



**Greater Lake County Association of REALTORS®
Monthly Sales Trend Indicator
2008**

Sales by Price Range - Single Family Homes

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
\$1 - \$49,999	5	7	10	11	9	9	8	11	9	10	11	11	111	5.45%	4.47%
\$50 - \$59,999	4	5	5	2	4	5	6	7	9	4	5	9	65	4.46%	2.61%
\$60 - \$69,999	7	6	6	7	4	5	3	3	2	7	7	4	61	1.98%	2.45%
\$70 - \$79,999	3	9	2	6	5	6	7	3	2	11	4	8	66	3.96%	2.65%
\$80 - \$89,999	2	4	9	11	7	6	7	6	9	8	7	5	81	2.48%	3.26%
\$90 - \$99,999	5	1	5	7	4	6	8	8	5	3	3	2	57	0.99%	2.29%
\$100 - \$119,999	11	11	16	14	11	9	21	11	19	15	15	18	171	8.91%	6.88%
\$120 - \$139,999	7	17	23	17	24	10	23	25	35	26	29	39	275	19.31%	11.06%
\$140 - \$159,999	17	22	26	24	23	19	38	30	26	25	20	15	285	7.43%	11.46%
\$160 - \$179,999	19	26	30	29	34	33	20	21	18	23	33	22	308	10.89%	12.39%
\$180 - \$199,999	16	16	15	18	19	21	16	12	14	16	13	16	192	7.92%	7.72%
\$200 - \$249,999	20	26	37	42	45	30	31	34	24	29	17	31	366	15.35%	14.72%
\$250 - \$299,999	8	21	17	22	14	15	21	13	16	10	16	11	184	5.45%	7.40%
\$300 - \$349,999	10	7	13	10	13	11	7	6	3	9	0	4	93	1.98%	3.74%
\$350 - \$399,999	2	6	9	3	8	7	6	8	3	9	2	2	65	0.99%	2.61%
\$400 - \$499,999	4	4	3	3	5	9	7	4	4	4	5	2	54	0.99%	2.17%
\$500 - \$599,999	0	4	7	1	2	1	3	0	0	1	1	0	20	0.00%	0.80%
\$600 - \$699,999	0	0	1	0	2	2	1	2	0	0	0	2	10	0.99%	0.40%
\$700 - \$799,999	0	0	0	0	1	1	0	1	2	0	0	1	6	0.50%	0.24%
\$800 - \$899,999	0	2	0	0	0	1	0	0	0	1	0	0	4	0.00%	0.16%
\$900 - \$999,999	0	0	1	0	1	0	0	0	0	0	0	0	2	0.00%	0.08%
\$1,000,000 and over	0	2	1	1	1	1	0	1	1	1	1	0	10	0.00%	0.40%
Current Year	140	196	236	228	236	207	233	206	201	212	189	202	2,486	100.00%	100.00%
Previous Year	201	272	288	263	276	257	212	244	179	218	169	202	2,781		
% Change	-30%	-28%	-18%	-13%	-14%	-19%	10%	-16%	12%	-3%	12%	0%	-11%		
Current YTD	140	336	572	800	1,036	1,243	1,476	1,682	1,883	2,095	2,284	2,486	2,486		
Previous YTD	201	473	761	1,024	1,300	1,557	1,769	2,013	2,192	2,410	2,579	2,781	2,781		
% Change YTD	-30%	-29%	-25%	-22%	-20%	-20%	-17%	-16%	-14%	-13%	-11%	-11%	-11%		

