



Realtors® Association of Lake and Sumter Counties Monthly Sales Trend Indicator

2009

Sales by Price Range - Single Family Homes

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	9	10	13	14	8	17							71	6.80%	5.78%
\$50,000 - 59,999	4	5	5	4	5	6							29	2.40%	2.36%
\$60,000 - 69,999	2	7	7	6	4	2							28	0.80%	2.28%
\$70,000 - 79,999	5	4	3	8	2	8							30	3.20%	2.44%
\$80,000 - 89,999	4	1	6	8	7	7							33	2.80%	2.69%
\$90,000 - 99,999	5	6	9	13	13	15							61	6.00%	4.96%
\$100,000 - 119,999	24	25	26	28	33	32							168	12.80%	13.67%
\$120,000 - 139,999	18	31	27	38	36	17							167	6.80%	13.59%
\$140,000 - 159,999	27	18	31	44	23	38							181	15.20%	14.73%
\$160,000 - 179,999	13	20	20	17	17	31							118	12.40%	9.60%
\$180,000 - 199,999	9	7	12	16	13	18							75	7.20%	6.10%
\$200,000 - 249,999	15	20	20	19	24	19							117	7.60%	9.52%
\$250,000 - 299,999	7	14	19	9	6	11							66	4.40%	5.37%
\$300,000 - 349,999	2	5	4	2	3	9							25	3.60%	2.03%
\$350,000 - 399,999	2	5	5	2	5	7							26	2.80%	2.12%
\$400,000 - 499,999	1	1	3	0	1	5							11	2.00%	0.90%
\$500,000 - 599,999	0	0	3	0	3	2							8	0.80%	0.65%
\$600,000 - 699,999	1	2	1	0	0	0							4	0.00%	0.33%
\$700,000 - 799,999	0	1	1	1	0	4							7	1.60%	0.57%
\$800,000 - 899,999	1	0	0	0	0	1							2	0.40%	0.16%
\$900,000 - 999,999	0	0	0	0	1	0							1	0.00%	0.08%
\$1,000,000 - and over	0	0	0	0	0	1							1	0.40%	0.08%
Current Year	149	182	215	229	204	250							1,229		
Previous Year	112	173	182	196	203	187	195	189	187	193	173	185	2,175		
Change from last month		22.15%	18.13%	6.51%	-10.92%	22.55%									
Change from last year	33.04%	5.20%	18.13%	16.84%	0.49%	33.69%									
Current YTD	149	331	546	775	979	1,229									
Previous YTD	112	285	467	663	866	1,053	1,248	1,437	1,624	1,817	1,990	2,175			
% Change YTD	33.04%	16.14%	16.92%	16.89%	13.05%	16.71%									



**Realtors® Association of Lake and Sumter Counties
Monthly Sales Trend Indicator
2009**

Sales by Price Range - Condominiums

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	0	0	6	1	4	7							18	43.75%	36.73%
\$50,000 - 59,999	0	0	1	1	0	0							2	0.00%	4.08%
\$60,000 - 69,999	0	0	1	1	0	5							7	31.25%	14.29%
\$70,000 - 79,999	0	1	0	0	0	1							2	6.25%	4.08%
\$80,000 - 89,999	0	0	0	2	0	0							2	0.00%	4.08%
\$90,000 - 99,999	2	0	0	0	3	0							5	0.00%	10.20%
\$100,000 - 119,999	0	0	1	1	0	1							3	6.25%	6.12%
\$120,000 - 139,999	0	0	1	2	0	1							4	6.25%	8.16%
\$140,000 - 159,999	1	1	1	0	1	0							4	0.00%	8.16%
\$160,000 - 179,999	0	0	0	0	0	0							0	0.00%	0.00%
\$180,000 - 199,999	0	0	0	0	1	0							1	0.00%	2.04%
\$200,000 - 249,999	0	0	0	0	0	1							1	6.25%	2.04%
\$250,000 - 299,999	0	0	0	0	0	0							0	0.00%	0.00%
\$300,000 - 349,999	0	0	0	0	0	0							0	0.00%	0.00%
\$350,000 - 399,999	0	0	0	0	0	0							0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0							0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0							0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0							0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0							0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0							0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0	0							0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0							0	0.00%	0.00%
Current Year	3	2	11	8	9	16							49		
Previous Year	3	8	6	7	6	11	4	4	5	2	4	5	65		
Change from last month		-33.33%	450.00%	-27.27%	12.50%	77.78%									
Change from last year	0.00%	-75.00%	83.33%	14.29%	50.00%	45.45%									
Current YTD	3	5	16	24	33	49									
Previous YTD	3	11	17	24	30	41	45	49	54	56	60	65			
% Change YTD	0.00%	-54.55%	-5.88%	0.00%	10.00%	19.51%									



