

# Tampa MSA New Home Sales Report

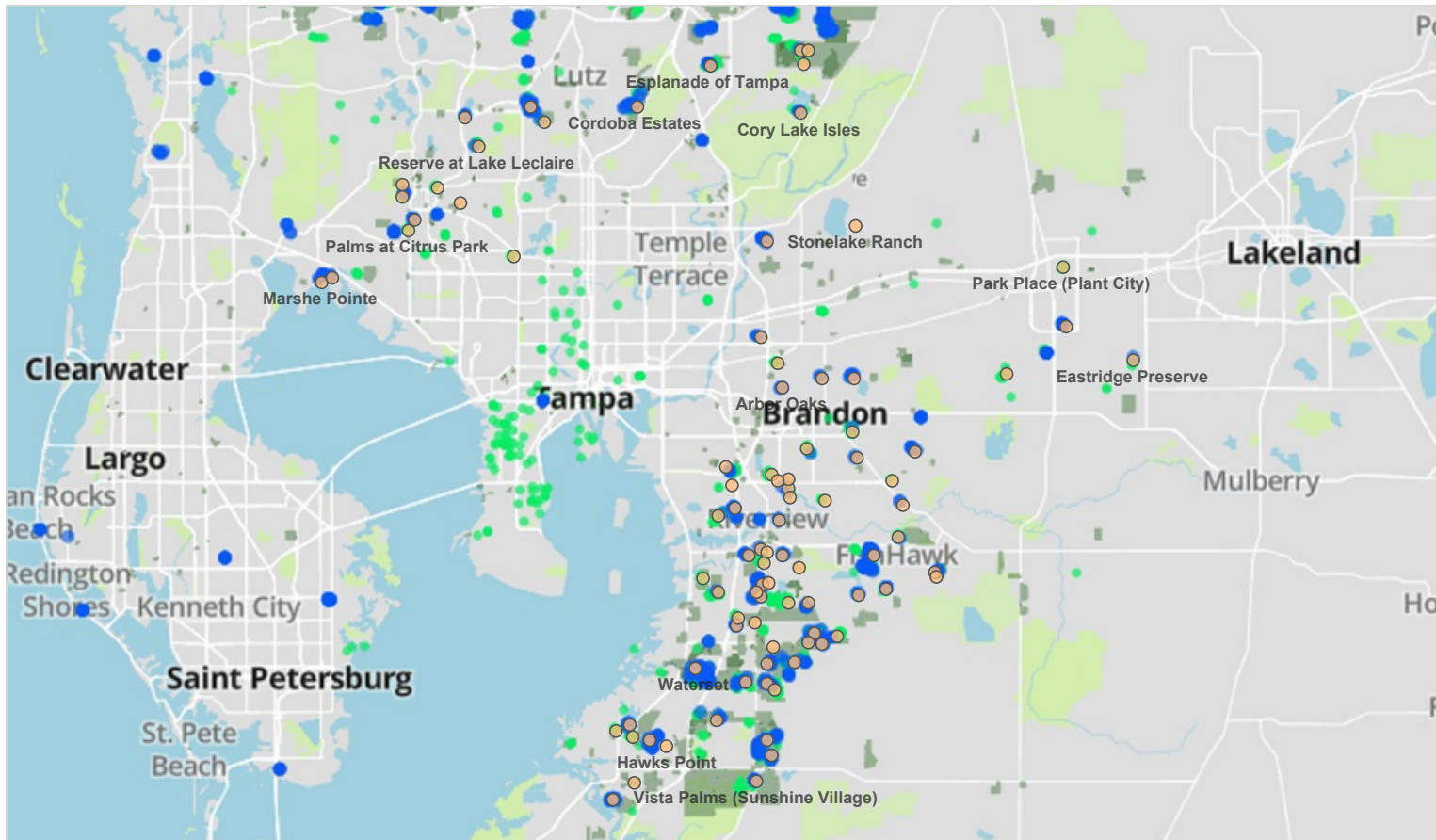
Closed Sales Updated Through 5/31/2017



Utilize the filters along the right side of the page to refine your search. Upon adjustment the associated page and subsequent tabs will adjust accordingly. Click on the associated tab to inspect results. Note throughout these tables, data is embedded within each graph and can be accessed by hovering over the data point. The data herein includes closed new home data over the past full five (5) quarters as well as all remaining vacant developed lot inventory. Landmark Reports attempts to identify new/proposed communities prior to being platted and provide descriptions for you the user. To see vacant developed lot inventory and proposed lots by submarket, community, or builder utilize the tabs marked 'Performance'. Ensure the date range has not been adjusted.

## Map Search of Tampa MSA Subdivisions

Hover over map to activate map tools. Select areas to zoom in and search.



Select Filters Below:

