

# THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA

817 Bill Beck Boulevard • Kissimmee • Florida 34744-4492  
Phone: 407-870-4600 • Fax: 407-870-4010 • [www.osceolaschools.net](http://www.osceolaschools.net)

## SCHOOL BOARD MEMBERS

- District 1 – Teresa “Terry” Castillo  
407-577-5022  
District 2 – Kelvin Soto – Vice Chair  
407-870-4009  
District 3 – Tim Weisheyer  
407-361-0235  
District 4 – Clarence Thacker – Chair  
407-870-4009  
District 5 – Ricky Booth  
407-870-4009



Superintendent of Schools  
Dr. Debra P. Pace

## Agenda

### **Business Advisory Board Meeting**

#### **Bill Collins Conference Room**

Administrative Complex  
817 Bill Beck Boulevard  
Kissimmee, Florida

**Wednesday, January 23, 2019**

**7:30 A.M.**

1. Approve Minutes of December 12, 2018
2. Review Impact Fee & Sales Tax Report
3. Budget Update
4. Facilities Update
5. Next regular meeting: Wednesday, February 27, 2019  
@ 7:30 a.m. in the Bill Collins Conference Room

BUSINESS ADVISORY BOARD MINUTES  
DECEMBER 12, 2018

**Members Present:** Robert Bass, Shawn Hindle, Grant Lacerte, Charlie Rogers, Mel Welch, Turner Wallis, & Clyde Wells  
**Others/Guests:** Sarah Graber, Marc Clinch, Mark Lockard, Randy Shuttera, Rhonda Blake, Maribel Vallellanes, & Luz Skerrett

Chairman Charlie Rogers called the meeting to order.

**Introductions**

- **Minutes**

The minutes from the October 24, 2018, meeting were approved with all ayes.

- **Impact Fee and Sales Tax Reports**

Ms. Vallellanes reviewed the Impact Fee & Sales Tax Reports as of October 31, 2018.

**Impact Fee Revenues**

Collections **\$16.1M**

**Impact Fee Expenditures**

Approx. **\$9.4M**

Majority for Middle AA-  
Harmony Area **\$5.2M**

**Impact Fee Credits**

Approx. **\$2.7M** outstanding  
(Avatar & Flora Ridge EFBD)  
Decrease

**Infrastructure Sales Surtax Revenue**

Collections approx. **\$5.3M**

Previous year increase of **\$345,000**

**Infrastructure Sales Surtax Expenditures (1/4 cent)**

Approx. **\$593,000** spent for FYTD

Majority in Otech Remodeling & Technology

**School Capital Outlay Surtax Revenue**

FYTD Collections **\$10.6M**

Increase of from last year **\$752,000**

**School Capital Outlay Surtax Expenditures (1/2 cent)**

FYTD Expenditures approx.: **\$11.5M**

Majority for Debt Service and Comprehensive Renovations

Ms. Vallellanes and Ms. Rhonda Blake stated the County is still having issues with the new system and providing the most up-to-date information to the district. Mr. Rogers requested further reanalysis at the next BAB regarding the overage of impact fees the district is receiving above the amount budgeted.

- **Planning Department Update**

Ms. Rhonda Blake provided an update on Site Utilization. Ms. Blake delayed the update on School and Ancillary Update until the next BAB Meeting, due to the County still having data issues in providing the most current information back to the district.

Sarah Graber joined the meeting.

- **Facilities Update**

Mr. Clinch & Mr. Lockard presented and reviewed various Facilities and Maintenance projects. There was a discussion regarding concerns with Gateway High School's scheduled comprehensive renovation and safety/security concerns. Mr. Clinch went over the soft opening scheduled for Michigan Avenue Elementary during Spring Break 2019 and provided an update on the progress of NeoCity Academy.

- **Budget Update**

Ms. Graber updated the board on the \$12.9M shortfall the district will face due to the District's coming in under projection by 1,800 students. She stated the district is preparing, planning, and looking into savings opportunities. Ms. Graber also discussed the District's concern moving forward with funding for the SRO's at every school at a total cost of \$7M. Ms. Graber informed the Board on the financial trouble the District is having with several charter schools. She

BUSINESS ADVISORY BOARD MINUTES  
DECEMBER 12, 2018

also stated that the District's health insurance committee is collaborating to find solutions to the District's health insurance concerns.

