



**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	0	81	4.14%	3.14%
\$50 - \$59,999	3	1	3	2	5	3	3	3	4	3	5	0	35	2.96%	1.36%
\$60 - \$69,999	5	5	2	6	3	5	5	6	5	2	1	0	45	0.59%	1.74%
\$70 - \$79,999	0	2	8	3	7	5	5	4	2	6	7	0	49	4.14%	1.90%
\$80 - \$89,999	2	4	8	7	6	3	3	4	4	3	3	0	47	1.78%	1.82%
\$90 - \$99,999	1	2	8	8	2	7	6	1	6	7	1	0	49	0.59%	1.90%
\$100 - \$119,999	9	13	15	15	6	10	4	12	9	10	9	0	112	5.33%	4.34%
\$120 - \$139,999	13	19	21	15	17	17	14	23	11	17	13	0	180	7.69%	6.98%
\$140 - \$159,999	16	18	10	18	19	16	17	19	20	22	15	0	190	8.88%	7.37%
\$160 - \$179,999	16	17	32	27	29	25	11	24	16	21	23	0	241	13.61%	9.34%
\$180 - \$199,999	21	26	20	29	20	23	19	35	13	27	14	0	247	8.28%	9.58%
\$200 - \$249,999	45	65	72	58	74	53	52	41	37	40	28	0	565	16.57%	21.91%
\$250 - \$299,999	25	32	28	21	30	28	25	34	20	26	19	0	288	11.24%	11.17%
\$300 - \$349,999	12	18	16	12	17	19	14	9	9	12	6	0	144	3.55%	5.58%
\$350 - \$399,999	7	12	20	15	8	11	10	8	6	7	4	0	108	2.37%	4.19%
\$400 - \$499,999	13	17	10	9	10	13	6	6	4	4	5	0	97	2.96%	3.76%
\$500 - \$599,999	1	3	2	5	8	4	3	6	2	4	4	0	42	2.37%	1.63%
\$600 - \$699,999	1	7	2	2	3	3	3	0	1	0	1	0	23	0.59%	0.89%
\$700 - \$799,999	2	1	1	1	2	1	0	3	1	0	0	0	12	0.00%	0.47%
\$800 - \$899,999	2	0	0	0	2	1	1	1	0	1	1	0	9	0.59%	0.35%
\$900 - \$999,999	0	2	0	1	0	0	2	1	0	0	2	0	8	1.18%	0.31%
\$1,000,000 and over	0	0	0	1	2	1	0	1	0	1	1	0	7	0.59%	0.27%
Current Year	201	272	288	263	276	257	212	244	179	218	169	0	2,579	100.00%	100.00%
Previous Year	333	341	432	375	450	411	351	330	291	265	279	267	3,858		
% Change	-40%	-20%	-33%	-30%	-39%	-37%	-40%	-26%	-38%	-18%	-39%	0%	-33%		
Current YTD	201	473	761	1,024	1,300	1,557	1,769	2,013	2,192	2,410	2,579	0	2,579		
Previous YTD	333	674	1,106	1,481	1,931	2,342	2,693	3,023	3,314	3,579	3,858	4,125	3,858		
% Change YTD	-40%	-30%	-31%	-31%	-33%	-34%	-34%	-33%	-34%	-33%	-33%	0%	-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	0	0	0.00%	0.00%
\$60 - \$69,999	2	0	1	1	0	0	1	0	0	0	1	0	6	12.50%	6.32%
\$70 - \$79,999	0	0	1	0	0	0	0	1	0	0	0	0	2	0.00%	2.11%
\$80 - \$89,999	2	1	2	0	0	0	1	0	2	0	1	0	9	12.50%	9.47%
\$90 - \$99,999	1	0	1	0	0	0	1	1	0	1	0	0	5	0.00%	5.26%
\$100 - \$119,999	1	1	1	2	4	2	4	0	0	0	2	0	17	25.00%	17.89%
\$120 - \$139,999	2	1	1	1	0	1	1	0	1	1	2	0	11	25.00%	11.58%
\$140 - \$159,999	0	0	3	1	2	1	1	0	0	0	0	0	8	0.00%	8.42%
\$160 - \$179,999	1	1	5	1	1	2	0	3	1	0	1	0	16	12.50%	16.84%
\$180 - \$199,999	1	1	2	1	0	1	1	0	1	0	0	0	8	0.00%	8.42%
\$200 - \$249,999	0	1	1	1	0	2	0	0	2	0	0	0	7	0.00%	7.37%
\$250 - \$299,999	0	0	0	0	0	0	0	0	0	1	0	0	1	0.00%	1.05%
\$300 - \$349,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	1.05%
\$350 - \$399,999	1	0	0	0	0	0	0	0	0	1	1	0	3	12.50%	3.16%
\$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	1	0	0	0	0	0	0	0	0	0	1	0.00%	1.05%
\$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	0	95	100.00%	100.00%
Previous Year	14	14	14	11	8	11	4	8	14	11	18	12	127		
