



For Immediate Release

**Michael Saunders
& Company**

Licensed Real Estate Broker

Contact: Tom Heatherman | Corporate Communications Director | 941.955.8200

TRENDGRAPHIX



**RESIDENTIAL REAL ESTATE
MARKET TREND REPORT
FOR
SOUTHWEST FLORIDA**

**SALES REPORTING PERIOD:
DECEMBER 2013**

**DATE PREPARED:
JANUARY 20, 2014**

TABLE OF CONTENTS

PART I: EXECUTIVE SUMMARY

PAGES 1-2

PART II: MARKET SHARE COMPARISONS FOR COMBINED SARASOTA-MANATEE-CHARLOTTE COUNTIES REGION

PAGES 3-4

PART III: MARKET SHARE COMPARISONS FOR SARASOTA COUNTY

PAGES 5-6

PART IV: MARKET SHARE COMPARISONS FOR MANATEE COUNTY

PAGES 7-8

PART V: MARKET SHARE COMPARISONS FOR CHARLOTTE COUNTY

PAGES 9-10

EXECUTIVE SUMMARY

REGIONAL OVERVIEW:

- Combined sales of single-family homes and condominiums throughout Sarasota, Manatee and Charlotte Counties during the month of December were up nearly 18% compared with November; and by 1.6% compared with last December.
- The overall inventory of properties is up by 10.3% compared with a year ago. There is currently a 5.1-month combined inventory of homes and condominiums based on November's rate of closed sales. This is up from the 4.7-month inventory of a year ago as the market continues to trend toward the ideal balance of a 6-month supply.
- Single-family home sales were up by 17.6% over November; but rose by only 1.9% compared with last year. The overall inventory of single family homes has risen by 19.4% compared with a year ago.
- There is currently a 5-month supply of single-family properties based on December's rate of closed sales, up from the 4.2-month supply of a year ago
- Pending sales of single family homes were up 2.4% compared with November—and by 11.1% compared with a year ago—leaving a 5.4-month supply of available single family properties based on December's rate of pending sales. This compares with the 5-month supply of a year ago.
- Condominium sales for the month of December were up marginally (0.5%) over last year, but were 18.8% ahead of November.
- Condominium inventories remain challenged—down 10.5% from a year ago—as new construction of condominium properties is still a distant reality.
- There is currently a 5.5-month supply of condominiums based on December's pace of closed sales. This is down from the 6.2-month supply of a year ago.

SARASOTA COUNTY:

- Closed single-family home sales in Sarasota County were up 10.6% over November; but declined by 2.9% compared with last December. This occurred even as the inventory of single-family properties rose sharply in almost every price range; and by 20.9% overall.
- There is currently a 4.6-month inventory of single family homes on the market based on December's rate of closed sales, a level that continues to trend toward the 6-month supply that is considered to underscore a healthy, balanced market. By comparison, there was a 4.2-month supply last December.
- Pending sales of single family homes were up 10.7% compared with last December.
- Closed condominium sales were up by 11.6% compared with last December even though the overall inventory declined by 4.7%.

-more-

- Currently there is a 5.1-month supply of condominiums based on December's rate of closed sales. This compares with a 6-month supply last December.
- Pending sales of condominiums were up 21.4% over last December, even as the year-over-year inventory of condominiums declined by 4.7%
- Combined sales of single-family homes and condominiums were up, but only marginally (0.5%) compared with last December; while the aggregated inventory of single-family homes and condominiums showed a year-over-year increase of 12.5%.