Mr. Bass provided information on the Year-to-Date Sales and Inventory Report from My Florida Regional MLS.

**BAB Meeting Dates**

The Business Advisory Board has agreed to meet the 4th Wednesday of every month for their monthly meeting. The Board stated there would be no November meeting due to the holiday schedule. **The next meeting will be held on Wednesday, January 23, 2019 @ 7:30 a.m. in the Bill Collins Conference Room.**

THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA  
BUSINESS ADVISORY COMMITTEE  
APPLICATION/QUESTIONNAIRE

(Please type or print clearly)

APPLICANT NAME: Charles A. Rogers  
COMPANY NAME: Early Learning Coalition of Osceola County  
MAILING ADDRESS: 1631 Ki Vibe Street Suite K Kissimmee, FL 34744  
E-MAIL ADDRESS: crogers@elc-osceola.org  
PHONE: (WORK) (407) 933-5353 (CELL) (407) 810-3489  
(FAX) \_\_\_\_\_

**MEMBERSHIP CATEGORIES**

Please check the appropriate category:

- Realtor
- Appraiser
- Engineer
- Architect
- Landscaping Specialist
- Accountant
- Builder
- Developer
- General Contractor
- Surveyor
- Planner
- Lawyer
- Construction Trade Business
- Other Federated Banker

**MEMBERSHIP QUALIFICATIONS:**

You must meet all the qualifications listed below.

- |   | YES                                 | NO                       |
|---|-------------------------------------|--------------------------|
| • I am currently a resident of or an employee of a company doing business in Osceola County, Florida? | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| • I have proof of expertise/licensure in field represented?   | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| • I am not employed by or under contract to provide services to Osceola County Public Schools?        | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| • I can demonstrate familiarity with and/or voluntary service to Osceola County Public Schools?       | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| • I have skills to assist the School Board?   | <input checked="" type="checkbox"/> | <input type="checkbox"/> |

Please attach a letter of intent and resume to this application for consideration for service on the Business Advisory Board.

Signed Charles A. Rogers Date 12/12/18

**SDOC Business Advisory Board  
Impact Fee Revenue  
For the period ending 11/30/2018**

Impact Fee Revenue: Current and Three-Year History	Fiscal Year							
	2015 - 2016		2016 - 2017		2017 - 2018		2018 - 2019	
	Revenue	Units	Revenue	Units*	Revenue	Units*	Revenue	Units*
MONTH								
July	\$ 2,168,067	259	\$ 2,474,886	253	\$ 3,197,541	375	\$ 2,385,492	267
August	1,847,463	253	2,874,446	301	2,963,407	313	4,726,773	488
September	2,384,543	358	3,177,159	335	2,987,439	296	7,804,166	
October	2,912,821	383	2,536,646	261	2,076,217	216	7,679,304	713
November	3,485,509	444	3,156,311	317	2,942,186	295	9,018,833	952
December	3,047,440	360	2,888,904	319	4,902,215	635		
January	2,246,278	286	2,766,539	278	3,566,327	439		
February	2,862,805	343	3,495,023	390	1,180,911	118		
March	3,080,304	348	3,016,274	328	2,624,898	288		
April	3,080,131	336	4,526,549	595	3,044,872	328		
May	2,910,994	348	3,998,982	503	4,807,734	420		
June**	3,886,379	419	3,400,398	420	6,212,200	645		
<b>TOTAL</b>	<b>\$ 33,912,735</b>	<b>4,137</b>	<b>\$ 38,312,117</b>	<b>4,300</b>	<b>\$ 40,505,947</b>	<b>4,368</b>	<b>\$ 31,614,569</b>	<b>2,420</b>

Impact Fee Revenue Analysis	
For Fiscal Year Ending June 30, 2019	
<b>Budget:</b>	
Final Budget: Forecasted Revenue	\$ 41,923,654
BAB Recommended Adjustment	_____
Adjusted Estimated Revenue - FY18	\$ 41,923,654

