



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

Sales by Price Range - Single Family Homes & Villa's

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												21	9.86%	9.86%
\$50,000 - 59,999	6												6	2.82%	2.82%
\$60,000 - 69,999	4												4	1.88%	1.88%
\$70,000 - 79,999	7												7	3.29%	3.29%
\$80,000 - 89,999	14												14	6.57%	6.57%
\$90,000 - 99,999	8												8	3.76%	3.76%
\$100,000 - 119,999	31												31	14.55%	14.55%
\$120,000 - 139,999	29												29	13.62%	13.62%
\$140,000 - 159,999	22												22	10.33%	10.33%
\$160,000 - 179,999	27												27	12.68%	12.68%
\$180,000 - 199,999	7												7	3.29%	3.29%
\$200,000 - 249,999	17												17	7.98%	7.98%
\$250,000 - 299,999	7												7	3.29%	3.29%
\$300,000 - 349,999	4												4	1.88%	1.88%
\$350,000 - 399,999	4												4	1.88%	1.88%
\$400,000 - 499,999	2												2	0.94%	0.94%
\$500,000 - 599,999	2												2	0.94%	0.94%
\$600,000 - 699,999	1												1	0.47%	0.47%
\$700,000 - 799,999	0												0	0.00%	0.00%
\$800,000 - 899,999	0												0	0.00%	0.00%
\$900,000 - 999,999	0												0	0.00%	0.00%
\$1,000,000 - and over	0												0	0.00%	0.00%
Current Year	213												213		
Previous Year	151	0	0	0	0	0	0	0	0	0	0	0	151		
Change from last month															
Change from last year	41.06%														
Current YTD	213	213													
Previous YTD	151	151	151	151	151	151	151	151	151	151	151	151	151		
% Change YTD	41.06%														



**REALTORS® Association of Lake & Sumter
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2010**

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

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												3	37.50%	37.50%
\$50,000 - 59,999	0												0	0.00%	0.00%
\$60,000 - 69,999	1												1	12.50%	12.50%
\$70,000 - 79,999	0												0	0.00%	0.00%
\$80,000 - 89,999	1												1	12.50%	12.50%
\$90,000 - 99,999	1												1	12.50%	12.50%
\$100,000 - 119,999	2												2	25.00%	25.00%
\$120,000 - 139,999	0												0	0.00%	0.00%
\$140,000 - 159,999	0												0	0.00%	0.00%
\$160,000 - 179,999	0												0	0.00%	0.00%
\$180,000 - 199,999	0												0	0.00%	0.00%
\$200,000 - 249,999	0												0	0.00%	0.00%
\$250,000 - 299,999	0												0	0.00%	0.00%
\$300,000 - 349,999	0												0	0.00%	0.00%
\$350,000 - 399,999	0												0	0.00%	0.00%
\$400,000 - 499,999	0												0	0.00%	0.00%
\$500,000 - 599,999	0												0	0.00%	0.00%
\$600,000 - 699,999	0												0	0.00%	0.00%
\$700,000 - 799,999	0												0	0.00%	0.00%
\$800,000 - 899,999	0												0	0.00%	0.00%
\$900,000 - 999,999	0												0	0.00%	0.00%
\$1,000,000 - and over	0												0	0.00%	0.00%
Current Year	8												8		
Previous Year	8	0	0	0	0	0	0	0	0	0	0	0	8		
Change from last month															
Change from last year	0.00%														
Current YTD	8	8													
Previous YTD	8	8	8	8	8	8	8	8	8	8	8	8	8		
% Change YTD	0.00%														