**Sale Date**

7/1/2016 to 12/31/2016

**County**

Hillsborough

**Submarket**

All

**Community**

All

**Builder**

All

**Model**

All

**Sale Price**

All values

**HSF**

All values

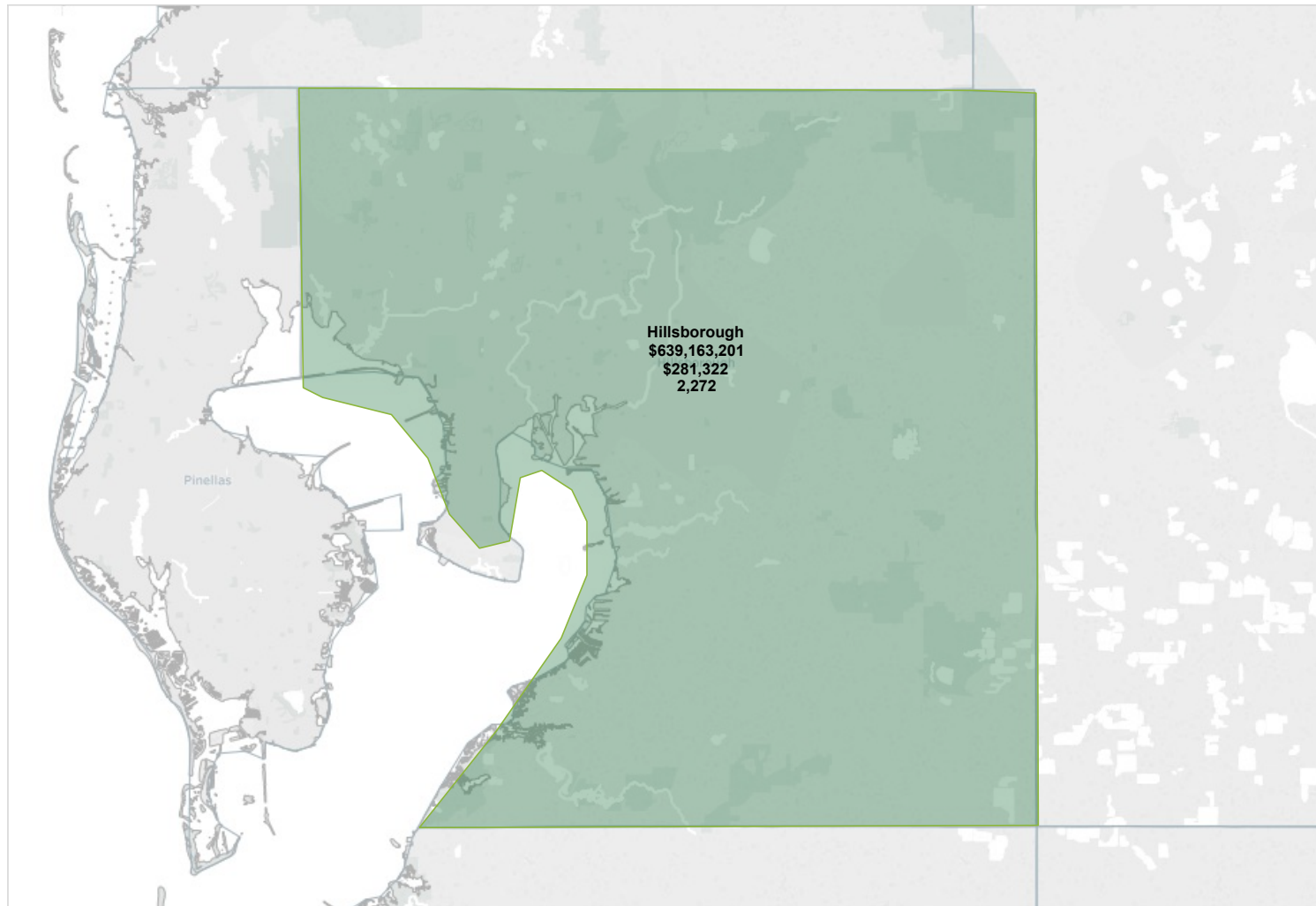
**F.F.**

All values

# Tampa MSA New Home Sales Report

Closed Sales Updated Through 5/31/2017

The county map below provides an overview for each county. Data provided is based upon 'Closed' new home sales only. Data presented reflects Aggregate Closings, Mean Closing Price Point, and Typical (Mean) size of the closed New Home. *The data you are viewing is filtered based upon your selections and can be adjusted on any page.*



### Select Filters Below:

#### Sale Date

7/1/2016 to 12/31/2016

#### County

Hillsborough

#### Submarket

All

#### Community

All

#### Builder

All

#### Model

All

#### Sale Price

All values

F.F.  
All values

HSF  
All values

## Tampa MSA Submarket Overview - Last 15 Months

### Closed Sales Updated Through 5/31/2017

The table below provides an overview for each defined county (quarter over quarter). Data provided is based upon 'Closed' new home sales only. Data includes the number of closings, aggregate closings (Dollar Amounts), average closing price point, heated SF (HSF), price point/HSF, size of the closed new home lot, lot purchase price point, price per frontage foot, and lot to lot home package ratio. This data does not reflect S. Tampa Infill spot lots or small communities scattered outside major markets. *The data you are viewing is filtered based upon your selections and can be adjusted on any page.*

County (Lot!..	2016 Q3	2016 Q4	Grand Total
Hillsborough # of Closings	1,017	1,255	2,272
Aggregate Closings	\$289,660,018	\$349,503,183	\$639,163,201
Avg. Closed Price Point	\$284,818	\$278,489	\$281,322
Avg. HSF Closed Homes	2,353	2,297	2,322
Mean Price/HSF	\$121.06	\$121.25	\$121.16
Mean Frontage Closed New Home	51	48	49
Avg. Lot Purchase Price Point	\$61,603	\$58,573	\$59,957
Avg. Price Per Front Foot	\$1,212	\$1,223	\$1,218
Lot/Lot Home Ratio	21.63%	21.03%	21.31%

Select Filters Below:

#### Sale Date

7/1/2016 to 12/31/2016

#### County

Hillsborough

#### Submarket

All

#### Community

All

#### Builder

All

#### Model

All

#### Sale Price

All values

#### HSF

All values

#### F.F.

All values

## Tampa MSA Submarket Overview - Last 15 Months

Closed Sales Updated Through 5/31/2017

The table below provides an overview for each defined submarket (quarter over quarter). Data provided is based upon 'Closed' new home sales only. Data includes the number of closings, aggregate closings (Dollar Amounts), average closing price point, heated SF (HSF), price point/HSF, size of the closed new home lot, lot purchase price point, price per frontage foot, and lot to lot home package ratio. *The data you are viewing is filtered based upon your selections and can be adjusted on any page.*

Sub-Market	2016 Q3	2016 Q4	Grand Total	
Citrus Park/NW Tampa	# of Closings	46	91	137
	Aggregate Closings	\$17,958,915	\$36,631,069	\$54,589,984
	Avg. Closed Price Point	\$390,411	\$402,539	\$398,467
	Avg. HSF Closed Homes	2,631	2,628	2,629
	Mean Price/HSF	\$148.41	\$153.19	\$151.59
	Mean Frontage Closed New Home	53	49	51
	Avg. Lot Purchase Price Point	\$144,216	\$125,333	\$131,627
	Avg. Price Per Front Foot	\$2,722	\$2,535	\$2,598
	Lot/Lot Home Ratio	36.94%	31.14%	33.03%
I-4/Plant City	# of Closings	21	28	49
	Aggregate Closings	\$5,793,113	\$5,984,309	\$11,777,422
	Avg. Closed Price Point	\$275,863	\$213,725	\$240,356
	Avg. HSF Closed Homes	2,304	1,992	2,143
	Mean Price/HSF	\$119.74	\$107.31	\$112.16
	Mean Frontage Closed New Home	76	61	68
	Avg. Lot Purchase Price Point	\$118,733	\$16,000	\$101,611
	Avg. Price Per Front Foot	\$1,558	\$260	\$1,500
	Lot/Lot Home Ratio	43.04%	7.49%	42.28%
South Hillsborough	# of Closings	919	1,088	2,007
	Aggregate Closings	\$252,668,070	\$286,700,783	\$539,368,853
	Avg. Closed Price Point	\$274,938	\$263,512	\$268,744
	Avg. HSF Closed Homes	2,325	2,250	2,284
	Mean Price/HSF	\$118.27	\$117.13	\$117.65
	Mean Frontage Closed New Home	50	47	48
	Avg. Lot Purchase Price Point	\$59,153	\$56,400	\$57,659
	Avg. Price Per Front Foot	\$1,188	\$1,207	\$1,198
	Lot/Lot Home Ratio	21.52%	21.40%	21.45%
Wes Chapel/New Tampa	# of Closings	31	48	79
	Aggregate Closings	\$13,239,920	\$20,187,022	\$33,426,942
	Avg. Closed Price Point	\$427,094	\$420,563	\$423,126

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All

**Community**  
All

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**      **F.F.**  
All values      All values

# Tampa MSA Community Performance Report

## Closed Sales Updated Through 5/31/2017

The table below provides an overview for each defined submarket (aggregate or average). Data provided is based upon 'Closed' new home sales only. Data includes the average HOA and CDD per annum, number of closings, remaining Vacant Developed Lots and or non-closed new homes (quick move ins/inventory), under construction and/or to be developed in next 12 months, average lot purchase price point, average closed new home price point, and lot to lot home package ratio.

