

RESIDENTIAL MARKET OVERVIEW

The current housing market in Pasco County, where the subject development is located, has had two major influences that together contribute to the areas current market conditions.

The first influence is that the area is well serviced by a number of roadways including Highways 98, 301, 52, 54, and Interstate 75. In addition, the Suncoast Parkway is located approximately 20 miles to the west. This is an excellent road system that has been the driving force in the development of this immediate area making it easier for people to move to Pasco County and still have access to the employment centers of Downtown Tampa and the Port of Tampa, the West Shore Business District along with Tampa International Airport, and Pinellas County. The desires to live in Pasco County are several fold. Homes and taxes are less expensive. Schools are newer and the Pasco County School District most recently received a top ranking of an "A" from the Florida Department of Education, as over 72% of the schools in the district earned an excellent grade of A or B. The area is rural allowing for larger home sites and more outdoor recreation. Overall, the quality of life is good and a strong attraction to families.

The second major influence is the speculative growth within the real estate market. The growth actually started around 2002 when interest rates remained low for years. This encouraged people to buy homes causing an increase in demand that resulted in a building phase. Property values started to rise quickly and investors came into the residential market in record numbers. With the increase in investors, an artificial demand caused developers to increase new home starts in record numbers. This whole cycle continued into the beginning of 2006 when the investors started to leave the market and most homes were priced beyond what the normal family could afford within this area. The market slowed when the supply was far greater than the diminishing demand. At this time we have more supply than demand, continuing reduction in home prices, and a rise in foreclosures.

While Pasco County is a desirable place to live, the area is strongly tied to the Tampa MSA which started to experience an economic downturn in early 2007. The hardest hit sector was jobs with construction having the most reduction in employment. Additional conditions such as increasing property taxes, increasing property insurance costs, increasing fuel costs, and loss in home equity only caused more difficulty to an existing problem. Once people no longer were able to afford their home and foreclosures started to increase, the banks became very conservative in their lending, resulting in increased difficulty in obtaining a loan. Even with all this dark news, in 2007 developers were unwilling to reduce prices or stop building.

In the last quarter of 2007 and the first quarter of 2008, the declining economy, lack of mortgage availability and falling prices contributed to one of the worst housing markets in decades. We are just now starting to see the worst of this market with foreclosures at an increasing rate. The good news is that stabilization may soon be on the horizon. The housing market is expected to continue to perform poorly though next year before we see noticeable improvement in 2010.

Home sales so far in 2008 are down from 2007. The Greater Tampa Area MLS statistics indicate that between January and September 2007 there were 8,583 single family home sales in comparison with 7,860 single family home sales during the same period of 2008, representing an 8.4% drop in sales. The average single family home price so far this year is \$236,753 as opposed to \$287,027 for the same period in 2007. This represents a 17.5% decrease in price. In September 2008 the number of MLS sales in Pasco County was 156 while the average price was \$182,144 and the average number of days on the market was 132. In August there had been 188 sales, the average price was \$199,244, and the average number of days on the market was 126. The predominant sales price range in the Tampa Bay Area so far for 2008 is \$200,000 to \$249,999. MLS statistics also indicate that approximately 46% of the 1,381 sales tracked in the Tampa Bay area had stayed on the market for more than 120 days, 28% had stayed on the market for between 61 and 120 days, and the remaining 26% had sold in less than 60 days.

In an article that appeared in the September 19, 2008 issue of the Tampa Bay Business Journal, and titled "Cash is King in Buying Land in Slow-Market Times" the writer, Bill Eshenbaugh, notes that the land market has fundamentally shifted from a seller's market to a buyer's market, and buyers with cash are currently setting prices and terms. The article goes on to say that land pricing, especially for residential land, has fallen back to levels of about the 2002 or 2003 markets, long before the huge spike-up in pricing that peaked in 2005-06. He also pointed out that at a symposium of lenders held in June 2008, more than 20 lenders decided that they would not provide any land loans or loans for speculative development. They would lend on land only if it is with a leased development and an experienced developer with lots of equity in the deal. They would also require personal guarantees.