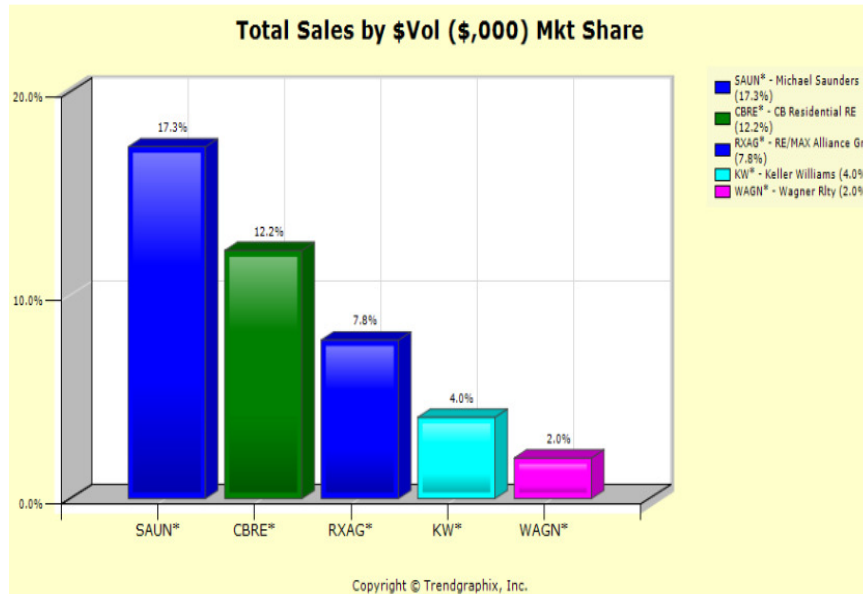
MANATEE COUNTY:

- Closed sales of single family homes throughout Manatee County were down 6% compared with a year ago. This occurred even as the overall inventory of single-family homes rose by 20.2%.
- Currently, there is a 4.4-month supply of available single-family homes based on December's rate of closed sales. This is up from a 3.4-month supply a year ago and trending in the right direction toward the 6-month supply considered necessary for a balanced market.
- Pending sales of single-family homes were up by 6.2% compared with a year ago.
- Closed condominium sales were down 8.5% from a year ago; as was the inventory of available condominiums, which declined by 19.4%—compared with last December.
- Pending sales of condominiums were up by 10.6% over last year amid the decline in inventory.
- Combined sales of single-family homes and condominiums were down by 6.6% compared with last year. Pending sales were up by 7.3%; and the aggregate inventory of available properties rose by 7.6%.

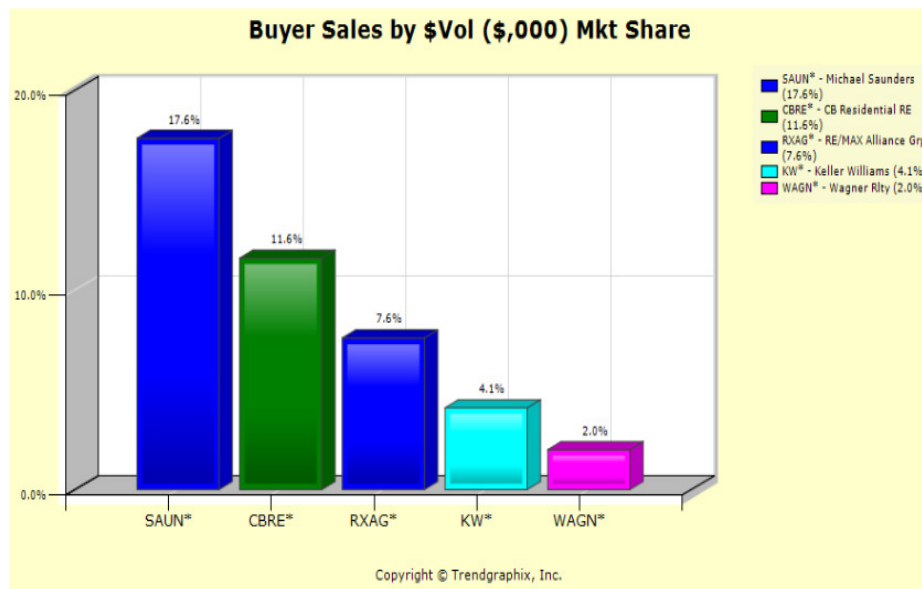
CHARLOTTE COUNTY:

- December sales of single family homes in Charlotte County were up sharply—by 29.3%—compared with last year. The inventory of single-family homes also rose sharply—by 16.7%—compared with last December.
- Currently there is a 6.5-month supply of single-family homes based on December's rate of sales, a decline from the 7.2-month level of a year ago.
- Pending sales of single family homes were up 20.3% compared with a year ago.
- December sales of condominiums in Charlotte County were down 12.3% compared with December 2012. Condominium inventories were also 10% below last December's level.
- Pending sales of condominiums in Charlotte County were up 15.4% compared with last December.
- Combined sales of single-family homes and condominiums were down by 12.3% compared with last December; but pendings were up 15.4%; while the aggregate inventory of available properties declined by 10%.

