SARASOTA COUNTY	SINGLE FAMILY RESIDE	NCE																							
				2016	2017	2018	2018															<u>-</u>			
		Dec 2005 (last peak)	Dec 2008 (lowest)	2016 total	Total 2017	Jan	Feb	Mar	Anr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Total 2018	Jan	Feb	Mar	Apr	May	June	Data Source
cash sales		NA NA	(iourest)	40%	38%	44%	46%	39%	37%	36%	34%	33%	34%	36%	40%	35%	37%	2010	37%	39%	39%	37%	35%	32%	realtors association
	SFR: 265/month; 167																								(https://www.scgov.net/government/county-
w construction	county alone																								administration/strategic-plan/ see kev
ermits	(changed Jan 2019) MF: 114/month; 72	1504		1450	1635	248	195	263	265	264	253	221	259	229	251	233	241	2922	277	195	245	232	318	197	performance measures for great place to live Katie
	county alone	621		688	846	12	394	0	465	27	99	8	346	4	261	0	0	1616	42	15	34	98	12	0	scgov report (Cheryl Swenney, katie white)
	4545 annual, 379 per																								
tal units	month max; 2863 county alone (238/M)	2125		2138	2481	260	589	263	730	291	352	229	605	233	512	233	241	4538	319	210	279	330	330	197	COUNTY ONLY; extrapolated would be 5181 units
	P 12 month total				4344**	2627	3058	2807	3390	3390	3541	3099	4416	4110	4632	4769	4538	4538	4597	4218	4234	3834	3834	3873	
nding inventory			468	766	998	947	818	888	1117	1121	1010	952	799	797	761	709	652	881	891	1086	1210	1293	1208	1109	
tive listings				2941	2862	3008	3151	2754	2737	2808	2743	2605	2595	2583	2866	3131	3148	2844	3548	3581	3515	3313	3007	2805	
	<4000 units: price growth? >5000 units,																								
otal inventory	prices decrease?	10,000	6224	3707	3860	3955	3969	3642	3854	3929	3753	3557	3394	3380	3627	3840	3800	3725	4439	4667	4725	4606	4215	3914	
	6 months = level, <5 is																								
ventory (in	sellers market, >6.5 is		19.1	4.5		4.5				4.0		2.0	2.0	2.0	4.2	4.7	4.0				5.0	-	4.5		- 6
onths) ledian sales price	>4x HH income not		19.1	4.5	4	4.5	4.7	4.1	4.1	4.2	4.1	3.9	3.9	3.8	4.3	4.7	4.8	4	5.4	5.4	5.3	5	4.5	4.2	Realtors association
R ('000)	sustainable	365	175	250	267	276	273	287	285	281	280	281	283	280	270	300	285	282	286	287	285	290	305	290	Realtors association
	YOY growth (<4.4% sustainable)*	25%	-34%		7%	10%	6%	10%	4%	8%	2%	8%	10%	4%	-5%	9%	7%	6%	4%	5%	-1%	2%	9%	4%	
ales price vs list	<-4%: sellers market																								
ice	>-6% buyers market what monthly level is	-3.1%	-7.0%	-4.5%	-4.8%	-5.0%	-4.5%	-4.8%	-4.8%	-5.2%	-4.8%	-5.0%	-4.6%	-4.1%	-4.3%	-4.3%	-4.4%	-5%	-4.7%	-5.1%	-4.6%	-5.6%	-4.5%	-5.3%	Realtors association
R Closed sales	healthy?	393 -39%	326	7825	657 0	519 9%	569	766	751	820	798	704	716	548	598	572	527	657	460	593	778	793	959	821	Realtors association ("closed sales")
	v PY	-39%	18%		U	9%	10%	-2%	-5%	0%	2%	3%	-1%	4%	9%	-10%	-20%		-11%	4%	2%	6%	17%	3%	
ledium time to	60-120=neutral, >120 is buyers market, <60																								
ale (days)	is sellers market		159	89	94	86	91	94	85	90	103	95	87	91	84	78	78	89	88	101	94	96	101	108	Realtors association
			1																						
	traditionally high or			0.20/	4 99/	4.00/	2.50/	2.40/	2.00/	1 50/	2.00/	2.70/	2.20/	20/	4 00/	1.00/	2 70/	2.00/	40/	2.00/	2.00/	2.10/	2 20/	2.00/	Book and a social trans
nd foreclosures tEOs and SS as %	low? increasing or			8.2%	4.8%	4.0%	3.5%	3.4%	2.0%	1.5%	2.0%	2.7%	3.2%	3%	4.8%	1.9%	2.7%	2.9%	4%	2.9%	2.8%	2.1%	2.3%	3.0%	Realtors association
total closed sales					down	up	down	down	down	down	up	par	down	up	up	down	up		up	down	down	down	down	up	
erest rates 30yr ed mortgage	historically high or low	6.40%		3.87%		3.95%	4.22%	4.43%	4.40%	4.55%	4.54%	4.52%	4.60%	4.54%	4.71%	4.83%	4.46%		4.45%	4.41%	4.41%	4.08%	4.14%	3.82%	4ycharts.com/indicators/30_year_mortgage_rat e
	rising or falling?	fairly stable		up		up	ир	up	par	up	par	par	up	down	up	up	down		down	down	par	down	up	down	
nts	ZRI Sarasota county		I	1780	1,905	2.048	2,000	2,000	2 000	2,000	1.950	1,995	1.913	1891	1.889	1,875	1,862	1,952	1,798	1,799	1,804	1,810	1,815	1,816	zillow.com/researchdata/#rental-data
iii.	vs LYSM increase			1/80	7.0%	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	12.7%				,	6.4%			-5.6%			8.4%	-12.2%	-10.1%	-9.8%		-9.3%		zmow.com/researchuata/#rentar-uata
nt affordability	<30% is sustainable			48%	47%	48%			46%	45%	-2.5% 44%	44%			-5.6% 41%	-9.1% 41%		43.8%	39%	38%	-9.8% 38%	-9.5% 38%			
	2015 data are latest, projected for inflation			49,453	1	E6 E00	56,960	57,416	E7 07F	58,338			59,749			61,195		59,062	62,178		63,177		64,192		USA.com and incomebyzipcode
сини пп шиле	projected for illitation			49,453	55,703	30,308	008,00	57,416	3/,8/5	38,338	58,805	39,275	59,749	00,227	00,709	01,195	01,085	59,002	02,178	02,075	03,1//	03,082	04,192	04,705	osa.com and incomedyzipcode

Median HH income projected for inflation

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under long term appreciation rate. Home sale increase 1987-2009: 4.3%, inflation same period: 4.4%, current inflation rate <2%, but we are still recovering from a massive deflation according to US census data.