Share Your Thoughts on The
STATE OF ORANGE COUNTY REAL ESTATE

#SOCRE
Special Thanks

ORLANDO REGIONAL REALTOR® ASSOCIATION

USTA NATIONAL CAMPUS HOME OF AMERICAN TENNIS

Greenspoon Marder

LENNAR

Fidelity Funding Mortgage Corp.

WYNDHAM Orlando Resort International Drive
Special Guest

David Siegel
Founder, President and CEO
Westgate Resorts
WELCOME
STATE OF ORANGE COUNTY REAL ESTATE
Strategy for the Future
ORANGE COUNTY
AT A GLANCE
ORANGE COUNTY AT A GLANCE

7th in Population Growth Nationally

5th In Population

21st In Land area

All data is based on best estimates and is subject to change
ORANGE COUNTY AT A GLANCE


United States: 4.1%
Florida: 7.8%
Orange County: 12.4%

All data is based on best estimates and is subject to change.
ORANGE COUNTY AT A GLANCE

Languages spoken in Orange County

- English: 67.4%
- Spanish: 22.6%
- French Creole: 0.8%
- Portuguese: 0.9%
- Vietnamese: 1.2%
- Indian languages: 2.4%
### ORANGE COUNTY AT A GLANCE

#### Age Distribution

<table>
<thead>
<tr>
<th>Age Range</th>
<th>Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-17</td>
<td>290,486</td>
</tr>
<tr>
<td>18-24</td>
<td>150,304</td>
</tr>
<tr>
<td>25-54</td>
<td>538,682</td>
</tr>
<tr>
<td>55-64</td>
<td>136,220</td>
</tr>
<tr>
<td>65 and over</td>
<td>136,704</td>
</tr>
<tr>
<td><strong>Median Age</strong></td>
<td><strong>33.8</strong></td>
</tr>
</tbody>
</table>

*Source: University of Florida, Bureau of Economic & Business Research - April 1, 2016 estimates*
ORANGE COUNTY AT A GLANCE

Education

- Grade K-8: 25.9%
- Grade 9-11 (no diploma): 10.5%
- High School Graduate: 10.4%
- Some College: 6.7%
- Associate's Degree: 10.2%
- Bachelor's Degree: 21.7%
- Graduate Degree: 20.2%

Source: U.S. Census Bureau, 2015 American Community Survey
ORANGE COUNTY AT A GLANCE

Economy and Income

MEDIAN HOUSEHOLD INCOME
$50,720

US AVERAGE PER CAPITA INCOME
$27,334

ORANGE COUNTY PER CAPITA INCOME
$26,879

RANKED 22ND OUT OF 67 FLORIDA COUNTIES

Source: USA.com
## ORANGE COUNTY AT A GLANCE

### LEADING EMPLOYERS

<table>
<thead>
<tr>
<th>Company</th>
<th>Number of Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Walt Disney World</td>
<td>74,000</td>
</tr>
<tr>
<td>Orange County Public Schools</td>
<td>22,347</td>
</tr>
<tr>
<td>Universal Orlando Resort</td>
<td>20,000</td>
</tr>
<tr>
<td>Adventist Health System</td>
<td>19,304</td>
</tr>
<tr>
<td>Orlando International Airport (MCO)</td>
<td>18,000</td>
</tr>
<tr>
<td>Orlando Health</td>
<td>14,000</td>
</tr>
<tr>
<td>Orange County Government</td>
<td>6,768</td>
</tr>
<tr>
<td>University of Central Florida</td>
<td>6,564</td>
</tr>
<tr>
<td>Westgate Resorts</td>
<td>6,156</td>
</tr>
<tr>
<td>SeaWorld Orlando</td>
<td>6,032</td>
</tr>
</tbody>
</table>

*Source: Direct Company Contact; Orlando Sentinel; Orlando Business Journal – Dec. 2016*
Tourists In Millions

Source: Visit Orlando

All data is based on best estimates and is subject to change.
A LOOK AT GROWTH IN ORANGE COUNTY
Foreign Investments

$2 BILLION IN REAL ESTATE
Foreign Investments

Source: OrlandoRelators.org

All data is based on best estimates and is subject to change.
$500,000+
HOME SALES
ARE ON THE RISE
$500,000 And Up Home Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>576</td>
</tr>
<tr>
<td>2013</td>
<td>996</td>
</tr>
<tr>
<td>2014</td>
<td>1,336</td>
</tr>
<tr>
<td>2015</td>
<td>1,694</td>
</tr>
<tr>
<td>2016</td>
<td>1,780</td>
</tr>
</tbody>
</table>

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FORECLOSURE NUMBERS ARE DOWN...
…..WAY DOWN!
4th

FOURTH LARGEST MARKET VALUE IN FLORIDA
Orange County is the only county in the United States where the Property Appraiser must value 7 major theme parks, 15,500 timeshare units, 86,000 hotel rooms, 52,000 condos and 121,000 apartment units each year.
DIVERSE AND COMPLEX PROPERTY BASE

302,000 Single Family Homes

15,500 Timeshare Units

53,000 Condos

19,000 Townhomes & Duplex/Quad

121,000 Apartment Units

86,000 Hotel Rooms
The value of commercial property in Orange County is $71.6 BILLION
45% of the entire tax base
$71.6 B

Commercial property value in Orange County is greater than the combined market value of 33 of Florida’s 67 counties.
ORANGE COUNTY
NEW CONSTRUCTION IN 2016

