



Greater Lake County Association of REALTORS®
Monthly Sales Trend Indicator
2009

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	17	20	19	0	0	0	0	0	0	0	0	0	56	8.41%	9.52%
\$50 - \$59,999	5	7	5	0	0	0	0	0	0	0	0	0	17	2.21%	2.89%
\$60 - \$69,999	5	9	12	0	0	0	0	0	0	0	0	0	26	5.31%	4.42%
\$70 - \$79,999	6	11	3	0	0	0	0	0	0	0	0	0	20	1.33%	3.40%
\$80 - \$89,999	5	2	8	0	0	0	0	0	0	0	0	0	15	3.54%	2.55%
\$90 - \$99,999	7	7	10	0	0	0	0	0	0	0	0	0	24	4.42%	4.08%
\$100 - \$119,999	25	24	24	0	0	0	0	0	0	0	0	0	73	10.62%	12.41%
\$120 - \$139,999	19	30	28	0	0	0	0	0	0	0	0	0	77	12.39%	13.10%
\$140 - \$159,999	26	18	31	0	0	0	0	0	0	0	0	0	75	13.72%	12.76%
\$160 - \$179,999	12	17	20	0	0	0	0	0	0	0	0	0	49	8.85%	8.33%
\$180 - \$199,999	10	7	12	0	0	0	0	0	0	0	0	0	29	5.31%	4.93%
\$200 - \$249,999	14	21	18	0	0	0	0	0	0	0	0	0	53	7.96%	9.01%
\$250 - \$299,999	6	13	19	0	0	0	0	0	0	0	0	0	38	8.41%	6.46%
\$300 - \$349,999	2	4	4	0	0	0	0	0	0	0	0	0	10	1.77%	1.70%
\$350 - \$399,999	2	5	5	0	0	0	0	0	0	0	0	0	12	2.21%	2.04%
\$400 - \$499,999	1	1	3	0	0	0	0	0	0	0	0	0	5	1.33%	0.85%
\$500 - \$599,999	0	0	3	0	0	0	0	0	0	0	0	0	3	1.33%	0.51%
\$600 - \$699,999	0	2	1	0	0	0	0	0	0	0	0	0	3	0.44%	0.51%
\$700 - \$799,999	0	1	1	0	0	0	0	0	0	0	0	0	2	0.44%	0.34%
\$800 - \$899,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.17%
\$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	163	199	226	0	0	0	0	0	0	0	0	0	588	100.00%	100.00%
Previous Year	140	196	236	228	236	207	233	206	201	212	189	202	572		
% Change	16%	2%	-4%	0%	0%	0%	0%	0%	0%	0%	0%	0%	3%		
Current YTD	163	362	588	0	0	0	0	0	0	0	0	0	588		
Previous YTD	140	336	572	800	1,036	1,243	1,476	1,682	1,883	2,095	2,284	2,486	572		
% Change YTD	16%	8%	3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	3%		

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	6	0	0	0	0	0	0	0	0	0	6	42.86%	27.27%
\$50 - \$59,999	0	0	1	0	0	0	0	0	0	0	0	0	1	7.14%	4.55%
\$60 - \$69,999	0	0	1	0	0	0	0	0	0	0	0	0	1	7.14%	4.55%
\$70 - \$79,999	0	1	1	0	0	0	0	0	0	0	0	0	2	7.14%	9.09%
\$80 - \$89,999	0	0	1	0	0	0	0	0	0	0	0	0	1	7.14%	4.55%
\$90 - \$99,999	2	0	0	0	0	0	0	0	0	0	0	0	2	0.00%	9.09%
\$100 - \$119,999	0	0	2	0	0	0	0	0	0	0	0	0	2	14.29%	9.09%
\$120 - \$139,999	0	1	1	0	0	0	0	0	0	0	0	0	2	7.14%	9.09%
\$140 - \$159,999	3	1	1	0	0	0	0	0	0	0	0	0	5	7.14%	22.73%
\$160 - \$179,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$180 - \$199,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$200 - \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$250 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$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	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	5	3	14	0	0	0	0	0	0	0	0	0	22	100.00%	100.00%
Previous Year	3	8	6	9	8	10	4	6	5	4	4	6	17		
% Change	67%	-63%	133%	0%	0%	0%	0%	0%	0%	0%	0%	0%	29%		
Current YTD	5	8	22	0	0	0	0	0	0	0	0	0	22		
Previous YTD	3	11	17	26	34	44	48	54	59	63	67	73	17		
% Change YTD	67%	-27%	29%	0%	0%	0%	0%	0%	0%	0%	0%	0%	29%		



