



**Sarasota Association of Realtors®
Monthly Sales Trend Indicator
2011**

Sales by Price Range - Single Family Homes & Villas

| Price Range | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | YTD Total | Curr Month | YTD |
|------------------------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|-------------------|------------|
| \$1 - 49,999 | 36 | 41 | 51 | 47 | 41 | 43 | 39 | 20 | 35 | 32 | 39 | 26 | 450 | 5.52% | 7.58% |
| \$50,000 - 59,999 | 14 | 19 | 32 | 22 | 22 | 19 | 18 | 21 | 17 | 18 | 12 | 22 | 236 | 4.67% | 3.98% |
| \$60,000 - 69,999 | 22 | 27 | 22 | 26 | 30 | 19 | 18 | 17 | 20 | 12 | 12 | 12 | 237 | 2.55% | 3.99% |
| \$70,000 - 79,999 | 23 | 32 | 27 | 23 | 22 | 24 | 14 | 27 | 14 | 20 | 21 | 26 | 273 | 5.52% | 4.60% |
| \$80,000 - 89,999 | 16 | 20 | 24 | 26 | 24 | 20 | 18 | 19 | 15 | 23 | 20 | 25 | 250 | 5.31% | 4.21% |
| \$90,000 - 99,999 | 16 | 27 | 28 | 23 | 22 | 24 | 20 | 22 | 12 | 23 | 21 | 12 | 250 | 2.55% | 4.21% |
| \$100,000 - 119,999 | 43 | 36 | 37 | 49 | 48 | 30 | 41 | 33 | 31 | 40 | 27 | 27 | 442 | 5.73% | 7.45% |
| \$120,000 - 139,999 | 31 | 42 | 45 | 40 | 51 | 39 | 29 | 34 | 47 | 37 | 33 | 45 | 473 | 9.55% | 7.97% |
| \$140,000 - 159,999 | 22 | 36 | 45 | 39 | 32 | 30 | 31 | 37 | 38 | 25 | 31 | 40 | 406 | 8.49% | 6.84% |
| \$160,000 - 179,999 | 27 | 22 | 30 | 28 | 38 | 32 | 18 | 25 | 30 | 17 | 32 | 29 | 328 | 6.16% | 5.53% |
| \$180,000 - 199,999 | 8 | 19 | 33 | 23 | 23 | 19 | 17 | 22 | 19 | 19 | 14 | 21 | 237 | 4.46% | 3.99% |
| \$200,000 - 249,999 | 40 | 39 | 52 | 62 | 46 | 62 | 43 | 49 | 47 | 37 | 51 | 38 | 566 | 8.07% | 9.54% |
| \$250,000 - 299,999 | 22 | 32 | 30 | 39 | 48 | 31 | 33 | 42 | 29 | 32 | 24 | 32 | 394 | 6.79% | 6.64% |
| \$300,000 - 349,999 | 18 | 23 | 40 | 24 | 25 | 27 | 28 | 25 | 14 | 16 | 34 | 21 | 295 | 4.46% | 4.97% |
| \$350,000 - 399,999 | 8 | 12 | 18 | 21 | 25 | 26 | 21 | 17 | 14 | 11 | 19 | 16 | 208 | 3.40% | 3.50% |
| \$400,000 - 499,999 | 20 | 22 | 27 | 26 | 28 | 32 | 29 | 18 | 27 | 16 | 16 | 24 | 285 | 5.10% | 4.80% |
| \$500,000 - 599,999 | 4 | 8 | 18 | 12 | 14 | 18 | 15 | 13 | 20 | 7 | 6 | 12 | 147 | 2.55% | 2.48% |
| \$600,000 - 699,999 | 8 | 9 | 12 | 10 | 13 | 10 | 3 | 9 | 4 | 5 | 10 | 10 | 103 | 2.12% | 1.74% |
| \$700,000 - 799,999 | 3 | 5 | 14 | 5 | 3 | 12 | 2 | 5 | 4 | 8 | 5 | 10 | 76 | 2.12% | 1.28% |
| \$800,000 - 899,999 | 3 | 5 | 6 | 3 | 7 | 3 | 8 | 4 | 5 | 7 | 7 | 6 | 64 | 1.27% | 1.08% |
| \$900,000 - 999,999 | 1 | 2 | 6 | 5 | 4 | 2 | 3 | 1 | 2 | 5 | 3 | 5 | 39 | 1.06% | 0.66% |
| \$1,000,000 - and over | 11 | 10 | 17 | 22 | 22 | 14 | 19 | 13 | 16 | 13 | 8 | 12 | 177 | 2.55% | 2.98% |
| Current Year | 396 | 488 | 614 | 575 | 588 | 536 | 467 | 473 | 460 | 423 | 445 | 471 | 5,936 | | |
| Previous Year | 355 | 394 | 570 | 537 | 553 | 602 | 384 | 429 | 418 | 357 | 387 | 517 | 5,503 | | |
| Change from last month | | 23.23% | 25.82% | -6.35% | 2.26% | -8.84% | -12.87% | 1.28% | -2.75% | -8.04% | 5.20% | 5.84% | | | |
| Change from last year | 11.55% | 23.86% | 7.72% | 7.08% | 6.33% | -10.96% | 21.61% | 10.26% | 10.05% | 18.49% | 14.99% | -8.90% | | | |
| Current YTD | 396 | 884 | 1,498 | 2,073 | 2,661 | 3,197 | 3,664 | 4,137 | 4,597 | 5,020 | 5,465 | 5,936 | | | |
| Previous YTD | 355 | 749 | 1,319 | 1,856 | 2,409 | 3,011 | 3,395 | 3,824 | 4,242 | 4,599 | 4,986 | 5,503 | | | |
| % Change YTD | 11.55% | 18.02% | 13.57% | 11.69% | 10.46% | 6.18% | 7.92% | 8.19% | 8.37% | 9.15% | 9.61% | 7.87% | | | |



