



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

**Sales by Price Range - Single Family Homes & Villa's**

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	10	10	13	14	8	17	20	20	21	16	14		<b>163</b>	5.47%	6.09%
\$50,000 - 59,999	4	5	5	4	5	7	5	9	8	7	11		<b>70</b>	4.30%	2.61%
\$60,000 - 69,999	2	8	8	6	4	2	7	8	12	10	8		<b>75</b>	3.13%	2.80%
\$70,000 - 79,999	5	4	3	8	3	7	7	3	7	12	4		<b>63</b>	1.56%	2.35%
\$80,000 - 89,999	4	1	6	8	7	7	11	11	9	10	12		<b>86</b>	4.69%	3.21%
\$90,000 - 99,999	5	6	9	13	13	17	17	10	18	12	13		<b>133</b>	5.08%	4.97%
\$100,000 - 119,999	24	26	27	29	35	34	41	32	41	37	35		<b>361</b>	13.67%	13.49%
\$120,000 - 139,999	18	31	28	39	42	21	35	32	32	36	42		<b>356</b>	16.41%	13.30%
\$140,000 - 159,999	27	21	33	48	28	41	41	31	37	34	30		<b>371</b>	11.72%	13.86%
\$160,000 - 179,999	13	24	22	20	18	33	35	19	28	37	17		<b>266</b>	6.64%	9.94%
\$180,000 - 199,999	9	8	12	16	16	19	24	15	17	14	22		<b>172</b>	8.59%	6.43%
\$200,000 - 249,999	16	21	22	19	26	22	32	30	31	23	23		<b>265</b>	8.98%	9.90%
\$250,000 - 299,999	7	14	19	9	6	11	12	14	8	12	10		<b>122</b>	3.91%	4.56%
\$300,000 - 349,999	2	5	4	2	3	9	3	12	8	6	5		<b>59</b>	1.95%	2.20%
\$350,000 - 399,999	2	5	5	2	5	7	4	3	9	4	4		<b>50</b>	1.56%	1.87%
\$400,000 - 499,999	1	1	3	0	1	5	2	2	3	6	4		<b>28</b>	1.56%	1.05%
\$500,000 - 599,999	0	0	3	0	3	2	3	1	0	3	1		<b>16</b>	0.39%	0.60%
\$600,000 - 699,999	1	2	1	0	0	0	0	1	0	1	1		<b>7</b>	0.39%	0.26%
\$700,000 - 799,999	0	1	1	1	0	4	0	0	1	0	0		<b>8</b>	0.00%	0.30%
\$800,000 - 899,999	1	0	0	0	0	1	0	0	1	0	0		<b>3</b>	0.00%	0.11%
\$900,000 - 999,999	0	0	0	0	1	0	0	0	0	0	0		<b>1</b>	0.00%	0.04%
\$1,000,000 - and over	0	0	0	0	0	1	1	0	0	0	0		<b>2</b>	0.00%	0.07%
<b>Current Year</b>	<b>151</b>	<b>193</b>	<b>224</b>	<b>238</b>	<b>224</b>	<b>267</b>	<b>300</b>	<b>253</b>	<b>291</b>	<b>280</b>	<b>256</b>		<b>2,677</b>		
Previous Year	123	183	198	208	227	206	212	204	195	199	178	195	2,328		
Change from last month		27.81%	16.06%	6.25%	-5.88%	19.20%	12.36%	-15.67%	15.02%	-3.78%	-8.57%				
<b>Change from last year</b>	<b>22.76%</b>	<b>5.46%</b>	<b>13.13%</b>	<b>14.42%</b>	<b>-1.32%</b>	<b>29.61%</b>	<b>41.51%</b>	<b>24.02%</b>	<b>49.23%</b>	<b>40.70%</b>	<b>43.82%</b>				
<b>Current YTD</b>	<b>151</b>	<b>344</b>	<b>568</b>	<b>806</b>	<b>1,030</b>	<b>1,297</b>	<b>1,597</b>	<b>1,850</b>	<b>2,141</b>	<b>2,421</b>	<b>2,677</b>				
Previous YTD	123	306	504	712	939	1,145	1,357	1,561	1,756	1,955	2,133	2,328			
<b>% Change YTD</b>	<b>22.76%</b>	<b>12.42%</b>	<b>12.70%</b>	<b>13.20%</b>	<b>9.69%</b>	<b>13.28%</b>	<b>17.69%</b>	<b>18.51%</b>	<b>21.92%</b>	<b>23.84%</b>	<b>25.50%</b>				



