,207	\$194,327	
Orange *	\$265,785	\$215,000	\$267,059	\$215,500	\$257,959	\$225,000	\$263,310	\$257,533	
Osceola *	\$216,393	\$190,000	\$204,345	\$184,990	\$213,519	\$190,000	\$211,374	\$201,095	
Polk	\$162,048	\$156,000	\$165,788	\$159,000	\$160,799	\$159,250	\$162,807	\$157,488	
Seminole *	\$242,439	\$221,000	\$236,385	\$207,000	\$238,111	\$215,000	\$239,024	\$241,439	
Volusia	\$174,732	\$155,000	\$195,487	\$160,000	\$186,775	\$155,000	\$185,344	\$171,740	
Totals	\$219,865		\$220,485		\$217,543		\$219,224	\$215,151	

Source: My Florida Regional MLS \* Corrected monthly sales



### **Average Cost per Square Foot**

	Oct *		Nov *		Dec		4rd Quarter		Year End
	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Tot SqFt	Avg Cost	Average
Lake *	945,546	\$105.54	930,035	\$105.66	1,046,616	\$103.58	2,922,197	\$104.88	\$102.96
Orange *	3,032,214	\$138.23	2,867,323	\$136.82	3,434,371	\$132.12	9,333,908	\$135.55	\$132.69
Osceola *	952,011	\$112.74	941,148	\$114.86	1,112,479	\$109.98	3,005,638	\$112.38	\$107.60
Polk	1,602,510	\$92.73	1,589,359	\$92.52	1,676,614	\$93.03	4,868,483	\$92.77	\$89.81
Seminole *	1,219,891	\$123.81	1,076,204	\$125.42	1,267,757	\$127.72	3,563,852	\$125.69	\$124.03
Volusia	725,707	\$102.33	671,746	\$111.46	757,466	\$107.76	2,154,919	\$107.08	\$100.19
Totals	8,477,879	\$117.97	8,075,815	\$118.33	9,295,303	\$116.62	25,848,997	\$117.60	\$114.93

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