*The data you are viewing is filtered based upon your selections and can be adjusted on any page. (NOTE: if Rem. VDL and Under Cons. are empty/blank ensure Sale Date Filter is completely open)*



Sub-Market	Avg. HOA/Ann	Avg. CDD/Ann	# of Closings	Rem. VDL and/or Non-Closed New Homes	Under Cons. and/or Near Future	Mean Frontage Closed New Home	Avg. Price Per Front Foot	Avg. Lot Purchase Price Point	Avg. HSF Closed Homes	Avg. Closed Price Point	Lot/Lot Home Ratio
Citrus Park/NW Tampa	\$1,950		137			51	\$2,598	\$131,627	2,629	\$398,467	33.03%
I-4/Plant City	\$755		49			68	\$1,500	\$101,611	2,143	\$240,356	42.28%
South Hillsborough	\$853	\$1,647	2,007	4		48	\$1,198	\$57,659	2,284	\$268,744	21.45%
Wes Chapel/New Tampa	\$2,267	\$3,008	79			63	\$1,082	\$67,606	2,843	\$423,126	15.98%
Grand Total	\$970	\$1,677	2,272	4		49	\$1,218	\$59,957	2,322	\$281,322	21.31%

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All

**Community**  
All

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**      **F.F.**  
All values      All values

# Tampa MSA Community Overview - Last 15 Months

## Closed Sales Updated Through 5/31/2017

The table below provides an overview for each defined community (quarter over quarter). Data provided is based upon 'Closed' new home sales only. Data includes the number of closings, inventory/QMIs closed, aggregate closings (Dollar Amounts), average closing price point, heated SF (HSF), price point/HSF, size of the closed new home lot, lot purchase price point, price per frontage foot, and lot to lot home package ratio. *The data you are viewing is filtered based upon your selections and can be adjusted on any page.*



Community		2016 Q3	2016 Q4	Grand Total
Arbor Oaks	# of Closings	2	9	11
	Closed Inventory/QMI	1	2	3
	Aggregate Closings	\$914,188	\$4,141,171	\$5,055,359
	Avg. Closed Price Point	\$457,094	\$460,130	\$459,578
	Avg. HSF Closed Homes	3,221	4,175	4,039
	Mean Price/HSF	\$141.91	\$110.21	\$113.79
	Mean Frontage Closed New ..	70	70	70
	Avg. Lot Purchase Price Poi..			
	Avg. Price Per Front Foot			
	Lot/Lot Home Ratio			
Arbor Reserve Estates	# of Closings	1		1
	Closed Inventory/QMI	1		1
	Aggregate Closings	\$556,200		\$556,200
	Avg. Closed Price Point	\$556,200		\$556,200
	Avg. HSF Closed Homes	4,236		4,236
	Mean Price/HSF	\$131.32		\$131.32
	Mean Frontage Closed New ..	81		81
	Avg. Lot Purchase Price Poi..	\$108,946		\$108,946
	Avg. Price Per Front Foot	\$1,353		\$1,353
	Lot/Lot Home Ratio	19.59%		19.59%
Avelar Creek	# of Closings	7		7
	Closed Inventory/QMI	7		7
	Aggregate Closings	\$1,247,310		\$1,247,310
	Avg. Closed Price Point	\$178,187		\$178,187
	Avg. HSF Closed Homes	1,709		1,709
	Mean Price/HSF	\$104.24		\$104.24
	Mean Frontage Closed New ..	24		24
	Avg. Lot Purchase Price Poi..	\$17,500		\$17,500
	Avg. Price Per Front Foot	\$721		\$721
	Lot/Lot Home Ratio	9.82%		9.82%
Avery Park	# of Closings	7	9	16

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All

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All

**Model**  
All

**Sale Price**  
All values

**HSF**      **F.F.**  
All values      All values

# Tampa MSA Community Performance Report

Closed Sales Updated Through 5/31/2017

The table below provides an overview for each defined community (aggregate or average). Data provided is based upon 'Closed' new home sales only. Data includes the average HOA and CDD per annum, number of closings, remaining Vacant Developed Lots and or non-closed new homes (quick move ins/inventory), under construction and/or to be developed in next 12 months, average lot purchase price point, average closed new home price point, and lot to lot home package ratio. *The data you are viewing is filtered based on your selections and can be adjusted upon any page.* (NOTE 1: If Rem. VDL and Under Cons. are empty/blank ensure Sale Date Filter is completely open)(NOTE 2: In Hillsborough and Pasco County; Total Developed Lots for Communities such as 7 Oaks, Ayersworth Glen, and Fishhawk Ranch only reflect Total Developed Lots since 2012. All other communities should reflect Total Developed Lots Correctly).



Community	Avg. CDD/Ann	Avg. HOA/Ann	# of Closings	Rem. VDL and/or Non-Closed New Homes	Under Cons. and/or Near Future	Closed Inventory/ QMI	Mean Frontage Closed New Home	Avg. Price Per Front Foot	Avg. Lot Purchase Price Point	Avg. HSF Closed Homes	Avg. Closed Price Point	Lot/Lot Home Ratio
Waterset	\$2,084	\$77	144			46	51	\$1,080	\$55,440	2,382	\$306,932	18.06%
Fishhawk Ranc..	\$1,680	\$833	114			23	47	\$1,231	\$58,063	2,351	\$338,571	17.15%
Oak Creek	\$940	\$212	105			10	27			1,622	\$177,850	
Valencia Lakes		\$4,030	85			24	53			2,274	\$393,600	
Ayersworth Glen	\$1,754	\$85	82	3		45	52	\$809	\$41,743	2,218	\$218,585	19.10%
Hawks Point	\$1,010	\$992	77			67	39			1,991	\$208,223	
Belmont	\$1,508	\$88	70			62	48	\$1,100	\$53,271	2,426	\$258,524	20.61%
Lucaya Lake Cl..	\$1,752	\$708	63			14	58	\$1,101	\$63,859	2,590	\$296,650	21.53%
DG Farms Sout..	\$1,689	\$540	59			41	55	\$997	\$54,575	2,350	\$247,453	22.05%
South Fork	\$1,714	\$537	55			20	58	\$1,034	\$59,681	2,981	\$318,229	18.75%
Magnolia Park	\$256	\$1,284	53			9	40			1,866	\$231,307	
Vista Palms (Su..	\$1,554	\$686	53			36	45			2,205	\$203,051	
Waterleaf	\$1,973	\$540	51			30	57	\$1,195	\$67,589	2,775	\$327,329	20.65%
Hidden Oaks To..		\$2,244	49			25	31			2,166	\$248,168	
Cypress Creek	\$1,343	\$1,549	48			39	45	\$719	\$32,634	2,115	\$204,730	15.94%
La Collina	\$1,303	\$1,224	47			22	48	\$1,477	\$70,388	2,760	\$340,838	20.65%
Esplanade of Ta..		\$3,177	46			4	54			2,189	\$366,495	
Harvest Creek V..			46			8	19			1,588	\$172,321	
Carriage Pointe ..	\$1,896	\$108	45			13	49	\$754	\$36,881	2,013	\$213,914	17.24%
Ballentrae	\$1,825	\$60	44			35	50	\$823	\$41,172	2,532	\$260,885	15.78%
Riverbend West	\$2,000	\$314	43	1		29	53			2,110	\$192,780	
The Sanctuary		\$612	38			17	40			1,867	\$209,781	
Magnolia Green		\$490	34			21	60			1,890	\$202,964	
Park Creek	\$1,939	\$45	33			17	55	\$1,145	\$62,452	2,296	\$250,433	24.94%
Mariposa (Gorn..		\$1,380	32			5	60	\$1,413	\$84,750	3,098	\$403,917	20.98%
Riverview Mead..		\$600	31			19	50			2,217	\$243,433	
Southgate			22			1	50			1,570	\$187,110	

Select Filters Below:

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7/1/2016 to 12/31/2016

**County**  
Hillsborough

**Submarket**  
All

**Community**  
All

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**  
All values

**F.F.**  
All values

# Tampa MSA Community Velocity Report

Closed Sales Updated Through 5/31/2017

The table below reflect individual new home closings (velocity) by community over the indicated period of time. *The data you are viewing is filtered based upon your selections.*