The article also notes that builders of single family homes are in the midst of almost three years of a major downturn and have dramatically curtailed their land positions, sold off undeveloped land, retrained sales and customer service representatives, and adjusted homes to today's profile, which usually means reducing the size and prices of homes being offered. Many small residential land developers have had their loans called by banks or the loans have fallen into non-performing categories and investors are attempting to buy the loans at significantly discounted values. Some land owners are reluctant to sell as they reflect on the prices that were being paid in 2005. Meanwhile, appraisers who are asked to value land have the most difficult job of all professionals involved in the market due to the reduction of market activity and therefore a lack of good comparables. Of late appraisers have been constantly asked to render two values for vacant land: one for land exposed to the market for say 15 to 24 months and another value for land that must sell within 30 or 60 days or what is typically called "liquidation value." From the writer's experience, investors still expect a major liquidation discount of 60 to 80 percent of current appraised value on land that would normally take up to 24 months to sell at market value. The writer believes that over the next year or so there will be land purchases that will provide buyers with some of the greatest potential for profit seen in a number of years.

Based on an article published October 11, 2008 in the Tampa Tribune, and titled "Home Prices Keep Tumbling", Bay Area housing prices continue to fall, largely because of the big chunk of the homes selling are sharply discounted properties that are in distress. Of the homes that sold in Hillsborough, Pinellas, and Pasco counties in September 2008, 28% were either bank-owned or pre-foreclosure properties that sold for less than the troubled borrower owed on the mortgage. These distressed properties really weigh down the market. In the three county area, non distressed property averaged \$126 per square foot compared to \$78 per square foot for bank-owned homes. One good sign is that the 30-year mortgage rates dropped below 6 percent recently.

Metrostudy indicates that for the twelve months ending May 2008, Florida reported 88,400 job losses and that this was the worst job performance in the U.S. Florida's construction sector has lost 77,500 jobs, which means that this single employment sector had more losses than any other state's entire job profile. The unemployment rate had grown from approximately 4.6% to 5.5%. Meanwhile, the Tampa Bay unemployment rate is currently 5.7%. Nevertheless, the population has continued to grow with 180,000 new Floridians expected to be added to the population for 2008. This is in contrast to approximately 385,000 at the peak of migration a few years ago (circa 2005). Florida is still attractive to retirees and the health sector continues to experience job growth. Statistics indicate that 34,600 new Health and Educational Services job opportunities were added in Florida during the past twelve months.

Metrostudy also reports that in the second quarter of 2008 the number of housing starts in Pasco County was down by 48.5% from 2007. Builders continue to compete with investor held units and foreclosed homes while potential buyers deal with higher underwriting standards and Tampa Bay job losses. These factors are expected to persist well into 2009 and possibly 2010.

On a positive note, MLS numbers do indicate an improvement in the number of sales so far for 2008. In September there were 1,003 single family home sales in the Tampa area in contrast to September 2007 when there were 710 sales. The single family resale inventory has dropped significantly over the last year, largely achieved through price cuts. As indicated by Metrostudy, the median MLS sales price was \$234,900 in June 2006 but \$176,100 in May 2008, a 25% decline. Builders are not building speculative homes as before so the number of finished vacant housing units continues to decline.

In summary, the Tampa Bay housing market is still in the mists of one of the worst declines in decades, but with new starts down and with pricing becoming more affordable, inventory is slowly being absorbed. The condominium market and the market for vacant sites are weaker and expected to take longer to recover.

The following charts provided by Metrostudy summarize the data discussed above. This information is also available at www.metrostudy.com.