**Sarasota Association of Realtors®
Monthly Sales Trend Indicator
2011**

Sales by Price Range - Condominiums, Townhouses and Co-Op

| Price Range | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | YTD Total | Curr Month | YTD |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|------------|--------|
| \$1 - 49,999 | 24 | 26 | 25 | 25 | 36 | 26 | 21 | 16 | 20 | 16 | 24 | 17 | 276 | 9.83% | 12.02% |
| \$50,000 - 59,999 | 4 | 18 | 17 | 9 | 5 | 14 | 7 | 13 | 6 | 5 | 9 | 11 | 118 | 6.36% | 5.14% |
| \$60,000 - 69,999 | 12 | 11 | 11 | 13 | 12 | 10 | 12 | 7 | 11 | 11 | 10 | 7 | 127 | 4.05% | 5.53% |
| \$70,000 - 79,999 | 7 | 9 | 8 | 3 | 7 | 10 | 7 | 7 | 7 | 4 | 7 | 8 | 84 | 4.62% | 3.66% |
| \$80,000 - 89,999 | 6 | 5 | 7 | 10 | 4 | 4 | 5 | 6 | 6 | 6 | 12 | 7 | 78 | 4.05% | 3.40% |
| \$90,000 - 99,999 | 3 | 8 | 6 | 7 | 5 | 9 | 5 | 7 | 2 | 8 | 4 | 8 | 72 | 4.62% | 3.13% |
| \$100,000 - 119,999 | 9 | 10 | 10 | 14 | 13 | 13 | 9 | 8 | 12 | 15 | 10 | 9 | 132 | 5.20% | 5.75% |
| \$120,000 - 139,999 | 12 | 18 | 14 | 16 | 16 | 19 | 10 | 7 | 13 | 16 | 13 | 14 | 168 | 8.09% | 7.31% |
| \$140,000 - 159,999 | 6 | 8 | 10 | 8 | 11 | 6 | 10 | 8 | 8 | 9 | 8 | 10 | 102 | 5.78% | 4.44% |
| \$160,000 - 179,999 | 5 | 11 | 13 | 10 | 8 | 6 | 3 | 3 | 4 | 4 | 5 | 3 | 75 | 1.73% | 3.27% |
| \$180,000 - 199,999 | 6 | 7 | 2 | 12 | 9 | 8 | 5 | 8 | 4 | 6 | 6 | 6 | 79 | 3.47% | 3.44% |
| \$200,000 - 249,999 | 16 | 10 | 24 | 9 | 19 | 14 | 12 | 18 | 15 | 10 | 9 | 11 | 167 | 6.36% | 7.27% |
| \$250,000 - 299,999 | 11 | 7 | 18 | 15 | 18 | 17 | 8 | 7 | 8 | 15 | 13 | 9 | 146 | 5.20% | 6.36% |
| \$300,000 - 349,999 | 6 | 18 | 12 | 13 | 16 | 9 | 6 | 11 | 6 | 12 | 9 | 10 | 128 | 5.78% | 5.57% |
| \$350,000 - 399,999 | 6 | 13 | 9 | 14 | 10 | 16 | 8 | 10 | 5 | 3 | 6 | 11 | 111 | 6.36% | 4.83% |
| \$400,000 - 499,999 | 12 | 5 | 20 | 18 | 20 | 18 | 8 | 11 | 7 | 7 | 4 | 11 | 141 | 6.36% | 6.14% |
| \$500,000 - 599,999 | 3 | 10 | 6 | 8 | 15 | 5 | 8 | 5 | 3 | 9 | 5 | 4 | 81 | 2.31% | 3.53% |
| \$600,000 - 699,999 | 0 | 3 | 6 | 4 | 6 | 8 | 2 | 3 | 5 | 2 | 3 | 4 | 46 | 2.31% | 2.00% |
| \$700,000 - 799,999 | 3 | 1 | 1 | 3 | 4 | 4 | 4 | 1 | 2 | 3 | 3 | 5 | 34 | 2.89% | 1.48% |
| \$800,000 - 899,999 | 1 | 3 | 1 | 5 | 4 | 1 | 0 | 1 | 2 | 1 | 0 | 2 | 21 | 1.16% | 0.91% |
| \$900,000 - 999,999 | 2 | 1 | 2 | 1 | 3 | 2 | 1 | 0 | 0 | 0 | 0 | 2 | 14 | 1.16% | 0.61% |
| \$1,000,000 - and over | 4 | 7 | 7 | 17 | 16 | 8 | 11 | 4 | 5 | 5 | 9 | 4 | 97 | 2.31% | 4.22% |
| Current Year | 158 | 209 | 229 | 234 | 257 | 227 | 162 | 161 | 151 | 167 | 169 | 173 | 2,297 | | |
| Previous Year | 160 | 155 | 203 | 233 | 231 | 208 | 153 | 165 | 148 | 137 | 169 | 186 | 2,148 | | |
| Change from last month | | 32.28% | 9.57% | 2.18% | 9.83% | -11.67% | -28.63% | -0.62% | -6.21% | 10.60% | 1.20% | 2.37% | | | |
| Change from last year | -1.25% | 34.84% | 12.81% | 0.43% | 11.26% | 9.13% | 5.88% | -2.42% | 2.03% | 21.90% | 0.00% | -6.99% | | | |
| Current YTD | 158 | 367 | 596 | 830 | 1,087 | 1,314 | 1,476 | 1,637 | 1,788 | 1,955 | 2,124 | 2,297 | | | |
| Previous YTD | 160 | 315 | 518 | 751 | 982 | 1,190 | 1,343 | 1,508 | 1,656 | 1,793 | 1,962 | 2,148 | | | |
| % Change YTD | -1.25% | 16.51% | 15.06% | 10.52% | 10.69% | 10.42% | 9.90% | 8.55% | 7.97% | 9.04% | 8.26% | 6.94% | | | |



