

Home Price Analysis for Sarasota-Bradenton-Venice

By the Research Division of the National Association of REALTORS®

Executive Summary

With home prices rising strongly in most parts of the country, there has been widespread media coverage on the possibility of a housing market bust. A thorough analysis of the Sarasota-Bradenton-Venice metro market, as detailed below, reveals that there is very little danger of this. In fact, the local housing market is in excellent shape with a potential for significant housing equity gains, particularly for homebuyers who plan to remain in their house for the long run.

Because prices have risen faster than income, the ratio of price-to-income is currently above the historical norm. This measure is frequently cited to imply that there is a housing market bubble. But this ratio is a misleading measure in assessing bubble prospects. A more relevant measure is the mortgage servicing cost relative to income. This ratio is at a very manageable level. It implies no widespread financial overstretching to purchase a home in the region. Furthermore, the nationwide supply of homes on the market relative to home sales is very lean, suggesting similarly tight market conditions in the local area.

| | Sarasota-Bradenton-Venice | Top 20 Metros | National Average | Comment |
|---|--|---------------|------------------|----------------|
| Price Activity | | | | |
| Current Appreciation | 34% | 25% | 13% | Very Strong |
| 3-year Appreciation | 92% | 79% | 32% | Very Strong |
| Affordability | | | | |
| Home Price to Income Ratio* | 3.3 | 3.8 | 2.3 | Unfavorable |
| Mortgage Debt Servicing Cost to Income Ratio ** | 24% | 30% | 16% | Favorable |
| Local Fundamentals | | | | |
| 3-year Job Growth | 13.3% | 7.2% | 2.4% | Very Favorable |
| Housing Starts to Total Employment | 4.6% | 1.0% | 1.5% | Neutral |
| Net Migration | 19,000 | 19,100 | 0 | Very Favorable |
| Risk Factor | Though hard data are not available, speculative purchases and the use of interest-only loans are said to be high along the Florida coast. But the risks are mitigated from the strong trends in migration and job gains. The region attracted 19,000 new residents arriving from other U.S. states in the past year. Furthermore, the 3-year job gain of 13.3% is one of the highest in the country. | | | |

* Income is per capita income times average number of person per household

** Servicing cost is the mortgage obligation relative to income at the prevailing mortgage rate

Price Activity

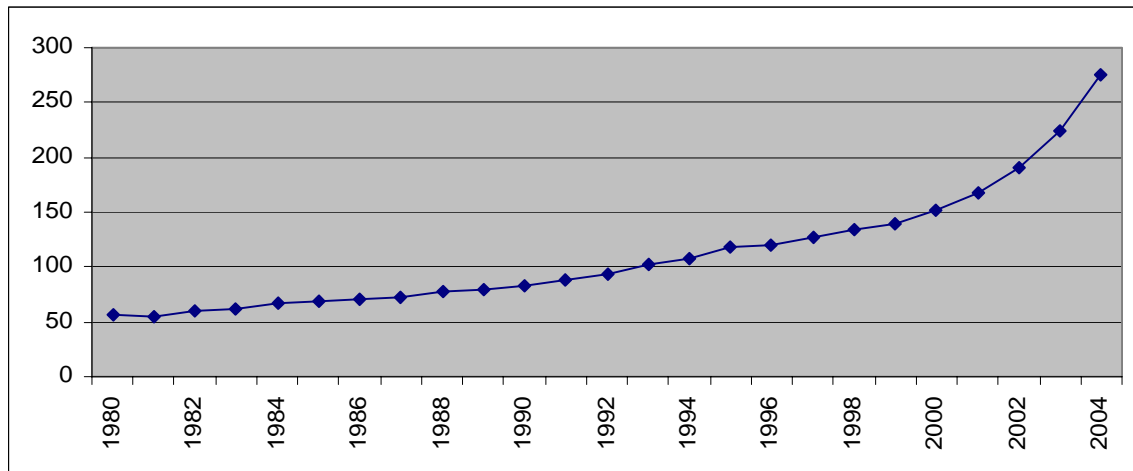
- The current price of \$367,800 is 80% above the national average.
- The median home price rose 23% in 2004 and 92% in the past three years.
- Home price growth has been weak throughout the 1990s. So part of the recent increase is attributable to the “catch-up” effect.

