



**Greater Lake County Association of REALTORS®
Monthly Sales Trend Indicator
2009**

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	17	20	19	24	0	0	0	0	0	0	0	0	80	9.45%	9.50%
\$50 - \$59,999	5	7	5	7	0	0	0	0	0	0	0	0	24	2.76%	2.85%
\$60 - \$69,999	5	9	12	8	0	0	0	0	0	0	0	0	34	3.15%	4.04%
\$70 - \$79,999	6	11	3	11	0	0	0	0	0	0	0	0	31	4.33%	3.68%
\$80 - \$89,999	5	2	8	10	0	0	0	0	0	0	0	0	25	3.94%	2.97%
\$90 - \$99,999	7	7	10	13	0	0	0	0	0	0	0	0	37	5.12%	4.39%
\$100 - \$119,999	25	24	24	31	0	0	0	0	0	0	0	0	104	12.20%	12.35%
\$120 - \$139,999	19	30	28	41	0	0	0	0	0	0	0	0	118	16.14%	14.01%
\$140 - \$159,999	26	18	31	42	0	0	0	0	0	0	0	0	117	16.54%	13.90%
\$160 - \$179,999	12	17	20	17	0	0	0	0	0	0	0	0	66	6.69%	7.84%
\$180 - \$199,999	10	7	12	17	0	0	0	0	0	0	0	0	46	6.69%	5.46%
\$200 - \$249,999	14	21	18	19	0	0	0	0	0	0	0	0	72	7.48%	8.55%
\$250 - \$299,999	6	13	19	9	0	0	0	0	0	0	0	0	47	3.54%	5.58%
\$300 - \$349,999	2	4	4	2	0	0	0	0	0	0	0	0	12	0.79%	1.43%
\$350 - \$399,999	2	5	5	2	0	0	0	0	0	0	0	0	14	0.79%	1.66%
\$400 - \$499,999	1	1	3	0	0	0	0	0	0	0	0	0	5	0.00%	0.59%
\$500 - \$599,999	0	0	3	0	0	0	0	0	0	0	0	0	3	0.00%	0.36%
\$600 - \$699,999	0	2	1	0	0	0	0	0	0	0	0	0	3	0.00%	0.36%
\$700 - \$799,999	0	1	1	1	0	0	0	0	0	0	0	0	3	0.39%	0.36%
\$800 - \$899,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.12%
\$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	163	199	226	254	0	0	0	0	0	0	0	0	842	100.00%	100.00%
Previous Year	140	196	236	228	236	207	233	206	201	212	189	202	800		
% Change	16%	2%	-4%	11%	0%	0%	0%	0%	0%	0%	0%	0%	5%		
Current YTD	163	362	588	842	0	0	0	0	0	0	0	0	842		
Previous YTD	140	336	572	800	1,036	1,243	1,476	1,682	1,883	2,095	2,284	2,486	800		
% Change YTD	16%	8%	3%	5%	0%	0%	0%	0%	0%	0%	0%	0%	5%		

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	6	2	0	0	0	0	0	0	0	0	8	20.00%	25.00%
\$50 - \$59,999	0	0	1	1	0	0	0	0	0	0	0	0	2	10.00%	6.25%
\$60 - \$69,999	0	0	1	1	0	0	0	0	0	0	0	0	2	10.00%	6.25%
\$70 - \$79,999	0	1	1	0	0	0	0	0	0	0	0	0	2	0.00%	6.25%
\$80 - \$89,999	0	0	1	2	0	0	0	0	0	0	0	0	3	20.00%	9.38%
\$90 - \$99,999	2	0	0	1	0	0	0	0	0	0	0	0	3	10.00%	9.38%
\$100 - \$119,999	0	0	2	1	0	0	0	0	0	0	0	0	3	10.00%	9.38%
\$120 - \$139,999	0	1	1	2	0	0	0	0	0	0	0	0	4	20.00%	12.50%
\$140 - \$159,999	3	1	1	0	0	0	0	0	0	0	0	0	5	0.00%	15.63%
\$160 - \$179,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$180 - \$199,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$200 - \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$250 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$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	0	0	0.00%	0.00%
\$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	5	3	14	10	0	0	0	0	0	0	0	0	32	100.00%	100.00%
Previous Year	3	8	6	9	8	10	4	6	5	4	4	6	26		
% Change	67%	-63%	133%	11%	0%	0%	0%	0%	0%	0%	0%	0%	23%		
Current YTD	5	8	22	32	0	0	0	0	0	0	0	0	32		
Previous YTD	3	11	17	26	34	44	48	54	59	63	67	73	26		
% Change YTD	67%	-27%	29%	23%	0%	0%	0%	0%	0%	0%	0%	0%	23%		