**Realtors® Association of Lake and Sumter Counties
Monthly Sales Trend Indicator
2009**

Sales by Price Range - Duplex / Townhomes / Villas

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	0	0	0	2	1	1							4	5.56%	4.44%
\$50,000 - 59,999	0	0	1	0	1	1							3	5.56%	3.33%
\$60,000 - 69,999	0	1	1	1	0	1							4	5.56%	4.44%
\$70,000 - 79,999	0	0	0	1	2	0							3	0.00%	3.33%
\$80,000 - 89,999	0	0	0	0	0	1							1	5.56%	1.11%
\$90,000 - 99,999	0	0	0	0	0	1							1	5.56%	1.11%
\$100,000 - 119,999	1	3	3	2	1	2							12	11.11%	13.33%
\$120,000 - 139,999	2	1	1	1	6	1							12	5.56%	13.33%
\$140,000 - 159,999	1	3	2	4	6	3							19	16.67%	21.11%
\$160,000 - 179,999	0	3	2	4	2	3							14	16.67%	15.56%
\$180,000 - 199,999	1	0	0	1	3	1							6	5.56%	6.67%
\$200,000 - 249,999	1	2	2	0	3	3							11	16.67%	12.22%
\$250,000 - 299,999	0	0	0	0	0	0							0	0.00%	0.00%
\$300,000 - 349,999	0	0	0	0	0	0							0	0.00%	0.00%
\$350,000 - 399,999	0	0	0	0	0	0							0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0							0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0							0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0							0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0							0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0							0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0	0							0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0							0	0.00%	0.00%
Current Year	6	13	12	16	25	18							90		
Previous Year	9	16	17	16	25	19	16	17	11	6	4	15	171		
Change from last month		116.67%	-7.69%	33.33%	56.25%	-28.00%									
Change from last year	-33.33%	-18.75%	-29.41%	0.00%	0.00%	-5.26%									
Current YTD	6	19	31	47	72	90									
Previous YTD	9	25	42	58	83	102	118	135	146	152	156	171			
% Change YTD	-33.33%	-24.00%	-26.19%	-18.97%	-13.25%	-11.76%									



Realtors® Association of Lake and Sumter Counties
Monthly Sales Trend Indicator
2009
Sales by Price Range - Overall