| Annual Data | 2005* | 2004 | 2003 | 2002 | 2001 | 2000 |
|-------------------------------------|-------|-------|-------|-------|-------|-------|
| Existing Home Price (in \$thousand) | 367.8 | 275.5 | 223.4 | 191.4 | 167.6 | 151.8 |
| % change | 33.5% | 23.3% | 16.7% | 14.2% | 10.4% | 9.0% |

| Quick Glance | 3-year Price Appreciation | Home Price-to-Income Ratio | Mortgage Servicing Cost to Income | Historic Local Average on Mortgage Servicing Cost | 12-month job gain | Local price vs national |
|--------------|---------------------------|----------------------------|-----------------------------------|---|-------------------|-------------------------|
| | 92% | 3.3 | 24% | 17% | 13,800 | 1.8 |

* 2005 price is as of second quarter and is usually a good estimate of the annual average price.

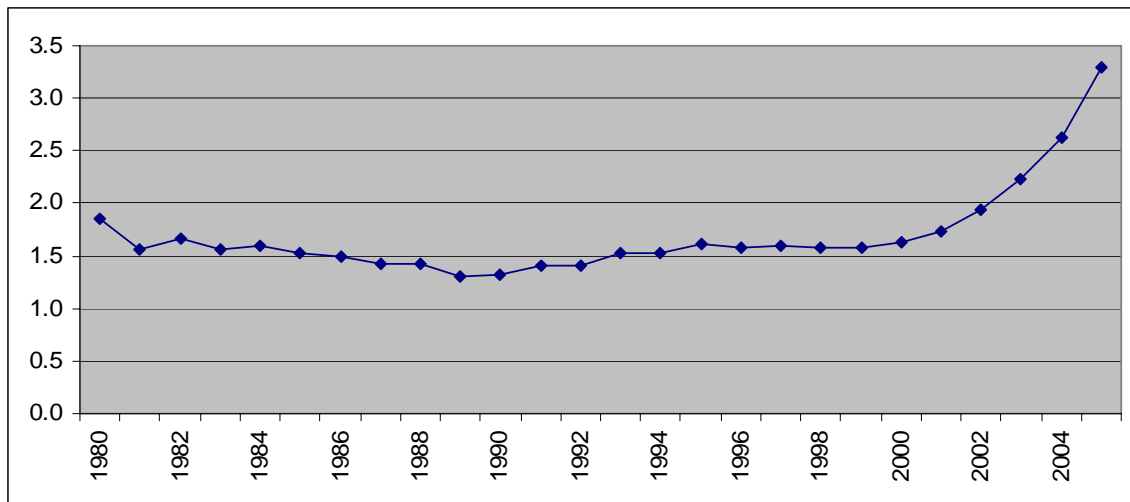
Home Price (in \$thousand)



