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Strategic Framework for Guiding our Future

For a glimpse of the future, you should read the summary of the Hillsborough BOCC Land Use Workshop 37-page outline of the presentation on June 20, 2019. It is as scary to me as the day years ago when I saw the workshop on a plan for Urban Service Areas or the one in 1985 about proposed impact fees. This will be a major game changer for the future of Hillsborough County and layers of impediments to future development. The outline borrows heavily from ideas from the West Coast such as Seattle and Portland and uses language about Detailed Specific Area Plan, Community Plans in greater detail, and leads with environmental and rural preservation, wildlife corridors, rural land typology* for active agricultural, mining, and residential. A new one is Transferable Development Rights (TDR), which redistributes development rights for desired land use outcomes; mitigate property rights impacts; and leverage private dollars for resource protection. Conservation easements also become part of the mix where property owners sell conservation easements and give up future development rights in order to maintain undeveloped open space (although the space may be off-limits to the public and still used for agricultural uses by the owner).

Throughout the 37 pages are discussions of Multimodal Transportation and Place Making, Housing Affordability, community center development in Brandon and Rural Village Center in Wimauma, the Innovation District west of USF, and Suburban Centers (big dots on Gibsonton, Apollo Beach and Ruskin).

While the rollout calls for community input and involvement of all parties, it concerns me that the horse is already out of the barn and property owners and property rights advocates won't have much voice in shaping the rights of their properties. I'm glad to email a copy of the report and encourage all who own or plan to develop land in Hillsborough County to get familiar with what the Hillsborough County Commission is up to with this major redo of land use, zoning, and property rights.

* Typology - study of or analysis or classification based on types or categories

Inside the “Dog Pound”



From left to right: Jack Koehler, Michael Strahan, Chris Bowers,
Bill Eshenbaugh and Ryan Sampson

May marked the fifth birthday for Ronan Sampson and Billie Bowers and the Sampson twin girls had their first birthdays.

Michael Strahan married Camille Zutes the last weekend of May. She is the daughter of George Zutes of Pioneer Homes of Tarpon Springs.

Jack Koehler conducted an elaborate proposal asking for the hand of Jessica Suire and she said yes!

Somehow I feel like the social column writer for a small town newspaper! We congratulate all the team members for the wonderful milestones in their lives.

I was honored to make two presentations on Memorial Day in my hometown of West Sunbury, Pennsylvania. My ancestors homesteaded our family farm there in the early 1800's and I chose to honor two members who served in the Union Army. First, was my Great, Great Grandfather Robert G. Campbell, age 40 and the Father of seven, enlisted on Leap Year Day, 2/29/1864, in Company C, 100th Pennsylvania Infantry Division. He trained for a month in Harrisburg and on his first day in combat in the Wilderness, he was captured and shipped off to Andersonville Prison in Georgia where he died five months later of starvation.

Andrew H. Eshenbaugh, my Great Grandfather, at age 37, enlisted in the 14th Pennsylvania Cavalry in November 1862 and according to a book written later, they rode horseback over 6,500 miles, were engaged in over 100 conflicts and two officers were awarded the Congressional Medal of Honor. It was a pleasure to honor both of them in the small towns where they came from and still have descendants living there today.

New Listings

10.31± acres Estate Residential Land on Fort King Rd., Dade City

<https://buildout.com/website/277142-sale>

2.07± acres Planned Development Land on Fletcher Ave., Tampa

<https://buildout.com/website/448321-sale>

RARE .90± acres Commercial Land on Howard Ave., Tampa

<https://buildout.com/website/465057-sale>

1.51± acres Planned Development Land on Citrus Park Lane, Tampa

<https://buildout.com/website/465279-sale>

450± acres Mixed-use Land on Stephanie Drive., Spring Hill

<https://buildout.com/website/416940-sale>

1.46± acres Commercial Intensive Land on W. Pearl Ave., Tampa

<https://buildout.com/website/481669-sale>

.50± acres Commercial Neighborhood Land on Bloomingdale Ave., Brandon

<https://buildout.com/website/464576-sale>

1.13± acres Planned Development Land on Gunn Hwy., Tampa

<https://buildout.com/website/463843-sale>

3.69± acres General Commercial Land on County Line Rd., Spring Hill

<https://buildout.com/website/464639-sale>

1.14± acres Commercial Highway Land on Recker Hwy., Auburndale

<https://buildout.com/website/483900-sale>

1.28± acres Planned Development Land on W. Hwy. 60, Plant City

<https://buildout.com/website/483767-sale>

235± acres Agricultural Land on S. Hwy. 579, Wimauma

<https://buildout.com/website/427501-sale>

36± acres Agricultural Land on Balm Wimauma Rd., Wimauma

<https://buildout.com/website/460581-sale>

227.43± acres Residential Land on Woodlea Rd., Tavares

<https://buildout.com/website/316102-sale>

New Listings

99.39± acres Planned Development Land on 27th St. E., Bradenton

<https://buildout.com/website/497593-sale>

72.59± acres Residential Land on West Lake Dr., Wimauma

<https://buildout.com/website/503069-sale>

2.05± acres Medical Land on Hamilton Ave., Tampa

<https://buildout.com/website/486532-sale>

.55± acres Commercial Intensive Land on Florida Ave., Tampa

<https://buildout.com/website/510912-sale>

.73± acres Commercial Intensive Land on Florida Ave & E. 7th Ave., Tampa

<https://buildout.com/website/510849-sale>

.69± acres Commercial Land on Ridge Rd., Port Richey

Coming Soon! Contact Chris Bowers

.96± acres Commercial Land on State Road 52, Hudson

Coming Soon! Contact Chris Bowers

.95± acres Commercial Land on 9th Street W., Bradenton

Coming Soon! Contact Chris Bowers

Call or email us today for further details and a full package on these exciting opportunities.

If you have a property that you are thinking about selling, please call one of our brokers for an opinion of value and a potential marketing strategy to get it sold.

(813) 287-8787 x 2 or Krissy@TheDirtDog.com

New Listings



10.31± acres on 0 Fort King Rd.,
Dade City
Zoned Estate Residential
Asking \$300,000



2.07± acres on 1718 Fletcher Ave.,
Tampa
Zoned Planned Development
Asking \$750,000



RARE .90± acres on 103 Howard Ave.,
Tampa
Zoned Commercial General
Asking \$2,250,000 u/c



1.51± acres on 13315 Citrus Park Lane,
Tampa
Zoned Planned Development
Asking \$950,000



450± acres on 3055 Stephanie Dr.,
Spring Hill
Zoned Residential, mixed-use
Asking \$21,800,000



1.46± acres on 4324 W Pearl Ave.,
Tampa
Zoned Commercial Intensive
Asking \$395,000 u/c