MARKET SHARE COMPARISONS SARASOTA-MANATEE-CHARLOTTE COUNTIES COMBINED

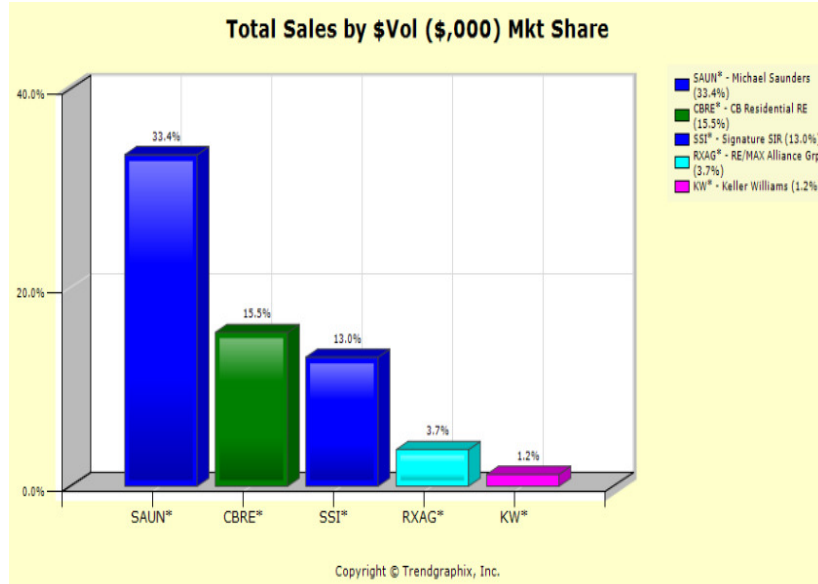


DOLLAR VOLUME MARKET SHARE—LAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