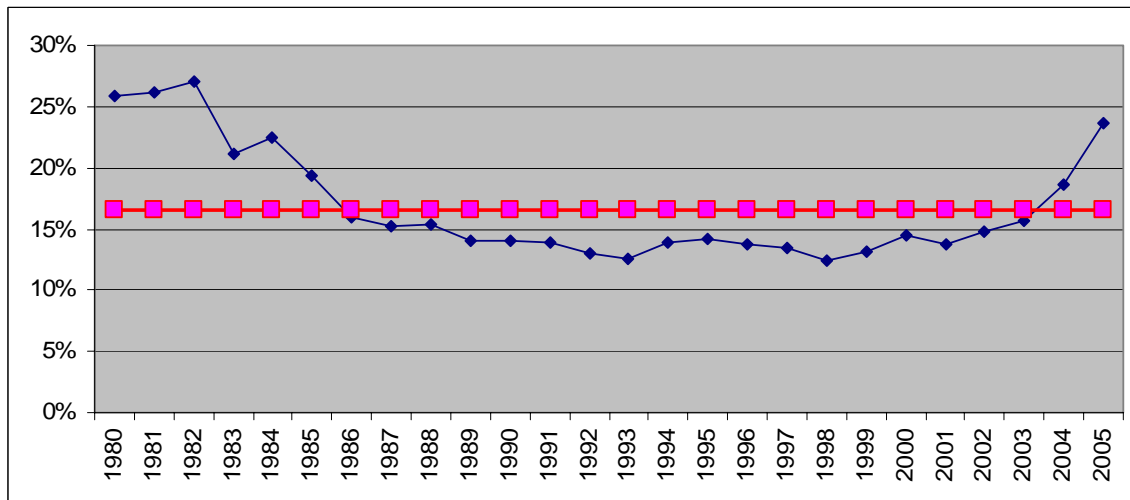
Affordability

- Because the prices have risen faster than income in recent years, the ratio of price-to-income has been rising strongly. This measure is frequently cited to imply that there is a housing market bubble.
- Mortgage rates declining to 45-year lows have been a major force in boosting home prices in recent years. Lower rates allow homebuyers obtain a larger loan without necessarily increasing monthly mortgage payments.
- A more relevant measure for assessing the risk of a home price bubble is the median mortgage servicing cost relative to the median income. This ratio is currently above the local historical average, but well below the worrisome levels of the early 1980s. It implies no widespread financial overstretching to purchase a home in the region. Furthermore, the newly arriving retirees may not get reflected in the income data since they are not working, but they could have substantial wealth holdings.

Price to Income Ratio



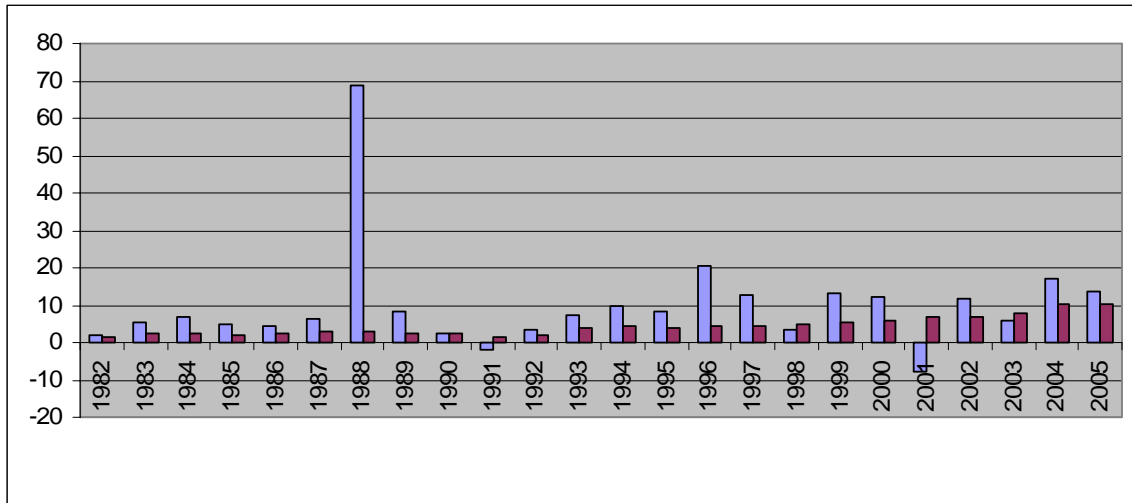
**Mortgage Servicing Cost to Income Ratio
(Historical average shown as square boxes)**