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**Sales by Price Range - Condominiums, Townhouses and Co-Op's**

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	2	5	7	4	1	5	8	5		<b>43</b>	21.74%	26.06%
\$50,000 - 59,999	0	0	1	2	2	0	2	0	2	3	1		<b>13</b>	4.35%	7.88%
\$60,000 - 69,999	0	0	1	1	0	6	0	3	1	0	2		<b>14</b>	8.70%	8.48%
\$70,000 - 79,999	0	1	0	1	1	1	1	3	4	3	2		<b>17</b>	8.70%	10.30%
\$80,000 - 89,999	0	0	0	2	0	1	2	2	2	1	3		<b>13</b>	13.04%	7.88%
\$90,000 - 99,999	2	0	0	0	3	0	0	0	1	3	0		<b>9</b>	0.00%	5.45%
\$100,000 - 119,999	1	2	2	2	0	2	3	1	0	3	5		<b>21</b>	21.74%	12.73%
\$120,000 - 139,999	2	1	1	2	0	1	3	1	0	1	0		<b>12</b>	0.00%	7.27%
\$140,000 - 159,999	2	1	1	0	2	0	0	0	0	1	0		<b>7</b>	0.00%	4.24%
\$160,000 - 179,999	0	0	0	0	1	0	0	0	0	0	3		<b>4</b>	13.04%	2.42%
\$180,000 - 199,999	1	0	0	1	1	0	1	0	0	1	1		<b>6</b>	4.35%	3.64%
\$200,000 - 249,999	0	1	0	0	0	1	1	0	0	1	0		<b>4</b>	0.00%	2.42%
\$250,000 - 299,999	0	0	0	0	0	0	1	0	0	0	1		<b>2</b>	4.35%	1.21%
\$300,000 - 349,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$350,000 - 399,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>8</b>	<b>6</b>	<b>12</b>	<b>13</b>	<b>15</b>	<b>19</b>	<b>18</b>	<b>11</b>	<b>15</b>	<b>25</b>	<b>23</b>		<b>165</b>		
Previous Year	4	14	10	14	10	17	10	9	10	4	5	12	119		
Change from last month		-25.00%	100.00%	8.33%	15.38%	26.67%	-5.26%	-38.89%	36.36%	66.67%	-8.00%				
<b>Change from last year</b>	<b>100.00%</b>	<b>-57.14%</b>	<b>20.00%</b>	<b>-7.14%</b>	<b>50.00%</b>	<b>11.76%</b>	<b>80.00%</b>	<b>22.22%</b>	<b>50.00%</b>	<b>525.00%</b>	<b>360.00%</b>				
<b>Current YTD</b>	<b>8</b>	<b>14</b>	<b>26</b>	<b>39</b>	<b>54</b>	<b>73</b>	<b>91</b>	<b>102</b>	<b>117</b>	<b>142</b>	<b>165</b>				
Previous YTD	4	18	28	42	52	69	79	88	98	102	107	119			
<b>% Change YTD</b>	<b>100.00%</b>	<b>-22.22%</b>	<b>-7.14%</b>	<b>-7.14%</b>	<b>3.85%</b>	<b>5.80%</b>	<b>15.19%</b>	<b>15.91%</b>	<b>19.39%</b>	<b>39.22%</b>	<b>54.21%</b>				