New Listings



**0.50± acres on 102 E. Bloomingdale Ave.,
Brandon**
Zoned CN
Asking \$475,000



**1.13± acres on 4425 Gunn Hwy.,
Tampa**
Zoned PD
Asking \$925,000



**3.69± acres on 7100 County Line Rd.,
Spring Hill**
Zoned C2
Asking \$395,000



**1.14± acres on 113 Recker Hwy.,
Auburndale**
Zoned Commercial Highway
Asking \$500,000



**1.28± acres on 4621 W. Hwy 60,
Plant City**
Zoned PD
Asking \$685,000



**235± acres on 1108 S. Hwy 579,
Wimauma**
Zoned AR
Asking \$8,695,000

New Listings



36± acres on 0 Balm Wimauma Rd.,

Wimauma

Zoned AR

Asking \$1,500,000



227.43± acres on 12602 Woodlea Rd.,

Tavares

Zoned RSF-A, Landuse 3 UPA

Asking \$9,750,000



99.39± acres on 3200 27th St. E.,

Bradenton

Zoned PD

Asking \$11,750,000



72.59± acres on 2216 West Lake Dr.,

Wimauma

Zoned R-4

Asking \$5,400,000



2.05± acres on 3369 Hamilton Ave.,

Tampa

Zoned PD

Asking Call for Offers



0.55± acres on 1428 N Florida Ave.,

Tampa

Zoned CI

Asking Call for Offers

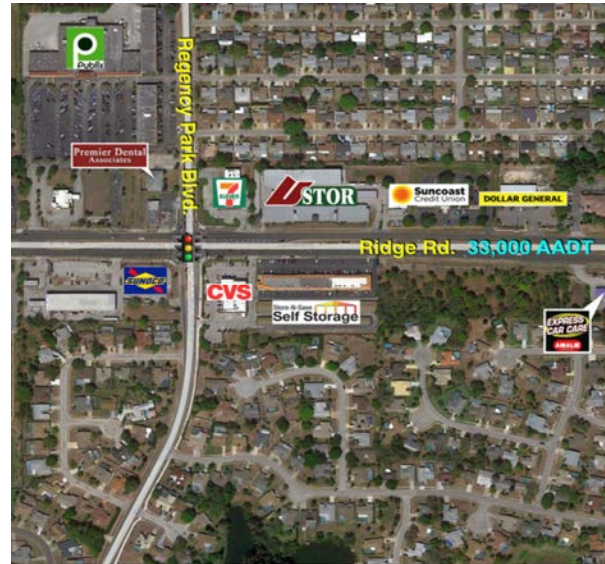
New Listings



**.73± acres on NEC Florida & E 7th Ave.,
Tampa**

Zoned C1

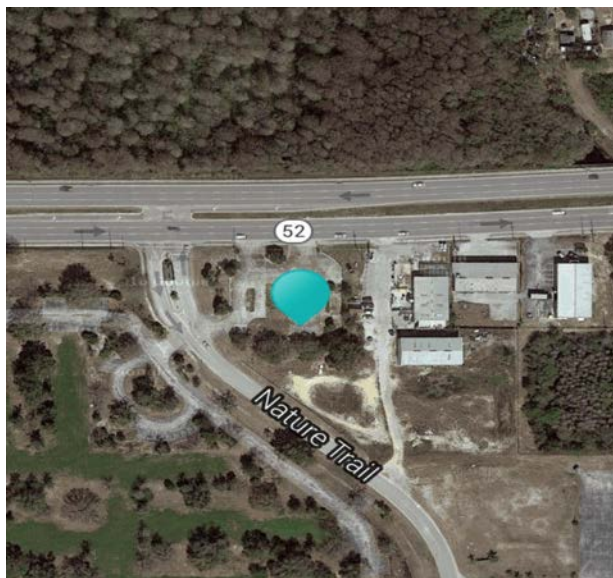
Asking Call for Offers



**.69± acres on 7424 Ridge Rd.,
Port Richey**

Zoned C2

Asking Call Chris Bowers



**.96± acres on 8434 State Rd. 52,
Hudson**

Zoned C2

Asking Call Chris Bowers



**.95± acres on 3411 9th Street W.,
Bradenton**

Zoned GC

Asking Call Chris Bowers

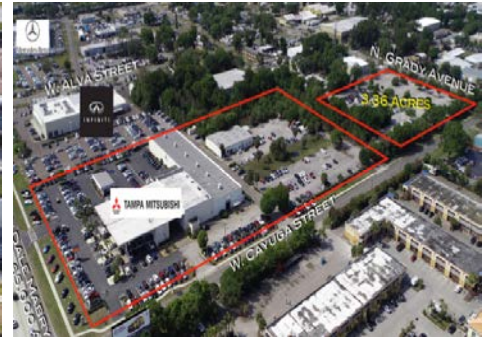
SOLD



**1.33± acres on 16640 S 301 Hwy.,
Wimauma**
Use - Medical
SOLD \$1,050,000



**4608 SF on 4601 4th St.,
St. Petersburg**
Use - Retail Center
SOLD \$1,415,000



**10.02± acres on 4636 Dale Mabry,
Tampa**
Use - Car Dealership
SOLD \$12,000,000



**22± acres on 36924 Eiland Blvd.,
Zephyrhills**
Use- Residential Development
SOLD \$1,730,000



**8.09± acres on 811 E. Lumsden Rd.,
Brandon**
Use - Office Park
SOLD \$1,300,000



**254± acres on 2107 Cortez Rd.,
Bradenton**
Use - Strip Center
SOLD \$2,575,000



**1,736± acres on Stage Coach Trail,
Floral City**
Use -
SOLD \$6,420,904



**5.76± acres on Collier Parkway,
Land O'Lakes**
Use -
SOLD \$500,000

Projects

Clayton Properties Group, a Berkshire Hathaway entity, acquired Highland Homes of Polk County in May. Started in 1996 by Bob and Joel Adams, Highland had over 800 closings in 2018 and ranked 75th on the national 2018 *Builder Magazine's* 100 Top Builders. We congratulate Bob and Joel.

A 34-story condo tower was announced for Ashley Drive across from Curtis Hixon Park in Tampa. Named *Arris*, the 50-unit building will be built on what is now a vacant parking lot and is the next project for Jay Tallman of Ascentia Development Corp. They are also the developers of *Virage* on Bayshore Blvd.

Amazon announced plans to spend \$100,000,000 in Lakeland for a new cargo center at the Lakeland-Linder Intl Airport. Amazon will lease 47 acres. This could add up to 1,000 jobs and it appears operations will shift from Tampa International Airport by 2020.

Governor DeSantis signed the highway bill sponsored by Senator Tom Lee of Tampa that will extend the Florida Turnpike to the Suncoast Parkway, extend the Parkway to Georgia, and link Naples and Polk County.

Kolter Group is taking reservations for their second condo in St Petersburg. This one is named *Saltaire*, should be 35 stories with seven units per floor.

SoHo Capital broke ground on a seven-story office building Heights-Union project adjacent to Armature Works in the Heights District of Tampa.

Recent Land Sales

Neal Communities of SW Florida LLC bought land on Lorraine Road, Sarasota from Linvest Sarasota East Ltd and Linvest Fruitville Ltd for \$2,550,000

SMR Taylor Ranch LLC bought agricultural land from Old Florida Investment LLC and Taylor & Fulton in Bradenton for \$13,573,100.

Mattamy Tampa/Sarasota LLC bought land from Thomas Ranch Land Partners Village I LLLP in Venice for \$16,408,000.

WCI Communities LLC bought land from Sanctuary Cove Bradenton ASLI VI LLLP in Palmetto for \$5,400,000.

Arlington Town Center LLC bought Apartment Land from Westfield Brandon Partners LTD at Brandon Town Center for \$4,500,000 (Chris Bowers w/Eshenbaugh was the broker).

Forestar (USA) Real Estate Group Inc. bought lots (48) from Douglas-Macaluso LLC at Carlton Lakes West for \$3,120,000.

M/I Homes of Tampa LLC bought land from Krusen Douglas LLC in New Tampa at K Bar Ranch for \$2,632,925.

Builder's Success Continues by Bill Eshenbaugh

Builders continue to have a good 2019, although the challenges of rising materials cost and labor shortages persist to make for interesting times. Taylor Morrison closed on a site within **Wiregrass Ranch** and plan for over 900 homes to be built that will be for 55+ buyers.

Metro Development appears to have finished all the home-sites in **Epperson Ranch** and they have a significant amount of land development underway in the adjacent **Epperson North**. About 700 home-sites are coming online in **Mirada** on SR 52 in San Antonio for them as well. **Medley at Mirada** is a new Lennar community also in the San Antonio area for the 55+ buyers.

While there is concern over Hillsborough County's constraints on the Urban Service Area, there may be as much as a seven-year supply of approved home-sites in south Hillsborough County. These are for the most part controlled by Metro Development, Eisenhower Properties and Newland, all skilled developers. The major short-term key here may be how the school concurrency and impact fees play out and effect pricing and any aspect of affordability. Builders who are not aligned with these developers or who do not control their own destiny may find it tougher going in South County.

We applaud Sunrise Homes who have been very successful throughout all the cycles since the 1980's with their land development and home building operations.



CCIM Award Ceremony featuring
Chris Bowers, Bill Eshenbaugh and Jack Koehler

“Cowboy Wisdom”

“I never wanted my ability to take me somewhere that my character couldn't keep me.”

It's better to be a has-been than a never-was.

A word to the wise is unnecessary.

Around the Marketplace by Bill Eshenbaugh

Recent ground works activity by Bromley Companies at the new project called *Midtown*, located at I-275 and Dale Mabry, has nine buildings underway, including two hotels, 400 residential units and a new office building in what is planned over-all for 1.8 million square feet of improvements. In Channelside, Mercury Advisors plans to open a Publix grocery in August and break ground on a condo project called “*Elevate 61*”.

Medical campuses and affiliations are all the rage these days. The Florida legislation sent a bill to Governor DeSantis eliminating the requirement for a “Certificate of Need” (CON) for new hospitals. If signed, this removes the huge barrier of hospital expansion. Already underway are the affiliations of USF with Tampa General, Moffitt Cancer Center with Advent Health at Wiregrass, and Sarasota Memorial is building a \$437 million medical campus in Venice. Look for a lot more activity across Pasco County, in particular, with its growth and new highway infrastructure.

Virgin Trains held public forums on two alternative routes as the train plans evolve to serve Orlando to Tampa. One includes stops at the Convention Center in Orlando and of course, the theme parks are vying for attention to be stops on the route as well. Alternatively, the plans swing south along the SR 417 corridor, which is shorter and could save \$500-600 million in right-of-way and construction costs.

National Association Home Builders recently featured Stuart Miller of Lennar, who has been the CEO for the past 21 years and in April moved to a newly created position of Executive Chairman. I had the pleasure of meeting Stuart in 1991 when I ran the statewide sales center for the RTC and he came in looking for a portfolio of assets. We were able to assist and Lennar, along with Wall Street hedge funds, acquired a book-value portfolio of over \$1 billion in RTC assets and changed the culture and standing of Lennar into an international financial machine.

Closer to home, the second quarter produced several closings including a \$12 million sale of a former auto dealership on Dale Mabry, a site for Coke on Gandy Blvd in St Petersburg, and a new residential community in Zephyrhills for Pulte Group. New residential listings in the second quarter included the relisting of Peninsula on Lake Harris for \$9,750,000 for potential 558 home sites in Lake County; Spring Center in the middle of Spring Hill of 450 acres and approved for as much as 1,500 single-family units, 700 multi-family units, along with a town center; 72.59 acres in Ruskin for 144 residential units and 100 acres in Manatee for 511 potential residential units.

Notes and Observations from ULI Florida by Bill Eshenbaugh

Autonomous vehicles and scooters were up for discussion on one of the programs at the statewide ULI Summit in Orlando. This was especially timely since Governor DeSantis signed HB 311, which paves the way for Florida to be the leading state in the advancement of autonomous vehicles. We enjoyed videos of small delivery carts bringing pizza right to the front door (although I'm not sure how the pizza is safeguarded from hijackers) to a film of an 18-wheeler driverless tractor-trailer at speed with traffic on the Interstate system.

An interesting panel included a discussion on Florida's Research Parks, how they started and what drives them. Originally conceived in the early 1980s, they must have a relationship with a local university in order to thrive and grow. There are 12 in Florida, making us the largest in the nation. Nine of them are affiliated with universities, who drive the research dollars and grants. The parks are frequently developed by private developers and occasionally by an authority. The University of Florida Park projects \$1 billion in research grants and aid for 2020, as an example of the economic clout these projects carry.