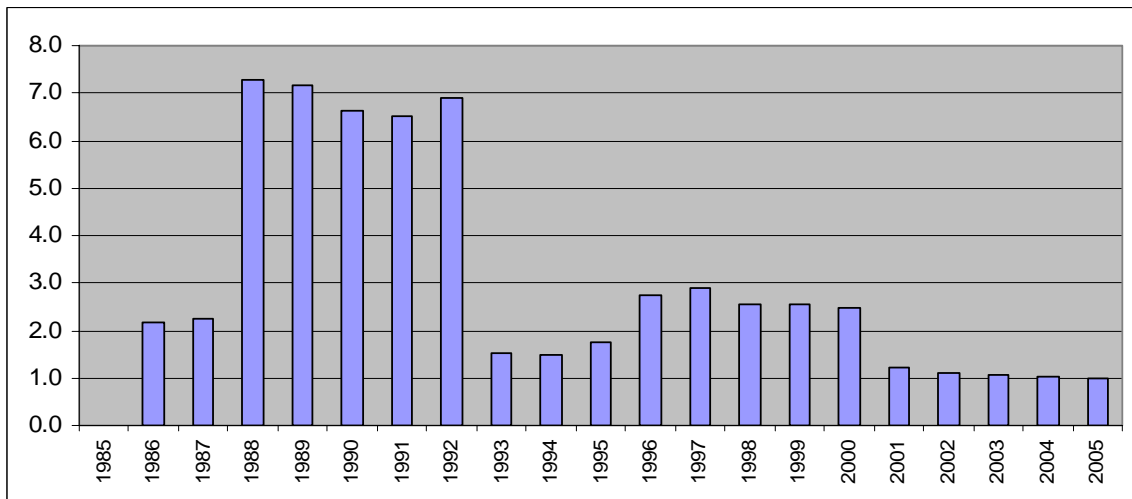
Local Fundamentals

- The job market has been exceptionally strong. There have been 41,000 payroll job additions in the past five years. Many new job holders seek their own housing units.
- The region added in the past five years an estimated 56,000 new housing units of which about 42,000 were single-family units.
- The ratio of five-year job gains to five-year new home construction shows the “hangover” impact of the housing shortage, or housing surplus. In our case, the local market is at a neutral level as the ratio is right near one. With recent job gains and the expected continued economic expansion, the jobs-to-new home ratio could further increase. In addition, as mentioned earlier, the newly arriving retirees will not show up in the jobs data, though they will need housing.

Job Gains (light/blue) versus New Single-family Housing Starts (dark/red)



Ratio of 5-year Job Gains -to- 5-year New Single-family Home Construction



- Such scenarios are highly unlikely. Most credible forecasts predict the region will create at least 12,000 jobs over the next 24 months and mortgage rates will hover around 7% by the end of 2006, which bodes well for future price gains.
- Even in the unlikely event of prices declining by 5%, most homeowners will maintain sizable equity build-up in their homes. The table below shows the home equity gains if prices were to fall by 5% by homebuyers at various years of purchase.

| Year of Purchase | Housing Equity after 5% price decline (home price appreciation + principal payments on mortgage) |
|-------------------------|---|
| 1980 | \$321,198 |
| 1985 | \$299,565 |
| 1990 | \$282,972 |
| 1995 | \$246,253 |
| 2000 | \$204,855 |
| 2001 | \$189,376 |
| 2002 | \$164,302 |
| 2003 | \$132,066 |
| 2004 | \$77,492 |
| 2005 | -\$18,390 |

- Housing equity will most likely continue to accumulate to local homeowners. The equity gains under three price growth scenarios are presented below. One scenario assumes a historical conservative price appreciation of 1.5% above consumer price index inflation. With most credible inflation forecasts pegged at 2.5%, home prices can expect to rise by 4% per year under normal circumstances. The two other scenarios assume slightly below (1.5%) and slightly above (6.5%) the normal rate of appreciation.
- The local market is more likely to appreciate at an above-normal rate because of the on-going wealthy baby boomer searching for retirement destinations.

