

April 2020

Sales Trends of Orange County Single-Family Residential Real Estate 2015-First Quarter of 2020

Orange County Property Appraiser's Office (OCPA)
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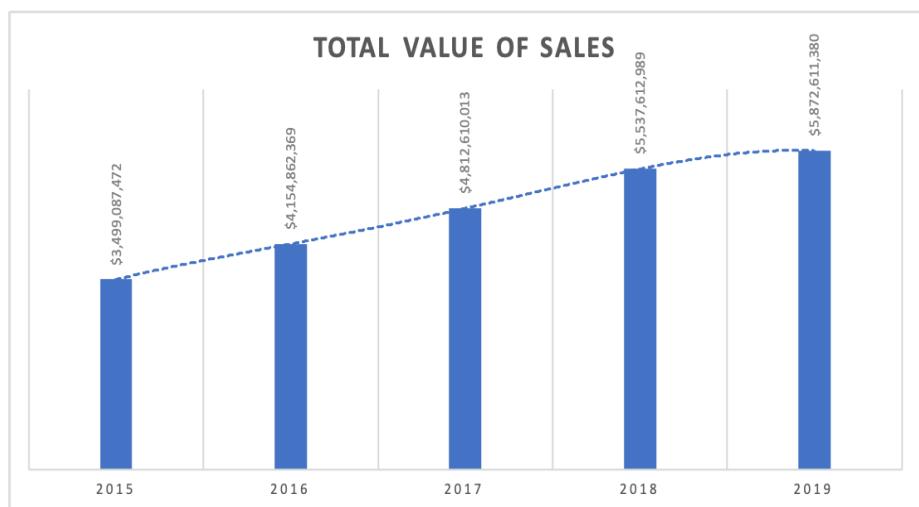


Source: OCPA data file that includes qualified Single Family Residential sales according to the Florida Department of Revenue (DOR) codes: 0100, 0101, 0102, 0103, 0104, 0105, 0106, 0130, 0131, 0135, 0140 and according to the [Qualified Arm's Length Real Property Transfers](#) guidelines. Data set was adjusted for the following parameters: (1) sales under \$25,000 with the sales ratio of 300 or more (0.1%) and (2) multiple buildings parcel sales with contributory square footage from additional buildings – only where the median size or price per square foot is evaluated (0.4%).

Since 2015

Orange County's real estate market has experienced tremendous growth over the last five years.

The overall residential market value has increased from \$66.6 to \$94.4 billion¹. In 2015, nearly \$3.5 billion of single-family homes was sold within the county. Since then, there has been a 68% surge in sales volume to almost \$5.9 billion, adding over \$600 million each year with the exception of 2019, when less than \$335

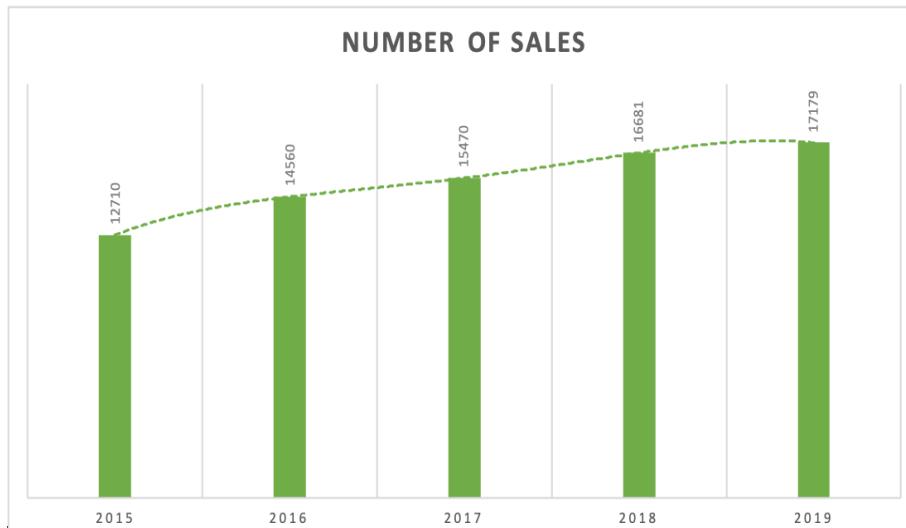


million was added. Compared to the double digit growth in the previous years, the 6% growth in 2019 was the smallest increase in the last five year period.

Similarly, the number of sales transactions rose by 35% from 12,710 in 2015 to 17,179 in 2020.

When compared to the sales volume increase of 68%, this is a smaller increase indicating that real estate transactions of single-family homes were happening at a much higher “average²” price

during this period of time.



In line with slowing sales volume growth, Orange County has experienced a much smaller increase in the number of sales in 2019 compared to years before. The number of sales rose by 3% representing 498 additional transactions.

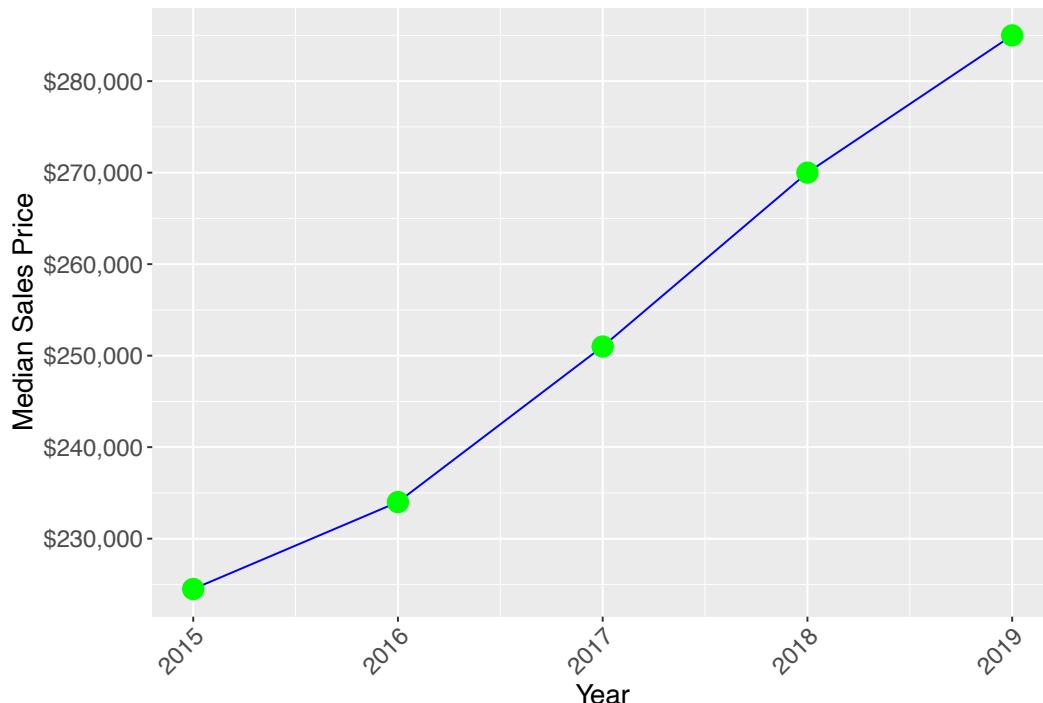
¹ According to the Orange County Property Appraiser's (OCPA) tax roll data.

² Please note, while frequently regarded as “average” a median is used during the course of this study as the most appropriate measure of central tendency.

The once-hot single-family home residential real estate market has shown signs of considerable cooling down considerably.

The median price of Orange County's single-family homes rose by 27% in the last five years and added \$60,500 to the 2015 value of \$224,500. Increasing year-to-year at a rate of 4.2-7.6%, the median price rose 5.6% in 2019, reaching its highest number of \$285,000.

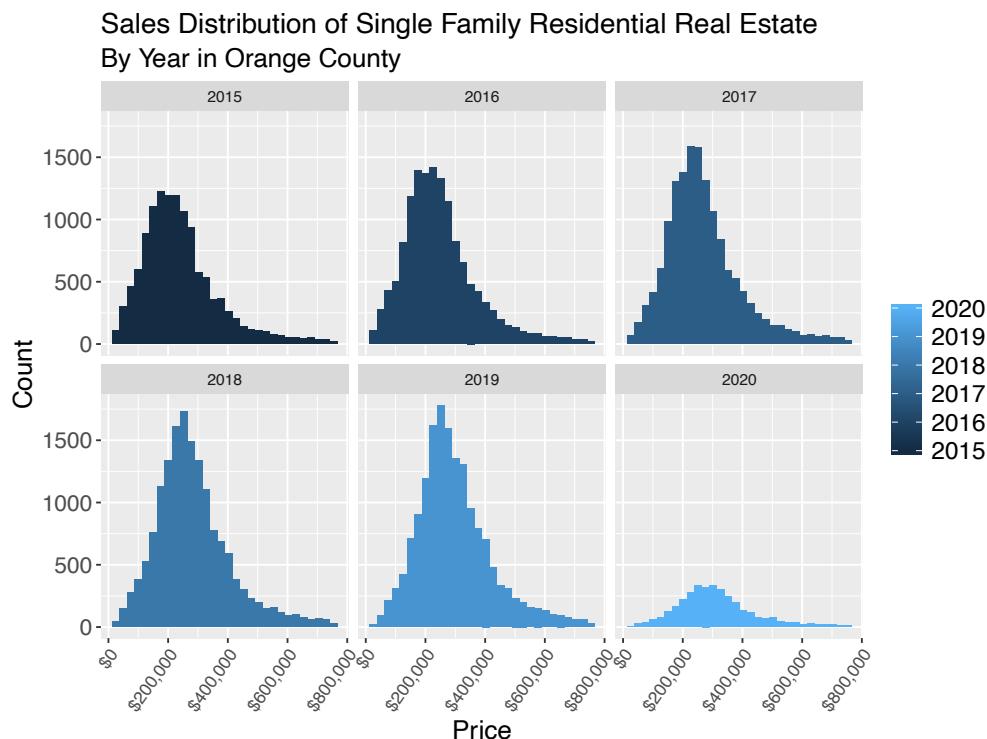
**Median Sales Price of Single Family Residential Real Estate
Orange County from 2015 to 2019**



Year	Number of Sales	Number of Additional Sales	Number of Sales Change (%)	Value of Sales	Amount of Additional Value	Value of Sales Change (%)
2015	12,710			\$3,499,087,472		
2016	14,560	+1,850	14.6%	\$4,154,862,369	\$655,774,897	18.7%
2017	15,470	+910	6.3%	\$4,812,610,013	\$657,747,644	15.8%

