

# Sales and Listings for April 2006

## Residential Sales Summary

PRICE	April 1 to April 30, 2006				SARASOTA ONLY SALES as of April 30 '06 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 & UNDER	1	0	1	2	4
\$100,000-199,999	10	8	1	26	45
\$200,000-299,999	29	41	2	58	130
\$300,000-399,999	10	33	10	31	84
\$400,000-499,999	8	17	7	15	47
\$500,000-749,999	6	26	14	32	78
\$750,000-999,999	1	15	7	11	34
\$1,000,000-1,499,999	1	10	5	7	23
\$1,500,000-1,999,999	1	3	2	2	8
\$2,000,000-2,499,999	0	1	2	1	4
\$2,500,000-2,999,999	1	0	0	1	2
\$3,000,000-3,999,999	1	1	2	1	5
\$4,000,000-4,999,999	0	0	0	0	0
\$5,000,000-9,999,999	0	1	2	0	3
\$10,000,000 & UP	0	0	0	0	0
<b>**TOTALS</b>	<b>69</b>	<b>156</b>	<b>55</b>	<b>187</b>	<b>467</b>
TOTAL DOLLAR VOLUME SINGLE FAMILY \$151,635,000	TOTAL DOLLAR VOLUME CONDOMINIUM \$74,587,000		TOTAL HOME SALES DOLLAR VALUE \$226,222,000		

Note: New price breakdowns reflect the market above \$1 million in greater detail.

## Sales Data\*

April 2006				
Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	353	\$539,766	\$340,000	\$190,537,426
Condo	192	\$431,867	\$282,450	\$82,918,562

## April 2005

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	671	\$450,150	\$329,900	\$282,694,607
Condo	340	\$472,649	\$282,500	\$160,700,702

## Listings Data\*

### April 2006

Class	New	Average List Price	Median List Price	Volume Listed
Residential	1514	\$560,841	\$399,700	\$849,114,406
Condo	784	\$529,967	\$353,450	\$415,494,634

### April 2005

Class	New	Average List Price	Median List Price	Volume Listed
Residential	834	\$654,177	\$399,900	\$545,584,279
Condo	469	\$549,622	\$386,900	\$257,773,011

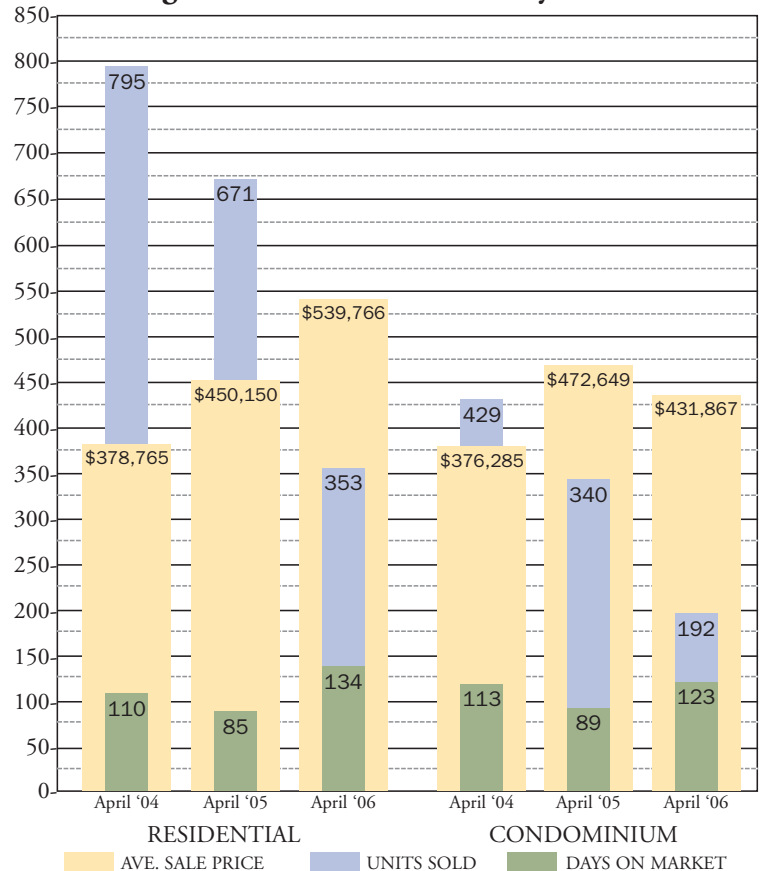
\*Figures represent all listings reported in the Sarasota Association of Realtors MLS. Figures include some Manatee, Englewood and Venice listings.

