

Local Market Update for October 2012

A Research Tool Provided by Florida REALTORS®

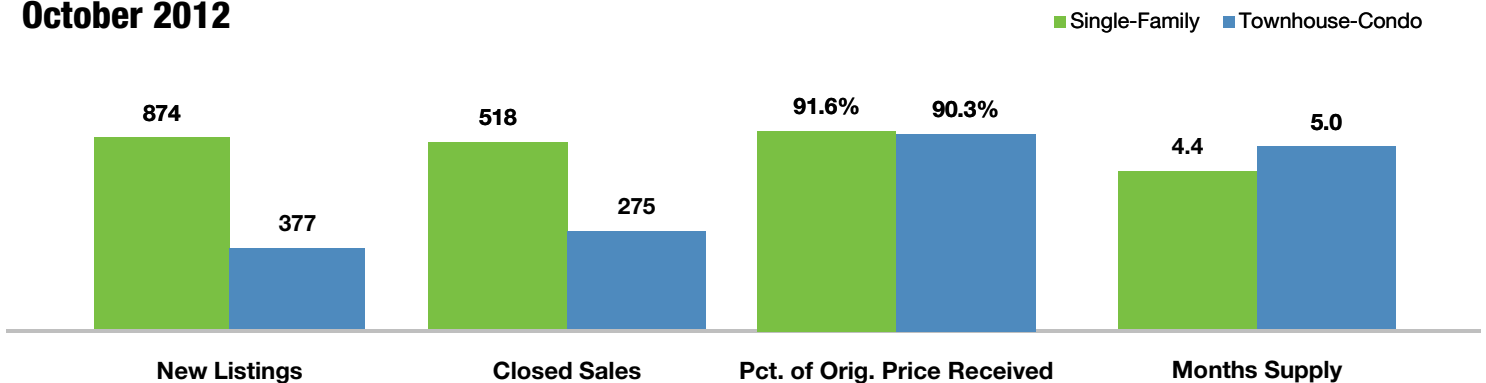


Sarasota County

Key Metrics	Single-Family			Townhouse-Condo		
	10-2011	10-2012	Percent Change	10-2011	10-2012	Percent Change
New Listings	754	874	+ 15.9%	420	377	- 10.2%
Pending Sales	505	644	+ 27.5%	234	291	+ 24.4%
Closed Sales	470	518	+ 10.2%	223	275	+ 23.3%
Days on Market Until Sale	62	40	- 35.5%	88	63	- 28.4%
Median Sales Price*	\$120,000	\$166,500	+ 38.8%	\$130,100	\$145,000	+ 11.5%
Average Sales Price*	\$231,058	\$284,432	+ 23.1%	\$222,726	\$227,097	+ 2.0%
Percent of Original List Price Received*	88.6%	91.6%	+ 3.4%	87.9%	90.3%	+ 2.7%
Inventory of Homes for Sale	3,439	2,554	- 25.7%	2,153	1,500	- 30.3%
Months Supply of Inventory	6.4	4.4	- 31.3%	8.4	5.0	- 40.5%

