

# Michael Saunders & Company

Licensed Real Estate Broker

Exceptional People & Properties

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## Graphically Speaking

A picture may be worth a thousand words, but a graph can speak volumes. When graphically depicted, the most recent statistics compiled by the Florida Association of Realtors show how existing home and condominium sales in Sarasota-Bradenton have fared during the first three quarters of 2007 (vs. 2006), compared to other key markets and the statewide average.

Throughout 2007, Sarasota-Bradenton has stayed way out in front of Florida's other top markets, consistently holding its lead because we entered the real estate correction sooner, adjusted faster, and will always be one of Florida's most sought-after destinations. Typically the first markets into a correction are the first out.

Not shown—but amazing nonetheless—is the fact that Sarasota-Bradenton sold 2,195 single-family homes during the third quarter of 2007, besting markets many times its size. These include Fort Lauderdale—with 2,164 homes sold—and Miami, with 2,137 sold. Clearly, forward thinking buyers are getting out in front of a full-blown recovery by buying where they detect the most vitality, value and promise of a solid long-term investment. Not to mention the added dividend of a culturally rich lifestyle, unparalleled anywhere else in the state. Only in the traditionally slower months of August, September and October did Sarasota-Bradenton

sell marginally fewer homes than last year. Even so, we were still light years ahead of the pack.

Condominium sales in the third quarter of 2007 fared even better. In the third quarter of 2007, Sarasota-Bradenton enjoyed a 15 percent increase in condominium sales, the third such quarterly increase this year. And it wasn't at the expense of median price, which stayed exactly on par with a year ago—a possible indication that prices have begun to stabilize. Truly there hasn't been a better time to buy in many years. Don't let the home you've been eying slip through your fingers so late in the game. Make an offer.