Figure 1: Tampa MSA Workforce Size

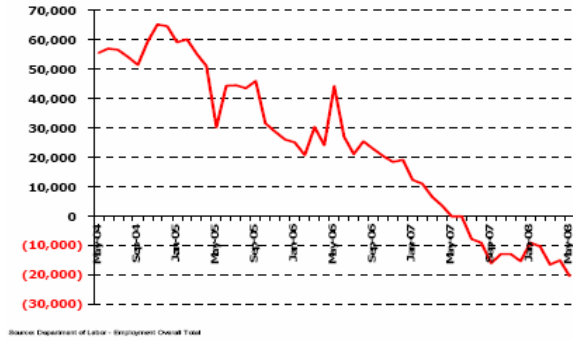


Figure 2: Distribution of Job Growth

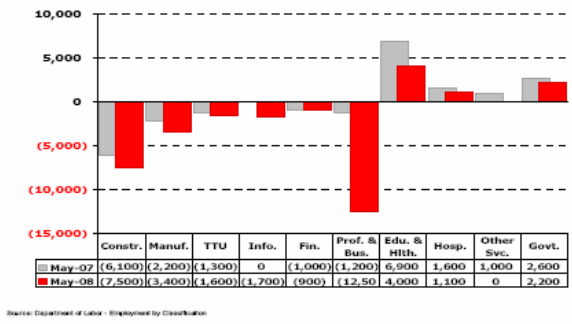


Figure 3: Tampa Unemployment Rate

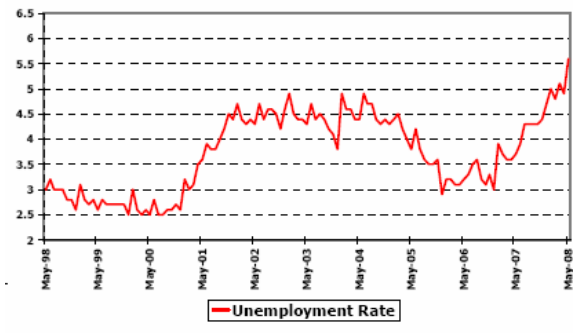


Figure 4: Annual Starts & Closings of New Homes

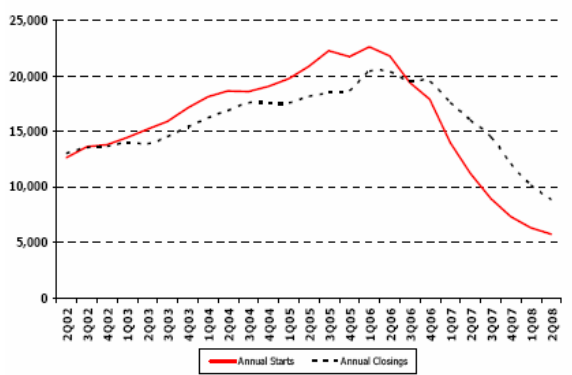


Figure 5: Quarterly Starts & Closings

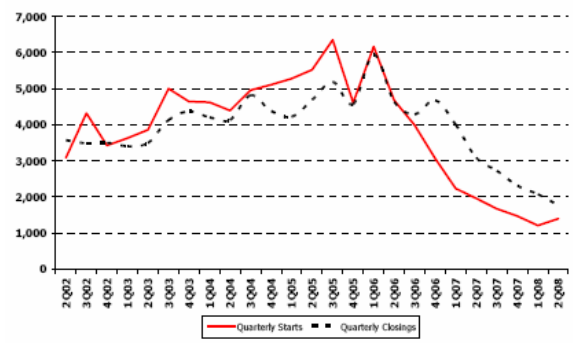


Figure 6: Annual Starts By Price Range

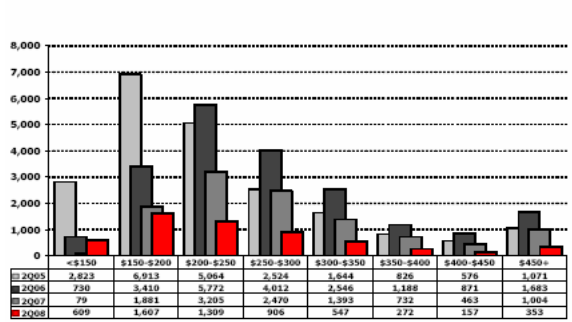


Figure 7: Under Construction & Finished Vacant Inventory

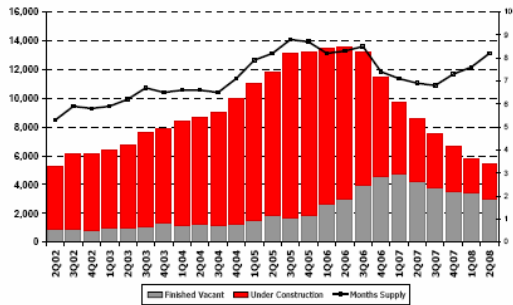


Figure 8: Inventory By Market Area

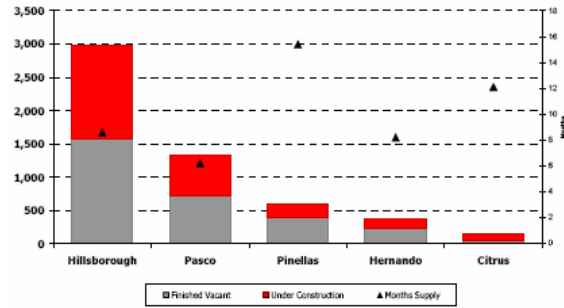


Figure 9: Annual Starts By Submarket

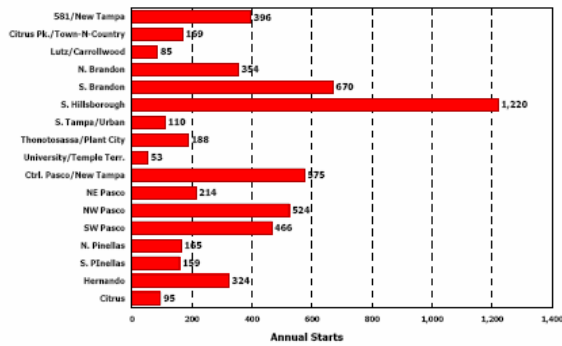


Figure 10: Vacant Developed Lot Inventory

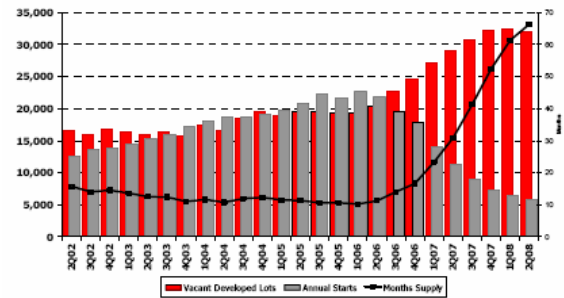
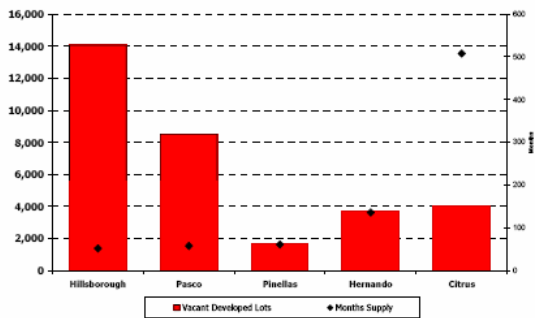


Figure 11: Vacant Developed Lot Inventory By Market Area



metrostudy

Tampa Executive Summary

Second Quarter of 2008

www.metrostudy.com

Florida Real Estate

Track Florida real estate values including median price of real estate listings in Florida by each listing type. Then check Florida mortgage rates for various loan types and graph their trends over time. Also search Florida homes for sale using the search box above or by browsing the city list below to find real estate in any Florida city.

Florida Real Estate Market Snapshot

updated Monday, October 6, 2008

Listing Type	Number	Median Price	Price Change from Sep
Homes for Sale	412,970	\$225,000	-1.7%
New Homes	1,049	\$272,900	0.0%
Foreclosures	207,123	\$190,039	-0.8%

1 Year Market Value Change



See more city graphs & data at Zillow.com

Florida Mortgage Rates

Friday, October 3, 2008

Mortgage Type	Today	Last Week	Change	Graph
15 Year Fixed	6.153%	6.133%	▲ 0.020%	graph
30 Year Fixed	6.525%	6.482%	▲ 0.043%	graph
5/1 Year ARM	5.539%	5.589%	▼ -0.050%	graph

HERR VALUATION ADVISORS, INC.

