



**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	10	11	9	9	0	0	0	0	0	0	51	4.35%	4.10%
\$50 - \$59,999	4	5	5	2	4	5	0	0	0	0	0	0	25	2.42%	2.01%
\$60 - \$69,999	7	6	6	7	4	5	0	0	0	0	0	0	35	2.42%	2.82%
\$70 - \$79,999	3	9	2	6	5	6	0	0	0	0	0	0	31	2.90%	2.49%
\$80 - \$89,999	2	4	9	11	7	6	0	0	0	0	0	0	39	2.90%	3.14%
\$90 - \$99,999	5	1	5	7	4	6	0	0	0	0	0	0	28	2.90%	2.25%
\$100 - \$119,999	11	11	16	14	11	9	0	0	0	0	0	0	72	4.35%	5.79%
\$120 - \$139,999	7	17	23	17	24	10	0	0	0	0	0	0	98	4.83%	7.88%
\$140 - \$159,999	17	22	26	24	23	19	0	0	0	0	0	0	131	9.18%	10.54%
\$160 - \$179,999	19	26	30	29	34	33	0	0	0	0	0	0	171	15.94%	13.76%
\$180 - \$199,999	16	16	15	18	19	21	0	0	0	0	0	0	105	10.14%	8.45%
\$200 - \$249,999	20	26	37	42	45	30	0	0	0	0	0	0	200	14.49%	16.09%
\$250 - \$299,999	8	21	17	22	14	15	0	0	0	0	0	0	97	7.25%	7.80%
\$300 - \$349,999	10	7	13	10	13	11	0	0	0	0	0	0	64	5.31%	5.15%
\$350 - \$399,999	2	6	9	3	8	7	0	0	0	0	0	0	35	3.38%	2.82%
\$400 - \$499,999	4	4	3	3	5	9	0	0	0	0	0	0	28	4.35%	2.25%
\$500 - \$599,999	0	4	7	1	2	1	0	0	0	0	0	0	15	0.48%	1.21%
\$600 - \$699,999	0	0	1	0	2	2	0	0	0	0	0	0	5	0.97%	0.40%
\$700 - \$799,999	0	0	0	0	1	1	0	0	0	0	0	0	2	0.48%	0.16%
\$800 - \$899,999	0	2	0	0	0	1	0	0	0	0	0	0	3	0.48%	0.24%
\$900 - \$999,999	0	0	1	0	1	0	0	0	0	0	0	0	2	0.00%	0.16%
\$1,000,000 and over	0	2	1	1	1	1	0	0	0	0	0	0	6	0.48%	0.48%
Current Year	140	196	236	228	236	207	0	0	0	0	0	0	1,243	100.00%	100.00%
Previous Year	201	272	288	263	276	257	212	244	179	218	169	202	1,557		
% Change	-30%	-28%	-18%	-13%	-14%	-19%	0%	0%	0%	0%	0%	0%	-20%		
Current YTD	140	336	572	800	1,036	1,243	0	0	0	0	0	0	1,243		
Previous YTD	201	473	761	1,024	1,300	1,557	1,769	2,013	2,192	2,410	2,579	2,781	1,557		
% Change YTD	-30%	-29%	-25%	-22%	-20%	-20%	0%	0%	0%	0%	0%	0%	-20%		

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	2	0	0	0	0	0	0	0	0	2	0.00%	4.55%
\$60 - \$69,999	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	2.27%
\$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	2	2	0	0	0	0	0	0	4	20.00%	9.09%
\$90 - \$99,999	0	0	1	0	2	2	0	0	0	0	0	0	5	20.00%	11.36%
\$100 - \$119,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	2.27%
\$120 - \$139,999	1	0	1	2	1	0	0	0	0	0	0	0	5	0.00%	11.36%
\$140 - \$159,999	0	2	1	1	2	2	0	0	0	0	0	0	8	20.00%	18.18%
\$160 - \$179,999	0	2	1	1	1	1	0	0	0	0	0	0	6	10.00%	13.64%
\$180 - \$199,999	0	1	0	1	0	0	0	0	0	0	0	0	2	0.00%	4.55%
\$200 - \$249,999	1	1	1	1	0	0	0	0	0	0	0	0	4	0.00%	9.09%
\$250 - \$299,999	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	2.27%
\$300 - \$349,999	0	0	0	0	0	3	0	0	0	0	0	0	3	30.00%	6.82%
\$350 - \$399,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	2.27%
\$400 - \$499,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	2.27%
\$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	6	9	8	10	0	0	0	0	0	0	44	100.00%	100.00%
Previous Year	11	6	20	8	7	9	10	5	7	4	8	6	61		
% Change	-73%	33%	-70%	13%	14%	11%	0%	0%	0%	0%	0%	0%	-28%		
Current YTD	3	11	17	26	34	44	0	0	0	0	0	0	44		
Previous YTD	11	17	37	45	52	61	71	76	83	87	95	101	61		
% Change YTD	-73%	-35%	-54%	-42%	-35%	-28%	0%	0%	0%	0%	0%	0%	-28%		