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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	2	0	0	0	0	0	0	0	0	2	13.33%	4.35%
\$50 - \$59,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	2.17%
\$60 - \$69,999	0	1	1	1	0	0	0	0	0	0	0	0	3	6.67%	6.52%
\$70 - \$79,999	0	0	0	1	0	0	0	0	0	0	0	0	1	6.67%	2.17%
\$80 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100 - \$119,999	1	3	3	2	0	0	0	0	0	0	0	0	9	13.33%	19.57%
\$120 - \$139,999	2	1	1	1	0	0	0	0	0	0	0	0	5	6.67%	10.87%
\$140 - \$159,999	1	3	2	4	0	0	0	0	0	0	0	0	10	26.67%	21.74%
\$160 - \$179,999	0	3	2	3	0	0	0	0	0	0	0	0	8	20.00%	17.39%
\$180 - \$199,999	1	0	0	1	0	0	0	0	0	0	0	0	2	6.67%	4.35%
\$200 - \$249,999	1	2	2	0	0	0	0	0	0	0	0	0	5	0.00%	10.87%
\$250 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$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	0	0	0.00%	0.00%
\$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	6	13	12	15	0	0	0	0	0	0	0	0	46	100.00%	100.00%
Previous Year	8	12	17	15	25	19	16	16	11	6	4	15	52		
% Change	-25%	8%	-29%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-12%		
Current YTD	6	19	31	46	0	0	0	0	0	0	0	0	46		
Previous YTD	8	20	37	52	77	96	112	128	139	145	149	164	52		
% Change YTD	-25%	-5%	-16%	-12%	0%	0%	0%	0%	0%	0%	0%	0%	-12%		

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	17	20	25	28	0	0	0	0	0	0	0	0	90	10.04%	9.78%
\$50 - \$59,999	5	7	7	8	0	0	0	0	0	0	0	0	27	2.87%	2.93%
\$60 - \$69,999	5	10	14	10	0	0	0	0	0	0	0	0	39	3.58%	4.24%
\$70 - \$79,999	6	12	4	12	0	0	0	0	0	0	0	0	34	4.30%	3.70%
\$80 - \$89,999	5	2	9	12	0	0	0	0	0	0	0	0	28	4.30%	3.04%
\$90 - \$99,999	9	7	10	14	0	0	0	0	0	0	0	0	40	5.02%	4.35%
\$100 - \$119,999	26	27	29	34	0	0	0	0	0	0	0	0	116	12.19%	12.61%
\$120 - \$139,999	21	32	30	44	0	0	0	0	0	0	0	0	127	15.77%	13.80%
\$140 - \$159,999	30	22	34	46	0	0	0	0	0	0	0	0	132	16.49%	14.35%
\$160 - \$179,999	12	20	22	20	0	0	0	0	0	0	0	0	74	7.17%	8.04%
\$180 - \$199,999	11	7	12	18	0	0	0	0	0	0	0	0	48	6.45%	5.22%
\$200 - \$249,999	15	23	20	19	0	0	0	0	0	0	0	0	77	6.81%	8.37%
\$250 - \$299,999	6	13	19	9	0	0	0	0	0	0	0	0	47	3.23%	5.11%
\$300 - \$349,999	2	4	4	2	0	0	0	0	0	0	0	0	12	0.72%	1.30%
\$350 - \$399,999	2	5	5	2	0	0	0	0	0	0	0	0	14	0.72%	1.52%
\$400 - \$499,999	1	1	3	0	0	0	0	0	0	0	0	0	5	0.00%	0.54%
\$500 - \$599,999	0	0	3	0	0	0	0	0	0	0	0	0	3	0.00%	0.33%
\$600 - \$699,999	0	2	1	0	0	0	0	0	0	0	0	0	3	0.00%	0.33%
\$700 - \$799,999	0	1	1	1	0	0	0	0	0	0	0	0	3	0.36%	0.33%
\$800 - \$899,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.11%
\$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	174	215	252	279	0	0	0	0	0	0	0	0	920	100.00%	100.00%
Previous Year	151	216	259	252	269	236	253	228	217	222	197	223	878		
% Change	15%	0%	-3%	11%	0%	0%	0%	0%	0%	0%	0%	0%	5%		
Current YTD	174	389	641	920	0	0	0	0	0	0	0	0	920		
Previous YTD	151	367	626	878	1,147	1,383	1,636	1,864	2,081	2,303	2,500	2,723	878		
% Change YTD	15%	6%	2%	5%	0%	0%	0%	0%	0%	0%	0%	0%	5%		



