



**Realtors® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator
2009**

Sales by Price Range - Single Family Homes

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	9	10	13	14	8	17	21	20					112	8.81%	6.41%
\$50,000 - 59,999	4	5	5	4	5	6	5	8					42	3.52%	2.41%
\$60,000 - 69,999	2	7	7	6	4	2	7	8					43	3.52%	2.46%
\$70,000 - 79,999	5	4	3	8	2	8	7	2					39	0.88%	2.23%
\$80,000 - 89,999	4	1	6	8	7	7	11	11					55	4.85%	3.15%
\$90,000 - 99,999	5	6	9	13	13	15	17	9					87	3.96%	4.98%
\$100,000 - 119,999	24	25	26	28	34	32	42	30					241	13.22%	13.80%
\$120,000 - 139,999	18	31	27	38	36	17	33	27					227	11.89%	13.00%
\$140,000 - 159,999	27	18	31	44	23	38	37	25					243	11.01%	13.92%
\$160,000 - 179,999	13	20	20	17	17	31	32	16					166	7.05%	9.51%
\$180,000 - 199,999	9	7	12	16	13	18	21	13					109	5.73%	6.24%
\$200,000 - 249,999	15	20	20	19	24	19	31	27					175	11.89%	10.02%
\$250,000 - 299,999	7	14	19	9	6	11	12	13					91	5.73%	5.21%
\$300,000 - 349,999	2	5	4	2	3	9	3	11					39	4.85%	2.23%
\$350,000 - 399,999	2	5	5	2	5	7	4	3					33	1.32%	1.89%
\$400,000 - 499,999	1	1	3	0	1	5	2	2					15	0.88%	0.86%
\$500,000 - 599,999	0	0	3	0	3	2	3	1					12	0.44%	0.69%
\$600,000 - 699,999	1	2	1	0	0	0	0	1					5	0.44%	0.29%
\$700,000 - 799,999	0	1	1	1	0	4	0	0					7	0.00%	0.40%
\$800,000 - 899,999	1	0	0	0	0	1	0	0					2	0.00%	0.11%
\$900,000 - 999,999	0	0	0	0	1	0	0	0					1	0.00%	0.06%
\$1,000,000 - and over	0	0	0	0	0	1	1	0					2	0.00%	0.11%
Current Year	149	182	215	229	205	250	289	227					1,746		
Previous Year	112	173	182	196	203	187	195	189	187	193	173	185	2,175		
Change from last month		22.15%	18.13%	6.51%	-10.48%	21.95%	15.60%	-21.45%							
Change from last year	33.04%	5.20%	18.13%	16.84%	0.99%	33.69%	48.21%	20.11%							
Current YTD	149	331	546	775	980	1,230	1,519	1,746							
Previous YTD	112	285	467	663	866	1,053	1,248	1,437	1,624	1,817	1,990	2,175			
% Change YTD	33.04%	16.14%	16.92%	16.89%	13.16%	16.81%	21.71%	21.50%							



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Sales by Price Range - Condominiums

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	0	0	6	1	4	7	4	1					23	16.67%	33.82%
\$50,000 - 59,999	0	0	1	1	0	0	2	0					4	0.00%	5.88%
\$60,000 - 69,999	0	0	1	1	0	5	0	3					10	50.00%	14.71%
\$70,000 - 79,999	0	1	0	0	0	1	1	0					3	0.00%	4.41%
\$80,000 - 89,999	0	0	0	2	0	0	2	2					6	33.33%	8.82%
\$90,000 - 99,999	2	0	0	0	3	0	0	0					5	0.00%	7.35%
\$100,000 - 119,999	0	0	1	1	0	1	1	0					4	0.00%	5.88%
\$120,000 - 139,999	0	0	1	2	0	1	2	0					6	0.00%	8.82%
\$140,000 - 159,999	1	1	1	0	1	0	0	0					4	0.00%	5.88%
\$160,000 - 179,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$180,000 - 199,999	0	0	0	0	1	0	0	0					1	0.00%	1.47%
\$200,000 - 249,999	0	0	0	0	0	1	0	0					1	0.00%	1.47%
\$250,000 - 299,999	0	0	0	0	0	0	1	0					1	0.00%	1.47%
\$300,000 - 349,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$350,000 - 399,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$900,000 - 999,999	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	0.00%	0.00%
Current Year	3	2	11	8	9	16	13	6					68		
Previous Year	3	8	6	7	6	11	4	4	5	2	4	5	65		
Change from last month		-33.33%	450.00%	-27.27%	12.50%	77.78%	-18.75%	-53.85%							
Change from last year	0.00%	-75.00%	83.33%	14.29%	50.00%	45.45%	225.00%	50.00%							
Current YTD	3	5	16	24	33	49	62	68							
Previous YTD	3	11	17	24	30	41	45	49	54	56	60	65			
% Change YTD	0.00%	-54.55%	-5.88%	0.00%	10.00%	19.51%	37.78%	38.78%							