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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	1	0	0	0	0	0	0	0	0	0	1	8.33%	3.23%
\$60 - \$69,999	0	1	1	0	0	0	0	0	0	0	0	0	2	8.33%	6.45%
\$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	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100 - \$119,999	1	3	3	0	0	0	0	0	0	0	0	0	7	25.00%	22.58%
\$120 - \$139,999	2	1	1	0	0	0	0	0	0	0	0	0	4	8.33%	12.90%
\$140 - \$159,999	1	3	2	0	0	0	0	0	0	0	0	0	6	16.67%	19.35%
\$160 - \$179,999	0	3	2	0	0	0	0	0	0	0	0	0	5	16.67%	16.13%
\$180 - \$199,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	3.23%
\$200 - \$249,999	1	2	2	0	0	0	0	0	0	0	0	0	5	16.67%	16.13%
\$250 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$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	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	6	13	12	0	0	0	0	0	0	0	0	0	31	100.00%	100.00%
Previous Year	8	12	17	15	25	19	16	16	11	6	4	15	37		
% Change	-25%	8%	-29%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-16%		
Current YTD	6	19	31	0	0	0	0	0	0	0	0	0	31		
Previous YTD	8	20	37	52	77	96	112	128	139	145	149	164	37		
% Change YTD	-25%	-5%	-16%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-16%		

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	17	20	25	0	0	0	0	0	0	0	0	0	62	9.92%	9.67%
\$50 - \$59,999	5	7	7	0	0	0	0	0	0	0	0	0	19	2.78%	2.96%
\$60 - \$69,999	5	10	14	0	0	0	0	0	0	0	0	0	29	5.56%	4.52%
\$70 - \$79,999	6	12	4	0	0	0	0	0	0	0	0	0	22	1.59%	3.43%
\$80 - \$89,999	5	2	9	0	0	0	0	0	0	0	0	0	16	3.57%	2.50%
\$90 - \$99,999	9	7	10	0	0	0	0	0	0	0	0	0	26	3.97%	4.06%
\$100 - \$119,999	26	27	29	0	0	0	0	0	0	0	0	0	82	11.51%	12.79%
\$120 - \$139,999	21	32	30	0	0	0	0	0	0	0	0	0	83	11.90%	12.95%
\$140 - \$159,999	30	22	34	0	0	0	0	0	0	0	0	0	86	13.49%	13.42%
\$160 - \$179,999	12	20	22	0	0	0	0	0	0	0	0	0	54	8.73%	8.42%
\$180 - \$199,999	11	7	12	0	0	0	0	0	0	0	0	0	30	4.76%	4.68%
\$200 - \$249,999	15	23	20	0	0	0	0	0	0	0	0	0	58	7.94%	9.05%
\$250 - \$299,999	6	13	19	0	0	0	0	0	0	0	0	0	38	7.54%	5.93%
\$300 - \$349,999	2	4	4	0	0	0	0	0	0	0	0	0	10	1.59%	1.56%
\$350 - \$399,999	2	5	5	0	0	0	0	0	0	0	0	0	12	1.98%	1.87%
\$400 - \$499,999	1	1	3	0	0	0	0	0	0	0	0	0	5	1.19%	0.78%
\$500 - \$599,999	0	0	3	0	0	0	0	0	0	0	0	0	3	1.19%	0.47%
\$600 - \$699,999	0	2	1	0	0	0	0	0	0	0	0	0	3	0.40%	0.47%
\$700 - \$799,999	0	1	1	0	0	0	0	0	0	0	0	0	2	0.40%	0.31%
\$800 - \$899,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.16%
\$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	174	215	252	0	0	0	0	0	0	0	0	0	641	100.00%	100.00%
Previous Year	151	216	259	252	269	236	253	228	217	222	197	223	626		
% Change	15%	0%	-3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	2%		
Current YTD	174	389	641	0	0	0	0	0	0	0	0	0	641		
Previous YTD	151	367	626	878	1,147	1,383	1,636	1,864	2,081	2,303	2,500	2,723	626		
% Change YTD	15%	6%	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	2%		



