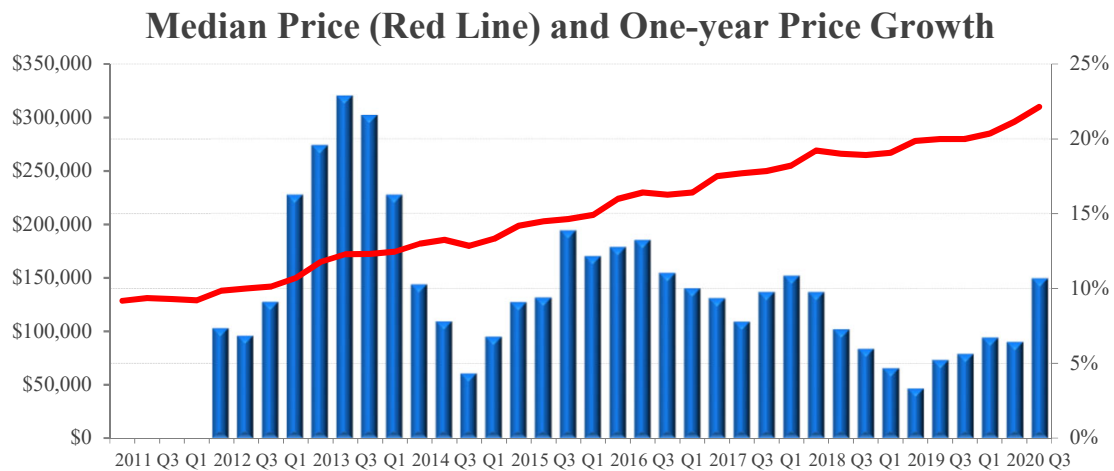


# Orlando-Kissimmee-Sanford Area

## Local Market Report, Third Quarter 2020

including the impact of COVID-19 on the local economy

### Today's Market...



Local Price Trends			
Price Activity	Orlando	U.S.	Local Trend
Current Median Home Price (2020 Q3)	\$310,000	\$309,100	Prices continue to grow relative to last year
1-year (4-quarter) Appreciation (2020 Q3)	10.7%	11.6%	
3-year (12-quarter) Appreciation (2020 Q3)	25.1%	22.2%	
3-year (12-quarter) Housing Equity Gain*	\$62,100	\$56,167	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$138,000	\$102,233	
9-year (36 quarters) Housing Equity Gain*	\$179,000	\$139,867	

\*Note: Equity gain reflects price appreciation only

	Orlando	U.S.	
<b>Conforming Loan Limit**</b>	\$510,400	\$765,600	Most buyers in this market have access to government-backed financing
<b>FHA Loan Limit</b>	\$331,760	\$765,600	
<b>Local Median to Conforming Limit Ratio</b>	61%	not comparable	

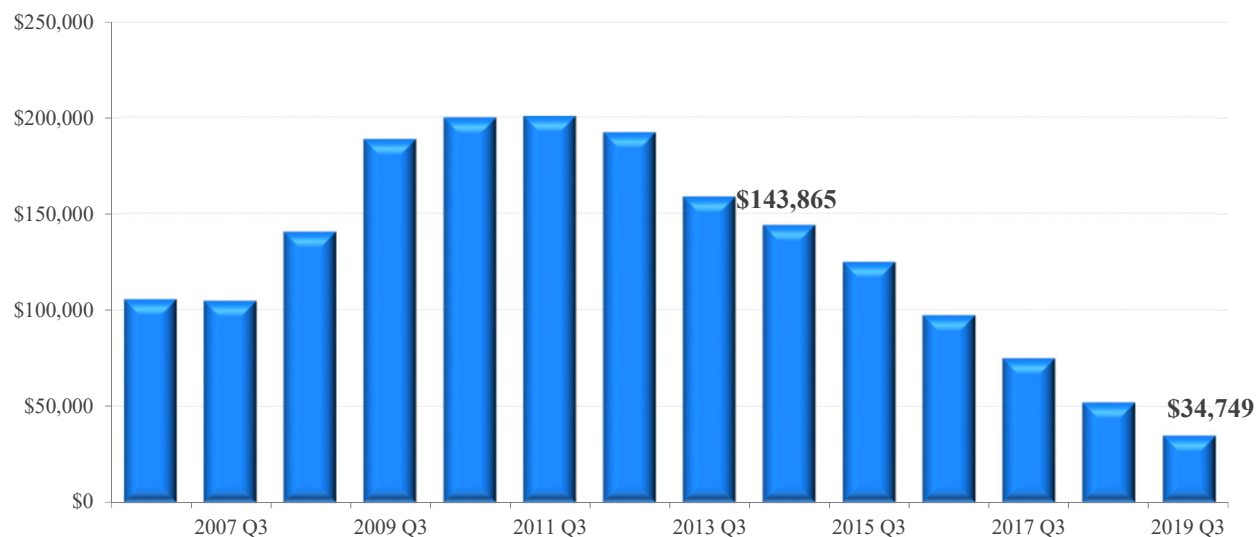
Note: limits are current and include the changes made on January 1st 2020.

