

# The Russell Report

Presented by Drew Russell, GRI

## Hot Topic: 2007- The Year in Review

With the advent of a new year at hand, many are making their prognostications about 2008. Is now the time to buy, or is it still coming? I think that looking back first can help you make your own determination as you determine your level of participation in this year's market. The information below has been compiled solely by me and is derived from the Sarasota MLS.

-Sales in total units for 2007 were down slightly from 2006. In 2007 6149 properties were sold through the Sarasota MLS while 6491 were sold in 2006, **a change of -5%**. Total units sold in 2005 were 10538 making the **two year change -71%** in total closed units.

-Single Family home sales were **down 20%** in 2007 with 3670 as compared to 4421 in 2006. The average sale price in 2007 was down 7% to \$459,260 from the previous year. The median price dropped slightly from \$341,500 to \$303,349 in 2007 **a change of -11%**

-Condominium sales actually showed a strange level of resistance to negative change. Total units sold went **up 5%** to 2179. The average sale price year over year went **up 5%** while the median also **increased 6%** to \$335,000.

-As of publication the Sarasota MLS has 12565 residential and condominium properties for sale. With no properties being added to the mix, we can project about a **two year inventory** of properties at current absorption rates. If a quick look at sales is any indicator for 2008, the inventory may increase with only 108 sales logged at the time of publication.

**Summary:** It gives me no great pleasure to publish statistics as grim as these, but keep a few things in mind. The most important statistic in this brief analysis is that sales in units maintained place with 2006 despite the dire economic circumstances of 2007. While averages and medians are important they are highly affected by what is actually selling- a lot of the high end market prices are really coming down as well. All external statistical factors point to downward pressure on the housing market in the Sarasota area though our market continues to show a strange level of resistance to more highly affected areas like Miami-Dade. The X-factor for this year will be to see just how much impact the growing number of foreclosures has on our market while things in the high end keep moving along with foreigner buyers and investment groups taking advantage of a market that heavily favors them. Even with significant hurdles ahead, I still see the Sarasota market as one of the most resilient in the state and nation.

## Featured Properties



Lakeshore Village  
\$299,900

This lovely active adult villa offers expansive room sizes and over 2400 sq ft of living area in a clean and maintenance free environment. Call Drew for a private showing.



5228 Ashley Parkway  
\$795,000

This one acre estate is in one of Sarasota's most prized neighborhoods. Known for its quiet seclusion, Ashley is a Sarasota classic. This home features over 6,100 gross square feet with lake views and a spacious pool area.