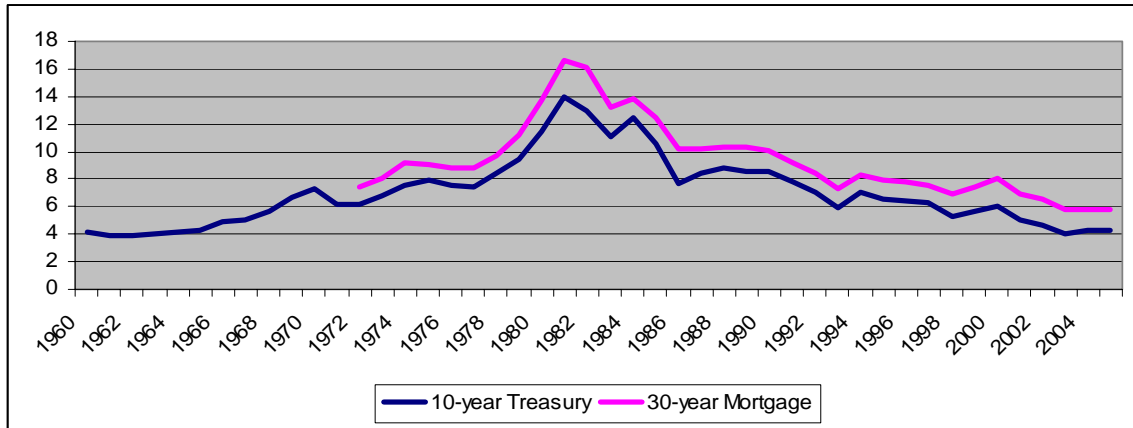
| Housing Equity Gain | | | |
|----------------------------|-------------|-------------|-------------|
| Appreciation Rate | 1.5% | 4.0% | 6.5% |
| 2010 | \$60,791 | \$112,051 | \$168,484 |
| 2015 | \$118,998 | \$236,585 | \$382,563 |
| 2020 | \$198,697 | \$401,249 | \$684,785 |
| 2030 | \$419,640 | \$866,477 | \$1,661,610 |
| 2040 | \$619,332 | \$1,451,372 | \$3,333,097 |

Additional Discussion Points

- Home price declines are very rare. In fact, the national median home price has not declined since the Great Depression of the 1930s. Stock market collapses, the OPEC oil crunch, economic recessions, and even wars have not negatively impacted national home prices since the 1930s.
- There have been few times when local prices declined. In nearly all these cases, the price declines were accompanied by sharp prolonged job losses. It is difficult to foresee a price decline in a job creating economy.
- Homes trade far less frequently than financial assets (about one home sale every 7 to 10 years for most homeowners). There are also larger transaction costs associated with selling a home due to the lengthy careful examination demanded by home buyers and sellers. Therefore, home prices are not prone to fluctuations as in the stock market. There are neither panic sells nor margin calls associated with homes.
- Many non-quantifiable factors could be important for this metro market in determining home prices. Access to cultural life, the quality of museums, nearby local and national parks, water views, exclusive neighborhoods, weather, the international airport, city vibrancy, restaurants, and a host of other non-quantifiable factors could have an important influence on the overall pricing.
- There are immense tax benefits to owning a home. These tax considerations were not considered in the analysis. For example, the 1998 law permitting primary owner occupants to trade down without having tax consequences. Also most home sales results in no capital gains tax. In addition, long-term capital gains tax rates were reduced in 2003, thereby providing higher return for home investors. These positive benefits, if accounted for in the analysis, would have shown an even stronger case for housing fundamentals in supporting home prices.

