

TRENDGRAPHIX

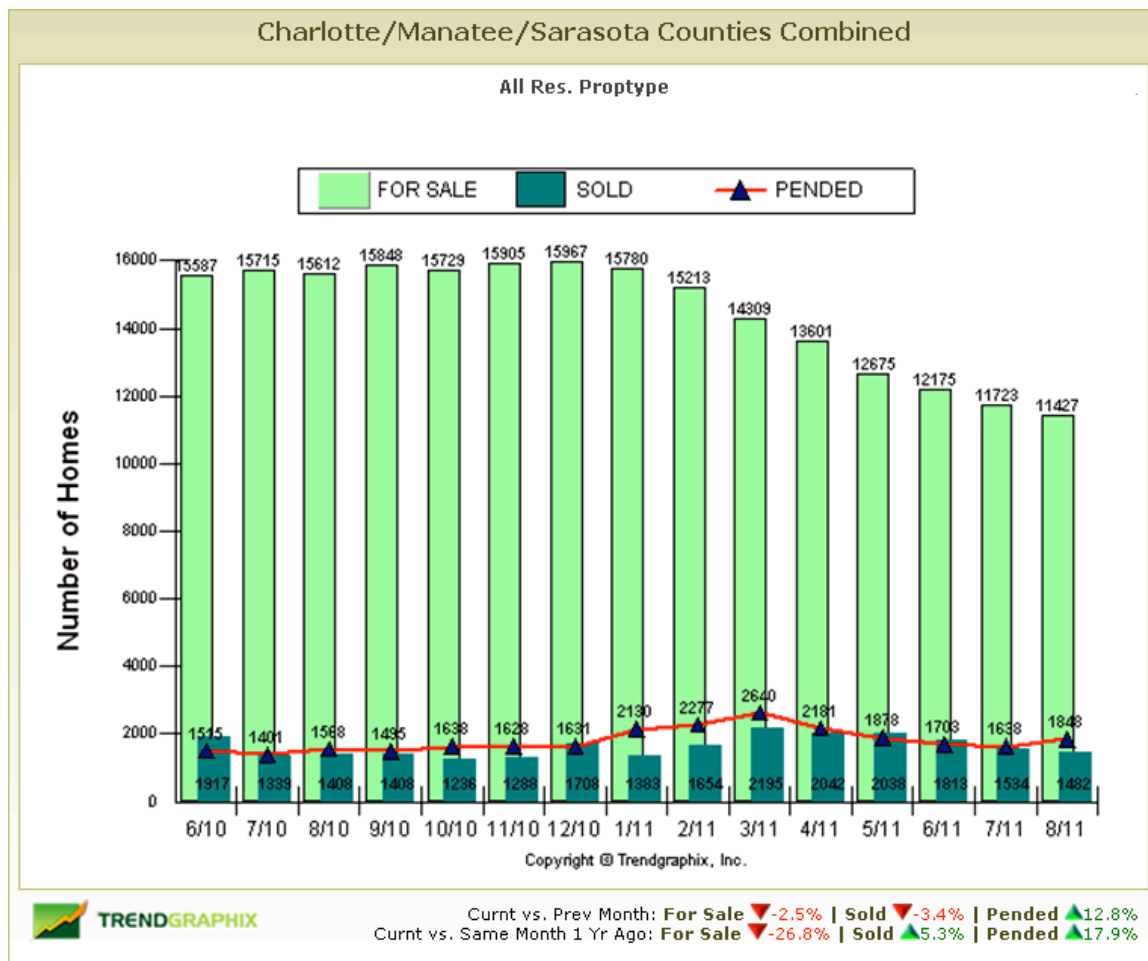


**RESIDENTIAL REAL ESTATE
MARKET TREND REPORT
FOR
SOUTHWEST FLORIDA**

**REPORTING PERIOD:
AUGUST, 2011**

PART I: OVERALL MARKET SUMMARY

ALL PROPERTIES, ALL PRICE RANGES



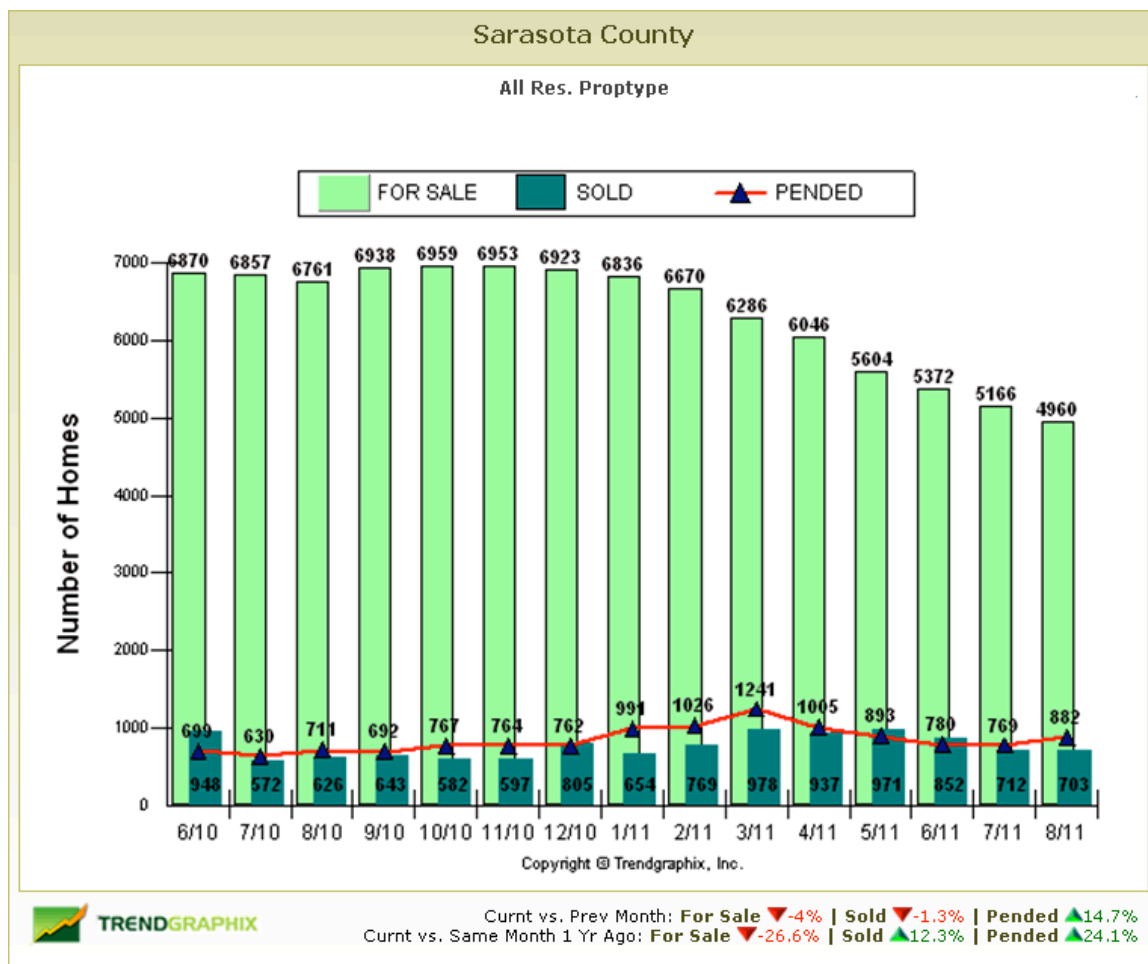
The market for properties throughout Southwest Florida continued to show steady year-over-year improvement in August, based on the latest Trendgraphix report based on MLS sales for Sarasota, Manatee and Charlotte Counties. Following are the combined highlights for the three-county region.