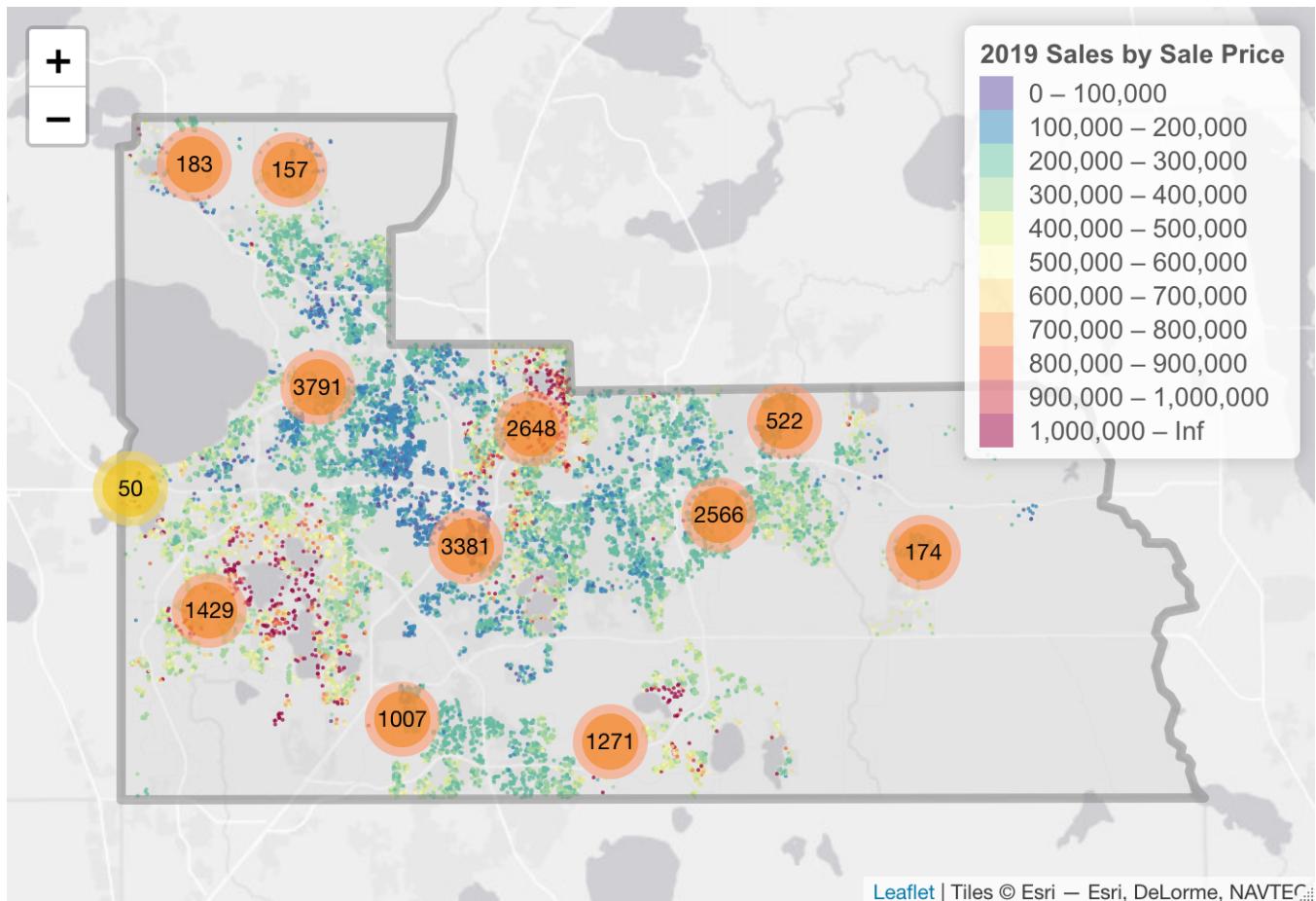
Year	Number of Sales	Number of Additional Sales	Number of Sales Change (%)	Value of Sales	Amount of Additional Value	Value of Sales Change (%)
2018	16681	+1,211	7.8%	\$5,537,612,989	\$725,002,976	15.1%
2019	17179	+498	3%	\$5,872,611,380	\$334,998,391	6%

The overall sales distribution of single-family homes in Orange County resembles a positively skewed bell-shaped curve with its peak around the median where the most frequent sales price observations are. Consistent with the median growth trend, its pronounced peak shifts right towards higher sales prices over the years.



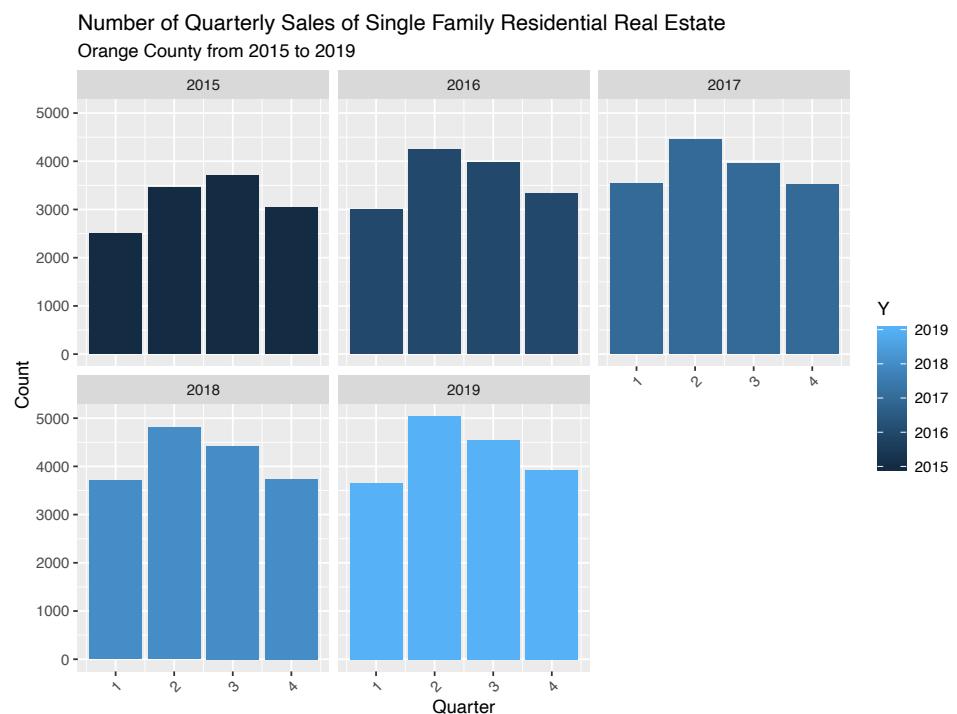
In 2019, about 24% of all Orange County sales happened in the northwest area of the county (4,131), 20% in the urban central area (3,381), 19% in the east (3,262), 15% in the north (2,648), 13% in the south (2,278), and 9% in the west (1,479).

When 2019 sales are plotted within a map of Orange County, it becomes evident that many homes over a million dollar were sold around the Windermere Chain of Lakes, Winter Park Chain of Lakes and Lake Nona. Home sales at prices below the county median of \$285,000 are clustered around the northwest area of the I-4 corridor and visualized on the map in dark blue.

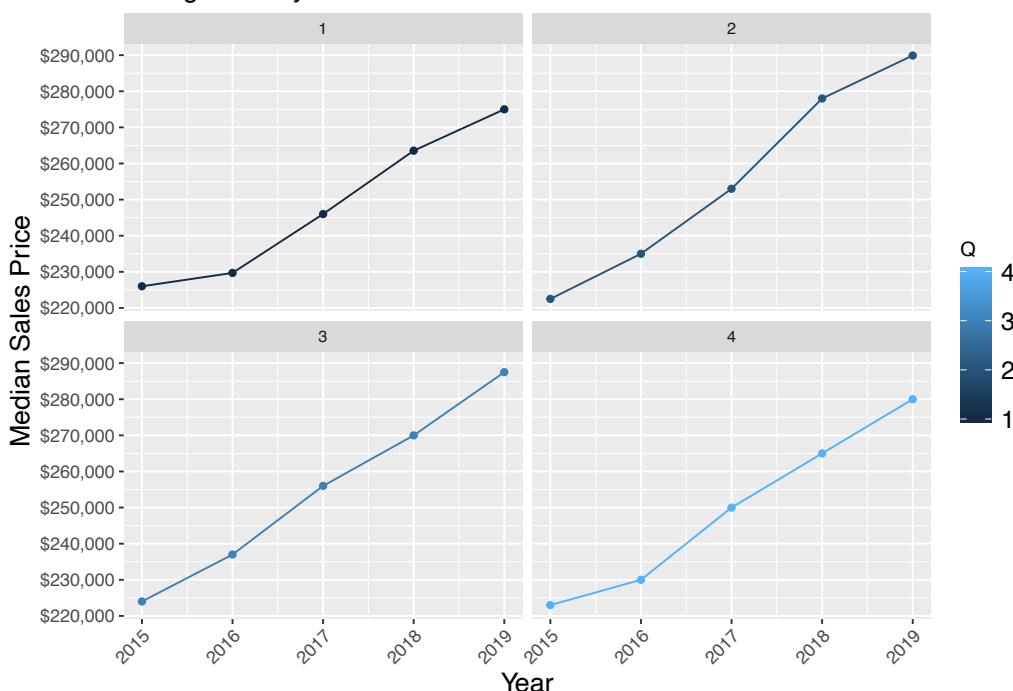


Quarterly Sales

Every year, the number of sales in the second and third quarter is considerably stronger. In 2019 alone, second quarter sales were the highest at 5,049. Not only was it the best quarter in terms of sales that year, but it was also the best quarter in Orange County from 2015-2019. Quarter two and quarter three in 2019 accounted for 56% in 2019, with quarter one being the weakest of four. Median quarterly sales continued to climb over the years. In 2019, the median reached as high as \$289,900 and \$287,500 in quarters two and three respectively.