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Type of Financing

Loan Type	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
All Cash	71	91	107	117	0	0	0	0	0	0	0	0	386	41.94%	41.96%
ARM	0	9	0	0	0	0	0	0	0	0	0	0	9	0.00%	0.98%
Assume Conventional	3	1	6	9	0	0	0	0	0	0	0	0	19	3.23%	2.07%
Assume FHA / VA	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.11%
Assume Private	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Balloon Mortgage	2	0	0	0	0	0	0	0	0	0	0	0	2	0.00%	0.22%
Combination	3	1	1	1	0	0	0	0	0	0	0	0	6	0.36%	0.65%
Deed Agreement	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.11%
Lease Opt Purchase	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
New Conventional	61	68	92	95	0	0	0	0	0	0	0	0	316	34.05%	34.35%
New FHA	20	32	31	38	0	0	0	0	0	0	0	0	121	13.62%	13.15%
New Private	0	3	0	0	0	0	0	0	0	0	0	0	3	0.00%	0.33%
New VA	8	6	6	10	0	0	0	0	0	0	0	0	30	3.58%	3.26%
Other	6	4	7	9	0	0	0	0	0	0	0	0	26	3.23%	2.83%
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	174	215	252	279	0	0	0	0	0	0	0	0	920	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	1	4	2	0	0	0	0	0	0	0	0	8	0.72%	0.87%
2	49	60	68	81	0	0	0	0	0	0	0	0	258	29.03%	28.04%
3	90	107	127	143	0	0	0	0	0	0	0	0	467	51.25%	50.76%
4	31	42	44	45	0	0	0	0	0	0	0	0	162	16.13%	17.61%
5	2	5	7	7	0	0	0	0	0	0	0	0	21	2.51%	2.28%
6+	1	0	2	1	0	0	0	0	0	0	0	0	4	0.36%	0.43%
Total	174	215	252	279	0	0	0	0	0	0	0	0	920	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	17	25	28	32	0	0	0	0	0	0	0	0	102	11.47%	11.09%
2	133	161	186	216	0	0	0	0	0	0	0	0	696	77.42%	75.65%
3	23	28	33	27	0	0	0	0	0	0	0	0	111	9.68%	12.07%
4	1	0	5	4	0	0	0	0	0	0	0	0	10	1.43%	1.09%
5	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.11%
6+	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	174	215	252	279	0	0	0	0	0	0	0	0	920	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	9	5	14	11	0	0	0	0	0	0	0	0	39	3.94%	4.24%
Co-op	1	1	1	2	0	0	0	0	0	0	0	0	5	0.72%	0.54%
Fee Simple	164	209	237	266	0	0	0	0	0	0	0	0	876	95.34%	95.22%
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	174	215	252	279	0	0	0	0	0	0	0	0	920	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	0	0	2	3	0	0	0	0	0	0	0	0	5	1.08%	0.54%
Condo	5	3	14	10	0	0	0	0	0	0	0	0	32	3.58%	3.48%
Co-op	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Manufactured	10	5	11	14	0	0	0	0	0	0	0	0	40	5.02%	4.35%
Mobile	13	19	9	15	0	0	0	0	0	0	0	0	56	5.38%	6.09%
Modular	0	0	1	1	0	0	0	0	0	0	0	0	2	0.36%	0.22%
PUD	3	1	1	4	0	0	0	0	0	0	0	0	9	1.43%	0.98%
Single Family	137	174	204	220	0	0	0	0	0	0	0	0	735	78.85%	79.89%
Town Home	5	4	1	4	0	0	0	0	0	0	0	0	14	1.43%	1.52%
Villa	1	9	9	8	0	0	0	0	0	0	0	0	27	2.87%	2.93%
Total	174	215	252	279	0	0	0	0	0	0	0	0	920	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.