



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	8	11	9	10	11	0	100	5.82%	4.38%
\$50 - \$59,999	4	5	5	2	4	5	6	7	9	4	5	0	56	2.65%	2.45%
\$60 - \$69,999	7	6	6	7	4	5	3	3	2	7	7	0	57	3.70%	2.50%
\$70 - \$79,999	3	9	2	6	5	6	7	3	2	11	4	0	58	2.12%	2.54%
\$80 - \$89,999	2	4	9	11	7	6	7	6	9	8	7	0	76	3.70%	3.33%
\$90 - \$99,999	5	1	5	7	4	6	8	8	5	3	3	0	55	1.59%	2.41%
\$100 - \$119,999	11	11	16	14	11	9	21	11	19	15	15	0	153	7.94%	6.70%
\$120 - \$139,999	7	17	23	17	24	10	23	25	35	26	29	0	236	15.34%	10.33%
\$140 - \$159,999	17	22	26	24	23	19	38	30	26	25	20	0	270	10.58%	11.82%
\$160 - \$179,999	19	26	30	29	34	33	20	21	18	23	33	0	286	17.46%	12.52%
\$180 - \$199,999	16	16	15	18	19	21	16	12	14	16	13	0	176	6.88%	7.71%
\$200 - \$249,999	20	26	37	42	45	30	31	34	24	29	17	0	335	8.99%	14.67%
\$250 - \$299,999	8	21	17	22	14	15	21	13	16	10	16	0	173	8.47%	7.57%
\$300 - \$349,999	10	7	13	10	13	11	7	6	3	9	0	0	89	0.00%	3.90%
\$350 - \$399,999	2	6	9	3	8	7	6	8	3	9	2	0	63	1.06%	2.76%
\$400 - \$499,999	4	4	3	3	5	9	7	4	4	4	5	0	52	2.65%	2.28%
\$500 - \$599,999	0	4	7	1	2	1	3	0	0	1	1	0	20	0.53%	0.88%
\$600 - \$699,999	0	0	1	0	2	2	1	2	0	0	0	0	8	0.00%	0.35%
\$700 - \$799,999	0	0	0	0	1	1	0	1	2	0	0	0	5	0.00%	0.22%
\$800 - \$899,999	0	2	0	0	0	1	0	0	0	1	0	0	4	0.00%	0.18%
\$900 - \$999,999	0	0	1	0	1	0	0	0	0	0	0	0	2	0.00%	0.09%
\$1,000,000 and over	0	2	1	1	1	1	0	1	1	1	1	0	10	0.53%	0.44%
Current Year	140	196	236	228	236	207	233	206	201	212	189	0	2,284	100.00%	100.00%
Previous Year	201	272	288	263	276	257	212	244	179	218	169	202	2,579		
% Change	-30%	-28%	-18%	-13%	-14%	-19%	10%	-16%	12%	-3%	12%	0%	-11%		
Current YTD	140	336	572	800	1,036	1,243	1,476	1,682	1,883	2,095	2,284	0	2,284		
Previous YTD	201	473	761	1,024	1,300	1,557	1,769	2,013	2,192	2,410	2,579	2,781	2,579		
% Change YTD	-30%	-29%	-25%	-22%	-20%	-20%	-17%	-16%	-14%	-13%	-11%	0%	-11%		

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	1	2	0	1	0	4	25.00%	5.97%
\$50 - \$59,999	0	0	0	2	0	0	1	1	1	0	0	0	5	0.00%	7.46%
\$60 - \$69,999	0	1	0	0	0	0	1	0	0	1	0	0	3	0.00%	4.48%
\$70 - \$79,999	0	0	0	0	0	0	0	1	0	0	1	0	2	25.00%	2.99%
\$80 - \$89,999	0	0	0	0	2	2	0	0	1	1	1	0	7	25.00%	10.45%
\$90 - \$99,999	0	0	1	0	2	2	0	0	0	0	0	0	5	0.00%	7.46%
\$100 - \$119,999	1	0	0	0	0	0	2	0	0	1	0	0	4	0.00%	5.97%
\$120 - \$139,999	1	0	1	2	1	0	0	2	0	0	1	0	8	25.00%	11.94%
\$140 - \$159,999	0	2	1	1	2	2	0	0	0	0	0	0	8	0.00%	11.94%
\$160 - \$179,999	0	2	1	1	1	1	0	1	0	1	0	0	8	0.00%	11.94%
\$180 - \$199,999	0	1	0	1	0	0	0	0	0	0	0	0	2	0.00%	2.99%
\$200 - \$249,999	1	1	1	1	0	0	0	0	1	0	0	0	5	0.00%	7.46%
\$250 - \$299,999	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	1.49%
\$300 - \$349,999	0	0	0	0	0	3	0	0	0	0	0	0	3	0.00%	4.48%
\$350 - \$399,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	1.49%
\$400 - \$499,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	1.49%
\$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	4	6	5	4	4	0	67	100.00%	100.00%
Previous Year	11	6	20	8	7	9	10	5	7	4	8	6	95		
% Change	-73%	33%	-70%	13%	14%	11%	-60%	20%	-29%	0%	-50%	0%	-29%		