## Residential Sales Summary

PRICE	Year to Date January 1 to April 30, 2006				SARASOTA ONLY SALES as of April 30 '06 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 & UNDER	13	1	1	5	20
\$100,000-199,999	32	19	5	97	153
\$200,000-299,999	95	151	12	197	455
\$300,000-399,999	53	145	26	97	321
\$400,000-499,999	30	88	18	43	179
\$500,000-749,999	22	112	50	119	303
\$750,000-999,999	4	46	34	91	175
\$1,000,000-1,499,999	4	31	22	34	91
\$1,500,000-1,999,999	3	8	8	19	38
\$2,000,000-2,499,999	0	7	9	7	23
\$2,500,000-2,999,999	1	1	4	12	18
\$3,000,000-3,999,999	0	2	5	7	14
\$4,000,000-4,999,999	0	3	3	0	6
\$5,000,000-9,999,999	0	1	3	0	4
\$10,000,000 & UP	0	0	1	0	1
<b>**TOTALS</b>	<b>258</b>	<b>615</b>	<b>201</b>	<b>728</b>	<b>1801</b>
TOTAL DOLLAR VOLUME SINGLE FAMILY \$443,279,300	TOTAL DOLLAR VOLUME CONDOMINIUM \$245,642,400		TOTAL HOME SALES DOLLAR VALUE \$688,921,700		

Note: New price breakdowns reflect the market above \$1 million in greater detail.

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



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

# Florida's existing home median price rises, but sales ease in April 2006

Florida's housing sector continued to show signs of market adjustments in April as mortgage rates edged up and the inventory of homes available for sale remained at higher levels in many markets.

Statewide, the existing-home median price rose 13 percent to \$249,700 last month; a year ago, it was \$221,100, according to the Florida Association of Realtors® (FAR). A total of 16,392 existing single-family homes sold statewide last month, a decrease of 31 percent from the 23,844 homes that changed hands during the previous April, according to FAR.

In 2001, the statewide median sales price was \$127,100, which is an increase of about 96.4 percent over the five-year-period, according to FAR records. The median is a typical market price where half the homes sold for more, half sold for less.

Nationally, the median sales price for existing single-family homes was \$217,300 in March, up 7.8 percent from a year earlier, according to the National Association of Realtors® (NAR). In California, the statewide median resales price was \$561,350 in March; in Massachusetts, it was \$344,000; in Maryland, it was \$298,617; and in New York, it was \$260,000.

Most of the U.S. is entering a period of equilibrium in the housing market, which is good for the long-term health of the sector, according to NAR housing industry analysts. NAR notes that sales overall remain historically strong and are providing a solid foundation for the overall economy.

Looking to Florida's existing condominium market, sales of existing condos also decreased in April, with a total of 5,556 condos sold statewide compared to 8,775 in April 2005 for a 37 percent decline, according to FAR. The statewide median sales price for condos rose 4 percent to \$222,900 last month; a year ago, it was \$213,400.

The national median existing condo price was \$225,500 in March 2006.

The interest rate for a 30-year fixed-rate mortgage in April averaged 6.51 percent, up from the 5.86 percent averaged during the same month a year ago. FAR's sales figures reflect closings, which typically occur 30 to 90 days after sales contracts are written.

Among the state's larger markets, the Orlando metropolitan statistical area (MSA) reported 2,491 existing homes sold last month compared to 3,375 homes sold in April 2005 for a decrease of 26 percent. The market's median existing home price rose 24 percent to \$263,100; a year ago, it was \$211,500. A total of 486 existing condos changed hands in Orlando last month for a 61 percent gain over the 302 condos sold in April 2005. The market's median existing condo price rose 10 percent to \$166,100; a year ago, it was \$150,800.

**In Sarasota, the median sales price for a single-family home in April 2006 was \$340,000, compared to \$329,900 in April 2005. The number of single-family homes sold in April 2006 was 353, compared to 671 in April 2005.**

Of the state's smaller markets, the Tallahassee MSA reported a 5 percent gain in existing home sales in April, with a total of 436 homes changing hands compared to 415 homes sold last year. The area's median existing home sales price rose 11 percent to \$172,000; a year ago, it was \$154,800. Thirty-six existing condos sold in Tallahassee last month for an increase of 112 percent over the 17 condos sold a year ago. The market's median existing condo price rose 11 percent to \$152,900; a year ago, it was \$137,500.

— FAR

## Sale Price

vs.

## List Price Rates

Percentage of list price units sold for...

### Single Family

	2005	2006
January	96.9%	95.9%
February	97.5%	95.65%
March	97.9%	94.22%
April	97.8%	95.01%
May	97.5%	
June	97.6%	
July	97.4%	
August	97.6%	
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%	
June	97.3%	
July	97.7%	
August	97.3%	
September	97.0%	
October	96.3%	
November	96.15%	
December	97.54%	