#### Local NAR Leadership

The Orlando-Kissimmee-Sanford market is part of region 5 in the NAR governance system, which includes all of Georgia, Florida, Alabama, Mississippi, Virgin Islands, and Puerto Rico. The 2021 NAR Regional Vice President representing region 5 is Andrew Barbar.

## Benefits of Ownership: Total Equity Appreciation

### Total Equity Accrued to Owner by Year and Quarter of Purchase



#### Total Equity Gained\*\* through 2020 Q3 from quarter in which home was of purchased

Price Activity	Orlando	U.S.	Local Trend
1-year (4-quarter)	\$34,749	\$16,096	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$74,741	\$47,598	
5-year (20-quarter)*	\$124,774	\$80,260	
7-year (28 quarters)*	\$158,518	\$109,512	
9-year (36 quarters)*	\$200,389	\$147,140	

\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

# Drivers of Local Supply and Demand...

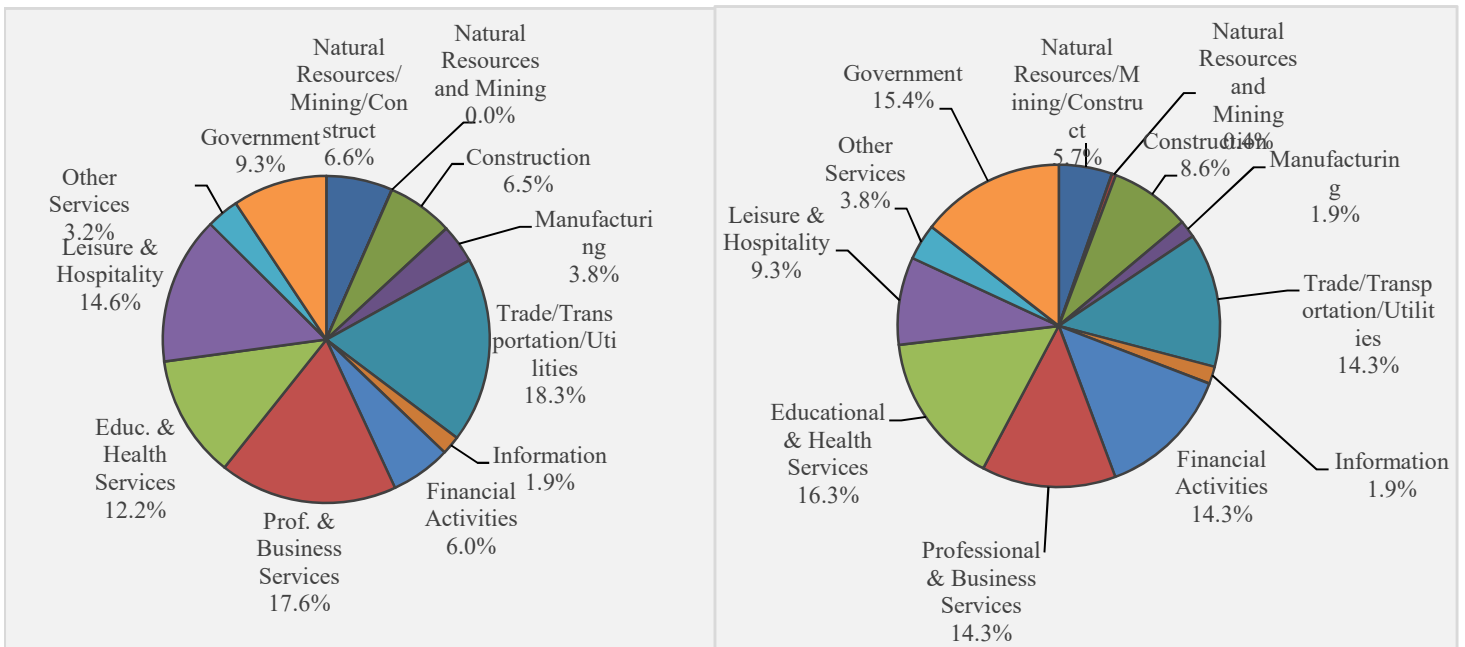


Local Economic Outlook	Orlando	U.S.	
12-month Job Change (Sep)	-123,600	Not Comparable	Job losses are a problem and will weigh on demand, but layoffs are declining, a trend that could help buyer confidence