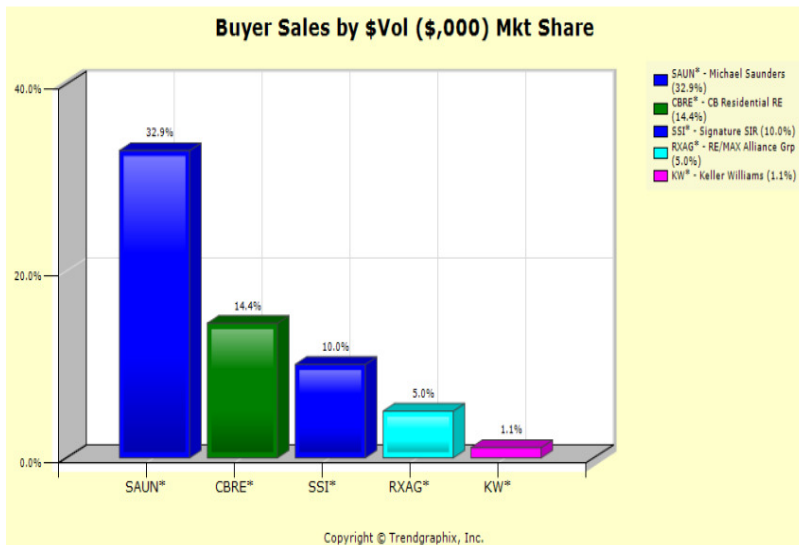


SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

LUXURY MARKET SHARE COMPARISONS SARASOTA-MANATEE-CHARLOTTE COUNTIES COMBINED

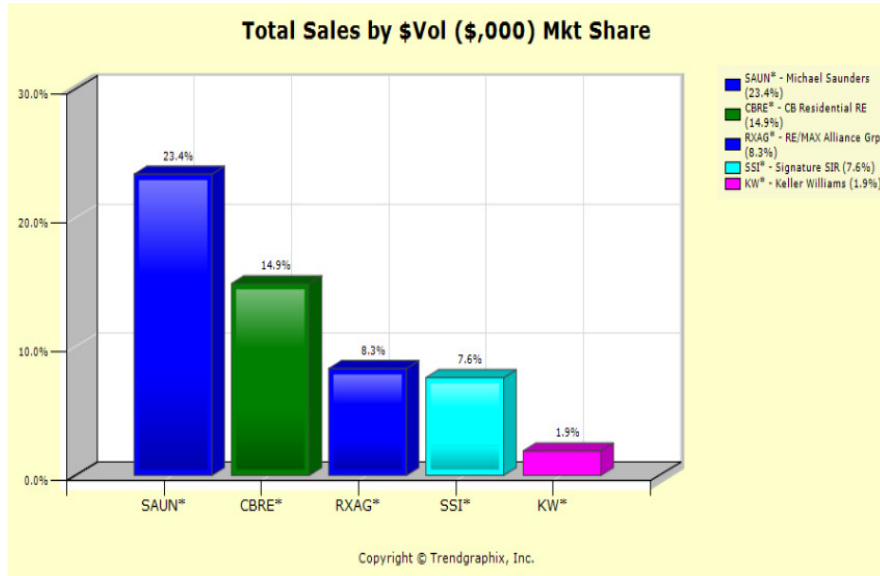


DOLLAR VOLUME LUXURY MARKET SHARE—LAST 12 MONTHS ALL LUXURY PROPERTIES, \$1 MILLION & UP

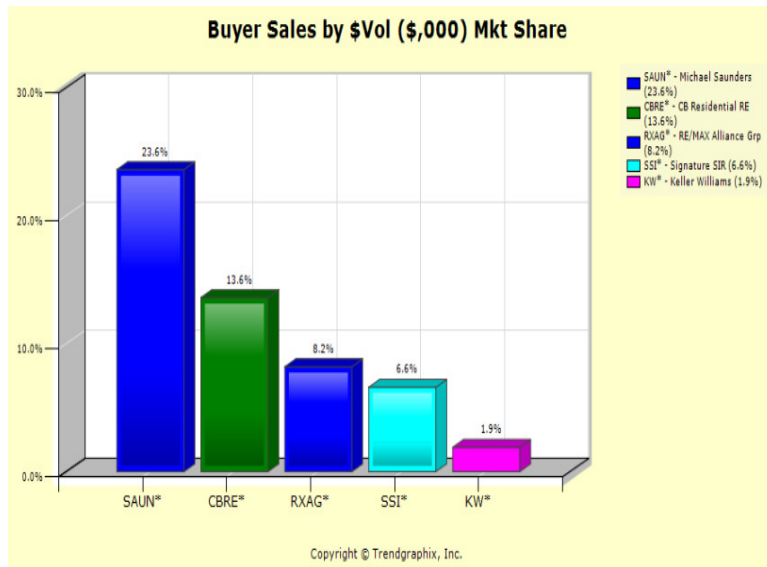


SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS ALL LUXURY PROPERTIES, \$1 MILLION & UP

MARKET SHARE COMPARISONS SARASOTA COUNTY

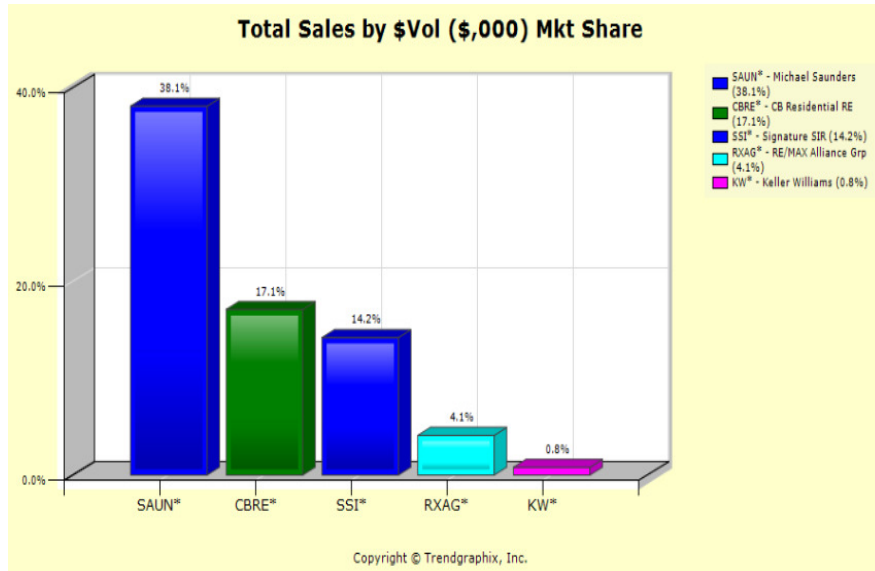


DOLLAR VOLUME MARKET SHARE—LAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

