

**2006 Residential  
Sales Trends**  
(Single Family and Condo)

**2006 Residential Unit Sales**

Combined Single Family/Condo

<b>MTD Comparison</b>		YTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2005 Units	21,902	Units	1,271	1,627	2,005	2,215	2,187	2,172	1,962	1,935	1,803	1,737	1,433	1,555
		% of YTD	5.8%	7.4%	9.2%	10.1%	10.0%	9.9%	9.0%	8.8%	8.2%	7.9%	6.5%	7.1%
2006 Units	14,652	Units	1,208	1,228	1,647	1,470	1,552	1,331	1,124	1,245	1,028	1,034	849	936
		% Change	-5.0%	-24.5%	-17.9%	-33.6%	-29.0%	-38.7%	-42.7%	-35.7%	-43.0%	-40.5%	-40.8%	-39.8%

<b>YTD Comparison</b>		MTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2005 YTD	21,902	Units	1,271	2,898	4,903	7,118	9,305	11,477	13,439	15,374	17,177	18,914	20,347	21,902
2006 YTD	14,652	Units	1,208	2,436	4,083	5,553	7,105	8,436	9,560	10,805	11,833	12,867	13,716	14,652
% Change 2006 YTD	-33.1%		-5.0%	-15.9%	-16.7%	-22.0%	-23.6%	-26.5%	-28.9%	-29.7%	-31.1%	-32.0%	-32.6%	-33.1%

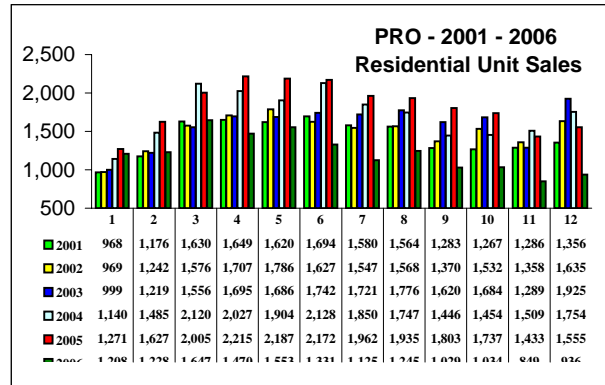
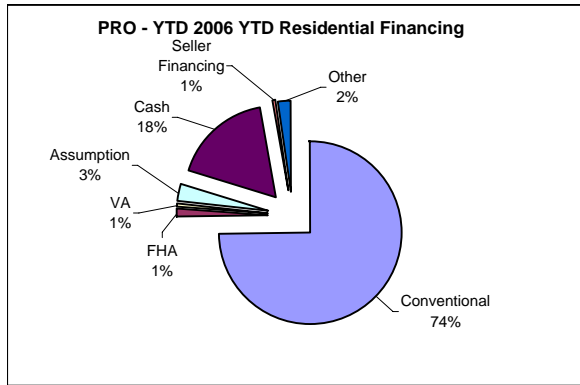
<b>2006 Price</b>		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Median Sales Price	Thousands	\$210.0	\$214.5	\$205.0	\$207.5	\$209.9	\$223.5	\$215.0	\$215.0	\$199.9	\$210.0	\$192.0	\$199.9
Mean Sales Price	Thousands	\$276.0	\$287.8	\$282.0	\$275.0	\$290.2	\$307.5	\$282.0	\$284.6	\$284.7	\$279.1	\$258.2	\$280.2

<b>Residential Sales</b>		YTD Total	% of YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
\$29,999 or under	12	0.08%	1	1	2	0	1	0	0	3	2	1	0	1	
\$30,000 - \$39,999	14	0.10%	0	1	0	0	4	1	0	2	1	2	2	1	
\$40,000 - \$49,999	31	0.21%	2	4	2	4	4	2	2	2	1	1	2	5	
\$50,000 - \$59,999	56	0.38%	5	3	6	2	2	5	4	6	4	8	8	3	
\$60,000 - \$69,999	134	0.91%	11	21	17	12	16	5	7	7	11	9	3	15	
\$70,000 - \$79,999	199	1.36%	13	24	19	19	18	16	12	11	12	24	18	13	
\$80,000 - \$89,999	289	1.97%	27	25	39	28	31	14	26	17	20	26	15	21	
\$90,000 - \$99,999	311	2.12%	28	23	40	43	25	37	16	29	21	15	17	17	
\$100,000 - \$119,999	657	4.48%	55	60	65	60	57	40	50	77	53	60	42	38	
\$120,000 - \$139,999	1,035	7.06%	84	76	121	102	97	88	71	86	92	61	80	77	
\$140,000 - \$159,999	1,435	9.79%	122	116	144	143	146	107	112	116	119	105	89	116	
\$160,000 - \$179,999	1,471	10.04%	119	111	192	150	157	135	105	114	105	99	96	88	
\$180,000 - \$199,999	1,246	8.50%	109	99	156	133	164	114	98	89	79	58	71	76	
\$200,000 - \$249,999	2,254	15.38%	182	212	243	229	231	189	180	204	140	185	122	137	
\$250,000 - \$299,999	1,608	10.97%	139	109	189	167	164	152	126	150	120	100	97	95	
\$300,000 - \$399,999	1,571	10.72%	123	142	184	157	191	165	135	128	88	89	76	93	
\$400,000 - \$499,999	798	5.45%	61	60	69	95	77	107	67	62	39	86	31	44	
\$500,000 - \$599,999	439	3.00%	39	42	42	33	48	46	40	34	36	25	28	26	
\$600,000 - \$699,999	317	2.16%	33	31	30	27	37	22	15	36	19	32	14	21	
\$700,000 - \$799,999	211	1.44%	14	19	25	17	22	19	12	21	22	13	13	14	
\$800,000 - \$899,999	134	0.91%	13	12	13	11	10	14	18	11	14	8	7	3	
\$900,000 - \$999,999	109	0.74%	6	8	9	11	9	15	11	14	8	7	5	6	
Over \$1,000,000	324	2.21%	22	29	40	27	42	38	18	26	23	20	13	26	
<b>2006 Total</b>	<b>14,655</b>		<b>1,208</b>	<b>1,228</b>	<b>1,647</b>	<b>1,470</b>	<b>1,553</b>	<b>1,331</b>	<b>1,125</b>	<b>1,245</b>	<b>1,029</b>	<b>1,034</b>	<b>849</b>	<b>936</b>	