Sarasota Association of Realtors®
Monthly Sales Trend Indicator
2011
Sales by Price Range - Overall

| Price Range | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | YTD Total | Curr Month | YTD |
|------------------------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|---------------|---------------|---------------|--------------|------------|-------|
| \$1 - 49,999 | 60 | 71 | 79 | 77 | 82 | 71 | 65 | 36 | 57 | 51 | 67 | 45 | 761 | 6.91% | 9.14% |
| \$50,000 - 59,999 | 18 | 39 | 50 | 35 | 28 | 34 | 26 | 35 | 24 | 23 | 23 | 34 | 369 | 5.22% | 4.43% |
| \$60,000 - 69,999 | 35 | 39 | 34 | 39 | 42 | 29 | 30 | 25 | 32 | 23 | 22 | 20 | 370 | 3.07% | 4.44% |
| \$70,000 - 79,999 | 31 | 41 | 35 | 28 | 30 | 34 | 21 | 34 | 23 | 24 | 29 | 34 | 364 | 5.22% | 4.37% |
| \$80,000 - 89,999 | 22 | 27 | 31 | 36 | 30 | 24 | 23 | 25 | 21 | 29 | 32 | 32 | 332 | 4.92% | 3.99% |
| \$90,000 - 99,999 | 19 | 35 | 34 | 30 | 27 | 33 | 25 | 30 | 14 | 32 | 25 | 21 | 325 | 3.23% | 3.90% |
| \$100,000 - 119,999 | 54 | 46 | 47 | 65 | 62 | 43 | 50 | 41 | 43 | 55 | 38 | 36 | 580 | 5.53% | 6.96% |
| \$120,000 - 139,999 | 44 | 60 | 60 | 57 | 67 | 58 | 39 | 42 | 60 | 53 | 48 | 59 | 647 | 9.06% | 7.77% |
| \$140,000 - 159,999 | 28 | 44 | 56 | 47 | 44 | 36 | 41 | 45 | 46 | 34 | 39 | 50 | 510 | 7.68% | 6.12% |
| \$160,000 - 179,999 | 32 | 33 | 43 | 38 | 46 | 38 | 22 | 28 | 34 | 21 | 37 | 32 | 404 | 4.92% | 4.85% |
| \$180,000 - 199,999 | 14 | 26 | 35 | 36 | 32 | 27 | 22 | 30 | 23 | 26 | 20 | 27 | 318 | 4.15% | 3.82% |
| \$200,000 - 249,999 | 56 | 49 | 76 | 71 | 65 | 76 | 55 | 67 | 62 | 47 | 60 | 49 | 733 | 7.53% | 8.80% |
| \$250,000 - 299,999 | 33 | 39 | 48 | 54 | 67 | 48 | 41 | 49 | 37 | 47 | 37 | 41 | 541 | 6.30% | 6.50% |
| \$300,000 - 349,999 | 24 | 41 | 52 | 37 | 41 | 36 | 35 | 36 | 20 | 28 | 43 | 33 | 426 | 5.07% | 5.11% |
| \$350,000 - 399,999 | 14 | 25 | 27 | 35 | 35 | 42 | 29 | 27 | 19 | 14 | 25 | 27 | 319 | 4.15% | 3.83% |
| \$400,000 - 499,999 | 32 | 27 | 47 | 44 | 48 | 50 | 37 | 29 | 35 | 23 | 21 | 35 | 428 | 5.38% | 5.14% |
| \$500,000 - 599,999 | 8 | 18 | 24 | 20 | 29 | 24 | 23 | 18 | 23 | 16 | 11 | 16 | 230 | 2.46% | 2.76% |
| \$600,000 - 699,999 | 8 | 12 | 18 | 14 | 19 | 18 | 5 | 12 | 9 | 7 | 13 | 14 | 149 | 2.15% | 1.79% |
| \$700,000 - 799,999 | 6 | 6 | 15 | 8 | 7 | 16 | 6 | 6 | 6 | 11 | 8 | 15 | 110 | 2.30% | 1.32% |
| \$800,000 - 899,999 | 4 | 8 | 7 | 8 | 11 | 4 | 8 | 5 | 7 | 8 | 7 | 8 | 85 | 1.23% | 1.02% |
| \$900,000 - 999,999 | 3 | 3 | 8 | 6 | 7 | 4 | 4 | 1 | 2 | 5 | 3 | 7 | 53 | 1.08% | 0.64% |
| \$1,000,000 - and over | 15 | 17 | 25 | 39 | 38 | 22 | 30 | 17 | 21 | 18 | 17 | 16 | 275 | 2.46% | 3.30% |
| Current Year | 560 | 706 | 851 | 824 | 857 | 767 | 637 | 638 | 618 | 595 | 625 | 651 | 8,329 | | |
| Previous Year | 515 | 560 | 782 | 777 | 789 | 821 | 541 | 596 | 576 | 499 | 558 | 706 | 7,720 | | |
| Change from last month | | 26.07% | 20.54% | -3.17% | 4.00% | -10.50% | -16.95% | 0.16% | -3.13% | -3.72% | 5.04% | 4.16% | | | |
| Change from last year | | 26.07% | 8.82% | 6.05% | 8.62% | -6.58% | 17.74% | 7.05% | 7.29% | 19.24% | 12.01% | -7.79% | | | |
| Current YTD | 560 | 1,266 | 2,117 | 2,941 | 3,798 | 4,565 | 5,202 | 5,840 | 6,458 | 7,053 | 7,678 | 8,329 | | | |
| Previous YTD | 515 | 1,075 | 1,857 | 2,634 | 3,423 | 4,244 | 4,785 | 5,381 | 5,957 | 6,456 | 7,014 | 7,720 | | | |
| % Change YTD | 8.74% | 17.77% | 14.00% | 11.66% | 10.96% | 7.56% | 8.71% | 8.53% | 8.41% | 9.25% | 9.47% | 7.89% | | | |