12-month Job Change (Aug)	-129,100	Not Comparable	
36-month Job Change (Sep)	-32,800	Not Comparable	Orlando's unemployment situation is worse than the national average and weighs on confidence
Current Unemployment Rate (Sep)	9.8%	7.9%	
Year-ago Unemployment Rate	2.8%	3.5%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	-9.3%	-3.9%	

## Share of Total Employment by Industry

Orlando-Kissimmee-Sanford Area

U.S.



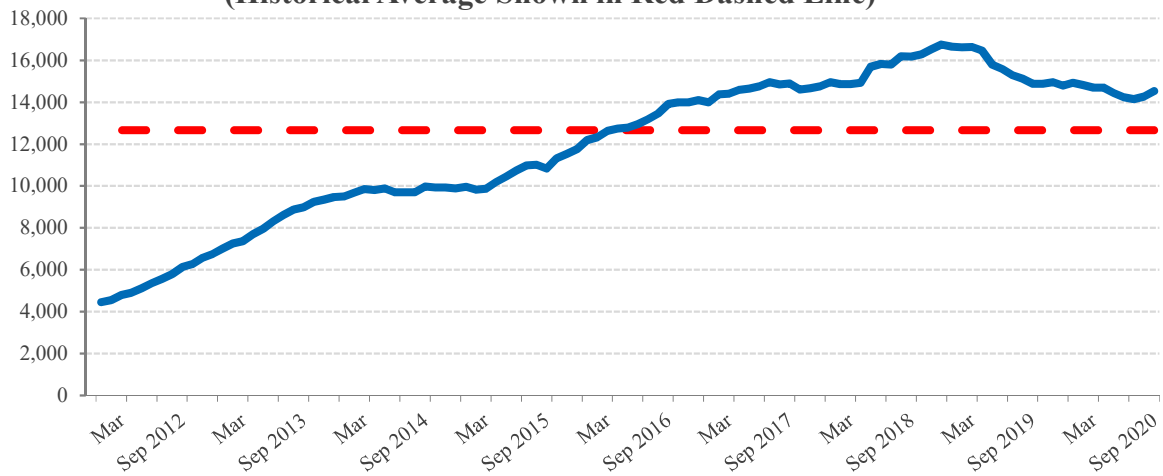
### 12-month Employment Change by Industry in the Orlando-Kissimmee-Sanford Area (Sep - 2020)

Goods Producing	NA	Information	-1,700
Natural Resources/Mining/Construction	-3,000	Financial Activities	-2,000
Natural Resources and Mining	0	Prof. & Business Services	-10,400
Construction	-3,000	Educ. & Health Services	-4,500
Manufacturing	-400	Leisure & Hospitality	-88,600
Service Providing Excluding Government	NA	Other Services	-3,600
Trade/Transportation/Utilities	-5,900	Government	-9,000