$3.4 B

ORANGE COUNTY
NEW CONSTRUCTION IN 2017

$2.1 B+
$9.3 MILLION of new construction each day
New Construction

- $5.2B in 2008
- $3.4B
- $750M

All data is based on best estimates and is subject to change.
MAJOR GROWTH AREAS IN ORANGE COUNTY

- Apopka
- Winter Garden
- Downtown
- Horizon West
- Lake Nona

All data is based on best estimates and is subject to change.
NEW CONSTRUCTION PROJECTS BUILT IN 2015

FLORIDA CITRUS BOWL

VA HOSPITAL

I DRIVE 360

WDW POLYNESIAN HOTEL BUNGALOWS

ORLANDO HEALTH EXPANSION
NEW CONSTRUCTION PROJECTS BUILT IN 2016

- Skull Island: Reign of Kong - Universal Studios
- USTA National Campus at Lake Nona
- Disney Springs
- Mako – Sea World
- Courtyard and Residence Inn by Marriott - Lake Nona
- Loews Sapphire Falls Resort - Universal Studios
PROJECTS UNDER CONSTRUCTION

ORLANDO CITY SOCCER STADIUM

PANDORA - THE WORLD OF AVATAR – DISNEY’S ANIMAL KINGDOM

VOLCANO BAY WATERPARK – UNIVERSAL STUDIOS

STAR WARS LAND – DISNEY’S HOLLYWOOD STUDIOS

CREATIVE VILLAGE – DOWNTOWN ORLANDO
TECHNOLOGY ... NEW DIMENSIONS OF REAL ESTATE
When I wake up, the other side of the bed is cold. My fingers stretch out, seeking Prim’s warmth but finding only the rough canvas cover of the mattress. She must have had bad dreams and climbed in with our mother. Of course, she did. This is the day of the reaping.

I prop myself up on one elbow. There’s enough light in the bedroom to see them. My little sister, Prim, curled up on her side, cocooned in my mother’s body, their cheeks pressed together. In sleep, my mother looks younger, still worn but not so beaten-down. Prim’s face is as fresh as a raindrop, as lovely as the primrose for which she was named. My mother was very beautiful once, too. Or so they tell me.

Sitting at Prim’s knees, guarding her, is the world’s ugliest cat. Mashed-in nose, half of one ear missing, eyes the color of rotting squash. Prim named him Buttercup, insisting that his muddy
Take great courses from the world's best universities
WHAT IS DRIVING THIS?
CRYPTOCURRENCY:

**Bitcoin**

Facebook, Amazon, Netflix, Google and bitcoin
Compound Annual Returns

<table>
<thead>
<tr>
<th>Company</th>
<th>Compound Annual Returns</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facebook</td>
<td>27.1%</td>
</tr>
<tr>
<td>Amazon</td>
<td>31.0%</td>
</tr>
<tr>
<td>Netflix</td>
<td>72.7%</td>
</tr>
<tr>
<td>Google</td>
<td>23%</td>
</tr>
<tr>
<td>Bitcoin</td>
<td>212%</td>
</tr>
</tbody>
</table>

Performance from Facebook's IPO (5/18/12) to 1/3/2017
VALUABLE TRANSACTION HISTORY
A record of how value belonged to a particular address in the past
WHAT’S CHANGING TRADITIONAL BUSINESS MODELS?
LIVE THERE

Book homes from local hosts in 191+ countries and experience a place like you live there.
Invest in Real Estate with as Little as $5,000

WHY REAL ESTATE?
Outperforms S&P 500

CURATED
Highly curated investments

LOW INVESTOR FEES
Max 2% annually on investments

Open Free Account

Need Financing? Click Here
Office Smarter
Engage the largest commercial real estate network to find and book office space.
Ready anywhere, anytime

Daily commute. Errand across town. Early morning flight. Late night drinks. Wherever you're headed, count on Uber for a ride—no reservations needed.

MORE REASONS TO RIDE
OCPA INITIATIVES
DIGITAL TRANSFORMATION
Accountability

Operated 10% UNDER BUDGET on average every year since 2013 saving $3.4 million in taxpayer funds

Qualified investigators have streamlined operations to return $565 million to the tax base through compliance investigations since 2013

Hybrid vehicle lease program improves employee and homeowner safety and saves taxpayers $1.2 million over 10 years

All data is based on best estimates and is subject to change
Cutting Edge Technology

MOBILE INITIATIVE
Orange County Property Appraiser developed the 1st mobile solution in the world for mass appraisal
- Increased productivity
- Fair appraisals
- Greater accuracy
- Equity in determining property value

Award-winning website
8.5 MILLION VISITS ANNUALLY
- Detailed market analysis
- Pro-forma reports
- Multi-layer map features

FIRST
PROPERTY APPRAISER’S OFFICE IN THE WORLD TO BUILD AND LAUNCH A MOBILE APPRAISAL SOLUTION IN 6 MONTHS

All data is based on best estimates and is subject to change
Customer Satisfaction

99.7% Customer Satisfaction Rating

Average wait time of only 2½ minutes in our lobby and only 30 seconds on the phone.

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Summary

- In closing, our community continues to see shifts in our demographics and growth in our population.
- Orange County is very attractive for foreign investment.
- Foreclosures continue to decline rapidly.
- New construction continues to be the driving force in valuation.
- We achieved historic levels of market valuation in 2016.
- My organization is prepared to get the job done for the citizens of Orange County and...the future of Orange County real estate is very, very optimistic.
Thank You

ocpafl.org
available in 50 languages