



**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	0	0	0	0	0	0	0	0	0	0	12	3.57%	3.57%
\$50 - \$59,999	4	5	0	0	0	0	0	0	0	0	0	0	9	2.55%	2.68%
\$60 - \$69,999	7	6	0	0	0	0	0	0	0	0	0	0	13	3.06%	3.87%
\$70 - \$79,999	3	9	0	0	0	0	0	0	0	0	0	0	12	4.59%	3.57%
\$80 - \$89,999	2	4	0	0	0	0	0	0	0	0	0	0	6	2.04%	1.79%
\$90 - \$99,999	5	1	0	0	0	0	0	0	0	0	0	0	6	0.51%	1.79%
\$100 - \$119,999	11	11	0	0	0	0	0	0	0	0	0	0	22	5.61%	6.55%
\$120 - \$139,999	7	17	0	0	0	0	0	0	0	0	0	0	24	8.67%	7.14%
\$140 - \$159,999	17	22	0	0	0	0	0	0	0	0	0	0	39	11.22%	11.61%
\$160 - \$179,999	19	26	0	0	0	0	0	0	0	0	0	0	45	13.27%	13.39%
\$180 - \$199,999	16	16	0	0	0	0	0	0	0	0	0	0	32	8.16%	9.52%
\$200 - \$249,999	20	26	0	0	0	0	0	0	0	0	0	0	46	13.27%	13.69%
\$250 - \$299,999	8	21	0	0	0	0	0	0	0	0	0	0	29	10.71%	8.63%
\$300 - \$349,999	10	7	0	0	0	0	0	0	0	0	0	0	17	3.57%	5.06%
\$350 - \$399,999	2	6	0	0	0	0	0	0	0	0	0	0	8	3.06%	2.38%
\$400 - \$499,999	4	4	0	0	0	0	0	0	0	0	0	0	8	2.04%	2.38%
\$500 - \$599,999	0	4	0	0	0	0	0	0	0	0	0	0	4	2.04%	1.19%
\$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	2	0	0	0	0	0	0	0	0	0	0	2	1.02%	0.60%
\$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	2	0	0	0	0	0	0	0	0	0	0	2	1.02%	0.60%
Current Year	140	196	0	0	0	0	0	0	0	0	0	0	336	100.00%	100.00%
Previous Year	201	272	288	263	276	257	212	244	179	218	169	202	473		
% Change	-30%	-28%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-29%		
Current YTD	140	336	0	0	0	0	0	0	0	0	0	0	336		
Previous YTD	201	473	761	1,024	1,300	1,557	1,769	2,013	2,192	2,410	2,579	2,781	473		
% Change YTD	-30%	-29%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-29%		

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	0	0	0	0	0	0	0.00%	0.00%
\$50 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60 - \$69,999	0	1	0	0	0	0	0	0	0	0	0	0	1	12.50%	9.09%
\$70 - \$79,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$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	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	9.09%
\$120 - \$139,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	9.09%
\$140 - \$159,999	0	2	0	0	0	0	0	0	0	0	0	0	2	25.00%	18.18%
\$160 - \$179,999	0	2	0	0	0	0	0	0	0	0	0	0	2	25.00%	18.18%
\$180 - \$199,999	0	1	0	0	0	0	0	0	0	0	0	0	1	12.50%	9.09%
\$200 - \$249,999	1	1	0	0	0	0	0	0	0	0	0	0	2	12.50%	18.18%
\$250 - \$299,999	0	1	0	0	0	0	0	0	0	0	0	0	1	12.50%	9.09%
\$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	3	8	0	0	0	0	0	0	0	0	0	0	11	100.00%	100.00%
Previous Year	11	6	20	8	7	9	10	5	7	4	8	6	17		
% Change	-73%	33%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-35%		
Current YTD	3	11	0	0	0	0	0	0	0	0	0	0	11		
Previous YTD	11	17	37	45	52	61	71	76	83	87	95	101	17		
% Change YTD	-73%	-35%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-35%		