Median Quarterly Sales of Single Family Residential Real Estate
Orange County from 2015 to 2019

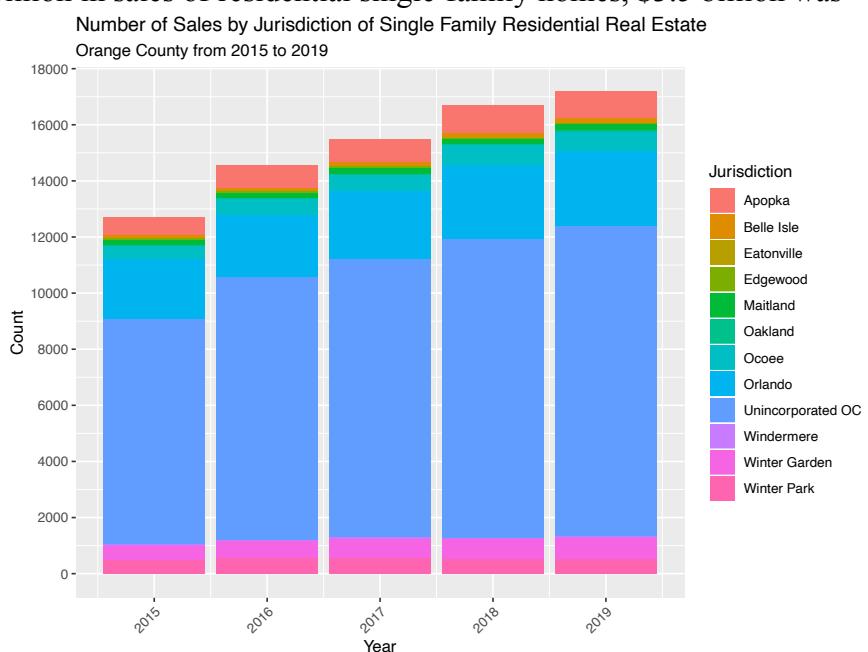


Orange County Jurisdictions³

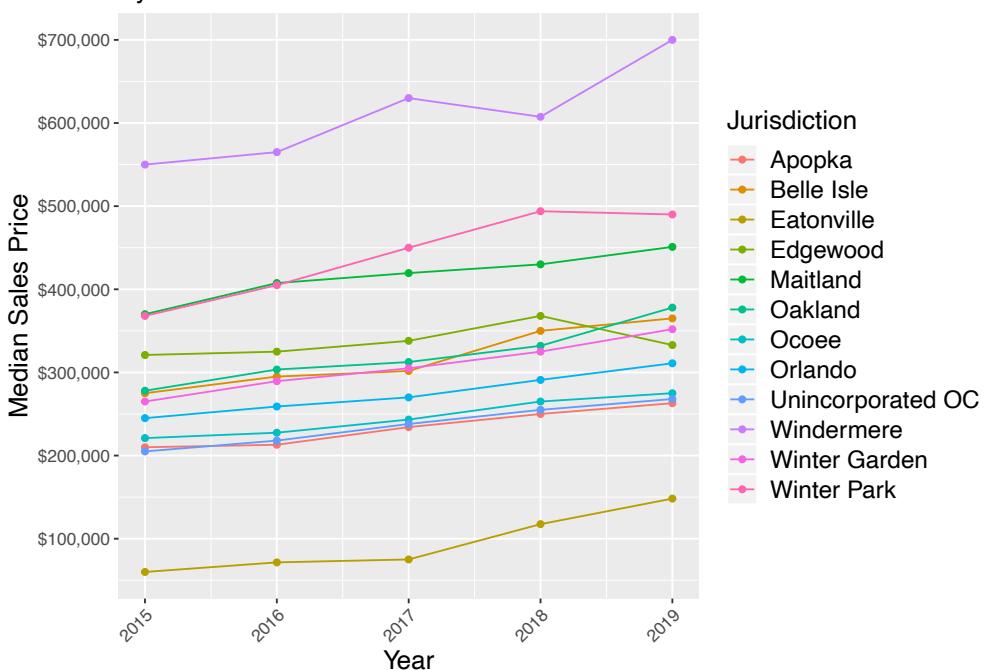
Many Orange County jurisdictions have seen double-digit growth in real estate market value over the past several years. In 2019, of \$5.9 billion in sales of residential single-family homes, \$3.5 billion was located in Unincorporated Orange County which added more than \$265 million over the previous year. The number of sales within Unincorporated Orange County rose by 9.1% to 11,604.

Unincorporated Orange County was the prime contributor among jurisdictions and accounted for 93% of Orange County's sales increase and 79% of the overall sales value increase in 2019.

Unincorporated Orange County is followed by Orlando with \$964 million in sales volume and 2,670 in homes sold - nearly the same number of sales as last year.



Median Sales Price of Single Family Residential Real Estate
By Jurisdiction from 2015 to 2019

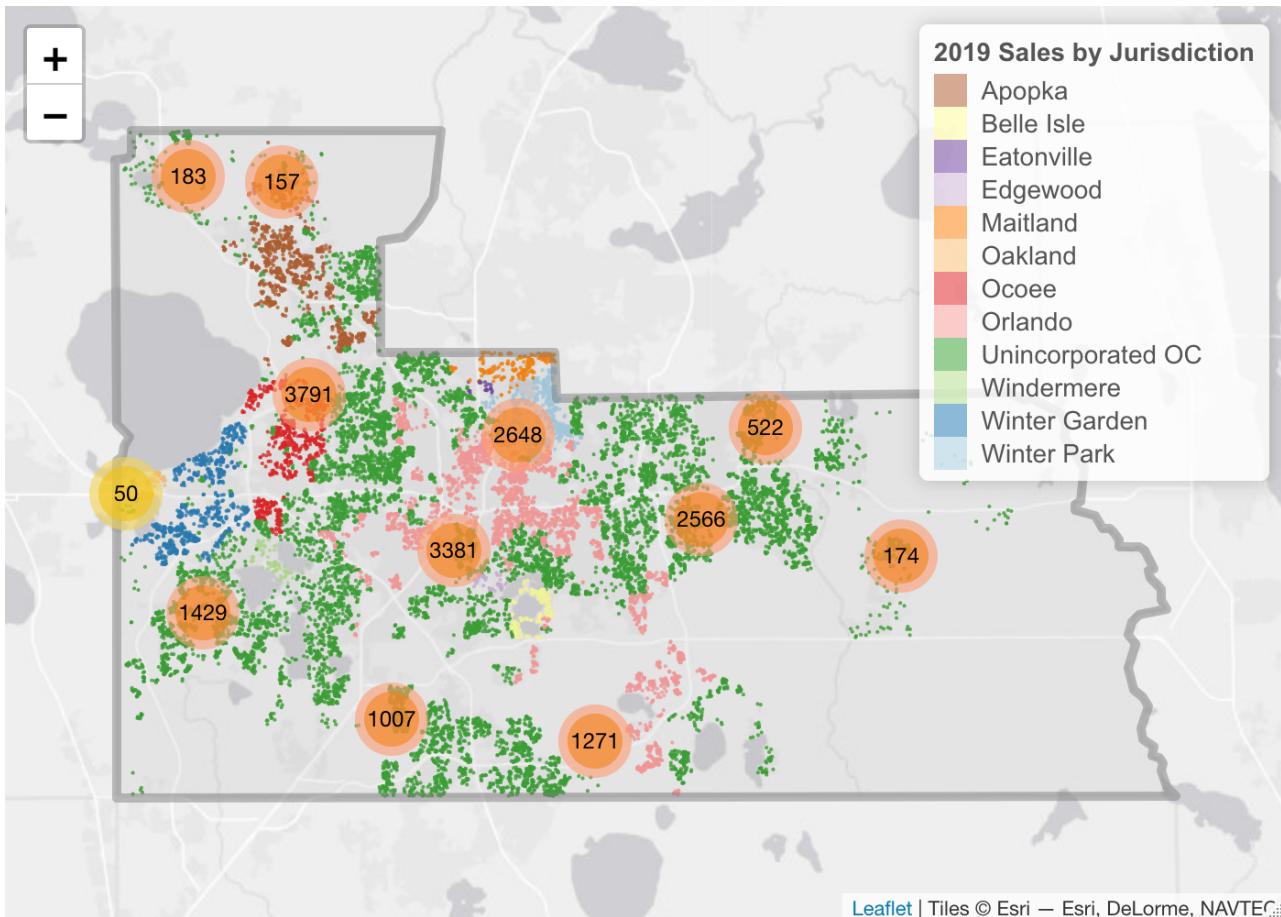


In the past 5 years, Orange County showed a strong upward trend in the median sales prices of its jurisdictions. Most, with the exception of Windermere (-4%) in 2018, Edgewood (-10%) and Winter Park (-1%) in 2019, have experienced year-to-year upward trends in the median sales price.

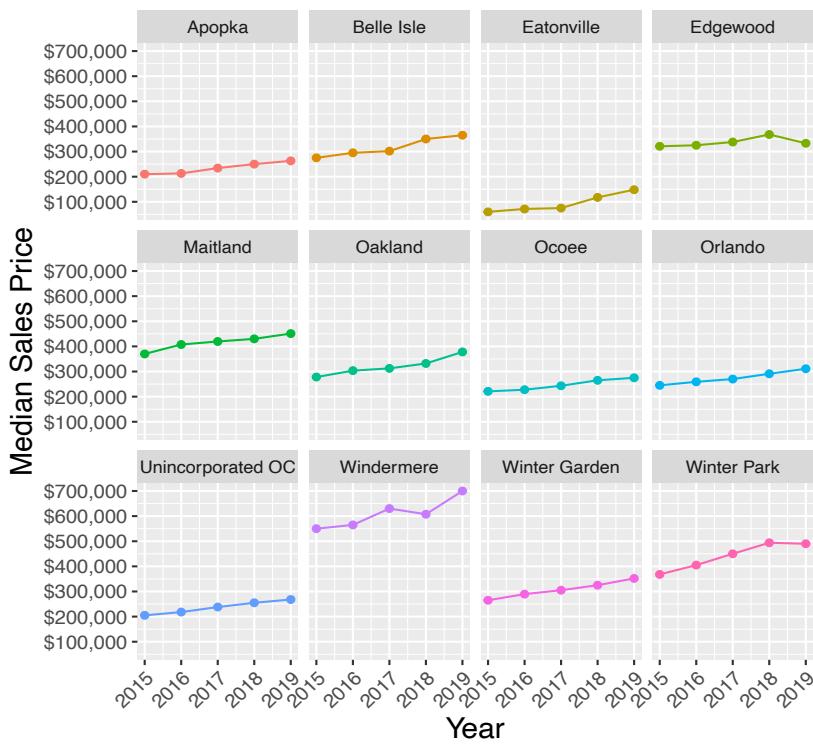
³ Orange County jurisdictions include Apopka, Bay Lake, Belle Isle, Eatonville, Edgewood, Lake Buena Vista, Maitland, Oakland, Ocoee, Orlando, Unincorporated Orange County, Windermere, Winter Garden, Winter Park.

Jurisdictions	Sales Value	Number of Sales	Median Sales Price
Apopka	\$258,923,657	933	\$262,750
Belle Isle	\$64,369,464	151	\$365,000
Eatonville	\$2,589,900	21	\$147,600
Edgewood	\$17,684,900	42	\$332,950
Maitland	\$108,072,900	199	\$450,000
Oakland	\$37,047,200	94	\$378,000
Ocoee	\$182,333,329	661	\$275,000
Orlando	\$941,138,273	2641	\$310,000
Unincorporated OC	\$3,505,822,252	11067	\$268,000
Windermere	\$59,263,800	63	\$700,000
Winter Garden	\$285,201,829	755	\$352,000
Winter Park	\$329,119,108	487	\$469,000

2019 Single-Family Home Sales by Jurisdiction: <https://rpubs.com/tpubapp/bysalesjurisdiction2019>



Median Sales Price of Single Family Residential By Jurisdiction from 2015 to 2019

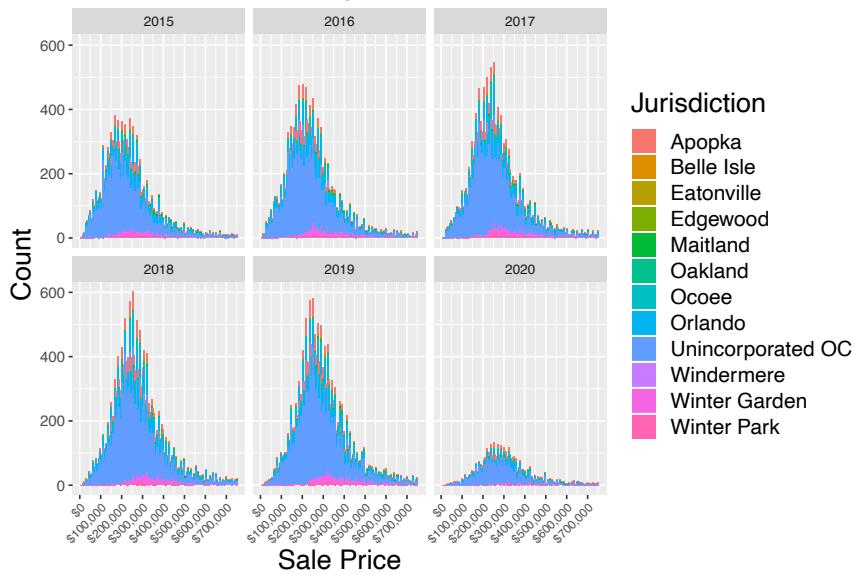


Looking at side-by-side median sales price trends by jurisdiction, it should be noted that while Eatonville added over \$88,000 in the past five years to its median reaching \$142,200 in 2019, this jurisdiction continues to have the lowest overall median sales price amongst all jurisdictions. On the contrary, Windermere has the largest median across all jurisdictions at \$700,000 adding \$150,000 to its 2015 value.