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**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	18	20	25	29	21	34	37	30	33	34	29		<b>310</b>	9.29%	9.74%
\$50,000 - 59,999	6	7	8	9	13	10	10	17	12	12	13		<b>117</b>	4.17%	3.68%
\$60,000 - 69,999	5	10	14	10	7	10	10	13	16	10	15		<b>120</b>	4.81%	3.77%
\$70,000 - 79,999	8	12	4	13	7	14	9	7	14	18	10		<b>116</b>	3.21%	3.64%
\$80,000 - 89,999	6	3	9	12	8	11	15	13	15	14	17		<b>123</b>	5.45%	3.86%
\$90,000 - 99,999	9	7	10	15	21	19	19	12	20	20	16		<b>168</b>	5.13%	5.28%
\$100,000 - 119,999	27	29	31	34	37	40	44	35	42	44	42		<b>405</b>	13.46%	12.72%
\$120,000 - 139,999	22	32	31	44	45	27	41	34	32	41	45		<b>394</b>	14.42%	12.38%
\$140,000 - 159,999	30	22	35	49	30	43	43	33	40	38	31		<b>394</b>	9.94%	12.38%
\$160,000 - 179,999	14	24	23	22	20	33	35	19	30	38	20		<b>278</b>	6.41%	8.73%
\$180,000 - 199,999	11	8	12	18	17	19	25	17	18	15	23		<b>183</b>	7.37%	5.75%
\$200,000 - 249,999	17	23	22	20	27	23	33	30	31	25	24		<b>275</b>	7.69%	8.64%
\$250,000 - 299,999	7	14	19	9	6	11	13	15	8	12	11		<b>125</b>	3.53%	3.93%
\$300,000 - 349,999	2	5	4	2	3	9	3	12	8	6	5		<b>59</b>	1.60%	1.85%
\$350,000 - 399,999	2	5	5	2	5	7	4	3	9	4	5		<b>51</b>	1.60%	1.60%
\$400,000 - 499,999	1	1	3	0	1	5	2	2	3	6	4		<b>28</b>	1.28%	0.88%
\$500,000 - 599,999	0	0	3	0	3	2	3	1	0	3	1		<b>16</b>	0.32%	0.50%
\$600,000 - 699,999	1	2	1	0	0	0	0	1	0	1	1		<b>7</b>	0.32%	0.22%
\$700,000 - 799,999	0	1	1	1	0	4	0	0	1	0	0		<b>8</b>	0.00%	0.25%
\$800,000 - 899,999	1	0	0	0	0	1	0	0	1	0	0		<b>3</b>	0.00%	0.09%
\$900,000 - 999,999	0	0	0	0	1	0	0	0	0	0	0		<b>1</b>	0.00%	0.03%
\$1,000,000 - and over	0	0	0	0	0	1	1	0	0	0	0		<b>2</b>	0.00%	0.06%
<b>Current Year</b>	<b>187</b>	<b>225</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>294</b>	<b>333</b>	<b>341</b>	<b>312</b>		<b>3,183</b>		
Previous Year	159	241	266	268	281	257	265	246	233	238	206	234	2,894		
Change from last month		20.32%	15.56%	11.15%	-5.88%	18.75%	7.43%	-15.27%	13.27%	2.40%	-8.50%				
<b>Change from last year</b>		<b>-6.64%</b>	<b>-2.26%</b>	<b>7.84%</b>	<b>-3.20%</b>	<b>25.68%</b>	<b>30.94%</b>	<b>19.51%</b>	<b>42.92%</b>	<b>43.28%</b>	<b>51.46%</b>				
<b>Current YTD</b>	<b>187</b>	<b>412</b>	<b>672</b>	<b>961</b>	<b>1,233</b>	<b>1,556</b>	<b>1,903</b>	<b>2,197</b>	<b>2,530</b>	<b>2,871</b>	<b>3,183</b>				
Previous YTD	159	400	666	934	1,215	1,472	1,737	1,983	2,216	2,454	2,660	2,894			
<b>% Change YTD</b>	<b>17.61%</b>	<b>3.00%</b>	<b>0.90%</b>	<b>2.89%</b>	<b>1.48%</b>	<b>5.71%</b>	<b>9.56%</b>	<b>10.79%</b>	<b>14.17%</b>	<b>16.99%</b>	<b>19.66%</b>				



