

# Sales and Listings for September 2005

## Residential Sales Summary

PRICE	September 1 to September 30, 2005				SARASOTA ONLY SALES as of Sept. 30 '05 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 OR UNDER	4	0	0	2	6
\$100,000-119,999	2	0	0	1	3
\$120,000-139,999	1	0	0	3	4
\$140,000-159,999	0	2	0	6	8
\$160,000-179,999	4	1	0	16	21
\$180,000-199,999	6	5	0	16	27
\$200,000-249,999	16	25	2	40	83
\$250,000-299,999	10	42	4	27	83
\$300,000-399,999	23	57	10	33	123
\$400,000-499,999	12	36	11	15	74
\$500,000-749,999	2	25	21	32	80
\$750,000-999,999	3	12	20	25	60
OVER \$1,000,000	1	16	18	18	53
<b>**TOTALS</b>	<b>84</b>	<b>221</b>	<b>86</b>	<b>234</b>	<b>625</b>
<b>**MEDIAN PRICE</b> (in thousands)	<b>\$299</b>	<b>\$358</b>	<b>\$657</b>	<b>\$315</b>	<b>\$345</b>
<b>**AVERAGE PRICE</b> (in thousands)	<b>\$329</b>	<b>\$499</b>	<b>\$991</b>	<b>\$515</b>	<b>\$543</b>
<b>TOTAL DOLLAR VOLUME</b> SINGLE FAMILY	<b>TOTAL DOLLAR VOLUME</b> CONDOMINIUM		<b>TOTAL HOME SALES</b> DOLLAR VALUE		
\$223,398,000	\$120,532,000		\$343,930,000		

## Sales Data\*

### September 2005

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	523	\$520,682	\$352,500	\$272,316,690
Condo	263	\$489,950	\$300,000	\$128,875,088

### September 2004

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	497	\$418,765	\$285,000	\$208,126,526
Condo	234	\$354,108	\$231,000	\$82,861,446

## Listings Data\*

### September 2005

Class	New	Average List Price	Median List Price	Volume Listed
Residential	1331	\$603,117	\$419,000	\$802,749,760
Condo	597	\$578,849	\$359,900	\$345,573,183

### September 2004

Class	New	Average List Price	Median List Price	Volume Listed
Residential	623	\$532,095	\$311,943	\$331,495,355
Condo	249	\$453,953	\$269,900	\$113,034,476

\*Figures represent all listings reported in the Sarasota Association of Realtors MLS. Figures include some Manatee, Englewood and Venice listings.