To succeed, the parks need the university camaraderie, connectivity and network. Those elements build linkage. On the private side, the real estate developer needs to be able to create space for growing tech companies and understand the issue of new or little credit history and the flexibility to quickly add significant space with high tech finishes and services.

At the Community & Housing Development Product Council, we heard a great panel with Len Jaffe of David Weekley Homes, Scott Sheridan of Wiregrass Ranch and Mike Wolf, VP of Kolter Homes, LLC. They discussed "Boomer Hoods", neighborhoods of the 55+ buyers and renters. These buyers are motivated by a number of life-changing events, such as recent or upcoming retirement, vacation homes, fuller lifestyle, more travel and cashing out equity. These factors then can lead to decisions to buy smaller homes, lower maintenance facilities or even opt to rent apartments or single family-homes.

Both builders commented that they cannot sell homes on back-to-back lots. The consumer wants a private living area with green space behind the house.

The lower impact fees of making a community age-restricted vs. age-targeted can be very significant- maybe as much as \$10,000 per home lower if the property is restricted, because of lower traffic and school impact fees.

These Boomers break by age into two groups: 55-63 and 64-73. Ironically, many are still working in both groups. A failure to save, a life of consuming goods and services and the great recession of 2008 have resulted in a generation without enough savings to feel comfortable retiring.



Ryan Sampson, CCIM, ALC is the Managing Principal of Eshenbaugh Land Company. With over a decade of real estate experience, Ryan has already closed more than \$500,000,000 in land transactions since joining Eshenbaugh Land Company in 2005.

A second-generation Tampa real estate professional, Ryan takes great pride in brokering land deals that lead to future development and positive growth within his community. His transactional experience ranges from single-tenant retail out-parcels to large master planned communities and most everything in between as it relates to development land. He has represented Lennar, Newland Communities, Bank of America, Soho Capital, Duke Realty, CalSTRS, StanPac, Rialto Capital, BB&T and DeBartolo to name a few. He has spoken as a land expert over the years at multiple national conferences and he has served as President for a few of the local real estate chapters.

Highway Enhancements Improve Property Values

With this weeks announcement that the new seven-mile expansion of SR 56 opened up in Wesley Chapel, I thought it would be nice to share details on another road extension project that is active in our region.

The Veterans Expressway is currently under construction with an expansion north from US 98 to SR 44 in Lecanto and is slated to be complete by 2022. There will be a new interchange at Cardinal Street in addition to the full interchange at US 98 and at the SR 44 terminus.

Once this is complete, SR 44 will become a true connector road from the Veterans to I-75 and US 19. SR 44 is a critical exit off I-75 as it is the first exit north of where the FL Turnpike and I-75 meet in Wildwood, FL, home to the Villages. The merging of the FL Turnpike with I-75 is also under a current expansion and redesign as well to help alleviate congestion as 69% of all truck traffic in the state drives past it.

With the coastal connector highway being postponed last year due to opposition, FDOT shifted their focus to relieving traffic on I-75 and enhancing connectivity between west and northeast FL. The coastal connector was going to extend the Veterans Expressway further north eventually connecting it to I-75 north of Ocala, bypass the Turnpike/SR 44/I-75 area. By this being delayed, SR 44 becomes a direct beneficiary, as all the traffic from the Veterans looking to get to I-75 will be shifted to SR 44.

If you are looking for land in the path of growth or future logistical locations, I would highly urge you to consider SR 44 around the Veterans Expressway or I-75. We have multiple sites available for both industrial and commercial uses in these high growth corridors ranging from \$15,000/acre to \$80,000/acre depending on size, location, and entitlements.

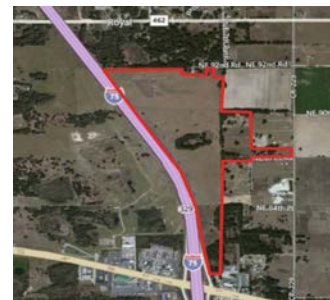
Florida continues to grow and attract the best and brightest. Land around the interstates will continue to increase in price and demand especially at key intersections. We are big believers in north-central Florida and see the growth rapidly heading that way.



174± ac - \$13,920,000



239.9± ac - \$19,184,000



145± ac - \$4,999,999

Chris Bowers, CCIM joined Eshenbaugh Land Company in 2012, bringing specialized retail knowledge and a balanced developer's perspective to this land-focused real estate brokerage team. Over the course of his career, Chris has been involved in the acquisition and sale of more than \$400 million in real estate assets. A second-generation real estate professional, Chris says being involved in deals that make a positive impact on a community's growth is what gives him the greatest sense of pride. He continually monitors real estate trends across all land-use types to bring these insights to clients served by the firm. "As land brokers, we need to know a little about everything." Chris graduated from Florida State University in 2005 with a bachelor's degree in Real Estate and Finance.

21± acre Commercial Property in Palmetto

The opportunity is to develop a commercial or office site located in Palmetto, Manatee County, FL. It is situated in-between U.S. Highway 41 and I-75, a convenient location for heading to the airport or the shopping malls. Just North of I-275, it provides a direct route to the St. Petersburg Beaches.

The parcel is also located next to an up-and-coming community called the Esplande at Artisan Lakes, which is designed with a California Tuscan architecture and includes resort-style amenities. The private location is only a short drive to many destinations like the Pinellas County Beaches, Tampa, and Sarasota. There are three parcels total at this site: (1) - 21+/- Acres Commercial, (2) - 6.3+/- Acres Commercial, (3) - 12.2+/- Acres Commercial

Parcel 1 - 21+/- Acres: \$5,945,940 Parcel 2 - 6.3+/- Acres: \$1,372,140 Parcel 3 - 12.2+/- Acres: \$2,125,728





Michael Strahan, ALC, MAB, graduated from the University of Florida with a Bachelor of Science degree in Agricultural Operations Management and a Master of Science degree in Agribusiness. Michael is a licensed Real Estate Sales Associate in Florida and a fourth generation Floridian and resident of Tampa.

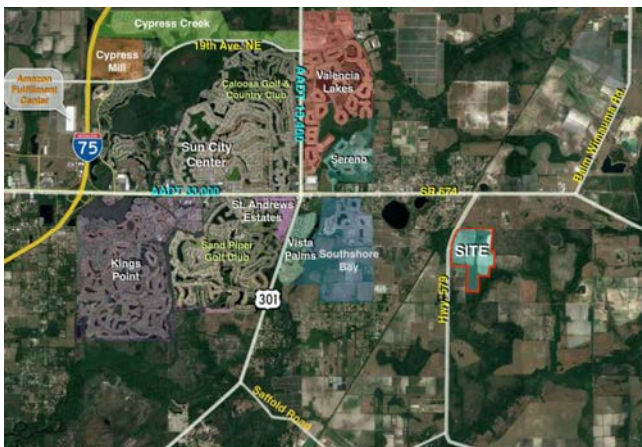
Michael began his post-graduate work with Rainbow Flowers Imports. Beginning as an intern, he worked his way to the top of the company and within two years was running the day-to-day operations. Once in charge, sales grew 12% annually. Michael brings a strong agricultural background to the Eshenbaugh Land Company and he is active in the real estate community. He is a member of Florida Citrus Mutual, Florida Cattlemen's Association, SOREP (Society of Real Estate Professionals), Real Estate Investment Council and the Florida Farm Bureau-Hillsborough County.

235± ac Tomato Farm in Wimauma

The opportunity is to purchase 235 acres located on the east side of Hwy. 579 in Wimauma. It is zoned AR with a future land use of WVR-2 (Wimauma Village Residential - 2 units per acre).

Currently, the property is being leased to grow tomatoes. It features a 10" well and has an active SWFWMD WUP which allows for 545,300 Avg. GPD and 1,137,000 Peak GPD.

The property is located at 1108 Hwy. 579 in Wimauma in unincorporated Hillsborough County. It's 0.5 miles south of SR 674, less than 3 miles from U.S. 301, and 6 miles from I-75. The site's proximity to major thoroughfares allows for easy commutes to downtown Tampa (30+ minutes), Lakewood Ranch (40 minutes), St. Petersburg (45 minutes), and Sarasota (50 minutes). Local shopping, schools, and medical are all located nearby as well.



Price \$8,695,000



Jack Koehler, CCIM brings his variety of experiences and extensive knowledge to every potential deal to help him better serve buyers and sellers. As a licensed real estate broker- associate and a second-generation Tampa real estate professional, he is drawn to all aspects of development and has been involved in land transactions across Central Florida totaling over 1,800 acres.

Jack began his career in real estate as a financial analyst with Sage Partners, LLC, a tax credit developer whose principals have developed over 12,000 affordable housing units. Through this unique path, he gained valuable experience in many aspects of development, including operations analysis and reporting to equity partners and lenders. His experience extends also to the construction business where he worked as an Assistant Superintendent with First Florida Building Corporation.

Jack graduated from the Business Administration program at Auburn University. He's an active member of Real Estate Investment Council (REIC), Urban Land Institute (ULI), Realtors Land Institute (RLI), and serves as Secretary for the Florida CCIM West Coast District. Jack has received the designation of Certified Commercial Investment Member (CCIM) and is currently pursuing the designation of Accredited Land Consultant (ALC).

Tampa Heights Development Opportunities

Originally developed in the 1880's, Tampa Heights is considered by many to be Tampa's first suburb. Being located less than one mile north of Downtown with historic charm and significant frontage along the Hillsborough River, Tampa Heights has attracted a bevy of new development and redevelopment projects in recent years. Several of these projects such as Armature Works, Ulele, Water Works Park, and Hall on Franklin have quickly become some of the hottest destinations in Tampa Bay. Tampa Heights provides great connectivity to Downtown via major thoroughfares such as Tampa Street, Florida Avenue, Franklin Street, as well as the 2.6 mile-long Tampa Riverwalk.