% Change	-21%	-57%	43%	-27%	-13%	-18%	150%	-38%	-50%	-64%	-56%	0%	-25%		
Current YTD	11	17	37	45	52	61	71	76	83	87	95	0	95		
Previous YTD	14	28	42	53	61	72	76	84	98	109	127	139	127		
% Change YTD	-21%	-39%	-12%	-15%	-15%	-15%	-7%	-10%	-15%	-20%	-25%	0%	-25%		



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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	9.09%	2.40%
\$90 - \$99,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.80%
\$100 - \$119,999	0	0	0	0	0	0	0	0	1	2	0	0	3	0.00%	2.40%
\$120 - \$139,999	1	2	1	2	1	1	2	2	1	1	1	0	15	9.09%	12.00%
\$140 - \$159,999	2	4	3	1	5	3	3	2	0	6	3	0	32	27.27%	25.60%
\$160 - \$179,999	3	1	0	2	2	1	2	0	1	1	5	0	18	45.45%	14.40%
\$180 - \$199,999	0	1	0	5	1	1	1	3	3	0	1	0	16	9.09%	12.80%
\$200 - \$249,999	1	3	2	7	3	3	2	1	0	1	0	0	23	0.00%	18.40%
\$250 - \$299,999	0	1	3	0	0	0	1	1	1	0	0	0	7	0.00%	5.60%
\$300 - \$349,999	0	1	2	0	0	0	0	0	0	0	0	0	3	0.00%	2.40%
\$350 - \$399,999	1	0	1	0	0	0	0	1	0	0	0	0	3	0.00%	2.40%
\$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%	0.80%
\$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	0	125	100.00%	100.00%
Previous Year	17	20	26	22	20	16	15	20	25	21	22	19	224		
% Change	-47%	-35%	-54%	-18%	-40%	-38%	-27%	-50%	-68%	-48%	-50%	0%	-44%		
Current YTD	9	22	34	52	64	74	85	95	103	114	125	0	125		
Previous YTD	17	37	63	85	105	121	136	156	181	202	224	243	224		
% Change YTD	-47%	-41%	-46%	-39%	-39%	-39%	-38%	-39%	-43%	-44%	-44%	0%	-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	0	81	3.72%	2.89%
\$50 - \$59,999	3	1	3	2	5	3	3	3	4	3	5	0	35	2.66%	1.25%
\$60 - \$69,999	7	5	3	7	3	5	6	6	5	2	2	0	51	1.06%	1.82%
\$70 - \$79,999	0	2	9	3	7	5	5	5	2	6	7	0	51	3.72%	1.82%
\$80 - \$89,999	4	5	10	8	6	3	4	4	7	3	5	0	59	2.66%	2.11%
\$90 - \$99,999	3	2	9	8	2	7	7	2	6	8	1	0	55	0.53%	1.96%
\$100 - \$119,999	10	14	16	17	10	12	8	12	10	12	11	0	132	5.85%	4.72%
\$120 - \$139,999	16	22	23	18	18	19	17	25	13	19	16	0	206	8.51%	7.36%
\$140 - \$159,999	18	22	16	20	26	20	21	21	20	28	18	0	230	9.57%	8.22%
\$160 - \$179,999	20	19	37	30	32	28	13	27	18	22	29	0	275	15.43%	9.82%
\$180 - \$199,999	22	28	22	35	21	25	21	38	17	27	15	0	271	7.98%	9.68%
\$200 - \$249,999	46	69	75	66	77	58	54	42	39	41	28	0	595	14.89%	21.26%
\$250 - \$299,999	25	33	31	21	30	28	26	35	21	27	19	0	296	10.11%	10.58%
\$300 - \$349,999	12	19	19	12	17	19	14	9	9	12	6	0	148	3.19%	5.29%
\$350 - \$399,999	9	12	21	15	8	11	10	9	6	8	5	0	114	2.66%	4.07%
\$400 - \$499,999	13	17	10	9	10	13	6	6	4	4	5	0	97	2.66%	3.47%
\$500 - \$599,999	1	3	3	5	8	5	3	6	2	4	4	0	44	2.13%	1.57%
\$600 - \$699,999	1	7	2	2	3	3	3	0	1	0	1	0	23	0.53%	0.82%
\$700 - \$799,999	2	1	1	1	2	1	0	3	1	0	0	0	12	0.00%	0.43%
\$800 - \$899,999	2	0	0	0	2	1	1	1	0	1	1	0	9	0.53%	0.32%
\$900 - \$999,999	0	2	0	1	0	0	2	1	0	0	2	0	8	1.06%	0.29%
\$1,000,000 and over	0	0	0	1	2	1	0	1	0	1	1	0	7	0.53%	0.25%
Current Year	221	291	320	289	295	276	233	259	194	233	188	0	2,799	100.00%	100.00%