Educational Impact Fee Rates					
	Countywide			Short-Term Rental	
	Effective 8/1/2018	Prior to 8/1/2018	Increase (Decrease)	Effective 8/1/2018	Increase (Decrease)
Single Family Detached	\$ 11,823	\$ 10,147	\$ 1,676	\$ 6,264	\$ (3,883)
Townhomes	7,591	10,147	(2,556)	3,951	(6,196)
Multi-Family	11,362	6,048	5,314	7,033	985
Condominium	4,243	6,048	(1,805)	2,325	(3,723)
Mobile Home	7,672	5,973	1,699	7,672	1,699

\*Number of Units as computed based on reports received by the City of Kissimmee, City of St. Cloud, and Osceola County

\*\*Accrual

**SDOC Business Advisory Board  
Impact Fee Expenditures  
For the period ending 11/30/2018**

<b>Impact Fee Expenditures: Current and Three-Year History</b>		<b>Fiscal Year</b>		
<b>PROJECT NAME</b>	<b>2015 - 2016</b>	<b>2016 - 2017</b>	<b>2017 - 2018</b>	<b>2018 - 2019</b>
Debt Service	\$ 8,508,275	\$ 5,111,761	\$ -	\$ -
Other:				
Buses	498,235		849,052	850,948
Celebration High School Wing Addition	76,815			
Celebration High School Space Reconfiguration		693,782		
Celebration K8 Space Reconfiguration	263,214			
Central Avenue Elementary Wing Addition				
Chestnut Elementary Space Reconfiguration	69,285			
Discovery Intermediate Space Reconfiguration	268,236	883,697	633,528	
Harmony High School Wing Addition	948,670	89,319		
Hickory Tree Elementary Wing Addition				
Horizon Middle School Space Reconfiguration	433,802			
Kissimmee Middle School Space Reconfiguration	552,434			
Land				
Middle AA - Harmony Area		720,742	7,502,242	8,387,446
NeoCity Academy			631,489	2,105,804
Poinciana High School Wing Addition		4,852,724	1,910,466	
Renovations				
Sunrise Elementary Space Reconfiguration	74,703			
Tohopekaliga High School	746,914	23,483,798	50,803,419	3,493,333
Westside K-8 Renovation		607,467	702,517	
Subtotal Other:	\$ 3,932,308	\$ 31,331,529	\$ 63,032,713	\$ 14,837,531
<b>TOTAL</b>	<b>\$ 12,440,583</b>	<b>\$ 36,443,290</b>	<b>\$ 63,032,713</b>	<b>\$ 14,837,531</b>

**SDOC Business Advisory Board  
Outstanding Impact Fee Credits  
For the period ending 11/30/2018**

<b>Entity</b>	<b>Amount Issued</b>	<b>Redeemed</b>	<b>Balance</b>
Avatar - Countywide	\$ 8,585,695	\$ 7,745,312	\$ 840,383
ICI - Flora Ridge EFBD	4,000,000	2,230,843	1,769,157
<b>TOTAL</b>	<b>\$ 25,085,695</b>	<b>\$ 22,476,155</b>	<b>\$ 2,609,540</b>

**SDOC Business Advisory Board  
School Capital Outlay Surtax Revenue  
For the period ending 11/30/2018**

Surtax Revenue: Current and History since inception	Fiscal Year		
	MONTH	2016 - 2017	2017 - 2018
July	-	\$ 2,859,082	\$ 3,247,344
August	-	2,194,580	2,362,698
September	-	2,154,461	2,107,519
October	-	2,664,318	2,906,958
November	-	2,083,815	2,183,394
December	-	2,206,964	
January	-	3,339,209	
February	\$ 1,951,205	2,495,202	
March	2,014,520	2,066,220	
April	2,912,640	3,596,735	
May	2,222,938	2,354,643	
June*	2,049,228	2,207,039	
<b>TOTAL</b>	<b>\$ 11,150,531</b>	<b>\$ 30,222,267</b>	<b>\$ 12,807,913</b>