REALTORS® Association of Lake & Sumter
Monthly Sales Trend Indicator
2010
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												35	13.62%	13.62%
\$50,000 - 59,999	11												11	4.28%	4.28%
\$60,000 - 69,999	7												7	2.72%	2.72%
\$70,000 - 79,999	11												11	4.28%	4.28%
\$80,000 - 89,999	19												19	7.39%	7.39%
\$90,000 - 99,999	13												13	5.06%	5.06%
\$100,000 - 119,999	35												35	13.62%	13.62%
\$120,000 - 139,999	30												30	11.67%	11.67%
\$140,000 - 159,999	22												22	8.56%	8.56%
\$160,000 - 179,999	29												29	11.28%	11.28%
\$180,000 - 199,999	7												7	2.72%	2.72%
\$200,000 - 249,999	17												17	6.61%	6.61%
\$250,000 - 299,999	7												7	2.72%	2.72%
\$300,000 - 349,999	4												4	1.56%	1.56%
\$350,000 - 399,999	5												5	1.95%	1.95%
\$400,000 - 499,999	2												2	0.78%	0.78%
\$500,000 - 599,999	2												2	0.78%	0.78%
\$600,000 - 699,999	1												1	0.39%	0.39%
\$700,000 - 799,999	0												0	0.00%	0.00%
\$800,000 - 899,999	0												0	0.00%	0.00%
\$900,000 - 999,999	0												0	0.00%	0.00%
\$1,000,000 - and over	0												0	0.00%	0.00%
Current Year	257												257		
Previous Year	188	0	0	0	0	0	0	0	0	0	0	0	188		
Change from last month															
Change from last year															
Current YTD	257	257													
Previous YTD	188	188	188	188	188	188	188	188	188	188	188	188	188		
% Change YTD	36.70%														



REALTORS® Association of Lake & Sumter
Monthly Sales Trend Indicator
2010
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	0	0	0	0	0	0	0	0	0	0	0	2	0.78%	0.78%
2	72	0	0	0	0	0	0	0	0	0	0	0	72	28.02%	28.02%
3	128	0	0	0	0	0	0	0	0	0	0	0	128	49.81%	49.81%
4	47	0	0	0	0	0	0	0	0	0	0	0	47	18.29%	18.29%
5	5	0	0	0	0	0	0	0	0	0	0	0	5	1.95%	1.95%
6+	3	0	0	0	0	0	0	0	0	0	0	0	3	1.17%	1.17%
Total	257	0	0	0	0	0	0	0	0	0	0	0	257	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	0	0	0	0	0	0	0	0	0	0	0	28	10.89%	10.89%
2	200	0	0	0	0	0	0	0	0	0	0	0	200	77.82%	77.82%
3	23	0	0	0	0	0	0	0	0	0	0	0	23	8.95%	8.95%
4	6	0	0	0	0	0	0	0	0	0	0	0	6	2.33%	2.33%
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	257	0	0	0	0	0	0	0	0	0	0	0	257	100.00%	100.00%



REALTORS® Association of Lake & Sumter
Monthly Sales Trend Indicator
2010
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	0	0	0	0	0	0	0	0	0	0	0	206	80.16%	80.16%
Manufactured/Mobile In Pa	13	0	0	0	0	0	0	0	0	0	0	0	13	5.06%	5.06%
Manufactured	11	0	0	0	0	0	0	0	0	0	0	0	11	4.28%	4.28%
Manufactured/Mobile Out	8	0	0	0	0	0	0	0	0	0	0	0	8	3.11%	3.11%
Villa	7	0	0	0	0	0	0	0	0	0	0	0	7	2.72%	2.72%
Townhouse	5	0	0	0	0	0	0	0	0	0	0	0	5	1.95%	1.95%
Planned Unit Development	4	0	0	0	0	0	0	0	0	0	0	0	4	1.56%	1.56%
Condominium	3	0	0	0	0	0	0	0	0	0	0	0	3	1.17%	1.17%
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	257	0	0	0	0	0	0	0	0	0	0	0	257	100.00%	100.00%



REALTORS® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - January 1 to January 31, 2010