Sales by Price Range - Condominiums

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
\$1 - \$49,999	0	0	0	0	0	0	0	1	2	0	1	1	5	16.67%	6.85%
\$50 - \$59,999	0	0	0	2	0	0	1	1	1	0	0	1	6	16.67%	8.22%
\$60 - \$69,999	0	1	0	0	0	0	1	0	0	1	0	0	3	0.00%	4.11%
\$70 - \$79,999	0	0	0	0	0	0	0	1	0	0	1	0	2	0.00%	2.74%
\$80 - \$89,999	0	0	0	0	2	2	0	0	1	1	1	0	7	0.00%	9.59%
\$90 - \$99,999	0	0	1	0	2	2	0	0	0	0	0	2	7	33.33%	9.59%
\$100 - \$119,999	1	0	0	0	0	0	2	0	0	1	0	1	5	16.67%	6.85%
\$120 - \$139,999	1	0	1	2	1	0	0	2	0	0	1	1	9	16.67%	12.33%
\$140 - \$159,999	0	2	1	1	2	2	0	0	0	0	0	0	8	0.00%	10.96%
\$160 - \$179,999	0	2	1	1	1	1	0	1	0	1	0	0	8	0.00%	10.96%
\$180 - \$199,999	0	1	0	1	0	0	0	0	0	0	0	0	2	0.00%	2.74%
\$200 - \$249,999	1	1	1	1	0	0	0	0	1	0	0	0	5	0.00%	6.85%
\$250 - \$299,999	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	1.37%
\$300 - \$349,999	0	0	0	0	0	3	0	0	0	0	0	0	3	0.00%	4.11%
\$350 - \$399,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	1.37%
\$400 - \$499,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	1.37%
\$500 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year	3	8	6	9	8	10	4	6	5	4	4	6	73	100.00%	100.00%
Previous Year	11	6	20	8	7	9	10	5	7	4	8	6	101		
% Change	-73%	33%	-70%	13%	14%	11%	-60%	20%	-29%	0%	-50%	0%	-28%		
Current YTD	3	11	17	26	34	44	48	54	59	63	67	73	73		
Previous YTD	11	17	37	45	52	61	71	76	83	87	95	101	101		
% Change YTD	-73%	-35%	-54%	-42%	-35%	-28%	-32%	-29%	-29%	-28%	-29%	-28%	-28%		



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Sales by Price Range - Duplex / Townhomes / Villas

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	1	0	0	1	0.00%	0.61%
\$50 - \$59,999	0	0	0	0	0	0	0	0	1	0	0	0	1	0.00%	0.61%
\$60 - \$69,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$70 - \$79,999	0	0	0	0	0	0	2	0	0	0	0	0	2	0.00%	1.22%
\$80 - \$89,999	0	0	0	1	0	0	0	0	1	0	0	0	2	0.00%	1.22%
\$90 - \$99,999	0	0	0	0	0	0	0	2	0	0	0	0	2	0.00%	1.22%
\$100 - \$119,999	0	4	3	2	2	0	0	0	0	0	0	3	14	20.00%	8.54%
\$120 - \$139,999	1	2	2	2	5	5	3	2	3	3	0	2	30	13.33%	18.29%
\$140 - \$159,999	2	2	4	4	9	6	6	6	3	1	1	4	48	26.67%	29.27%
\$160 - \$179,999	1	0	3	2	7	3	2	3	1	1	0	1	24	6.67%	14.63%
\$180 - \$199,999	1	0	1	1	0	3	1	1	1	0	2	3	14	20.00%	8.54%
\$200 - \$249,999	2	2	1	2	2	2	1	1	1	0	0	1	15	6.67%	9.15%
\$250 - \$299,999	0	0	3	0	0	0	1	1	0	0	0	0	5	0.00%	3.05%
\$300 - \$349,999	1	1	0	1	0	0	0	0	0	0	1	0	4	0.00%	2.44%
\$350 - \$399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400 - \$499,999	0	0	0	0	0	0	0	0	0	0	0	1	1	6.67%	0.61%
\$500 - \$599,999	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.61%
\$600 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year	8	12	17	15	25	19	16	16	11	6	4	15	164	100.00%	100.00%
Previous Year	9	13	12	18	12	10	11	10	8	11	11	10	135		
% Change	-11%	-8%	42%	-17%	108%	90%	45%	60%	38%	-45%	-64%	50%	21%		
Current YTD	8	20	37	52	77	96	112	128	139	145	149	164	164		
Previous YTD	9	22	34	52	64	74	85	95	103	114	125	135	135		
% Change YTD	-11%	-9%	9%	0%	20%	30%	32%	35%	35%	27%	19%	21%	21%		