School Capital Surtax Analysis		
For Fiscal Year Ending June 30, 2019		
<b>Budget:</b>		
Final Budget: Forecasted Revenue	\$ 31,509,016	
BAB Recommended Adjustment	-	
Adjusted Estimated Revenue - FY19	\$ 31,509,016	
<b>Actual:</b>		
Actual Revenue as of 11/30/2018	12,807,913	
Annualized revenue based on current collections	30,738,992	
Projected excess/(shortfall):	<u>\$ (770,024)</u>	
As a percentage of adjusted estimate	-2.44%	

\*Accrual



**SDOC Business Advisory Board  
Infrastructure Sales Surtax Revenue  
For the period ending 11/30/2018**

Surtax Revenue: Current and Three-Year History	Fiscal Year			
MONTH	2015 - 2016	2016 - 2017	2017 - 2018	2018 - 2019
July	\$ 909,859	\$ 1,428,859	\$ 1,432,353	\$ 1,626,416
August	1,072,805	1,046,947	1,101,673	1,187,951
September	867,329	947,552	1,081,142	1,051,985
October	1,144,236	1,255,528	1,366,944	1,460,827
November	907,822	920,847	1,044,372	1,094,073
December	931,706	1,018,097	1,132,027	
January	1,455,983	1,522,982	1,649,693	
February	969,344	987,974	1,248,395	
March	1,029,625	1,011,257	1,039,021	
April	1,558,745	1,583,680	1,799,463	
May	1,029,386	1,109,801	1,179,008	
June*	894,435	1,026,513	1,107,946	
<b>TOTAL</b>	<b>\$ 12,771,275</b>	<b>\$ 13,860,037</b>	<b>\$ 15,182,037</b>	<b>\$ 6,421,252</b>

Infrastructure Sales Surtax Analysis	
For Fiscal Year Ending June 30, 2019	
<b>Budget:</b>	
Final Budget: Forecasted Revenue	\$ 15,754,508
BAB Recommended Adjustment	-
Adjusted Estimated Revenue - FY19	\$ 15,754,508
<b>Actual:</b>	
Actual Revenue as of 11/30/2018	6,421,252
Annualized revenue based on current collections	15,411,005
Projected excess/(shortfall):	<u>\$ (343,503)</u>
As a percentage of adjusted estimate	<u>-2.18%</u>

\*Accrual

**SDOC Business Advisory Board**  
**School Capital Outlay Surtax Expenditures (1/2 Cent)**  
**For the period ending 11/30/2018**

Type of Expenditure	Fiscal Year		
	2016-2017	2017-2018	2018-2019
<b>Debt Service</b>	\$ 136,948	\$ 2,117,995	\$ 5,910,900
Comprehensive Renovations:			
Denn John Middle School	20,694	1,318,044	753,806
Gateway High School			50,316
Michigan Avenue Elementary School	113,645	6,132,009	6,248,835
St. Cloud Middle School	24,503	11,319	274,015
<b>Subtotal Comprehensive Renovations</b>	\$ 158,842	\$ 7,461,372	\$ 7,326,972
Other maintenance & renovation projects:			
Carpet Replacements/Flooring:			
Celebration High School	\$ -	\$ 113,225	\$ -
Central Elementary School	199,992		
Cypress Elementary School	150,000		
Discovery Intermediate School			55,418
Gateway High School		56,883	
Harmony High School	134,345		
Hickory Tree Elementary School	175,762		
Horizon Middle School	57,471		
Narcoossee Middle School	85,119	25,400	
Neptune Middle School		325,215	
Pleasant Hill Elementary School		320,741	
Poinciana Academy of Fine Arts	152,325	94,691	
Reedy Creek Elementary School	273,427	343	
Ross E. Jeffries Campus			53,648
Ventura Elementary School	315,274		
Chiller Replacements:			
Celebration K-8 School	165,020	688,956	
Horizon Middle School	286,509	83,172	
Kissimmee Middle School	190,700	147,998	66,253
Poinciana Academy of Fine Arts			2,100
Poinciana High School		96,113	3,920
HVAC Repairs/Replacements:			
Celebration High School		148,219	56,322
Discovery Intermediate School		281,578	
Harmony Community	23,497		
Hickory Tree Elementary School	14,455		
Kissimmee Elementary School		119,882	20,586
Kissimmee Middle School			66,487
Liberty High School			71,400
Neptune Middle School		8,793	3,002
oTECH		7,482	43,313
Ross E. Jeffries Campus	8,840	6,040	
Fencing:			
Boggy Creek Elementary School		3,114	2,221
Celebration High School		740	833
Celebration K-8 School			16,926
Central Elementary School		2,807	3,608
Harmony Community School			33,086
Harmony High School		2,645	
Highlands Elementary		1,852	36,156
Lakeview Elementary School		1,756	53
Liberty High School	8,198		
Narcoossee Middle School		3,072	2,160

