

Sales and Listings for March 2006

Residential Sales Summary

PRICE	March 1 to March 31, 2006				SARASOTA ONLY SALES as of March 31 '06 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 & UNDER	1	0	0	1	2
\$100,000-199,999	7	6	1	32	46
\$200,000-299,999	35	46	6	57	144
\$300,000-399,999	13	28	9	28	78
\$400,000-499,999	14	15	7	11	47
\$500,000-749,999	2	29	14	25	70
\$750,000-999,999	0	12	10	25	47
\$1,000,000-1,499,999	3	5	9	12	29
\$1,500,000-1,999,999	2	1	1	3	7
\$2,000,000-2,499,999	0	2	1	0	3
\$2,500,000-2,999,999	0	1	0	1	2
\$3,000,000-3,999,999	0	0	2	2	4
\$4,000,000-4,999,999	0	0	3	0	3
\$5,000,000-9,999,999	0	0	1	0	1
\$10,000,000 & UP	0	0	1	0	1
**TOTALS	77	145	65	197	484
TOTAL DOLLAR VOLUME SINGLE FAMILY \$164,108,000	TOTAL DOLLAR VOLUME CONDOMINIUM \$99,970,000		TOTAL HOME SALES DOLLAR VALUE \$264,078,000		

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

Sales Data*

March 2006				
Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	416	\$512,853	\$350,000	\$213,347,227
Condo	228	\$473,863	\$300,000	\$108,040,947

March 2005

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	680	\$492,164	\$329,950	\$319,907,038
Condo	319	\$469,623	\$289,900	\$149,810,044

Listings Data*

March 2006				
Class	New	Average List Price	Median List Price	Volume Listed
Residential	1980	\$638,079	\$421,495	\$1,263,398,175
Condo	962	\$565,374	\$374,700	\$543,890,216

March 2005

Class	New	Average List Price	Median List Price	Volume Listed
Residential	918	\$678,723	\$395,000	\$623,068,029
Condo	427	\$607,884	\$393,500	\$320,355,357

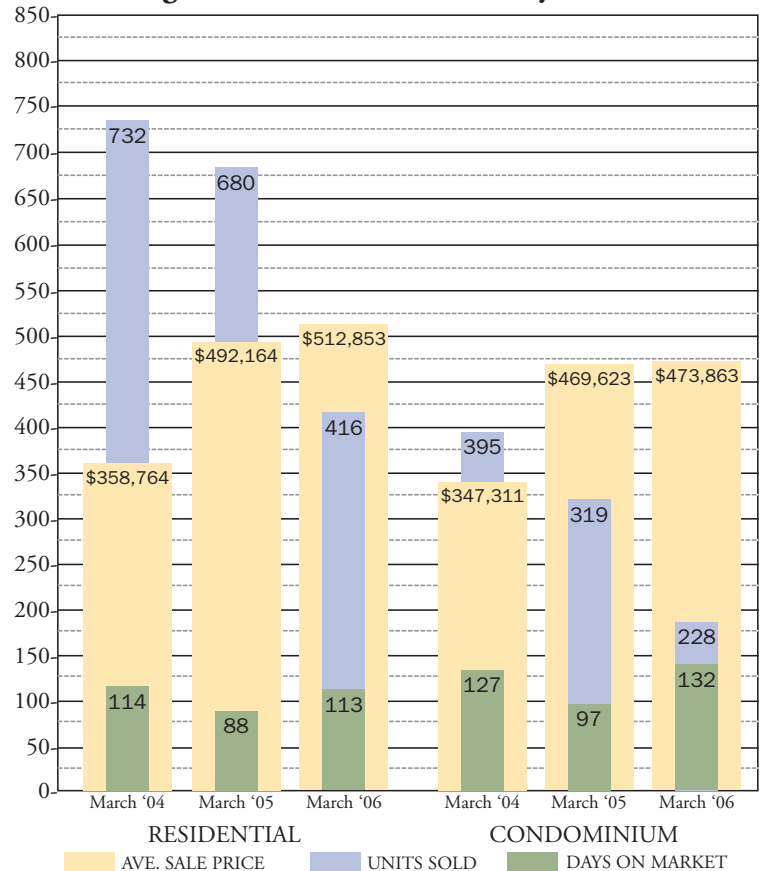
*Figures represent all listings reported in the Sarasota Association of Realtors MLS. Figures include some Manatee, Englewood and Venice listings.

