

Local Market Update for November 2012

A Research Tool Provided by Florida REALTORS®

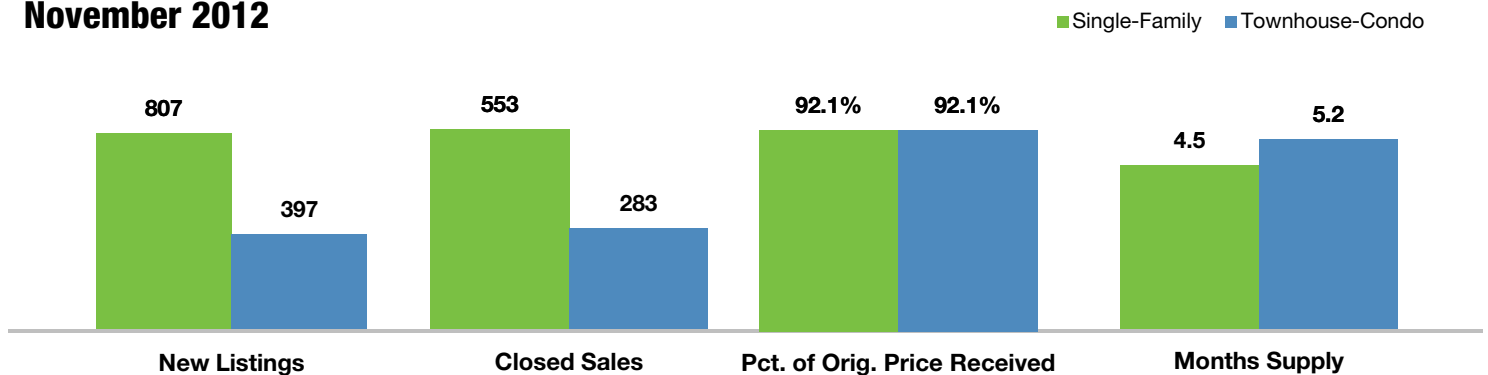


Sarasota County

Key Metrics	Single-Family			Townhouse-Condo		
	11-2011	11-2012	Percent Change	11-2011	11-2012	Percent Change
New Listings	785	807	+ 2.8%	416	397	- 4.6%
Pending Sales	464	559	+ 20.5%	272	258	- 5.1%
Closed Sales	471	553	+ 17.4%	218	283	+ 29.8%
Days on Market Until Sale	63	30	- 52.4%	74	53	- 28.4%
Median Sales Price*	\$135,000	\$155,000	+ 14.8%	\$135,500	\$159,950	+ 18.0%
Average Sales Price*	\$213,564	\$249,729	+ 16.9%	\$228,478	\$228,612	+ 0.1%
Percent of Original List Price Received*	88.8%	92.1%	+ 3.7%	88.5%	92.1%	+ 4.1%
Inventory of Homes for Sale	3,524	2,664	- 24.4%	2,191	1,557	- 28.9%
Months Supply of Inventory	6.6	4.5	- 31.8%	8.4	5.2	- 38.1%

