



**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			149	5.78%	6.17%
\$50,000 - 59,999	4	5	5	4	5	7	5	9	8	7			59	2.53%	2.44%
\$60,000 - 69,999	2	8	8	6	4	2	7	8	12	10			67	3.61%	2.77%
\$70,000 - 79,999	5	4	3	8	3	7	7	3	7	11			58	3.97%	2.40%
\$80,000 - 89,999	4	1	6	8	7	7	11	11	9	10			74	3.61%	3.06%
\$90,000 - 99,999	5	6	9	13	13	17	17	10	18	12			120	4.33%	4.97%
\$100,000 - 119,999	24	26	27	29	35	34	41	32	41	36			325	13.00%	13.45%
\$120,000 - 139,999	18	31	28	39	42	21	35	32	32	35			313	12.64%	12.96%
\$140,000 - 159,999	27	21	33	48	28	41	41	31	37	34			341	12.27%	14.11%
\$160,000 - 179,999	13	24	22	20	18	33	35	19	27	37			248	13.36%	10.26%
\$180,000 - 199,999	9	8	12	16	16	19	24	15	17	14			150	5.05%	6.21%
\$200,000 - 249,999	16	21	22	19	26	22	32	30	30	23			241	8.30%	9.98%
\$250,000 - 299,999	7	14	19	9	6	11	12	14	8	12			112	4.33%	4.64%
\$300,000 - 349,999	2	5	4	2	3	9	3	12	8	6			54	2.17%	2.24%
\$350,000 - 399,999	2	5	5	2	5	7	4	3	9	4			46	1.44%	1.90%
\$400,000 - 499,999	1	1	3	0	1	5	2	2	3	6			24	2.17%	0.99%
\$500,000 - 599,999	0	0	3	0	3	2	3	1	0	3			15	1.08%	0.62%
\$600,000 - 699,999	1	2	1	0	0	0	0	1	0	1			6	0.36%	0.25%
\$700,000 - 799,999	0	1	1	1	0	4	0	0	1	0			8	0.00%	0.33%
\$800,000 - 899,999	1	0	0	0	0	1	0	0	1	0			3	0.00%	0.12%
\$900,000 - 999,999	0	0	0	0	1	0	0	0	0	0			1	0.00%	0.04%
\$1,000,000 - and over	0	0	0	0	0	1	1	0	0	0			2	0.00%	0.08%
Current Year	151	193	224	238	224	267	300	253	289	277	0		2,416		
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%	14.23%	-4.15%	-100.00%				
Change from last year	22.76%	5.46%	13.13%	14.42%	-1.32%	29.61%	41.51%	24.02%	48.21%	39.20%	-100.00%				
Current YTD	151	344	568	806	1,030	1,297	1,597	1,850	2,139	2,416	2,416				
Previous YTD	123	306	504	712	939	1,145	1,357	1,561	1,756	1,955	2,133	2,328			
% Change YTD	22.76%	12.42%	12.70%	13.20%	9.69%	13.28%	17.69%	18.51%	21.81%	23.58%	13.27%				



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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	7			37	29.17%	26.24%
\$50,000 - 59,999	0	0	1	2	2	0	2	0	2	3			12	12.50%	8.51%
\$60,000 - 69,999	0	0	1	1	0	6	0	3	1	0			12	0.00%	8.51%
\$70,000 - 79,999	0	1	0	1	1	1	1	3	4	3			15	12.50%	10.64%
\$80,000 - 89,999	0	0	0	2	0	1	2	2	2	1			10	4.17%	7.09%
\$90,000 - 99,999	2	0	0	0	3	0	0	0	1	3			9	12.50%	6.38%
\$100,000 - 119,999	1	2	2	2	0	2	3	1	0	3			16	12.50%	11.35%
\$120,000 - 139,999	2	1	1	2	0	1	3	1	0	1			12	4.17%	8.51%
\$140,000 - 159,999	2	1	1	0	2	0	0	0	0	1			7	4.17%	4.96%
\$160,000 - 179,999	0	0	0	0	1	0	0	0	0	0			1	0.00%	0.71%
\$180,000 - 199,999	1	0	0	1	1	0	1	0	0	1			5	4.17%	3.55%
\$200,000 - 249,999	0	1	0	0	0	1	1	0	0	1			4	4.17%	2.84%
\$250,000 - 299,999	0	0	0	0	0	0	1	0	0	0			1	0.00%	0.71%
\$300,000 - 349,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$350,000 - 399,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$900,000 - 999,999	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	0.00%	0.00%
Current Year	8	6	12	13	15	19	18	11	15	24	0		141		
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%	60.00%	-100.00%				
Change from last year	100.00%	-57.14%	20.00%	-7.14%	50.00%	11.76%	80.00%	22.22%	50.00%	500.00%	-100.00%				
Current YTD	8	14	26	39	54	73	91	102	117	141	141				
Previous YTD	4	18	28	42	52	69	79	88	98	102	107	119			
% Change YTD	100.00%	-22.22%	-7.14%	-7.14%	3.85%	5.80%	15.19%	15.91%	19.39%	38.24%	31.78%				