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Type of Financing

Loan Type	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
All Cash	71	91	107	0	0	0	0	0	0	0	0	0	269	42.46%	41.97%
ARM	0	9	0	0	0	0	0	0	0	0	0	0	9	0.00%	1.40%
Assume Conventional	3	1	6	0	0	0	0	0	0	0	0	0	10	2.38%	1.56%
Assume FHA / VA	0	0	1	0	0	0	0	0	0	0	0	0	1	0.40%	0.16%
Assume Private	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Balloon Mortgage	2	0	0	0	0	0	0	0	0	0	0	0	2	0.00%	0.31%
Combination	3	1	1	0	0	0	0	0	0	0	0	0	5	0.40%	0.78%
Deed Agreement	0	0	1	0	0	0	0	0	0	0	0	0	1	0.40%	0.16%
Lease Opt Purchase	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
New Conventional	61	68	92	0	0	0	0	0	0	0	0	0	221	36.51%	34.48%
New FHA	20	32	31	0	0	0	0	0	0	0	0	0	83	12.30%	12.95%
New Private	0	3	0	0	0	0	0	0	0	0	0	0	3	0.00%	0.47%
New VA	8	6	6	0	0	0	0	0	0	0	0	0	20	2.38%	3.12%
Other	6	4	7	0	0	0	0	0	0	0	0	0	17	2.78%	2.65%
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	174	215	252	0	0	0	0	0	0	0	0	0	641	100.00%	100.00%

Sales by Bedroom Count

Bedrooms	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	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	0	0	0	0	0	0	0	0	0	6	1.59%	0.94%
2	49	60	68	0	0	0	0	0	0	0	0	0	177	26.98%	27.61%
3	90	107	127	0	0	0	0	0	0	0	0	0	324	50.40%	50.55%
4	31	42	44	0	0	0	0	0	0	0	0	0	117	17.46%	18.25%
5	2	5	7	0	0	0	0	0	0	0	0	0	14	2.78%	2.18%
6+	1	0	2	0	0	0	0	0	0	0	0	0	3	0.79%	0.47%
Total	174	215	252	0	0	0	0	0	0	0	0	0	641	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	17	25	28	0	0	0	0	0	0	0	0	0	70	11.11%	10.92%
2	133	161	186	0	0	0	0	0	0	0	0	0	480	73.81%	74.88%
3	23	28	33	0	0	0	0	0	0	0	0	0	84	13.10%	13.10%
4	1	0	5	0	0	0	0	0	0	0	0	0	6	1.98%	0.94%
5	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.16%
6+	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	174	215	252	0	0	0	0	0	0	0	0	0	641	100.00%	100.00%

Sales by Ownership Type

Ownership	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Curr Month	YTD
Condominium	9	5	14	0	0	0	0	0	0	0	0	0	28	5.56%	4.37%
Co-op	1	1	1	0	0	0	0	0	0	0	0	0	3	0.40%	0.47%
Fee Simple	164	209	237	0	0	0	0	0	0	0	0	0	610	94.05%	95.16%
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	174	215	252	0	0	0	0	0	0	0	0	0	641	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	0	2	0	0	0	0	0	0	0	0	0	2	0.79%	0.31%
Condo	5	3	14	0	0	0	0	0	0	0	0	0	22	5.56%	3.43%
Co-op	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Manufactured	10	5	11	0	0	0	0	0	0	0	0	0	26	4.37%	4.06%
Mobile	13	19	9	0	0	0	0	0	0	0	0	0	41	3.57%	6.40%
Modular	0	0	1	0	0	0	0	0	0	0	0	0	1	0.40%	0.16%
PUD	3	1	1	0	0	0	0	0	0	0	0	0	5	0.40%	0.78%
Single Family	137	174	204	0	0	0	0	0	0	0	0	0	515	80.95%	80.34%
Town Home	5	4	1	0	0	0	0	0	0	0	0	0	10	0.40%	1.56%
Villa	1	9	9	0	0	0	0	0	0	0	0	0	19	3.57%	2.96%
Total	174	215	252	0	0	0	0	0	0	0	0	0	641	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.