Sarasota Association of Realtors®
Monthly Sales Trend Indicator
2011
Sales by Bedroom Count

| Bedrooms | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | YTD Total | Curr Month | YTD |
|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|-------------------|----------------|
| 0 | 0 | 4 | 1 | 2 | 3 | 0 | 1 | 3 | 2 | 3 | 0 | 2 | 21 | 0.31% | 0.25% |
| 1 | 31 | 29 | 30 | 23 | 34 | 27 | 15 | 15 | 34 | 23 | 27 | 24 | 312 | 3.69% | 3.75% |
| 2 | 205 | 247 | 341 | 306 | 297 | 277 | 223 | 220 | 200 | 221 | 204 | 229 | 2,970 | 35.18% | 35.66% |
| 3 | 245 | 327 | 342 | 379 | 397 | 326 | 295 | 301 | 268 | 261 | 299 | 299 | 3,739 | 45.93% | 44.89% |
| 4 | 72 | 88 | 115 | 94 | 108 | 117 | 86 | 81 | 99 | 72 | 83 | 84 | 1,099 | 12.90% | 13.19% |
| 5 | 7 | 10 | 16 | 19 | 15 | 15 | 12 | 15 | 12 | 11 | 9 | 12 | 153 | 1.84% | 1.84% |
| 6+ | 0 | 1 | 6 | 1 | 3 | 5 | 5 | 3 | 3 | 4 | 3 | 1 | 35 | 0.15% | 0.42% |
| Total | 560 | 706 | 851 | 824 | 857 | 767 | 637 | 638 | 618 | 595 | 625 | 651 | 8,329 | 100.00% | 100.00% |

Sales by Bathroom Count

| Bathrooms | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | YTD Total | Curr Month | YTD |
|------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|-------------------|----------------|
| 1 | 75 | 81 | 81 | 78 | 87 | 74 | 72 | 55 | 83 | 75 | 77 | 64 | 902 | 9.83% | 10.83% |
| 2 | 395 | 526 | 604 | 594 | 600 | 535 | 429 | 468 | 399 | 426 | 445 | 459 | 5,880 | 70.51% | 70.60% |
| 3 | 66 | 73 | 125 | 122 | 132 | 121 | 106 | 91 | 108 | 70 | 86 | 107 | 1,207 | 16.44% | 14.49% |
| 4 | 18 | 22 | 29 | 24 | 27 | 27 | 19 | 18 | 22 | 14 | 11 | 19 | 250 | 2.92% | 3.00% |
| 5 | 5 | 3 | 7 | 4 | 7 | 9 | 8 | 4 | 4 | 7 | 5 | 2 | 65 | 0.31% | 0.78% |
| 6+ | 1 | 1 | 5 | 2 | 4 | 1 | 3 | 2 | 2 | 3 | 1 | 0 | 25 | 0.00% | 0.30% |
| Total | 560 | 706 | 851 | 824 | 857 | 767 | 637 | 638 | 618 | 595 | 625 | 651 | 8,329 | 100.00% | 100.00% |



Sarasota Association of Realtors®
Monthly Sales Trend Indicator
2011
Sales by Housing Style

| Style | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | YTD Total | Curr Month | YTD |
|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|-------------------|----------------|
| Single Family Home | 359 | 441 | 542 | 506 | 517 | 485 | 415 | 417 | 423 | 384 | 406 | 421 | 5,316 | 64.67% | 63.83% |
| Condominium | 138 | 188 | 213 | 208 | 230 | 201 | 143 | 144 | 137 | 149 | 150 | 156 | 2,057 | 23.96% | 24.70% |
| Villa | 37 | 47 | 72 | 69 | 71 | 51 | 52 | 56 | 37 | 39 | 39 | 50 | 620 | 7.68% | 7.44% |
| Townhouse | 19 | 21 | 16 | 26 | 27 | 25 | 18 | 17 | 14 | 17 | 19 | 17 | 236 | 2.61% | 2.83% |
| Manufactured/Mobile H | 4 | 5 | 3 | 12 | 7 | 2 | 5 | 4 | 5 | 3 | 5 | 5 | 60 | 0.77% | 0.72% |
| Half Duplex | 1 | 4 | 2 | 3 | 2 | 2 | 2 | 0 | 2 | 2 | 3 | 2 | 25 | 0.31% | 0.30% |
| Modular | 0 | 0 | 0 | 0 | 3 | 0 | 1 | 0 | 0 | 0 | 3 | 0 | 7 | 0.00% | 0.08% |
| Co-Op | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 4 | 0.00% | 0.05% |
| Planned Unit Developpr | 1 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0.00% | 0.05% |
| Total | 560 | 706 | 851 | 824 | 857 | 767 | 637 | 638 | 618 | 595 | 625 | 651 | 8,329 | 100.00% | 100.00% |