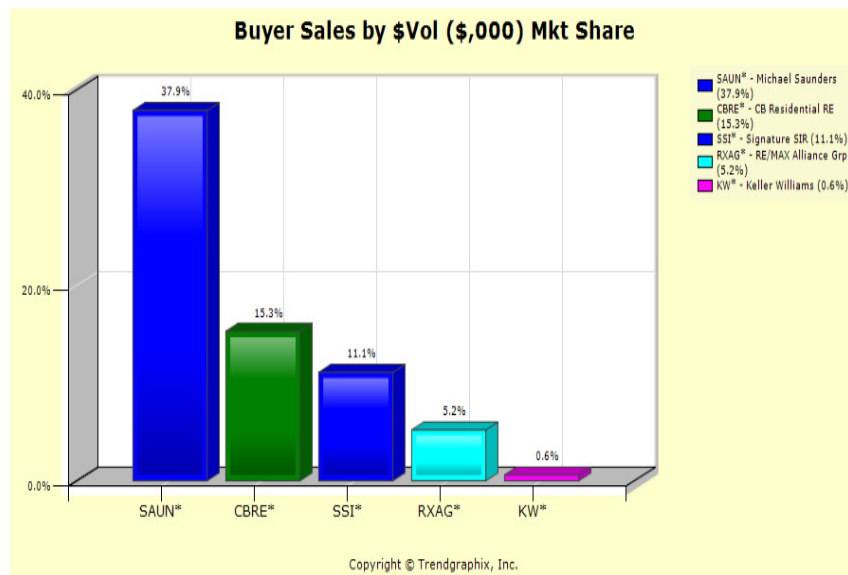


SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

LUXURY MARKET SHARE COMPARISONS SARASOTA COUNTY

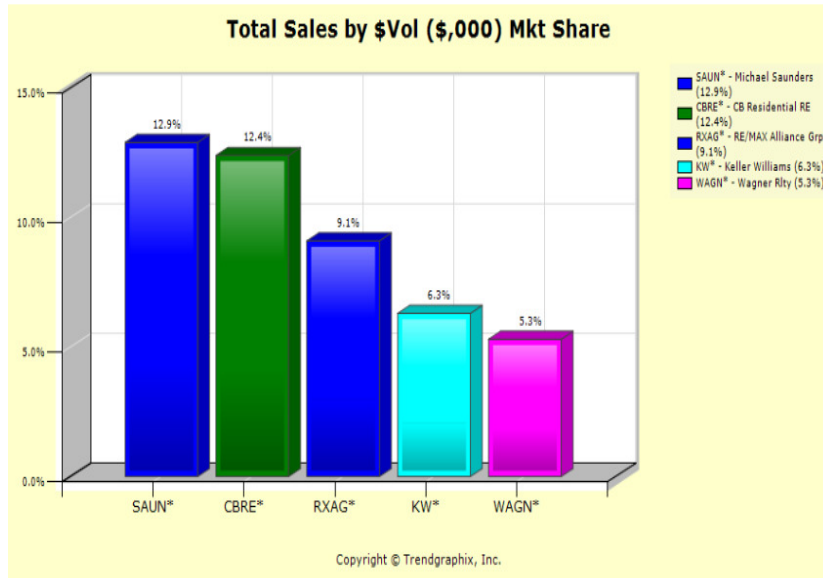


DOLLAR VOLUME LUXURY MARKET SHARE—LAST 12 MONTHS ALL LUXURY PROPERTIES, \$1 MILLION & UP