- Overall sales in the region during August were 3.4% behind July; but 5.3% ahead of August 2010.
- August's inventory of available properties in the three county area dropped by 2.5% from July; and by 26.8% compared with last August.

- August “pendings,” a strong indicator of future sales performance, were 12.8% ahead of July; and up 17.9% compared with August 2010.

PART II: LOCALIZED FACTS & TRENDS

ALL PROPERTIES, ALL PRICE RANGES



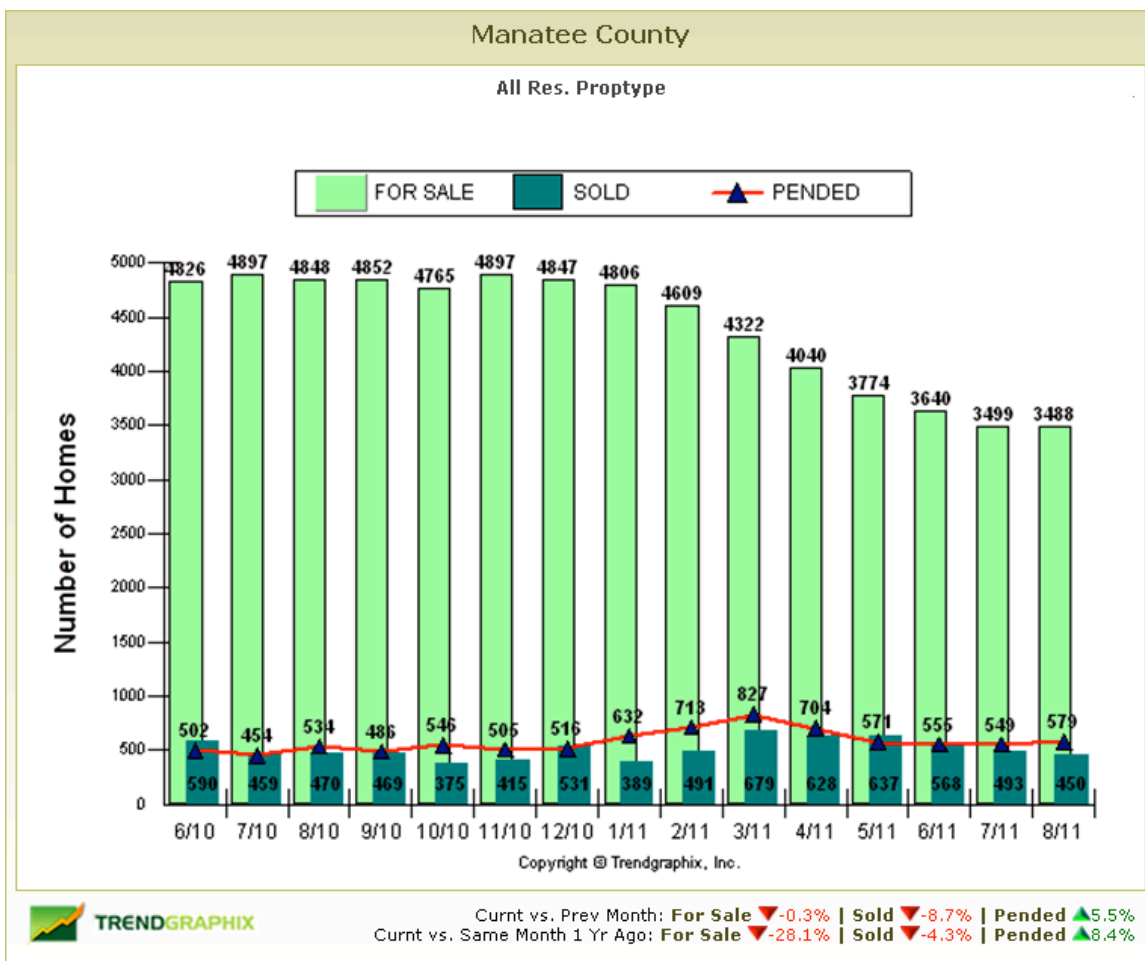
SARASOTA COUNTY

(ALL PROPERTIES, ALL PRICE RANGES)

A recap of August 2011 sales reveals the following trends for Sarasota County:

- August 2011 sales were down 1.3% versus July, but up by 12.3% compared with August 2010.

- Based on the August rate of closed sales, there is now a 7.1-month supply of properties for sale—down from 7.3 in July and 10.8 a year ago. A seven-month supply represents a balanced market; with anything lower typically trending toward a seller's market.
- The total number of “pending” properties—or those placed under contract during August—rose substantially. Pendings were up 14.7% vs. July; and 24.1% vs. last August, an indicator that the positive trend in sales that began late last year will continue for at least the next 60-90 days.
- There is presently a 5.6-month inventory of available properties based on the current rate of pending sales. This is down from 6.7 in July and 10.8 a year ago.
- The inventory of available homes continued its steady decline in August. The number of homes for sale in Sarasota County was down 4% versus July and down 26.6% compared with last August.
- Inventory is now at its lowest level since August 2005, during the housing boom. At the same time, it is nearly two-thirds less than in March 2007, when inventory peaked during the subsequent downturn.
- August's median price for properties in Sarasota County—currently at \$140,000—has held steady since May; and is 7.1% ahead of last August.