Sarasota Association of Realtors®

Multiple Listing One Month Sales and Inventory Report - December 1 to December 31, 2011

| Price Range | Sold Units | Market Share | Average List | Average Sale | % List to Sell | Avg DOM | Inventory on Market | Months Supply |
|------------------------|------------|----------------|----------------|----------------|----------------|------------|---------------------|---------------|
| | | | Price | Price | | | | |
| \$1 - 49,999 | 45 | 6.91% | 38,342 | 33,860 | 88.00% | 85 | 166 | 3.7 |
| \$50,000 - 59,999 | 34 | 5.22% | 58,300 | 55,603 | 95.00% | 124 | 88 | 2.6 |
| \$60,000 - 69,999 | 20 | 3.07% | 67,550 | 64,935 | 96.00% | 90 | 90 | 4.5 |
| \$70,000 - 79,999 | 34 | 5.22% | 75,800 | 74,640 | 98.00% | 108 | 107 | 3.2 |
| \$80,000 - 89,999 | 32 | 4.92% | 89,450 | 83,748 | 94.00% | 169 | 111 | 3.5 |
| \$90,000 - 99,999 | 21 | 3.23% | 99,838 | 95,407 | 96.00% | 146 | 95 | 4.5 |
| \$100,000 - 119,999 | 36 | 5.53% | 116,814 | 110,514 | 95.00% | 120 | 158 | 4.4 |
| \$120,000 - 139,999 | 59 | 9.06% | 136,287 | 129,909 | 95.00% | 98 | 232 | 3.9 |
| \$140,000 - 159,999 | 50 | 7.68% | 159,477 | 149,259 | 94.00% | 128 | 175 | 3.5 |
| \$160,000 - 179,999 | 32 | 4.92% | 178,026 | 168,540 | 95.00% | 128 | 250 | 7.8 |
| \$180,000 - 199,999 | 27 | 4.15% | 202,507 | 192,214 | 95.00% | 153 | 217 | 8.0 |
| \$200,000 - 249,999 | 49 | 7.53% | 241,453 | 223,559 | 93.00% | 142 | 372 | 7.6 |
| \$250,000 - 299,999 | 41 | 6.30% | 293,652 | 271,991 | 93.00% | 106 | 378 | 9.2 |
| \$300,000 - 349,999 | 33 | 5.07% | 356,984 | 326,269 | 91.00% | 149 | 265 | 8.0 |
| \$350,000 - 399,999 | 27 | 4.15% | 412,419 | 371,946 | 90.00% | 174 | 293 | 10.9 |
| \$400,000 - 499,999 | 35 | 5.38% | 475,306 | 438,314 | 92.00% | 180 | 373 | 10.7 |
| \$500,000 - 599,999 | 16 | 2.46% | 588,638 | 533,869 | 91.00% | 110 | 258 | 16.1 |
| \$600,000 - 699,999 | 14 | 2.15% | 683,686 | 644,743 | 94.00% | 186 | 180 | 12.9 |
| \$700,000 - 799,999 | 15 | 2.30% | 802,267 | 735,633 | 92.00% | 320 | 152 | 10.1 |
| \$800,000 - 899,999 | 8 | 1.23% | 908,800 | 858,000 | 94.00% | 323 | 119 | 14.9 |
| \$900,000 - 999,999 | 7 | 1.08% | 1,102,529 | 945,214 | 86.00% | 257 | 82 | 11.7 |
| \$1,000,000 - and over | 16 | 2.46% | 1,815,813 | 1,640,920 | 90.00% | 294 | 609 | 38.1 |
| Totals | 651 | 100.00% | 280,287 | 258,399 | 92.00% | 141 | 4,770 | 7.3 |

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants.

The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas.

Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.