For those who may be interested in tapping into this thriving submarket, we have two new listings that may be of interest. The first is a 0.55-acre site located at the southwest corner of N. Florida Avenue and E. Estelle Street. This site falls within an Opportunity Zone and has frontage on both Florida Avenue and Franklin Street. There are two metal buildings on the property that could either be repurposed or removed for redevelopment of the site. The second opportunity is a 0.79-acre site at the northeast corner of N. Florida Avenue and E. 7th Avenue. The site is currently used as a parking lot and is one of the largest undeveloped properties remaining within Tampa Heights.

If either of these opportunities are of interest, please contact me at 813-287-8787 extension 9.





Bill giving a presentation to Pinellas Realtors

What is an Accredited Land Consultant?

The ALC is a designation offered by the Realtors Land Institute (RLI) for land brokers and agents who have demonstrated professionalism, land sales experience and a commitment to gaining education about the many facets of land brokerage.

When a land professional becomes an Accredited Land Consultant, that individual gains access to a unique group of real estate specialists who work together to build and share knowledge, develop trusted relationships, and expand business opportunities. All this benefits our clients.

What is the CCIM Designation?

The CCIM designation is conferred upon commercial real estate leaders who have a proven record of success in the field and have demonstrated a mastery of financial, market, and investment analysis. CCIM designees come from a variety of professional backgrounds including brokerage, banking, property management, law, and accounting.

Benefit of a Designation to Our Clients

The benefits to our clients include far more training and education on behalf of our team into advanced issues, along with vastly expanded networks with other accredited or designated brokers worldwide. Our education helps us understand tax issues, environmental concerns, title policy surprises, entitlements, and value-added ideas to help our clients better position their properties. Our worldwide contacts and marketing systems help speed the dissemination of marketing materials and seek out a wider array of prospective buyers quickly.

Thanks to Mayor Bob Buckhorn

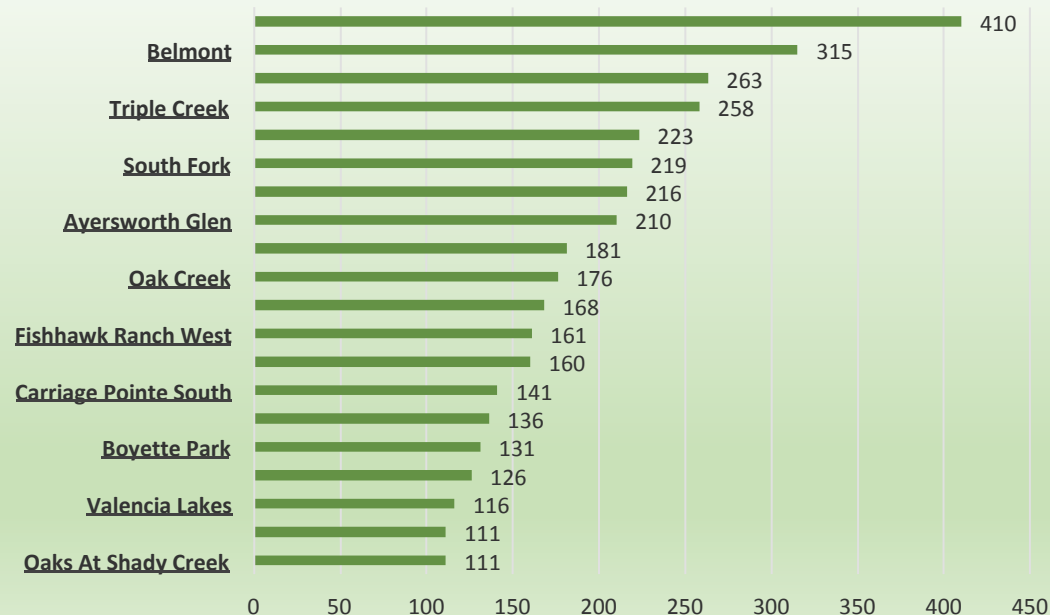
On May 1, my good friend Mayor Bob Buckhorn ended his eight years at the helm for City of Tampa as Mayor. His term began in 2011 during the dark days of the recession. With his leadership, we have seen the completion of many new Tampa landmarks. These include the Riverwalk, the initial phase of Jeff Vinik's Water Street Tampa, Amature Works, the Westshore Marina District, plus all the construction in mid-town. Hundreds of apartments and condos have sprouted up all through Harbour Island, downtown and the surrounding neighborhoods. Finally, the Gandy connector to the Crosstown has become a reality; all this under Bob's watch.

My wife Lynda Keever and I recently had dinner with him and his lovely wife, Dr. Cathy Lynch Buckhorn. They are busy getting ready for their daughter Grace to start her freshman year at Penn State. Then the happy parents are headed abroad.

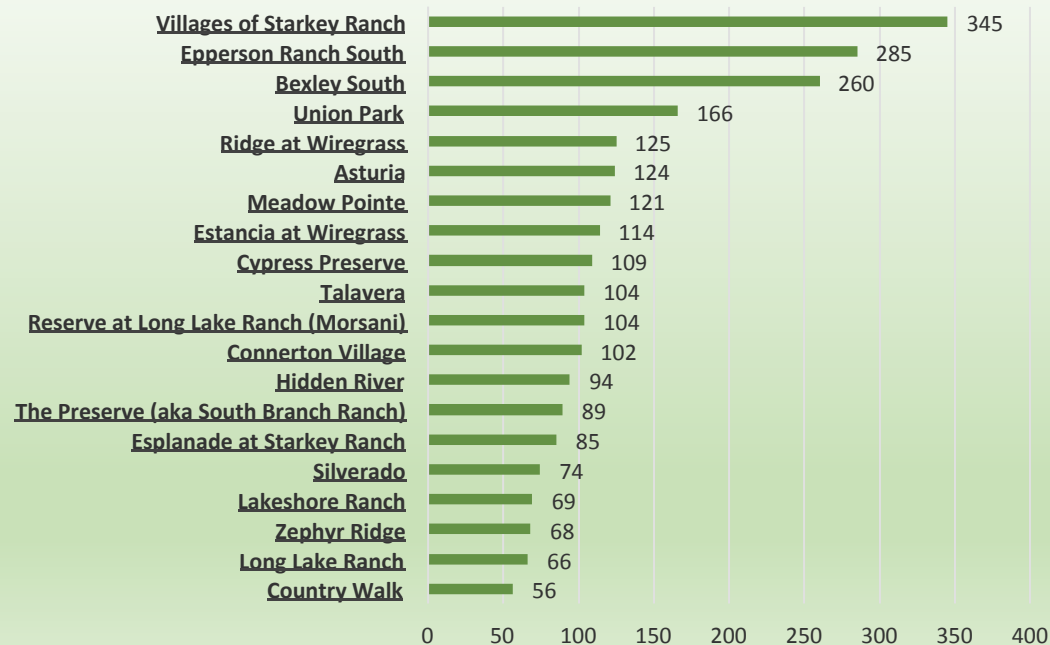
Thank you Bob for all you did to make this a great place to live and raise a family. God Bless you and yours.



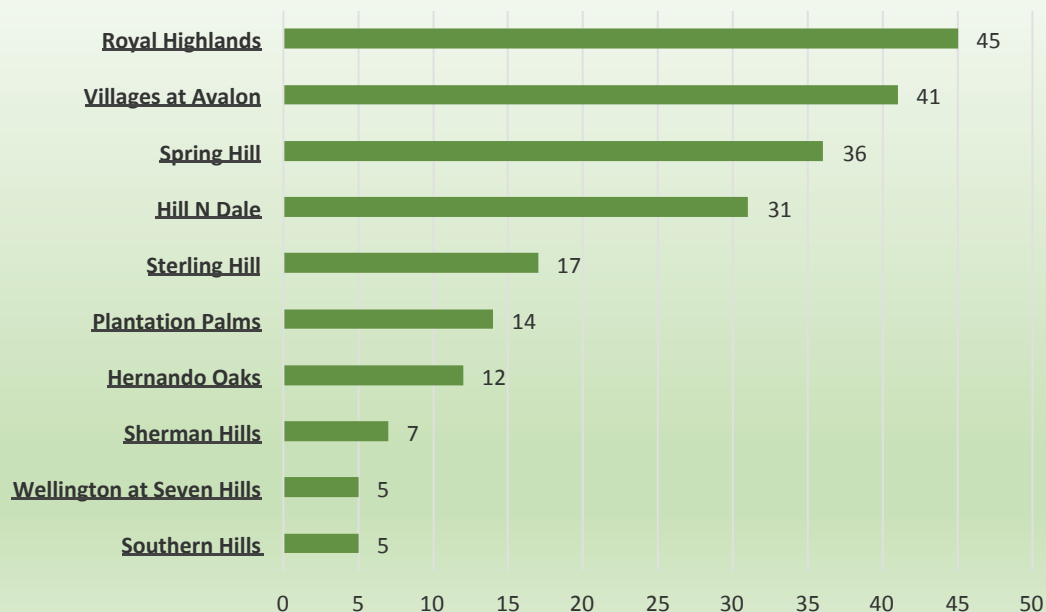
HILLSBOROUGH TOP 20 COMMUNITY (# OF CLOSINGS)



