



Greater Lake County Association of REALTORS® Monthly Sales Trend Indicator 2007

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	7	8	10	8	6	9	9	3	9	5	7	5	86	2.48%	3.09%
\$50 - \$59,999	3	1	3	2	5	3	3	3	4	3	5	5	40	2.48%	1.44%
\$60 - \$69,999	5	5	2	6	3	5	5	6	5	2	1	4	49	1.98%	1.76%
\$70 - \$79,999	0	2	8	3	7	5	5	4	2	6	7	4	53	1.98%	1.91%
\$80 - \$89,999	2	4	8	7	6	3	3	4	4	3	3	7	54	3.47%	1.94%
\$90 - \$99,999	1	2	8	8	2	7	6	1	6	7	1	6	55	2.97%	1.98%
\$100 - \$119,999	9	13	15	15	6	10	4	12	9	10	9	11	123	5.45%	4.42%
\$120 - \$139,999	13	19	21	15	17	17	14	23	11	17	13	29	209	14.36%	7.52%
\$140 - \$159,999	16	18	10	18	19	16	17	19	20	22	15	21	211	10.40%	7.59%
\$160 - \$179,999	16	17	32	27	29	25	11	24	16	21	23	19	260	9.41%	9.35%
\$180 - \$199,999	21	26	20	29	20	23	19	35	13	27	14	21	268	10.40%	9.64%
\$200 - \$249,999	45	65	72	58	74	53	52	41	37	40	28	29	594	14.36%	21.36%
\$250 - \$299,999	25	32	28	21	30	28	25	34	20	26	19	16	304	7.92%	10.93%
\$300 - \$349,999	12	18	16	12	17	19	14	9	9	12	6	9	153	4.46%	5.50%
\$350 - \$399,999	7	12	20	15	8	11	10	8	6	7	4	5	113	2.48%	4.06%
\$400 - \$499,999	13	17	10	9	10	13	6	6	4	4	5	4	101	1.98%	3.63%
\$500 - \$599,999	1	3	2	5	8	4	3	6	2	4	4	2	44	0.99%	1.58%
\$600 - \$699,999	1	7	2	2	3	3	3	0	1	0	1	3	26	1.49%	0.93%
\$700 - \$799,999	2	1	1	1	2	1	0	3	1	0	0	2	14	0.99%	0.50%
\$800 - \$899,999	2	0	0	0	2	1	1	1	0	1	1	0	9	0.00%	0.32%
\$900 - \$999,999	0	2	0	1	0	0	2	1	0	0	2	0	8	0.00%	0.29%
\$1,000,000 and over	0	0	0	1	2	1	0	1	0	1	1	0	7	0.00%	0.25%
Current Year	201	272	288	263	276	257	212	244	179	218	169	202	2,781	100.00%	100.00%
Previous Year	333	341	432	375	450	411	351	330	291	265	279	267	4,125		
% Change	-40%	-20%	-33%	-30%	-39%	-37%	-40%	-26%	-38%	-18%	-39%	-24%	-33%		
Current YTD	201	473	761	1,024	1,300	1,557	1,769	2,013	2,192	2,410	2,579	2,781	2,781		
Previous YTD	333	674	1,106	1,481	1,931	2,342	2,693	3,023	3,314	3,579	3,858	4,125	4,125		
% Change YTD	-40%	-30%	-31%	-31%	-33%	-34%	-34%	-33%	-34%	-33%	-33%	-33%	-33%		

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	1	1	16.67%	0.99%
\$60 - \$69,999	2	0	1	1	0	0	1	0	0	0	1	0	6	0.00%	5.94%
\$70 - \$79,999	0	0	1	0	0	0	0	1	0	0	0	0	2	0.00%	1.98%
\$80 - \$89,999	2	1	2	0	0	0	1	0	2	0	1	1	10	16.67%	9.90%
\$90 - \$99,999	1	0	1	0	0	0	1	1	0	1	0	0	5	0.00%	4.95%
\$100 - \$119,999	1	1	1	2	4	2	4	0	0	0	2	0	17	0.00%	16.83%
\$120 - \$139,999	2	1	1	1	0	1	1	0	1	1	2	0	11	0.00%	10.89%
\$140 - \$159,999	0	0	3	1	2	1	1	0	0	0	0	2	10	33.33%	9.90%
\$160 - \$179,999	1	1	5	1	1	2	0	3	1	0	1	0	16	0.00%	15.84%
\$180 - \$199,999	1	1	2	1	0	1	1	0	1	0	0	0	8	0.00%	7.92%
\$200 - \$249,999	0	1	1	1	0	2	0	0	2	0	0	0	7	0.00%	6.93%
\$250 - \$299,999	0	0	0	0	0	0	0	0	0	1	0	0	1	0.00%	0.99%
\$300 - \$349,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.99%
\$350 - \$399,999	1	0	0	0	0	0	0	0	0	1	1	0	3	0.00%	2.97%
\$400 - \$499,999	0	0	0	0	0	0	0	0	0	0	0	1	1	16.67%	0.99%
\$500 - \$599,999	0	0	1	0	0	0	0	0	0	0	0	1	2	16.67%	1.98%
\$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	11	6	20	8	7	9	10	5	7	4	8	6	101	100.00%	100.00%
Previous Year	14	14	14	11	8	11	4	8	14	11	18	12	139		
% Change	-21%	-57%	43%	-27%	-13%	-18%	150%	-38%	-50%	-64%	-56%	-50%	-27%		
Current YTD	11	17	37	45	52	61	71	76	83	87	95	101	101		
Previous YTD	14	28	42	53	61	72	76	84	98	109	127	139	139		
% Change YTD	-21%	-39%	-12%	-15%	-15%	-15%	-7%	-10%	-15%	-20%	-25%	-27%	-27%		



