

**Real estate in our tri-county area saw another strong year.** While total sales are nearly the same as 2016, the median price across the market, in all price ranges is up. Overall, it is still a balanced market – neither favoring sellers or buyers – with certain exceptions by local market. To find out the trends in your specific community, it is always best to consult with your Michael Saunders & Company agent. We hope that you enjoy exploring this latest market update, and invite you to watch Drayton Saunders' Q4 video on [MichaelSaunders.com/blog](http://MichaelSaunders.com/blog).



## SARASOTA, MANATEE & CHARLOTTE COUNTIES

A LOOK AT THE NUMBERS | ALL PROPERTY TYPES | JANUARY-DECEMBER 2016 vs. JANUARY-DECEMBER 2017



TOTAL HOMES FOR SALE

**UP 5.9%**



NEW LISTINGS

**DOWN 1%**



LISTINGS UNDER CONTRACT

**UP 2.1%**



CLOSED SALES

**UP 0.9%**



MEDIAN SALE PRICE

**UP 6.7%**



AVERAGE DAYS ON MARKET

**UP 1.4%**



## SARASOTA COUNTY

A LOOK AT THE NUMBERS

Jan-Dec 2016 vs. Jan-Dec 2017

TOTAL HOMES FOR SALE



**8.1%**

NEW LISTINGS



**1.4%**

LISTINGS UNDER CONTRACT



**4.7%**

CLOSED SALES



**2.9%**

MEDIAN SALE PRICE



**6.4%**

AVERAGE DAYS ON MARKET



**4.2%**



## MANATEE COUNTY

A LOOK AT THE NUMBERS

Jan-Dec 2016 vs. Jan-Dec 2017

TOTAL HOMES FOR SALE



**5.7%**

NEW LISTINGS



**0.8%**

LISTINGS UNDER CONTRACT



**0.1%**

CLOSED SALES



**1.3%**

MEDIAN SALE PRICE



**4.5%**

AVERAGE DAYS ON MARKET



**1.4%**



## CHARLOTTE COUNTY

A LOOK AT THE NUMBERS

Jan-Dec 2016 vs. Jan-Dec 2017

TOTAL HOMES FOR SALE



**1.6%**

NEW LISTINGS



**2.1%**

LISTINGS UNDER CONTRACT



**0.1%**

CLOSED SALES



**0.3%**

MEDIAN SALE PRICE



**7.6%**

AVERAGE DAYS ON MARKET



**2.6%**

## REGIONAL MARKET SHARE • ALL PRICE POINTS

JANUARY 1, 2017 – DECEMBER 31, 2017 | SARASOTA, MANATEE & CHARLOTTE COUNTIES COMBINED

ALL PROPERTY TYPES • ©2017 TRENDGRAPHIX

BROKER	TOTAL SALES VOLUME	MKT %
<b>MICHAEL SAUNDERS</b>	<b>2,542,006,000</b>	<b>14.31%</b>
COLDWELL BANKER	1,922,034,000	10.82%
KELLER WILLIAMS	1,346,624,000	7.58%
RE/MAX ALLIANCE	1,086,450,000	6.12%
PREMIER SOTHEBYS	1,004,789,000	5.66%
RE/MAX ANCHOR	318,501,000	1.79%
WAGNER REALTY	295,082,000	1.66%
BERKSHIRE HATHAWAY	251,960,000	1.42%
RE/MAX PALM	231,573,000	1.30%
EXIT KING REALTY	202,359,000	1.14%

## REGIONAL MARKET SHARE • \$1 MILLION PLUS

JANUARY 1, 2017 – DECEMBER 31, 2017 | SARASOTA, MANATEE & CHARLOTTE COUNTIES COMBINED

ALL PROPERTY TYPES • ©2017 TRENDGRAPHIX

BROKER	TOTAL SALES VOLUME	MKT %
<b>MICHAEL SAUNDERS</b>	<b>947,603,000</b>	<b>30.30%</b>
COLDWELL BANKER	464,775,000	14.86%
PREMIER SOTHEBYS	387,030,000	12.38%
RE/MAX ALLIANCE	164,160,000	5.25%
KELLER WILLIAMS	119,604,000	3.82%
BERKSHIRE HATHAWAY	16,679,000	0.53%
WAGNER REALTY	16,258,000	0.52%
CENTURY 21 AZTEC	6,770,000	0.22%
RE/MAX HARBOR	5,625,000	0.18%
RE/MAX ANCHOR	5,100,000	0.16%