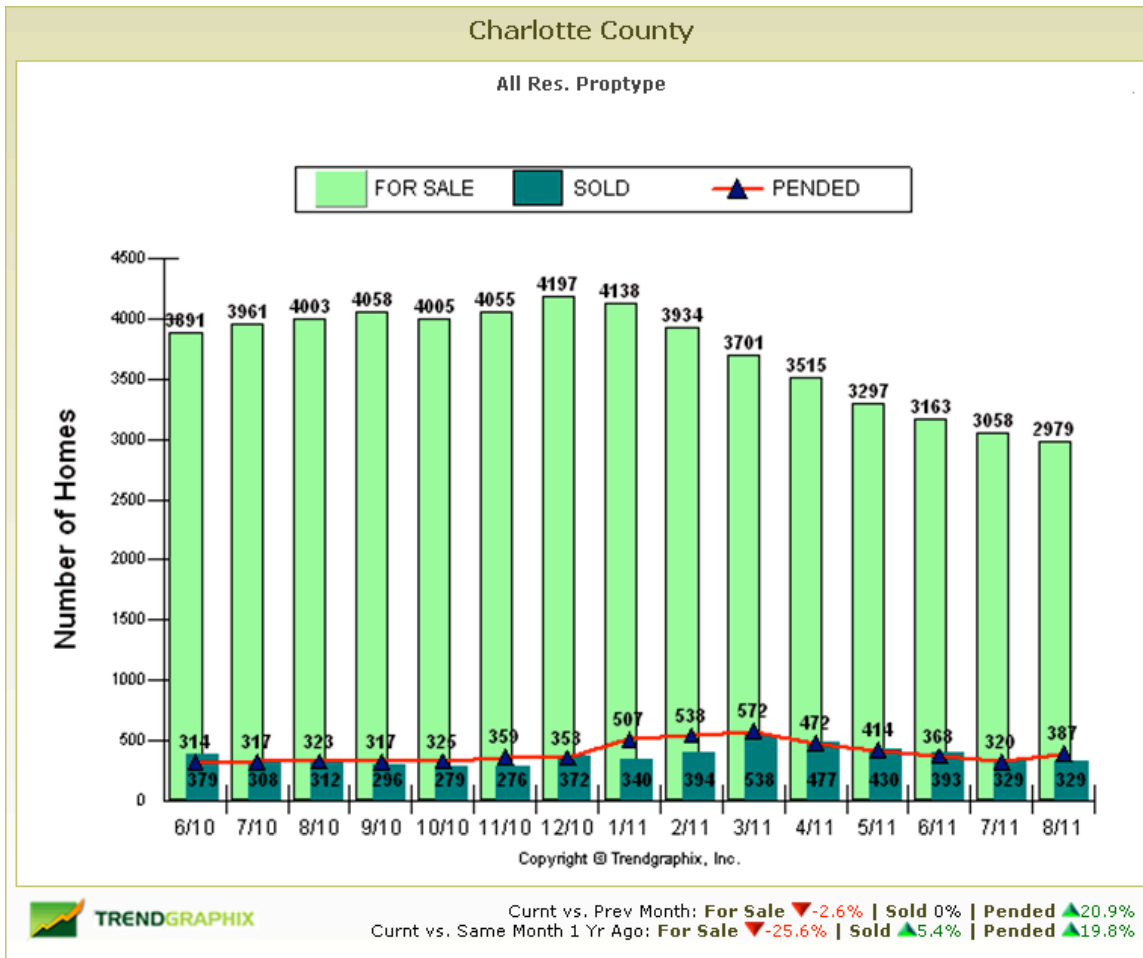


MANATEE COUNTY
(ALL PROPERTIES, ALL PRICE RANGES)

A recap of August 2011 sales reveals the following trends for Manatee County:

- August 2011 sales were down 8.7% versus July; and down 4.3% compared with last August.
- Based on the August rate of closed sales, there is now 7.8 months of available inventory in Manatee County—up from 7.1 months in July, but down from 9.1 months in August 2010.

- The total number of “pending” properties—or those placed under contract during August—rose by 5.5% vs. July; and by 8.4% compared with last August.
- There is presently a 6 month inventory of available properties based on the current rate of pending sales. This is down from 6.4 in July and down from 9.1 in August of 2010
- The inventory of available homes continued its steady decline in August. The number of homes for sale was down .3% from July and down 28.1% compared with last August.
- Inventory is now at its lowest level since September 2005, during the housing boom. At the same time, it is 72.4% lower than in February 2007, when inventory peaked during the subsequent downturn.
- August’s median price for properties in Manatee County—currently at \$154,000—was 6.1% lower than July; but 5.5% ahead of last August.



CHARLOTTE COUNTY (ALL PROPERTIES, ALL PRICE RANGES)

A recap of August 2011 sales reveals the following trends for Charlotte County:

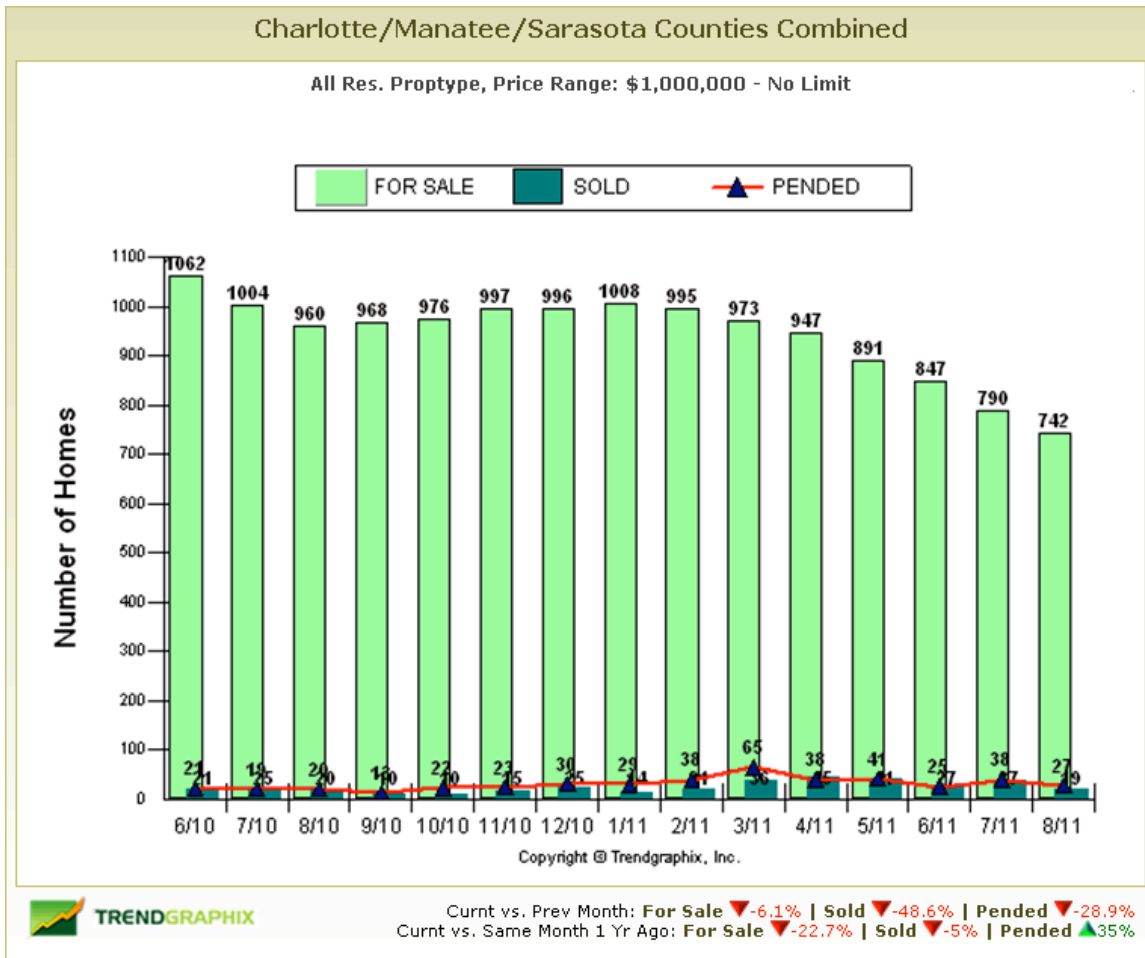
- August sales—with 329 transactions—were exactly equal to July sales; but 5.4% ahead of August 2010.
- Based on the August rate of closed sales, there is now 9.1 months of available inventory in Charlotte County—down from 9.3 months in July, and down from 12.8 months in August 2010.
- The total number of “pending” properties—or those placed under contract during August—rose by 20.9% vs. July; and by 19.8% compared with last August.
- There is presently a 7.7 month inventory of available properties based on the current rate of pending sales. This is down from 9.6 in July and down from 12.4 in August of 2010

- The inventory of available homes continued its steady decline in August. The number of homes for sale was down 2.6% from July and down 25.6% compared with a year ago.
- Inventory is now at its lowest level since October 2005, during the housing boom. At the same time, it is 53% lower than in March 2007, when inventory peaked during the subsequent downturn.
- August's median price for a home in Charlotte County—currently at \$95,000—was 5% lower than in July; but only 2.1% lower than last August.