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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	1	0	0	0	0	1	0	1	0	3	0.00%	2.22%
\$90 - \$99,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.74%
\$100 - \$119,999	0	0	0	0	0	0	0	0	1	2	0	1	4	10.00%	2.96%
\$120 - \$139,999	1	2	1	2	1	1	2	2	1	1	1	0	15	0.00%	11.11%
\$140 - \$159,999	2	4	3	1	5	3	3	2	0	6	3	1	33	10.00%	24.44%
\$160 - \$179,999	3	1	0	2	2	1	2	0	1	1	5	1	19	10.00%	14.07%
\$180 - \$199,999	0	1	0	5	1	1	1	3	0	0	1	4	20	40.00%	14.81%
\$200 - \$249,999	1	3	2	7	3	3	2	1	0	1	0	2	25	20.00%	18.52%
\$250 - \$299,999	0	1	3	0	0	0	1	1	1	0	0	1	8	10.00%	5.93%
\$300 - \$349,999	0	1	2	0	0	0	0	0	0	0	0	0	3	0.00%	2.22%
\$350 - \$399,999	1	0	1	0	0	0	0	1	0	0	0	0	3	0.00%	2.22%
\$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	1	0	0	0	0	0	0	1	0.00%	0.74%
\$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	9	13	12	18	12	10	11	10	8	11	11	10	135	100.00%	100.00%
Previous Year	17	20	26	22	20	16	15	20	25	21	22	19	243		
% Change	-47%	-35%	-54%	-18%	-40%	-38%	-27%	-50%	-68%	-48%	-50%	-47%	-44%		
Current YTD	9	22	34	52	64	74	85	95	103	114	125	135	135		
Previous YTD	17	37	63	85	105	121	136	156	181	202	224	243	243		
% Change YTD	-47%	-41%	-46%	-39%	-39%	-39%	-38%	-39%	-43%	-44%	-44%	-44%	-44%		

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	7	8	10	8	6	9	9	3	9	5	7	5	86	2.29%	2.85%
\$50 - \$59,999	3	1	3	2	5	3	3	3	4	3	5	6	41	2.75%	1.36%
\$60 - \$69,999	7	5	3	7	3	5	6	6	5	2	2	4	55	1.83%	1.82%
\$70 - \$79,999	0	2	9	3	7	5	5	5	2	6	7	4	55	1.83%	1.82%
\$80 - \$89,999	4	5	10	8	6	3	4	4	7	3	5	8	67	3.67%	2.22%
\$90 - \$99,999	3	2	9	8	2	7	7	2	6	8	1	6	61	2.75%	2.02%
\$100 - \$119,999	10	14	16	17	10	12	8	12	10	12	11	12	144	5.50%	4.77%
\$120 - \$139,999	16	22	23	18	18	19	17	25	13	19	16	29	235	13.30%	7.79%
\$140 - \$159,999	18	22	16	20	26	20	21	21	20	28	18	24	254	11.01%	8.42%
\$160 - \$179,999	20	19	37	30	32	28	13	27	18	22	29	20	295	9.17%	9.78%
\$180 - \$199,999	22	28	22	35	21	25	21	38	17	27	15	25	296	11.47%	9.81%
\$200 - \$249,999	46	69	75	66	77	58	54	42	39	41	28	31	626	14.22%	20.75%
\$250 - \$299,999	25	33	31	21	30	28	26	35	21	27	19	17	313	7.80%	10.37%
\$300 - \$349,999	12	19	19	12	17	19	14	9	9	12	6	9	157	4.13%	5.20%
\$350 - \$399,999	9	12	21	15	8	11	10	9	6	8	5	5	119	2.29%	3.94%
\$400 - \$499,999	13	17	10	9	10	13	6	6	4	4	5	5	102	2.29%	3.38%
\$500 - \$599,999	1	3	3	5	8	5	3	6	2	4	4	3	47	1.38%	1.56%
\$600 - \$699,999	1	7	2	2	3	3	3	0	1	0	1	3	26	1.38%	0.86%
\$700 - \$799,999	2	1	1	1	2	1	0	3	1	0	0	2	14	0.92%	0.46%
\$800 - \$899,999	2	0	0	0	2	1	1	1	0	1	1	0	9	0.00%	0.30%
\$900 - \$999,999	0	2	0	1	0	0	2	1	0	0	2	0	8	0.00%	0.27%
\$1,000,000 and over	0	0	0	1	2	1	0	1	0	1	1	0	7	0.00%	0.23%
Current Year	221	291	320	289	295	276	233	259	194	233	188	218	3,017	100.00%	100.00%
Previous Year	364	375	472	408	478	438	370	358	330	297	319	298	4,507		
% Change	-39%	-22%	-32%	-29%	-38%	-37%	-37%	-28%	-41%	-22%	-41%	-27%	-33%		
Current YTD	221	512	832	1,121	1,416	1,692	1,925	2,184	2,378	2,611	2,799	3,017	3,017		
Previous YTD	364	739	1,211	1,619	2,097	2,535	2,905	3,263	3,593	3,890	4,209	4,507	4,507		
% Change YTD	-39%	-31%	-31%	-31%	-32%	-33%	-34%	-33%	-34%	-33%	-33%	-33%	-33%		