Community	Builder	2016						Total	Grand Total
		Jul	Aug	Sep	Oct	Nov	Dec		
Arbor Oaks	Taylor Morrison		1	1	1	3	5	11	11
	<b>Total</b>		1	1	1	3	5	11	11
Arbor Reserve Estates	Bloomingdale D..		0					0	0
	Sunrise Homes		1					1	1
	<b>Total</b>		1					1	1
Avelar Creek	DR Horton/Expre..	2		5				7	7
	<b>Total</b>	2		5				7	7
Avery Park	CalAtlantic			7			9	16	16
	<b>Total</b>			7			9	16	16
Ayersworth Glen	Adams Homes		1	1				2	2
	Lennar Homes	9	6	7	8	10	2	42	42
	LGI Homes	2	1	8	2	3		16	16
	Ryan Homes (NV..	3	4	3	4	5	3	22	22
	<b>Total</b>	14	12	19	14	18	5	82	82
Ballentrae	Lennar Homes	8	7	6	6	6	4	37	37
	LGI Homes		1	2	4			7	7
	<b>Total</b>	8	8	8	10	6	4	44	44
Bassett Creek	Mobley Homes				1	1	1	3	3
	<b>Total</b>				1	1	1	3	3
Bayou Pass Ph 3&4	Florida Home Pa..	0						0	0
	<b>Total</b>	0						0	0
Bayridge	Centex/Pulte/Div..		1	3	4	5	7	20	20
	<b>Total</b>		1	3	4	5	7	20	20
Bell Creek Preserve	William Ryan Ho..	2	1	9	1	4	4	21	21
	<b>Total</b>	2	1	9	1	4	4	21	21
Belmont	Lennar Homes	10	20	5	6	25	4	70	70
	<b>Total</b>	10	20	5	6	25	4	70	70
Brandon Preserve	William Ryan Ho..	2	3	1	1	1	2	10	10
	<b>Total</b>	2	3	1	1	1	2	10	10
Broadway Centre	Ryan Homes (NV..	2	5	3	6	6	5	27	27
	<b>Total</b>	2	5	3	6	6	5	27	27
Brooker Reserve	Weekley Homes	3		4	1		5	13	13

**Select Filters Below:**

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7/1/2016 to 12/31/2016

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Hillsborough

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All

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All

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**      **F.F.**  
All values      All values



# Tampa MSA Community Performance by Builder Report

## Closed Sales Updated Through 5/31/2017

The table below provides an overview for each defined home builder (quarter over quarter). Data provided is based upon 'Closed' new home sales only. Data includes the number of closings, inventory/QMIs closed, aggregate closings (Dollar Amounts), average closing price point, heated SF (HSF), price point/HSF, size of the closed new home lot, lot purchase price point, price per frontage foot, and lot to lot home package ratio. *The data you are viewing is filtered based upon your selections and can be adjusted on any page.*



Builder		2016 Q3	2016 Q4	Grand Total
Adams Homes	# of Closings	7	11	18
	Closed Inventory/QMI	6	3	9
	Aggregate Closings	\$1,470,541	\$2,355,750	\$3,826,291
	Avg. Closed Price Point	\$210,077	\$214,159	\$212,572
	Avg. HSF Closed Homes	1,795	1,828	1,815
	Mean Price/HSF	\$117.03	\$117.17	\$117.12
	Mean Frontage Closed New ..	50	50	50
	Avg. Lot Purchase Price Poi..	\$54,077	\$56,091	\$55,308
	Avg. Price Per Front Foot	\$1,082	\$1,122	\$1,106
Lot/Lot Home Ratio	25.74%	26.19%	26.02%	
Ashton Homes (Ashton Tampa)	# of Closings	8	2	10
	Closed Inventory/QMI		1	1
	Aggregate Closings	\$2,404,975	\$464,750	\$2,869,725
	Avg. Closed Price Point	\$300,622	\$232,375	\$286,973
	Avg. HSF Closed Homes	2,499	1,803	2,325
	Mean Price/HSF	\$120.30	\$128.88	\$123.44
	Mean Frontage Closed New ..	47	35	45
	Avg. Lot Purchase Price Poi..	\$55,360	\$43,887	\$53,065
	Avg. Price Per Front Foot	\$1,169	\$1,254	\$1,182
Lot/Lot Home Ratio	18.42%	18.89%	18.49%	
Beazer Homes	# of Closings	16	15	31
	Closed Inventory/QMI	4	4	8
	Aggregate Closings	\$4,651,998	\$4,708,957	\$9,360,955
	Avg. Closed Price Point	\$290,750	\$313,930	\$301,966
	Avg. HSF Closed Homes	2,447	2,603	2,523
	Mean Price/HSF	\$118.80	\$120.59	\$119.70
	Mean Frontage Closed New ..	57	55	56
	Avg. Lot Purchase Price Poi..	\$56,038	\$56,508	\$56,285
	Avg. Price Per Front Foot	\$991	\$1,035	\$1,012
Lot/Lot Home Ratio	19.27%	18.00%	18.64%	
Bloomingtondale	# of Closings	0		0

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**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**  
All values

**F.F.**  
All values

# Tampa MSA Home Builder Performance Report

Closed Sales Updated Through 5/31/2017

The table below provides an overview for each defined builder/lot owner (aggregate or average). Data provided is based upon 'Closed' new home sales only. Data includes the average HOA and CDD per annum, number of closings, remaining Vacant Developed Lots and or non-closed new homes (quick move ins/inventory), under construction and/or to be developed in next 12 months, average lot purchase price point, average closed new home price point, and lot to lot home package ratio. *The data you are viewing is filtered based upon your selections and can be adjusted on any page. (NOTE: if Rem. VDL and Under Cons. are empty/blank ensure Sale Date Filter is completely open)*



Builder	Closed Inventory/QMI	Rem. VDL and/or Non-Closed New Homes	Under Cons. and/or Near Future	Avg. Price Per Front Foot	Avg. Lot Purchase Price Point	Avg. HSF Closed Homes	Avg. Closed Price Point	Aggregate Closings
Lennar Homes	485	1		\$1,064	\$48,692	2,356	\$240,236	\$153,750,790
Taylor Morrison	34			\$2,557	\$112,173	2,071	\$290,923	\$68,948,801
DR Horton/Express Homes	143			\$1,300	\$59,077	2,011	\$224,681	\$52,350,610
Centex/Pulte/Divosta	43			\$1,242	\$50,184	1,965	\$230,997	\$38,807,518
CalAtlantic	63			\$915	\$51,204	2,494	\$336,313	\$55,827,897
Ryan Homes (NVR)	30	2		\$1,007	\$48,877	2,223	\$246,664	\$38,479,509
Homes by WestBay	16			\$1,218	\$73,350	2,947	\$387,719	\$44,199,982
Weekley Homes	34			\$1,260	\$72,619	2,703	\$390,415	\$35,137,363
GL Homes	24					2,274	\$393,600	\$33,455,975
KB Homes	6			\$1,015	\$50,400	2,072	\$229,299	\$15,821,608
William Ryan Homes	8			\$1,112	\$61,280	2,426	\$306,920	\$14,732,139
Meritage Homes	10			\$1,399	\$83,403	3,039	\$391,182	\$15,256,101
Beazer Homes	8			\$1,012	\$56,285	2,523	\$301,966	\$9,360,955
LGI Homes	11	1		\$770	\$39,114	1,852	\$217,300	\$5,649,800
Cardel Homes	8			\$1,248	\$79,431	3,007	\$451,388	\$9,930,544
K.Hovnanian	9			\$2,022	\$131,430	3,119	\$464,262	\$9,749,510
Neal Communities	11			\$1,153	\$51,074	1,761	\$260,178	\$5,203,561
Adams Homes	9			\$1,106	\$55,308	1,815	\$212,572	\$3,826,291
M/I Homes	2			\$1,956	\$109,000	3,727	\$414,843	\$6,637,486
Mattamy Homes	3					2,202	\$258,988	\$3,625,833
Ashton Homes (Ashton Tam..)	1			\$1,182	\$53,065	2,325	\$286,973	\$2,869,725
Inland Homes (IH Central)	4			\$1,092	\$69,880	2,524	\$265,591	\$2,655,906
Maronda Homes	2			\$881	\$45,286	2,029	\$212,455	\$1,487,184
Suarez Homes (Suarez Cent..)	5			\$1,098	\$65,857	2,668	\$254,763	\$1,783,342
G Street Development	2			\$200	\$16,000	2,394	\$269,818	\$1,349,089
Pioneer Homes (GGR CP)						2,425	\$362,691	\$1,813,457
Mobley Homes						2,959	\$384,961	\$1,154,883
Sabal Homes				\$1,801	\$174,139	4,337	\$654,163	\$1,962,489
Gauge Line Development							\$262,702	\$525,404