(PART III BEGINS NEXT PAGE)

PART III: OVERALL SUMMARY

LUXURY MARKET—PROPERTIES \$1 MILLION +



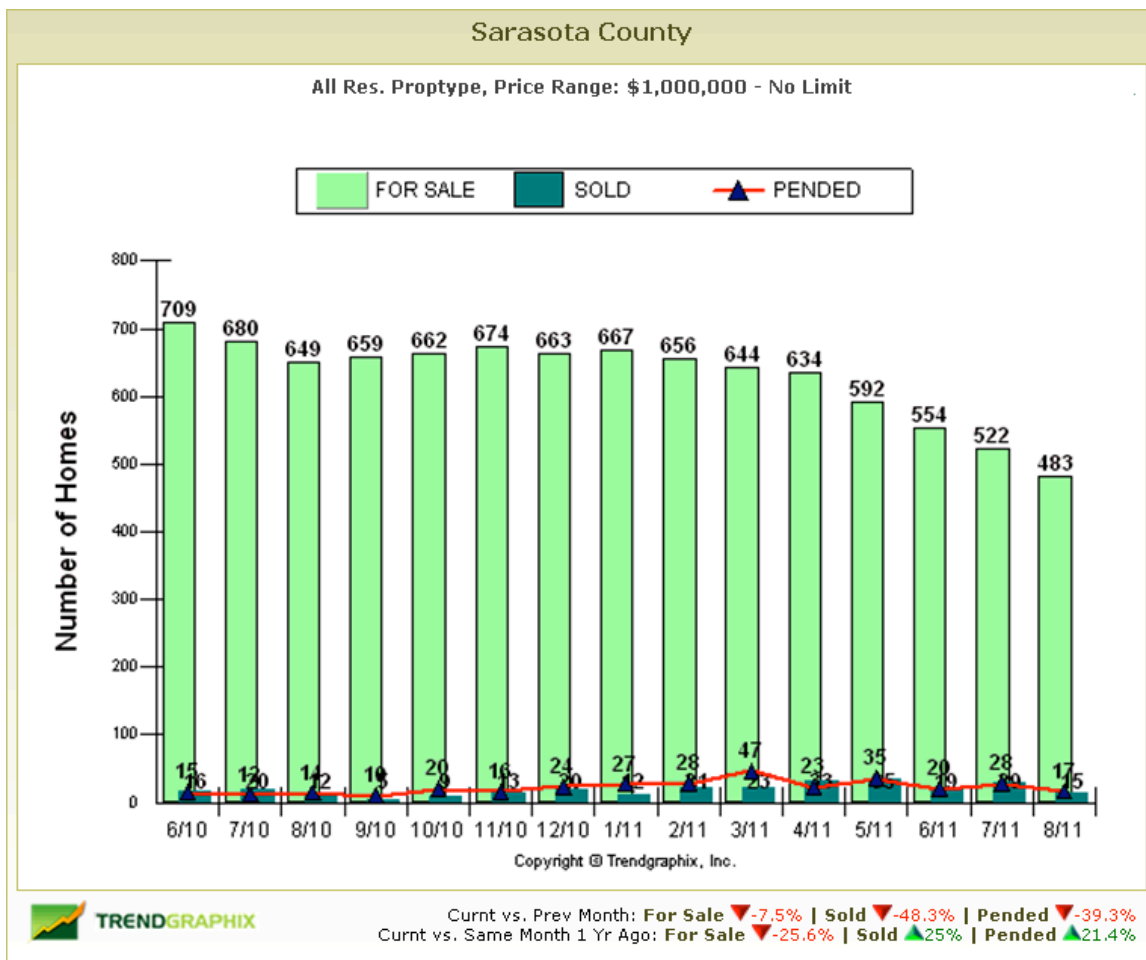
The luxury market in Southwest Florida experienced a sharp decline in sales from July to August. This sizeable drop may be secondary to buyer jitters caused by the rancorous congressional debate over the debt-ceiling that dominated the news cycle throughout much of the month; as well as by investor concern over possible European debt defaults.

Here are the combined highlights for the region's luxury market, defined as properties priced above \$1 million:

- August sales were down by 46.6 versus July; but down by only 5% compared with August 2010.
- “Pending” sales were also down sharply—by 28.9%—versus July; but were up by 35% compared with August 2010.
- The total number of homes for sale continued to drop as they have all year—by 6.1% versus July; and by 22.7% compared with August 2010.

PART IV: LOCALIZED FACTS & TRENDS

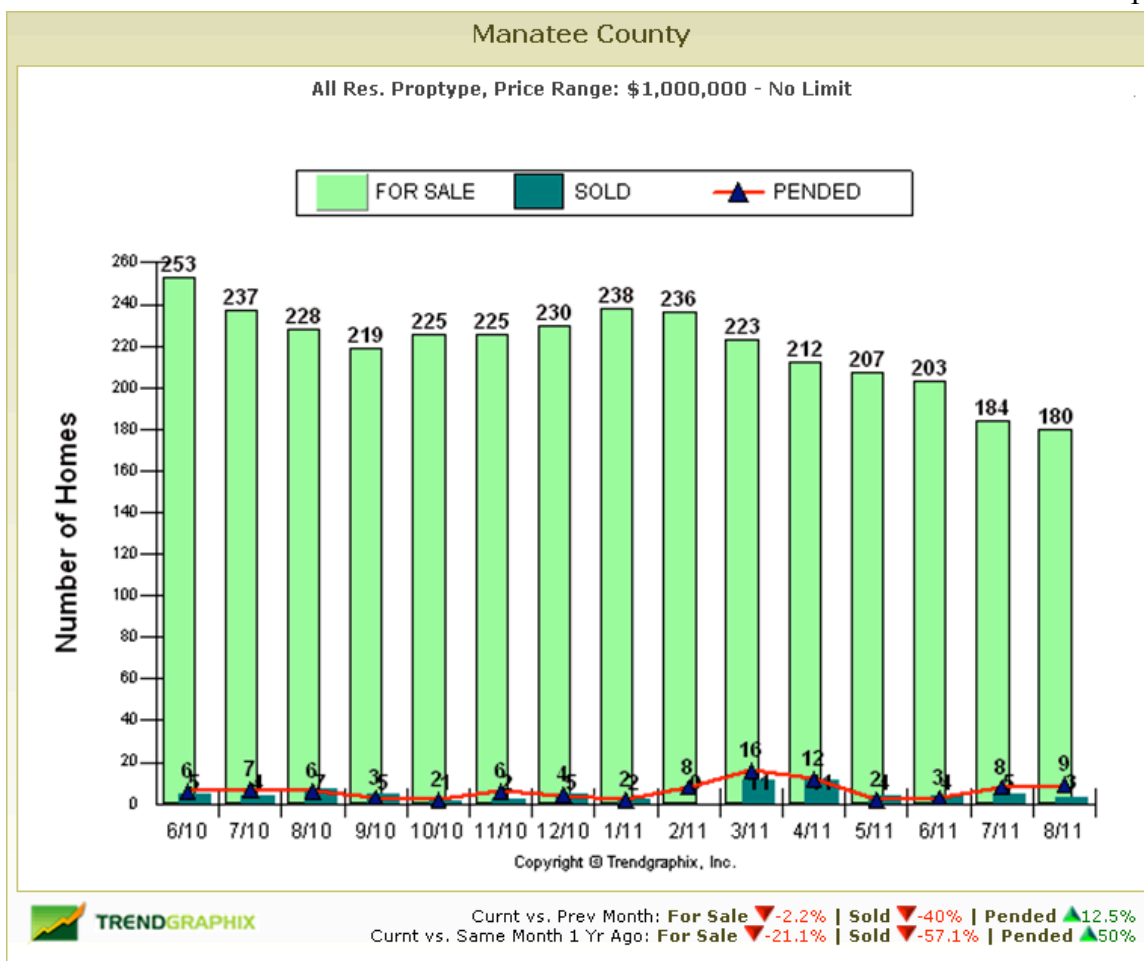
LUXURY MARKET—PROPERTIES \$1 MILLION +



SARASOTA COUNTY (PROPERTIES \$1 MILLION +)