Price Range	Sold Units	Market Share	Average List	Average Sale	% List to Sell	Avg DOM	Inventory on Market	Months Supply
			Price	Price				
\$1 - 49,999	35	13.62%	40,109	34,717	87.00%	141	264	7.5
\$50,000 - 59,999	11	4.28%	60,418	53,309	88.00%	127	123	11.2
\$60,000 - 69,999	7	2.72%	70,943	63,093	89.00%	152	141	20.1
\$70,000 - 79,999	11	4.28%	80,289	76,264	95.00%	119	172	15.6
\$80,000 - 89,999	19	7.39%	89,494	84,258	94.00%	110	172	9.1
\$90,000 - 99,999	13	5.06%	104,508	94,855	91.00%	190	206	15.9
\$100,000 - 119,999	35	13.62%	116,850	108,298	93.00%	89	356	10.2
\$120,000 - 139,999	30	11.67%	135,637	129,536	96.00%	141	441	14.7
\$140,000 - 159,999	22	8.56%	154,223	147,341	96.00%	157	443	20.1
\$160,000 - 179,999	29	11.28%	175,740	169,347	96.00%	211	363	12.5
\$180,000 - 199,999	7	2.72%	196,371	190,986	97.00%	63	308	44.0
\$200,000 - 249,999	17	6.61%	232,835	217,436	93.00%	194	519	30.5
\$250,000 - 299,999	7	2.72%	297,800	280,071	94.00%	80	426	60.9
\$300,000 - 349,999	4	1.56%	328,875	317,625	97.00%	109	181	45.3
\$350,000 - 399,999	5	1.95%	395,540	368,300	93.00%	330	158	31.6
\$400,000 - 499,999	2	0.78%	467,450	449,000	96.00%	514	142	71.0
\$500,000 - 599,999	2	0.78%	533,500	527,875	99.00%	209	94	47.0
\$600,000 - 699,999	1	0.39%	725,000	650,000	90.00%	180	70	70.0
\$700,000 - 799,999	0	0.00%	0	0	0.00%		46	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		30	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		19	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		72	
Totals	257	100.00%	142,385	134,065	94.00%	149	4,746	18.5

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants.

The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas.

Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.



REALTORS® Association of Lake & Sumter

Multiple Listing YTD Sales and Inventory Report - January 1 to January 31, 2010

Price Range	Sold Units	Market Share	Average List	Average Sale	% List to Sell	Avg DOM	Inventory on Market	Months Supply
			Price	Price				
\$1 - 49,999	35	13.62%	40,109	34,717	87.00%	141	264	7.5
\$50,000 - 59,999	11	4.28%	60,418	53,309	88.00%	127	123	11.2
\$60,000 - 69,999	7	2.72%	70,943	63,093	89.00%	152	141	20.1
\$70,000 - 79,999	11	4.28%	80,289	76,264	95.00%	119	172	15.6
\$80,000 - 89,999	19	7.39%	89,494	84,258	94.00%	110	172	9.1
\$90,000 - 99,999	13	5.06%	104,508	94,855	91.00%	190	206	15.9
\$100,000 - 119,999	35	13.62%	116,850	108,298	93.00%	89	356	10.2
\$120,000 - 139,999	30	11.67%	135,637	129,536	96.00%	141	441	14.7
\$140,000 - 159,999	22	8.56%	154,223	147,341	96.00%	157	443	20.1
\$160,000 - 179,999	29	11.28%	175,740	169,347	96.00%	211	363	12.5
\$180,000 - 199,999	7	2.72%	196,371	190,986	97.00%	63	308	44.0
\$200,000 - 249,999	17	6.61%	232,835	217,436	93.00%	194	519	30.5
\$250,000 - 299,999	7	2.72%	297,800	280,071	94.00%	80	426	60.9
\$300,000 - 349,999	4	1.56%	328,875	317,625	97.00%	109	181	45.3
\$350,000 - 399,999	5	1.95%	395,540	368,300	93.00%	330	158	31.6
\$400,000 - 499,999	2	0.78%	467,450	449,000	96.00%	514	142	71.0
\$500,000 - 599,999	2	0.78%	533,500	527,875	99.00%	209	94	47.0
\$600,000 - 699,999	1	0.39%	725,000	650,000	90.00%	180	70	70.0
\$700,000 - 799,999	0	0.00%	0	0	0.00%		46	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		30	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		19	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		72	
Totals	257	100.00%	142,385	134,065	94.00%	149	4,746	18.5

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants.

