MORE *Gulf Coast* REAL ESTATE NEWS

MAY 2010

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BOTTOM SEEN, AT LEAST FOR LOW END PROPERTIES

"March 2010 was the best month we have had in four and a half years" proclaimed SAR President Erick Shumway. Overall property sales reached their highest volume since December of 2005…753 in the Sarasota market. This represents a volume increase of more than 56% from the same month a year ago.
(Please see the reverse for comparative charts)

Also impressive were the 1,060 pending sales on the market. This represents the highest total in the last four years, and 30% higher from the same month a year ago.

But perhaps the most telling statistic was that the median sale price for both single family homes and condos rose in March from the previous month, and prices were much higher than in March of 2009.

Taken together, it would appear that we have fully turned the corner and we are well on our way to a full recovery, right? Well, maybe in the lower end.

Looking deeper into these numbers, we have found that the sales in the under $300,000 price range represent the bulk of these figures. We still have a frustratingly slow market for those properties priced at or above $1 million.

Typically, what buyers will pay at any given time reflects the basic law of supply and demand. Simply put, too many homes for sale favor buyers paying less, while too few favor sellers netting more. A balanced market -- promoting equality between buyer and seller-- exists when a five to six month supply of homes is available.

We have two distinct segments co-existing in our market at this time. The supply of $1 million-plus properties in Sarasota County is currently at 26.3 months. In the under $300,000 price range, there is now a 5.3 month supply. That means that the price corrections of the past few years have had the intended affect on the low end. That market has finally achieved balance. These properties are selling. But the supply of high end properties are more than four times the norm. These properties are slow to move.

Upper end properties are no different than any other housing segment. The prices asked will have to reflect accurate value in today's highly competitive market. Sarasota's luxury market has proven it is not immune to the price adjustments affecting our market in general. High end sellers have simply not yet come to terms with the new reality. When you add in the fact that large scale financing has been difficult, it's no wonder that the high end is the culprit holding back our full recovery.

In the meantime, we now encourage our buyers to look past the asking prices in the upper end and base their offers on historical prices that were in effect in the early 2000's. That, coupled with the traditional buying guidelines (location, square footage, age, condition and view) will allow us to confidently approach a seller with a realistic, logic backed offer that has a far greater likelihood of acceptance.

SARASOTA NAMED ONE OF THE TOP RETIREMENT COMMUNITIES

Sarasota was named sixth on NBC's recent list of "Best Places for Boomers to Retire".

AARP Magazine has also identified Sarasota, a city which they nicknamed "Paradise", as their number four in the nation on its list of "Best Places to Reinvent your Life".

And why not…over thirty five miles of beaches, over 40 golf courses in a 15 mile radius, world class boating, restaurants galore, an opera house, symphony, film society and a full range of art galleries.

CANADIANS FLOCK TO BUY REAL ESTATE

Canadians were the largest group of foreign homebuyers in The United States in 2009, according to the National Association of Realtors –and Florida Home Finders says they accounted for 30 percent of purchases by foreigners in the Sunshine State.

Canadians find US properties less expensive, and they are rushing to take advantage of a favorable exchange rate that is hovering around par. Low interest rates remain, and fallen real estate prices in the lower end are enticing Canadians to the warmer climate.

In order to capitalize on this continuing trend we recently attended "Realtor Quest", Canada's largest Realtor conference and trade show. Held in Toronto on May 5 & 6 at the Toronto Congress Centre, this two day event was attended by over 6000 realtors and brokers from all across Canada. It was an excellent opportunity for us to spread the word about Sarasota's lifestyle and home buying opportunities. We were met with great enthusiasm and many already knew someone who had happily purchased here or were currently thinking about it. We came away confident they will look to us as a valued referring partner to service their clients here in the Sarasota/Venice area.