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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	0	0	0	0	0.00%	0.00%
\$50 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$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	0	0	0	0	0	0	0	0.00%	0.00%
\$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	0	4	0	0	0	0	0	0	0	0	0	0	4	33.33%	20.00%
\$120 - \$139,999	1	2	0	0	0	0	0	0	0	0	0	0	3	16.67%	15.00%
\$140 - \$159,999	2	2	0	0	0	0	0	0	0	0	0	0	4	16.67%	20.00%
\$160 - \$179,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	5.00%
\$180 - \$199,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	5.00%
\$200 - \$249,999	2	2	0	0	0	0	0	0	0	0	0	0	4	16.67%	20.00%
\$250 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300 - \$349,999	1	1	0	0	0	0	0	0	0	0	0	0	2	8.33%	10.00%
\$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	1	0	0	0	0	0	0	0	0	0	0	1	8.33%	5.00%
\$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	8	12	0	0	0	0	0	0	0	0	0	0	20	100.00%	100.00%
Previous Year	9	13	12	18	12	10	11	10	8	11	11	10	22		
% Change	-11%	-8%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-9%		
Current YTD	8	20	0	0	0	0	0	0	0	0	0	0	20		
Previous YTD	9	22	34	52	64	74	85	95	103	114	125	135	22		
% Change YTD	-11%	-9%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-9%		

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	0	0	0	0	0	0	0	0	0	0	12	3.24%	3.27%
\$50 - \$59,999	4	5	0	0	0	0	0	0	0	0	0	0	9	2.31%	2.45%
\$60 - \$69,999	7	7	0	0	0	0	0	0	0	0	0	0	14	3.24%	3.81%
\$70 - \$79,999	3	9	0	0	0	0	0	0	0	0	0	0	12	4.17%	3.27%
\$80 - \$89,999	2	4	0	0	0	0	0	0	0	0	0	0	6	1.85%	1.63%
\$90 - \$99,999	5	1	0	0	0	0	0	0	0	0	0	0	6	0.46%	1.63%
\$100 - \$119,999	12	15	0	0	0	0	0	0	0	0	0	0	27	6.94%	7.36%
\$120 - \$139,999	9	19	0	0	0	0	0	0	0	0	0	0	28	8.80%	7.63%
\$140 - \$159,999	19	26	0	0	0	0	0	0	0	0	0	0	45	12.04%	12.26%
\$160 - \$179,999	20	28	0	0	0	0	0	0	0	0	0	0	48	12.96%	13.08%
\$180 - \$199,999	17	17	0	0	0	0	0	0	0	0	0	0	34	7.87%	9.26%
\$200 - \$249,999	23	29	0	0	0	0	0	0	0	0	0	0	52	13.43%	14.17%
\$250 - \$299,999	8	22	0	0	0	0	0	0	0	0	0	0	30	10.19%	8.17%
\$300 - \$349,999	11	8	0	0	0	0	0	0	0	0	0	0	19	3.70%	5.18%
\$350 - \$399,999	2	6	0	0	0	0	0	0	0	0	0	0	8	2.78%	2.18%
\$400 - \$499,999	4	4	0	0	0	0	0	0	0	0	0	0	8	1.85%	2.18%
\$500 - \$599,999	0	5	0	0	0	0	0	0	0	0	0	0	5	2.31%	1.36%
\$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	2	0	0	0	0	0	0	0	0	0	0	2	0.93%	0.54%
\$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	2	0	0	0	0	0	0	0	0	0	0	2	0.93%	0.54%
Current Year	151	216	0	0	0	0	0	0	0	0	0	0	367	100.00%	100.00%
Previous Year	221	291	320	289	295	276	233	259	194	233	188	218	512		
% Change	-32%	-26%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-28%		
Current YTD	151	367	0	0	0	0	0	0	0	0	0	0	367		
Previous YTD	221	512	832	1,121	1,416	1,692	1,925	2,184	2,378	2,611	2,799	3,017	512		
% Change YTD	-32%	-28%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-28%		