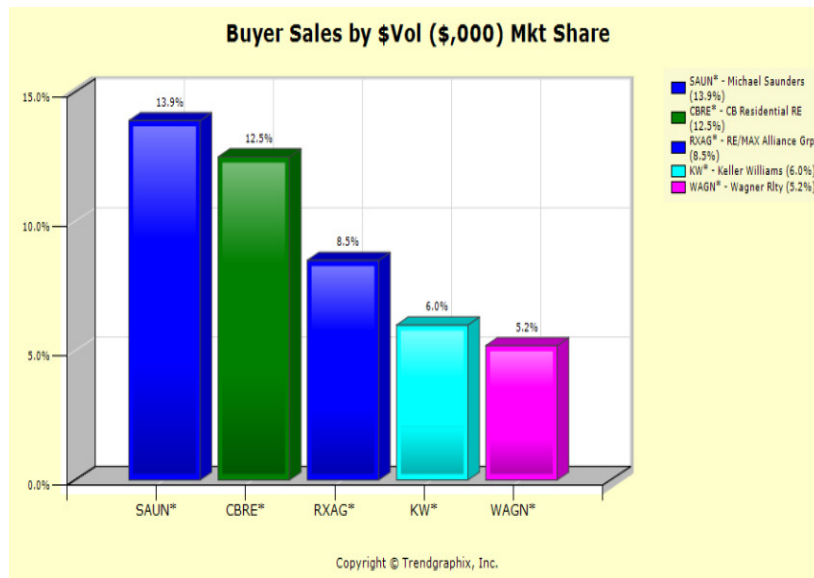


SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS ALL LUXURY PROPERTIES, \$1 MILLION & UP

MARKET SHARE COMPARISONS MANATEE COUNTY

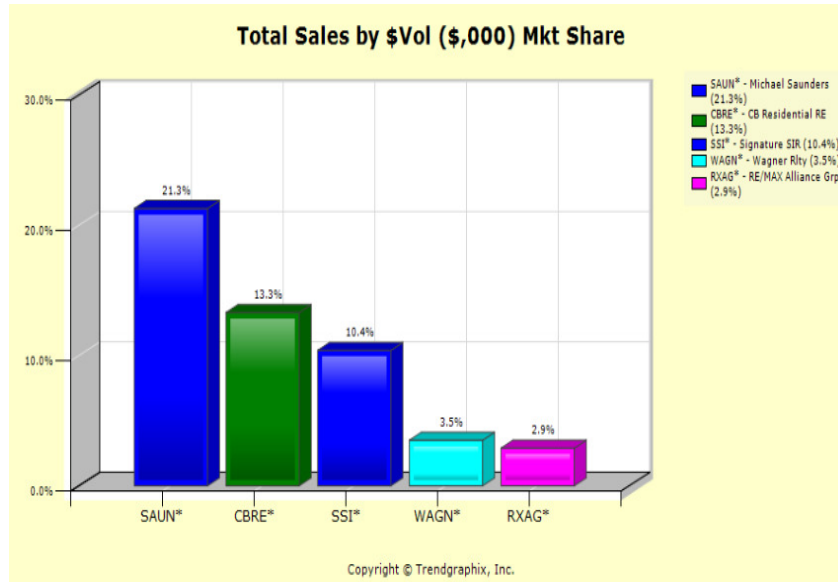


DOLLAR VOLUME MARKET SHARE—LAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