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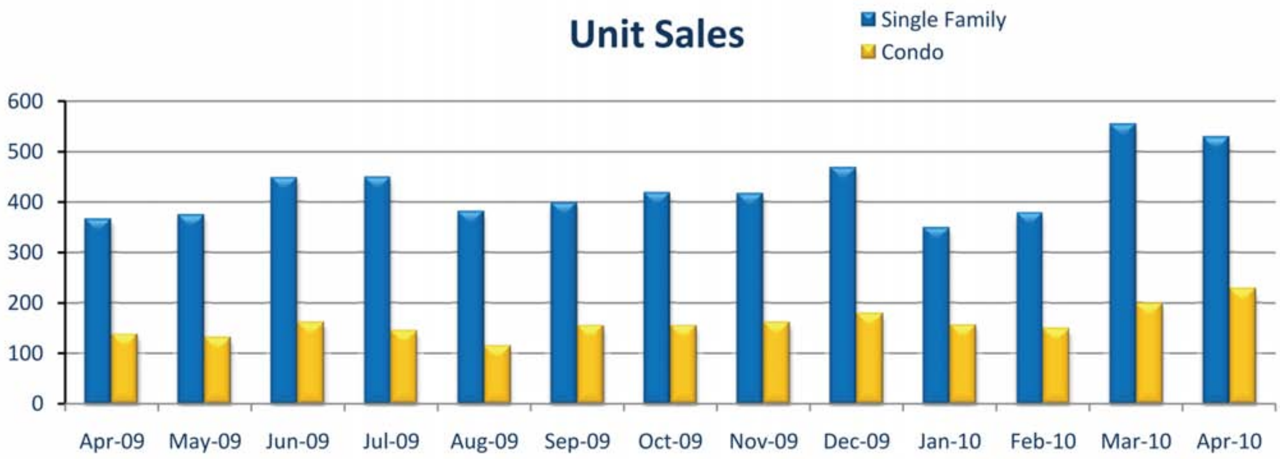
Sarasota MLS℠ Statistics April 2010



Single Family

	#Active	#Sold	%Sold	Average DOM	Median Sale Prices	Median Last 12 Months	Months Inventory	Pending Reported	%Pending	# New Listings	# Off Market
This Month	3,891	529	13.6	175	$165,000	$163,800	7.3	816	21.0	920	224
This Month Last Year	5,569	367	6.6	173	$160,000	$199,000	15.2	778	14.0	677	504
Last Month	3,999	555	13.8	178	$170,000	$162,950	7.2	769	19.2	961	204
YTD	-	1,771	-	175	$160,000	-	-	2,859	-	3,763	-

Single Family – Sale Price Vs. List Price % Rates

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2009	93.0	93.1	92.5	92.4	93.2	93.8	93.2	93.6	94.2	94.4	94.1	94.2
2010	94.4	92.8	95.2	94.8	-	-	-	-	-	-	-	-

Statistics were compiled on properties listed in the MLS by members of the Sarasota Association of Realtors® as of May 10th, 2010, including some listings in Manatee, Englewood, Venice, and other areas. Single-family statistics are tabulated using property styles of single-family and villa. Condo statistics include condo, co-op, and townhouse.

Condo

	#Active	#Sold	%Sold	Average DOM	Median Sale Prices	Median Last 12 Months	Months of Inventory	Pending Reported	%Pending	# New Listings	# Off Market
This Month	2,269	228	10.0	203	$193,175	$192,000	9.9	344	15.2	354	212
This Month Last Year	2,714	128	4.7	186	$166,750	$256,000	21.2	175	6.4	345	269
Last Month	2,343	198	8.5	206	$210,000	$190,000	11.8	291	12.4	388	197
YTD	-	671	-	206	$200,000	-	-	1148	-	1,456	-

Condo – Sale Price Vs. List Price % Rates

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2009	91.0	90.2	90.4	92.2	90.1	91.4	92.1	92.4	91.5	92.4	92.3	93.1
2010	92.5	92.4	92.5	93.2	-	-	-	-	-	-	-	-

Median sales price is the middle value, where half of the homes sold for more, and half sold for less. Listings sold were closed transactions during the month. Pending sales are sales where an offer has been accepted during the month, but the sale has not yet closed. Even though some pending sales never close, pending sales are an indicator of current buyer activity. DOM indicates the average number of days that sold properties were on the market before a contract was executed.