



All Things Real Estate

Fall 2021

Friends and Clients,

In recent weeks, the question I've been hearing a lot is what will our local real estate market do in the coming months? For insightful answers to such questions, I turned to none other than the Michael Saunders Main Street Office Sales Manager, Gary Laughlin for his expertise.

"For all intents and purposes, predictions are that our real estate market will stay positive. Having said that, appreciation will change from the mid to high teens in 2021 to a more normal range of 4-5% in 2022".

According to recent MLS statistics, September 2021 marked the first time that the average home sales price dropped in quite sometime. That said, it was a very slight decrease from \$378,797 (August) to \$377,486. September did mark an increase in listings sold up from 16,725 (August) to 17,792 and an increase in new listings from 18,906 (August) to 19,357.

Gary and I then spoke about another common theme that many clients have inquired about - What is the upside of selling high if I will just have to buy high as well? "The positive factors for the folks in the sell/buy scenario seem to be the extra equity they will enjoy by selling now and the super low interest rates they will enjoy on their purchase" was Gary's take on the matter. I'm grateful to have such knowledgeable market resources such as Gary!

Speaking of the Main Street office, we have collectively just surpassed the \$1,000,000,000 closed sales volume mark for 2021 as a single office. I couldn't be more proud to be part of such a great group of real estate professionals.

As always, reach out to me to discuss your personal real estate goals or just to say hi, I would love to hear from you!

September 2021 Statistics from Stellar MLS

September 2021 Statistics

This monthly statistics report represents all residential listings in the Stellar MLS coverage area. Percentage changes are rounded to the nearest whole number.

ACTIVE LISTINGS

SEPTEMBER '21

20,003

↑ **5%** AUG. '21
19,086

↓ **44%** SEPT. '20
35,554

NEW LISTINGS

SEPTEMBER '21

19,357

↑ **2%** AUG. '21
18,906

↑ **0%** SEPT. '20
19,337

PENDING SALES

SEPTEMBER '21

21,144

↓ **7%** AUG. '21
22,639

↓ **3%** SEPT. '20
21,787

LISTINGS SOLD

SEPTEMBER '21

17,792

↑ **6%** AUG. '21
16,725

↑ **1%** SEPT. '20
17,604

ADOM

SEPTEMBER '21

19

↑ **6%** AUG. '21
18

↓ **60%** SEPT. '20
48

TOTAL SALES VOLUME

SEPTEMBER '21

6.7B

↑ **6%** AUG. '21
6.3B

↑ **18%** SEPT. '20
5.6B

AVG. SALES PRICE

SEPTEMBER '21

\$377,486

↓ **0%** AUG. '21
\$378,797

↑ **17%** SEPT. '20
\$322,660

MOS. OF INVENTORY

SEPTEMBER '21

1

AUG. '21
1

SEPT. '20
2

*Statistics according to CoreLogic as of October 7, 2021 and represent all residential listings in the Stellar MLS coverage area, which includes multiple counties.



On a personal note, As I approach my birthday later this month, I have focused on some important milestones reached in September and the positive events still to come in the remainder of 2021. I reached my 21st anniversary at Michael Saunders - thanks to all who congratulated me on LinkedIn! I also wanted to share that I'm proud to have been recently named a 5 Star Best in Client Satisfaction Realtor for 2022, the 16th year in a row!

My daughter Nicole celebrated 10 great years with American Express - congratulations Nicole on a very successful career! Not necessarily a year that we focused on celebrating but with a positive look to the future I am very thankful to be approaching another birthday milestone in good health, surrounded by wonderful family and friends, still walking the Ringling bridge daily and appreciating all that Sarasota offers, and enjoying a very rewarding career.

Happy October birthday greetings also to my 2 terrific assistants, Lela and Kelly - we will celebrate together! Nicole's birthday is in November and we will celebrate during our annual Thanksgiving in Sarasota. Then December will bring Hanukkah, Christmas and New Years. A lot to look forward to and I am sending my best wishes to everyone and hope that you also have celebrations to enjoy in the coming months.

- Lenore

2021 Snapshot

My listing and sales include locations on the Mainland from Osprey to Lakewood Ranch, Downtown, Siesta Key, Longboat Key and Lido Key... here are highlights of a cross section of some of my pending contracts and recent sales. I appreciate all sales, big, small and in between!

DOWNTOWN - FEATURED LISTING



1350 MAIN STREET | 1406 | SARASOTA, FL 34236
2BR/2BA | Downtown | Condo | \$1,250,000

Exquisite design, form and function meets the finest in Bay views, finishes and amenities in this coveted 14th floor, 2 bedroom 2 bath unit in the highly amenitized and luxury condominium, 1350 Main.

\$1,250,000

PLEASE CONTACT ME FOR YOUR PRIVATE SHOWING.

Select Under Contract



4234 Gulf of Mexico Drive | A1
\$699,000 | Represented Seller



8273 Shooting Star Road
\$550,665 | Represented Buyer



3655 Egerton Circle
\$525,000 | Represented Seller

8227 Shooting Star Road
\$423,535 | Represented Buyer

Select Solds



540 N Tamiami Trail | 1401
\$3.8M | Represented Seller

1924 Hibiscus Street
\$2.4M | Represented Seller



16026 Topsail Terrace
\$2.3M | Represented Buyer

1002 Tara Vista Drive
\$1.825M | Represented Buyer



1661 S Jefferson Avenue
\$1.0445M | Represented Seller

1630 S Orange Street
\$875K | Represented Seller



205 Golden Gate Point | 302
\$825K | Represented Seller



7120 Prosperity Circle
\$400K | Represented Buyer



5535 Duncanwood Place
\$360K | Represented Buyer



4526 Lockwood Ridge Road
\$292.5K | Represented Buyer

12256 Darden Street
\$38.5K | Represented Buyer

October Real Estate & Lifestyle News FALL FUN

Sarasota's Best Fall Festivals

Pick out pumpkins, drink apple cider and hop on a hay ride at these fun local fall festivals.

A Med Spa, Salon and Vacation Rental Will Open in Iconic Downtown Building

It's Botox. It's a blowout. It's an urban weekend destination where beauty is the theme, all in one swanky location.

The Bay Park Launches Friends of The Bay

FORBES: The 2021 Real Estate Market: Predictions For The Final Quarter

If you are reading this, you have read my entire newsletter and I THANK YOU! I would love to hear from you and will make a donation to the *MSC Foundation* for every reply... click this self-contained, mail-to-link to reply and just say hello, provide comments or feedback, or let me know if there are any real estate subjects you would like to hear about in a future newsletter.

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