

Sales and Listings for January 2006

Residential Sales Summary

PRICE	January 1 to January 31, 2006				SARASOTA ONLY SALES as of Jan. 31 '06 TOTAL UNITS
	2- BDRMS	3 BDRMS	4+ BDRMS	CONDO CO-OP	
\$99,999 OR UNDER	2	0	0	0	2
\$100,000-119,999	2	0	0	0	2
\$120,000-139,999	2	0	0	0	2
\$140,000-159,999	0	0	0	3	3
\$160,000-179,999	2	1	0	8	11
\$180,000-199,999	1	1	2	4	8
\$200,000-249,999	7	7	0	19	33
\$250,000-299,999	6	17	1	18	42
\$300,000-399,999	7	25	4	19	55
\$400,000-499,999	5	23	1	9	38
\$500,000-749,999	4	34	9	28	75
\$750,000-999,999	2	7	7	20	36
OVER \$1,000,000	1	11	9	13	34
**TOTALS	41	126	33	141	341
**MEDIAN PRICE (in thousands)	\$274	\$447	\$720	\$390	\$413
**AVERAGE PRICE (in thousands)	\$354	\$567	\$1049	\$561	\$582
TOTAL DOLLAR VOLUME SINGLE FAMILY	TOTAL DOLLAR VOLUME CONDOMINIUM		TOTAL HOME SALES DOLLAR VALUE		
\$120,749,000	\$79,236,000		\$199,985,000		

Sales Data*

January 2006

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	295	\$536,700	\$396,000	\$158,326,558
Condo	159	\$539,786	\$375,000	\$85,826,073

January 2005

Class	Sales	Average Sale Price	Median Sale Price	Sold Volume
Residential	474	\$501,759	\$320,750	\$237,833,973
Condo	252	\$394,903	\$216,500	\$99,515,773

Listings Data*

January 2006

Class	New	Average List Price	Median List Price	Volume Listed
Residential	2057	\$676,607	\$449,000	\$1,391,781,720
Condo	1101	\$583,235	\$385,000	\$642,142,796

January 2005

Class	New	Average List Price	Median List Price	Volume Listed
Residential	894	\$671,920	\$395,918	\$600,696,806
Condo	451	\$542,081	\$369,000	\$244,478,659

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

Sale Price

VS.

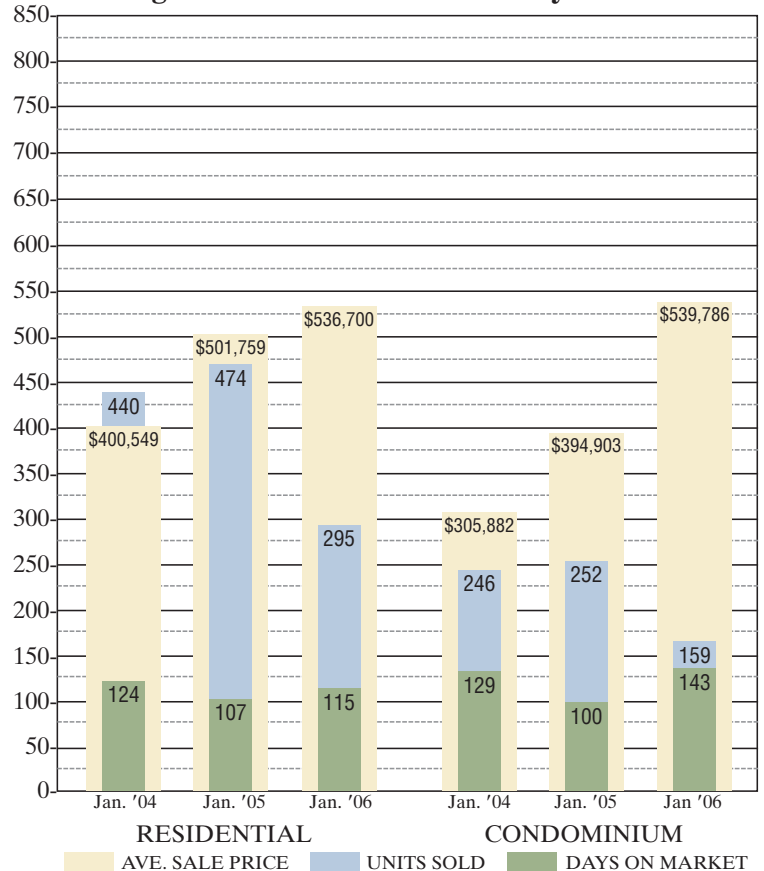
List Price Rates

Percentage of list price units sold for...