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REALTORS® Association of Lake & Sumter

Four Year Sales and Inventory History 2006 - 2010

Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
01-FEB-06	407	228,274	218,348	96%	61	3,036	7.5
01-MAR-06	487	236,734	227,754	96%	62	3,203	6.6
01-APR-06	420	234,070	224,726	96%	65	3,343	8.0
01-MAY-06	499	250,295	239,509	96%	66	3,540	7.1
01-JUN-06	462	252,863	241,916	96%	68	3,883	8.4
01-JUL-06	384	267,264	257,011	96%	74	4,125	10.7
01-AUG-06	377	250,601	239,300	95%	66	4,376	11.6
01-SEP-06	346	239,910	229,136	96%	75	4,551	13.2
01-OCT-06	309	236,771	224,147	95%	81	4,783	15.5
01-NOV-06	344	259,555	243,682	94%	95	4,824	14.0
01-DEC-06	316	242,086	225,994	93%	100	4,778	15.1
01-JAN-07	251	236,302	222,922	94%	97	5,027	20.0
01-FEB-07	313	249,782	235,818	94%	100	5,149	16.5
01-MAR-07	355	228,872	215,905	94%	102	5,337	15.0
01-APR-07	331	238,680	226,582	95%	96	5,522	16.7
01-MAY-07	339	247,022	233,204	94%	102	5,685	16.8
01-JUN-07	309	245,716	230,807	94%	100	5,767	18.7
01-JUL-07	272	236,347	224,512	95%	123	5,774	21.2
01-AUG-07	279	233,532	218,568	94%	118	5,842	20.9
01-SEP-07	208	210,825	196,502	93%	109	5,883	28.3
01-OCT-07	242	222,313	207,147	93%	129	6,035	24.9
01-NOV-07	194	241,262	219,084	91%	131	6,127	31.6
01-DEC-07	223	209,192	194,572	93%	129	5,965	26.7
01-JAN-08	159	191,968	177,031	92%	134	6,021	37.9
01-FEB-08	241	221,890	202,663	91%	139	6,021	25.0
01-MAR-08	266	218,986	201,296	92%	141	6,053	22.8
01-APR-08	268	195,149	180,470	92%	145	6,001	22.4
01-MAY-08	281	210,263	194,697	93%	136	5,882	20.9
01-JUN-08	257	214,378	199,234	93%	125	5,950	23.2
01-JUL-08	265	195,552	181,372	93%	133	5,893	22.2
01-AUG-08	246	193,392	178,870	92%	136	5,838	23.7
01-SEP-08	233	183,809	169,529	92%	138	5,906	25.3
01-OCT-08	238	193,456	180,397	93%	126	5,946	25.0
01-NOV-08	206	182,762	165,222	90%	147	5,904	28.7
01-DEC-08	234	176,260	162,451	92%	150	5,810	24.8
01-JAN-09	188	153,802	141,983	92%	132	5,733	30.5
01-FEB-09	225	165,469	152,025	92%	137	5,722	25.4
01-MAR-09	260	168,702	154,876	92%	135	5,563	21.4
01-APR-09	289	141,166	131,510	93%	137	5,396	18.7
01-MAY-09	272	157,389	144,944	92%	134	5,301	19.5
01-JUN-09	323	171,840	158,489	92%	147	5,270	16.3
01-JUL-09	348	158,455	146,377	92%	135	5,169	14.9
01-AUG-09	294	156,984	145,733	93%	139	5,064	17.2
01-SEP-09	337	151,289	143,015	95%	133	4,995	14.8
01-OCT-09	344	154,662	142,157	92%	126	4,962	14.4
01-NOV-09	317	148,410	138,951	94%	124	5,042	15.9
01-DEC-09	339	153,952	139,875	91%	122	4,904	14.5
01-JAN-10	257	142,385	134,065	94%	149	4,746	18.5