A recap of August 2011 sales reveals the following trends in Sarasota County's luxury market:

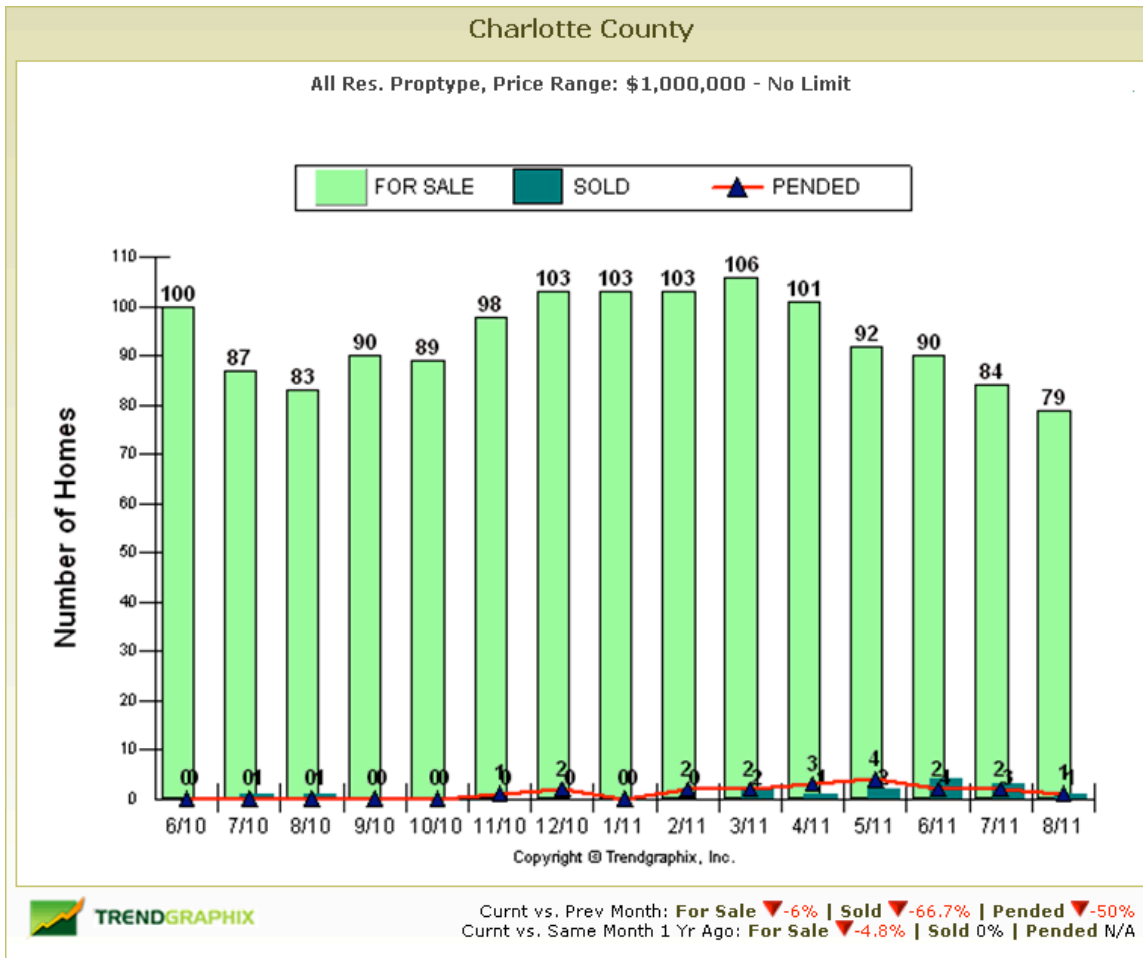
- August 2011 sales were 48.3% below July; but 25% ahead of August 2010.
- August "pendings" were 39.3% below July; but 21.4% ahead of August 2010.
- The inventory of available luxury properties continued the downward trend begun in January. The August inventory dropped by 7.5% compared with July; and by 25.6% versus August 2010.
- The inventory of available luxury properties in Sarasota County is now at its lowest level since September 2002, before the boom in luxury sales; and nearly 70% below March of 2006, when inventory peaked during the subsequent downturn.
- The median price for all luxury homes sold in Sarasota County in August was \$1.55 million, a 10.8% decrease since July; and a 1.3% increase since August 2010.



MANATEE COUNTY (PROPERTIES \$1 MILLION +)

A recap of August 2011 sales reveals the following trends in Sarasota County’s luxury market:

- August 2011 sales were 40% below July; and 57.1% below August 2010.
- August “pendings” were an entirely different story. They were 12.5% ahead of July; and 50% ahead of August 2010.
- The inventory of available luxury properties continued the downward trend begun in January. The August inventory dropped by 2.2% compared with July; and by 21.1% versus August 2010.
- The inventory of available luxury properties in Manatee County is now at its lowest level since February 2004, during the boom in luxury sales; and nearly 80% below February 2007, when inventory peaked during the subsequent downturn.
- The median price for all luxury homes sold in Manatee County in August was \$1.575 million, a 43.2% increase over July; and a 31.3% increase over August 2010.