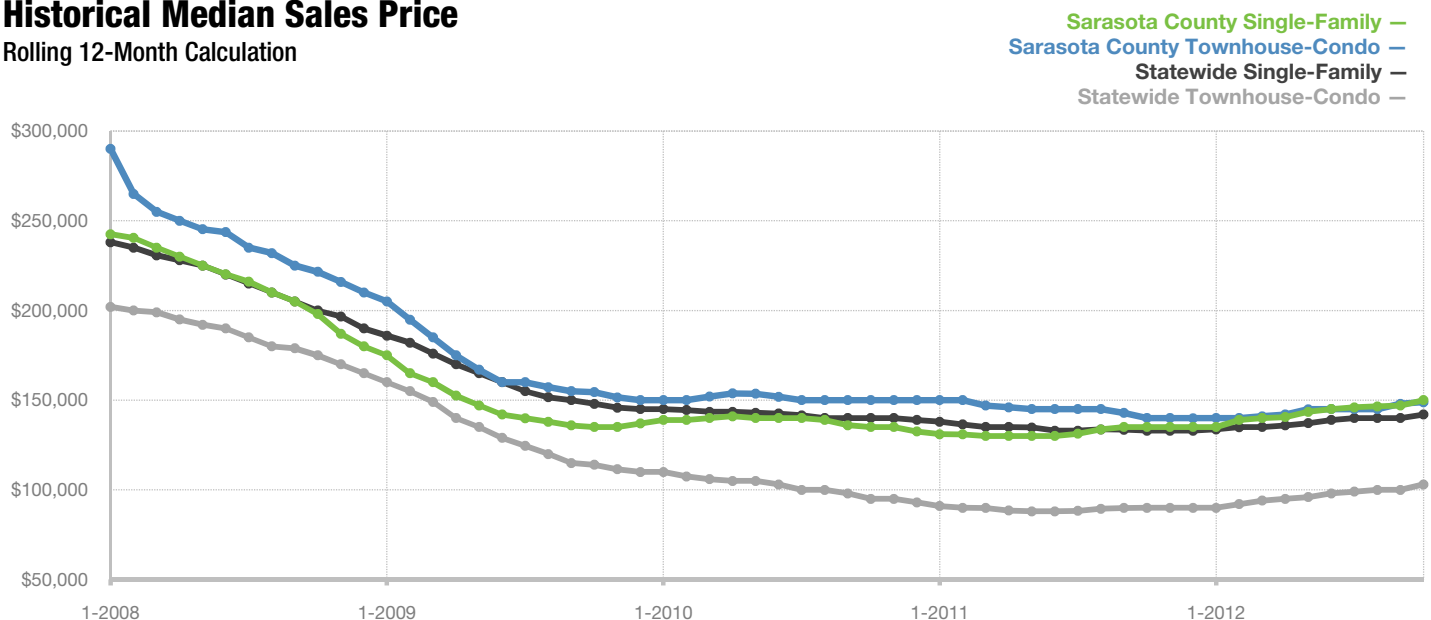
* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

October 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 November 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 October 2012

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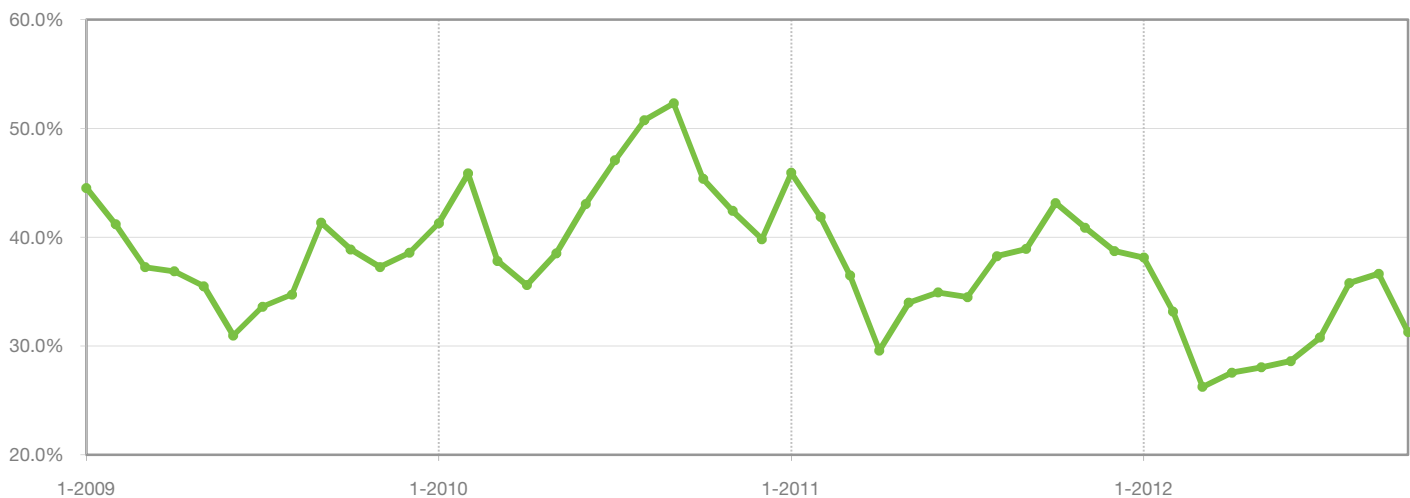