**Greater Lake County Association of REALTORS®
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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	55	70	95	85	78	70	59	62	64	59	68	78	843	35.78%	27.94%
ARM	1	0	0	0	0	0	1	0	0	0	0	0	2	0.00%	0.07%
Assume Conventional	1	6	1	8	13	18	6	8	9	13	4	12	99	5.50%	3.28%
Assume FHA / VA	0	0	1	1	0	1	0	0	0	0	0	0	3	0.00%	0.10%
Assume Private	0	0	0	0	0	1	0	0	1	0	0	0	2	0.00%	0.07%
Balloon Mortgage	0	0	0	0	0	0	0	0	0	0	0	1	1	0.46%	0.03%
Combination	8	10	11	10	7	5	4	5	5	5	4	8	82	3.67%	2.72%
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	1	0	2	0	0	0	0	3	0.00%	0.10%
New Conventional	141	188	197	169	183	168	153	158	96	131	95	99	1,778	45.41%	58.93%
New FHA	5	8	8	8	3	6	8	7	13	18	9	16	109	7.34%	3.61%
New Private	3	1	0	1	6	0	0	4	2	3	4	2	26	0.92%	0.86%
New VA	7	1	2	0	0	1	1	4	1	1	3	2	23	0.92%	0.76%
Other	0	7	4	7	5	5	1	9	3	3	1	0	45	0.00%	1.49%
Second Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Wrap-Around	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.03%
Total	221	291	320	289	295	276	233	259	194	233	188	218	3,017	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	5	0	3	3	2	1	2	3	4	2	2	6	33	2.75%	1.09%
2	62	82	107	97	91	78	67	69	67	73	66	75	934	34.40%	30.96%
3	117	162	157	145	158	157	125	141	97	120	97	108	1,584	49.54%	52.50%
4	31	44	44	37	42	35	35	36	23	33	18	26	404	11.93%	13.39%
5	5	3	8	5	2	4	3	3	3	4	5	1	46	0.46%	1.52%
6+	1	0	1	2	0	1	1	7	0	1	0	2	16	0.92%	0.53%
Total	221	291	320	289	295	276	233	259	194	233	188	218	3,017	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	33	36	37	42	44	33	30	36	39	26	21	23	400	10.55%	13.26%
2	163	223	251	218	222	216	178	200	140	179	147	174	2,311	79.82%	76.60%
3	20	26	25	27	27	23	24	15	12	24	16	17	256	7.80%	8.49%
4	4	5	6	2	2	4	1	4	3	3	3	3	40	1.38%	1.33%
5	1	1	1	0	0	0	0	4	0	1	1	0	9	0.00%	0.30%
6+	0	0	0	0	0	0	0	0	0	0	0	1	1	0.46%	0.03%
Total	221	291	320	289	295	276	233	259	194	233	188	218	3,017	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	11	8	16	7	7	12	11	4	9	4	9	7	105	3.21%	3.48%
Co-op	1	1	3	2	1	0	0	1	1	1	0	1	12	0.46%	0.40%
Fee Simple	209	282	301	280	287	264	222	254	184	228	179	210	2,900	96.33%	96.12%
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	221	291	320	289	295	276	233	259	194	233	188	218	3,017	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	1	2	1	0	0	0	1	1	0	2	0	8	0.00%	0.27%
Condo	11	7	15	7	7	9	10	4	7	4	8	6	95	2.75%	3.15%
Co-op	0	0	0	1	0	0	0	1	0	0	0	0	2	0.00%	0.07%
Manufactured	10	11	31	21	14	12	6	11	14	14	16	16	176	7.34%	5.83%
Mobile	25	27	24	25	19	25	20	22	12	22	11	22	254	10.09%	8.42%
Modular	0	1	1	0	0	1	0	0	0	0	0	0	3	0.00%	0.10%
PUD	5	3	3	3	5	3	3	3	2	8	9	4	51	1.83%	1.69%
Single Family	161	230	229	213	238	216	183	208	151	174	133	160	2,296	73.39%	76.10%
Town Home	4	4	6	3	3	4	6	5	2	2	1	3	43	1.38%	1.43%
Villa	5	7	9	15	9	6	5	4	5	9	8	7	89	3.21%	2.95%
Total	221	291	320	289	295	276	233	259	194	233	188	218	3,017	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.