



NEW, ACTIVE, CLOSED AND VDL
THE 2011 UPDATE

ORLANDO, FLORIDA (June 9, 2011): The first quarter 2011 issue of RESIDENTIAL MARKET REPORTS for Orlando contains nearly 700 project profiles for the Greater Orlando area. This encompasses a total of 500 single-family production projects and another 197 multi-family for-sale projects, all located within the four county Orlando MSA together with Northeast Polk County and Southwest Volusia County. The status of each of those 697 projects tells us something about the new home market here in Orlando and the corresponding response by builders.

First, the term “project” profile as used by RMR relates to a single product offering by one builder within a community. For example, one lot size, one product offering and one builder yields a single profile for that community, which will then detail floor plans, pricing, starts, closings, build-out status, project amenities, and more. Two builders in the same community would yield two separate profiles so that product and performance characteristics of each can be identified. A community with two builders each building on two lot sizes (let’s say 50’ and 70’ lots) ... the result will be four profiles. You get the point.

As shown in the following table, just over 400 of these projects have a status of “active”, which means that new home marketing and sales are currently underway.

SUMMARY OF RMR PROJECTS
BY CURRENT STATUS
First Quarter, 2011

	<u>Single-Family Production</u>	<u>Multi-Family For-Sale</u>	<u>Total</u>
Active Projects	302	109	411
New Projects	18	6	24
Closed Projects	61	52	113
VDL Projects	<u>119</u>	<u>30</u>	<u>149</u>
Total	500	197	697

Buyers will therefore find a sales or model center and new homes to purchase or build. These new home communities have been open for at least three months, but

in some cases for as many as several years. Another 24 projects are designated as "new"; these are also open and marketing, but are identified as new in that they are in RMR for the first time. In years past these generally consisted of newly developed sites and communities; however, there is barely any of that going on today. Instead, most RMR projects designated as "new" encompass builders who are opening sales and construction in existing, older communities, taking over from where other builders left off. The pace of these "take-overs" has declined substantially over the past quarter.

The 113 "closed" projects consist of those communities which have been active sometime within the past year, but no longer have sales underway. Closed projects occur generally for two reasons ... the builder has either sold-out, or the builder has instead chosen to suspend sales prior to sell-out or build-out. Profiles on "closed" projects are maintained within RMR for four quarters so as to reveal recent activity.

Finally, "VDL" projects represent those communities or remainders which have been idle and which have had no builder for more than a year. Most of the 149 such projects identified in the above table consist of those abandoned by a previous builder; however, some consist instead of fully developed sites which have never had an active builder ... not even the first home built. Looking for developed lots? Review of the more than 260 recently closed or VDL profiles within RMR may lead you there!

Residential projects monitored by RMR transition through these four status categories over time, from start-up to close-out and sometimes to abandoned.

Quarterly residential research and analysis conducted by Charles Wayne Consulting, Inc. encompasses all single-family and multi-family housing developments of 15 units or more located within Central Florida. Charles Wayne Consulting, Inc. is an Orlando-based firm specializing in residential research and advisory services. A quarterly report profiling all projects and summarizing area housing trends is available for purchase from the firm.

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