Sarasota Association of Realtors®

Multiple Listing YTD Sales and Inventory Report - January 1 to December 31, 2011

| Price Range | Sold Units | Market Share | Average List | Average Sale | % List to Sell | Avg DOM | Inventory on Market | Months Supply |
|------------------------|--------------|----------------|----------------|----------------|----------------|------------|---------------------|---------------|
| | | | Price | Price | | | | |
| \$1 - 49,999 | 761 | 9.14% | 39,087 | 35,029 | 90.00% | 99 | 166 | 2.6 |
| \$50,000 - 59,999 | 369 | 4.43% | 59,251 | 54,518 | 92.00% | 108 | 88 | 2.9 |
| \$60,000 - 69,999 | 370 | 4.44% | 68,260 | 64,025 | 94.00% | 104 | 90 | 2.9 |
| \$70,000 - 79,999 | 364 | 4.37% | 78,132 | 74,310 | 95.00% | 99 | 107 | 3.5 |
| \$80,000 - 89,999 | 332 | 3.99% | 89,610 | 84,259 | 94.00% | 115 | 111 | 4.0 |
| \$90,000 - 99,999 | 325 | 3.90% | 100,144 | 94,144 | 94.00% | 112 | 95 | 3.5 |
| \$100,000 - 119,999 | 580 | 6.96% | 116,838 | 109,692 | 94.00% | 113 | 158 | 3.3 |
| \$120,000 - 139,999 | 647 | 7.77% | 136,240 | 128,620 | 94.00% | 113 | 232 | 4.3 |
| \$140,000 - 159,999 | 510 | 6.12% | 158,434 | 148,817 | 94.00% | 119 | 175 | 4.1 |
| \$160,000 - 179,999 | 404 | 4.85% | 178,730 | 168,787 | 94.00% | 139 | 250 | 7.4 |
| \$180,000 - 199,999 | 318 | 3.82% | 202,629 | 189,581 | 94.00% | 133 | 217 | 8.2 |
| \$200,000 - 249,999 | 733 | 8.80% | 239,177 | 222,765 | 93.00% | 134 | 372 | 6.1 |
| \$250,000 - 299,999 | 541 | 6.50% | 290,834 | 271,493 | 93.00% | 139 | 378 | 8.4 |
| \$300,000 - 349,999 | 426 | 5.11% | 349,142 | 322,106 | 92.00% | 146 | 265 | 7.5 |
| \$350,000 - 399,999 | 319 | 3.83% | 401,946 | 370,528 | 92.00% | 164 | 293 | 11.0 |
| \$400,000 - 499,999 | 428 | 5.14% | 477,747 | 438,656 | 92.00% | 181 | 373 | 10.5 |
| \$500,000 - 599,999 | 230 | 2.76% | 591,978 | 540,430 | 91.00% | 207 | 258 | 13.5 |
| \$600,000 - 699,999 | 149 | 1.79% | 700,355 | 639,327 | 91.00% | 197 | 180 | 14.5 |
| \$700,000 - 799,999 | 110 | 1.32% | 811,318 | 739,223 | 91.00% | 218 | 152 | 16.6 |
| \$800,000 - 899,999 | 85 | 1.02% | 933,845 | 844,822 | 90.00% | 294 | 119 | 16.8 |
| \$900,000 - 999,999 | 53 | 0.64% | 1,055,703 | 947,062 | 90.00% | 200 | 82 | 18.6 |
| \$1,000,000 - and over | 275 | 3.30% | 2,107,005 | 1,829,071 | 87.00% | 275 | 609 | 26.6 |
| Totals | 8,329 | 100.00% | 288,097 | 262,516 | 91.00% | 137 | 4,770 | 6.9 |

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants.

The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas.

Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.



Sarasota Association of Realtors®
Four Year Sales and Inventory History 2007 - 2011
Compiled from Monthly Sales and Inventory Reports