Year-to-date Building Permit Activity in Florida

Reporting Place	August 2008				August 2007				Difference from 2007		
	Months Reported	Total value residential (\$1,000)	Number of housekeeping units		Months Reported	Total value residential (\$1,000)	Number of housekeeping units		Total value residential (\$1,000)	Number of housekeeping units	
			One-family houses	In multi-family buildings			One-family houses	In multi-family buildings		One-family houses	In multi-family buildings
Hillsborough County		711,469	2,398	2,228		759,381	3,311	1,811	-47,912	-913	417
Plant City	7	20,469	110	68	8	16,203	107	0	4,266	3	68
Tampa	8	145,990	497	906	8	264,153	797	1,296	-118,163	-300	-390
Temple Terrace	6	629	4	0	8	958	4	0	-329	0	0
Unincorporated Area	8	544,382	1,787	1,254	8	478,067	2,403	515	66,314	-616	739
Manatee County		176,865	698	232		231,150	815	304	-54,285	-117	-72
Anna Maria	8	1,764	4	0	8	1,351	4	0	413	0	0
Bradenton	6	33,510	15	109	8	43,391	51	136	-9,881	-36	-27
Bradenton Beach	0	3,117	0	15	0	2,814	0	14	303	0	1
Holmes Beach	8	12,344	55	36	8	3,074	6	0	9,270	49	36
Palmetto	7	524	4	0	8	3,903	23	0	-3,379	-19	0
Unincorporated Area	6	125,606	620	72	8	176,618	731	154	-51,012	-111	-82
Pasco County		205,146	876	449		349,897	1,535	600	-144,751	-659	-151
Dade City	8	1,774	15	0	8	646	7	0	1,128	8	0
New Port Richey	8	460	2	0	8	3,750	34	0	-3,290	-32	0
Port Richey	8	0	0	0	7	1,617	3	0	-1,617	-3	0
San Antonio	7	540	3	0	8	531	3	0	9	0	0
St. Leo	8	0	0	0	8	0	0	0	0	0	0
Zephyrhills	6	2,040	9	0	8	2,055	9	0	-16	0	0
Unincorporated Area	8	200,332	847	449	8	341,297	1,479	600	-140,965	-632	-151
Pinellas County		103,965	319	140		223,231	454	353	-119,266	-135	-213
Belleair	3	3,416	4	0	8	3,399	5	0	17	-1	0
Clearwater	8	19,335	75	116	8	20,267	30	14	-932	45	102
Dunedin	8	1,163	4	0	8	7,113	26	4	-5,951	-22	-4
Gulfport	5	717	4	0	8	1,495	9	0	-778	-5	0
Indian Rocks Beach	6	1,194	2	0		0			1,194	2	0
Indian Shores	7	0	0	0	8	0	0	0	0	0	0
Kenneth City	8	0	0	0	8	0	0	0	0	0	0
Largo	8	7,435	12	0	8	5,731	31	0	1,704	-19	0
Oldsmar	8	400	1	0	8	1,513	6	0	-1,113	-5	0
Pinellas Park	8	5,431	31	4	8	5,322	23	4	109	8	0
Redington Shores	8	1,043	3	0	8	4,096	7	0	-3,053	-4	0
Safety Harbor	8	465	2	0	8	1,323	8	0	-859	-6	0
Seminole	8	0	0	0	8	1,652	6	0	-1,652	-6	0
South Pasadena	8	0	0	0	8	0	0	0	0	0	0
St. Pete Beach	8	2,391	3	0	8	13,486	6	18	-11,094	-3	-18
St. Petersburg	8	27,469	74	20	8	88,767	129	292	-61,298	-55	-272
Tarpon Springs	8	3,641	13	0	8	6,179	22	0	-2,537	-9	0
Treasure Island	7	1,283	3	0	7	11,757	4	19	-10,474	-1	-19
Unincorporated Area	8	28,582	88	0	8	51,132	142	2	-22,550	-54	-2
Polk County		444,934	1,778	1,006		441,895	2,944	343	3,039	-1,166	663
Auburndale	8	6,812	32	9	8	15,427	95	0	-8,615	-63	9
Bartow	5	8,437	39	0	1	12,996	82	0	-4,559	-43	0
Davenport	8	5,988	44	0	8	28,873	192	0	-22,885	-148	0
Dundee	1	1,330	11	0	0	3,020	25	0	-1,689	-14	0
Eagle Lake	8	1,981	17	0	7	3,578	23	0	-1,597	-6	0
Ft. Meade	2	526	5	0	6	1,241	12	0	-714	-7	0
Frostproof	6	219	2	0	1	70	1	0	148	1	0
Haines City	8	7,276	43	4	7	28,122	153	0	-20,846	-110	4
Lake Alfred	8	11,303	56	0	3	7,055	33	0	4,248	23	0
Lake Hamilton	8	0	0	0	8	1,099	7	0	-1,099	-7	0
Lake Wales	5	9,698	26	22	8	4,626	28	0	5,072	-2	22
Lakeland	8	77,705	193	312	8	92,499	389	86	-14,794	-196	226
Mulberry	8	0	0	0	7	257	2	0	-257	-2	0
Polk City	7	1,914	5	2	5	1,763	7	0	151	-2	2
Winter Haven	7	27,954	155	25	8	61,073	376	0	-33,119	-221	25
Unincorporated Area	8	283,791	1,150	632	8	180,197	1,519	257	103,594	-369	375