Unincorporated Orange County has a median of \$268,000, which rose 30% over the five year period with a steady single digit year-to-year growth. Orlando followed a similar trend with 2019's median at \$311,000.

The following graphs⁴ of the sales distributions over time picture some of the jurisdictional trends in action. As illustrated, the vast majority of all sales are attributed to Unincorporated Orange County and Orlando jurisdictions.

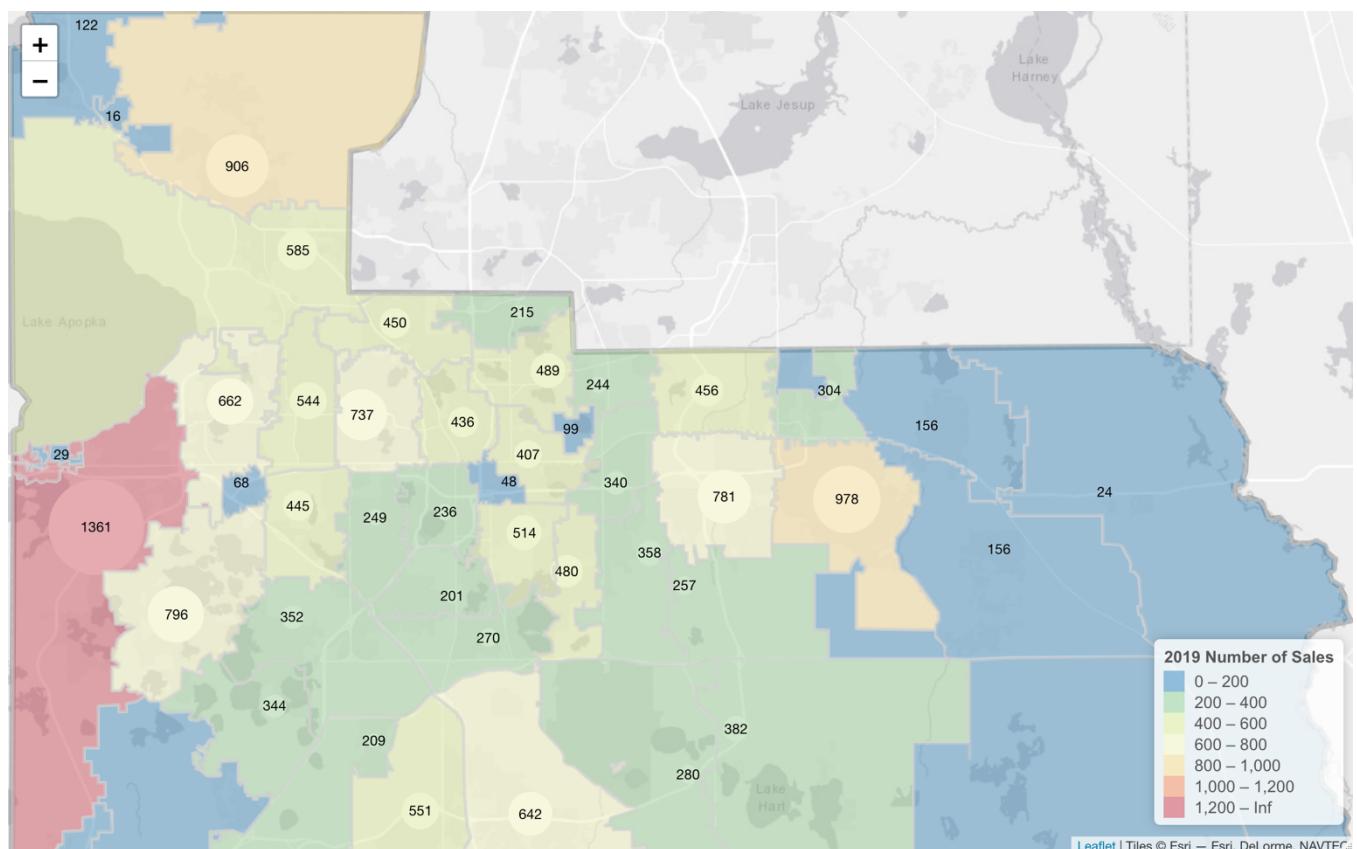
Single Family Real Estate Sales Distribution Year: January 2015 through March 2020



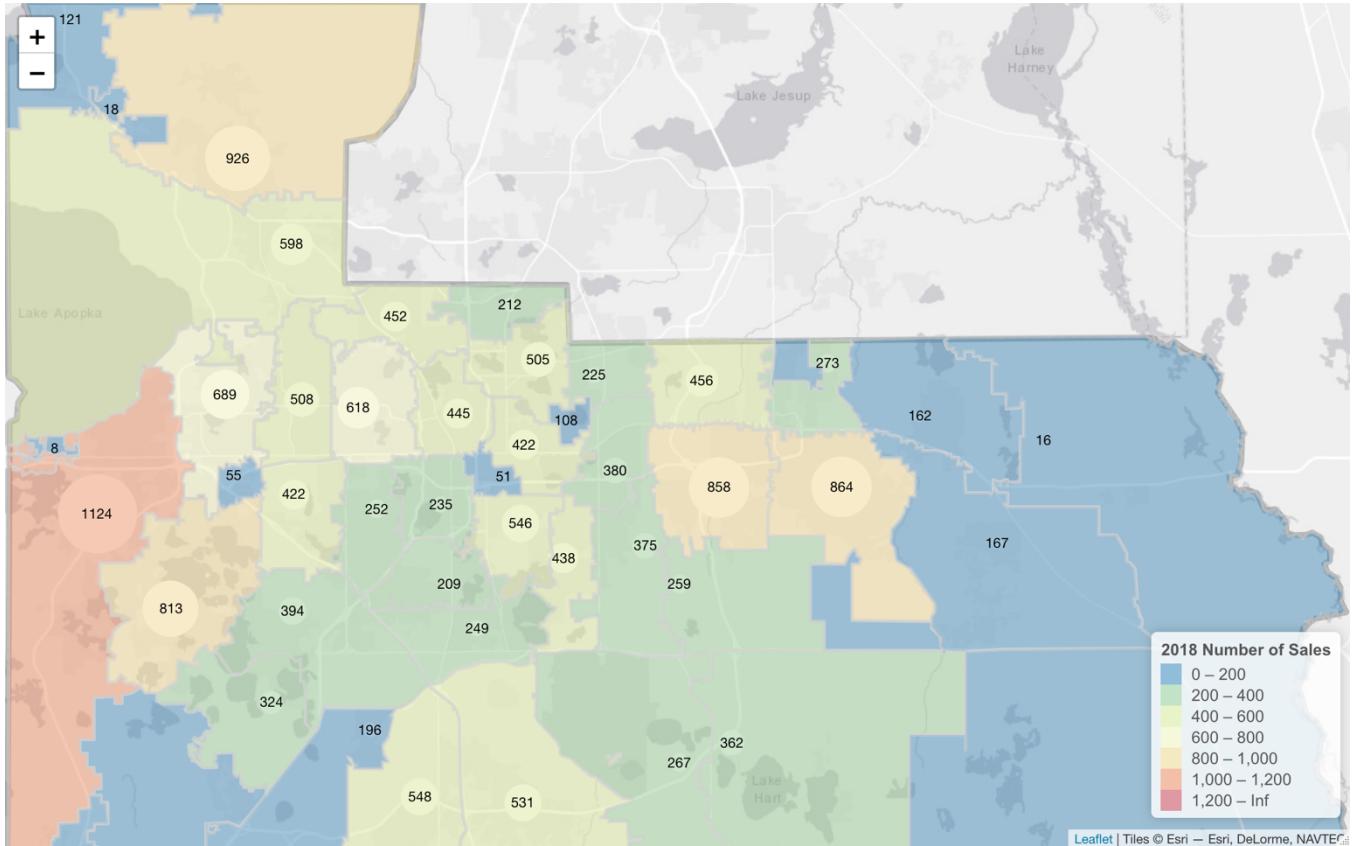
⁴ The single-image graph is provided in a GIF format, which can be viewed in action when displayed within the Microsoft Power Point or a web browser.

Sales by Zip Codes

Zip codes are another way to review which areas of Orange County had the strongest sales in 2019 considering the previous year's modest 3% growth across the county. While looking at the map, it is notable that 34787, which includes jurisdictions such as Oakland, Winter Garden, and Unincorporated Orange County (west), added 237 (+21%) home sales to its 2018 number totaling 1,361 sales transactions. Also, zip code 32824, which includes Orlando (south) and Unincorporated Orange County (south), added 108 (+20%) in home sales. However, its neighboring 32837 experienced almost no growth. In 32828, located in the east side of Unincorporated Orange County, there was an increase of 114 (+ 13%) homes, while its neighbor 32825 experienced a decrease of 78 (- 9%) in the number of homes sold. On the other hand, neighboring zip codes such as 32818 and 32808 (northwest Unincorporated Orange County and northwest Orlando) had 155 (+14%) more sales transactions combined.



2019 Number of Sales by Zip Code: <https://rpubs.com/tpubapp/salesbyzipcode2019>



2018 Number of Sales by Zip Code: <https://rpubs.com/tpubapp/salesbyzipcode2018>

Top 10 Neighborhoods⁵

The top ten selling neighborhoods in Orange County with the most sales in 2019 are located within the following 5 zip codes: 32837, 32808, 32828, 32804, 32835, and 32712. The Hunter's Creek neighborhood (32837) had 237 single-family home sales and ranked first in the county with a median sales price at \$328,000. Followed by Pine Ridge (32808) - the second highest ranking neighborhood with 192 sales with a median price of \$165,000. Ranked third in the list is College Park North (32804) with 190 sales at a \$319,650 median price.