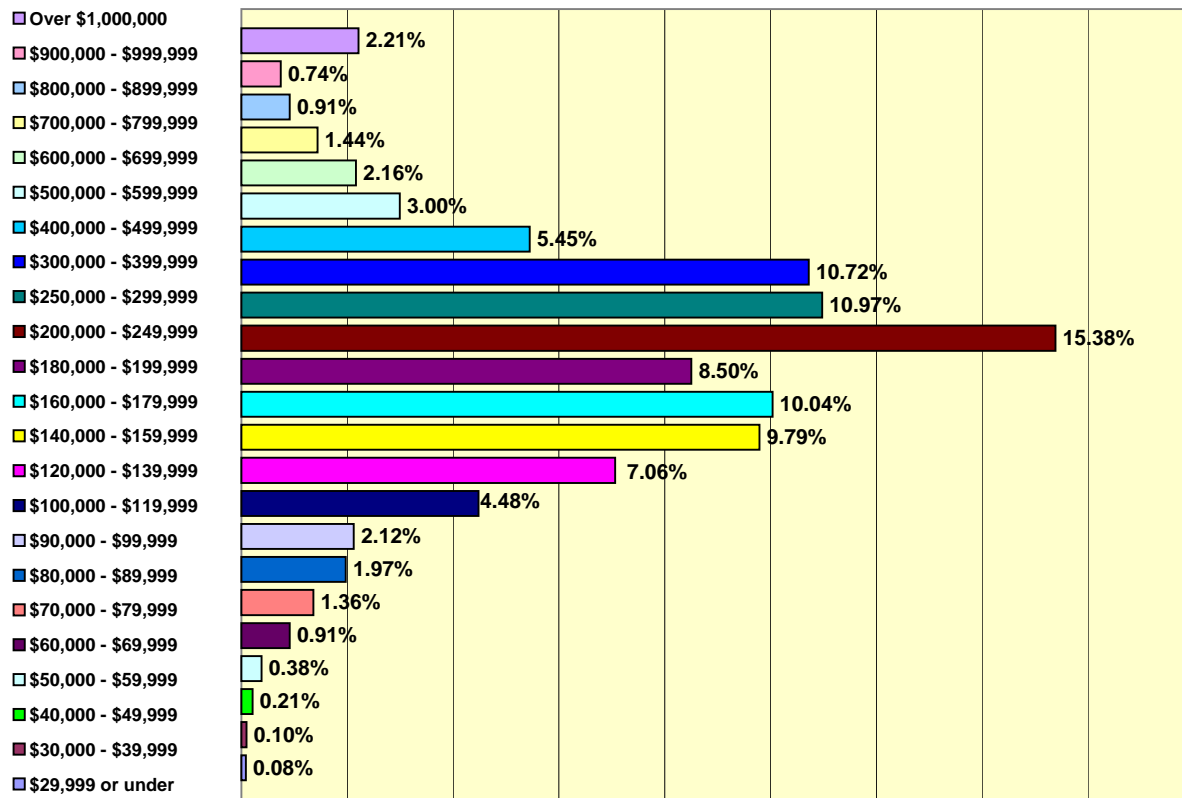
<b>Days On Market</b>		YTD Total	% of YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1-30	5,030	38.82%	534	492	717	566	601	452	344	328	277	275	215	229	
31-60	2,852	22.01%	234	245	286	302	344	306	226	234	191	180	151	153	
61-90	1,906	14.71%	115	158	178	179	202	184	172	161	146	146	129	136	
91-120	1,281	9.89%	70	85	145	111	110	105	110	129	116	93	89	118	
120+	1,887	14.56%	96	126	143	142	155	142	153	166	177	196	177	214	

<b>Financing</b>		YTD Total	% of YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Conventional	10,906	74.82%	880	896	1,239	1,071	1,145	1,017	853	945	769	753	621	717	
FHA	180	1.23%	8	13	18	18	20	20	14	14	13	23	12	7	
VA	107	0.73%	7	8	12	10	10	8	12	8	8	11	5	8	
Assumption	428	2.94%	24	22	39	33	52	33	35	44	55	40	30	21	
Cash	2,561	17.57%	260	233	295	279	271	210	184	197	151	176	146	159	
Seller Financing	89	0.61%	8	8	9	6	9	7	3	8	3	16	7	5	
Other	306	2.10%	16	28	22	28	43	34	23	27	28	14	24	19	

## 2006 Residential Sales Trends (Single Family and Condo)



### 2006 YTD Residential Sales - Price Class Analysis



**Pinellas Realtor Organization - PRO - Suncoast MLS**

Data reported here represents the combined Single Family and Condominium/Co-op Sales. The reported sales for the former Greater Clearwater Association of REALTORS (GCAR) and the St Petersburg Suncoast Association of REALTORS (SSAR) have been combined and averages calculated where appropriate for trend comparisons.

Reported sales are dependent upon timeliness of sales and totality of information reported by participants. The data reflects only the sales published through the Pinellas Realtor Organization MLS and does not include all sales in the reported areas. Neither PRO nor the Suncoast MLS is in any way responsible for its accuracy.