Type of Expenditure	2016-2017	2017-2018	2018-2019
Neptune Middle School		48,596	
St. Cloud High School		10,900	107
Sunrise Elementary School		6,568	
Osceola County School for the Arts	19,245		
Ross E. Jeffries Campus			3,000
Westside K-8			36,355
Fire Alarms:			
Partin Settlement Elementary School	31,298		
Poinciana Academy of Fine Arts	7,015	23,776	
Painting and/or other repairs:			
Boggy Creek Elementary School	3,715		
Celebration K-8 School	153,714	3,553	
Central Elementary School	35,120	55,858	
Chestnut Elementary School		22,930	
Cypress Elementary School		25,761	
Discovery Intermediate School		99,037	67,185
Flora Ridge Elementary School	29,806		
Gateway High School		12,971	757
Harmony Community School		39,935	
Harmony High School	247,400	66,648	
Hickory Tree Elementary School	17,133	72,440	21,668
Horizon Middle School	54,287	56,091	
Kissimme Elementary School		32,467	
Kissimmee Middle School	27,270	50,630	149,558
KOA Elementary		45,486	
Lakeview Elementary School	2,091	1,613	
Liberty High School	71,922	136,128	
Narcoossee Elementary School		44,500	
Narcoossee Middle School		129,279	367
Neptune Elementary School	50,269	33,755	
Neptune Middle School	33,559	8,700	
New Beginnings		24,187	
Osceola County School for the Arts			6,624
Parkway Middle School	5,224	22,905	
Partin Settlement Elementary School		1,649	
Pleasant Hill Elementary School		80,632	
Poinciana Academy of Fine Arts	46,424	23,284	
Reedy Creek Elementary School			32,012
Ross E. Jeffries Campus		6,495	
St. Cloud Elementary School	9,988	26,774	
Sunrise Elementary School		74,684	
Ventura Elementary School		123,984	
Parking Lot Resurface / Bus Loop / Concrete/Drainage:			
Boggy Creek Elementary School		80,052	
Chestnut Elementary		6,818	
Thacker Avenue Elementary			5,029
Transportation		93,864	
Renovations:			
Gateway High School	5,194	23,461	
Roofing/Gutters/Covered walkways:			
Celebration K-8 School	31,923	945,999	
Chestnut Elementary			61,800
Deerwood Elementary School	9,068	107,771	
Gateway High School		19,880	
Hickory Tree Elementary School		883	
Narcoossee Middle School			13,658
Sunrise Elementary School			64,200
Safety & Security Equipment		193,808	607,954
Security Modifications		129,378	
Technology Infrastructure	1,422,045	838,476	151,564
<b>Subtotal Other</b>	\$ 4,554,644	\$ 6,393,323	\$ 1,759,330
<b>TOTAL</b>	\$ 4,850,434	\$ 15,972,690	\$ 14,997,202