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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	0	0	0	0	1	0.00%	1.04%
\$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	3	2	2	0	0	0	0	0	0	0	11	0.00%	11.46%
\$120 - \$139,999	1	2	2	2	5	5	0	0	0	0	0	0	17	26.32%	17.71%
\$140 - \$159,999	2	2	4	4	9	6	0	0	0	0	0	0	27	31.58%	28.13%
\$160 - \$179,999	1	0	3	2	7	3	0	0	0	0	0	0	16	15.79%	16.67%
\$180 - \$199,999	1	0	1	1	0	3	0	0	0	0	0	0	6	15.79%	6.25%
\$200 - \$249,999	2	2	1	2	2	2	0	0	0	0	0	0	11	10.53%	11.46%
\$250 - \$299,999	0	0	3	0	0	0	0	0	0	0	0	0	3	0.00%	3.13%
\$300 - \$349,999	1	1	0	1	0	0	0	0	0	0	0	0	3	0.00%	3.13%
\$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	0.00%	1.04%
\$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	17	15	25	19	0	0	0	0	0	0	96	100.00%	100.00%
Previous Year	9	13	12	18	12	10	11	10	8	11	11	10	74		
% Change	-11%	-8%	42%	-17%	108%	90%	0%	0%	0%	0%	0%	0%	30%		
Current YTD	8	20	37	52	77	96	0	0	0	0	0	0	96		
Previous YTD	9	22	34	52	64	74	85	95	103	114	125	135	74		
% Change YTD	-11%	-9%	9%	0%	20%	30%	0%	0%	0%	0%	0%	0%	30%		

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	10	11	9	9	0	0	0	0	0	0	51	3.81%	3.69%
\$50 - \$59,999	4	5	5	4	4	5	0	0	0	0	0	0	27	2.12%	1.95%
\$60 - \$69,999	7	7	6	7	4	5	0	0	0	0	0	0	36	2.12%	2.60%
\$70 - \$79,999	3	9	2	6	5	6	0	0	0	0	0	0	31	2.54%	2.24%
\$80 - \$89,999	2	4	9	12	9	8	0	0	0	0	0	0	44	3.39%	3.18%
\$90 - \$99,999	5	1	6	7	6	8	0	0	0	0	0	0	33	3.39%	2.39%
\$100 - \$119,999	12	15	19	16	13	9	0	0	0	0	0	0	84	3.81%	6.07%
\$120 - \$139,999	9	19	26	21	30	15	0	0	0	0	0	0	120	6.36%	8.68%
\$140 - \$159,999	19	26	31	29	34	27	0	0	0	0	0	0	166	11.44%	12.00%
\$160 - \$179,999	20	28	34	32	42	37	0	0	0	0	0	0	193	15.68%	13.96%
\$180 - \$199,999	17	17	16	20	19	24	0	0	0	0	0	0	113	10.17%	8.17%
\$200 - \$249,999	23	29	39	45	47	32	0	0	0	0	0	0	215	13.56%	15.55%
\$250 - \$299,999	8	22	20	22	14	15	0	0	0	0	0	0	101	6.36%	7.30%
\$300 - \$349,999	11	8	13	11	13	14	0	0	0	0	0	0	70	5.93%	5.06%
\$350 - \$399,999	2	6	9	4	8	7	0	0	0	0	0	0	36	2.97%	2.60%
\$400 - \$499,999	4	4	4	3	5	9	0	0	0	0	0	0	29	3.81%	2.10%
\$500 - \$599,999	0	5	7	1	2	1	0	0	0	0	0	0	16	0.42%	1.16%
\$600 - \$699,999	0	0	1	0	2	2	0	0	0	0	0	0	5	0.85%	0.36%
\$700 - \$799,999	0	0	0	0	1	1	0	0	0	0	0	0	2	0.42%	0.14%
\$800 - \$899,999	0	2	0	0	0	1	0	0	0	0	0	0	3	0.42%	0.22%
\$900 - \$999,999	0	0	1	0	1	0	0	0	0	0	0	0	2	0.00%	0.14%
\$1,000,000 and over	0	2	1	1	1	1	0	0	0	0	0	0	6	0.42%	0.43%
Current Year	151	216	259	252	269	236	0	0	0	0	0	0	1,383	100.00%	100.00%
Previous Year	221	291	320	289	295	276	233	259	194	233	188	218	1,692		
% Change	-32%	-26%	-19%	-13%	-9%	-14%	0%	0%	0%	0%	0%	0%	-18%		
Current YTD	151	367	626	878	1,147	1,383	0	0	0	0	0	0	1,383		
Previous YTD	221	512	832	1,121	1,416	1,692	1,925	2,184	2,378	2,611	2,799	3,017	1,692		
% Change YTD	-32%	-28%	-25%	-22%	-19%	-18%	0%	0%	0%	0%	0%	0%	-18%		