Price Range	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
\$1 - 49,999	17	20	25	29	21	34							146	10.63%	9.44%
\$50,000 - 59,999	6	7	8	8	12	10							51	3.13%	3.30%
\$60,000 - 69,999	5	10	14	10	7	10							56	3.13%	3.62%
\$70,000 - 79,999	8	12	4	13	7	15							59	4.69%	3.81%
\$80,000 - 89,999	6	2	9	12	8	11							48	3.44%	3.10%
\$90,000 - 99,999	9	7	10	15	21	18							80	5.63%	5.17%
\$100,000 - 119,999	27	29	31	34	36	39							196	12.19%	12.67%
\$120,000 - 139,999	22	32	31	44	45	24							198	7.50%	12.80%
\$140,000 - 159,999	30	22	35	49	30	43							209	13.44%	13.51%
\$160,000 - 179,999	14	23	23	22	20	34							136	10.63%	8.79%
\$180,000 - 199,999	11	7	12	18	17	19							84	5.94%	5.43%
\$200,000 - 249,999	17	23	22	20	28	23							133	7.19%	8.60%
\$250,000 - 299,999	7	14	19	9	6	11							66	3.44%	4.27%
\$300,000 - 349,999	2	5	4	2	3	9							25	2.81%	1.62%
\$350,000 - 399,999	2	5	5	2	5	7							26	2.19%	1.68%
\$400,000 - 499,999	1	1	3	0	1	5							11	1.56%	0.71%
\$500,000 - 599,999	0	0	3	0	3	2							8	0.63%	0.52%
\$600,000 - 699,999	1	2	1	0	0	0							4	0.00%	0.26%
\$700,000 - 799,999	0	1	1	1	0	4							7	1.25%	0.45%
\$800,000 - 899,999	1	0	0	0	0	1							2	0.31%	0.13%
\$900,000 - 999,999	0	0	0	0	1	0							1	0.00%	0.06%
\$1,000,000 - and over	0	0	0	0	0	1							1	0.31%	0.06%
Current Year	186	222	260	288	271	320							1,547		
Previous Year	156	241	262	264	278	250	258	243	229	236	202	230	2,849		
Change from last month		19.35%	17.12%	10.77%	-5.90%	18.08%									
Change from last year	19.23%	-7.88%	-0.76%	9.09%	-2.52%	28.00%									
Current YTD	186	408	668	956	1,227	1,547									
Previous YTD	156	397	659	923	1,201	1,451	1,709	1,952	2,181	2,417	2,619	2,849			
% Change YTD	19.23%	2.77%	1.37%	3.58%	2.16%	6.62%									



Realtors® Association of Lake and Sumter Counties
Monthly Sales Trend Indicator
2009

Sales by Bedroom Count

Bedrooms	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	1	1	4	2	6	5	0	0	0	0	0	0	19	1.56%	1.23%
2	52	60	68	83	81	91	0	0	0	0	0	0	435	28.44%	28.12%
3	95	111	133	148	130	160	0	0	0	0	0	0	777	50.00%	50.23%
4	35	45	46	47	49	51	0	0	0	0	0	0	273	15.94%	17.65%
5	2	5	7	7	4	11	0	0	0	0	0	0	36	3.44%	2.33%
6+	1	0	2	1	1	2	0	0	0	0	0	0	7	0.63%	0.45%
Total	186	222	260	288	271	320	0	0	0	0	0	0	1,547	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
1	18	25	28	32	25	29	0	0	0	0	0	0	157	9.06%	10.15%
2	142	165	192	224	214	240	0	0	0	0	0	0	1,177	75.00%	76.08%
3	25	31	34	28	29	40	0	0	0	0	0	0	187	12.50%	12.09%
4	1	0	6	4	3	9	0	0	0	0	0	0	23	2.81%	1.49%
5	0	1	0	0	0	2	0	0	0	0	0	0	3	0.63%	0.19%
6+	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	186	222	260	288	271	320	0	0	0	0	0	0	1,547	100.00%	100.00%



Realtors® Association of Lake and Sumter Counties
Monthly Sales Trend Indicator
2009
Sales by Housing Style

Style	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	YTD Total	Curr Month	YTD
Single Family Home	149	182	215	229	204	250	0	0	0	0	0	0	1,229	78.13%	79.44%
Condominium	10	5	11	14	8	15	0	0	0	0	0	0	63	4.69%	4.07%
Townhouse	1	9	9	9	20	14	0	0	0	0	0	0	62	4.38%	4.01%
Manufactured	5	12	7	9	12	12	0	0	0	0	0	0	57	3.75%	3.68%
Half Duplex	3	2	11	8	9	16	0	0	0	0	0	0	49	5.00%	3.17%
Villa	9	7	2	6	8	5	0	0	0	0	0	0	37	1.56%	2.39%
Co-Op	5	4	1	4	5	3	0	0	0	0	0	0	22	0.94%	1.42%
PUD	4	1	1	5	5	4	0	0	0	0	0	0	20	1.25%	1.29%
Modular	0	0	2	3	0	1	0	0	0	0	0	0	6	0.31%	0.39%
Mobile	0	0	1	1	0	0	0	0	0	0	0	0	2	0.00%	0.13%
Mobile W/ Land	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Residential	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Mobile Out of Park	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Mobile In Park	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	186	222	260	288	271	320	0	0	0	0	0	0	1,547	100.00%	100.00%