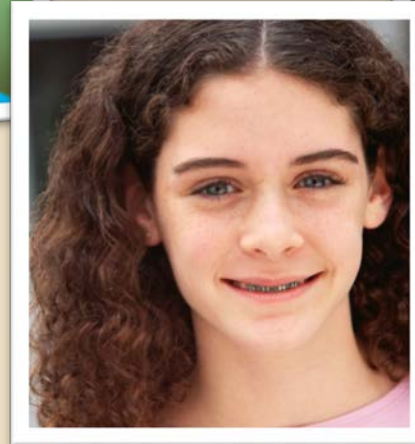
**SDOC Business Advisory Board  
Infrastructure Sales Surtax Expenditures (1/4 Cent)  
For the period ending 11/30/2018**

Sales Tax Expenditures: Current and Three Year History		Fiscal Year			
Type of Expenditure	2015-2016	2016-2017	2017-2018	2018-2019	
Debt Service	\$ 6,881,502	\$ 6,938,488	\$ 6,529,728	\$ (130)	
Other:					
Athletic Facilities	\$ 366,452	\$ 10,665	\$ 6,939	\$ 889	
Bathroom Renovations					
Buildings	16,406	183,968	33,477		
Buses			1,970,730	114,952	
Chiller Replacements		54,421	544,772		
Communications	1,370,450	4,355			
Driveway/Parking Lot Resurface					
Ed Technology					
Equipment					
Fire Hydrants/Fire Main Loop					
Hvac Repair/Replacement					
Land Purchase		3,400			
Lighting					
Maint/Renov					
Media Retrieval System					
Remodeling	488,224	154,604	960,535	488,300	
Renovations		5,926			
Rent/Purchase Portables	376,267				
Retrofit	1,224,623	162,942			
Roofing					
School Computers	6,130				
Shade Cover					
Signage					
Site improvements				12,324	
Technology			888	154,375	
White Fleet			86,400	181,337	
Subtotal Other:	\$ 3,848,552	\$ 580,281	\$ 3,603,741	\$ 952,177	
<b>TOTAL</b>	<b>\$ 10,730,054</b>	<b>\$ 7,518,769</b>	<b>\$ 10,133,469</b>	<b>\$ 952,047</b>	



# Osceola School District

*From Good to Great: Building a Legacy*



January 23rd, 2019

***Business Advisory Board Meeting – Facilities Update***



# Agenda

- I. Planning Department Update – Verbal Update
  
- II. Design & Construction Department Update
  - A. Projects in Planning
  - B. Projects in Design
  - C. Projects in Construction
  - D. Major Projects Update
    - 1. Michigan Ave. ES
    - 2. NeoCity Academy
    - 3. Harmony MS
    - 4. Denn John MS
    - 5. St. Cloud MS



# Projects in Planning

3

<u>Project</u>	<u>Budget</u>	<u>Proposed Opening</u>
Old Hickory Tree New ES	\$26,916,559	2022-2023
K-8 Kindred "AA"	\$42,779,358	2022-2023
FCCS Covered PE Structure	\$ 648,651	2019
GWHS Comprehensive Renovation	<u>TBD</u>	TBD – Pending Castaldi
<b>TOTAL</b>	<b>\$70,344,568</b>	



# Projects in Design

4

<u>Project</u>	<u>Budget</u>	<u>Construction NTP</u>
NPMS Rear Bus Loop	\$ 500,000	TBD – On hold
SCMS Comprehensive	\$32,973,602	11/16/2020
Celebration ES “A”	\$25,380,061	6/9/2020
Kitchen Serving Lines (4 Projects)	\$ 7,111,410	7/26/2019
Space Reconfigurations (6 Projects)	\$ 929,513	7/26/2019
PNHS CEP Project	\$ 2,704,335	6/18/2019
HRHS Parking Lot Repair	\$ 159,259	8/1/2019
HLES Cafeteria Décor	\$ 75,000	8/2/2019
Misc. Cyclical Capital (7 Projects)	\$ 2,323,847	Misc. Dates
oTECH West, Cosmetology	<u>\$ 52,092</u>	TBD - Bidding
<b>TOTAL</b>	<b>\$72,209,119</b>	