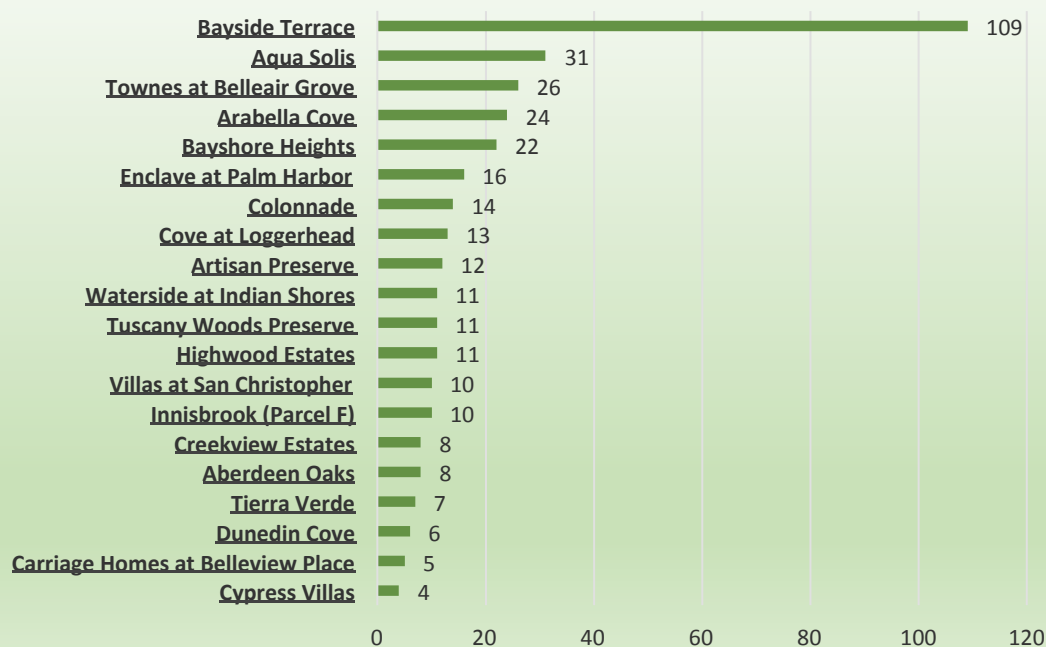
PASCO TOP 20 COMMUNITY (# OF CLOSINGS)



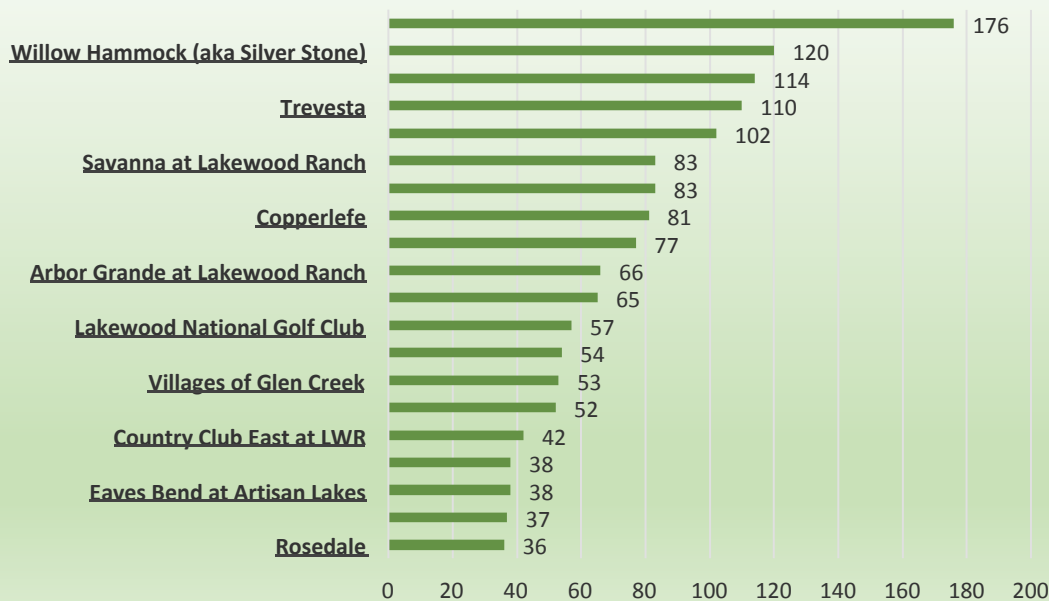
HERNANDO TOP 10 COMMUNITY (# OF CLOSINGS)



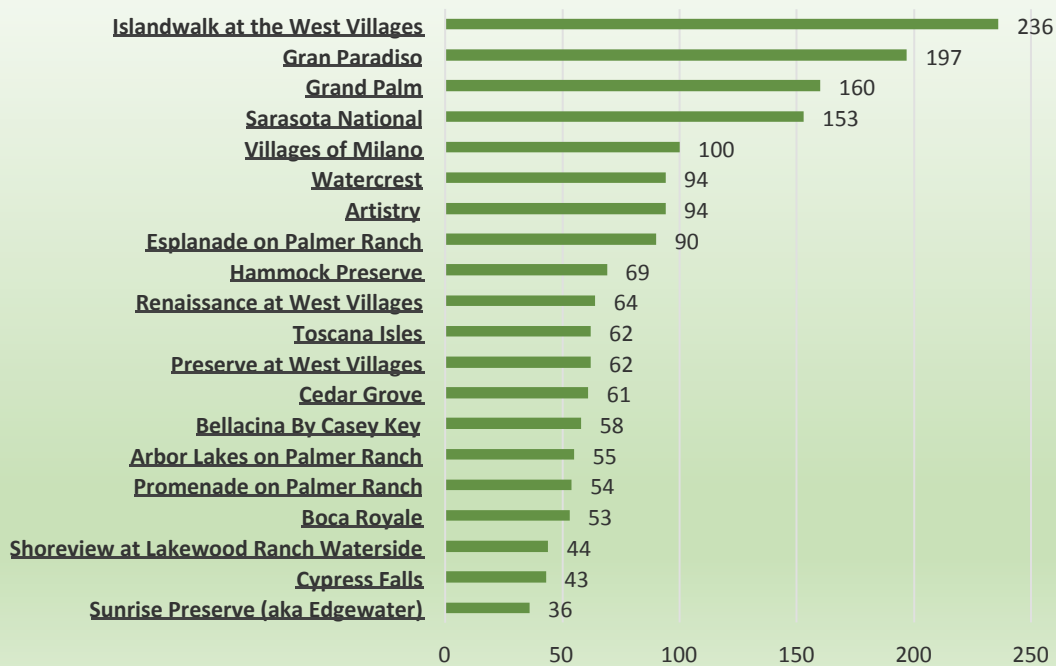
PINELLAS TOP 20 COMMUNITY (# OF CLOSINGS)



MANATEE TOP 20 COMMUNITY (# OF CLOSINGS)



SARASOTA TOP 20 COMMUNITY (# OF CLOSINGS)



Community	Grantee	Lot OR Bk/PG	Entry Date	Lot Closing Price	# of Lots	Price Per Lot
Ayersworth Glen	Ryan Homes (NVR)	26524/928	4/1/19	\$81,437.03	2	\$40,719
B P Brobstone Fendig & Cos Halfway Add #2	Mobley Homes	26685/40	6/7/19	\$332,000.00	2	\$166,000
Bassett Creek	Mobley Homes	26644/1512	5/22/19	\$118,000.00	1	\$118,000
Bayhill Estates	Domain Homes	26667/351	5/21/19	\$135,400.00	1	\$135,400
Bel Mar	MOBLEY HOMES CUSTOM LLC	26570/1867	4/26/19	\$265,000.00	1	\$265,000
Bel Mar	Domain Homes	26533/1790	4/5/19	\$313,500.00	2	\$156,750
Bell Creek Preserve	William Ryan Homes	26646/429	5/21/19	\$300,000.00	4	\$75,000
Bell Creek Preserve	William Ryan Homes	26560/1194	4/12/19	\$225,000.00	3	\$75,000
Boyette Fields	HIGHLAND HOLDINGS INC	26579/1233	4/24/19	\$65,000.00	1	\$65,000
Brooker Ridge	DR Horton/Express/Freedom	26543/1583	4/11/19	\$238,077.37	2	\$119,039
Campbells Sub Lot 12	Domain Homes	26547/429	4/12/19	\$125,000.00	2	\$62,500
Carlton Lakes (Southfork Lakes)	M/I Homes	26702/154	6/11/19	\$1,001,000.00	18	\$55,611
Carlton Lakes (Southfork Lakes)	Ryan Homes (NVR)	26699/162	6/7/19	\$150,000.00	3	\$50,000
Carlton Lakes (Southfork Lakes)	Ryan Homes (NVR)	26618/1299	5/1/19	\$350,000.00	7	\$50,000
Carlton Lakes (Southfork Lakes)	Ryan Homes (NVR)	26536/805	4/4/19	\$250,000.00	5	\$50,000
Carlton Lakes (Southfork Lakes)	Ryan Homes (NVR)	26536/942	4/4/19	\$40,000.00	1	\$40,000
Carlton Lakes West	DR Horton/Express/Freedom	26695/389	6/6/19	\$409,597.60	10	\$40,960
Chateau Villa	JAVIC PROPERTIES LLC	26591/1273	4/30/19	\$380,000.00	2	\$190,000
Crescent Park	Domain Homes	26604/1892	5/3/19	\$105,000.00	1	\$105,000
Cypress Creek	DR Horton/Express/Freedom	26708/1006	6/11/19	\$39,930.41	1	\$39,930
Cypress Creek	DR Horton/Express/Freedom	26708/1011	6/11/19	\$79,860.82	2	\$39,930
Cypress Creek	Holiday Builders	26649/1780	5/20/19	\$100,967.18	2	\$50,484
Cypress Creek	DR Horton/Express/Freedom	26603/416	5/1/19	\$238,369.32	6	\$39,728
Cypress Creek	DR Horton/Express/Freedom	26603/410	5/1/19	\$98,383.56	2	\$49,192
Dg Farms South (Serenio)	Lennar Homes	26711/7	6/13/19	\$515,742.00	12	\$42,979
Dg Farms South (Serenio)	DR Horton/Express/Freedom	26694/1650	6/6/19	\$380,187.36	8	\$47,523
Dg Farms South (Serenio)	DR Horton/Express/Freedom	26692/788	6/5/19	\$112,000.00	2	\$56,000
DG Farms South (Serenio)	DR Horton/Express/Freedom	26611/1113	5/6/19	\$380,000.00	8	\$47,500
DG Farms South (Serenio)	Lennar Homes	26586/158	4/29/19	\$170,575.80	4	\$42,644
DG Farms South (Serenio)	Lennar Homes	26544/898	4/11/19	\$85,078.80	2	\$42,539
DG Farms South (Serenio)	DR Horton/Express/Freedom	26525/1404	4/1/19	\$142,500.00	3	\$47,500