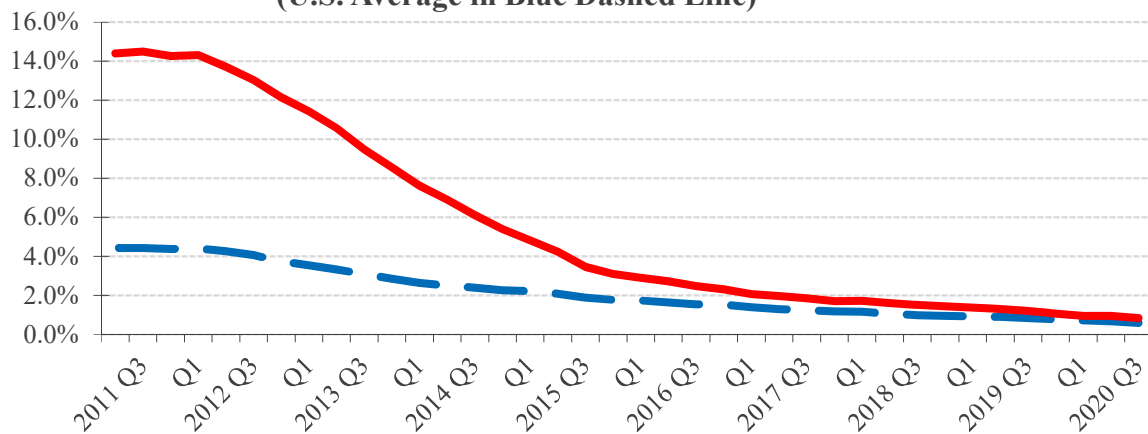
State Economic Activity Index	Florida	U.S.	
12-month change (2020 - Sep)	-3.7%	-4.9%	The economy of Florida is still in recession, but improved modestly from last month's -3.78% change
36-month change (2020 - Sep)	4.4%	0.6%	

New Housing Construction			
Local Fundamentals	Orlando	U.S.	
12-month Sum of 1-unit Building Permits through Sep 2020	14,862	not comparable	The current level of construction is 17.4% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	12,661	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built up.
Single-Family Housing Permits (Sep 2020) 12-month sum vs. a year ago	-0.1%	10.2%	Construction is down from last year, but appears to have bottomed.

