

**THE MOULTON REAL ESTATE REPORT**  
**JANUARY 2011 FOR SARASOTA, FLORIDA**  
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Though progress in reducing inventory appears somewhat measured in January, do not be alarmed by the seemingly moderate sales performance, as this is very typical after traditionally high activity at year-end. With an aggressive winter affecting many of our feeder markets, the tourism industry projecting a strong spring season, and local economic indicators offering a positive outlook, the tiny steps that appear to be made are signs of a strengthening real estate market.

We currently have 11 months of overall inventory based on the January closings. Based on this past month's closings there are now 8.7 months of inventory for properties listed under \$500,000 compared with 11 months at the beginning of 2010; in the market for property between \$500,000 to \$1,000,000 there is a 33 month inventory, which has increased from 15 months at the end of 2010; and, in the market over \$1,000,000 there is a 48 month inventory. The available inventory does vary on a month-to-month basis depending on that month's closed sales. The current listing inventory is consistent with the amount at the end of December. As a benchmark, six months of inventory is considered a neutral market meaning it is neither a buyers nor seller's market.

The following statistical data is from information provided through the Multiple Listing Service of the Sarasota Association of Realtors. The table summarizes what happened in each price segment. The Sold (Closed), Pending and Listings columns are sales and listings for the month of the report and the Pending and Listed are the current totals of each in the MLS system. The Listed YE '10 column shows the # of listings at the end of 2010.

	<b>Sold</b>	<b>Sold</b>	<b>Sold</b>	<b>Sold</b>	<b>Pending</b>	<b>Pending</b>	<b>Listed</b>	<b>Listed</b>	<b>Listed</b>
<b>Houses</b>	<b>Jan '10</b>	<b>Jan '09</b>	<b>2010</b>	<b>2009</b>	<b>Jan</b>	<b>total</b>	<b>Jan</b>	<b>Total</b>	<b>YE '10</b>
<b>under \$250k</b>	241	227	3288	3055	355	968	247	1349	1408
<b>\$250k - \$500k</b>	64	68	1032	958	99	253	168	862	802
<b>\$500k - \$750k</b>	13	18	267	273	29	73	61	327	302
<b>\$750k - \$1m</b>	5	7	112	87	21	47	32	234	233
<b>\$1m - \$1.5m</b>	4	9	79	68	6	18	52	202	186
<b>\$1.5m - \$2m</b>	1	3	32	44	2	6	7	100	98
<b>\$2m - \$3m</b>	3	1	29	29	3	10	10	101	106
<b>\$3m &amp; above</b>	3	0	14	16	1	4	14	130	112
<b>Totals</b>	<b>334</b>	<b>333</b>	<b>4853</b>	<b>4530</b>	<b>516</b>	<b>1379</b>	<b>591</b>	<b>3305</b>	<b>3247</b>
<b>Condos</b>									
<b>under \$250k</b>	138	123	1699	1431	187	506	180	1226	1254
<b>\$250k - \$500k</b>	34	40	507	474	5	116	106	724	696
<b>\$500k - \$750k</b>	6	17	184	163	8	24	39	252	227
<b>\$750k - \$1m</b>	5	3	68	65	3	7	19	134	124
<b>\$1m - \$1.5m</b>	4	2	50	43	4	8	8	84	85
<b>\$1.5m - \$2m</b>	0	1	17	21	5	9	2	42	47
<b>\$2m - \$3m</b>	0	3	19	16	1	2	3	40	47
<b>\$3m &amp; above</b>	0	1	2	5	1	1	2	24	24
<b>Totals</b>	<b>187</b>	<b>190</b>	<b>2546</b>	<b>2218</b>	<b>214</b>	<b>673</b>	<b>359</b>	<b>2526</b>	<b>2504</b>
<b>Grand Totals</b>	<b>521</b>	<b>523</b>	<b>7399</b>	<b>6748</b>	<b>730</b>	<b>2052</b>	<b>950</b>	<b>5831</b>	<b>5751</b>

Courtesy of Michael Moulton, CRS  
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