

# Sales and Listings for December 2005

## Residential Sales Summary

PRICE	December 1 to December 31, 2005				SARASOTA ONLY SALES as of Dec. 31 '05 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 OR UNDER	4	0	0	1	5
\$100,000-119,999	0	0	0	1	1
\$120,000-139,999	0	2	0	3	5
\$140,000-159,999	3	2	0	7	12
\$160,000-179,999	2	0	0	12	14
\$180,000-199,999	2	1	0	9	12
\$200,000-249,999	13	10	2	27	52
\$250,000-299,999	11	19	1	21	52
\$300,000-399,999	18	46	7	36	107
\$400,000-499,999	12	20	6	12	50
\$500,000-749,999	5	33	10	66	114
\$750,000-999,999	1	12	9	37	59
OVER \$1,000,000	1	9	10	68	88
<b>**TOTALS</b>	<b>72</b>	<b>154</b>	<b>45</b>	<b>300</b>	<b>571</b>
<b>**MEDIAN PRICE</b> (in thousands)	<b>\$307</b>	<b>\$391</b>	<b>\$595</b>	<b>\$575</b>	<b>\$482</b>
<b>**AVERAGE PRICE</b> (in thousands)	<b>\$346</b>	<b>\$504</b>	<b>\$787</b>	<b>\$777</b>	<b>\$643</b>
<b>TOTAL DOLLAR VOLUME</b> SINGLE FAMILY	<b>TOTAL DOLLAR VOLUME</b> CONDOMINIUM		<b>TOTAL HOME SALES</b> DOLLAR VALUE		
\$138,051,000	\$233,108,000		\$371,159,000		

## Sales Data\*

### December 2005

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	393	\$469,541	\$365,000	\$184,529,726
Condo	326	\$737,020	\$541,000	\$240,268,636

### December 2004

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	641	\$392,856	\$293,000	\$251,821,283
Condo	281	\$400,991	\$260,000	\$112,678,657

## Listings Data\*

### December 2005

Class	New	Average List Price	Median List Price	Volume Listed
Residential	1189	\$674,774	\$429,900	\$802,306,337
Condo	656	\$549,113	\$399,250	\$360,218,777

### December 2004

Class	New	Average List Price	Median List Price	Volume Listed
Residential	632	\$633,728	\$345,450	\$400,516,141
Condo	330	\$591,357	\$332,500	\$195,147,884