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Sales by Price Range - Duplex / Townhomes / Villas

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	0	0	0	2	1	1	0	1					5	4.00%	3.70%
\$50,000 - 59,999	0	0	1	0	1	1	1	0					4	0.00%	2.96%
\$60,000 - 69,999	0	1	1	1	0	1	0	0					4	0.00%	2.96%
\$70,000 - 79,999	0	0	0	1	2	0	0	3					6	12.00%	4.44%
\$80,000 - 89,999	0	0	0	0	0	1	1	1					3	4.00%	2.22%
\$90,000 - 99,999	0	0	0	0	0	1	0	0					1	0.00%	0.74%
\$100,000 - 119,999	1	3	3	2	1	2	2	3					17	12.00%	12.59%
\$120,000 - 139,999	2	1	1	1	6	1	3	6					21	24.00%	15.56%
\$140,000 - 159,999	1	3	2	4	6	3	4	3					26	12.00%	19.26%
\$160,000 - 179,999	0	3	2	4	2	3	3	3					20	12.00%	14.81%
\$180,000 - 199,999	1	0	0	1	3	1	4	1					11	4.00%	8.15%
\$200,000 - 249,999	1	2	2	0	3	3	2	3					16	12.00%	11.85%
\$250,000 - 299,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$300,000 - 349,999	0	0	0	0	0	0	0	1					1	4.00%	0.74%
\$350,000 - 399,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0	0	0					0	0.00%	0.00%
\$900,000 - 999,999	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	0.00%	0.00%
Current Year	6	13	12	16	25	18	20	25					135		
Previous Year	9	16	17	16	25	19	16	17	11	6	4	15	171		
Change from last month		116.67%	-7.69%	33.33%	56.25%	-28.00%	11.11%	25.00%							
Change from last year	-33.33%	-18.75%	-29.41%	0.00%	0.00%	-5.26%	25.00%	47.06%							
Current YTD	6	19	31	47	72	90	110	135							
Previous YTD	9	25	42	58	83	102	118	135	146	152	156	171			
% Change YTD	-33.33%	-24.00%	-26.19%	-18.97%	-13.25%	-11.76%	-6.78%	0.00%							



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Sales by Price Range - Overall

