



**Lakeland Association of Realtors®**  
**Four Year Sales and Inventory History 2007 - 2011**  
**Compiled from Monthly Sales and Inventory Reports**

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
01-NOV-07	158	193,801	180,154	93%	123	3,286	20.8
01-DEC-07	159	204,877	193,376	94%	127	3,192	20.1
01-JAN-08	118	190,609	175,594	92%	127	3,260	27.6
01-FEB-08	171	174,820	163,737	94%	117	3,263	19.1
01-MAR-08	193	177,590	166,328	94%	126	3,248	16.8
01-APR-08	180	174,319	164,083	94%	126	3,280	18.2
01-MAY-08	172	181,285	168,965	93%	137	3,236	18.8
01-JUN-08	185	177,951	167,114	94%	122	3,224	17.4
01-JUL-08	189	181,175	170,572	94%	132	3,172	16.8
01-AUG-08	160	157,145	148,522	95%	120	3,104	19.4
01-SEP-08	189	163,456	155,437	95%	135	3,176	16.8
01-OCT-08	157	161,176	151,748	94%	131	3,188	20.3
01-NOV-08	119	161,836	149,442	92%	106	3,200	26.9
01-DEC-08	150	146,578	136,935	93%	117	3,056	20.4
01-JAN-09	130	153,335	141,513	92%	125	2,918	22.4
01-FEB-09	154	134,231	125,639	94%	118	2,876	18.7
01-MAR-09	198	137,298	128,902	94%	125	2,841	14.3
01-APR-09	178	134,075	125,217	93%	111	2,771	15.6
01-MAY-09	181	138,348	130,031	94%	111	2,685	14.8
01-JUN-09	196	150,762	142,227	94%	120	2,699	13.8
01-JUL-09	234	140,956	133,908	95%	121	2,616	11.2
01-AUG-09	199	140,837	132,885	94%	123	2,594	13.0
01-SEP-09	233	124,812	118,931	95%	108	2,537	10.9
01-OCT-09	229	118,383	113,372	96%	113	2,465	10.8
01-NOV-09	206	121,006	115,299	95%	119	2,474	12.0
01-DEC-09	222	124,924	119,032	95%	118	2,426	10.9
01-JAN-10	164	120,042	113,192	94%	113	2,407	14.7
01-FEB-10	170	123,657	117,177	95%	116	2,380	14.0
01-MAR-10	252	118,598	111,170	94%	113	2,401	9.5
01-APR-10	267	118,325	112,908	95%	100	2,360	8.8
01-MAY-10	242	125,301	119,256	95%	109	2,341	9.7
01-JUN-10	253	125,281	119,657	96%	102	2,394	9.5
01-JUL-10	188	128,235	119,363	93%	124	2,435	13.0
01-AUG-10	192	117,414	110,527	94%	98	2,383	12.4
01-SEP-10	191	123,500	114,234	92%	91	2,386	12.5
01-OCT-10	150	124,665	117,116	94%	127	2,283	15.2
01-NOV-10	155	124,331	116,314	94%	117	2,266	14.6
01-DEC-10	198	116,958	109,470	94%	117	2,240	11.3
01-JAN-11	179	104,600	95,646	91%	109	2,142	12.0
01-FEB-11	207	97,437	90,634	93%	118	2,057	9.9
01-MAR-11	243	112,398	106,510	95%	125	1,969	8.1
01-APR-11	217	106,356	101,583	96%	118	1,884	8.7
01-MAY-11	235	120,843	113,196	94%	133	1,836	7.8
01-JUN-11	218	113,470	105,876	93%	132	1,758	8.1
01-JUL-11	180	111,629	105,911	95%	125	1,645	9.1
01-AUG-11	224	125,597	117,142	93%	135	1,595	7.1
01-SEP-11	177	122,203	115,519	95%	133	1,572	8.9
01-OCT-11	199	117,995	110,502	94%	93	1,488	7.5