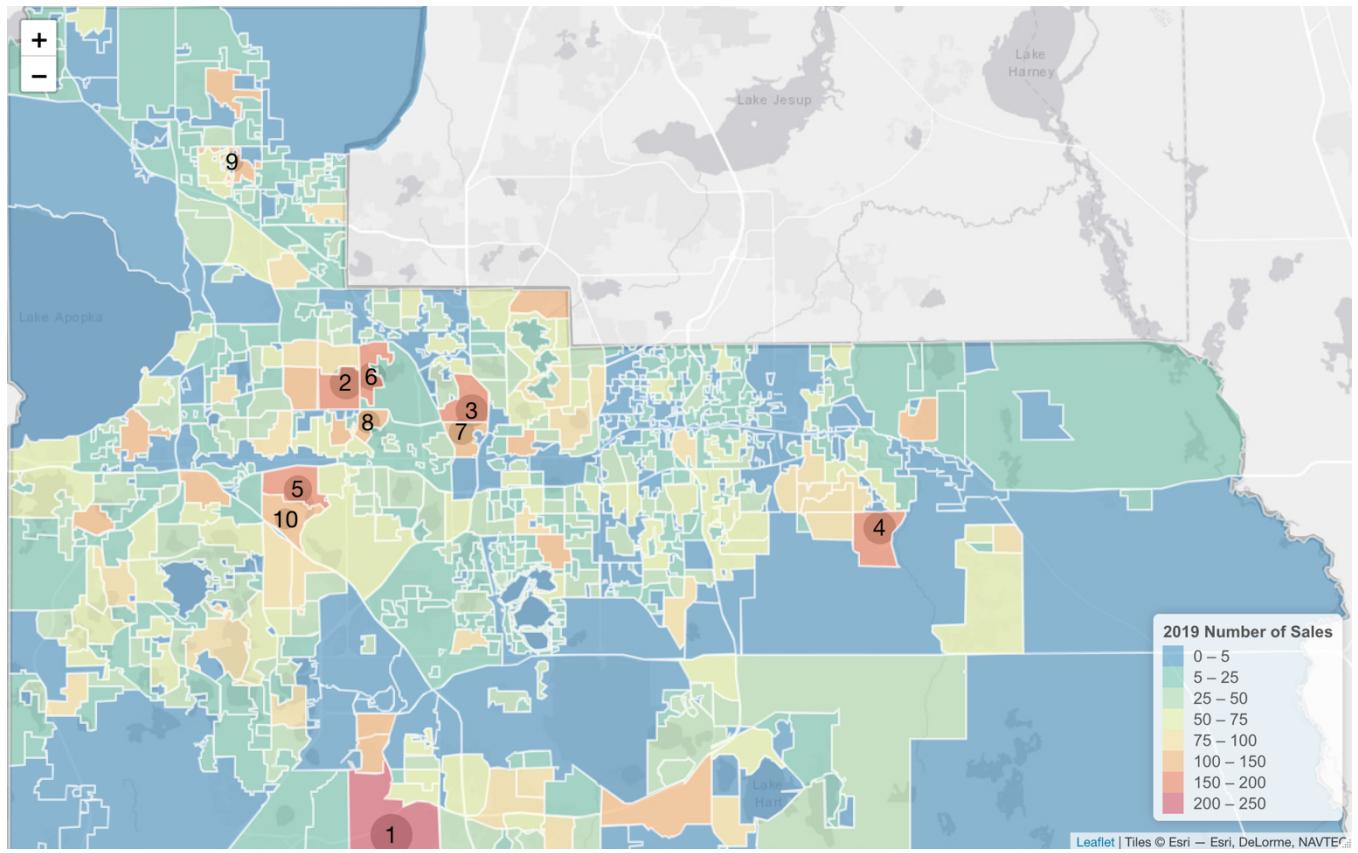
Interestingly, Hunter's Creek's median house size⁶ was 2,195 square feet with 4 bedrooms and 2.5 baths. The largest homes in the top 10 neighborhoods group were sold in Avalon Park South East, which ranked number four in the list with 186 sales at a \$321,500 median price. There, the median house size sold was also 4 bedrooms and 2.5 bathrooms, but the median square footage was 2,427. Therefore, when compared to Hunter's Creek, Avalon Park buyers spent \$6,500 less for the extra 232 square feet.

⁵ The top ten rankings are determined using OCPA's neighborhoods.

⁶ The median house size is calculated using OCPA's heated area.

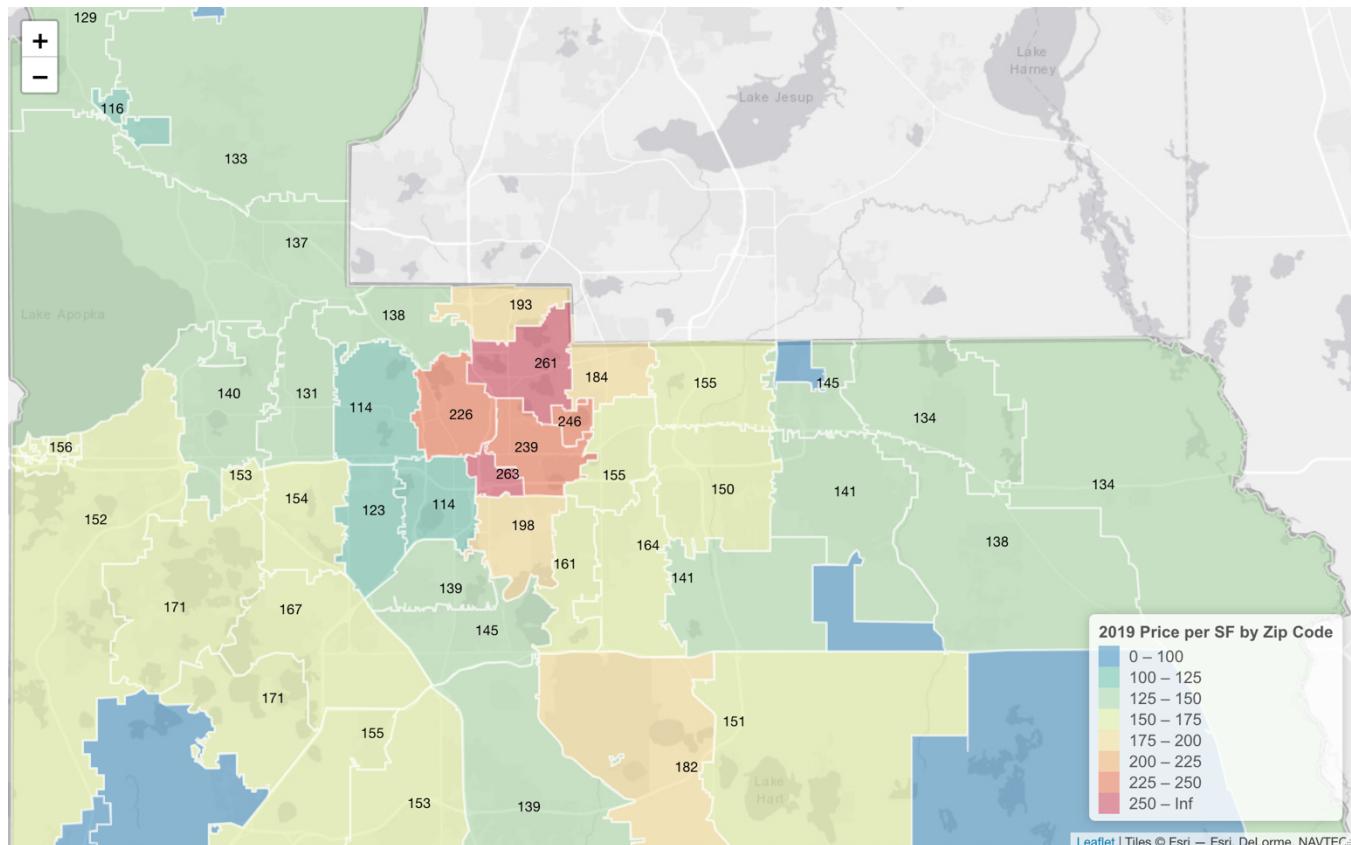
2019 Rank	Neighborhood Name	Number of Sales	Median Sales Price
1	HUNTERS CREEK	237	\$328,000
2	PINE RIDGE	192	\$165,000
3	COLLEGE PARK NORTH	190	\$319,650
4	AVALON PARK SOUTH EAST	186	\$321,500
5	WINTER GARDEN HIAWASSEE	161	\$243,000
6	ROSEMONT	160	\$165,000
7	COLLEGE PARK SOUTH	148	\$424,950
8	PINE HILLS MANOR	132	\$142,750
9	PINES OF WEKIWA	124	\$256,500
10	METROWEST	117	\$345,000

Notably, the highest median sale price was in College Park South at \$425,000. While seventh in the list of the most popular selling neighborhoods in 2019, the typical house there was a 3 bedroom and 2 bathroom of only 1,779 square feet, but sold at a median sale price of \$254 per square foot, which is the highest in the top ten list.



Sales Price per Square Foot

The median price per square foot in Orange County in 2019 was \$150, and was up by nearly 30% since 2015. The highest price per square foot was concentrated in the north Orlando, Winter Park areas in the following zip codes: 32801 at \$263, 32789 at \$261, 32814 at \$246, 32803 at \$239, and 32804 at \$226. On the contrary, neighboring zip codes to the west such as 32805, 32808, 32811 had the lowest price per square foot ranging from \$114 to \$123.