**Select Filters Below:**

**Sale Date**  
7/1/2016 to 12/31/2016

**County**  
Hillsborough

**Submarket**  
All

**Community**  
All

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**                      **F.F.**  
All values                      All values

# Tampa MSA Builder Velocity Report

Closed Sales Updated Through 5/31/2017

The table below reflect individual new home closings (velocity) by builder over the indicated period of time. *The data you are viewing is filtered based upon your selections.*



Builder	Community	2016						Total	Grand Total
		Jul	Aug	Sep	Oct	Nov	Dec		
Adams Homes	Ayersworth Glen		1	1				2	2
	Park Creek	1	3	1	3	3	5	16	16
Ashton Homes (Ashton Tampa)	Fishhawk Ranch West	2		2				4	4
	Waterset	1	1	2		1	1	6	6
Beazer Homes	Fishhawk Ranch West	3	3	3	1	4	5	19	19
	Reserve at Pradera	3	1	3	1	1	3	12	12
Bloomingtondale D..	Arbor Reserve Estates		0					0	0
BTL Ventures	Hidden Reserve						1	1	1
CalAtlantic	Avery Park			7			9	16	16
	Carriage Pointe South			3	2	1	10	16	16
	Cordoba Estates	1	2	3		3	5	14	14
	Fishhawk Ranch West			2	4	5	14	25	25
	Hixon Preserve	1		1	1	3	5	11	11
	Jackson Square Townho..				1	1		2	2
	Marshe Pointe				2	1	2	5	5
	Mirabay (Admiral Pointe)	2	2	2		4	7	17	17
	Promenade at Lake Park				2		7	9	9
	Shetland Ridge	1	1	12	1		1	16	16
	South Fork		2	4	1			7	7
	Waterleaf	1	2				2	5	5
	Waterset			3	2	3	2	10	10
	Waterstone Lakes	3	3	2	3		2	13	13
Cardel Homes	Fishhawk Ranch West	4	3		1	1	4	13	13
	PRESERVE AT FISHHAW..			2				2	2
	Waterset	1	3		1	1	1	7	7
Centex/Pulte/Div..	Bayridge		1	3	4	5	7	20	20
	DG Farms South (Seren)	3	2	3	1	4	2	15	15
	Fishhawk Ranch West			2		2	2	6	6
	Harvest Creek Village (M..	4	3	14	8	8	9	46	46
	Magnolia Park	3	11	13	11	7	8	53	53
	Starling Oaks			1		1		2	2
	The Highlands (Highland..	2	3	8	4	3	6	26	26

**Select Filters Below:**

**Sale Date**  
7/1/2016 to 12/31/2016

**County**  
Hillsborough

**Submarket**  
All

**Community**  
All

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**      **F.F.**  
All values      All values

# Tampa MSA Individual Closings Report

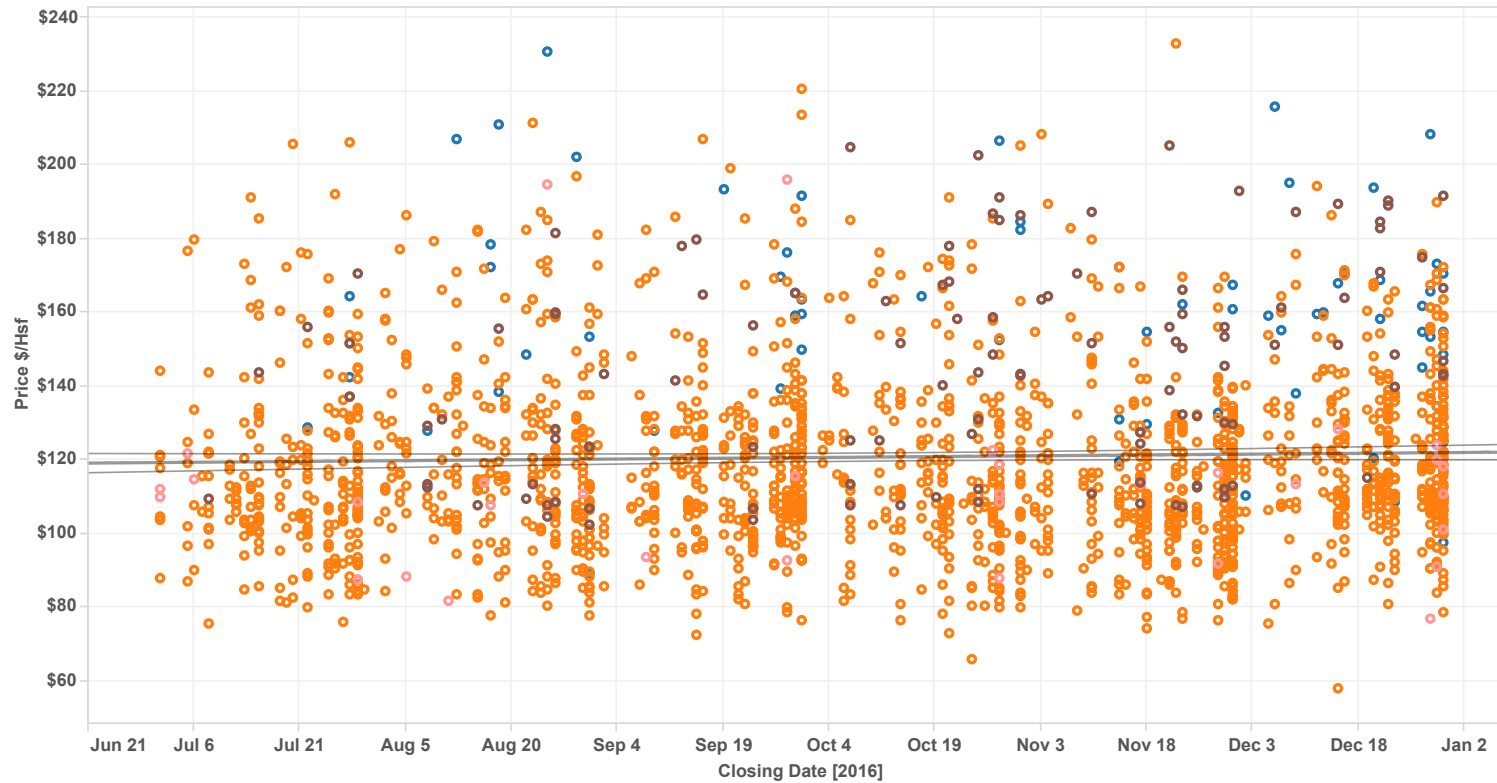
Closed Sales Updated Through 5/31/2017

The associated scatter graph reflects closed sales. Embedded in each mark is pertinent data associated with the specific closing. Sales are color coded by County. *The data you are viewing is filtered based upon your selections.*



- Submarkets**
- Citrus Park/NW Tampa
  - I-4/Plant City
  - South Hillsborough
  - Wes Chapel/New Tampa

Scattergraph of New Home Closings - Hover Over Points Below For Complete Details



**Select Filters Below:**

**Sale Date**  
7/1/2016 to 12/31/2016

**County**  
Hillsborough

**Submarket**  
All

**Community**  
Multiple values

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF**      **F.F.**  
All values      All values