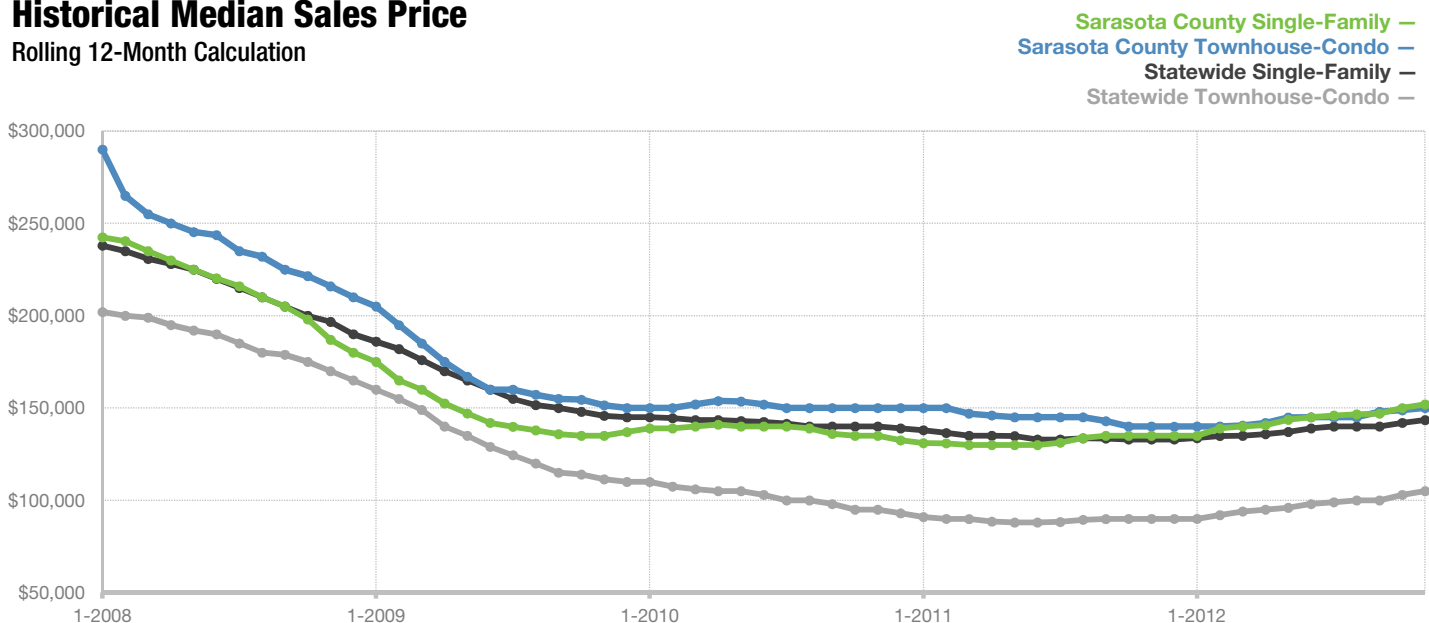
* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

November 2012



Historical Median Sales Price

Rolling 12-Month Calculation



Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of December 15, 2012 All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing.

Lender-Mediated Overview for November 2012

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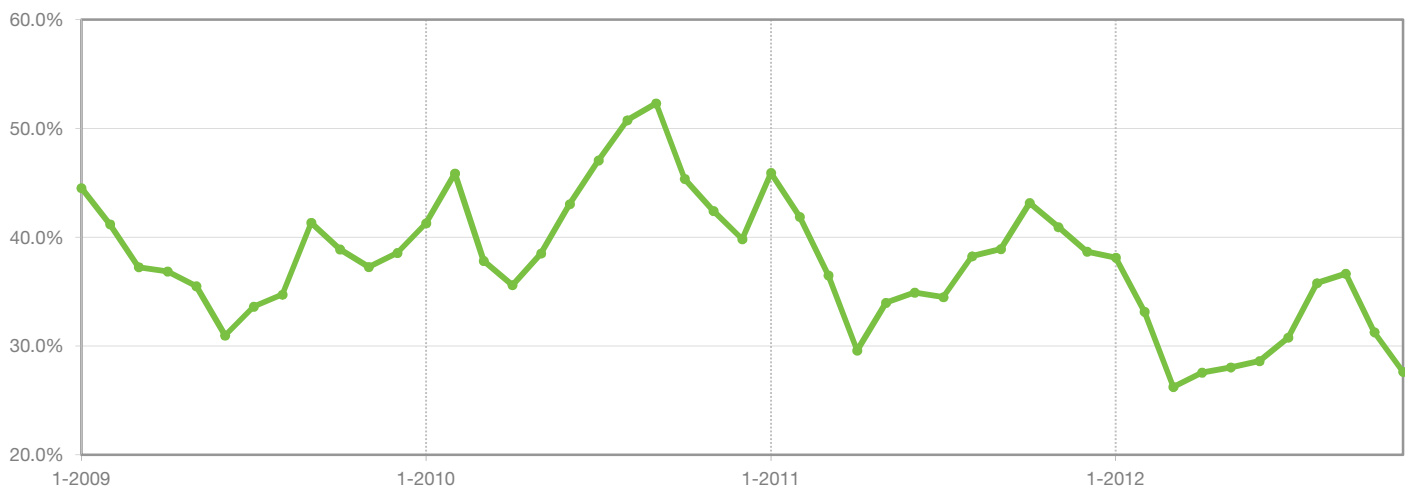