**Construction: 12-month Sum of Local Housing Permits  
(Historical Average Shown in Red Dashed Line)**

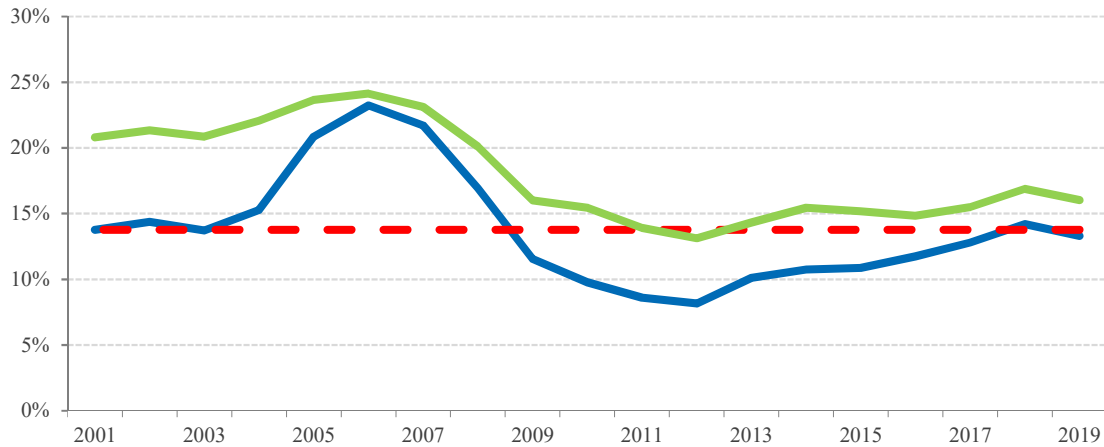


**State Total Foreclosure Rate vs. U.S. Average  
(U.S. Average in Blue Dashed Line)**



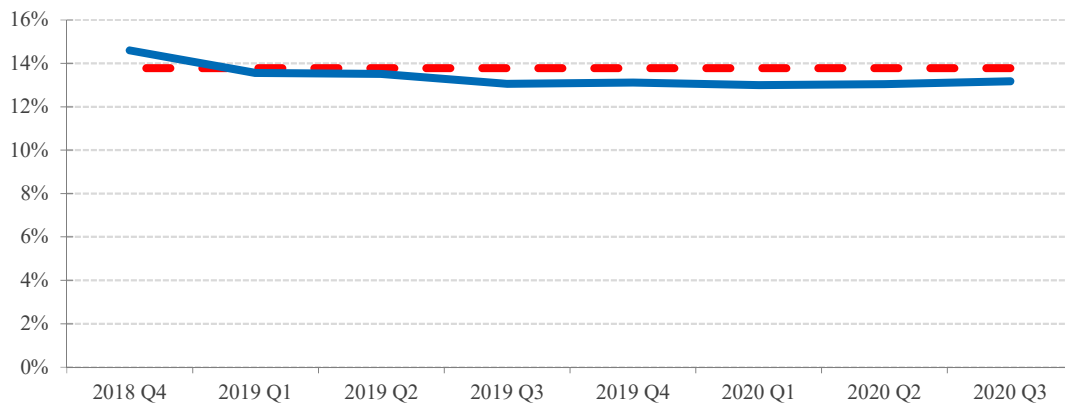
# Affordability

**Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income**  
(Local Historical Average Shown in Red, U.S. Average in Green)

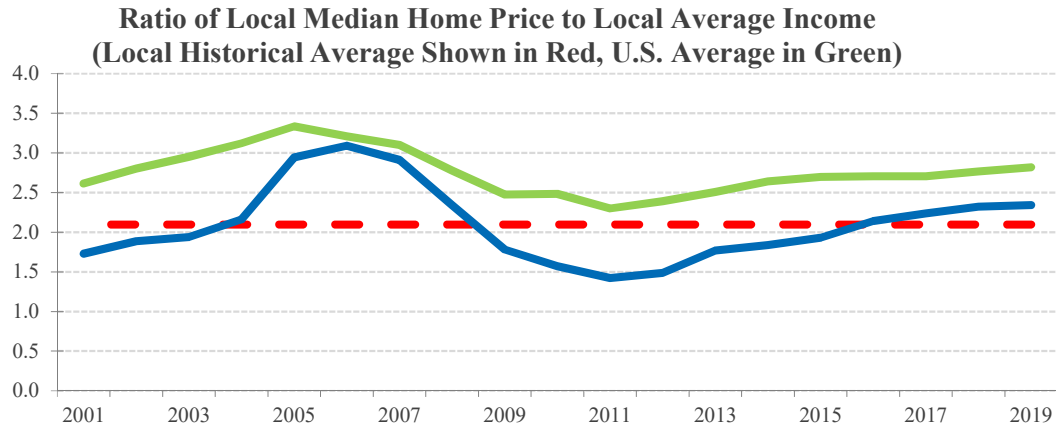


Monthly Mortgage Payment to Income	Orlando	U.S.	
Ratio for 2019	13.3%	16.0%	Historically strong, but weaker than the second quarter of 2020
Ratio for 2020 Q3	13.2%	15.4%	
Historical Average	13.8%	18.4%	More affordable than most markets