GTAR MLS Statistics for September 2008

These figures do not include private sales or new construction unless entered into MLS

	2008		2007		Year to Date 2008		Year to Date 2007	
Residential-Home Sales	1,003		710		7,860		8,583	
Condominium Sales	93		86		916		1,357	
Townhouse Sales	118		89		805		1,128	
Villa Sales	31		23		185		226	
Total Residential Sales*	1,281		931		10,029		11,712	
Commercial Sales	11		19		107		160	
Total Dollar Volume for Residential Sales	\$220,684,150		\$197,079,025		\$1,896,479,498		\$2,475,937,175	
Total Dollar Volume for Condominiums	\$ 14,421,231		\$ 14,981,716		\$ 174,649,227		\$ 285,955,701	
Total Dollar Volume for Townhouses	\$ 19,501,388		\$ 18,286,385		\$ 148,171,212		\$ 251,165,302	
Total Dollar Volume for Villas	\$ 4,531,673		\$ 3,927,227		\$ 31,583,698		\$ 43,756,165	
Total Dollar Volume for Vacant Land	\$ 4,526,900		\$ 4,697,151		\$ 46,079,510		\$ 79,335,470	
Total Dollar Volume for Duplexes/Tri's/Quads	\$ 1,139,897		\$ 1,722,864		\$ 12,392,681		\$ 20,287,887	
Total Dollar Volume for Commercial Sales	\$ 6,254,732		\$ 6,597,104		\$ 49,735,140		\$ 89,862,222	
New Residential Listings*	3,347		3,720		32,867		41,506	
New Commercial Listings	107		141		1,031		1,104	
Average Residential Sales Price	\$ 217,920		\$ 277,512		\$ 236,753		\$ 287,027	
Average Condo Sale Price	\$ 155,067		\$ 174,206		\$ 188,877		\$ 211,385	
Average Townhouse Sales Price	\$ 165,266		\$ 205,465		\$ 188,439		\$ 222,117	
Average Villa Sales Price	\$ 146,183		\$ 170,749		\$ 180,207		\$ 190,381	
Total Residential Contracts	2,439		1,980		20,107		21,721	
Total Residential Listings*	-----		-----		1,080		1,043	
Total Commercial Listings	-----		-----					

*Residential, Condos, Townhouses, Patio Homes, Vacant Land, Duplexes, Tri's and Quads does not include activity in area 299