Sales by Price Range - Overall

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
\$1 - \$49,999	5	7	10	11	9	9	8	12	11	11	12	12	117	5.38%	4.30%
\$50 - \$59,999	4	5	5	4	4	5	7	8	11	4	5	10	72	4.48%	2.64%
\$60 - \$69,999	7	7	6	7	4	5	4	3	2	8	7	4	64	1.79%	2.35%
\$70 - \$79,999	3	9	2	6	5	6	9	4	2	11	5	8	70	3.59%	2.57%
\$80 - \$89,999	2	4	9	12	9	8	7	6	11	9	8	5	90	2.24%	3.31%
\$90 - \$99,999	5	1	6	7	6	8	8	10	5	3	3	4	66	1.79%	2.42%
\$100 - \$119,999	12	15	19	16	13	9	23	11	19	16	15	22	190	9.87%	6.98%
\$120 - \$139,999	9	19	26	21	30	15	26	29	38	29	30	42	314	18.83%	11.53%
\$140 - \$159,999	19	26	31	29	34	27	44	36	29	26	21	19	341	8.52%	12.52%
\$160 - \$179,999	20	28	34	32	42	37	22	25	19	25	33	23	340	10.31%	12.49%
\$180 - \$199,999	17	17	16	20	19	24	17	13	15	16	15	19	208	8.52%	7.64%
\$200 - \$249,999	23	29	39	45	47	32	32	35	26	29	17	32	386	14.35%	14.18%
\$250 - \$299,999	8	22	20	22	14	15	22	14	16	10	16	11	190	4.93%	6.98%
\$300 - \$349,999	11	8	13	11	13	14	7	6	3	9	1	4	100	1.79%	3.67%
\$350 - \$399,999	2	6	9	4	8	7	6	8	3	9	2	2	66	0.90%	2.42%
\$400 - \$499,999	4	4	4	3	5	9	7	4	4	4	5	3	56	1.35%	2.06%
\$500 - \$599,999	0	5	7	1	2	1	3	0	0	1	1	0	21	0.00%	0.77%
\$600 - \$699,999	0	0	1	0	2	2	1	2	0	0	0	2	10	0.90%	0.37%
\$700 - \$799,999	0	0	0	0	1	1	0	1	2	0	0	1	6	0.45%	0.22%
\$800 - \$899,999	0	2	0	0	0	1	0	0	0	1	0	0	4	0.00%	0.15%
\$900 - \$999,999	0	0	1	0	1	0	0	0	0	0	0	0	2	0.00%	0.07%
\$1,000,000 and over	0	2	1	1	1	1	0	1	1	1	1	0	10	0.00%	0.37%
Current Year	151	216	259	252	269	236	253	228	217	222	197	223	2,723	100.00%	100.00%
Previous Year	221	291	320	289	295	276	233	259	194	233	188	218	3,017		
% Change	-32%	-26%	-19%	-13%	-9%	-14%	9%	-12%	12%	-5%	5%	2%	-10%		
Current YTD	151	367	626	878	1,147	1,383	1,636	1,864	2,081	2,303	2,500	2,723	2,723		
Previous YTD	221	512	832	1,121	1,416	1,692	1,925	2,184	2,378	2,611	2,799	3,017	3,017		
% Change YTD	-32%	-28%	-25%	-22%	-19%	-18%	-15%	-15%	-12%	-12%	-11%	-10%	-10%		