Previous Year	364	375	472	408	478	438	370	358	330	297	319	298	4,209		
% Change	-39%	-22%	-32%	-29%	-38%	-37%	-37%	-28%	-41%	-22%	-41%	0%	-33%		
Current YTD	221	512	832	1,121	1,416	1,692	1,925	2,184	2,378	2,611	2,799	0	2,799		
Previous YTD	364	739	1,211	1,619	2,097	2,535	2,905	3,263	3,593	3,890	4,209	4,507	4,209		
% Change YTD	-39%	-31%	-31%	-31%	-32%	-33%	-34%	-33%	-34%	-33%	-33%	0%	-33%		

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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	0	765	36.17%	27.33%
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	0	87	2.13%	3.11%
Assume FHA / VA	0	0	1	1	0	1	0	0	0	0	0	0	3	0.00%	0.11%
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	0	0	0.00%	0.00%
Combination	8	10	11	10	7	5	4	5	5	5	4	0	74	2.13%	2.64%
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%	0.11%
New Conventional	141	188	197	169	183	168	153	158	96	131	95	0	1,679	50.53%	59.99%
New FHA	5	8	8	8	3	6	8	7	13	18	9	0	93	4.79%	3.32%
New Private	3	1	0	1	6	0	0	4	2	3	4	0	24	2.13%	0.86%
New VA	7	1	2	0	0	1	1	4	1	1	3	0	21	1.60%	0.75%
Other	0	7	4	7	5	5	1	9	3	3	1	0	45	0.53%	1.61%
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%	0.04%
Total	221	291	320	289	295	276	233	259	194	233	188	0	2,799	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	0	27	1.06%	0.96%
2	62	82	107	97	91	78	67	69	67	73	66	0	859	35.11%	30.69%
3	117	162	157	145	158	157	125	141	97	120	97	0	1,476	51.60%	52.73%
4	31	44	44	37	42	35	35	36	23	33	18	0	378	9.57%	13.50%
5	5	3	8	5	2	4	3	3	3	4	5	0	45	2.66%	1.61%
6+	1	0	1	2	0	1	1	7	0	1	0	0	14	0.00%	0.50%
Total	221	291	320	289	295	276	233	259	194	233	188	0	2,799	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	0	377	11.17%	13.47%
2	163	223	251	218	222	216	178	200	140	179	147	0	2,137	78.19%	76.35%
3	20	26	25	27	27	23	24	15	12	24	16	0	239	8.51%	8.54%
4	4	5	6	2	2	4	1	4	3	3	3	0	37	1.60%	1.32%
5	1	1	1	0	0	0	0	4	0	1	1	0	9	0.53%	0.32%
6+	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	0	2,799	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	0	98	4.79%	3.50%
Co-op	1	1	3	2	1	0	0	1	1	1	0	0	11	0.00%	0.39%
Fee Simple	209	282	301	280	287	264	222	254	184	228	179	0	2,690	95.21%	96.11%
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	0	2,799	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	1.06%	0.29%
Condo	11	7	15	7	7	9	10	4	7	4	8	0	89	4.26%	3.18%
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	0	160	8.51%	5.72%
Mobile	25	27	24	25	19	25	20	22	12	22	11	0	232	5.85%	8.29%
Modular	0	1	1	0	0	1	0	0	0	0	0	0	3	0.00%	0.11%
PUD	5	3	3	3	5	3	3	3	2	8	9	0	47	4.79%	1.68%
Single Family	161	230	229	213	238	216	183	208	151	174	133	0	2,136	70.74%	76.31%
Town Home	4	4	6	3	3	4	6	5	2	2	1	0	40	0.53%	1.43%
Villa	5	7	9	15	9	6	5	4	5	9	8	0	82	4.26%	2.93%
Total	221	291	320	289	295	276	233	259	194	233	188	0	2,799	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.