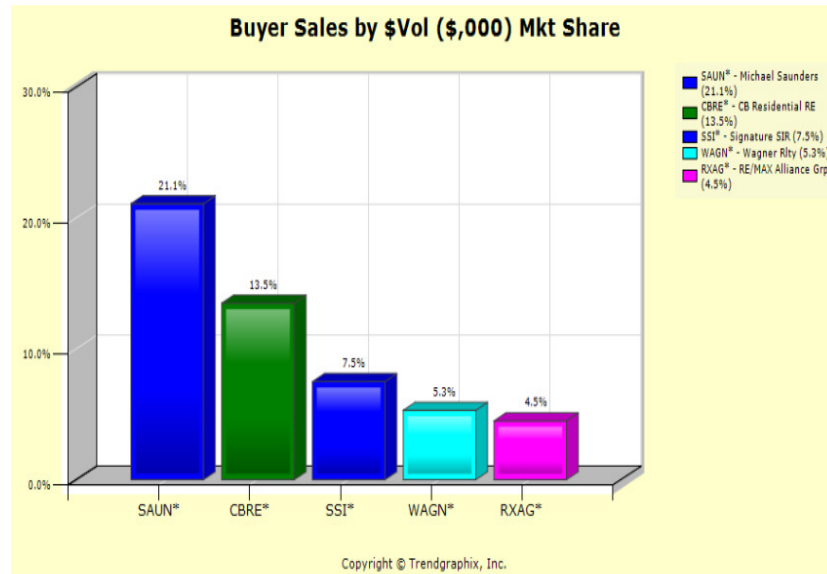


SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

LUXURY MARKET SHARE COMPARISONS MANATEE COUNTY

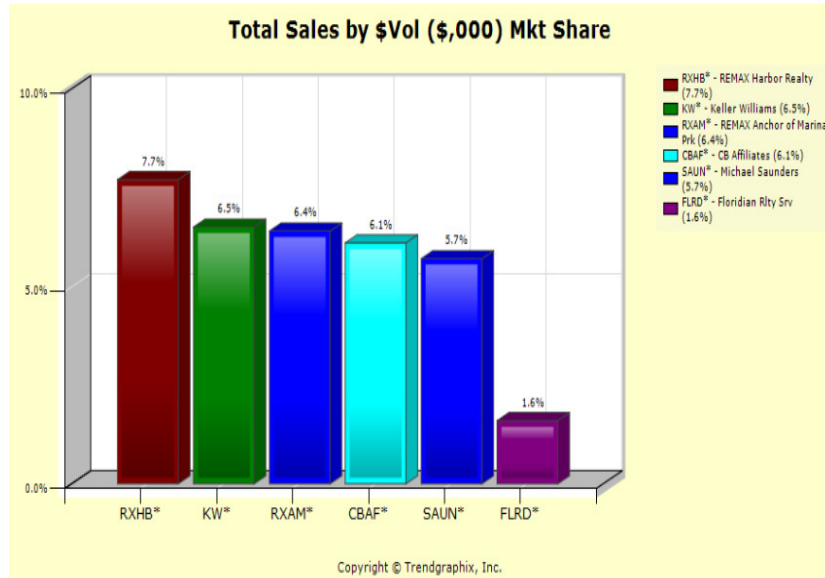


DOLLAR VOLUME LUXURY MARKET SHARE—LAST 12 MONTHS ALL LUXURY PROPERTIES, \$1 MILLION & UP

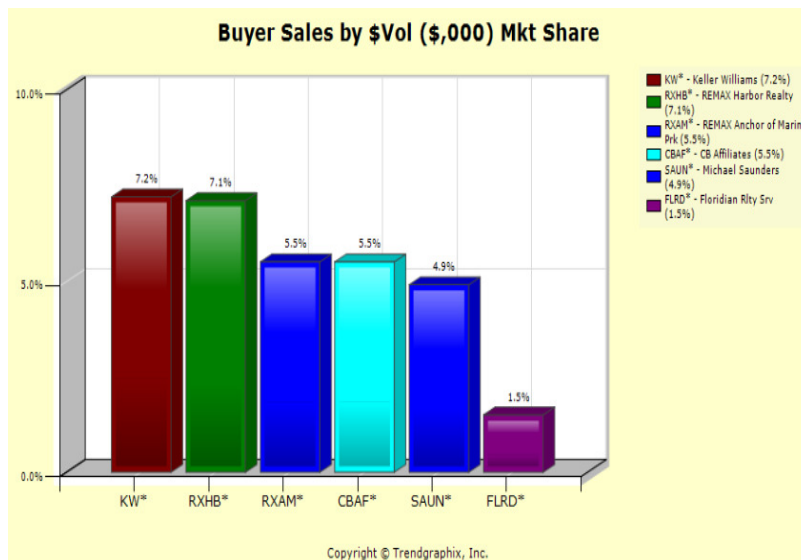


SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS ALL LUXURY PROPERTIES, \$1 MILLION & UP

MARKET SHARE COMPARISONS CHARLOTTE COUNTY

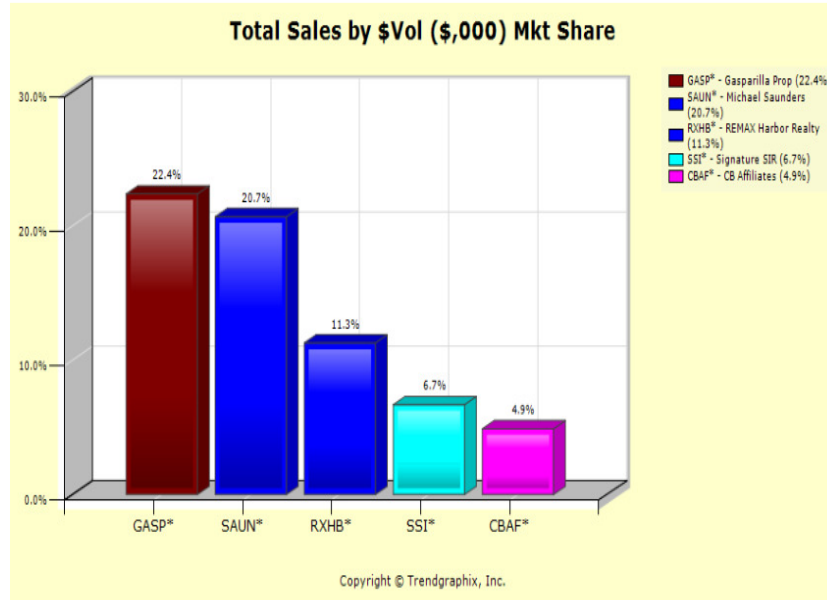


DOLLAR VOLUME MARKET SHARE—LAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