Greater Lake County Association of REALTORS® Monthly Sales Trend Indicator 2008

Type of Financing

Loan Type	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
All Cash	60	74	88	98	97	78	91	78	57	83	79	98	981	43.95%	36.03%
ARM	0	0	0	0	0	0	1	0	0	0	0	0	1	0.00%	0.04%
Assume Conventional	4	8	16	5	6	7	9	9	11	9	8	12	104	5.38%	3.82%
Assume FHA / VA	2	1	0	0	0	0	1	0	1	1	1	2	9	0.90%	0.33%
Assume Private	0	1	0	1	0	0	0	0	0	1	0	0	3	0.00%	0.11%
Balloon Mortgage	0	0	0	9	0	0	0	1	0	0	1	0	11	0.00%	0.40%
Combination	0	4	8	0	4	9	5	5	7	2	2	2	48	0.90%	1.76%
Deed Agreement	0	0	0	99	0	0	0	0	0	0	0	0	99	0.00%	3.64%
Lease Opt Purchase	0	0	0	31	1	0	0	0	2	0	0	0	34	0.00%	1.25%
New Conventional	74	99	122	4	120	116	96	94	97	79	68	61	1,030	27.35%	37.83%
New FHA	8	22	20	2	24	21	37	26	32	33	28	36	289	16.14%	10.61%
New Private	1	3	2	3	3	0	3	3	1	3	0	3	25	1.35%	0.92%
New VA	2	1	2	0	6	4	4	6	7	6	6	4	48	1.79%	1.76%
Other	0	3	1	0	8	1	6	6	2	5	4	5	41	2.24%	1.51%
Second Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Wrap-Around	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	151	216	259	252	269	236	253	228	217	222	197	223	2,723	100.00%	100.00%

Sales by Bedroom Count

Bedrooms	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	1	3	2	2	2	4	2	1	2	1	1	4	25	1.79%	0.92%
2	57	66	86	99	94	70	86	70	61	50	42	55	836	24.66%	30.70%
3	78	99	134	124	126	115	122	101	119	104	97	118	1,337	52.91%	49.10%
4	13	44	30	26	43	40	38	43	31	58	52	38	456	17.04%	16.75%
5	1	2	7	1	2	5	5	12	4	8	4	6	57	2.69%	2.09%
6+	1	2	0	0	2	2	0	1	0	1	1	2	12	0.90%	0.44%
Total	151	216	259	252	269	236	253	228	217	222	197	223	2,723	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	11	17	17	31	23	25	26	21	23	17	18	28	257	12.56%	9.44%
2	132	172	216	202	219	184	195	175	173	169	150	168	2,155	75.34%	79.14%
3	5	20	18	16	25	23	28	26	14	30	26	20	251	8.97%	9.22%
4	3	7	8	3	2	4	4	6	5	5	2	7	56	3.14%	2.06%
5	0	0	0	0	0	0	0	0	2	1	0	0	3	0.00%	0.11%
6+	0	0	0	0	0	0	0	0	0	0	1	0	1	0.00%	0.04%
Total	151	216	259	252	269	236	253	228	217	222	197	223	2,723	100.00%	100.00%

Sales by Ownership Type

Ownership	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
Condominium	3	9	6	9	10	10	4	7	6	5	4	7	80	3.14%	2.94%
Co-op	2	4	1	1	1	1	1	1	2	1	193	0	208	0.00%	7.64%
Fee Simple	146	203	252	242	258	225	248	220	209	216	0	216	2,435	96.86%	89.42%
Land Lease	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Planned Unit Dev	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	151	216	259	252	269	236	253	228	217	222	197	223	2,723	100.00%	100.00%



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Sales by Housing Style

Style	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
½ Duplex	1	0	1	0	0	0	0	1	0	1	0	0	4	0.00%	0.15%
Condo	3	8	6	8	8	10	4	5	5	3	4	6	70	2.69%	2.57%
Co-op	0	0	0	1	0	0	0	1	0	1	0	0	3	0.00%	0.11%
Manufactured	15	15	28	20	20	10	23	12	9	13	6	9	180	4.04%	6.61%
Mobile	13	23	18	13	22	17	13	18	12	14	12	13	188	5.83%	6.90%
Modular	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	0.04%
PUD	2	2	9	9	2	4	7	0	3	7	3	2	50	0.90%	1.84%
Single Family	110	156	181	185	192	176	190	176	177	178	168	178	2,067	79.82%	75.91%
Town Home	0	3	4	4	4	6	6	3	5	1	1	6	43	2.69%	1.58%
Villa	7	9	12	11	21	13	10	12	6	4	3	9	117	4.04%	4.30%
Total	151	216	259	252	269	236	253	228	217	222	197	223	2,723	100.00%	100.00%

This data represents single-family attached and detached sales. Reported sales are dependent upon timeliness of sales and totality of information reported by participants. The data reflects only the sales published through the Mid Florida Regional MLS and does not include all sales in the reported areas. Neither the Association nor the MFRMLS is in any way responsible for its accuracy.