| Month | Monthly Sales | Average List Price | Average Sale Price | % Diff Sell/List | Avg DOM | Current Inventory | Months Inventory |
|-----------|---------------|--------------------|--------------------|------------------|---------|-------------------|------------------|
| 01-JAN-08 | 313 | 531,450 | 471,847 | 89% | 125 | 12,970 | 41.4 |
| 01-FEB-08 | 431 | 498,069 | 441,530 | 89% | 143 | 13,207 | 30.6 |
| 01-MAR-08 | 493 | 437,156 | 385,998 | 88% | 122 | 13,152 | 26.7 |
| 01-APR-08 | 534 | 513,623 | 459,176 | 89% | 131 | 12,528 | 23.5 |
| 01-MAY-08 | 607 | 493,141 | 435,467 | 88% | 133 | 11,797 | 19.4 |
| 01-JUN-08 | 517 | 491,623 | 426,592 | 87% | 123 | 11,500 | 22.2 |
| 01-JUL-08 | 465 | 364,888 | 332,712 | 91% | 136 | 10,969 | 23.6 |
| 01-AUG-08 | 436 | 439,051 | 391,719 | 89% | 147 | 10,144 | 23.3 |
| 01-SEP-08 | 437 | 384,159 | 346,763 | 90% | 123 | 9,866 | 22.6 |
| 01-OCT-08 | 417 | 368,885 | 331,876 | 90% | 130 | 9,644 | 23.1 |
| 01-NOV-08 | 362 | 329,697 | 290,409 | 88% | 113 | 9,507 | 26.3 |
| 01-DEC-08 | 473 | 336,985 | 299,234 | 89% | 124 | 9,267 | 19.6 |
| 01-JAN-09 | 387 | 282,223 | 249,548 | 88% | 116 | 8,974 | 23.2 |
| 01-FEB-09 | 437 | 289,030 | 250,778 | 87% | 123 | 9,031 | 20.7 |
| 01-MAR-09 | 566 | 274,061 | 241,066 | 88% | 126 | 8,932 | 15.8 |
| 01-APR-09 | 591 | 300,754 | 265,986 | 88% | 139 | 8,445 | 14.3 |
| 01-MAY-09 | 600 | 290,719 | 260,342 | 90% | 153 | 7,962 | 13.3 |
| 01-JUN-09 | 639 | 315,676 | 283,784 | 90% | 157 | 7,748 | 12.1 |
| 01-JUL-09 | 622 | 375,869 | 332,268 | 88% | 160 | 7,484 | 12.0 |
| 01-AUG-09 | 524 | 287,282 | 258,555 | 90% | 140 | 7,258 | 13.9 |
| 01-SEP-09 | 568 | 308,009 | 278,224 | 90% | 129 | 7,187 | 12.7 |
| 01-OCT-09 | 605 | 301,675 | 266,876 | 88% | 152 | 7,122 | 11.8 |