# Projects in Construction

<u>Project</u>	<u>Budget</u>	<u>Substantial Completion Date</u>
MAES Comprehensive	\$31,186,354	8/30/2019 – Project Substantial
DJMS Comprehensive	\$43,085,803	12/17/2019 – Project Substantial
DWES Parking Resurfacing	\$ 366,193	1/21/2019
Generators (3 Projects)	\$ 1,408,305	6/28/2019
HRHS Ag Building	\$ 521,060	11/9/2018
HRHS Connector Sidewalk	\$ 77,623	3/15/2019
Tohopekaliga HS	\$89,000,000	6/14/2018
HRMS New School	\$40,279,258	10/25/2019
oTECH St Cloud Diesel Mech	\$ 1,585,014	12/30/2018
Maintenance Bldg Renovation	\$ 970,000	5/20/2019
NeoCity Academy	\$18,000,000	7/15/2019
PWMS Lighting/HVAC	\$ 437,931	10/15/2018
OCSA Generator	\$ 90,793	2/13/2019
BELA Shade Structure	\$ 38,601	12/21/2018
KMMS Mini-Pitch	By Others	1/30/2019
SNS Decore Projects (2)	\$ 350,000	8/30/2019
Safety/Security (7 Projects)	\$ 227,465	Misc. Dates
Cyclical Capital Projects (6)	<u>\$ 1,411,802</u>	Misc. Dates
<b>TOTAL</b>	<b>\$229,036,202</b>	

# MAES Comprehensive



# NeoCity Academy



# NeoCity Academy



# Harmony Middle School



Middle School AA  
Harmony, FL  
12.23.18  
Looking East



# DJMS Comprehensive



# St. Cloud Middle School Comprehensive





# **Business Advisory Board Comments and Discussion**

*From Good to Great: Building a Legacy*





**Osceola Association of Realtors®**

**Multiple Listing YTD Sales and Inventory Report - January 1 to December 31, 2018**

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory on Market	Months Supply
\$ 1 - 49,999	54	0.78%	125,569	27,170	22.00%	71	2	0.4
\$ 50,000 - 59,999	41	0.59%	57,652	54,115	94.00%	83	1	0.3
\$ 60,000 - 69,999	77	1.11%	70,968	64,806	91.00%	85	5	0.8
\$ 70,000 - 79,999	75	1.08%	79,396	75,357	95.00%	46	12	1.9
\$ 80,000 - 89,999	86	1.23%	88,507	84,497	95.00%	43	20	2.8
\$ 90,000 - 99,999	100	1.44%	101,852	94,871	93.00%	60	27	3.2
\$ 100,000 - 119,999	285	4.09%	115,076	110,131	96.00%	61	42	1.8
\$ 120,000 - 139,999	404	5.80%	134,316	129,196	96.00%	49	76	2.3
\$ 140,000 - 159,999	507	7.28%	153,841	149,969	97.00%	51	76	1.8
\$ 160,000 - 179,999	687	9.86%	173,358	169,370	98.00%	60	139	2.4
\$ 180,000 - 199,999	765	10.98%	193,293	188,873	98.00%	52	157	2.5
\$ 200,000 - 249,999	1,890	27.13%	227,604	222,612	98.00%	57	491	3.1
\$ 250,000 - 299,999	981	14.08%	276,408	270,416	98.00%	69	377	4.6
\$ 300,000 - 349,999	445	6.39%	330,451	321,206	97.00%	79	181	4.9
\$ 350,000 - 399,999	205	2.94%	381,683	371,048	97.00%	92	109	6.4
\$ 400,000 - 499,999	179	2.57%	453,313	439,209	97.00%	94	108	7.2
\$ 500,000 - 599,999	82	1.18%	569,728	545,882	96.00%	112	64	9.4
\$ 600,000 - 699,999	42	0.60%	668,590	639,594	96.00%	119	41	11.7
\$ 700,000 - 799,999	30	0.43%	779,749	744,771	96.00%	102	21	8.4
\$ 800,000 - 899,999	5	0.07%	941,970	861,500	91.00%	131	22	52.8
\$ 900,000 - 999,999	7	0.10%	975,343	948,643	97.00%	227	8	13.7
\$ 1,000,000 - and over	19	0.27%	1,659,377	1,557,842	94.00%	155	38	24.0
<b>Totals</b>	<b>6,966</b>	<b>100.00%</b>	<b>232,473</b>	<b>225,336</b>	<b>97.00%</b>	<b>63</b>	<b>2,017</b>	<b>3.5</b>

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants. The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas. Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.