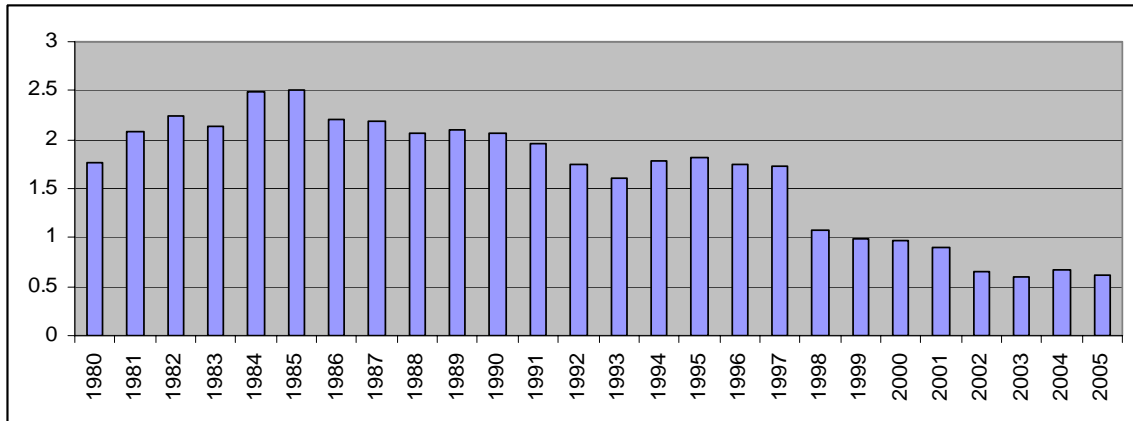
Additional Informative Charts

45-year Low Mortgage Rates



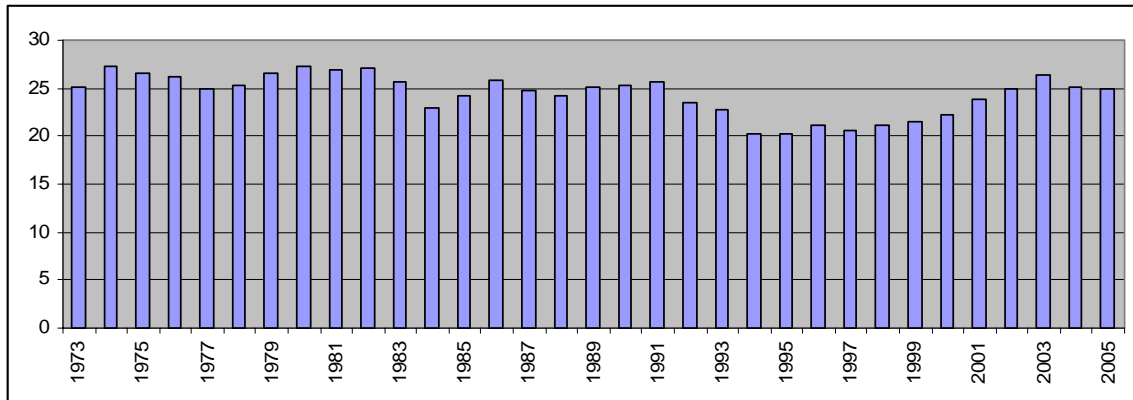
Source: Freddie Mac, Federal Reserve

Historic Low Fees and Points for Mortgage Origination



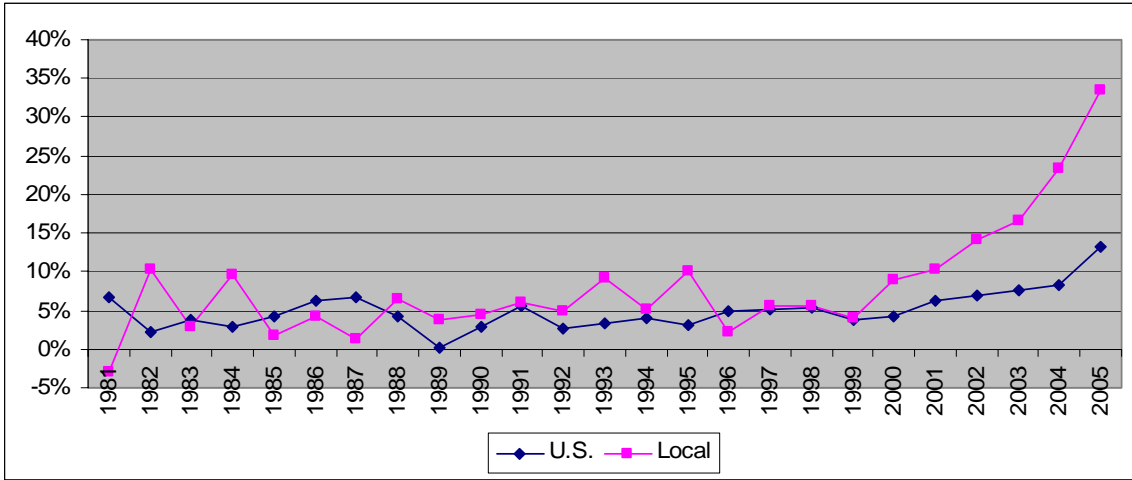
Source: Freddie Mac

Typical Down-payment Percentage Returning to Historic Norms



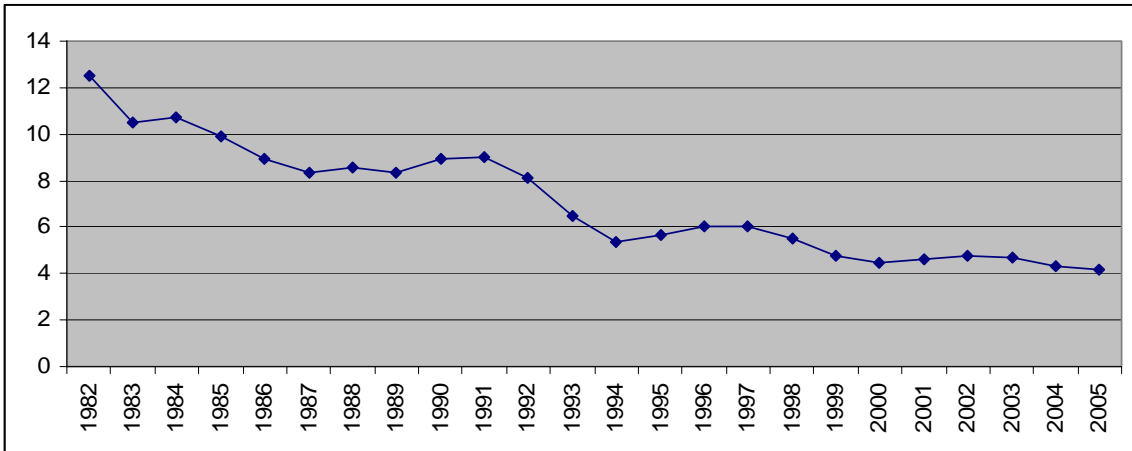
