

Sales and Listings for July 2005

Residential Sales Summary

PRICE	July 1 to July 31, 2005				SARASOTA ONLY SALES as of Aug. 10 '05 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 OR UNDER	3	0	0	0	4
\$100,000-119,999	4	0	0	1	5
\$120,000-139,999	4	1	0	5	10
\$140,000-159,999	0	1	0	7	8
\$160,000-179,999	3	1	1	18	23
\$180,000-199,999	5	2	0	11	18
\$200,000-249,999	22	28	2	44	96
\$250,000-299,999	11	46	8	36	101
\$300,000-399,999	28	59	12	39	138
\$400,000-499,999	9	32	13	17	71
\$500,000-749,999	7	39	23	28	97
\$750,000-999,999	1	14	13	16	44
OVER \$1,000,000	1	13	18	22	54
**TOTALS	98	237	90	245	670
**MEDIAN PRICE (in thousands)	\$269	\$364	\$552	\$299	\$332
**AVERAGE PRICE (in thousands)	\$317	\$461	\$761	\$470	\$480
TOTAL DOLLAR VOLUME SINGLE FAMILY	TOTAL DOLLAR VOLUME CONDOMINIUM		TOTAL HOME SALES DOLLAR VALUE		
\$208,918,000	\$119,228,000		\$324,146,000		

Sales Data*

July 2005

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	534	\$470,395	\$360,000	\$251,191,261
Condo	284	\$444,421	\$293,000	\$126,215,670

July 2004

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	677	\$366,165	\$273,000	\$247,894,326
Condo	303	\$326,409	\$219,000	\$ 98,901,934

Listings Data*

July 2005

Class	New	Average List Price	Median List Price	Volume Listed
Residential	920	\$651,987	\$399,900	\$599,828,557
Condo	375	\$545,155	\$364,900	\$204,433,263

July 2004

Class	New	Average List Price	Median List Price	Volume Listed
Residential	673	\$515,968	\$309,000	\$347,246,821
Condo	283	\$699,626	\$349,900	\$197,994,371