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	17	20	25	29	21	34	38	30					214	10.45%	9.79%
\$50,000 - 59,999	6	7	8	8	12	10	11	16					78	5.57%	3.57%
\$60,000 - 69,999	5	10	14	10	7	10	10	13					79	4.53%	3.62%
\$70,000 - 79,999	8	12	4	13	7	15	9	6					74	2.09%	3.39%
\$80,000 - 89,999	6	2	9	12	8	11	15	14					77	4.88%	3.52%
\$90,000 - 99,999	9	7	10	15	21	18	19	11					110	3.83%	5.03%
\$100,000 - 119,999	27	29	31	34	37	39	45	35					277	12.20%	12.68%
\$120,000 - 139,999	22	32	31	44	45	24	41	34					273	11.85%	12.49%
\$140,000 - 159,999	30	22	35	49	30	43	43	30					282	10.45%	12.91%
\$160,000 - 179,999	14	23	23	22	20	34	35	19					190	6.62%	8.70%
\$180,000 - 199,999	11	7	12	18	17	19	25	16					125	5.57%	5.72%
\$200,000 - 249,999	17	23	22	20	28	23	33	30					196	10.45%	8.97%
\$250,000 - 299,999	7	14	19	9	6	11	13	14					93	4.88%	4.26%
\$300,000 - 349,999	2	5	4	2	3	9	3	12					40	4.18%	1.83%
\$350,000 - 399,999	2	5	5	2	5	7	4	3					33	1.05%	1.51%
\$400,000 - 499,999	1	1	3	0	1	5	2	2					15	0.70%	0.69%
\$500,000 - 599,999	0	0	3	0	3	2	3	1					12	0.35%	0.55%
\$600,000 - 699,999	1	2	1	0	0	0	0	1					5	0.35%	0.23%
\$700,000 - 799,999	0	1	1	1	0	4	0	0					7	0.00%	0.32%
\$800,000 - 899,999	1	0	0	0	0	1	0	0					2	0.00%	0.09%
\$900,000 - 999,999	0	0	0	0	1	0	0	0					1	0.00%	0.05%
\$1,000,000 - and over	0	0	0	0	0	1	1	0					2	0.00%	0.09%
Current Year	186	222	260	288	272	320	350	287					2,185		
Previous Year	156	241	262	264	278	250	258	243	229	236	202	230	2,849		
Change from last month		19.35%	17.12%	10.77%	-5.56%	17.65%	9.38%	-18.00%							
Change from last year	19.23%	-7.88%	-0.76%	9.09%	-2.16%	28.00%	35.66%	18.11%							
Current YTD	186	408	668	956	1,228	1,548	1,898	2,185							
Previous YTD	156	397	659	923	1,201	1,451	1,709	1,952	2,181	2,417	2,619	2,849			
% Change YTD	19.23%	2.77%	1.37%	3.58%	2.25%	6.69%	11.06%	11.94%							



Realtors® Association of Lake & Sumter Counties
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2009
Sales by Bedroom Count

Bedrooms	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	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	6	5	1	3	0	0	0	0	23	1.05%	1.05%
2	52	60	68	83	81	91	81	75	0	0	0	0	591	26.13%	27.05%
3	95	111	133	148	131	160	183	155	0	0	0	0	1,116	54.01%	51.08%
4	35	45	46	47	49	51	71	45	0	0	0	0	389	15.68%	17.80%
5	2	5	7	7	4	11	10	7	0	0	0	0	53	2.44%	2.43%
6+	1	0	2	1	1	2	4	2	0	0	0	0	13	0.70%	0.59%
Total	186	222	260	288	272	320	350	287	0	0	0	0	2,185	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
1	18	25	28	32	25	29	32	21	0	0	0	0	210	7.32%	9.61%
2	142	165	192	224	215	240	261	226	0	0	0	0	1,665	78.75%	76.20%
3	25	31	34	28	29	40	46	32	0	0	0	0	265	11.15%	12.13%
4	1	0	6	4	3	9	10	8	0	0	0	0	41	2.79%	1.88%
5	0	1	0	0	0	2	0	0	0	0	0	0	3	0.00%	0.14%
6+	0	0	0	0	0	0	1	0	0	0	0	0	1	0.00%	0.05%
Total	186	222	260	288	272	320	350	287	0	0	0	0	2,185	100.00%	100.00%



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Sales by Housing Style

Style	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
Single Family Home	149	182	215	229	205	250	289	227	0	0	0	0	1,746	79.09%	79.91%
Condominium	1	9	9	9	20	14	14	19	0	0	0	0	95	6.62%	4.35%
Townhouse	10	5	11	14	8	15	12	15	0	0	0	0	90	5.23%	4.12%
Manufactured	3	2	11	8	9	16	13	6	0	0	0	0	68	2.09%	3.11%
Half Duplex	5	12	7	9	12	12	3	8	0	0	0	0	68	2.79%	3.11%
Villa	9	7	2	6	8	5	8	5	0	0	0	0	50	1.74%	2.29%
Co-Op	5	4	1	4	5	3	5	5	0	0	0	0	32	1.74%	1.46%
PUD	4	1	1	5	5	4	4	1	0	0	0	0	25	0.35%	1.14%
Modular	0	0	2	3	0	1	1	1	0	0	0	0	8	0.35%	0.37%
Mobile	0	0	1	1	0	0	1	0	0	0	0	0	3	0.00%	0.14%
Mobile W/ Land	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Residential	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Mobile Out of Park	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Mobile In Park															
Total	186	222	260	288	272	320	350	287	0	0	0	0	2,185	100.00%	100.00%