## Residential Sales Summary

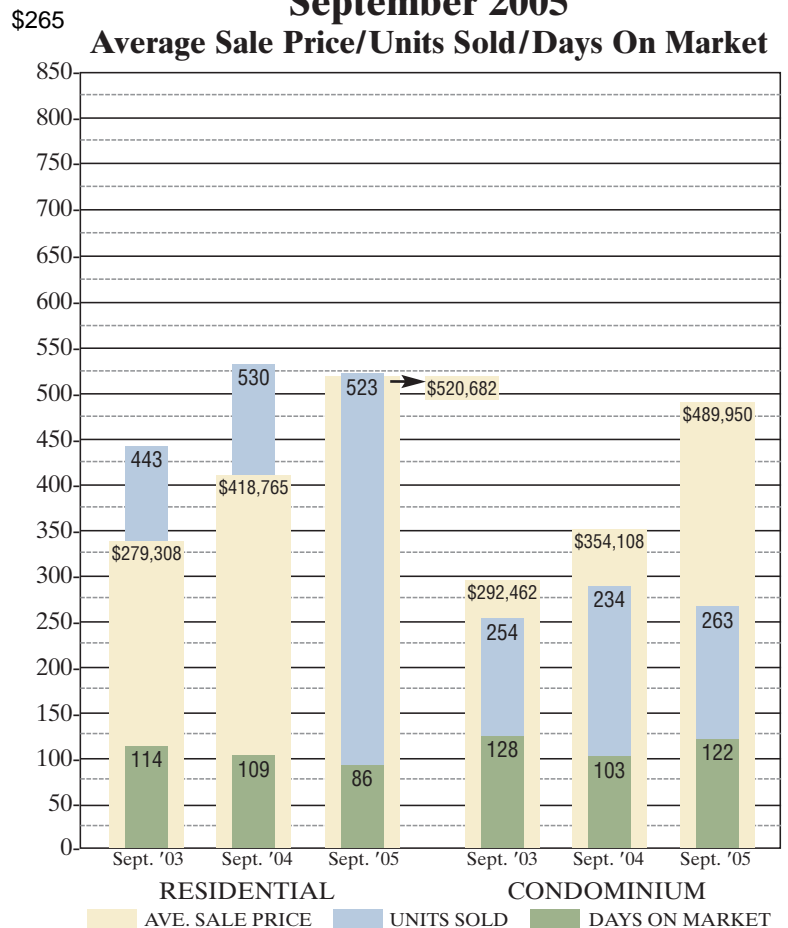
### Year to Date

#### January 1 to September 30, 2005

PRICE	SALES				SARASOTA ONLY SALES as of Sept. 30 '05 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 OR UNDER	27	1	0	3	31
\$100,000-119,999	3	0	0	6	9
\$120,000-139,999	2	1	1	9	13
\$140,000-159,999	3	4	0	27	34
\$160,000-179,999	7	3	0	52	62
\$180,000-199,999	21	10	1	69	101
\$200,000-249,999	64	43	8	158	273
\$250,000-299,999	55	139	22	140	356
\$300,000-399,999	121	274	40	164	599
\$400,000-499,999	67	180	55	92	394
\$500,000-749,999	65	231	120	230	646
\$750,000-999,999	34	101	105	214	454
OVER \$1,000,000	37	198	268	285	788
<b>**TOTALS</b>	<b>507</b>	<b>1186</b>	<b>620</b>	<b>1449</b>	<b>3762</b>
<b>**MEDIAN PRICE</b> (in thousands)	<b>\$265</b>	<b>\$349</b>	<b>\$560</b>	<b>\$300</b>	<b>\$329</b>
<b>**AVERAGE PRICE</b> (in thousands)	<b>\$322</b>	<b>\$465</b>	<b>\$818</b>	<b>\$472</b>	<b>\$490</b>
<b>TOTAL DOLLAR VOLUME</b> SINGLE FAMILY	<b>TOTAL DOLLAR VOLUME</b> CONDOMINIUM		<b>TOTAL HOME SALES</b> DOLLAR VALUE		
\$2,223,372,000	\$1,159,997,000		\$3,383,369,000		

## September 2005

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



These statistics were gathered from Sarasota Association of Realtors MLS on October 17, 2005.

# Florida's home sales, median price rise in September

Last year, Florida residents survived the devastating triple punch of Hurricanes Frances, Ivan and Jeanne, which pummeled the state in September. Businesses across the state were impacted, including the real estate industry. The storms' influence continues to be a factor in the reporting of Florida's sales of single-family existing homes in September 2005, according to the Florida Association of Realtors® (FAR).

Statewide, a total of 20,368 homes changed hands last month compared to 15,272 home sales that closed in September 2004, which translates as a 33 percent increase. However, resales activity during September 2004 reflected the impact of the historic 2004 hurricane season. Therefore, the percentage change found in comparing closed sales from September a year ago to last month's resales may not mirror true market activity.

"Home sale closings were clearly affected by the four hurricanes that struck Florida in August and September last year," said 2005 FAR President Frank Kowalski. "Closings generally occur 30 to 90 days after sales contracts are written. And since most insurers do not write homeowners' policies when a hurricane threatens, many buyers repeatedly were unable to obtain coverage, which delayed closings. All of this influences the comparisons between the closed sales reported in markets across the state last month and closed sales during September 2004."

Local Realtor boards/associations, real estate firms and Multiple Listing Services in many areas across Florida also were directly affected by last year's hurricanes, which in turn impacted the collection of data for several months. In the wake of the storms, resales activity also was impacted when lenders postponed closings for property re-inspections or repairs.

The statewide median sales price in September rose 28 percent to \$247,800; a year ago, it was \$193,400. In September 2000, the statewide median sales price for single-family

existing homes was \$124,700, which translates to an increase of around 98 percent over the five-year period, FAR records show.

According to the National Association of Realtors (NAR), the national median price of an existing single-family home in August (latest data available at press time) was \$219,400, up 16.2 percent from a year ago. In California, the median price of an existing, single-family in August was \$568,890; in Maryland, it was \$302,829; in New York, it was \$275,000; and in North Carolina, it was \$217,871.

**In Sarasota, the median sales price for a single-family home in September 2005 was \$352,500, compared to \$285,000 in September 2004. The number of single-family homes sold in September 2005 was 523, compared to 497 in September 2004.**

Florida's year-to-date figures show that a total of 197,523 homes sold statewide through September compared to 187,774 homes changing hands during the same period last year for a 5 percent increase. The statewide median price from January through September 2005 rose 30 percent to \$231,900; it was \$178,900 for the same year-to-date-period in 2004.

According to Freddie Mac, interest rates for a 30-year fixed-rate mortgage averaged 5.77 percent in September, only slightly higher than the average rate of 5.75 percent a year ago.

Among the state's smaller MSAs, Naples also reported higher resales activity last month, with a total of 350 homes changing hands compared to 333 homes sold last year for a 5 percent increase. The market's median sales price rose 40 percent to \$472,300; a year ago, it was \$338,200.

- FLORIDA ASSOCIATION OF REALTORS

## Sale Price vs. List Price Rates

Percentage of list price units sold for...

### Single Family

	2004	2005
January	95.7%	96.9%
February	96.5%	97.5%
March	96.1%	97.9%
April	96.8%	97.8%
May	96.9%	97.5%
June	97.1%	97.6%
July	97.2%	97.4%
August	97.2%	97.6%
September	97.0%	97.2%
October	97.2%	
November	97.4%	
December	97.6%	

### Condominium

	2004	2005
January	96.5%	97.6%
February	96.2%	97.7%
March	96.1%	97.5%
April	96.6%	97.5%
May	96.8%	97.8%
June	96.6%	97.3%
July	96.8%	97.7%
August	97.4%	97.3%
September	97.2%	97.0%
October	97.7%	
November	97.7%	
December	97.0%	