



**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				133	7.34%	6.23%
\$50,000 - 59,999	4	5	5	4	5	7	5	9	8				52	2.80%	2.44%
\$60,000 - 69,999	2	8	8	6	4	2	7	8	12				57	4.20%	2.67%
\$70,000 - 79,999	5	4	3	8	3	7	7	3	7				47	2.45%	2.20%
\$80,000 - 89,999	4	1	6	8	7	7	11	11	9				64	3.15%	3.00%
\$90,000 - 99,999	5	6	9	13	13	17	17	9	17				106	5.94%	4.97%
\$100,000 - 119,999	24	26	27	29	35	34	41	32	41				289	14.34%	13.54%
\$120,000 - 139,999	18	31	28	39	42	21	35	32	32				278	11.19%	13.03%
\$140,000 - 159,999	27	21	33	48	28	41	41	31	37				307	12.94%	14.39%
\$160,000 - 179,999	13	24	22	20	18	33	35	19	27				211	9.44%	9.89%
\$180,000 - 199,999	9	8	12	16	16	19	24	15	16				135	5.59%	6.33%
\$200,000 - 249,999	16	21	22	19	26	22	32	30	30				218	10.49%	10.22%
\$250,000 - 299,999	7	14	19	9	6	11	12	13	8				99	2.80%	4.64%
\$300,000 - 349,999	2	5	4	2	3	9	3	12	7				47	2.45%	2.20%
\$350,000 - 399,999	2	5	5	2	5	7	4	3	9				42	3.15%	1.97%
\$400,000 - 499,999	1	1	3	0	1	5	2	2	3				18	1.05%	0.84%
\$500,000 - 599,999	0	0	3	0	3	2	3	1	0				12	0.00%	0.56%
\$600,000 - 699,999	1	2	1	0	0	0	0	1	0				5	0.00%	0.23%
\$700,000 - 799,999	0	1	1	1	0	4	0	0	1				8	0.35%	0.37%
\$800,000 - 899,999	1	0	0	0	0	1	0	0	1				3	0.35%	0.14%
\$900,000 - 999,999	0	0	0	0	1	0	0	0	0				1	0.00%	0.05%
\$1,000,000 - and over	0	0	0	0	0	1	1	0	0				2	0.00%	0.09%
<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>251</b>	<b>286</b>				<b>2,134</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%	-16.33%	13.94%						
<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>23.04%</b>	<b>46.67%</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>1,848</b>	<b>2,134</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>18.39%</b>	<b>21.53%</b>						



## REALTORS® Association of Lake & Sumter Monthly Sales Trend Indicator 2009

### 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				30	33.33%	25.64%
\$50,000 - 59,999	0	0	1	2	2	0	2	0	2				9	13.33%	7.69%
\$60,000 - 69,999	0	0	1	1	0	6	0	3	1				12	6.67%	10.26%
\$70,000 - 79,999	0	1	0	1	1	1	1	3	4				12	26.67%	10.26%
\$80,000 - 89,999	0	0	0	2	0	1	2	2	2				9	13.33%	7.69%
\$90,000 - 99,999	2	0	0	0	3	0	0	0	1				6	6.67%	5.13%
\$100,000 - 119,999	1	2	2	2	0	2	3	1	0				13	0.00%	11.11%
\$120,000 - 139,999	2	1	1	2	0	1	3	1	0				11	0.00%	9.40%
\$140,000 - 159,999	2	1	1	0	2	0	0	0	0				6	0.00%	5.13%
\$160,000 - 179,999	0	0	0	0	1	0	0	0	0				1	0.00%	0.85%
\$180,000 - 199,999	1	0	0	1	1	0	1	0	0				4	0.00%	3.42%
\$200,000 - 249,999	0	1	0	0	0	1	1	0	0				3	0.00%	2.56%
\$250,000 - 299,999	0	0	0	0	0	0	1	0	0				1	0.00%	0.85%
\$300,000 - 349,999	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	0.00%	0.00%
\$400,000 - 499,999	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	0.00%	0.00%
\$600,000 - 699,999	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	0.00%	0.00%
\$800,000 - 899,999	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	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0				0	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>117</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%						
<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>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>						
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>						