	Single Family		Condominium	
	2005	2006	2005	2006
January	96.9%	95.9%	97.6%	96.02%
February	97.5%		97.7%	
March	97.9%		97.5%	
April	97.8%		97.5%	
May	97.5%		97.8%	
June	97.6%		97.3%	
July	97.4%		97.7%	
August	97.6%		97.3%	
September	97.2%		97.0%	
October	97.0%		96.3%	
November	97.04%		96.15%	
December	96.77%		97.54%	

January 2006

Average Sale Price/Units Sold/Days On Market



These statistics were gathered from Sarasota Association of Realtors MLS on February 7, 2006.

Florida real estate sales ease off scorching pace in January

Coming off several years of blistering home sales at a record pace, Florida's housing sector followed the national trend in January and showed signs of some market adjustments, according to the Florida Association of Realtors. Still, the statewide median sales price for existing single-family homes last month rose 21 percent to \$248,600; a year ago, it was \$205,100.

Housing industry analysts nationwide noted it may take a while for home price growth to cool, following a long period of short supply and sellers accustomed to exceptional price gains. In January 2001, the statewide median sales price for single-family homes was \$115,800, which means a gain of about 114.6 percent over the five-year-period, according to FAR records.

Realtors from across the state report that more homes are available for sale, improving what had been tight inventories in many markets. Statewide, sales of single-family existing homes totaled 12,815 in January compared to 15,745 homes sold a year ago for a 19 percent decrease.

2006 FAR President Mike Dooley noted the market is coming into better balance between buyers and sellers.

"For years, many areas in Florida reported tight inventories of homes available for sale," he said. "Now that buyers are seeing more choices, it's even more important for both buyers and sellers to seek advice from real estate professionals. With the expertise and services that Realtors bring to the table, they help to bridge any differences between buyers and sellers that

may arise during the sales process and work to keep the transaction going smoothly for everyone involved."

In December 2005, the national median sales price for existing single-family homes was \$209,300, up 10.8 percent from the previous year, according to the National Association of Realtors(R) (NAR). In California, the statewide median resales price was \$548,430 in December; in Maryland, it was \$311,914; in New York, it was \$279,900; and in North Carolina, the statewide average resales price was \$209,810.

In Sarasota, the median sales price for a single-family home in January 2006 was \$396,000, compared to \$320,750 in January 2005. The number of single-family homes sold in January 2006 was 295, compared to 474 in January 2005.

Sales of existing condominiums in Florida also decreased last month, with a total of 4,456 condos sold statewide compared to 5,461 in January 2005 for an 18 percent decline, according to FAR. The

statewide median sales price for condos rose 12 percent to \$221,300 last month; a year ago, it was \$197,300. NAR reported the national median existing condo price was \$228,100 in December 2005.

Among the state's smaller markets, Ocala reported higher sales of existing single-family homes in January, with a total of 428 homes sold compared to 378 homes a year ago for a 13 percent boost. The median sales price rose 39 percent to \$166,200; a year ago, it was \$119,600.

Wilbur Van Wyck, president of the Ocala/Marion County Association of Realtors and broker-owner of Coldwell Banker Riverland Realty in Dunnellon, said people are drawn to the area's scenic beauty, relaxed lifestyle and friendly community. "People are coming up from South Florida where traffic and living conditions are much more congested," he said. "This area is gorgeous and it's a great place for retirees to live."

The Florida Association of Realtors(R), 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