District At Bloomingdale	DR Horton/Express/Freedom	26688/1718	6/4/19	\$433,200.00	8	\$54,150
District At Bloomingdale	DR Horton/Express/Freedom	26532/968	4/5/19	\$433,200.00	8	\$54,150
Gandy Blvd Park	Domain Homes	26667/233	5/30/19	\$128,000.00	1	\$128,000
Hawks Fern	Homes by WestBay	26696/1753	6/11/19	\$278,574.00	3	\$92,858
Hawks Fern	Homes by West Bay	26622/270	5/10/19	\$278,574.00	3	\$92,858
Hawks Fern	Homes by WestBay	26566/706	4/19/19	\$55,000.00	1	\$55,000
Jefferson Estates	DR Horton/Express/Freedom	26704/592	6/11/19	\$333,563.80	5	\$66,713
Jefferson Estates	DR Horton/Express/Freedom	26599/991	5/1/19	\$329,426.65	5	\$65,885
Jefferson Estates	DR Horton/Express/Freedom	26549/1742	4/10/19	\$261,805.32	4	\$65,451
K-Bar Ranch	M/I Homes	26548/1811	4/11/19	\$2,632,925.00		
Kingsway Estates	William Ryan Homes	26629/694	5/14/19	\$135,000.00	3	\$45,000
Legacy Ridge	Homes by WestBay	26674/295	6/3/19	\$224,188.70	2	\$112,094
Legacy Ridge	Homes by West Bay	26613/4	5/8/19	\$448,377.40	4	\$112,094
Lucaya Lake Club	Ryan Homes (NVR)	26717/824	6/12/19	\$65,500.00	1	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26691/873	6/7/19	\$133,000.00	1	\$133,000
Lucaya Lake Club	Ryan Homes (NVR)	26713/397	6/6/19	\$52,000.00	1	\$52,000
Lucaya Lake Club	Ryan Homes (NVR)	26713/467	6/6/19	\$152,000.00	2	\$76,000
Lucaya Lake Club	Ryan Homes (NVR)	26699/215	6/5/19	\$76,000.00	1	\$76,000
Lucaya Lake Club	Ryan Homes (NVR)	26691/807	6/4/19	\$131,000.00	2	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26673/881	5/29/19	\$88,700.00	1	\$88,700
Lucaya Lake Club	Ryan Homes (NVR)	26673/826	5/29/19	\$52,000.00	1	\$52,000
Lucaya Lake Club	Ryan Homes (NVR)	26673/659	5/28/19	\$133,000.00	1	\$133,000
Lucaya Lake Club	Ryan Homes (NVR)	26673/1002	5/28/19	\$65,500.00	1	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26653/983	5/21/19	\$52,000.00	1	\$52,000
Lucaya Lake Club	Ryan Homes (NVR)	26653/1102	5/20/19	\$65,500.00	1	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26640/1850	5/15/19	\$216,444.00	6	\$36,074
Lucaya Lake Club	Ryan Homes (NVR)	26637/1626	5/14/19	\$131,000.00	2	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26637/1591	5/14/19	\$76,000.00	1	\$76,000
Lucaya Lake Club	Ryan Homes (NVR)	26618/1134	5/2/19	\$133,000.00	1	\$133,000
Lucaya Lake Club	Ryan Homes (NVR)	26618/1188	5/2/19	\$52,000.00	1	\$52,000
Lucaya Lake Club	Ryan Homes (NVR)	26601/1471	5/1/19	\$133,000.00	1	\$133,000
Lucaya Lake Club	Ryan Homes (NVR)	26601/1601	5/1/19	\$65,500.00	1	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26601/1610	4/25/19	\$52,000.00	1	\$52,000
Lucaya Lake Club	Ryan Homes (NVR)	26580/1765	4/23/19	\$86,614.00	1	\$86,614
Lucaya Lake Club	Ryan Homes (NVR)	26580/1743	4/23/19	\$65,500.00	1	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26566/248	4/16/19	\$65,500.00	1	\$65,500
Lucaya Lake Club	Ryan Homes (NVR)	26566/273	4/15/19	\$216,444.00	6	\$36,074
Lucaya Lake Club	Ryan Homes (NVR)	26545/1614	4/9/19	\$177,400.00	2	\$88,700
Lucaya Lake Club	Ryan Homes (NVR)	26528/265	4/1/19	\$152,000.00	2	\$76,000

Lynwood	M RYAN HOMES LLC	26568/1332	4/19/19	\$350,000.00	1	\$350,000
Maryland Manor	Mobley Homes	26644/1455	5/21/19	\$390,000.00	2	\$195,000
Maryland Manor 2Nd Unit	Mobley Homes	26599/557	4/30/19	\$350,000.00	2	\$175,000
Mcfarlane Park	Domain Homes	26540/1632	4/5/19	\$60,000.00	2	\$30,000
Messmore Plat	KB Home	26666/1565	5/24/19	\$2,016,000.00	1	\$2,016,000
Minneola	M Ryan Homes	26704/660	6/11/19	\$315,000.00	2	\$157,500
No Legal	Ryan Homes (NVR)	26618/1240	5/2/19	\$65,500.00	1	\$65,500
Oakford	Domain Homes	26530/549	4/5/19	\$155,000.00	1	\$155,000
Oscawana	WEEKLEY HOMES LLC	26556/571	4/5/19	\$395,000.00		
Oscawana	WEEKLEY HOMES LLC	26556/575	4/5/19	\$395,000.00		
Paddock Manor	WILLIAM RYAN HOMES FLORIDA INC	26567/1033	4/18/19	\$520,000.00	8	\$65,000
Palma Ceia Park	Mobley Homes	26663/1260	5/24/19	\$365,000.00	1	\$365,000
Revised Map Macfarlanes Additions West Tampa	Domain Homes	26701/297	5/30/19	\$50,000.00	2	\$25,000
Roland Place	MOBLEY HOMES CUSTOM LLC	26570/1883	4/22/19	\$150,000.00	1	\$150,000
South Fork	William Ryan Homes	26607/1630	4/30/19	\$71,500.00	1	\$71,500
South Fork	WILLIAM RYAN HOMES FLORIDA INC	26560/1031	4/12/19	\$71,500.00	1	\$71,500
Southland Addition	Weekley Homes	26705/1837	6/7/19	\$280,000.00	3	\$93,333
Southshore Bay (Forest Brooke)	DR Horton/Express/Freedom	26710/1939	6/11/19	\$389,176.97	7	\$55,597
Southshore Bay (Forest Brooke)	Holiday Builders	26543/1247	4/8/19	\$116,328.76	2	\$58,164
Talavera (Riverview)	Weekley Homes	26683/1190	5/31/19	\$153,886.84	2	\$76,943
Talavera (Riverview)	Holiday Builders	26607/1289	5/6/19	\$231,263.28	3	\$77,088
The Retreat	DR Horton/Express/Freedom	26683/369	6/6/19	\$228,000.00	4	\$57,000
The Retreat	DR Horton/Express/Freedom	26613/1681	5/9/19	\$448,000.00	8	\$56,000
Tremont At Bay Park (Aka The Lofts)	DR Horton/Express/Freedom	26720/66	6/17/19	\$161,000.00	7	\$23,000
Tremont at Bay Park (aka The Lofts)	DR Horton/Express/Freedom	26649/1418	5/21/19	\$184,000.00	8	\$23,000
Triple Creek	Homes by WestBay	26691/582	6/10/19	\$7,420,650.00	53	\$140,012
Triple Creek	Homes by WestBay	26686/1497	6/6/19	\$683,012.00	15	\$45,534
Triple Creek	Homes by West Bay	26612/1989	5/8/19	\$852,894.36	18	\$47,383
Twin Creeks	Lennar Homes	26636/1010	5/15/19	\$47,500.00	1	\$47,500
Villa D'Est (fka Ventana North)	WILLIAM RYAN HOMES FLORIDA INC	26556/1865	4/15/19	\$425,000.00	5	\$85,000
Villas at Twin Lakes	Mobley Homes	26644/1507	5/22/19	\$374,476.00	4	\$93,619
Virginia Park	Mobley Homes	26666/1594	5/30/19	\$365,000.00	2	\$182,500