**REALTORS® Association of Lake & Sumter**  
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**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	18	20	25	29	21	34	37	30	33				<b>247</b>	10.06%	9.79%
\$50,000 - 59,999	6	7	8	9	13	10	10	17	12				<b>92</b>	3.66%	3.65%
\$60,000 - 69,999	5	10	14	10	7	10	10	13	16				<b>95</b>	4.88%	3.77%
\$70,000 - 79,999	8	12	4	13	7	14	9	7	14				<b>88</b>	4.27%	3.49%
\$80,000 - 89,999	6	2	9	12	8	11	15	13	15				<b>91</b>	4.57%	3.61%
\$90,000 - 99,999	9	7	10	15	21	19	19	11	19				<b>130</b>	5.79%	5.15%
\$100,000 - 119,999	27	29	31	34	37	40	44	35	42				<b>319</b>	12.80%	12.65%
\$120,000 - 139,999	22	32	31	44	45	27	41	34	32				<b>308</b>	9.76%	12.21%
\$140,000 - 159,999	30	22	35	49	30	43	43	33	40				<b>325</b>	12.20%	12.89%
\$160,000 - 179,999	14	24	23	22	20	33	35	19	29				<b>219</b>	8.84%	8.68%
\$180,000 - 199,999	11	8	12	18	17	19	25	17	17				<b>144</b>	5.18%	5.71%
\$200,000 - 249,999	17	23	22	20	27	23	33	30	30				<b>225</b>	9.15%	8.92%
\$250,000 - 299,999	7	14	19	9	6	11	13	14	8				<b>101</b>	2.44%	4.00%
\$300,000 - 349,999	2	5	4	2	3	9	3	12	7				<b>47</b>	2.13%	1.86%
\$350,000 - 399,999	2	5	5	2	5	7	4	3	9				<b>42</b>	2.74%	1.67%
\$400,000 - 499,999	1	1	3	0	1	5	2	2	3				<b>18</b>	0.91%	0.71%
\$500,000 - 599,999	0	0	3	0	3	2	3	1	0				<b>12</b>	0.00%	0.48%
\$600,000 - 699,999	1	2	1	0	0	0	0	1	0				<b>5</b>	0.00%	0.20%
\$700,000 - 799,999	0	1	1	1	0	4	0	0	1				<b>8</b>	0.30%	0.32%
\$800,000 - 899,999	1	0	0	0	0	1	0	0	1				<b>3</b>	0.30%	0.12%
\$900,000 - 999,999	0	0	0	0	1	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				<b>2</b>	0.00%	0.08%
<b>Current Year</b>	<b>187</b>	<b>224</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>292</b>	<b>328</b>				<b>2,522</b>		
Previous Year	159	241	266	268	281	257	265	246	233	238	206	234	2,894		
Change from last month		19.79%	16.07%	11.15%	-5.88%	18.75%	7.43%	-15.85%	12.33%						
<b>Change from last year</b>		<b>-7.05%</b>	<b>-2.26%</b>	<b>7.84%</b>	<b>-3.20%</b>	<b>25.68%</b>	<b>30.94%</b>	<b>18.70%</b>	<b>40.77%</b>						
<b>Current YTD</b>	<b>187</b>	<b>411</b>	<b>671</b>	<b>960</b>	<b>1,232</b>	<b>1,555</b>	<b>1,902</b>	<b>2,194</b>	<b>2,522</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>2.75%</b>	<b>0.75%</b>	<b>2.78%</b>	<b>1.40%</b>	<b>5.64%</b>	<b>9.50%</b>	<b>10.64%</b>	<b>13.81%</b>						



**REALTORS® Association of Lake & Sumter**  
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**2009**  
**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	0	0	0	<b>27</b>	1.22%	1.07%
2	52	61	68	84	81	90	80	75	79	0	0	0	<b>670</b>	24.09%	26.57%
3	96	112	133	148	131	161	183	159	176	0	0	0	<b>1,299</b>	53.66%	51.51%
4	35	45	46	47	50	54	69	45	60	0	0	0	<b>451</b>	18.29%	17.88%
5	2	5	7	7	3	11	10	8	8	0	0	0	<b>61</b>	2.44%	2.42%
6+	1	0	2	1	1	2	4	2	1	0	0	0	<b>14</b>	0.30%	0.56%
<b>Total</b>	<b>187</b>	<b>224</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>292</b>	<b>328</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,522</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	0	0	0	<b>240</b>	9.15%	9.52%
2	143	167	192	225	216	243	259	230	262	0	0	0	<b>1,937</b>	79.88%	76.80%
3	25	31	34	28	28	40	45	32	30	0	0	0	<b>293</b>	9.15%	11.62%
4	1	0	6	4	3	9	10	8	6	0	0	0	<b>47</b>	1.83%	1.86%
5	0	1	0	0	0	2	0	1	0	0	0	0	<b>4</b>	0.00%	0.16%
6+	0	0	0	0	0	0	1	0	0	0	0	0	<b>1</b>	0.00%	0.04%
<b>Total</b>	<b>187</b>	<b>224</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>292</b>	<b>328</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,522</b>	<b>100.00%</b>	<b>100.00%</b>



**REALTORS® Association of Lake & Sumter**  
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**2009**  
**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	232	279	0	0	0	<b>2,032</b>	85.06%	80.57%
Villa	1	9	9	9	20	14	14	19	7	0	0	0	<b>102</b>	2.13%	4.04%
Manufactured	10	5	11	14	8	15	12	15	11	0	0	0	<b>101</b>	3.35%	4.00%
Condominium	3	2	11	9	10	16	13	6	12	0	0	0	<b>82</b>	3.66%	3.25%
Manufactured/Mobile In Pa	5	12	7	9	12	12	3	8	6	0	0	0	<b>74</b>	1.83%	2.93%
Manufactured/Mobile Out	9	7	2	6	8	5	8	5	7	0	0	0	<b>57</b>	2.13%	2.26%
Townhouse	5	4	1	4	5	3	5	5	3	0	0	0	<b>35</b>	0.91%	1.39%
Planned Unit Development	4	1	1	5	5	4	4	1	3	0	0	0	<b>28</b>	0.91%	1.11%
Half Duplex	0	0	2	3	0	1	1	1	0	0	0	0	<b>8</b>	0.00%	0.32%
Modular	0	0	1	1	0	0	1	0	0	0	0	0	<b>3</b>	0.00%	0.12%
Mobile With Single In Land	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>224</b>	<b>260</b>	<b>289</b>	<b>272</b>	<b>323</b>	<b>347</b>	<b>292</b>	<b>328</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,522</b>	<b>100.00%</b>	<b>100.00%</b>