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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	88	98	97	78	0	0	0	0	0	0	495	33.05%	35.79%
ARM	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Assume Conventional	4	8	16	5	6	7	0	0	0	0	0	0	46	2.97%	3.33%
Assume FHA / VA	2	1	0	0	0	0	0	0	0	0	0	0	3	0.00%	0.22%
Assume Private	0	1	0	1	0	0	0	0	0	0	0	0	2	0.00%	0.14%
Balloon Mortgage	0	0	0	9	0	0	0	0	0	0	0	0	9	0.00%	0.65%
Combination	0	4	8	0	4	9	0	0	0	0	0	0	25	3.81%	1.81%
Deed Agreement	0	0	0	99	0	0	0	0	0	0	0	0	99	0.00%	7.16%
Lease Opt Purchase	0	0	0	31	1	0	0	0	0	0	0	0	32	0.00%	2.31%
New Conventional	74	99	122	4	120	116	0	0	0	0	0	0	535	49.15%	38.68%
New FHA	8	22	20	2	24	21	0	0	0	0	0	0	97	8.90%	7.01%
New Private	1	3	2	3	3	0	0	0	0	0	0	0	12	0.00%	0.87%
New VA	2	1	2	0	6	4	0	0	0	0	0	0	15	1.69%	1.08%
Other	0	3	1	0	8	1	0	0	0	0	0	0	13	0.42%	0.94%
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	259	252	269	236	0	0	0	0	0	0	1,383	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	2	2	2	4	0	0	0	0	0	0	14	1.69%	1.01%
2	57	66	86	99	94	70	0	0	0	0	0	0	472	29.66%	34.13%
3	78	99	134	124	126	115	0	0	0	0	0	0	676	48.73%	48.88%
4	13	44	30	26	43	40	0	0	0	0	0	0	196	16.95%	14.17%
5	1	2	7	1	2	5	0	0	0	0	0	0	18	2.12%	1.30%
6+	1	2	0	0	2	2	0	0	0	0	0	0	7	0.85%	0.51%
Total	151	216	259	252	269	236	0	0	0	0	0	0	1,383	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	17	31	23	25	0	0	0	0	0	0	124	10.59%	8.97%
2	132	172	216	202	219	184	0	0	0	0	0	0	1,125	77.97%	81.34%
3	5	20	18	16	25	23	0	0	0	0	0	0	107	9.75%	7.74%
4	3	7	8	3	2	4	0	0	0	0	0	0	27	1.69%	1.95%
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	259	252	269	236	0	0	0	0	0	0	1,383	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	6	9	10	10	0	0	0	0	0	0	47	4.24%	3.40%
Co-op	2	4	1	1	1	1	0	0	0	0	0	0	10	0.42%	0.72%
Fee Simple	146	203	252	242	258	225	0	0	0	0	0	0	1,326	95.34%	95.88%
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	259	252	269	236	0	0	0	0	0	0	1,383	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	1	0	0	0	0	0	0	0	0	0	2	0.00%	0.14%
Condo	3	8	6	8	8	10	0	0	0	0	0	0	43	4.24%	3.11%
Co-op	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	0.07%
Manufactured	15	15	28	20	20	10	0	0	0	0	0	0	108	4.24%	7.81%
Mobile	13	23	18	13	22	17	0	0	0	0	0	0	106	7.20%	7.66%
Modular	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	0.07%
PUD	2	2	9	9	2	4	0	0	0	0	0	0	28	1.69%	2.02%
Single Family	110	156	181	185	192	176	0	0	0	0	0	0	1,000	74.58%	72.31%
Town Home	0	3	4	4	4	6	0	0	0	0	0	0	21	2.54%	1.52%
Villa	7	9	12	11	21	13	0	0	0	0	0	0	73	5.51%	5.28%
Total	151	216	259	252	269	236	0	0	0	0	0	0	1,383	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.