# Tampa MSA Front Footage Report

Closed Sales Updated Through 5/31/2017

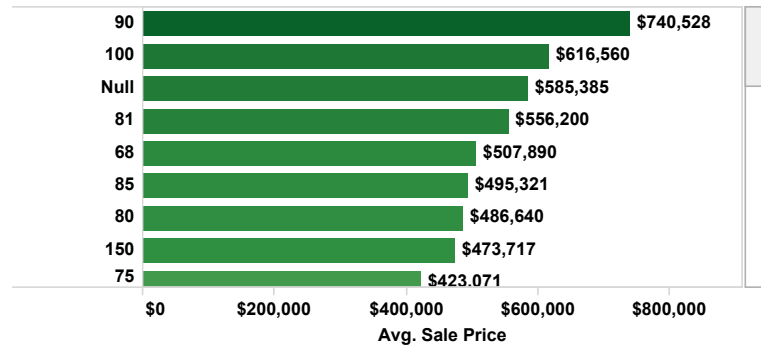
Bar graphs below reflect average closing price points and velocity of product selected on a Frontage Foot basis. The table below the bar graphs reflects various data points by lot size in the various communities actively selling. Note Under Construction Data is based upon review of recently completed permits and may not always indicate the proper lot count by frontage feet. It is subject to change once plated. *The data you are viewing is filtered based upon your selections.*



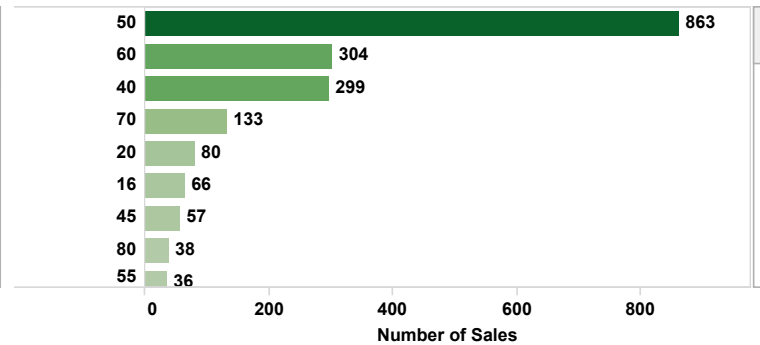
## Front Footage Data Table (Closed New Home Product)

Community	Builder	F.F.	# of Closings	Rem. VDL and/or Non-Closed New Homes	Under Cons. and/or Near Future	Avg. HSF Closed Homes	Avg. Closed Price Point	Avg. \$/Hsf	Avg. Lot Purchase Price Point	Avg. Price Per Front Foot
Arbor Oaks	Taylor Morrison	70	11			4,039	\$459,578	\$113.88		
Arbor Reserve Estates	Bloomington Developers	80	0			4,270			\$110,000	\$1,375
	Sunrise Homes	81	1			4,201	\$556,200	\$132.40	\$107,892	\$1,332
Avelar Creek	DR Horton/Express Homes	30	3			1,758	\$181,247	\$103.10	\$17,500	\$583
		20	4			1,673	\$175,893	\$105.14	\$17,500	\$875
Avery Park	CalAtlantic	20	8			1,435	\$173,711	\$121.14		
		32	8			1,551	\$197,855	\$127.57		
Ayersworth Glen	Adams Homes	50	2			1,635	\$194,846	\$119.17	\$50,520	\$1,010
	Lennar Homes	50	42			2,386	\$219,727	\$94.83		
	LGI Homes	60	2			2,526	\$236,450	\$95.02	\$44,820	\$747
		50	14	1		1,801	\$207,914	\$117.68	\$37,350	\$747
	Ryan Homes (NVR)	60	11	1		2,232	\$233,051	\$103.87	\$47,397	\$790
		50	11	1		2,121	\$214,408	\$104.73	\$39,526	\$791
Ballantree	Lennar Homes	50	27			2,659	\$264,700	\$102.92	\$44,250	\$827

## Average Sale Price based on Front Footage



## Number of Sales by Front Footage Size



Select Filters Below:

**Sale Date**  
7/1/2016 to 12/31/2016

**County**  
Hillsborough

**Submarket**  
All

**Community**  
All

**Builder**  
All

**Model**  
All

**Sale Price**  
All values

**HSF** All values      **F.F.** All values

# Tampa MSA Model Homes Report

Closed Sales Updated Through 5/31/2017

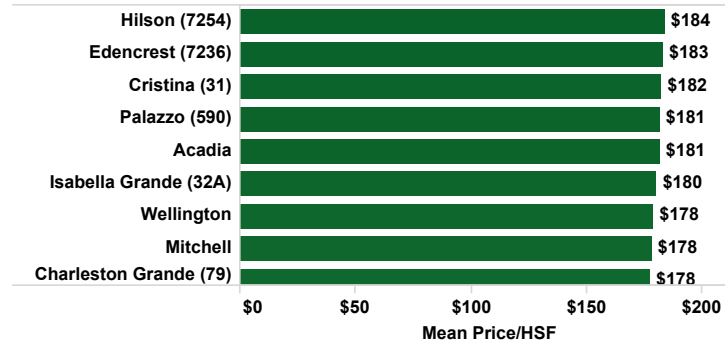
Bar graphs below reflect average closing price points on a per S.F. basis and total number of closings by model (if known/verified). The table below reflects pertinent data concerning the closed new homes by model in their respective communities by builder. NOTE: YOU MAY EXCLUDE NULLS (NON VERIFIED CLOSINGS). *The data you are viewing is filtered based upon your selections.*



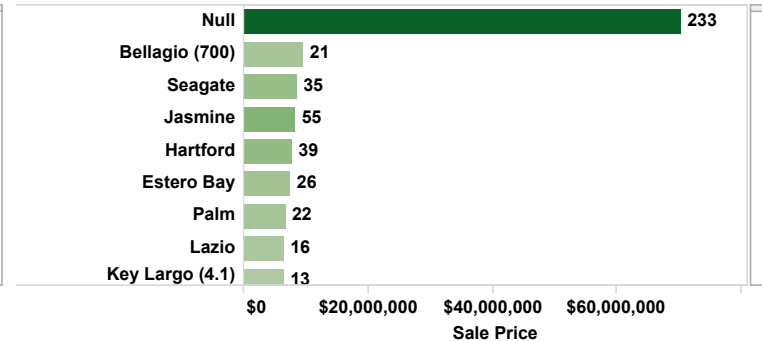
## Model Home Data Table

Model	Builder	Community	Mean Frontage Closed New Home	Avg. HSF Closed Homes	# of Closings	Avg. Closed Price Point	Aggregate Closings	Mean Price/HSF	
Null	CalAtlantic	Waterleaf	70	5,636	2	\$620,695	\$1,241,390	\$110	
	G Street Development	Park Place (Plant City)	80	2,394	5	\$269,818	\$1,349,089	\$113	
	Highland Holdings (Highlan..	Eastridge Preserve	150	2,333	2	\$289,542	\$579,083	\$124	
	Inland Homes (IH Central)	Reserve at Hunters Lake	67	2,643	3	\$302,432	\$907,295	\$114	
	K.Hovnanian	DG Farms South (Sereno)	60	2,734	2	\$288,109	\$576,217	\$105	
	Lennar Homes	Fern Hill (Summitt at Fern Hi..		50	1,841	3	\$233,290	\$699,870	\$127
			South Fork	60	3,858	1	\$337,790	\$337,790	\$88
			Ayersworth Glen	50	1,930	8	\$215,129	\$1,721,030	\$111
	Suarez Homes (Suarez Cent..	Bullfrog Creek Preserve	60	2,094	2	\$239,900	\$479,800	\$115	
	Taylor Morrison	Ladera		113	4,698	3	\$630,096	\$1,890,289	\$134
		Enclave at Channing Park		57	2,399	3	\$336,175	\$1,008,525	\$140
	Weekley Homes	Brooker Reserve		70	3,524	3	\$468,145	\$1,404,434	\$133
			Fishhawk Ranch West	48	2,516	8	\$379,196	\$3,033,570	\$151
			Waterset	51	2,342	3	\$305,062	\$915,186	\$130
Aaronwood (7187)	Weekley Homes	Brooker Reserve	60	2,893	1	\$329,990	\$329,990	\$114	