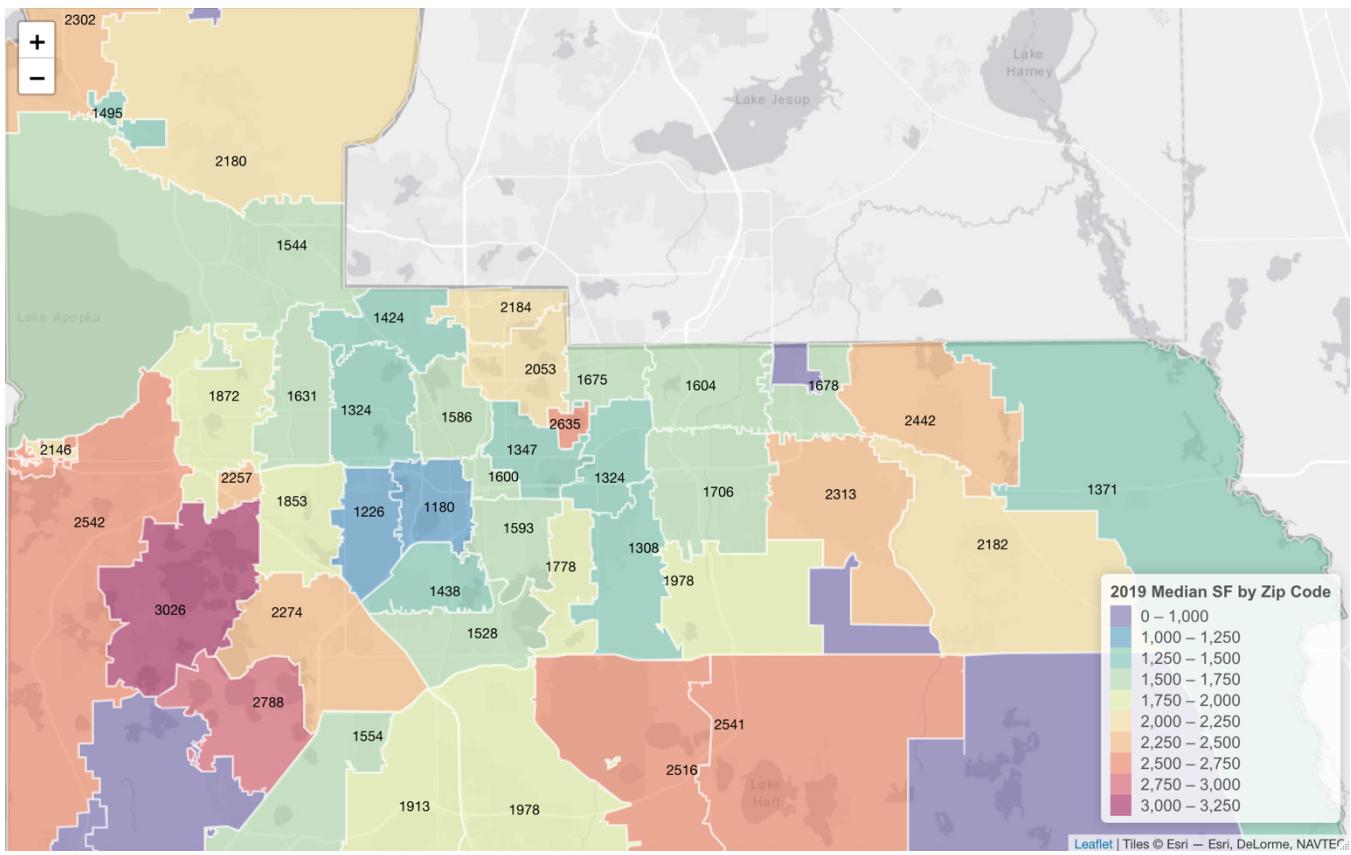


2019 Sales Price per Square Foot by Zip Code: <https://rpubs.com/tpubapp/ppsfbzzipcode2019>

Size and Age

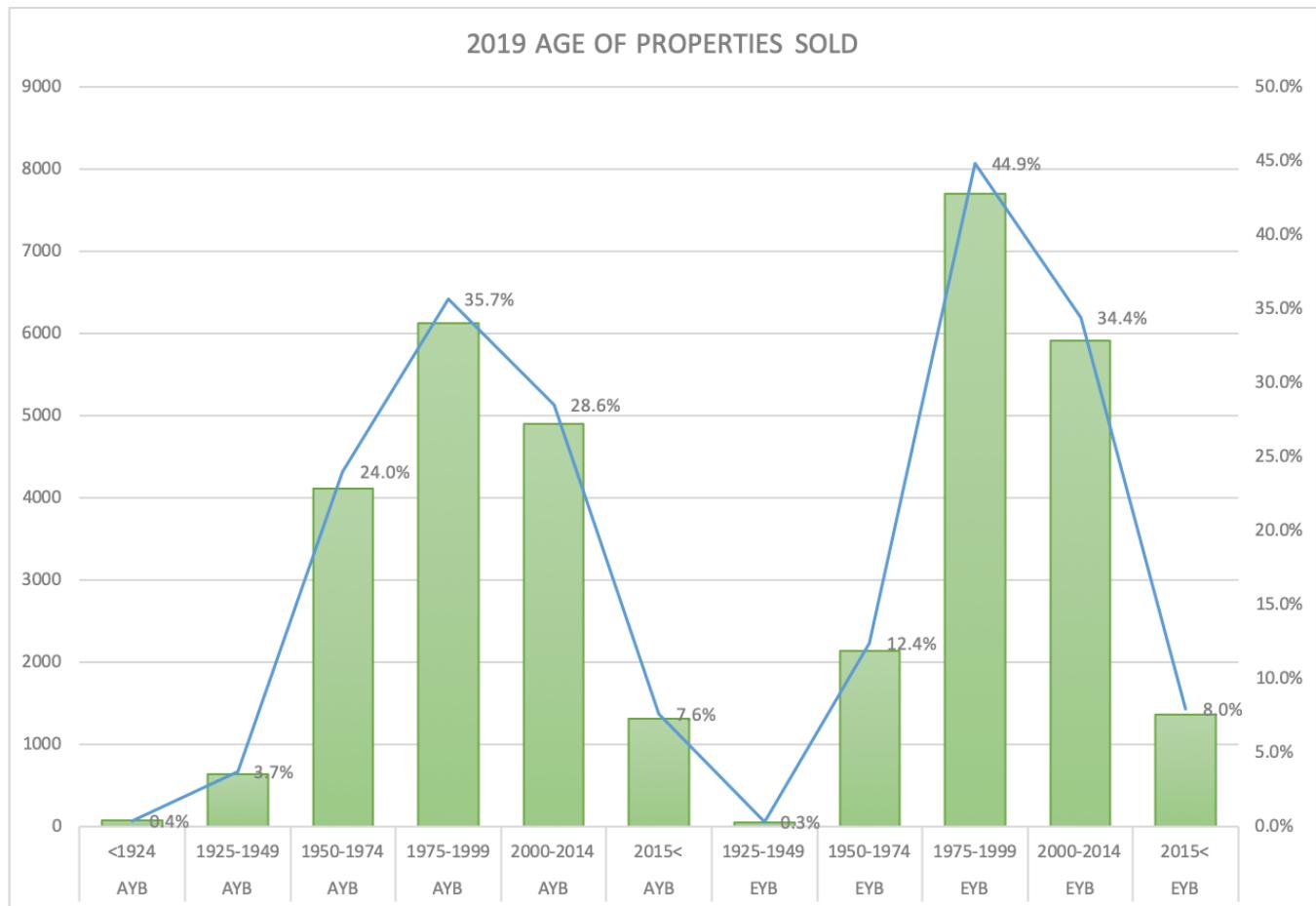
Since 2015, the size of single family homes sold in Orange County increased by 4% to the median of 1,926 square feet. In 2019, the largest homes sold in the west and southeast of Orange County. In the west, 34786 zip code ranked number one with a median size of 3,026 and a median sales price of \$500,000; and was followed by 32836 at a median size of 2,788 and 34787 at 2,541. In the south and southeast, home sizes ranged from 2,313 in 32828 to 2,541 in 32832 at a median price between \$315,000 and \$438,000. The only area in the central county that stands out for its larger homes is 32814, which is the Baldwin Park area, with a median size of 2,635 square feet and a median sales price of \$609,000.

Year	Median Square Feet
2015	1850
2016	1842
2017	1860
2018	1857
2019	1874
2020	1926



2019 Median Size by Zip Code: <https://rpubs.com/tpubapp/sfbyzipcode2019>

The median age of the homes sold in 2019 was 26 years old. Out of all properties sold, 38% experienced some type of renovation before the sale - with about 20% being significantly renovated and 5% majorly renovated.⁷ Seven out of ten properties built prior to 1974 went through a significant or major renovation. That is also evident by comparing the graphs listing actual and effective ages of properties sold. About 36% of properties sold were under 20 years old. About 7.6% were less than 5 years old. Another 36% sold were built between 1975 and 1999.



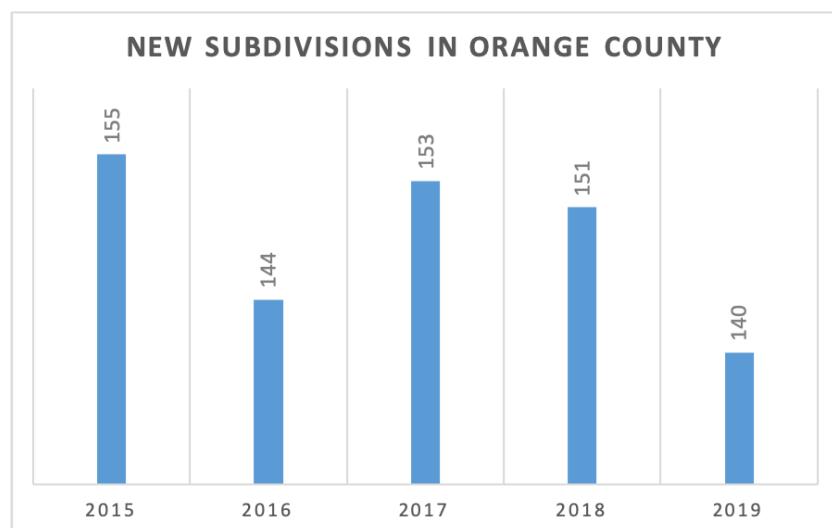
⁷ OCPA identifies properties that have undergone significant renovations and assigns a new effective year built (EYB) in addition to an actual year built (AYB). Properties with 10 years or more adjustment are identified as “significant” and 30 years or more as “major.”

New Construction

In 2019, 4,888 new single-family homes were built in Orange County. Compared to the previous two years, the number of new homes built declined by 4.3% and 2.2% respectively. However, it is still higher than the 2015 total of 3,844. Interestingly, the new homes built are larger with a median of 2,650 square feet, 4 bedrooms and 3 bathrooms, with 64% being two story homes. From new homes constructed in 2019, 74% were sold the same year at a median price of \$388,250.

Nearly 54%, or 2,637, homes were built in Unincorporated Orange County in 2019. That is 582 homes fewer than last year. However, Orlando recorded a nearly 22% increase in the number of new homes built and reached a total of 753. Ocoee topped the list with 527 new homes built adding 58% to its 2018 new construction count.