Current YTD	3	11	17	26	34	44	48	54	59	63	67	0	67		
Previous YTD	11	17	37	45	52	61	71	76	83	87	95	101	95		
% Change YTD	-73%	-35%	-54%	-42%	-35%	-28%	-32%	-29%	-29%	-28%	-29%	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	1	0	0	1	0.00%	0.67%
\$50 - \$59,999	0	0	0	0	0	0	0	0	1	0	0	0	1	0.00%	0.67%
\$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	2	0	0	0	0	0	2	0.00%	1.34%
\$80 - \$89,999	0	0	0	1	0	0	0	0	1	0	0	0	2	0.00%	1.34%
\$90 - \$99,999	0	0	0	0	0	0	0	2	0	0	0	0	2	0.00%	1.34%
\$100 - \$119,999	0	4	3	2	2	0	0	0	0	0	0	0	11	0.00%	7.38%
\$120 - \$139,999	1	2	2	2	5	5	3	2	3	3	0	0	28	0.00%	18.79%
\$140 - \$159,999	2	2	4	4	9	6	6	6	3	1	1	0	44	25.00%	29.53%
\$160 - \$179,999	1	0	3	2	7	3	2	3	1	1	0	0	23	0.00%	15.44%
\$180 - \$199,999	1	0	1	1	0	3	1	1	1	0	2	0	11	50.00%	7.38%
\$200 - \$249,999	2	2	1	2	2	2	1	1	1	0	0	0	14	0.00%	9.40%
\$250 - \$299,999	0	0	3	0	0	0	1	1	0	0	0	0	5	0.00%	3.36%
\$300 - \$349,999	1	1	0	1	0	0	0	0	0	0	1	0	4	25.00%	2.68%
\$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%	0.67%
\$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	16	16	11	6	4	0	149	100.00%	100.00%
Previous Year	9	13	12	18	12	10	11	10	8	11	11	10	125		
% Change	-11%	-8%	42%	-17%	108%	90%	45%	60%	38%	-45%	-64%	0%	19%		
Current YTD	8	20	37	52	77	96	112	128	139	145	149	0	149		
Previous YTD	9	22	34	52	64	74	85	95	103	114	125	135	125		
% Change YTD	-11%	-9%	9%	0%	20%	30%	32%	35%	35%	27%	19%	0%	19%		

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	8	12	11	11	12	0	105	6.09%	4.20%
\$50 - \$59,999	4	5	5	4	4	5	7	8	11	4	5	0	62	2.54%	2.48%
\$60 - \$69,999	7	7	6	7	4	5	4	3	2	8	7	0	60	3.55%	2.40%
\$70 - \$79,999	3	9	2	6	5	6	9	4	2	11	5	0	62	2.54%	2.48%
\$80 - \$89,999	2	4	9	12	9	8	7	6	11	9	8	0	85	4.06%	3.40%
\$90 - \$99,999	5	1	6	7	6	8	8	10	5	3	3	0	62	1.52%	2.48%
\$100 - \$119,999	12	15	19	16	13	9	23	11	19	16	15	0	168	7.61%	6.72%
\$120 - \$139,999	9	19	26	21	30	15	26	29	38	29	30	0	272	15.23%	10.88%
\$140 - \$159,999	19	26	31	29	34	27	44	36	29	26	21	0	322	10.66%	12.88%
\$160 - \$179,999	20	28	34	32	42	37	22	25	19	25	33	0	317	16.75%	12.68%
\$180 - \$199,999	17	17	16	20	19	24	17	13	15	16	15	0	189	7.61%	7.56%
\$200 - \$249,999	23	29	39	45	47	32	32	35	26	29	17	0	354	8.63%	14.16%
\$250 - \$299,999	8	22	20	22	14	15	22	14	16	10	16	0	179	8.12%	7.16%
\$300 - \$349,999	11	8	13	11	13	14	7	6	3	9	1	0	96	0.51%	3.84%
\$350 - \$399,999	2	6	9	4	8	7	6	8	3	9	2	0	64	1.02%	2.56%
\$400 - \$499,999	4	4	4	3	5	9	7	4	4	4	5	0	53	2.54%	2.12%
\$500 - \$599,999	0	5	7	1	2	1	3	0	0	1	1	0	21	0.51%	0.84%
\$600 - \$699,999	0	0	1	0	2	2	1	2	0	0	0	0	8	0.00%	0.32%
\$700 - \$799,999	0	0	0	0	1	1	0	1	2	0	0	0	5	0.00%	0.20%
\$800 - \$899,999	0	2	0	0	0	1	0	0	0	1	0	0	4	0.00%	0.16%
\$900 - \$999,999	0	0	1	0	1	0	0	0	0	0	0	0	2	0.00%	0.08%
\$1,000,000 and over	0	2	1	1	1	1	0	1	1	1	1	0	10	0.51%	0.40%
Current Year	151	216	259	252	269	236	253	228	217	222	197	0	2,500	100.00%	100.00%
Previous Year	221	291	320	289	295	276	233	259	194	233	188	218	2,611		
% Change	-32%	-26%	-19%	-13%	-9%	-14%	9%	-12%	12%	-5%	5%	0%	-4%		