## MICHAEL SAUNDERS & COMPANY CALL CENTER

RECAP OF APPOINTMENTS SET TO SHOW PROPERTY

YEAR & QUARTER	2012	2013	2014	2015	2016	2017	TOTAL
Q1	21,051	20,148	21,626	20,089	19,501	18,027	120,442
Q2	15,949	16,008	17,217	16,533	16,231	15,163	97,101
Q3	12,111	12,384	12,877	12,550	12,331	10,535	72,788
Q4	13,141	12,437	11,884	12,372	11,290	11,465	72,589
TOTAL	62,252	60,977	63,604	61,544	59,353	55,190	362,920

# A LOOK AT LUXURY

PROPERTIES \$1 MILLION+  
Jan-Dec 2016 vs. Jan-Dec 2017

**A STRONG NOVEMBER AND DECEMBER** in the luxury space brought Michael Saunders & Company's 2017 sales volume total to \$2.75 Billion. It is important to note that the median price fluctuated significantly in the upper end of the market — demonstrating how critical the right price is to a successful sale.



## TRI-COUNTY

total luxury homes for sale

▲2.3%

new luxury listings

▲0.8%

luxury listings under contract

▲34.8%

closed luxury sales

▲30.4%

median sale price

▼3.6%

average days on the market

▼1.3%



## SARASOTA COUNTY

total luxury homes for sale

▲3.4%

new luxury listings

▲4.3%

luxury listings under contract

▲42.3%

closed luxury sales

▲38%

median sale price

▼7.1%

average days on the market

▼2.8%



## MANATEE COUNTY

total luxury homes for sale

▲2.6%

new luxury listings

▼6.2%

luxury listings under contract

▲16.3%

closed luxury sales

▲8.4%

median sale price

▲1.5%

average days on the market

▲8.7%



## CHARLOTTE COUNTY

total luxury homes for sale

▼7.8%

new luxury listings

▼3.5%

luxury listings under contract

▲46.7%

closed luxury sales

▲90.5%

median sale price

▲5.5%

average days on the market

▼23.5%

## TOP TEN LUXURY SALES 4TH QUARTER

The following luxury sales were successfully facilitated by our experienced agents, who are the reason Michael Saunders & Company commands a strong 30% share of the \$1M+ luxury property market.

1. 161 & 181 Gilchrist Ave | Boca Grande... **\$7,442,000**
2. VUE Penthouse | Sarasota ..... **\$6,444,000**
3. 1535 Bay Point Dr | Sarasota ..... **\$3,650,000**
4. 811 N Shore Dr | Anna Maria Island .... **\$3,200,000**
5. 106 Beach Rd | Siesta Key ..... **\$2,962,500**
6. 3535 Flamingo Ave | Siesta Key ..... **\$2,800,000**
7. 350 3rd St E | Boca Grande ..... **\$2,695,000**
8. 6302 Riverview Blvd | Bradenton ..... **\$2,650,000**
9. 1361 Harbor Dr | Sarasota ..... **\$2,500,000**
10. 401 S Palm Ave 402 | Sarasota ..... **\$2,475,000**

CHRISTIE'S  
INTERNATIONAL REAL ESTATE

LUXURY PORTFOLIO  
INTERNATIONAL

Our more than 40 years as an independent and locally-owned brokerage gives us the flexibility to hand select only those international partners known for their global reach and superior results. These include Christie's International Real Estate, Leading Real Estate Companies of the World, Luxury Portfolio International and Mayfair International Realty.

## SIGNIFICANT SALES FROM OUR AFFILIATE PARTNERS

1. Hilton & Hyland Real Estate | Bel-Air, California..... **\$90 Million USD**
2. Hammer Draff Great Properties | Monte Carlo, Monaco..... **\$60.75 Million USD**
3. Hilton & Hyland Real Estate | Malibu, California..... **\$50 Million USD**
4. Hilton & Hyland Real Estate | Beverly Hills, California..... **\$45 Million USD**
5. Hilton & Hyland Real Estate | Los Angeles, California..... **\$41 Million USD**
6. Hilton & Hyland Real Estate | Los Angeles, California..... **\$40.8 Million USD**
7. Hilton & Hyland Real Estate | Beverly Hills, California..... **\$40 Million USD**
8. Hilton & Hyland Real Estate | Los Angeles, California..... **\$36 Million USD**
9. Hilton & Hyland Real Estate | Los Angeles, California..... **\$35 Million USD**
10. Hilton & Hyland Real Estate | Beverly Hills, California..... **\$33 Million USD**