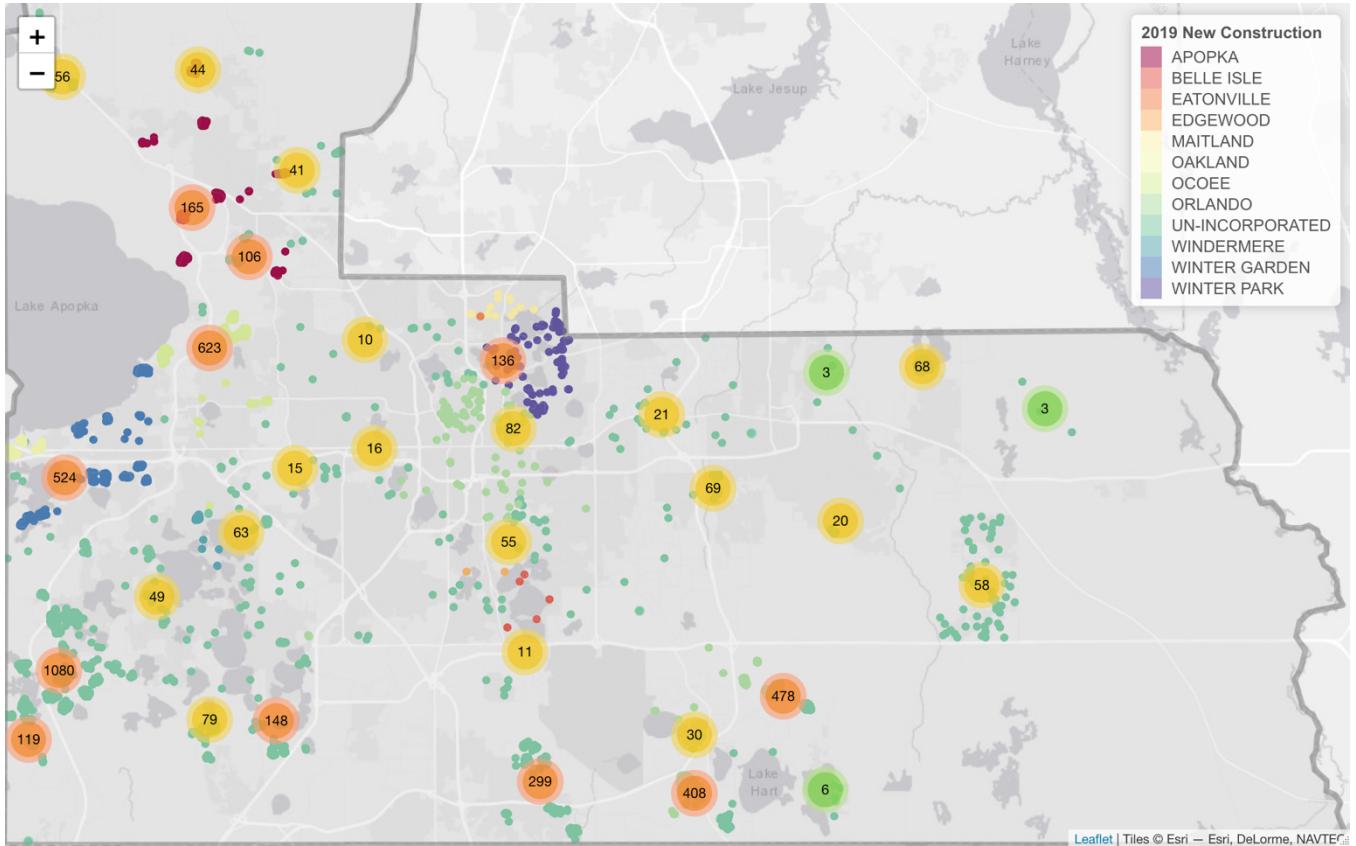
In the last five years, 743 subdivisions were platted by the Orange County Property Appraiser's. In 2019 and 2018 tax years, 140 and 151 respectively were platted. While 2019 had the lowest number in the last five years, over 4,300 new lots were platted in single-family home subdivisions. Notable subdivisions include Horizon West's Waterleigh⁸ with 896 lots and Lake Nona's Laureate Park⁹ with 202 lots and Starwood¹⁰ with 163 lots.



⁸ WATERLEIGH PHASES 3B, 3C, AND 3D (ORG), WATERLEIGH PHASE 3A (ORG), WATERLEIGH PHASE 2D (ORG), WATERLEIGH PHASE 2C-2 AND 2C-3 (ORG), WATERLEIGH PARCELS 10 AND 11, PHASE 1 (ORG)

⁹ LAUREATE PARK PHASE 4 (ORL), LAUREATE PARK PHASE 5B FIRST AMENDMENT (ORL)

¹⁰ STARWOOD PHASE N-1A (ORL), STARWOOD PHASE N-1A REPLAT (ORL)



2019 New Construction: <https://rpubs.com/tpubapp/sfnewconstruction2019>

The southwest area of Orange County continues to be the most popular area for new construction with nearly 25% of all new construction happening there (1,199 homes). Neighborhoods in that location continue to be hot spots – for example, in 2019, Horizon West added 277 homes, Watermark added 234, and Latham Park - 108.

The southeast area by Lake Nona is the second most popular area with 922 new homes added (nearly 19%). These new homes were located in the neighborhoods like Laureate Park at Lake Nona (324 homes), Starwood (298 homes) and Live Oaks (178 homes).

Also notable is the Ocoee's area which includes Ocoee High, West Orange Park and Lake Sims surrounding areas where 486 new homes were built.¹¹

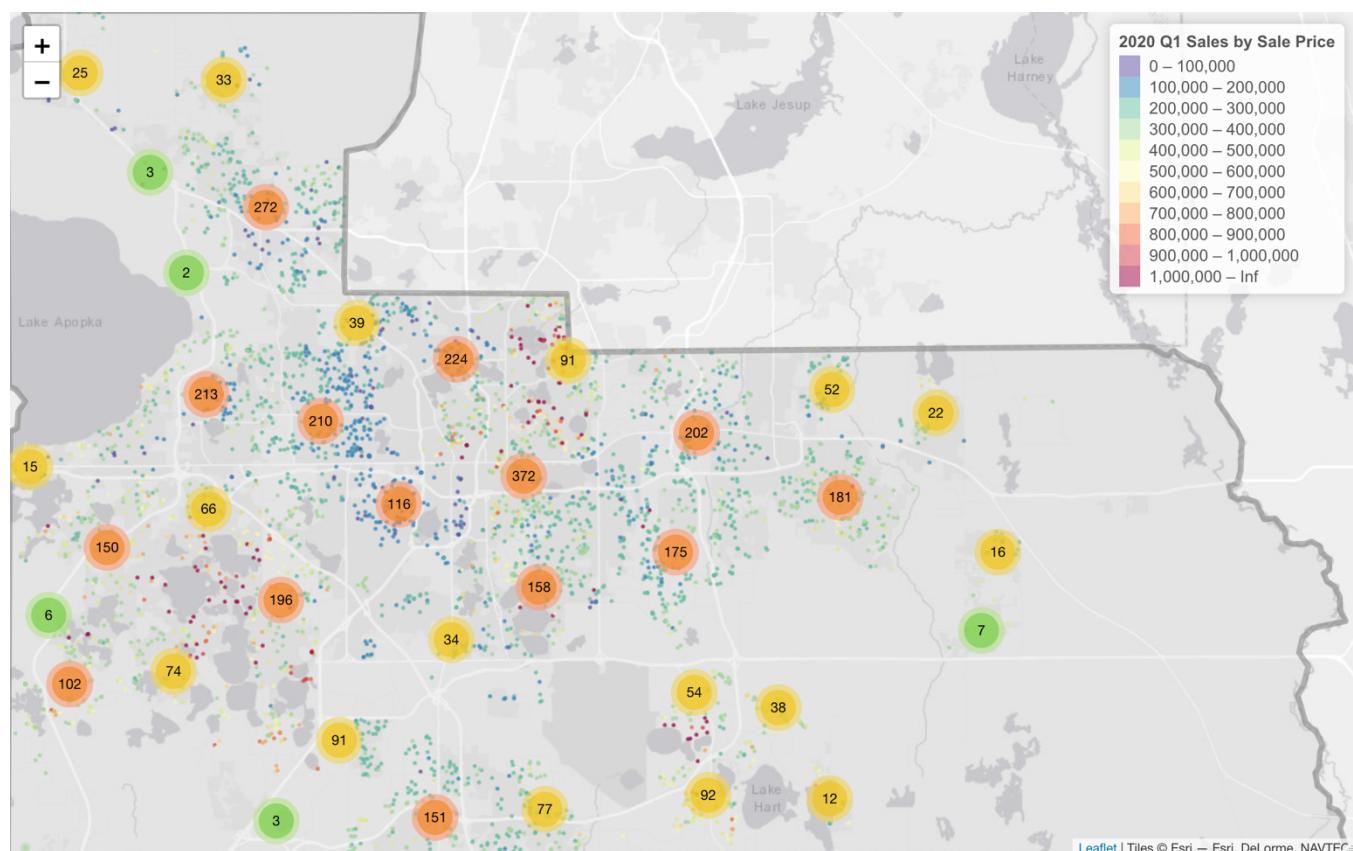
¹¹ Data provided is for new homes built within OCPA neighborhoods of Ocoee High (97), West Orange Park (94), Ingram (159), Kingston Manor (126).

First Quarter of 2020

Finally, a look at 2020 to see the overall sales volume in quarter one as it compares last year, analyze the number of sales and the median sales prices, review where the most sales occurred and determine what impact if any COVID-19 had on sales of residential single family homes through the end of March 2020.

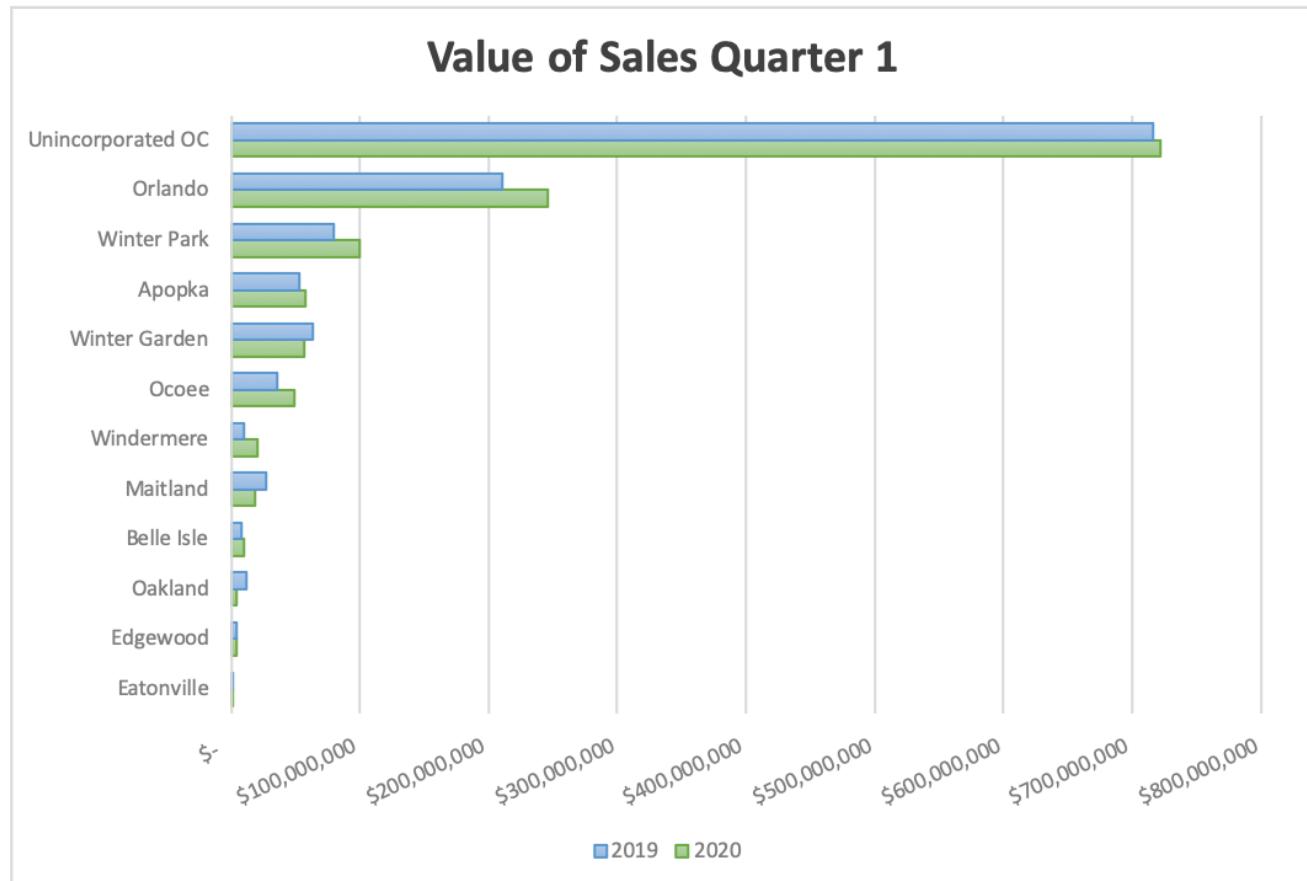
In the first quarter of 2020, Orange County sales volume rose by 6% to \$1.29 billion, while the number of transactions declined by 2% to 3,575 total transactions. The median sales price in the first quarter of 2020 was \$300,000, the highest in the last five years. Compared to the first quarter of the previous year, it increased by 9%. That substantial increase in the median price explains the increasing sales volume trend when the number of transactions declined.