Current YTD	151	367	626	878	1,147	1,383	1,636	1,864	2,081	2,303	2,500	0	2,500		
Previous YTD	221	512	832	1,121	1,416	1,692	1,925	2,184	2,378	2,611	2,799	3,017	2,611		
% Change YTD	-32%	-28%	-25%	-22%	-19%	-18%	-15%	-15%	-12%	-12%	-11%	0%	-4%		



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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	60	74	88	98	97	78	91	78	57	83	79	0	883	40.10%	35.32%
ARM	0	0	0	0	0	0	1	0	0	0	0	0	1	0.00%	0.04%
Assume Conventional	4	8	16	5	6	7	9	9	11	9	8	0	92	4.06%	3.68%
Assume FHA / VA	2	1	0	0	0	0	1	0	1	1	1	0	7	0.51%	0.28%
Assume Private	0	1	0	1	0	0	0	0	0	1	0	0	3	0.00%	0.12%
Balloon Mortgage	0	0	0	9	0	0	0	1	0	0	1	0	11	0.51%	0.44%
Combination	0	4	8	0	4	9	5	5	7	2	2	0	46	1.02%	1.84%
Deed Agreement	0	0	0	99	0	0	0	0	0	0	0	0	99	0.00%	3.96%
Lease Opt Purchase	0	0	0	31	1	0	0	0	2	0	0	0	34	0.00%	1.36%
New Conventional	74	99	122	4	120	116	96	94	97	79	68	0	969	34.52%	38.76%
New FHA	8	22	20	2	24	21	37	26	32	33	28	0	253	14.21%	10.12%
New Private	1	3	2	3	3	0	3	3	1	3	0	0	22	0.00%	0.88%
New VA	2	1	2	0	6	4	4	6	7	6	6	0	44	3.05%	1.76%
Other	0	3	1	0	8	1	6	6	2	5	4	0	36	2.03%	1.44%
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	253	228	217	222	197	0	2,500	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	3	2	2	2	4	2	1	2	1	1	0	21	0.51%	0.84%
2	57	66	86	99	94	70	86	70	61	50	42	0	781	21.32%	31.24%
3	78	99	134	124	126	115	122	101	119	104	97	0	1,219	49.24%	48.76%
4	13	44	30	26	43	40	38	43	31	58	52	0	418	26.40%	16.72%
5	1	2	7	1	2	5	5	12	4	8	4	0	51	2.03%	2.04%
6+	1	2	0	0	2	2	0	1	0	1	1	0	10	0.51%	0.40%
Total	151	216	259	252	269	236	253	228	217	222	197	0	2,500	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	11	17	17	31	23	25	26	21	23	17	18	0	229	9.14%	9.16%
2	132	172	216	202	219	184	195	175	173	169	150	0	1,987	76.14%	79.48%
3	5	20	18	16	25	23	28	26	14	30	26	0	231	13.20%	9.24%
4	3	7	8	3	2	4	4	6	5	5	2	0	49	1.02%	1.96%
5	0	0	0	0	0	0	0	0	2	1	0	0	3	0.00%	0.12%
6+	0	0	0	0	0	0	0	0	0	0	1	0	1	0.51%	0.04%
Total	151	216	259	252	269	236	253	228	217	222	197	0	2,500	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	3	9	6	9	10	10	4	7	6	5	4	0	73	2.03%	2.92%
Co-op	2	4	1	1	1	1	1	1	2	1	193	0	208	97.97%	8.32%
Fee Simple	146	203	252	242	258	225	248	220	209	216	0	0	2,219	0.00%	88.76%
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	253	228	217	222	197	0	2,500	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	1	0	1	0	0	4	0.00%	0.16%
Condo	3	8	6	8	8	10	4	5	5	3	4	0	64	2.03%	2.56%
Co-op	0	0	0	1	0	0	0	1	0	1	0	0	3	0.00%	0.12%
Manufactured	15	15	28	20	20	10	23	12	9	13	6	0	171	3.05%	6.84%
Mobile	13	23	18	13	22	17	13	18	12	14	12	0	175	6.09%	7.00%
Modular	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	0.04%
PUD	2	2	9	9	2	4	7	0	3	7	3	0	48	1.52%	1.92%
Single Family	110	156	181	185	192	176	190	176	177	178	168	0	1,889	85.28%	75.56%
Town Home	0	3	4	4	4	6	6	3	5	1	1	0	37	0.51%	1.48%
Villa	7	9	12	11	21	13	10	12	6	4	3	0	108	1.52%	4.32%
Total	151	216	259	252	269	236	253	228	217	222	197	0	2,500	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.