Time on Market	# Units
Less than 30 Days	122
31 to 60 Days	235
61 to 90 Days	221
91 to 120 Days	167
Over 120 Days	636

Type of Financing	# Units
Cash	317
Conventional	598
FHA	344
VA	71
Assumption	23
Other	25

MLS Map Area Codes	
Rural E Hillsborough	238,242,250,251,253,255, 274,276-281
Brandon	268, 269, 270, 271, 273, 275
Plant City	252, 254, 256, 257
Sun City/Ruskin, Apollo Bch	282, 283, 284
New Tampa	236, 237, 249
Pasco	171-196
Temple Terrace/USF	239, 244, 245, 247
North Central	220, 224, 240, 241, 243, 246, 248
Central Tampa	201-203, 205-207, 260-264
East Tampa	265-267, 272
S. Tampa/Davis Islands	208-217
Town & Country	204, 222, 223
Carrollwood	221, 225-227, 232
Lutz/North West	228-231, 233-235

September 2008

STAT AREA	Number of Sales	Average Sold Price	Total Sold Price	Avg DOM
Rural East Hillsborough	13	\$242,708	\$3,155,204	124
Brandon	227	\$196,048	\$44,502,896	95
Plant City	25	\$130,955	\$3,773,875	157
Sun City, Ruskin, Apollo Bch	60	\$202,945	\$12,176,700	108
New Tampa	46	\$396,822	\$18,253,812	165
Pasco	156	\$182,144	\$28,414,464	132
Temple Terrace/USF	22	\$165,427	\$3,639,394	112
North Central	88	\$ 91,413	\$8,044,344	97
Central Tampa	37	\$106,162	\$6,051,234	88
East Tampa	25	\$106,898	\$2,672,450	62
S. Tampa/Davis Islands	83	\$424,912	\$35,267,696	132
Town & Country	41	\$191,222	\$7,840,102	120
Carrollwood	91	\$370,878	\$34,640,898	124
Lutz/North West	69	\$322,349	\$22,242,081	138
TOTALS	1,003	\$217,920	\$220,684,150	118

August 2008

STAT AREA	Number of Sales	Average Sold Price	Total Sold Price	Avg DOM
Rural East Hillsborough	12	\$242,708	\$2,912,496	143
Brandon	202	\$222,721	\$44,989,642	100
Plant City	33	\$136,500	\$5,164,500	103
Sun City, Ruskin, Apollo Bch	65	\$223,692	\$14,539,980	156
New Tampa	68	\$296,672	\$20,173,696	108
Pasco	188	\$199,244	\$37,457,872	126
Temple Terrace/USF	21	\$183,543	\$3,854,403	109
North Central	43	\$106,441	\$4,576,963	90
Central Tampa	42	\$ 85,332	\$3,583,944	78
East Tampa	17	\$127,167	\$2,161,839	76
S. Tampa/Davis Islands	77	\$438,673	\$33,777,821	129
Town & Country	44	\$168,408	\$7,409,952	98
Carrollwood	71	\$273,494	\$19,418,074	120
Lutz/North West	61	\$217,912	\$19,382,632	122
TOTALS	944	\$217,322	\$119,413,814	111

Price Class	Single-Family Unit Sales			Condo/Co-op	Total Units
	< 2	3	> 4		
\$ 29,999 or under	13	5	0	2	20
\$ 30,000—\$ 39,999	7	8	2	1	18
\$ 40,000—\$ 49,999	14	9	2	2	27
\$ 50,000—\$ 59,999	11	10	2	3	26
\$ 60,000—\$ 69,999	12	16	3	9	40
\$ 70,000—\$ 79,999	15	12	4	6	37
\$ 80,000—\$ 89,999	10	12	4	7	33
\$ 90,000—\$ 99,999	15	15	2	8	40
\$100,000—\$119,999	36	47	15	10	108
\$120,000—\$139,999	20	91	19	13	143
\$140,000—\$159,999	15	94	25	12	146
\$160,000—\$179,999	8	63	41	3	115
\$180,000—\$199,999	6	47	43	3	99
\$200,000—\$249,999	7	68	74	9	158
\$250,000—\$299,999	2	42	59	4	107
\$300,000—\$399,999	3	23	63	3	92
\$400,000—\$499,999	0	7	27	2	36
\$500,000 and over	0	5	64	3	72
Totals	194	574	449	100	1,317
Median (thousands) \$	100.0	151.6	235.5	120.0	163.0
Mean (thousands) \$	103.9	167.5	321.8	154.5	209.8