Realtors® Association of Lake and Sumter Counties
Multiple Listing One Month Sales and Inventory Report - June 1 to June - 30, 2009

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	24	9.02%	37,958	32,374	85.00%	89	92	3.8
\$50,000 - 59,999	6	2.26%	77,000	55,963	73.00%	143	52	8.7
\$60,000 - 69,999	7	2.63%	63,814	62,286	98.00%	29	77	11.0
\$70,000 - 79,999	9	3.38%	80,985	74,356	92.00%	67	102	11.3
\$80,000 - 89,999	7	2.63%	94,079	84,557	90.00%	376	107	15.3
\$90,000 - 99,999	15	5.64%	99,580	93,433	94.00%	112	116	7.7
\$100,000 - 119,999	33	12.41%	119,413	111,998	94.00%	115	254	7.7
\$120,000 - 139,999	18	6.77%	135,908	129,194	95.00%	118	330	18.3
\$140,000 - 159,999	38	14.29%	155,764	147,771	95.00%	184	354	9.3
\$160,000 - 179,999	31	11.65%	179,361	168,924	94.00%	155	307	9.9
\$180,000 - 199,999	18	6.77%	200,944	188,819	94.00%	163	327	18.2
\$200,000 - 249,999	20	7.52%	235,275	221,094	94.00%	167	494	24.7
\$250,000 - 299,999	11	4.14%	288,927	266,027	92.00%	194	370	33.6
\$300,000 - 349,999	9	3.38%	352,989	323,389	92.00%	192	207	23.0
\$350,000 - 399,999	7	2.63%	405,829	371,271	91.00%	116	205	29.3
\$400,000 - 499,999	5	1.88%	504,744	437,864	87.00%	43	193	38.6
\$500,000 - 599,999	2	0.75%	561,325	541,350	96.00%	62	122	61.0
\$600,000 - 699,999	0	0.00%	0	0	0.00%		72	
\$700,000 - 799,999	4	1.50%	810,725	733,750	91.00%	290	54	13.5
\$800,000 - 899,999	1	0.38%	1,199,000	865,203	72.00%	242	38	38.0
\$900,000 - 999,999	0	0.00%	0	0	0.00%		39	
\$1,000,000 - and over	1	0.38%	1,200,000	1,150,000	96.00%	15	74	74.0
Totals	266	100.00%	185,615	171,291	92.00%	145	3,986	15.0

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 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 and Sumter Counties
Multiple Listing YTD Sales and Inventory Report - Jan 1 to June - 30, 2009

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	89	6.96%	38,131	32,793	86.00%	105	92	6.2
\$50,000 - 59,999	31	2.43%	63,519	54,741	86.00%	127	52	10.1
\$60,000 - 69,999	35	2.74%	70,023	64,136	92.00%	100	77	13.2
\$70,000 - 79,999	32	2.50%	84,800	74,319	88.00%	97	102	19.1
\$80,000 - 89,999	35	2.74%	96,694	84,469	87.00%	160	107	18.3
\$90,000 - 99,999	66	5.16%	100,346	94,321	94.00%	118	116	10.6
\$100,000 - 119,999	171	13.38%	117,543	109,218	93.00%	123	254	8.9
\$120,000 - 139,999	171	13.38%	136,805	129,457	95.00%	123	330	11.6
\$140,000 - 159,999	185	14.48%	157,386	148,254	94.00%	168	354	11.5
\$160,000 - 179,999	118	9.23%	181,855	169,054	93.00%	154	307	15.6
\$180,000 - 199,999	76	5.95%	201,365	188,840	94.00%	156	327	25.8
\$200,000 - 249,999	118	9.23%	233,659	219,283	94.00%	130	494	25.1
\$250,000 - 299,999	66	5.16%	293,259	267,600	91.00%	151	370	33.6
\$300,000 - 349,999	25	1.96%	348,776	318,280	91.00%	144	207	49.7
\$350,000 - 399,999	26	2.03%	405,775	370,381	91.00%	171	205	47.3
\$400,000 - 499,999	11	0.86%	483,047	429,256	89.00%	124	193	105.3
\$500,000 - 599,999	8	0.63%	598,944	554,400	93.00%	47	122	91.5
\$600,000 - 699,999	4	0.31%	738,225	646,000	88.00%	324	72	108.0
\$700,000 - 799,999	7	0.55%	786,543	732,143	93.00%	265	54	46.3
\$800,000 - 899,999	2	0.16%	1,086,125	872,602	80.00%	222	38	114.0
\$900,000 - 999,999	1	0.08%	1,199,000	970,000	81.00%	126	39	234.0
\$1,000,000 - and over	1	0.08%	1,200,000	1,150,000	96.00%	15	74	444.0
Totals	1,278	100.00%	171,548	158,698	93.00%	137	3,986	18.7