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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	33			280	9.79%	9.77%
\$50,000 - 59,999	6	7	8	9	13	10	10	17	12	12			104	3.56%	3.63%
\$60,000 - 69,999	5	10	14	10	7	10	10	13	16	10			105	2.97%	3.66%
\$70,000 - 79,999	8	12	4	13	7	14	9	7	14	17			105	5.04%	3.66%
\$80,000 - 89,999	6	3	9	12	8	11	15	13	15	14			106	4.15%	3.70%
\$90,000 - 99,999	9	7	10	15	21	19	19	12	20	20			152	5.93%	5.31%
\$100,000 - 119,999	27	29	31	34	37	40	44	35	42	43			362	12.76%	12.64%
\$120,000 - 139,999	22	32	31	44	45	27	41	34	32	40			348	11.87%	12.15%
\$140,000 - 159,999	30	22	35	49	30	43	43	33	40	38			363	11.28%	12.67%
\$160,000 - 179,999	14	24	23	22	20	33	35	19	29	38			257	11.28%	8.97%
\$180,000 - 199,999	11	8	12	18	17	19	25	17	18	15			160	4.45%	5.58%
\$200,000 - 249,999	17	23	22	20	27	23	33	30	30	25			250	7.42%	8.73%
\$250,000 - 299,999	7	14	19	9	6	11	13	15	8	12			114	3.56%	3.98%
\$300,000 - 349,999	2	5	4	2	3	9	3	12	8	6			54	1.78%	1.88%
\$350,000 - 399,999	2	5	5	2	5	7	4	3	9	4			46	1.19%	1.61%
\$400,000 - 499,999	1	1	3	0	1	5	2	2	3	6			24	1.78%	0.84%
\$500,000 - 599,999	0	0	3	0	3	2	3	1	0	3			15	0.89%	0.52%
\$600,000 - 699,999	1	2	1	0	0	0	0	1	0	1			6	0.30%	0.21%
\$700,000 - 799,999	0	1	1	1	0	4	0	0	1	0			8	0.00%	0.28%
\$800,000 - 899,999	1	0	0	0	0	1	0	0	1	0			3	0.00%	0.10%
\$900,000 - 999,999	0	0	0	0	1	0	0	0	0	0			1	0.00%	0.03%
\$1,000,000 - and over	0	0	0	0	0	1	1	0	0	0			2	0.00%	0.07%
Current Year	187	225	260	289	272	323	347	294	331	337	0		2,865		
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%	12.59%	1.81%	-100.00%				
Change from last year		-6.64%	-2.26%	7.84%	-3.20%	25.68%	30.94%	19.51%	42.06%	41.60%	-100.00%				
Current YTD	187	412	672	961	1,233	1,556	1,903	2,197	2,528	2,865	2,865				
Previous YTD	159	400	666	934	1,215	1,472	1,737	1,983	2,216	2,454	2,660	2,894			
% Change YTD	17.61%	3.00%	0.90%	2.89%	1.48%	5.71%	9.56%	10.79%	14.08%	16.75%	7.71%				



REALTORS® Association of Lake & Sumter
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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	1	3	4	6	0	0	33	1.78%	1.15%
2	52	61	68	84	81	90	80	75	79	98	0	0	768	29.08%	26.81%
3	96	112	133	148	131	161	183	161	178	167	0	0	1,470	49.55%	51.31%
4	35	46	46	47	50	54	69	45	61	50	0	0	503	14.84%	17.56%
5	2	5	7	7	3	11	10	8	8	16	0	0	77	4.75%	2.69%
6+	1	0	2	1	1	2	4	2	1	0	0	0	14	0.00%	0.49%
Total	187	225	260	289	272	323	347	294	331	337	0	0	2,865	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	32	21	30	33	0	0	273	9.79%	9.53%
2	143	168	192	225	216	243	259	231	264	262	0	0	2,203	77.74%	76.89%
3	25	31	34	28	28	40	45	33	31	35	0	0	330	10.39%	11.52%
4	1	0	6	4	3	9	10	8	6	7	0	0	54	2.08%	1.88%
5	0	1	0	0	0	2	0	1	0	0	0	0	4	0.00%	0.14%
6+	0	0	0	0	0	0	1	0	0	0	0	0	1	0.00%	0.03%
Total	187	225	260	289	272	323	347	294	331	337	0	0	2,865	100.00%	100.00%



REALTORS® Association of Lake & Sumter
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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	150	184	215	229	204	253	286	234	282	265	0	0	2,302	78.64%	80.35%
Manufactured	10	5	11	14	8	15	12	15	11	16	0	0	117	4.75%	4.08%
Villa	1	9	9	9	20	14	14	19	7	12	0	0	114	3.56%	3.98%
Condominium	3	2	11	9	10	16	13	6	12	19	0	0	101	5.64%	3.53%
Manufactured/Mobile In Pa	5	12	7	9	12	12	3	8	6	7	0	0	81	2.08%	2.83%
Manufactured/Mobile Out	9	7	2	6	8	5	8	5	7	8	0	0	65	2.37%	2.27%
Townhouse	5	4	1	4	5	3	5	5	3	5	0	0	40	1.48%	1.40%
Planned Unit Development	4	1	1	5	5	4	4	1	3	4	0	0	32	1.19%	1.12%
Half Duplex	0	1	2	3	0	1	1	1	0	1	0	0	10	0.30%	0.35%
Modular	0	0	1	1	0	0	1	0	0	0	0	0	3	0.00%	0.10%
Mobile With Single In Land	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Mobile	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Co-Op	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	187	225	260	289	272	323	347	294	331	337	0	0	2,865	100.00%	100.00%