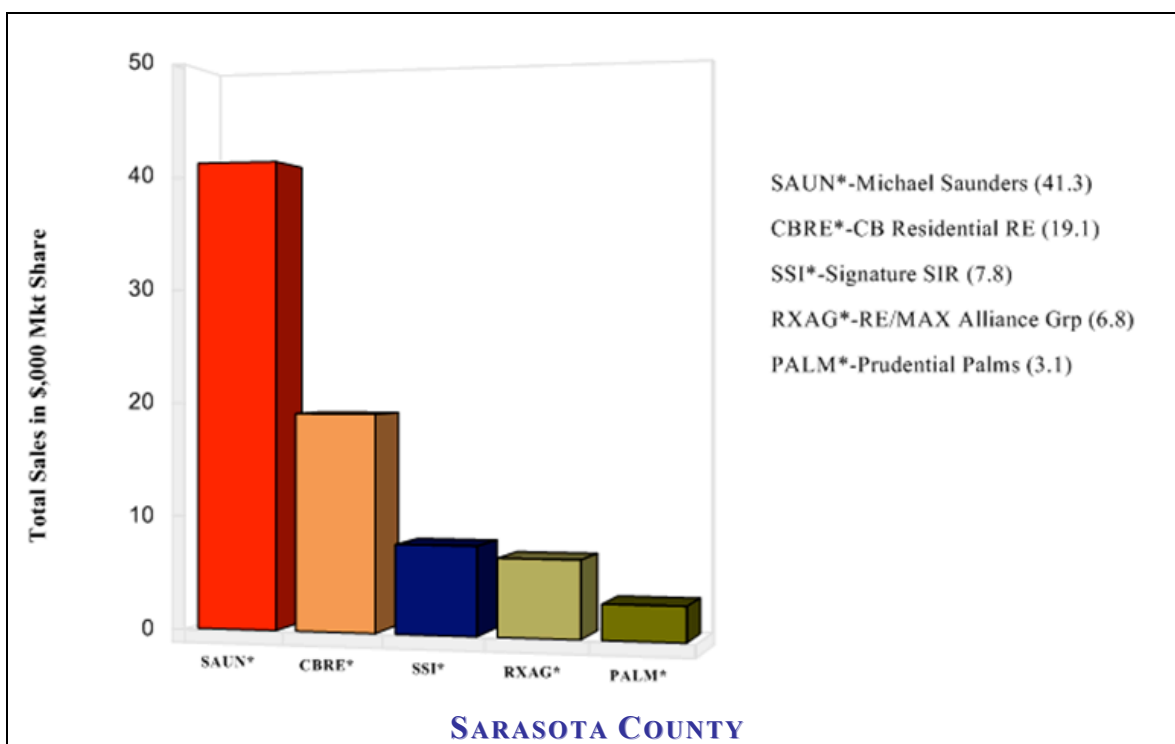
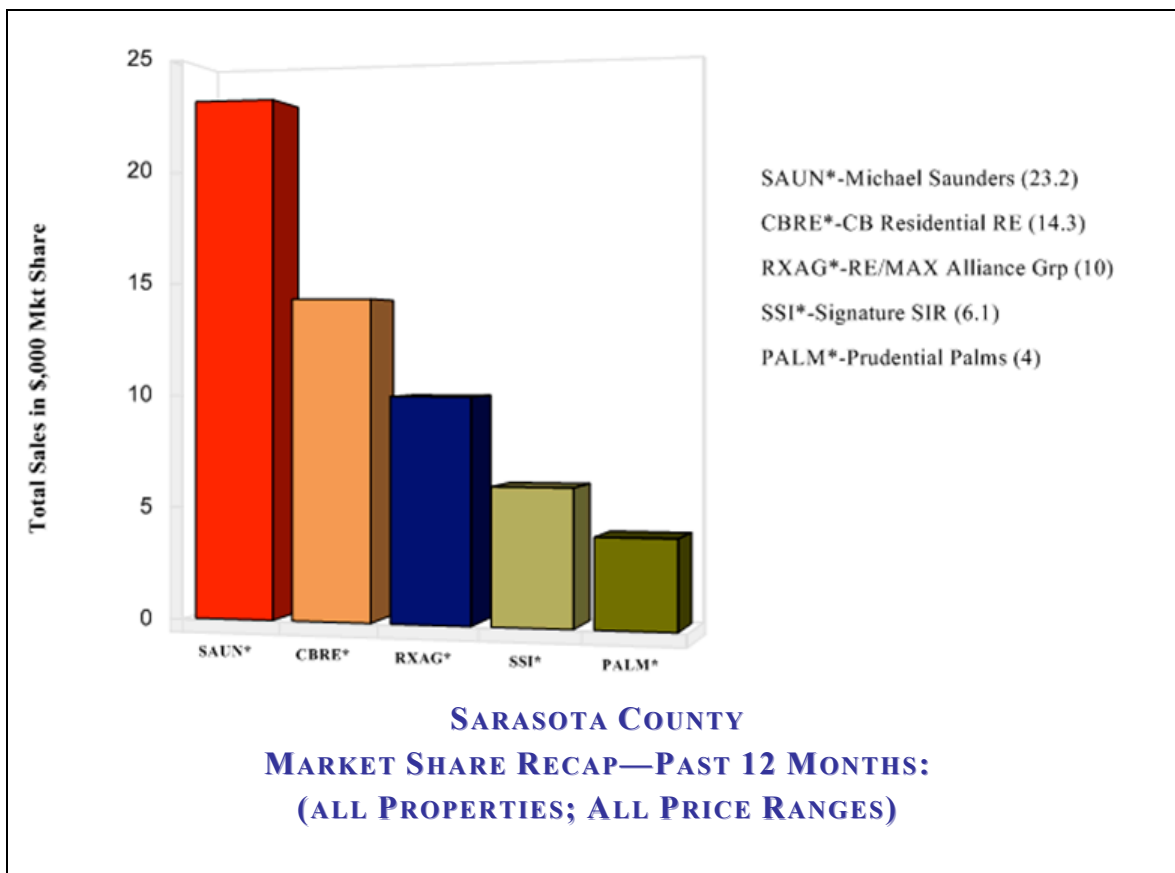


CHARLOTTE COUNTY (PROPERTIES \$1 MILLION +)

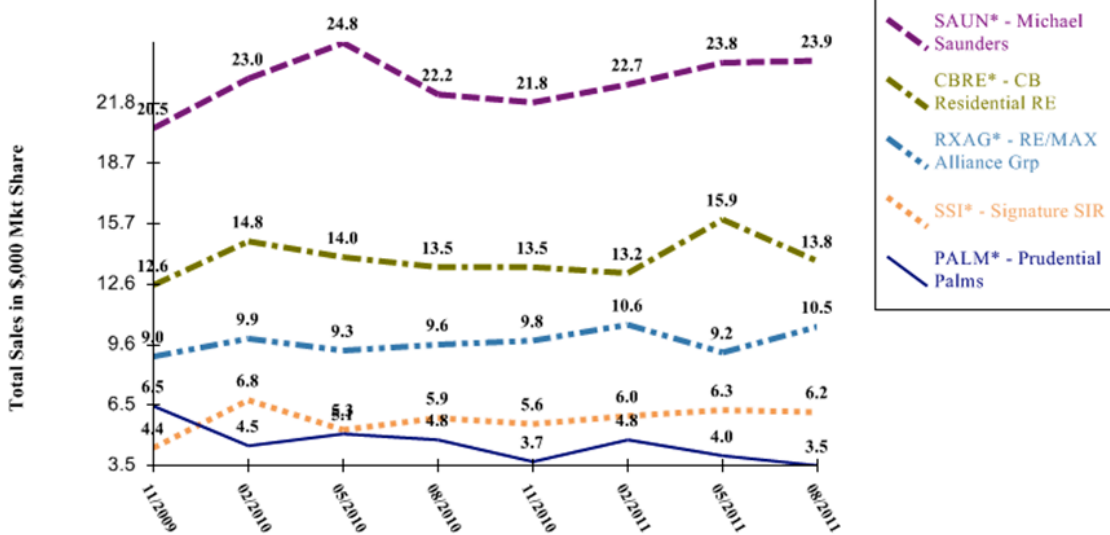
A recap of August 2011 sales reveals the following trends in Sarasota County's luxury market:

- August 2011 sales were 66.7% below July; but equal to August 2010.
- August "pendings" were 50% below July. Last year, no luxury homes were placed under contract in August compared with 1 home in August 2011.
- The inventory of available luxury properties in Charlotte County continued the downward trend begun in March. The August inventory dropped by 6% compared with July; and by 4.8% versus August 2010.
- The inventory of available luxury properties in Charlotte County is now at its lowest level since March 2005, during the boom in luxury sales; and nearly two-thirds below March 2006, when inventory peaked during the subsequent downturn.