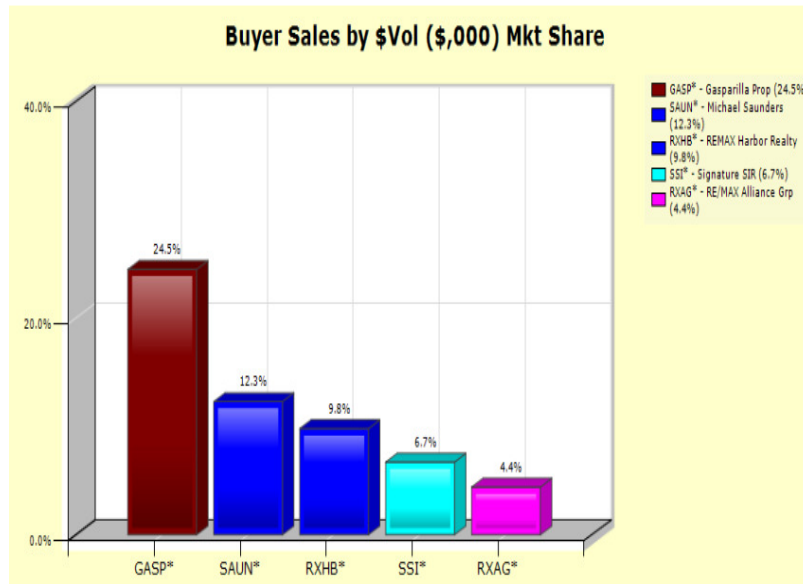


SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS ALL PROPERTIES; ALL PRICE RANGES

LUXURY MARKET SHARE COMPARISONS CHARLOTTE COUNTY



DOLLAR VOLUME LUXURY MARKET SHARE—LAST 12 MONTHS LUXURY PROPERTIES, \$1 MILLION & UP



SHARE OF BUYERS BY DOLLAR VOLUME—PAST 12 MONTHS LUXURY PROPERTIES, \$1 MILLION & UP

ABOUT TRENDGRAPHIX:

TrendGraphix, Inc. is a real estate reporting company based in Sacramento, CA that uses local Multiple Listing Service (MLS) data to provide highly-visual market statistical graphs for use by real estate brokers, agents, REALTOR® associations and media outlets across the country. TrendGraphix's programs are currently utilized by tens of thousands of agents in more than 100 brokerages in 18 states. For more information about TrendGraphix, please visit trendgraphix.com.

ABOUT MICHAEL SAUNDERS & COMPANY:

Now in its fourth decade of service to Southwest Florida, Michael Saunders & Company has grown from a single office into a network of 24 full-service offices—with more than 600 professionally trained associates and 163 staff members spanning the Gulf Coast region from Bradenton to Boca Grande.

Powerful international brokerage affiliations—including *Christie's International Real Estate*, *Leading Real Estate Companies of the World*, *Luxury Portfolio International* and *Mayfair International Realty* extend the company's message to qualified buyers globally, ensuring the broadest possible exposure for our sellers' properties.

Clients and customers of Michael Saunders & Company are afforded the most comprehensive range of real estate services in the Southwest Florida marketplace. These include mortgage, title and relocation services, a commercial real estate division and full service rental and property management capabilities. Its in-house marketing division has received numerous local, national and international awards for its property marketing techniques and expertise.

With sales that topped more than \$2 billion in 2012, Michael Saunders & Company is the largest-selling brokerage in all price ranges throughout Southwest Florida; and is ranked 55th largest in dollar volume according to the latest *Real Trends 500 Survey* of the 500 largest brokerages in the U.S. Locally focused and independently owned and operated, it is also listed among the 35 most influential Realtors in luxury real estate.

For more information about Michael Saunders & Company, please call 1-888-552-5228 or visit us on the web at michaelsaunders.com.

###