

# Sales and Listings for August 2006

## Residential Sales Summary

PRICE	August 1 to August 31, 2006				SALES as of Aug. 31 2006 TOTAL UNITS
	2 - BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 & UNDER	0	0	0	1	1
\$100,000-199,999	12	14	3	39	68
\$200,000-299,999	29	84	11	30	154
\$300,000-399,999	16	40	18	18	92
\$400,000-499,999	7	24	19	2	52
\$500,000-749,999	6	20	25	14	65
\$750,000-999,999	1	12	10	13	36
\$1,000,000-1,499,999	1	6	6	5	18
\$1,500,000-1,999,999	0	1	2	2	5
\$2,000,000-2,499,999	0	0	3	1	4
\$2,500,000-2,999,999	0	0	2	1	3
\$3,000,000-3,999,999	1	1	0	0	2
\$4,000,000-4,999,999	0	0	0	0	0
\$5,000,000-9,999,999	0	0	0	0	0
\$10,000,000 & UP	0	0	0	0	0
<b>**TOTALS</b>	<b>73</b>	<b>202</b>	<b>99</b>	<b>126</b>	<b>500</b>
TOTAL DOLLAR VOLUME SINGLE FAMILY \$164,479,386	TOTAL DOLLAR VOLUME CONDOMINIUM \$52,886,243	TOTAL HOME SALES DOLLAR VALUE \$217,365,283			

Note: Statistics are for the entire SAR MLS system. Figures include some listings in Manatee, Englewood, Venice and other areas.

## Sales Data August 2006

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	374	\$439,784	\$330,000	\$164,479,386
Condo	126	\$419,732	\$251,250	\$52,886,243

## August 2005

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	596	\$526,126	\$389,700	\$313,571,623
Condo	311	\$488,561	\$296,000	\$151,942,708

## Listings Data August 2006

Class	New	Average List Price	Median List Price	Volume Listed
Residential	1586	\$556,812	\$385,000	\$883,104,358
Condo	712	\$491,325	\$299,000	\$349,823,911

## August 2005

Class	New	Average List Price	Median List Price	Volume Listed
Residential	1230	\$622,114	\$385,000	\$765,200,448
Condo	648	\$519,774	\$367,250	\$336,813,854

Note: Statistics are for the entire SAR MLS system. Figures include some listings in Manatee, Englewood, Venice and other areas.

## Residential Sales Summary

PRICE	Year to Date January 1 to August 31, 2006				SALES as of Aug. 31 2006 TOTAL UNITS
	2 - BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 & UNDER	20	2		8	30
\$100,000-199,999	133	123	16	288	560
\$200,000-299,999	223	564	69	420	1276
\$300,000-399,999	152	406	106	192	856
\$400,000-499,999	81	244	117	91	533
\$500,000-749,999	39	265	185	231	720
\$750,000-999,999	12	94	95	149	350
\$1,000,000-1,499,999	6	48	50	61	165
\$1,500,000-1,999,999	5	17	19	37	78
\$2,000,000-2,499,999	1	13	13	18	45
\$2,500,000-2,999,999	1	5	14	15	35
\$3,000,000-3,999,999	2	5	7	9	23
\$4,000,000-4,999,999	0	2	8	3	13
\$5,000,000-9,999,999	0	3	10	0	13
\$10,000,000 & UP	0	0	3	0	3
<b>**TOTALS</b>	<b>675</b>	<b>1791</b>	<b>712</b>	<b>1522</b>	<b>4700</b>
TOTAL DOLLAR VOLUME SINGLE FAMILY \$1,607,014,657	TOTAL DOLLAR VOLUME CONDOMINIUM \$770,408,489	TOTAL HOME SALES DOLLAR VALUE \$2,377,423,146			

Note: Statistics are for the entire SAR MLS system. Figures include some listings in Manatee, Englewood, Venice and other areas.

These statistics were gathered from Sarasota Association of Realtors MLS on September 15, 2006.