Waterleaf	DR Horton/Express/Freedom	26710/1945	6/11/19	\$165,000.00	3	\$55,000
Waterleaf	Lennar Homes	26618/180	5/9/19	\$500,000.00	10	\$50,000
Waterleaf	DR Horton/Express/Freedom	26611/928	5/6/19	\$110,000.00	2	\$55,000
Waterleaf	Homes by West Bay	26605/436	5/3/19	\$595,491.00	6	\$99,249
Waterleaf	DR Horton/Express/Freedom	26529/466	4/1/19	\$215,000.00	4	\$53,750
Waterset	Beazer Homes	26715/572	6/14/19	\$708,667.20	10	\$70,867
Waterset	Centex/Pulte/Del Webb/Divosta	26687/53	6/7/19	\$605,745.30	12	\$50,479
Waterset	Homes by WestBay	26686/1511	6/6/19	\$371,587.24	4	\$92,897
Waterset	Weekley Homes	26682/1479	6/5/19	\$267,542.82	3	\$89,181
Waterset	Beazer Homes	26628/1539	5/15/19	\$705,141.50	10	\$70,514
Waterset	Homes by West Bay	26610/261	5/7/19	\$369,738.54	4	\$92,435
Waterset	Weekley Homes	26607/1916	5/6/19	\$266,211.75	3	\$88,737
Waterset	Beazer Homes	26543/1579	4/15/19	\$701,633.30	10	\$70,163
Waterset	Cardel Homes	26528/672	4/5/19	\$280,654.48	4	\$70,164
Waterset	Weekley Homes	26528/625	4/5/19	\$88,295.77	1	\$88,296

Community	Grantee	Lot OR Bk/PG	Entry Date	Lot Closing Price	# of Lots	Price Per Lot
Asturia	Weekley Homes	9921/1959	6/10/19	\$216,100	3	\$72,033
Asturia	ICI Homes	9907/2853	5/15/19	\$425,300	4	\$106,325
Bexley South	Weekley Homes	9924/2813	6/17/19	\$750,900	7	\$107,271
Bexley South	Lennar Homes	9924/2820	6/13/19	\$69,800	1	\$69,800
Bexley South	Homes by WestBay	9922/2243	6/12/19	\$919,800	13	\$70,754
Bexley South	Lennar Homes	9907/487	5/15/19	\$416,800	6	\$69,467
Bexley South	Homes by West Bay	9905/3153	5/13/19	\$440,900	6	\$73,483
Bexley South	CARDEL HOMES U S LIMITED PARTNERSHIP	9898/1540	4/30/19	\$219,900	2	\$109,950
Bexley South	Weekley Homes	9890/3472	4/16/19	\$506,500	5	\$101,300
Bexley South	Homes by West Bay	9889/1609	4/12/19	\$402,000	5	\$80,400
Bexley South	Lennar Homes	9889/23	4/11/19	\$138,300	2	\$69,150
Connerton Village	Lennar Homes	9923/899	6/13/19	\$660,000	12	\$55,000
Connerton Village	Homes by WestBay	9918/257	6/5/19	\$75,000	1	\$75,000
Connerton Village	Lennar Homes	9907/139	5/15/19	\$480,000	10	\$48,000
Connerton Village	Lennar Homes	9888/3143	4/11/19	\$684,000	14	\$48,857
Connerton Village	Homes by WestBay	9894/2225	4/24/19	\$75,000	1	\$75,000
Cypress Preserve	Ryan Homes (NVR)	9925/923	6/14/19	\$41,600	1	\$41,600
Cypress Preserve	Ryan Homes (NVR)	9923/1729	6/11/19	\$51,900	1	\$51,900
Cypress Preserve	Ryan Homes (NVR)	9923/1704	6/11/19	\$67,700	2	\$33,850
Cypress Preserve	Ryan Homes (NVR)	9918/2183	6/4/19	\$41,600	1	\$41,600
Cypress Preserve	Ryan Homes (NVR)	9918/1750	6/4/19	\$51,700	1	\$51,700
Cypress Preserve	Ryan Homes (NVR)	9914/348	5/28/19	\$67,700	2	\$33,850
Cypress Preserve	Ryan Homes (NVR)	9914/184	5/28/19	\$51,700	1	\$51,700
Cypress Preserve	Ryan Homes (NVR)	9914/357	5/28/19	\$51,700	1	\$51,700
Cypress Preserve	Ryan Homes (NVR)	9914/225	5/28/19	\$41,600	1	\$41,600
Cypress Preserve	Ryan Homes (NVR)	9914/368	5/28/19	\$41,600	1	\$41,600
Cypress Preserve	Ryan Homes (NVR)	9913/2135	5/23/19	\$51,700	1	\$51,700
Cypress Preserve	Ryan Homes (NVR)	9910/421	5/20/19	\$41,600	1	\$41,600
Cypress Preserve	Ryan Homes (NVR)	9907/3469	5/14/19	\$67,700	2	\$33,850
Cypress Preserve	Ryan Homes (NVR)	9903/2796	5/6/19	\$67,700	2	\$33,850
Cypress Preserve	Ryan Homes (NVR)	9898/781	4/26/19	\$92,100	2	\$46,050
Cypress Preserve	Ryan Homes (NVR)	9895/3195	4/23/19	\$133,800	4	\$33,450
Cypress Preserve	Ryan Homes (NVR)	9895/3240	4/23/19	\$51,100	1	\$51,100
Cypress Preserve	Ryan Homes (NVR)	9895/3209	4/23/19	\$41,100	1	\$41,100
Cypress Preserve	Ryan Homes (NVR)	9894/2737	4/19/19	\$51,100	1	\$51,100
Cypress Preserve	Ryan Homes (NVR)	9887/333	4/5/19	\$41,100	1	\$41,100
Cypress Preserve	Ryan Homes (NVR)	9887/320	4/4/19	\$92,100	2	\$46,050
Cypress Preserve	Ryan Homes (NVR)	9885/83	4/2/19	\$50,500	1	\$50,500
Epperson Ranch South	Centex/Pulte/Del Webb/Divosta	9923/3364	6/14/19	\$135,900	2	\$67,950
Epperson Ranch South	M/I Homes	9920/816	6/10/19	\$370,400	5	\$74,080
Epperson Ranch South	DR Horton/Express/Freedom	9919/2480	6/6/19	\$253,300	5	\$50,660
Epperson Ranch South	DR Horton/Express/Freedom	9919/3950	6/6/19	\$316,600	6	\$52,767

Epperson Ranch South	Avex Homes	9920/143	6/5/19	\$460,000	1	\$460,000
Epperson Ranch South	D R HORTON INC	9899/123	5/1/19	\$367,300	7	\$52,471
Epperson Ranch South	M/I Homes	9898/369	4/26/19	\$543,700	8	\$67,963
Epperson Ranch South	M/I Homes	9898/361	4/26/19	\$288,500	4	\$72,125
Epperson Ranch South	Centex/Pulte/Del Webb/Divosta	9893/2693	4/16/19	\$49,000	1	\$49,000
Epperson Ranch South	DR Horton/Express/Freedom	9885/1050	4/3/19	\$250,800	5	\$50,160
Lake Jovita Golf & Country Club Eastpointe	DR Horton/Express/Freedom	9918/1799	6/6/19	\$165,000	3	\$55,000
Lake Jovita Golf & Country Club Eastpointe	DR Horton/Express/Freedom	9906/1097	5/14/19	\$165,000	3	\$55,000
Lakeshore Ranch	William Ryan Homes	9912/978	5/23/19	\$139,500	3	\$46,500
Lakeshore Ranch	William Ryan Homes	9904/3263	5/10/19	\$91,400	2	\$45,700
Lakeshore Ranch	WILLIAM RYAN HOMES FLORIDA INC	9898/2873	4/30/19	\$187,600	4	\$46,900
Lakeside	William Ryan Homes	9926/152	6/19/19	\$247,500	5	\$49,500
Lakeside	Lennar Homes	9922/722	6/7/19	\$782,800	24	\$32,617
Lakeside	Inland Homes (IH Central)	9919/1338	6/6/19	\$148,500	3	\$49,500
Lakeside	Inland Homes (IH Central)	9908/619	5/16/19	\$148,500	3	\$49,500
Mirada (Cannon Ranch)	Maronda Homes	9912/364	5/24/19	\$350,000	5	\$70,000
Mitchell Ranch South	Ryan Homes (NVR)	9924/482	6/11/19	\$140,000	2	\$70,000
Mitchell Ranch South	Ryan Homes (NVR)	9920/588	6/6/19	\$70,000	1	\$70,000
Mitchell Ranch South	Ryan Homes (NVR)	9920/594	6/6/19	\$70,000	1	\$70,000
Mitchell Ranch South	Ryan Homes (NVR)	9911/1952	5/21/19	\$70,000	1	\$70,000
Mitchell Ranch South	Ryan Homes (NVR)	9907/3455	5/14/19	\$210,000	3	\$70,000
Mitchell Ranch South	Ryan Homes (NVR)	9903/2807	5/6/19	\$70,000	1	\$70,000
Mitchell Ranch South	NVR INC	9899/3346	4/30/19	\$140,000	2	\$70,000
Mitchell Ranch South	NVR INC	9895/3184	4/23/19	\$140,000	2	\$70,000
The Preserve At Gulf Trace	Ryan Homes (NVR)	9924/475	6/10/19	\$252,000	6	\$42,000
Union Park	DR Horton/Express/Freedom	9922/588	6/11/19	\$190,500	6	\$31,750
Union Park	DR Horton/Express/Freedom	9918/2533	6/5/19	\$345,000	6	\$57,500
Union Park	DR Horton/Express/Freedom	9918/2540	6/5/19	\$681,600	11	\$61,964
Union Park	DR Horton/Express/Freedom	9908/381	5/16/19	\$190,000	6	\$31,667
Union Park	DR Horton/Express/Freedom	9902/3188	5/8/19	\$172,500	3	\$57,500
Union Park	DR Horton/Express/Freedom	9903/2590	5/7/19	\$315,000	5	\$63,000
Union Park	DR Horton/Express/Freedom	9888/1027	4/11/19	\$518,600	8	\$64,825
Union Park	DR Horton/Express/Freedom	9884/719	4/1/19	\$189,400	6	\$31,567
Villages Of Starkey Ranch	Homes by WestBay	9921/3016	6/11/19	\$1,594,100	21	\$75,910
Watergrass	DR Horton/Express/Freedom	9925/441	6/18/19	\$265,500	6	\$44,250
Watergrass	Taylor Morrison	9924/2767	6/14/19	\$475,900	7	\$67,986
Watergrass	Vitale Homes	9910/2260	5/20/19	\$76,900	1	\$76,900
Watergrass	DR Horton/Express/Freedom	9906/2379	5/15/19	\$177,000	4	\$44,250
Wesbridge (aka Wells Rd)	M/I Homes	9913/1709	5/28/19	\$3,078,500	48	\$64,135
Woodlands At Longleaf	Homes by WestBay	9922/2148	6/12/19	\$164,800	2	\$82,400
Woodlands at Longleaf	Homes by West Bay	9905/3137	5/13/19	\$247,100	3	\$82,367
Woodlands at Longleaf	Homes by West Bay	9889/1630	4/12/19	\$164,800	2	\$82,400