Source: Federal Housing Finance Board

Home Price Growth

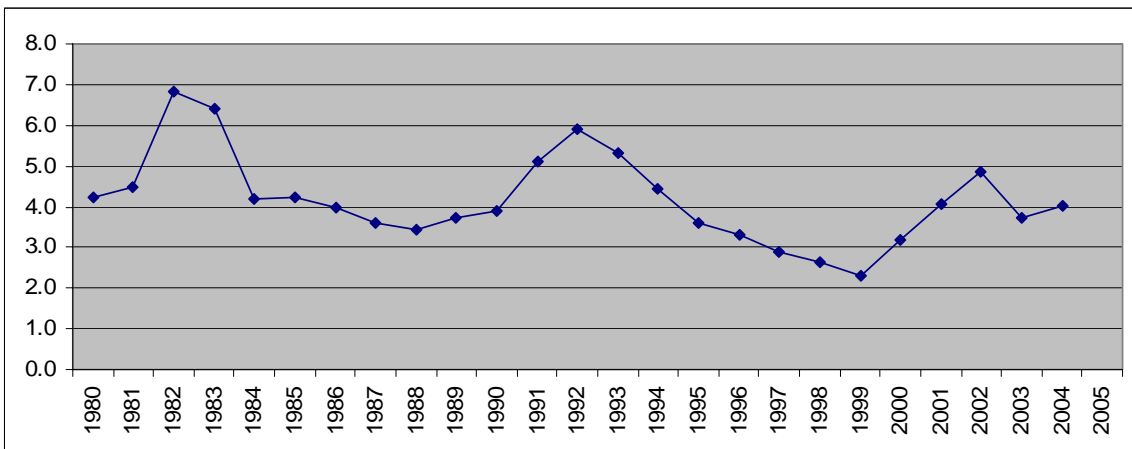


Historic Low National Months Supply of Homes on the Market

(The number of months it would take to sell all current homes on the market at the current sales pace)



Local Unemployment Rate



Source: BLS

NAR Research

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