## Price/HSF Per Model



## Aggregate Closings By Model



Select Filters Below:

Sale Date  
7/1/2016 to 12/31/2016

County  
Hillsborough

Submarket  
All

Community  
Multiple values

Builder  
All

Model  
All

Sale Price  
All values

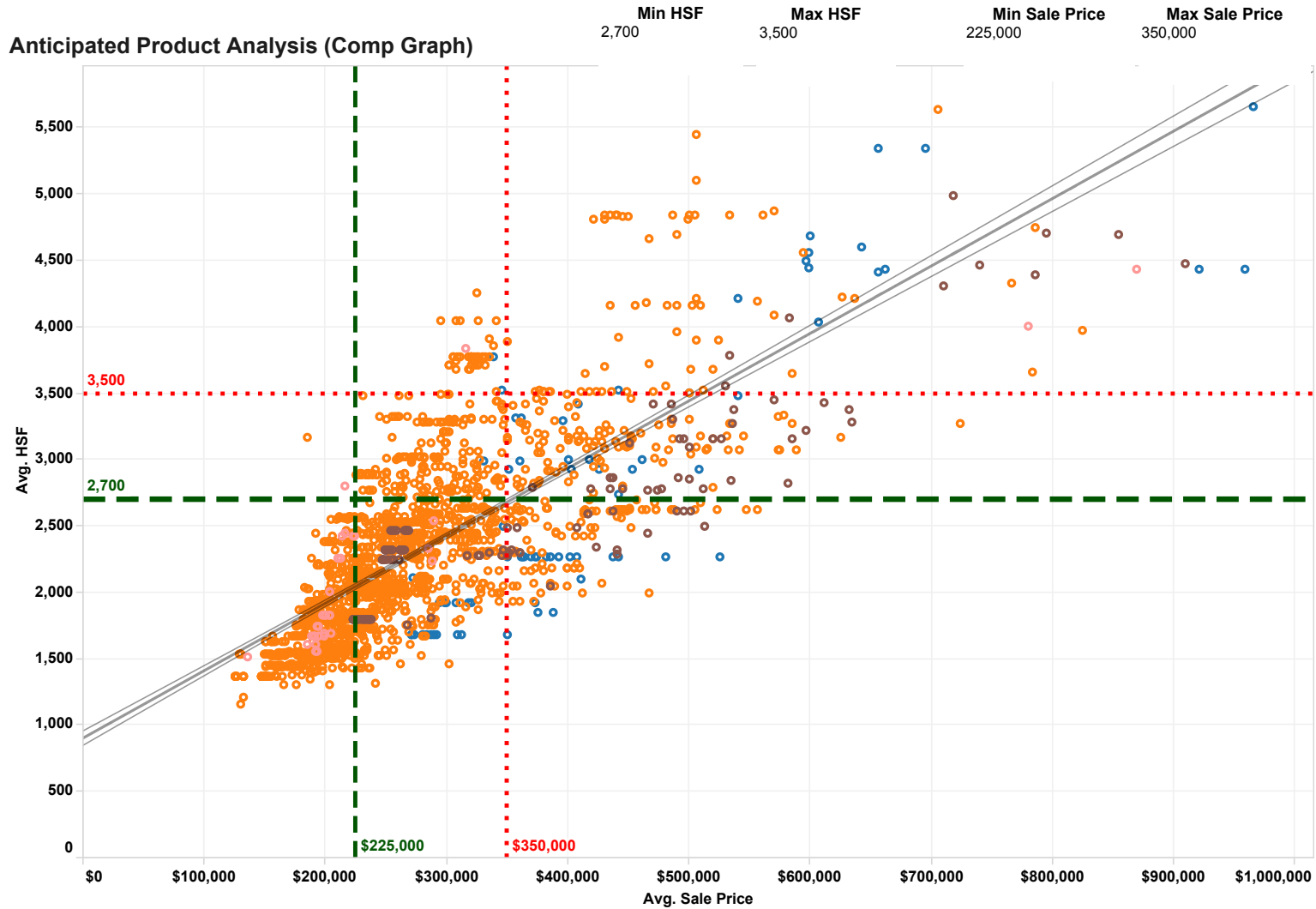
HSF  
All values

F.F.  
All values

## Anticipated Product Analysis (Comp Graph)

Closed Sales Updated Through 5/31/2017

The user set the parameters at 2,700/HSF to 3,500/HSF and \$225,000 to \$350,000. Where the **RED** lines cross represents the upper limit of the parameters while the **GREEN** crossing represents the lower limit of the parameters. *The scatter graph you are viewing is filtered based upon your selections.*



Select Filters Below:

**Sale Date**  
7/1/2016 to 12/31/2016

**County**  
Hillsborough

**Submarket**  
All

**Community**  
Multiple values

**Builder**  
All

**Sale Price**  
All values

**HSF**      **F.F.**  
All values      All values

## Lot Transactions by Submarket

Closed Sales Updated Through 5/31/2017

Bar graphs below reflect average closing price points on a per S.F. basis and total number of closings by model (if known/verified). The table below reflects pertinent data concerning the closed new homes by model in their respective communities by builder. NOTE: YOU MAY EXCLUDE NULLS (NON VERIFIED CLOSINGS). *The data you are viewing is filtered based upon your selections.*

Submarket		2016 Q1	2016 Q2	2016 Q3	2016 Q4	2017 Q1	2017 Q2	Grand Total
Null	Aggregate Closings	\$160,000	\$200,000					\$360,000
	Total Lots Transacted	4	5					9
	Price Point / Lot	\$40,000	\$40,000					\$40,000
	Price Point/FF	\$400	\$400					\$400
Citrus Park/NW Tampa	Aggregate Closings		\$1,643,439		\$1,628,504	\$999,692	\$428,439	\$4,700,074
	Total Lots Transacted		8		10	7	3	28
	Price Point / Lot		\$205,430		\$157,125	\$142,813	\$142,813	\$164,793
	Price Point/FF		\$2,935		\$2,245	\$2,040	\$2,040	\$2,354
I-4/Plant City	Aggregate Closings			\$2,247,000		\$990,000	\$425,000	\$3,662,000
	Total Lots Transacted			42		22	9	73
	Price Point / Lot			\$53,500		\$45,000	\$50,000	\$48,700
	Price Point/FF			\$892		\$750	\$833	\$812
N Pinellas	Aggregate Closings	\$2,513,000	\$3,601,500			\$171,000		\$6,285,500
	Total Lots Transacted	19	27			4		50
	Price Point / Lot	\$80,544	\$91,695			\$42,750		\$72,932
	Price Point/FF	\$2,003	\$2,326			\$1,710		\$2,012
North of the River	Aggregate Closings						\$125,000	\$125,000
	Total Lots Transacted						2	2
	Price Point / Lot						\$62,500	\$62,500
	Price Point/FF						\$1,042	\$1,042
South Hills borough	Aggregate Closings	\$25,024,515	\$26,148,602	\$23,240,506	\$38,838,017	\$23,692,184	\$17,439,491	\$154,383,316
	Total Lots Transacted	415	428	449	713	449	312	2,766
	Price Point / Lot	\$64,743	\$63,008	\$63,709	\$58,171	\$56,218	\$61,680	\$61,320
	Price Point/FF	\$1,180	\$1,124	\$1,172	\$1,179	\$1,133	\$1,178	\$1,159
South/Central Pinellas	Aggregate Closings	\$967,903	\$2,277,068	\$326,700		\$3,196,000		\$6,767,670
	Total Lots Transacted	18	33	6		41		98
	Price Point / Lot	\$53,772	\$66,284	\$54,450		\$77,951		\$62,514