Community	Grantee	Lot OR Bk/PG	Entry Date	Lot Closing Price	# of Lots	Price Per Lot
Aviary At Rutland Ranch	Adams Homes	2787/2956	6/13/19	\$2,702,500	47	\$57,500
Greyhawk Landing West	Sam Rodgers Homes	2786/6839	6/11/19	\$211,500	3	\$70,500
Greyhawk Landing West	Sam Rodger Homes	2783/4843	5/22/19	\$71,800	1	\$71,800
Lake Club	Lee Wetherington Homes LLC	2787/3619	6/14/19	\$340,000	4	\$85,000
Lake Club	SD TLC (Stock Development)	2786/416	6/5/19	\$495,500	1	\$495,500
Moss Creek	Weekley Homes	2785/4385	6/3/19	\$815,000	10	\$81,500
Retreat At Lexington (Aka Willow Bend)	Ryan Homes (NVR)	2787/7240	6/12/19	\$63,000	1	\$63,000
Retreat At Lexington (Aka Willow Bend)	Ryan Homes (NVR)	2785/7750	5/31/19	\$134,000	2	\$67,000
Retreat at Lexington (aka Willow Bend)	Ryan Homes (NVR)	2783/5642	5/22/19	\$63,000	1	\$63,000
Retreat at Lexington (aka Willow Bend)	Ryan Homes (NVR)	2783/2042	5/7/19	\$63,000	1	\$63,000
Retreat at Lexington (aka Willow Bend)	Ryan Homes (NVR)	2777/5507	4/5/19	\$71,000	1	\$71,000
River Wilderness	JOHN CANNON HOMES INC	2779/6490	4/30/19	\$365,000	1	\$365,000
Sanctuary Cove	WCI COMMUNITIES LLC	2778/7982	4/25/19	\$5,391,800	62	\$86,965
Summerwoods	Ryan Homes (NVR)	2785/7605	6/3/19	\$44,000	1	\$44,000
Summerwoods	Ryan Homes (NVR)	2784/6905	5/28/19	\$88,000	2	\$44,000
Summerwoods	Ryan Homes (NVR)	2783/5635	5/17/19	\$88,000	2	\$44,000
Summerwoods	Ryan Homes (NVR)	2781/7175	5/9/19	\$56,000	1	\$56,000
Trevesta	Centex/Pulte/Del Webb/Divosta	2787/4929	6/10/19	\$618,400	12	\$51,533
Trevesta	DR Horton/Express/Freedom	2778/4295	4/23/19	\$65,700	1	\$65,700
Trevesta	Centex/Pulte/Del Webb/Divosta	2777/3327	4/15/19	\$58,000	1	\$58,000
Twin Rivers	Maronda Homes	2782/3096	5/1/19	\$80,000	1	\$80,000
Willow Hammock (aka Silver Stone)	DR Horton/Express/Freedom	2781/3311	5/8/19	\$130,000	3	\$43,333
Willow Walk	Inland Homes (IH Central)	2786/5849	6/6/19	\$275,000	5	\$55,000
Willow Walk	Maronda Homes	2785/3525	5/31/19	\$261,000	5	\$52,200
Willow Walk	Inland Homes (IH Central)	2783/5795	5/23/19	\$336,000	7	\$48,000
Willow Walk	D R HORTON INC	2780/1940	5/2/19	\$232,000	4	\$58,000
Willow Walk	MARONDA HOMES INC	2779/1954	4/26/19	\$453,000	9	\$50,333
Willow Walk	D R HORTON INC	2778/7308	4/25/19	\$174,000	3	\$58,000
Woodleaf Hammock	Meritage Homes	2785/3548	6/3/19	\$2,860,000	52	\$55,000

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Bradford Manor Townhomes	Highland Holdings (Highland Homes)	2019021531	2/21/19	\$160,000	5	\$32,000.00
Bradford Manor Townhomes	Highland Holdings (Highland Homes)	2019020927	2/20/19	\$192,000	6	\$32,000.00
Fox Trace	Weekley Homes	2019013747	1/31/19	\$431,000	4	\$107,750.00
Heron Landing	Meritage Homes	2019008694	1/17/19	\$4,160,000	48	\$86,666.67
Payne Park Village	Weekley Homes	2019027882	3/6/19	\$819,000	7	\$117,000.00
Port Charlotte		2019031994	3/14/19	\$24,000	2	\$12,000.00
Port Charlotte	Holiday Builders	2019030653	3/7/19	\$7,000	1	\$7,000.00
Port Charlotte	Maronda Homes	2019031397	2/27/19	\$11,000	1	\$11,000.00
Port Charlotte	Holiday Builders	2019029596	2/26/19	\$6,000	1	\$6,000.00
Port Charlotte	Holiday Builders	2019029854	2/26/19	\$7,500	1	\$7,500.00
Port Charlotte	Holiday Builders	2019026255	2/25/19	\$5,000	1	\$5,000.00
Port Charlotte	LGI Homes	2019023631	2/25/19	\$53,800	1	\$53,800.00
Port Charlotte	LGI Homes	2019027180	2/21/19	\$250,000	10	\$25,000.00
Port Charlotte	Adams Homes	2019022114	2/15/19	\$3,000	1	\$3,000.00
Port Charlotte	Holiday Builders	2019014740	1/29/19	\$5,300	1	\$5,300.00
Port Charlotte	Adams Homes	2019009065	1/24/19	\$3,000	1	\$3,000.00
Port Charlotte	Maronda Homes	2019014288	1/22/19	\$15,000	1	\$15,000.00
Port Charlotte	Holiday Builders	2019014039	1/17/19	\$15,000	1	\$15,000.00
Port Charlotte	Holiday Builders	2019014764	1/15/19	\$5,000	1	\$5,000.00
Port Charlotte	Holiday Builders	2019004110	1/8/19	\$4,000	1	\$4,000.00
Port Charlotte	Holiday Builders	2019004802	1/8/19	\$11,200	1	\$11,200.00
Port Charlotte	Maronda Homes	2019004471	1/2/19	\$11,000	1	\$11,000.00
The Landing (Fox Creek)	DR Horton/Express/Freedom	2019015158	2/6/19	\$2,789,400	35	\$79,697.14
Worthington	M/I Homes	2019026203	2/22/19	\$1,794,000	15	\$119,600.00
Worthington	M/I Homes	2019008773	1/23/19	\$239,200	2	\$119,600.00

Community	Grantee	Lot OR Bk/PG	Entry Date	Lot Closing Price	# of Lots	Price Per Lot
Cascades At Southern Hills Plantation	Inland Homes (IH Central)	3702/547	5/9/19	\$51,000	1	\$51,000.00
Royal Highlands	Adams Homes	3701/1494	5/9/19	\$16,300	1	\$16,300.00
Royal Highlands	Adams Homes	3701/816	5/9/19	\$11,000	1	\$11,000.00
Royal Highlands	Maronda Homes	3703/587	5/7/19	\$30,000	2	\$15,000.00
Royal Highlands	Adams Homes	3699/1333	5/2/19	\$17,000	1	\$17,000.00
Royal Highlands	Adams Homes	3700/1384	5/2/19	\$9,500	1	\$9,500.00
Royal Highlands	Adams Homes	3691/672	4/11/19	\$11,000	1	\$11,000.00
Royal Highlands	Maronda Homes	3703/544	5/3/19	\$43,000	3	\$14,333.33
Villages at Avalon	William Ryan Homes	3690/75	4/5/19	\$394,400	7	\$56,342.86
Villages at Avalon	William Ryan Homes	3690/82	4/5/19	\$136,500	3	\$45,500.00
Villages at Avalon	Inland Homes (IH Central)	3690/873	4/4/19	\$45,500	1	\$45,500.00

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G L Hunts Division Of Intermont S	Weekley Homes	20500/2187	4/5/19	\$470,000	2	\$235,000
Burlington Townhomes	Weekley Homes	20547/1843	5/17/19	761400	1	\$761,400
Florida Heights	RED TRUCK INVESTMENTS LLC	20517/1570	4/26/19	\$460,000	2	\$230,000
Mac Dill Heights	Domain Homes	20537/458	4/25/19	\$155,000	1	\$155,000
Map Of Sutherland	MURNAGHAN PETER P TRUSTEE	20519/2047	4/30/19	\$721,400	4	\$180,350
Tierra Verde	Weekley Homes	20545/1852	5/8/19	250000	1	\$250,000
Tierra Verde	Weekley Homes	20545/1857	5/7/19	220000	1	\$220,000