Residential Sales Summary

PRICE	Year to Date January 1 to March 31, 2006				SARASOTA ONLY SALES as of March 31 '06 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 & UNDER	11	0	0	2	13
\$100,000-199,999	21	10	4	65	100
\$200,000-299,999	68	104	9	133	314
\$300,000-399,999	35	104	17	60	216
\$400,000-499,999	21	65	10	35	131
\$500,000-749,999	10	86	35	84	215
\$750,000-999,999	3	27	22	67	119
\$1,000,000-1,499,999	3	21	17	27	68
\$1,500,000-1,999,999	2	5	6	17	30
\$2,000,000-2,499,999	0	6	7	6	19
\$2,500,000-2,999,999	0	1	4	11	16
\$3,000,000-3,999,999	0	1	3	6	10
\$4,000,000-4,999,999	0	3	3	0	6
\$5,000,000-9,999,999	0	0	1	0	1
\$10,000,000 & UP	0	0	1	0	1
**TOTALS	174	433	139	513	1259
TOTAL DOLLAR VOLUME SINGLE FAMILY \$425,645,000	TOTAL DOLLAR VOLUME CONDOMINIUM \$261,544,000		TOTAL HOME SALES DOLLAR VALUE \$687,189,000		

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

March 2006 Average Sale Price/Units Sold/Days On Market



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

Florida's existing home sales pace slows in March; Statewide median price continues to rise

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%	
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%	
May	97.8%	
June	97.3%	
July	97.7%	
August	97.3%	
September	97.0%	
October	96.3%	
November	96.15%	
December	97.54%	

Slowly rising mortgage rates and higher levels of for-sale inventory influenced Florida's housing sector in March as the state's market continued to adjust on the heels of a five-year record pace. Statewide, sales of single-family existing homes totaled 18,881 last month compared to March 2005's sales of 24,091 homes for a 22 percent decrease, according to the Florida Association of Realtors® (FAR).

While housing industry analysts predict that home prices eventually will cool, annual appreciation currently remains in the double-digits in many markets throughout Florida and the U.S. Realtors report that demand continues to impact housing prices across Florida, as the state's warm weather, scenic attractions and favorable business climate attract new residents.

Last month, the statewide median price rose 17 percent to \$248,200; a year ago, it was \$212,600. In March 2001, the statewide median sales price was \$121,600, which is an increase of about 104 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 for less.

The national single-family existing home median price was \$208,500 in February 2006, up 11.6 percent from a year earlier, according to the National Association of Realtors® (NAR). In California, the statewide median resale price was \$535,470 in February; in Massachusetts, it was \$339,450; in New York, it was \$300,000; and in Maryland, it was \$294,577.

Looking to Florida's existing condominium market, sales of existing condos also decreased in March, with a total of 6,481 condos sold statewide compared to 8,388 in March 2005 for a 23 percent decline, according to FAR. The statewide median sales price for condos rose 2 percent to \$214,200 last month; a year ago, it was \$210,300. The national median existing condo price was \$214,300 in February 2006.

In Sarasota, the median sales price for a single-family home in March 2006 was \$350,000, compared to \$329,950 in March 2005. The number of single-family homes sold in March 2006 was 416, compared to 680 in March 2005.

In March, the average interest rate for a 30-year fixed-rate mortgage was 6.32 percent - still favorable for potential buyers, but higher than the rate of 5.93 percent a year ago. FAR's sales figures reflect closings, which typically occur 30 to 90 days after sales contracts are written.

The Florida Association of Realtors (FAR), the voice for real estate in Florida, provides programs, services, continuing education, research and legislative representation to its nearly 155,000 members in 68 boards/associations.

- FAR