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Type of Financing

Loan Type	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Curr	YTD
													Total	Month	
All Cash	60	74	0	0	0	0	0	0	0	0	0	0	134	34.26%	36.51%
ARM	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Assume Conventional	4	8	0	0	0	0	0	0	0	0	0	0	12	3.70%	3.27%
Assume FHA / VA	2	1	0	0	0	0	0	0	0	0	0	0	3	0.46%	0.82%
Assume Private	0	1	0	0	0	0	0	0	0	0	0	0	1	0.46%	0.27%
Balloon Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Combination	0	4	0	0	0	0	0	0	0	0	0	0	4	1.85%	1.09%
Deed Agreement	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Lease Opt Purchase	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
New Conventional	74	99	0	0	0	0	0	0	0	0	0	0	173	45.83%	47.14%
New FHA	8	22	0	0	0	0	0	0	0	0	0	0	30	10.19%	8.17%
New Private	1	3	0	0	0	0	0	0	0	0	0	0	4	1.39%	1.09%
New VA	2	1	0	0	0	0	0	0	0	0	0	0	3	0.46%	0.82%
Other	0	3	0	0	0	0	0	0	0	0	0	0	3	1.39%	0.82%
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	0	0	0	0	0	0	0	0	0	0	367	100.00%	100.00%

Sales by Bedroom Count

Bedrooms	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Curr	YTD
													Total	Month	
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	1	3	0	0	0	0	0	0	0	0	0	0	4	1.39%	1.09%
2	57	66	0	0	0	0	0	0	0	0	0	0	123	30.56%	33.51%
3	78	99	0	0	0	0	0	0	0	0	0	0	177	45.83%	48.23%
4	13	44	0	0	0	0	0	0	0	0	0	0	57	20.37%	15.53%
5	1	2	0	0	0	0	0	0	0	0	0	0	3	0.93%	0.82%
6+	1	2	0	0	0	0	0	0	0	0	0	0	3	0.93%	0.82%
Total	151	216	0	0	0	0	0	0	0	0	0	0	367	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Curr	YTD
													Total	Month	
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	11	17	0	0	0	0	0	0	0	0	0	0	28	7.87%	7.63%
2	132	172	0	0	0	0	0	0	0	0	0	0	304	79.63%	82.83%
3	5	20	0	0	0	0	0	0	0	0	0	0	25	9.26%	6.81%
4	3	7	0	0	0	0	0	0	0	0	0	0	10	3.24%	2.72%
5	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
6+	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	151	216	0	0	0	0	0	0	0	0	0	0	367	100.00%	100.00%

Sales by Ownership Type

Ownership	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Curr	YTD
													Total	Month	
Condominium	3	9	0	0	0	0	0	0	0	0	0	0	12	4.17%	3.27%
Co-op	2	4	0	0	0	0	0	0	0	0	0	0	6	1.85%	1.63%
Fee Simple	146	203	0	0	0	0	0	0	0	0	0	0	349	93.98%	95.10%
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	0	0	0	0	0	0	0	0	0	0	367	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	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.27%
Condo	3	8	0	0	0	0	0	0	0	0	0	0	11	3.70%	3.00%
Co-op	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Manufactured	15	15	0	0	0	0	0	0	0	0	0	0	30	6.94%	8.17%
Mobile	13	23	0	0	0	0	0	0	0	0	0	0	36	10.65%	9.81%
Modular	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
PUD	2	2	0	0	0	0	0	0	0	0	0	0	4	0.93%	1.09%
Single Family	110	156	0	0	0	0	0	0	0	0	0	0	266	72.22%	72.48%
Town Home	0	3	0	0	0	0	0	0	0	0	0	0	3	1.39%	0.82%
Villa	7	9	0	0	0	0	0	0	0	0	0	0	16	4.17%	4.36%
Total	151	216	0	0	0	0	0	0	0	0	0	0	367	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.