PART V: MARKET SHARE REPORT

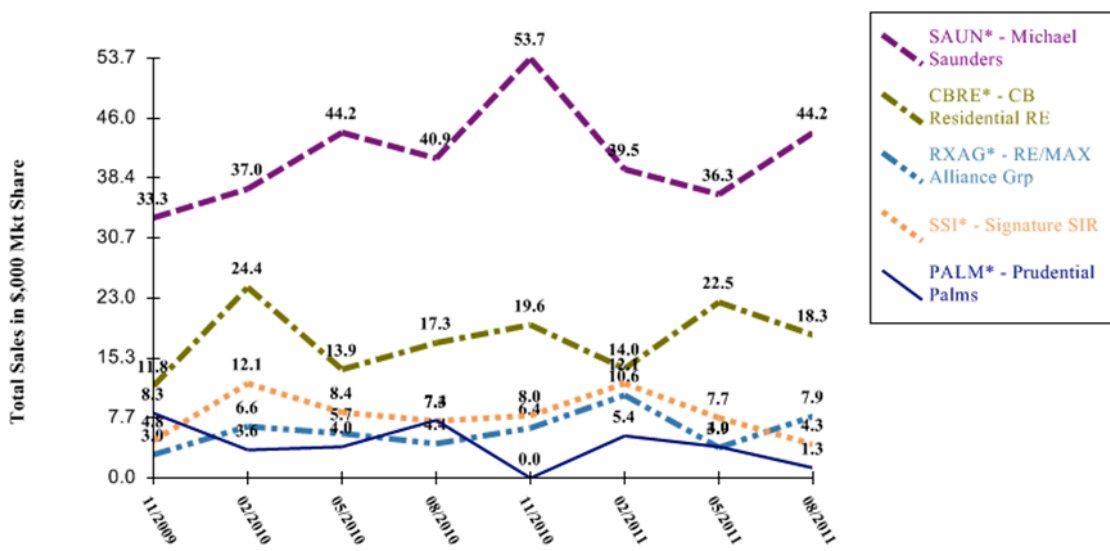


**MARKET SHARE RECAP—PAST 12 MONTHS:
(PROPERTIES \$1 MILLION +)**

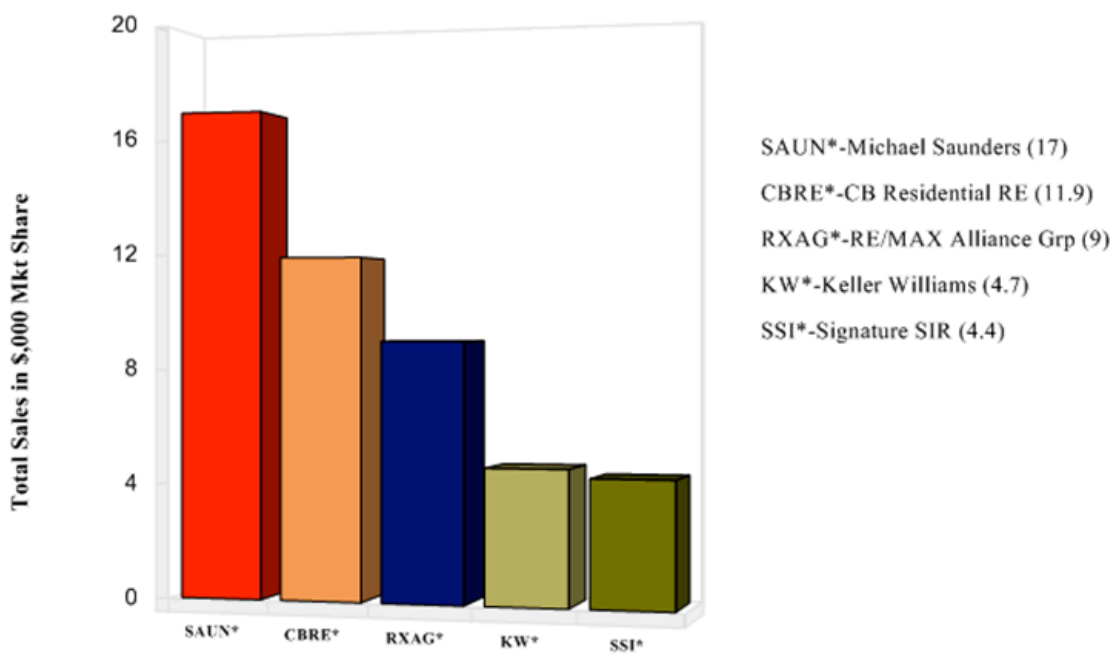


**SARASOTA COUNTY—MARKET SHARE TREND
LAST 8 QUARTERS
(ALL PROPERTIES; ALL PRICE RANGES)**

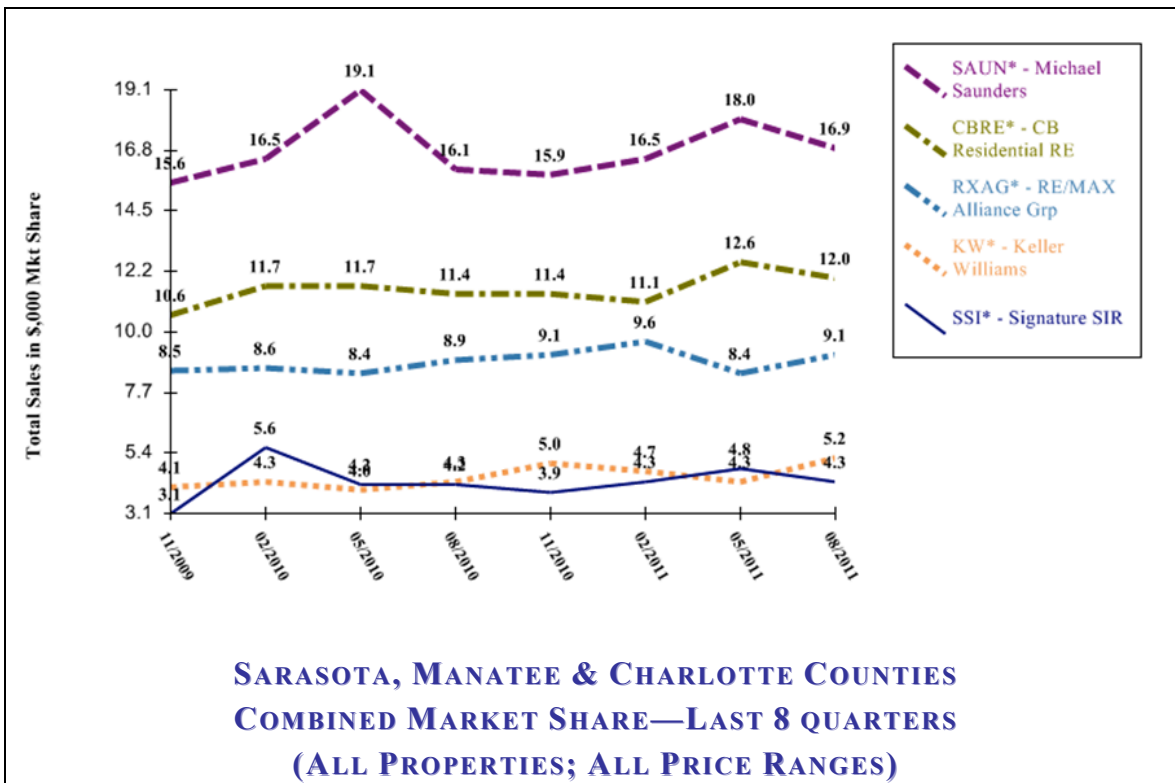
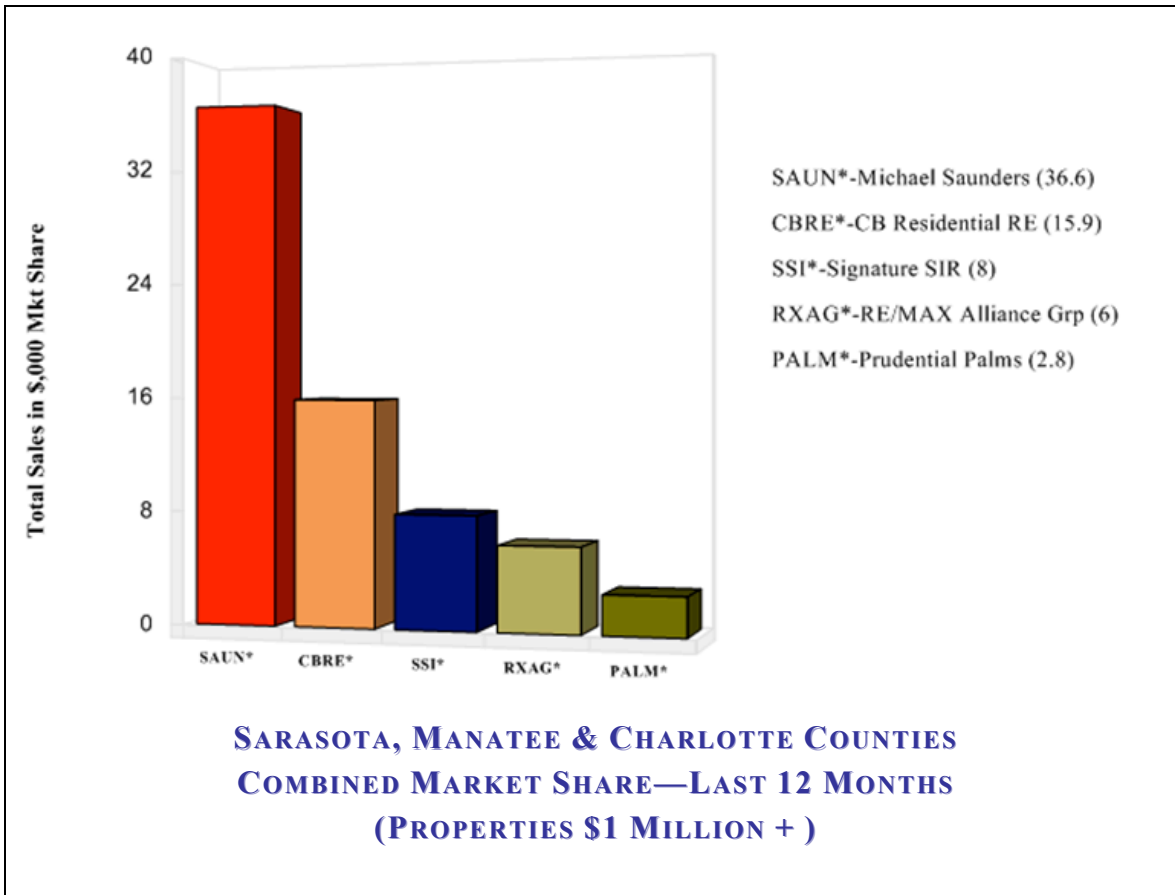