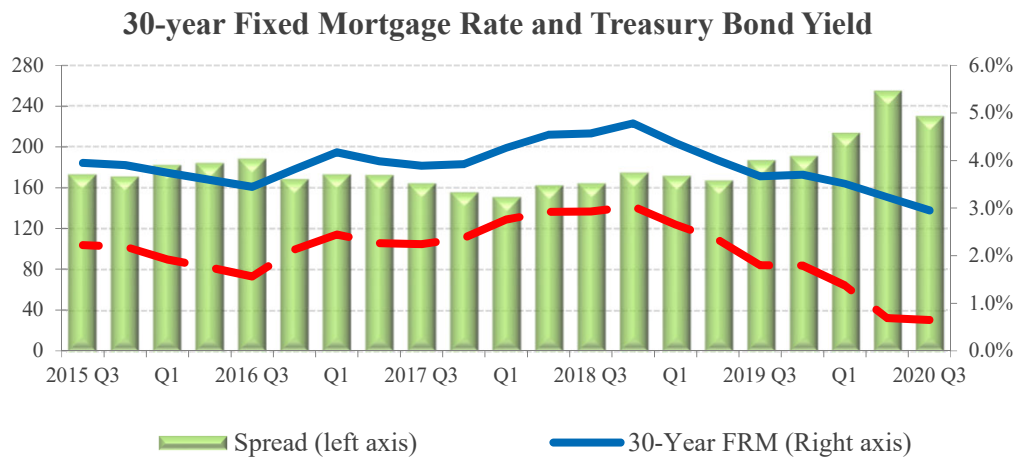
**Recent Trend - Local Mortgage Servicing Cost to Income**  
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Orlando	U.S.	
Ratio for 2019	2.3	2.8	The price-to-income ratio is high by historic standards and getting worse
Ratio for 2020 Q3	2.6	3.1	
Historical Average	2.1	2.7	Affordable compared to most markets



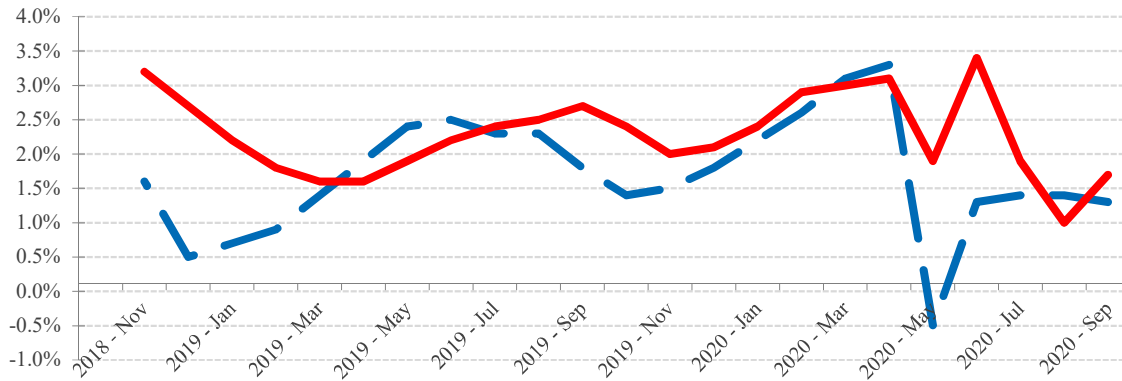
## The Mortgage Market



In the third quarter of the year, the 30-year fixed rate hit an all-time low, as investors were skeptical about the recovery of the economy from the shutdowns. According to the mortgage finance provider Freddie Mac, the 30-year fixed rate mortgage dropped to 2.95 percent in Q3 2020 from 3.67 percent a year earlier. In the meantime, in August, the Fed announced the adoption of a more flexible policy that will seek to achieve inflation that averages 2 percent over time. This means that a period where inflation is above 2 percent can compensate for a period when inflation is below 2 percent. This significant change can keep interest rates low for longer periods, which could translate into both long periods of cheap mortgages and stronger job market. Thus, more and more homebuyers and homeowners are expected to take advantage of these ultra-low rates. Looking ahead, NAR is forecasting the 30-year fixed rate mortgage to average 3.1 percent for both 2020 and 2021.

# REALTOR® Price Expectations

**REALTOR® Price Expectations for the Next 12 Months**  
(U.S. Average in Blue Dashed Line)



Source: NAR

REALTOR® Price Expectations	Florida	U.S.	
2020 - Sep	0.0%	1.7%	REALTORS® expect weaker price growth in Florida than in the U.S. in the next 12 months. Their price expectations for the local market are more modest than a year ago.
Prior 12 months	2.0%	1.5%	

## Geographic Coverage for this Report

The Orlando area referred to in this report covers the geographic area of the Orlando-Kissimmee-Sanford metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Lake County, Orange County, Osceola County, and Seminole County

More information on the OMB's geographic definitions can be found at [https://obamawhitehouse.archives.gov/omb/bulletins\\_default/](https://obamawhitehouse.archives.gov/omb/bulletins_default/)