

ABSORPTION RATE: Is the ability of the real estate market to absorb all of the homes for sale in a certain block of time. From time of on market to contract. Not closing.											
SARASOTA COUNTY REAL ESTATE REALES As of 2-21-17 for past 30 days.	0-150	151-200	201-250	251-300	301-350	351-400	401-500	501-600	601-700	701-900	901-1,2m
Number of listing on market	96	281	393	319	291	338	384	220	138	174	163
Number of listings sold last month	10	46	44	28	10	10	25	15	10	9	24
Pending Sales	187	253	186	152	103	88	96	43	26	34	19
# Sold x 12 months	2364	3588	2760	2160	1356	1176	1452	696	432	516	516
Divide by 52 weeks	45,46154	69	53,07692	41,53846	26,07692	22,61538	27,92308	13,38462	8,307692	9,923077	9,923077
Divide into the number of active listings for absorption rate (weeks)	2,111675	4,072464	7,404348	7,67963	11,15929	14,94558	13,75207	16,43678	16,61111	17,53488	16,42636
	14,78173	28,50725	51,83043	53,75741	78,11504	104,619	96,26446	115,0575	116,2778	122,7442	114,9845
Overall figures	128,1342										
	2797										
	21,82868	5,45717	Months Inventory								
*Market awareness...											

Homes that are overpriced are sitting on the market longer and price reductions are showing daily in the MLS system. Example in 7 days there were approx. 811 price decreases, 138 properties were back on the market.

**When calculating resale of a rehabbed property, the length of time from contract to close using financing contingent upon appraisal is an average of 45-60 days which is not reflected in these figures. Cash deals are quicker.

KEY take away points: 1) Properties priced in the market giving weight to the seasonal changes will most likely fall into these statistics. 2) These statistics do not represent the affect of new construction in the areas of sales. It is important to look at new construction as competition when calculating an ARV (After Renovation Value). 3) Seasonal trends should also be considered when calculating a timeline for rehabbing a property. The summers are slower for some markets such as 2nd homes. Families moving for jobs shop between May-July with move-in/closing scheduled before school starts for children. Foreign buyers shop during holiday's weather winter or summer. In my research and experience with buyers currently foreign buyer exchange rates have been shown to be unfavorable for purchasing real estate in the USA. This can change quickly!