## August 2006 Average Sale Price/Units Sold/Days On Market



Note: Statistics are for the entire SAR MLS system. Figures include some listings in Manatee, Englewood, Venice and other areas.

# Sarasota market Year-to-Date eases off from 2004 historic run-up in prices, sales

Home sales in the Sarasota market have leveled off after the three historic peak years of 2003, 2004 and 2005. But the total number of sales has actually returned to the more normal market experienced in 2002 and prior years, while the median home price has risen significantly above the figure from four years ago.

"The public needs to understand one thing – real estate continues to sell in Sarasota, and at a pace not much lower than what was experienced in 2002, before we had the three peak years of 2003, 2004 and 2005," explained Felix Power, 2006 SAR President. "The median price for homes and condominiums is up significantly from 2002, the overall sales volume is also significantly higher this year than in 2002. There is no denying the market experienced an historic run-up from 2003 into 2005, but sales actually slowed in 2005, and we have now returned to a more traditional, historic market."

Year to date, through Aug. 31, 2006, residential single family home sales have fallen by 35 percent in the Sarasota market, while condominium sales are down 41 percent. Combined, the market has seen a decline of 37 percent in sales from the same time period in 2005.

In 2002, sales for the first eight months totaled 5,575 combined residential and condominium. However, the total dollar figure for sales in the first eight months of 2002 was only \$1,610,758,921. This year, sales through Aug. 31 stand at 4,774, but with a total dollar figure of \$2,397,716,946, reflecting the much higher median price.

The first eight months of 2004 saw combined home and condominium sales skyrocket to a record 7,931. There was only a small decline of about 300 fewer sales for the first eight months of 2005.

Overall, Florida's housing sector continued to show signs of adjustment in August as many markets reported higher inventory levels of homes available for sale and a slowing pace of sales as buyers weighed more options. Statewide last month, home sales decreased by 34 percent from the 22,421 homes sold during the previous August, according to the Florida Association of Realtors® (FAR). Statewide, the existing-home median price remained unchanged at \$248,400 last month; a year ago, it was \$248,400, according to FAR.

For the first eight months of 2006, the median single family home price in the

*Continued on page 37*

## Sale Price vs. List Price Rates

*Percentage of list price units sold for...*

### Single Family

	2005	2006
January	96.9%	95.90%
February	97.5%	95.65%
March	97.9%	94.22%
April	97.8%	95.01%
May	97.5%	94.21%
June	97.6%	94.72%
July	97.4%	93.62%
August	97.6%	93.33%
September	97.2%	
October	97.0%	
November	97.04%	
December	96.77%	

### Condominium

	2005	2006
January	97.6%	96.02%
February	97.7%	96.54%
March	97.5%	95.94%
April	97.5%	94.66%
May	97.8%	94.82%
June	97.3%	93.40%
July	97.7%	93.29%
August	97.3%	93.11%
September	97.0%	
October	96.3%	
November	96.15%	
December	97.54%	

### Sales YTD Through August 31

Residential YTD	2002	2003	2004	2005	2006
Units	3818	4293	5272	5009	3228
Volume	\$1,105,810,805	\$1,376,945,544	\$2,020,269,340	\$2,418,987,481	\$1,616,904,182
Median Sold Price	\$196,055	\$224,000	\$265,700	\$349,900	\$350,000

Condo YTD	2002	2003	2004	2005	2006
Units	1757	2162	2659	2620	1546
Volume	\$504,948,116	\$715,145,704	\$953,986,365	\$1,195,606,427	\$780,812,764
Median Sold Price	\$166,900	\$190,395	\$222,000	\$292,925	\$305,000

Combined YTD	2002	2003	2004	2005	2006
Units	5575	6455	7931	7629	4774
Volume	\$1,610,758,921	2,092,091,248	\$2,974,255,705	\$3,614,593,908	\$2,397,716,946

	2002	2003	2004	2005	2006
SAR Membership	2555	2844	3457	4084	4282