

SARASOTA COUNTY SINGLE FAMILY RESIDENCE

	2016		2017		2018												Total 2018	2019						
	Dec 2005 (last peak)	Dec 2008 (lowest)	2016 total	Total 2017	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec		Jan	Feb	Mar	Apr	May	June	
	NA		40%	38%	44%	46%	39%	37%	36%	34%	33%	34%	36%	40%	35%	37%		37%	39%	39%	37%	35%	32%	
% cash sales																								
New construction permits	SFR: 265/month; 167 county alone (changed Jan 2019) MF: 114/month; 72 county alone		1504	1450	1635	248	195	263	265	264	253	221	259	229	251	233	241	277	195	245	232	318	197	
Total units	4545 annual, 379 per month max; 2863 county alone (238/M) P 12 month total		621	688	846	12	394	0	465	27	99	8	346	4	261	0	0	42	15	34	98	12	0	
Pending inventory		468	766	998	947	818	888	1117	1121	1010	952	799	797	761	709	652	881	891	1086	1210	1293	1208	1109	
Active listings			2941	2862	3008	3151	2754	2737	2808	2743	2605	2595	2583	2866	3131	3148	2844	3548	3581	3515	3313	3007	2805	
Total inventory	<4000 units: price growth? >5000 units, 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
Inventory (in months)	6 months = level, <5 is sellers market, >6.5 is buyers market		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
Median sales price SFR ('000)	>4x HH income not sustainable	365	175	250	267	276	273	287	285	281	280	281	283	280	270	300	285	282	286	287	285	290	305	290
Sales price vs list price	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%
SFR Closed sales	<-4%: sellers market >-6%: buyers market what monthly level is healthy?	393	326	7825	657	519	569	766	751	820	798	704	716	548	598	572	527	657	460	593	778	793	959	821
Medium time to sale (days)	60-120=neutral, >120 is buyers market, <60 is sellers market	-39%	18%		0	9%	10%	-2%	-5%	0%	2%	3%	-1%	4%	9%	-10%	-20%	89	-11%	4%	2%	6%	17%	3%
Mortgage default and foreclosures (REOs and SS as % of total closed sales)	traditionally high or low? increasing or decreasing?			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%
Interest rates 30yr fixed mortgage	historically high or low rising or falling?	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%	
Rents	ZRI Sarasota county vs LYSM increase			1780	1,905	2,048	2,000	2,000	2,000	2,000	1,950	1,995	1,913	1,891	1,889	1,875	1,862	1,952	1,798	1,799	1,804	1,810	1,815	1,816
Rent affordability	<30% is sustainable 2015 data are latest, projected for inflation	48%	47%		47%	13.8%	12.7%	11.1%	5.3%	5.5%	-2.5%	6.4%	0.7%	-1.1%	-5.6%	-9.1%	-2.2%	43.8%	-12.2%	-10.1%	-9.8%	-9.5%	-9.3%	-6.9%
Median HH income		49,453		53,703	56,508	56,960	57,416	57,875	58,338	58,805	59,275	59,749	60,227	60,709	61,195	61,685	59,062	62,178	62,675	63,177	63,682	64,192	64,705	

Data Source  
 realtors association  
<https://www.scgov.net/government/county-administration/strategic-plan/> see key performance measures for great place to live  
 Katie White  
 scgov report (Cheryl Swenney, katie white)

COUNTY ONLY; extrapolated would be 5181 units

Realtors association  
 Realtors association  
 Realtors association

4ycharts.com/indicators/30\_year\_mortgage\_rate

zillow.com/researchdata/#rental-data

USA.com and incomebyzipcode

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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  
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