Sarasota County

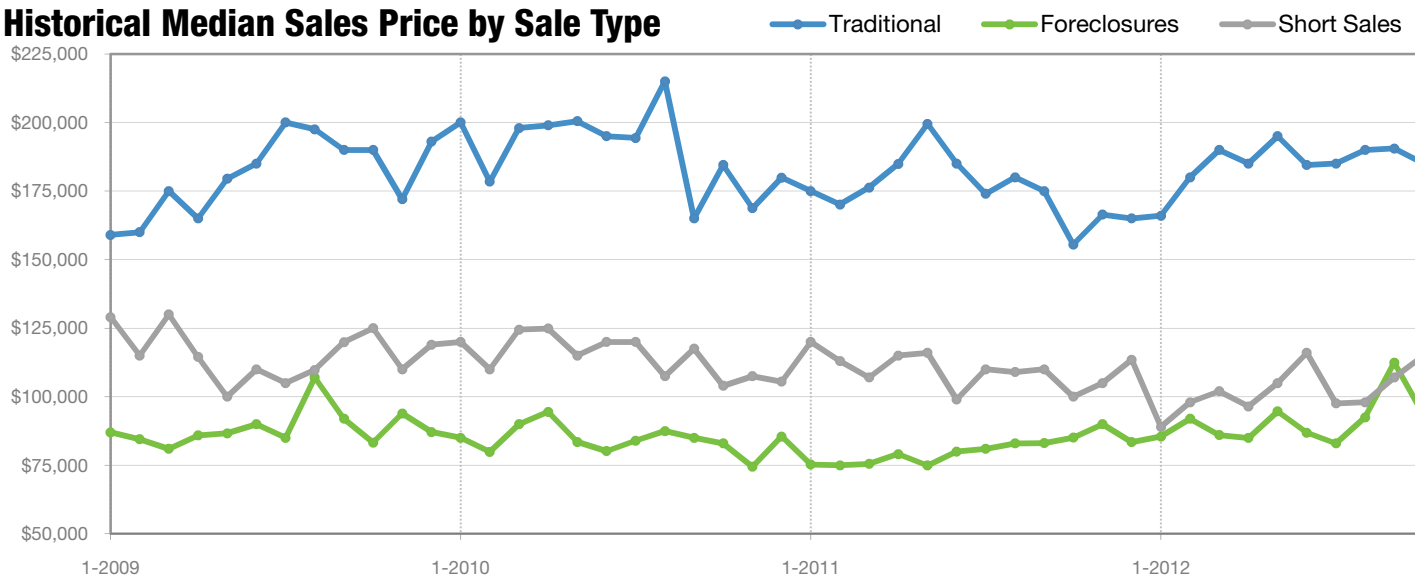
Sale Type	Closed Sales*			Median Sales Price**		
	10-2011	10-2012	Percent Change	10-2011	10-2012	Percent Change
Traditional	394	545	+ 38.3%	\$155,500	\$185,000	+ 19.0%
Foreclosures	125	111	- 11.2%	\$85,100	\$93,300	+ 9.6%
Short Sales	174	137	- 21.3%	\$100,000	\$115,000	+ 15.0%

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: 31.3%



Historical Median Sales Price by Sale Type



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