Sales by Price Range—Overall

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Current Month	YTD
\$1—\$49,999	23	22	37	47	51	50	51	82	65	0	0	0	428	4.83%	3.99%
\$50—\$59,999	14	17	18	31	24	20	30	37	25	0	0	0	216	1.86%	2.02%
\$60—\$69,999	13	22	33	38	40	36	27	34	42	0	0	0	285	3.12%	2.66%
\$70—\$79,999	21	18	19	23	32	23	27	32	38	0	0	0	233	2.83%	2.17%
\$80—\$89,999	11	13	18	27	32	41	44	34	32	0	0	0	252	2.38%	2.35%
\$90—\$99,999	22	18	25	24	25	23	32	35	40	0	0	0	245	2.97%	2.20%
\$100—\$119,999	43	48	67	76	81	78	97	83	117	0	0	0	690	8.70%	6.44%
\$120—\$139,999	51	65	92	114	114	120	118	118	148	0	0	0	940	11.00%	8.77%
\$140—\$159,999	71	66	106	126	114	156	111	139	152	0	0	0	1,041	11.30%	9.71%
\$160—\$179,999	78	75	141	119	139	140	133	114	121	0	0	0	1,050	9.00%	9.80%
\$180—\$199,999	78	84	114	100	120	114	115	98	101	0	0	0	924	7.51%	8.62%
\$200—\$249,999	140	116	173	188	177	196	173	189	158	0	0	0	1,510	11.75%	14.09%
\$250—\$299,999	61	76	107	110	107	128	114	110	107	0	0	0	920	7.96%	8.58%
\$300—\$349,999	44	50	53	52	77	76	67	57	55	0	0	0	531	4.09%	4.95%
\$350—\$399,999	37	38	48	40	44	62	47	44	37	0	0	0	397	2.75%	3.70%
\$400—\$499,999	32	35	46	50	66	61	72	46	36	0	0	0	444	2.68%	4.14%
\$500—\$599,999	14	13	27	20	27	19	33	29	29	0	0	0	211	2.16%	1.97%
\$600—\$699,999	11	14	10	19	20	19	12	18	9	0	0	0	132	0.67%	1.23%
\$700—\$799,999	6	5	9	12	6	10	6	2	8	0	0	0	64	0.59%	0.60%
\$800—\$899,999	3	2	4	6	8	4	6	5	8	0	0	0	46	0.59%	0.43%
\$900—\$999,999	3	3	5	2	4	3	9	8	3	0	0	0	40	0.22%	0.37%
\$1,000,000 and over	14	13	10	11	18	15	12	13	14	0	0	0	120	1.04%	1.12%
Current Year	791	813	1,162	1,235	1,316	1,394	1,336	1,327	1,345	0	0	0	10,719	100%	100%
Previous Year	1,209	1,339	1,549	1,430	1,425	1,533	1,341	1,467	1,117	1,239	1,078	1,377	12,410		
%Change	-35%	-39%	-25%	-14%	-8%	-9%	0%	-10%	20%	0%	0%	0%	-14%		
Current YTD	791	1,604	2,766	4,001	5,317	6,711	8,047	9,374	10,719	0	0	0	10,719		
Previous YTD	1,209	2,548	4,097	5,527	6,952	8,485	9,826	11,293	12,410	13,649	14,727	16,104	12,410		
%Change YTD	-35%	-37%	-32%	-28%	-24%	-21%	-18%	-17%	-14%	0%	0%	0%	-14%		

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