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

## Residential Sales Summary

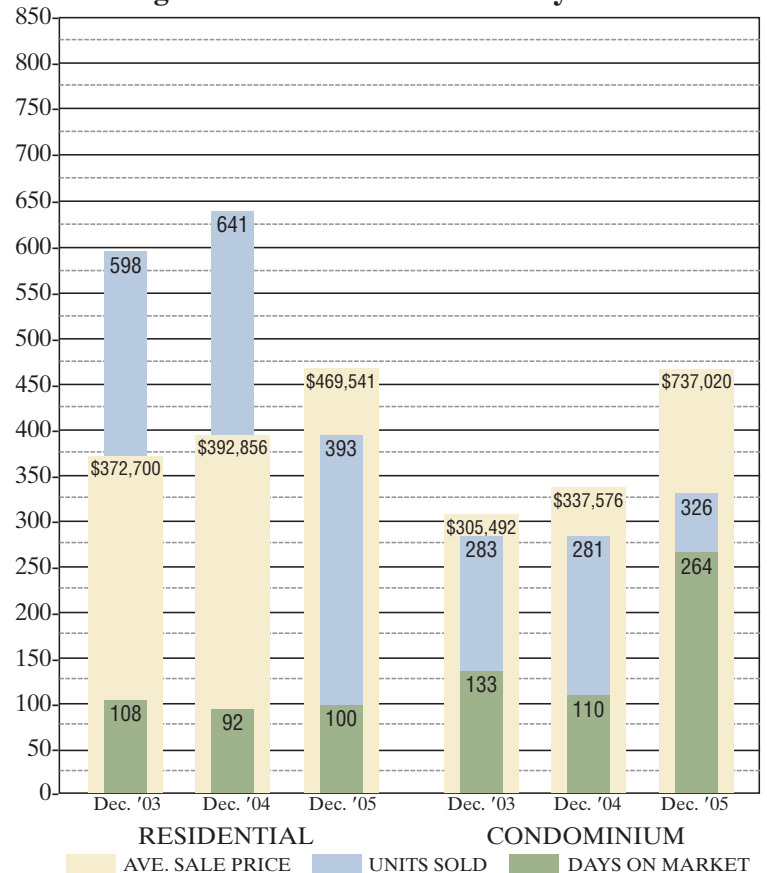
### Year to Date

#### January 1 to December 31, 2005

PRICE	SALES				SARASOTA ONLY SALES as of Dec. 30 '05 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 OR UNDER	48	7	1	33	89
\$100,000-119,999	21	11	3	49	84
\$120,000-139,999	42	28	4	93	167
\$140,000-159,999	50	49	5	143	247
\$160,000-179,999	75	58	7	197	337
\$180,000-199,999	85	112	10	175	382
\$200,000-249,999	243	375	45	500	1163
\$250,000-299,999	170	469	70	396	1105
\$300,000-399,999	313	714	157	431	1615
\$400,000-499,999	119	417	196	260	992
\$500,000-749,999	89	460	304	486	1339
\$750,000-999,999	27	167	170	264	628
OVER \$1,000,000	30	201	226	324	781
<b>**TOTALS</b>	<b>1312</b>	<b>3069</b>	<b>1198</b>	<b>3353</b>	<b>8932</b>
<b>**MEDIAN PRICE</b> (in thousands)	<b>\$271</b>	<b>\$354</b>	<b>\$569</b>	<b>\$318</b>	<b>\$340</b>
<b>**AVERAGE PRICE</b> (in thousands)	<b>\$335</b>	<b>\$471</b>	<b>\$815</b>	<b>\$508</b>	<b>\$510</b>
<b>TOTAL DOLLAR VOLUME</b> SINGLE FAMILY	<b>TOTAL DOLLAR VOLUME</b> CONDOMINIUM		<b>TOTAL HOME SALES</b> DOLLAR VALUE		
\$2,865,591,000	\$1,703,629,000		\$4,569,220,000		

## December 2005

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



These statistics were gathered from Sarasota Association of Realtors MLS on December 7, 2005.

# 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%	97.0%
November	97.4%	97.04%
December	97.6%	96.77%

## 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%	96.3%
November	97.7%	96.15%
December	97.0%	97.54%

# Florida's existing home median price up 27 percent in December

The median price for existing single-family homes in Florida continued to rise in December, reaching \$247,000 - an increase of 27 percent compared to the statewide median price of \$194,000 in December 2004, according to the Florida Association of Realtors (FAR).

In December 2000, the statewide median sales price was \$116,200, which is an increase of 112.5 percent over the five-year period, according to FAR records. The median is the midpoint, which is a typical market price where half of the homes sold for more and half for less.

The national median sales price for existing single-family homes was \$213,500 in November, which was 13.5 percent higher than November 2004, according to the National Association of Realtors. In California, the statewide median price in November was \$548,400; in Maryland, it was \$302,822; in New York, it was \$280,000; and in North Carolina, the average resale price was \$215,160.

Statewide, a total of 17,505 homes sold last month compared to 20,592 homes sold in December 2004, for a drop in the sales pace of 15 percent during the holiday period. Realtors across the state reported that inventory levels appear to be on the rise following months of tight supply in many markets.

The rate for a 30-year fixed-rate mortgage averaged 6.27 percent last month, up from the average rate of 5.75 percent in December 2004. FAR's sales figures reflect closings, which

typically occur 30 to 90 days after sales contracts are written.

Among Florida's larger cities, the Jacksonville metropolitan statistical area (MSA) reported gains in both sales and median price in December compared to the same month a year ago. A total of 1,356 homes changed hands last month compared to 1,261 homes sold last year for an 8 percent increase. The market's median sales price rose 20 percent to \$190,400; a year ago, it was \$158,900.

The Fort Myers-Cape Coral MSA was another larger market reporting strong sales in December, with a total of 1,084 homes sold for a 24 percent increase. The area's median price rose 46 percent to \$322,300; a year ago it was \$221,200.

**In Sarasota, the median sales price for a single-family home in December 2005 was \$365,000, compared to \$293,000 in December 2004. The number of single-family homes sold in December 2005 was 393, compared to 641 in December 2004.**

As for the state's smaller markets, the Ocala MSA reported a 4 percent increase in the number of homes sold in December, with a total of 559 homes sold compared to 540 homes sold during the same time last year. The market's median sales price rose 44 percent to \$162,700; a year ago, it was \$113,300.

— FAR