Select Filters Below:

- All Submarket
- All Community
- All Grantee



## Lot Transactions by Community

Closed Sales Updated Through 5/31/2017

Bar graphs below reflect average closing price points on a per S.F. basis and total number of closings by model (if known/verified). The table below reflects pertinent data concerning the closed new homes by model in their respective communities by builder. NOTE: YOU MAY EXCLUDE NULLS (NON VERIFIED CLOSINGS). *The data you are viewing is filtered based upon your selections.*

Community		2016 Q1	2016 Q2	2016 Q3	2016 Q4	2017 Q1	2017 Q2	Grand Total
Admiral Pointe at Mirabay	Aggregate Closings			\$590,467	\$440,998			\$1,031,464
	Total Lots Transacted			9	7			16
	Price Point / Lot			\$65,607	\$63,000			\$64,304
	Price Point/FF			\$1,205	\$1,225			\$1,215
Alterra	Aggregate Closings					\$990,000	\$315,000	\$1,305,000
	Total Lots Transacted					22	7	29
	Price Point / Lot					\$45,000	\$45,000	\$45,000
	Price Point/FF					\$750	\$750	\$750
Arbor Park	Aggregate Closings		\$520,000		\$527,800	\$1,079,470		\$2,127,270
	Total Lots Transacted		8		8	16		32
	Price Point / Lot		\$65,000		\$65,975	\$67,467		\$66,477
	Price Point/FF		\$1,300		\$1,320	\$1,349		\$1,330
Asturia	Aggregate Closings	\$3,075,160	\$2,726,200	\$2,541,500	\$454,086	\$3,182,400		\$11,979,345
	Total Lots Transacted	46	44	37	9	43		179
	Price Point / Lot	\$67,093	\$61,971	\$67,204	\$49,448	\$74,010		\$64,231
	Price Point/FF	\$1,296	\$1,273	\$1,313	\$1,303	\$1,346		\$1,305
Ayersworth Glen	Aggregate Closings	\$172,200	\$86,100	\$1,165,925	\$1,114,756	\$1,166,570	\$1,285,884	\$4,991,435
	Total Lots Transacted	4	2	28	28	29	27	118
	Price Point / Lot	\$43,050	\$43,050	\$44,593	\$38,919	\$39,771	\$46,599	\$42,179
	Price Point/FF	\$783	\$783	\$798	\$829	\$823	\$981	\$829
Bay Isle Landings	Aggregate Closings	\$967,903	\$979,968	\$326,700				\$2,274,570
	Total Lots Transacted	18	18	6				42
	Price Point / Lot	\$53,772	\$54,443	\$54,450				\$54,156
	Price Point/FF	\$2,689	\$2,722	\$2,723				\$2,708
Bell Creek Preserve	Aggregate Closings	\$600,000	\$780,000	\$889,000	\$698,500	\$508,000	\$381,000	\$3,856,500
	Total Lots Transacted	10	13	14	11	8	6	62
	Price Point / Lot	\$60,000	\$60,000	\$63,500	\$63,500	\$63,500	\$63,500	\$62,227
	Price Point/FF	\$1,200	\$1,200	\$1,270	\$1,270	\$1,270	\$1,270	\$1,245
Belmont	Aggregate Closings				\$10,197,000			\$10,197,000
	Total Lots Transacted				198			198
	Price Point / Lot				\$51,500			\$51,500

Select Filters Below:

All Submarket

All Community

All Grantee

## Lot Transactions by Community

Closed Sales Updated Through 5/31/2017

Bar graphs below reflect average closing price points on a per S.F. basis and total number of closings by model (if known/verified). The table below reflects pertinent data concerning the closed new homes by model in their respective communities by builder. NOTE: YOU MAY EXCLUDE NULLS (NON VERIFIED CLOSINGS). *The data you are viewing is filtered based upon your selections.*

Community	Grantee	Grantor	Sale Date	OR Bk/Pg	Aggregate Closings	Total Lots Transacted	Price Point/FF	Price Point / Lot	Typ. Frontage			
Admiral Pointe at Mirabay	CalAtlantic	Terrabrook Apollo Beach	9/8/2016	24326-1784	\$590,467	9	\$1,205	\$65,607	54			
			12/13/2016	24596-1789	\$440,998	7	\$1,225	\$63,000	51			
Alterra	DR Horton/Express Homes	PCJB Development	2/17/2017	24740-711	\$495,000	11	\$750	\$45,000	60			
			3/21/2017	24813-824	\$495,000	11	\$750	\$45,000	60			
			5/2/2017	24911/1521	\$315,000	7	\$750	\$45,000	60			
Arbor Park	M/I Homes	Golf Lake Condos	6/28/2016	24193-1523	\$520,000	8	\$1,300	\$65,000	50			
			10/7/2016	24446/1783	\$527,800	8	\$1,320	\$65,975	50			
			1/5/2017	24653-552	\$535,717	8	\$1,339	\$66,965	50			
			3/29/2017	24832-278	\$543,753	8	\$1,359	\$67,969	50			
Asturia	Ashton Tampa	SR 54 Land Associates	3/1/2016	9332-2020	\$135,300	2	\$1,230	\$67,650	55			
			3/21/2016	9348-137	\$1,423,242	22	\$1,304	\$64,693	50			
			6/20/2016	9385-3492	\$1,307,100	21	\$1,267	\$62,243	49			
			12/19/2016	9474-689	\$139,286	3	\$1,290	\$46,429	36			
			3/22/2017	9516-1560	\$1,627,700	22	\$1,345	\$73,986	55			
	Weekley Homes	SR 54 Land Associates	3/16/2016	9346-822	\$1,516,618	22	\$1,353	\$68,937	51			
			6/13/2016	9382-1337	\$1,419,100	23	\$1,280	\$61,700	48			
			9/16/2016	9432-764	\$855,400	14	\$1,273	\$61,100	48			
			9/17/2016	9261-1219	\$1,686,100	23	\$1,353	\$73,309	54			
			12/19/2016	9474-2195	\$314,800	6	\$1,315	\$52,467	40			
			3/22/2017	9516-1538	\$1,554,700	21	\$1,346	\$74,033	55			
			Ayersworth Glen	Adams Homes	AW Dev II	8/18/2016	24335-791	\$800,000	20	\$808	\$40,000	50
						10/3/2016	24435-196	\$151,128	4	\$840	\$37,782	45
10/13/2016	24467-846	\$121,875				3	\$813	\$40,625	50			
11/3/2016	24517-1687	\$690,625				17	\$813	\$40,625	50			
2/2/2017	24725-13	\$783,750				19	\$825	\$41,250	50			
Ryan Homes (NVR)	AW Dev II	5/4/2017		24943/202	\$837,500	15	\$1,117	\$55,833	50			
		10/14/2016		24461-464	\$75,564	2	\$840	\$37,782	45			
		10/28/2016		24505-4	\$75,564	2	\$840	\$37,782	45			
		1/3/2017		24684-44	\$80,564	2	\$806	\$40,282	50			
		1/12/2017		24669-904	\$302,256	8	\$840	\$37,782	45			

Select Filters Below:

- All Community
- All Submarket
- All Grantee