Sarasota County

Sale Type	Closed Sales*			Median Sales Price**		
	11-2011	11-2012	Percent Change	11-2011	11-2012	Percent Change
Traditional	407	605	+ 48.6%	\$165,700	\$180,000	+ 8.6%
Foreclosures	117	112	- 4.3%	\$90,000	\$99,190	+ 10.2%
Short Sales	165	119	- 27.9%	\$105,000	\$109,950	+ 4.7%

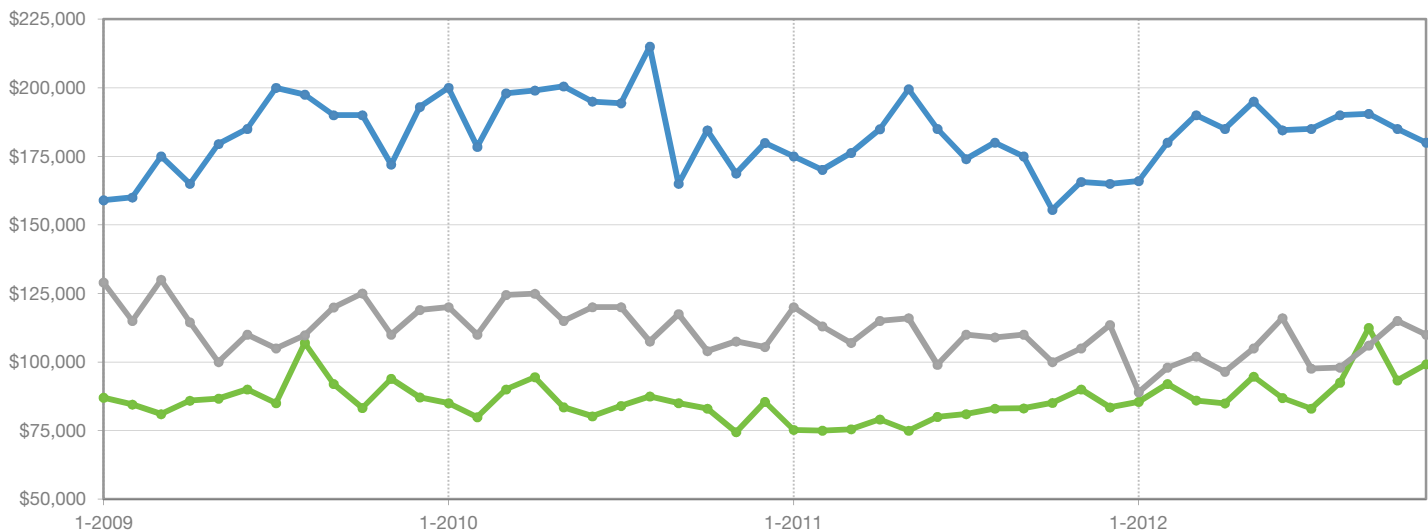
Note: Activity for one month can sometimes look extreme due to small sample size. Lender-mediated properties are those marked in an MLS as "Foreclosure" or "Short Sale" for single-family properties, townhomes and condominiums. * The sum of Closed Sales for traditional, foreclosures and short sales may not be the same as the overall Closed Sales figure noted elsewhere as some lender-mediated homes are listed both as a foreclosure and short sale, or cannot be classified. ** Does not account for sale concessions and/or down payment assistance.

Share of Closed Sales that were Lender-Mediated: 27.6%



Historical Median Sales Price by Sale Type

— Traditional — Foreclosures — Short Sales



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