**Osceola Association of Realtors®**  
**Four Year Sales and Inventory History 2015 - 2018**  
 Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
1/1/2015	432	163,668	157,306	96%	89	4,057	9.4
2/1/2015	490	162,507	155,864	96%	88	4,034	8.2
3/1/2015	634	180,674	174,986	97%	87	4,047	6.4
4/1/2015	614	179,877	174,998	97%	94	3,997	6.5
5/1/2015	631	173,156	166,959	96%	81	3,998	6.3
6/1/2015	694	184,857	177,233	96%	81	4,038	5.8
7/1/2015	637	179,127	171,664	96%	79	3,987	6.3
8/1/2015	665	183,523	177,401	97%	88	3,931	5.9
9/1/2015	615	186,612	178,760	96%	78	3,882	6.3
10/1/2015	806	176,601	170,456	97%	85	3,763	6.2
11/1/2015	479	181,348	175,360	97%	80	3,803	7.9
12/1/2015	553	186,947	181,011	97%	75	3,716	6.7
1/1/2016	402	180,820	171,495	95%	82	3,577	8.9
2/1/2016	471	189,405	182,435	96%	88	3,672	7.8
3/1/2016	535	186,879	180,499	97%	88	3,604	6.7
4/1/2016	663	191,528	185,315	97%	86	3,504	5.3
5/1/2016	663	195,302	188,413	96%	76	3,437	5.2
6/1/2016	615	199,536	190,261	95%	82	3,501	5.7
7/1/2016	597	189,953	183,442	97%	80	3,421	5.7
8/1/2016	631	203,035	192,787	95%	82	3,450	5.5
9/1/2016	580	190,151	183,856	97%	79	3,518	6.1
10/1/2016	516	200,682	192,644	96%	73	3,409	6.6
11/1/2016	516	198,367	190,464	96%	76	3,410	6.6
12/1/2016	568	199,585	192,613	97%	76	3,286	5.8
1/1/2017	430	198,662	189,822	96%	77	3,223	7.5
2/1/2017	489	195,701	189,366	97%	83	3,158	6.5
3/1/2017	628	212,628	205,395	97%	77	3,110	5.0
4/1/2017	598	213,445	205,462	96%	77	3,038	5.1
5/1/2017	688	209,293	202,944	97%	67	3,016	4.4
6/1/2017	681	222,956	213,659	96%	75	3,076	4.5
7/1/2017	587	212,807	204,666	96%	72	2,980	5.1
8/1/2017	591	213,702	204,935	96%	66	2,998	5.1
9/1/2017	438	220,263	211,639	96%	67	2,839	6.5
10/1/2017	516	206,822	199,025	96%	75	2,725	5.3
11/1/2017	538	228,935	220,727	96%	85	2,653	4.9
12/1/2017	530	222,902	216,499	97%	81	2,484	4.7
1/1/2018	454	217,444	210,128	97%	69	2,367	5.2
2/1/2018	455	220,855	213,480	97%	80	2,228	4.9
3/1/2018	599	228,184	220,004	96%	69	2,067	3.5
4/1/2018	628	226,400	219,237	97%	72	2,052	3.3
5/1/2018	677	238,229	231,177	97%	62	1,976	2.9
6/1/2018	682	238,697	232,540	97%	58	1,997	2.9
7/1/2018	599	232,601	225,220	97%	56	1,984	3.3
8/1/2018	672	233,582	225,747	97%	64	2,033	3.0
9/1/2018	551	238,609	231,701	97%	57	2,033	3.7
10/1/2018	644	232,512	226,675	97%	56	2,142	3.3
11/1/2018	509	234,943	227,578	97%	57	2,129	4.2
12/1/2018	496	242,281	234,892	97%	61	2,017	4.1

Source: My Florida Regional MLS

1/8/2019