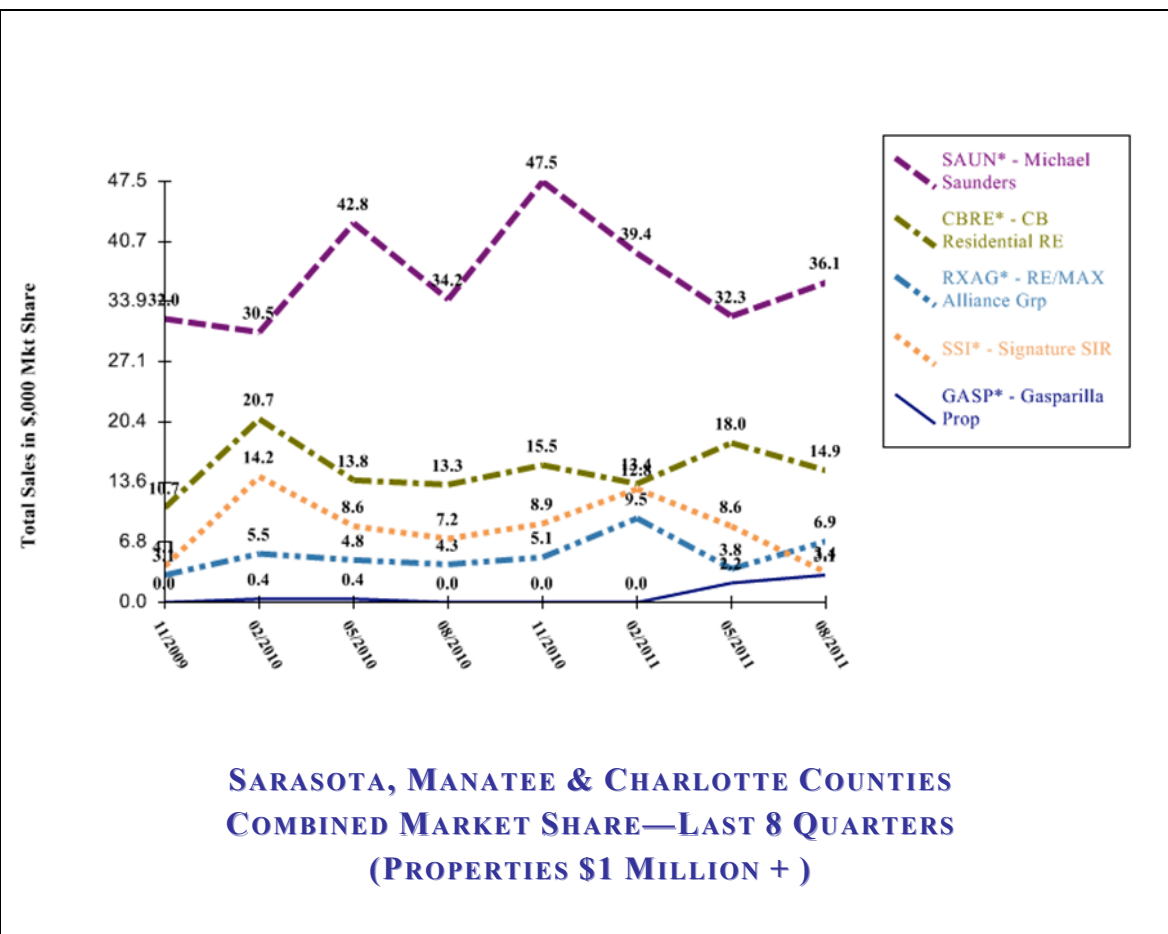


**SARASOTA COUNTY—MARKET SHARE TREND
LAST 8 QUARTERS
(PROPERTIES \$1 MILLION +)**



**SARASOTA, MANATEE & CHARLOTTE COUNTIES
COMBINED MARKET SHARE—LAST 12 MONTHS
(ALL PROPERTIES; ALL PRICE RANGES)**





ABOUT TRENDGRAPHIX:

Trendgraphix has been helping brokers and agents interpret market trends for more than fifteen years with simple-to-use and easy-to-understand market statistical programs. Trendgraphix currently works with more than 150 brokerages in 20 U.S. states. For more information visit TrendGraphix.com.

ABOUT MICHAEL SAUNDERS & COMPANY:

Now in its fourth decade of service to Southwest Florida, Michael Saunders & Company has grown from a single small office into a network of 24 full-service offices—with more

than 500 professionally trained associates and 150 staff members. Powerful worldwide affiliations—including Christie’s International Real Estate, *Leading Real Estate Companies of the World*, *Luxury Portfolio International*, *the European Real Estate Network (EREN)* and *Mayfair International Realty* extend the company’s message to qualified buyers globally, ensuring the broadest possible exposure for our properties.

Michael Saunders & Company is ranked as the 75th largest brokerage in dollar volume in the latest *Real Trends 500 Survey* of the 500 largest brokerages in the U.S.; and is included among the 35 most influential Realtors in luxury real estate.

For more information about Michael Saunders & Company, please call 1-888-552-5228 or visit us on the Web at MichaelSaunders.com.

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