**Realtors® Association of Lake & Sumter  
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Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-09</b>	<b>Feb-09</b>	<b>Mar-09</b>	<b>Apr-09</b>	<b>May-09</b>	<b>Jun-09</b>	<b>Jul-09</b>	<b>Aug-09</b>	<b>Sep-09</b>	<b>Oct-09</b>	<b>Nov-09</b>	<b>Dec-09</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
0	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
1	1	1	4	2	6	5	1	3	4	6	2	0	<b>35</b>	0.64%	1.10%
2	52	61	68	84	81	90	80	75	79	100	91	0	<b>861</b>	29.17%	27.05%
3	96	112	133	148	131	161	183	161	180	168	160	0	<b>1,633</b>	51.28%	51.30%
4	35	46	46	47	50	54	69	45	61	51	47	0	<b>551</b>	15.06%	17.31%
5	2	5	7	7	3	11	10	8	8	16	10	0	<b>87</b>	3.21%	2.73%
6+	1	0	2	1	1	2	4	2	1	0	2	0	<b>16</b>	0.64%	0.50%
<b>Total</b>	<b>187</b>	<b>225</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>294</b>	<b>333</b>	<b>341</b>	<b>312</b>	<b>0</b>	<b>3,183</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-09</b>	<b>Feb-09</b>	<b>Mar-09</b>	<b>Apr-09</b>	<b>May-09</b>	<b>Jun-09</b>	<b>Jul-09</b>	<b>Aug-09</b>	<b>Sep-09</b>	<b>Oct-09</b>	<b>Nov-09</b>	<b>Dec-09</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	18	25	28	32	25	29	32	21	30	33	25	0	<b>298</b>	8.01%	9.36%
2	143	168	192	225	216	243	259	231	266	266	253	0	<b>2,462</b>	81.09%	77.35%
3	25	31	34	28	28	40	45	33	31	35	28	0	<b>358</b>	8.97%	11.25%
4	1	0	6	4	3	9	10	8	6	7	6	0	<b>60</b>	1.92%	1.89%
5	0	1	0	0	0	2	0	1	0	0	0	0	<b>4</b>	0.00%	0.13%
6+	0	0	0	0	0	0	1	0	0	0	0	0	<b>1</b>	0.00%	0.03%
<b>Total</b>	<b>187</b>	<b>225</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>294</b>	<b>333</b>	<b>341</b>	<b>312</b>	<b>0</b>	<b>3,183</b>	<b>100.00%</b>	<b>100.00%</b>



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**Sales by Housing Style**

<b>Style</b>	<b>Jan-09</b>	<b>Feb-09</b>	<b>Mar-09</b>	<b>Apr-09</b>	<b>May-09</b>	<b>Jun-09</b>	<b>Jul-09</b>	<b>Aug-09</b>	<b>Sep-09</b>	<b>Oct-09</b>	<b>Nov-09</b>	<b>Dec-09</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Home	150	184	215	229	204	253	286	234	284	268	241	0	<b>2,548</b>	77.24%	80.05%
Manufactured	10	5	11	14	8	15	12	15	11	16	14	0	<b>131</b>	4.49%	4.12%
Villa	1	9	9	9	20	14	14	19	7	12	15	0	<b>129</b>	4.81%	4.05%
Condominium	3	2	11	9	10	16	13	6	12	20	13	0	<b>115</b>	4.17%	3.61%
Manufactured/Mobile In	5	12	7	9	12	12	3	8	6	7	13	0	<b>94</b>	4.17%	2.95%
Manufactured/Mobile Out	9	7	2	6	8	5	8	5	7	8	3	0	<b>68</b>	0.96%	2.14%
Townhouse	5	4	1	4	5	3	5	5	3	5	10	0	<b>50</b>	3.21%	1.57%
Planned Unit Development	4	1	1	5	5	4	4	1	3	4	3	0	<b>35</b>	0.96%	1.10%
Half Duplex	0	1	2	3	0	1	1	1	0	1	0	0	<b>10</b>	0.00%	0.31%
Modular	0	0	1	1	0	0	1	0	0	0	0	0	<b>3</b>	0.00%	0.09%
Mobile With Single In Lot	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
Mobile	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
Co-Op	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
<b>Total</b>	<b>187</b>	<b>225</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>294</b>	<b>333</b>	<b>341</b>	<b>312</b>	<b>0</b>	<b>3,183</b>	<b>100.00%</b>	<b>100.00%</b>