



**REALTORS® Association of Lake & Sumter
Monthly Sales Trend Indicator
2010**

Sales by Price Range - Single Family Homes & Villas

Price Range	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
\$1 - 49,999	21	24											45	9.49%	9.64%
\$50,000 - 59,999	6	11											17	4.35%	3.64%
\$60,000 - 69,999	4	8											12	3.16%	2.57%
\$70,000 - 79,999	7	9											16	3.56%	3.43%
\$80,000 - 89,999	14	8											22	3.16%	4.71%
\$90,000 - 99,999	8	13											21	5.14%	4.50%
\$100,000 - 119,999	31	34											65	13.44%	13.92%
\$120,000 - 139,999	29	33											62	13.04%	13.28%
\$140,000 - 159,999	23	22											45	8.70%	9.64%
\$160,000 - 179,999	27	14											41	5.53%	8.78%
\$180,000 - 199,999	7	19											26	7.51%	5.57%
\$200,000 - 249,999	17	30											47	11.86%	10.06%
\$250,000 - 299,999	7	16											23	6.32%	4.93%
\$300,000 - 349,999	4	2											6	0.79%	1.28%
\$350,000 - 399,999	4	6											10	2.37%	2.14%
\$400,000 - 499,999	2	3											5	1.19%	1.07%
\$500,000 - 599,999	2	0											2	0.00%	0.43%
\$600,000 - 699,999	1	0											1	0.00%	0.21%
\$700,000 - 799,999	0	0											0	0.00%	0.00%
\$800,000 - 899,999	0	0											0	0.00%	0.00%
\$900,000 - 999,999	0	0											0	0.00%	0.00%
\$1,000,000 - and over	0	1											1	0.40%	0.21%
Current Year	214	253											467		
Previous Year	151	193	224	238	224	267	301	253	292	281	258	267	2,949		
Change from last month		18.22%													
Change from last year	41.72%	31.09%													
Current YTD	214	467													
Previous YTD	151	344	568	806	1,030	1,297	1,598	1,851	2,143	2,424	2,682	2,949			
% Change YTD	41.72%	35.76%													



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Sales by Price Range - Condominiums, Townhouses and Co-Op

Price Range	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
\$1 - 49,999	3	2											5	14.29%	22.73%
\$50,000 - 59,999	0	1											1	7.14%	4.55%
\$60,000 - 69,999	1	2											3	14.29%	13.64%
\$70,000 - 79,999	0	3											3	21.43%	13.64%
\$80,000 - 89,999	1	1											2	7.14%	9.09%
\$90,000 - 99,999	1	1											2	7.14%	9.09%
\$100,000 - 119,999	2	2											4	14.29%	18.18%
\$120,000 - 139,999	0	2											2	14.29%	9.09%
\$140,000 - 159,999	0	0											0	0.00%	0.00%
\$160,000 - 179,999	0	0											0	0.00%	0.00%
\$180,000 - 199,999	0	0											0	0.00%	0.00%
\$200,000 - 249,999	0	0											0	0.00%	0.00%
\$250,000 - 299,999	0	0											0	0.00%	0.00%
\$300,000 - 349,999	0	0											0	0.00%	0.00%
\$350,000 - 399,999	0	0											0	0.00%	0.00%
\$400,000 - 499,999	0	0											0	0.00%	0.00%
\$500,000 - 599,999	0	0											0	0.00%	0.00%
\$600,000 - 699,999	0	0											0	0.00%	0.00%
\$700,000 - 799,999	0	0											0	0.00%	0.00%
\$800,000 - 899,999	0	0											0	0.00%	0.00%
\$900,000 - 999,999	0	0											0	0.00%	0.00%
\$1,000,000 - and over	0	0											0	0.00%	0.00%
Current Year	8	14											22		
Previous Year	8	6	12	13	15	19	18	11	15	25	23	22	187		
Change from last month		75.00%													
Change from last year	0.00%	133.33%													
Current YTD	8	22													
Previous YTD	8	14	26	39	54	73	91	102	117	142	165	187			
% Change YTD	0.00%	57.14%													



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Sales by Price Range - Overall