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Realtors® Association of Lake and Sumter Counties

Four Year Sales and Inventory History 2005 - 2009

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
Jul-05	30	308,988	294,643	95%	119	195	6.50
Aug-05	13	430,072	389,492	91%	141	208	16.00
Sep-05	12	212,358	199,492	94%	136	277	23.08
Oct-05	13	304,762	278,346	91%	145	378	29.08
Nov-05	5	1,365,583	1,024,167	75%	189	516	103.20
Dec-05	3	188,300	196,433	104%	178	690	230.00
Jan-06	8	239,120	226,732	95%	56	1,088	136.00
Feb-06	6	140,633	139,583	99%	135	1,598	266.33
Mar-06	40	143,230	136,444	95%	78	2,232	55.80
Apr-06	37	157,587	151,232	96%	80	2,867	77.49
May-06	129	215,077	204,844	95%	63	3,464	26.85
Jun-06	453	252,406	241,545	96%	68	3,798	8.38
Jul-06	381	268,832	258,490	96%	75	4,031	10.58
Aug-06	378	248,389	237,156	95%	67	4,285	11.34
Sep-06	343	237,454	226,657	95%	76	4,449	12.97
Oct-06	309	239,920	227,191	95%	81	4,674	15.13
Nov-06	343	259,394	243,780	94%	96	4,712	13.74
Dec-06	315	242,257	226,189	93%	100	4,672	14.83
Jan-07	245	238,529	225,061	94%	97	4,883	19.93
Feb-07	319	248,997	235,101	94%	100	5,003	15.68
Mar-07	348	229,724	216,700	94%	103	5,188	14.91
Apr-07	326	239,328	227,128	95%	96	5,371	16.48
May-07	334	248,198	234,239	94%	103	5,510	16.50
Jun-07	308	246,792	232,046	94%	100	5,577	18.11
Jul-07	269	235,438	223,659	95%	124	5,589	20.78
Aug-07	277	233,001	218,565	94%	118	5,663	20.44
Sep-07	203	211,127	196,798	93%	109	5,717	28.16
Oct-07	240	220,079	205,075	93%	127	5,841	24.34
Nov-07	191	229,909	209,292	91%	131	5,940	31.10
Dec-07	220	209,034	194,323	93%	130	5,789	26.31
Jan-08	156	191,173	176,538	92%	134	5,834	37.40
Feb-08	241	221,907	202,707	91%	139	5,839	24.23
Mar-08	262	218,165	200,637	92%	144	5,893	22.49
Apr-08	264	196,112	181,108	92%	145	5,849	22.16
May-08	278	210,407	194,824	93%	137	5,772	20.76
Jun-08	250	215,523	200,245	93%	126	5,840	23.36
Jul-08	258	192,690	178,702	93%	134	5,797	22.47
Aug-08	243	193,907	179,379	93%	136	5,762	23.71
Sep-08	229	183,195	168,963	92%	140	5,839	25.50
Oct-08	236	192,961	179,914	93%	125	5,882	24.92
Nov-08	202	183,158	165,810	91%	147	5,841	28.92
Dec-08	230	176,722	160,475	91%	149	5,749	25.00
Jan-09	186	155,077	143,198	92%	133	5,677	30.52
Feb-09	222	165,574	152,095	92%	136	5,646	25.43
Mar-09	260	168,702	154,876	92%	135	5,460	21.00
Apr-09	288	141,475	131,784	93%	137	5,271	18.30
May-09	271	158,303	145,782	92%	135	5,120	18.89
Jun-09	320	172,397	158,919	92%	147	4,997	15.62