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

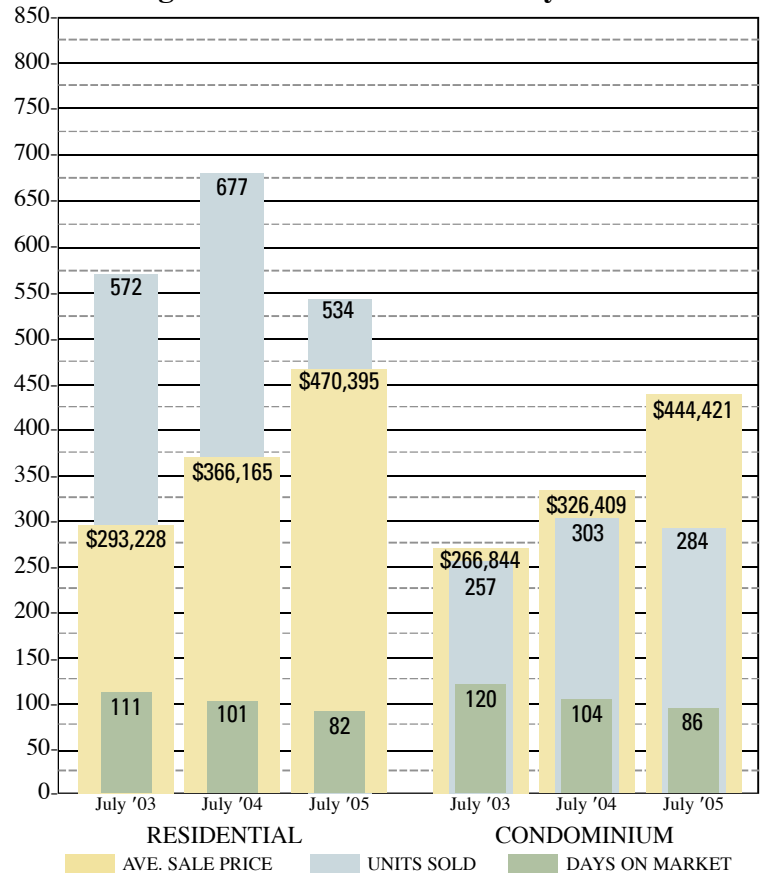
Residential Sales Summary

Year to Date

PRICE	January 1 to July 31, 2005				SARASOTA ONLY SALES as of Aug 10 '05 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 OR UNDER	23	0	0	3	26
\$100,000-119,999	6	0	0	4	10
\$120,000-139,999	5	3	1	8	17
\$140,000-159,999	6	6	0	22	34
\$160,000-179,999	10	1	1	47	59
\$180,000-199,999	12	9	1	46	68
\$200,000-249,999	48	72	4	108	232
\$250,000-299,999	45	130	23	104	302
\$300,000-399,999	101	193	31	115	440
\$400,000-499,999	49	133	38	74	294
\$500,000-749,999	40	169	117	165	491
\$750,000-999,999	24	98	75	190	387
OVER \$1,000,000	38	187	271	280	776
**TOTALS	408	1002	562	1166	3138
**MEDIAN PRICE (in thousands)	\$352	\$475	\$989	\$599	\$564
**AVERAGE PRICE (in thousands)	\$543	\$764	\$1861	\$888	\$959
TOTAL DOLLAR VOLUME SINGLE FAMILY	TOTAL DOLLAR VOLUME CONDOMINIUM		TOTAL HOME SALES DOLLAR VALUE		
\$2,034,438,000	\$1,035,977,000		\$3,070,415,000		

July 2005

Average Sale Price/Units Sold/Days On Market



These statistics were gathered from Sarasota Association of Realtors MLS on August 10, 2005.

Florida's Existing Home Sales Slow in July; Median Price Continues to Rise

Sales Price vs. List Price Rates

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%	
September	97.0%	
October	97.2%	
November	97.4%	
December	97.6%	

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%	
September	97.2%	
October	97.7%	
November	97.7%	
December	97.0%	

The frenzied pace of existing home sales in Florida eased in July, while the statewide median sales price rose 33 percent to \$252,300, according to the Florida Association of Realtors® (FAR). A year ago, the statewide median price was \$190,300; in July 2000, the statewide median price was \$119,600, according to FAR records.

"The slowing of unit sales will lessen one pressure point lying behind the abnormally high rates of change in median sales prices," says David Scott, executive director of the Dr. Phillips Institute for the Study of American Business Activity and professor of finance at the University of Central Florida (UCF). "Expect the ascent in median prices to begin a gentle leveling off. Several factors lie behind this: (1) Inflation rates as recently reported have increased substantially; (2) rising gasoline prices are negatively pressuring household units on the spending side of economic activity; (3) Federal Reserve policymakers continue to increase short-term interest rates; and (4) wages are rising at rates less than the various rates of inflation, which will reduce the number of borrowers easily qualifying for conventional mortgages."

A total of 21,669 existing single-family homes changed hands in Florida last month, declining 8 percent compared to 23,646 homes sold in July 2004.

Nationally, the median sales price for existing single-family homes was \$218,600 in June, up 14.5 percent from a year ago. In California, the statewide median resales price was \$542,720 in June; in Maryland, it was \$300,956; in New York, it was \$270,000; and in Illinois, it was \$215,405.

Interest rates for a 30-year fixed-rate mortgage averaged 5.70 percent in July, significantly lower than the 6.06 percent rate averaged for the same month last year. FAR's sales figures reflect closings, which typically occur 30 to 90 days after sales contracts are written.

Among the state's larger metropolitan statistical areas (MSAs), Jacksonville reported a 7 percent increase in resales activity last month, with a total of 1,647 homes changing hands compared to 1,536 homes sold a year ago. The area's median sales price rose 20 percent to \$190,500; a year ago, it was \$159,000.

Tampa-St. Petersburg-Clearwater was another larger MSA reporting higher sales in July compared to a year ago, with 4,742 homes sold for an increase of 1 percent. The market's median sales price rose 30 percent last month to \$217,400.

In Sarasota, the median sales price for a single-family home in July 2005 was \$360,000, compared to \$274,450 in July 2004. The number of single-family homes sold in July 2005 was 534, compared to 710 in July 2004.

Among the state's smaller MSAs, Fort Pierce-Port St. Lucie posted gains in July home sales, with a total of 654 homes changing hands compared to 623 homes a year ago for a 5 percent boost. The area's median sales price rose 37 percent to \$265,300; a year ago, it was \$193,500.

Other smaller MSAs reporting major increases in resales activity last month compared to a year ago include: Tallahassee, where 502 homes sold for a 13 percent gain; and Gainesville, where 389 homes changed hands for a 7 percent increase. The median sale price in those markets also rose: in Tallahassee, 15 percent to \$176,700; and in Gainesville, 11 percent to \$185,600. – Florida Association of Realtors®