About third of all sales in the first quarter took place in the central area of Orange County, including north Orlando, Winter Park, south Maitland, and Unincorporated Orange County. The second most popular area, which represented about a quarter of sales, was the northwest area of the county which encompasses Winter Garden, Ocoee, Apopka, and Unincorporated Orange County. The west side of county came in third with about 528 properties sold.



When analyzing jurisdictional sales, seven out of twelve jurisdictions experienced a decline in the number of single-family home sales with Unincorporated Orange County leading the group at negative

94 sales. On the contrary, other jurisdictions such as Orlando and Ocoee experienced some gain adding 23 (up 4%) and 26 (up 20%) home sales respectively. Pictured in the following graph, Unincorporated Orange County's sales value increased by \$5.9 million. That is a modest increase compared to Orlando's additional \$35.4 million and Winter Park's \$20.6 million.



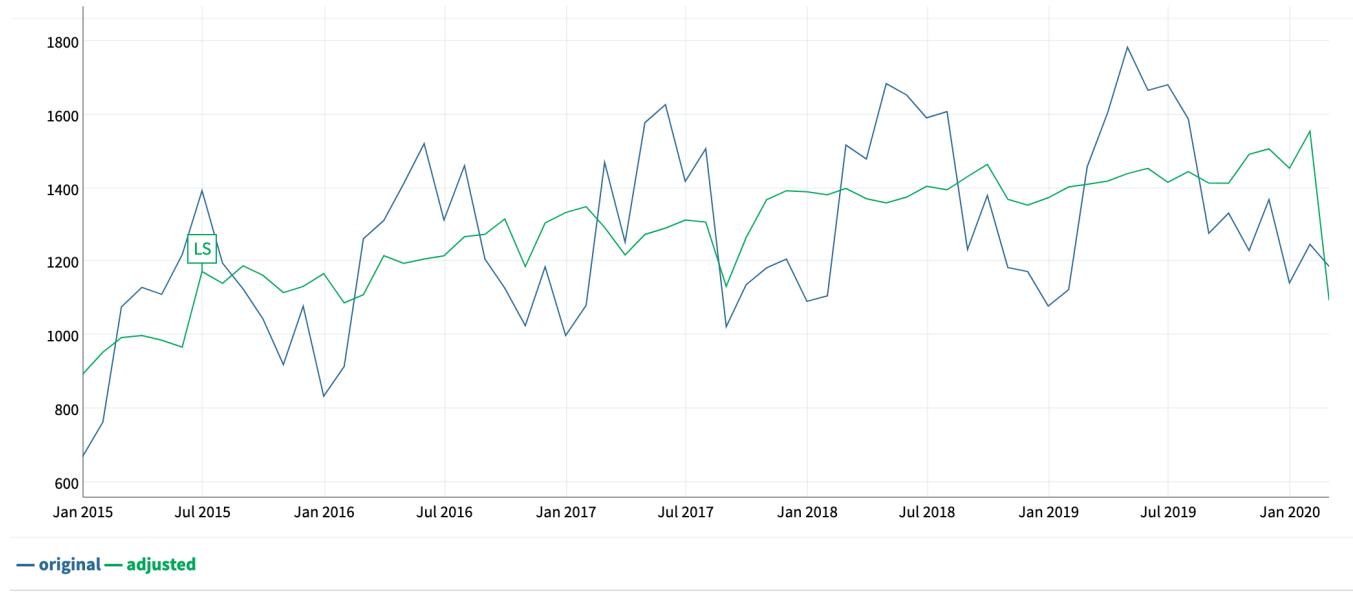
To better understand the sales trends in the first quarter of 2020, the data set was seasonally adjusted to depict the overall trends.¹² Based on the adjusted model¹³, the number of sales had significantly decreased by the end of the quarter. While the actual monthly decline in the number of sales in March has been 5%, the seasonally adjusted number signals a 30% decline largely introduced by the irregular component¹⁴ of the model. Since the beginning of the year, the adjusted quarter one 2020 number of sales has been trending positive at 3%. When comparing quarter one 2020 to quarter one 2019 data, the

¹² Seasonal adjustment is the process of estimating and removing seasonal effects from data. The data set was adjusted using X-13ARIMA-SEATS the seasonal adjustment software currently used by the Census Bureau. More information can be found at <https://www.census.gov/srd/www/x13as/>. ARIMA is an acronym for Auto Regressive Integrated Moving Average and SEATS stands for Signal Extraction in ARIMA Time Series.

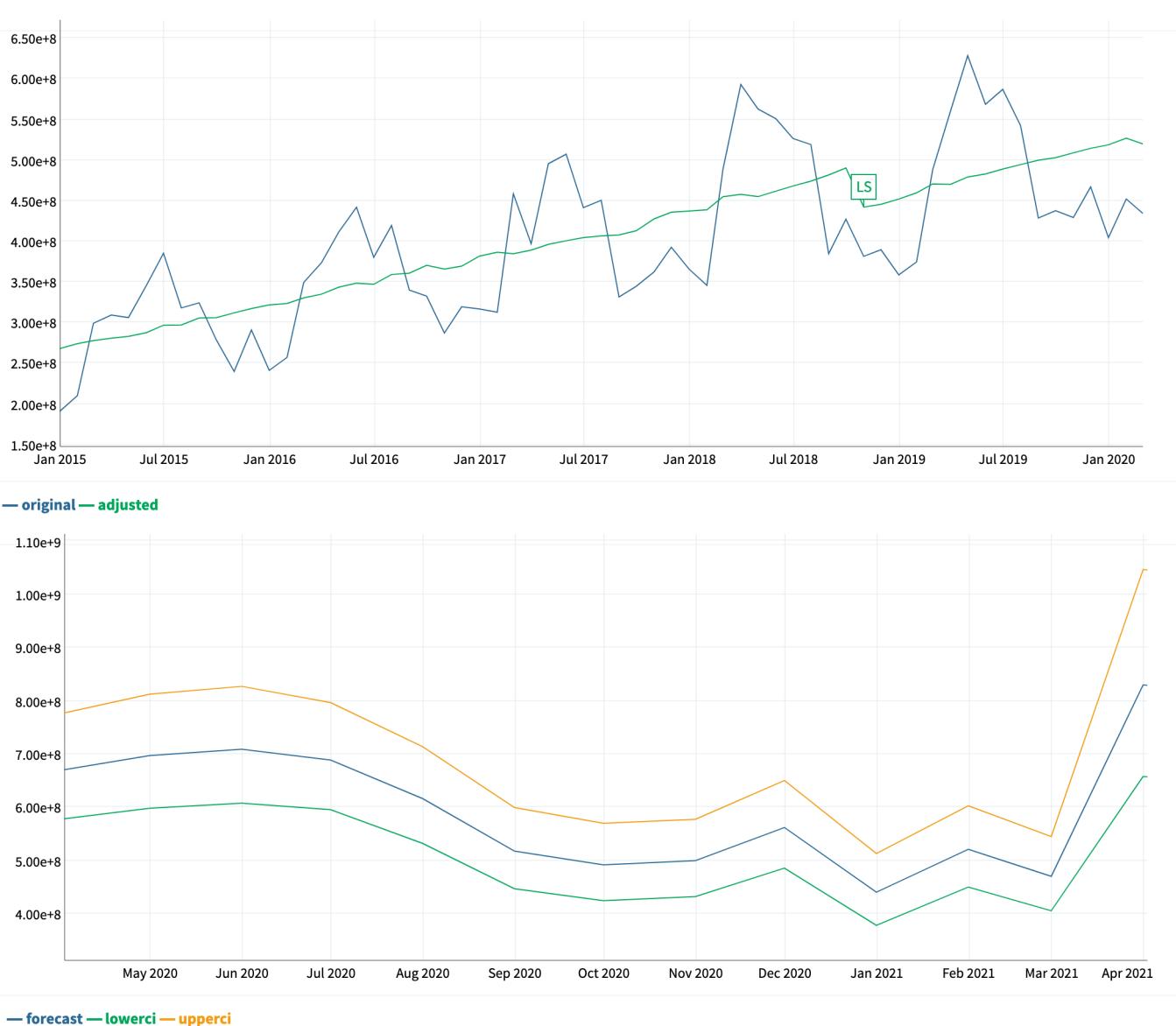
¹³ Seasonal X-13ARIMA-SEATS interface is used. More information can be found on <http://www.seasonal.website/>.

¹⁴ Irregular component is anything not included in the trend or seasonal series. It could arise from data errors, unseasonable weather or natural disasters such as pandemic.

unadjusted and adjusted data indicates a similar decline of 2%. Considering the uncertainty introduced due to COVID-19, at this time using the model to forecast future trends will not be a reliable interpretation of this analysis and therefore omitted from this study. The graph below is presented for reference only purposes.



While we have seen an actual increase in sales volume by 6%, the seasonally adjusted data shows that the sales volume was flat in the first quarter of 2020. Even though, the adjusted quarter one sales have been trending positive at 2%, a drastic change in the irregular component introduced in March has flattened the growth. Similarly to above, the forecast is displayed for visual interpretation only.



Conclusion

Orange County's market for single-family homes has enjoyed robust positive growth over the last five years, and it appears to have experienced low single-digit growth into the first quarter of this year. By some metrics, the area is experiencing a cooling down period where we see decreases in growth even prior to COVID-19. To be sure, such corrections can be expected, especially after five years of positive growth. What remains to be seen is the lasting effect of the economic slowdown necessitated by the region's reaction to the threat of the coronavirus. With Orange County's economy driven largely by the tourism sector, some impact will be felt but it is too soon to know the extent of the damage or to predict the time it will take to recover.