| 01-NOV-09 | 603 | 304,169 | 275,446 | 91% | 139 | 7,173 | 11.9 |
| 01-DEC-09 | 683 | 329,217 | 295,708 | 90% | 140 | 7,067 | 10.3 |
| 01-JAN-10 | 515 | 293,569 | 264,345 | 90% | 123 | 7,174 | 13.9 |
| 01-FEB-10 | 560 | 277,322 | 247,522 | 89% | 130 | 7,237 | 12.9 |
| 01-MAR-10 | 782 | 316,676 | 285,232 | 90% | 132 | 7,332 | 9.4 |
| 01-APR-10 | 777 | 313,908 | 288,085 | 92% | 128 | 7,269 | 9.4 |
| 01-MAY-10 | 789 | 344,859 | 308,252 | 89% | 126 | 7,050 | 8.9 |
| 01-JUN-10 | 821 | 273,285 | 250,355 | 92% | 117 | 7,067 | 8.6 |
| 01-JUL-10 | 541 | 286,763 | 260,474 | 91% | 120 | 6,955 | 12.9 |
| 01-AUG-10 | 596 | 269,185 | 244,832 | 91% | 117 | 6,910 | 11.6 |
| 01-SEP-10 | 576 | 249,980 | 227,949 | 91% | 127 | 7,007 | 12.2 |
| 01-OCT-10 | 499 | 251,928 | 230,790 | 92% | 128 | 6,925 | 13.9 |
| 01-NOV-10 | 558 | 280,198 | 255,011 | 91% | 140 | 7,007 | 12.6 |
| 01-DEC-10 | 706 | 288,106 | 260,336 | 90% | 134 | 6,982 | 9.9 |
| 01-JAN-11 | 560 | 266,800 | 242,359 | 91% | 134 | 6,851 | 12.2 |
| 01-FEB-11 | 706 | 257,458 | 235,321 | 91% | 140 | 6,713 | 9.5 |
| 01-MAR-11 | 851 | 273,174 | 251,761 | 92% | 132 | 6,416 | 7.5 |
| 01-APR-11 | 824 | 319,410 | 285,052 | 89% | 137 | 6,067 | 7.4 |
| 01-MAY-11 | 857 | 321,678 | 292,587 | 91% | 147 | 5,783 | 6.7 |
| 01-JUN-11 | 767 | 299,574 | 274,451 | 92% | 144 | 5,573 | 7.3 |
| 01-JUL-11 | 637 | 321,117 | 287,434 | 90% | 130 | 5,235 | 8.2 |
| 01-AUG-11 | 638 | 274,682 | 251,522 | 92% | 128 | 5,089 | 8.0 |
| 01-SEP-11 | 618 | 278,637 | 255,141 | 92% | 132 | 5,023 | 8.1 |
| 01-OCT-11 | 595 | 287,672 | 261,292 | 91% | 144 | 5,019 | 8.4 |
| 01-NOV-11 | 625 | 258,622 | 238,917 | 92% | 129 | 5,002 | 8.0 |
| 01-DEC-11 | 651 | 280,287 | 258,399 | 92% | 141 | 4,770 | 7.3 |