Price Range	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
\$1 - 49,999	35	40											75	12.90%	13.20%
\$50,000 - 59,999	11	16											27	5.16%	4.75%
\$60,000 - 69,999	7	18											25	5.81%	4.40%
\$70,000 - 79,999	11	16											27	5.16%	4.75%
\$80,000 - 89,999	19	14											33	4.52%	5.81%
\$90,000 - 99,999	13	16											29	5.16%	5.11%
\$100,000 - 119,999	35	40											75	12.90%	13.20%
\$120,000 - 139,999	30	35											65	11.29%	11.44%
\$140,000 - 159,999	23	23											46	7.42%	8.10%
\$160,000 - 179,999	29	14											43	4.52%	7.57%
\$180,000 - 199,999	7	19											26	6.13%	4.58%
\$200,000 - 249,999	17	31											48	10.00%	8.45%
\$250,000 - 299,999	7	16											23	5.16%	4.05%
\$300,000 - 349,999	4	2											6	0.65%	1.06%
\$350,000 - 399,999	5	6											11	1.94%	1.94%
\$400,000 - 499,999	2	3											5	0.97%	0.88%
\$500,000 - 599,999	2	0											2	0.00%	0.35%
\$600,000 - 699,999	1	0											1	0.00%	0.18%
\$700,000 - 799,999	0	0											0	0.00%	0.00%
\$800,000 - 899,999	0	0											0	0.00%	0.00%
\$900,000 - 999,999	0	0											0	0.00%	0.00%
\$1,000,000 - and over	0	1											1	0.32%	0.18%
Current Year	258	310											568		
Previous Year	188	225	260	289	272	323	348	294	334	342	316	335	3,526		
Change from last month		20.16%													
Change from last year		37.78%													
Current YTD	258	568													
Previous YTD	188	413	673	962	1,234	1,557	1,905	2,199	2,533	2,875	3,191	3,526			
% Change YTD	37.23%	37.53%													



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Sales by Bedroom Count

Bedrooms	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	2	7	0	0	0	0	0	0	0	0	0	0	9	2.26%	1.58%
2	73	99	0	0	0	0	0	0	0	0	0	0	172	31.94%	30.28%
3	128	156	0	0	0	0	0	0	0	0	0	0	284	50.32%	50.00%
4	47	46	0	0	0	0	0	0	0	0	0	0	93	14.84%	16.37%
5	5	1	0	0	0	0	0	0	0	0	0	0	6	0.32%	1.06%
6+	3	1	0	0	0	0	0	0	0	0	0	0	4	0.32%	0.70%
Total	258	310	0	0	0	0	0	0	0	0	0	0	568	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
1	28	27	0	0	0	0	0	0	0	0	0	0	55	8.71%	9.68%
2	201	250	0	0	0	0	0	0	0	0	0	0	451	80.65%	79.40%
3	23	27	0	0	0	0	0	0	0	0	0	0	50	8.71%	8.80%
4	6	4	0	0	0	0	0	0	0	0	0	0	10	1.29%	1.76%
5	0	1	0	0	0	0	0	0	0	0	0	0	1	0.32%	0.18%
6+	0	1	0	0	0	0	0	0	0	0	0	0	1	0.32%	0.18%
Total	258	310	0	0	0	0	0	0	0	0	0	0	568	100.00%	100.00%



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Sales by Housing Style

Style	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
Single Family Home	206	244	0	0	0	0	0	0	0	0	0	0	450	78.71%	79.23%
Manufactured	11	20	0	0	0	0	0	0	0	0	0	0	31	6.45%	5.46%
Manufactured/Mobile In Pa	13	11	0	0	0	0	0	0	0	0	0	0	24	3.55%	4.23%
Manufactured/Mobile Out	8	9	0	0	0	0	0	0	0	0	0	0	17	2.90%	2.99%
Villa	8	9	0	0	0	0	0	0	0	0	0	0	17	2.90%	2.99%
Condominium	3	9	0	0	0	0	0	0	0	0	0	0	12	2.90%	2.11%
Townhouse	5	5	0	0	0	0	0	0	0	0	0	0	10	1.61%	1.76%
Planned Unit Development	4	3	0	0	0	0	0	0	0	0	0	0	7	0.97%	1.23%
Modular	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Mobile With Single In Land	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Half Duplex	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Mobile	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Co-Op	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	258	310	0	0	0	0	0	0	0	0	0	0	568	100.00%	100.00%