



**Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2011**

Sales by Price Range - Single Family Homes & Villas

Price Range	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	YTD Total	Curr Month	YTD
\$1 - 49,999	45	35	41	40	38	32	20	37	23	34			345	20.00%	19.57%
\$50,000 - 59,999	6	21	12	8	9	18	7	9	6	9			105	5.29%	5.96%
\$60,000 - 69,999	5	10	10	8	6	12	7	13	15	7			93	4.12%	5.28%
\$70,000 - 79,999	9	12	9	11	10	11	13	12	9	6			102	3.53%	5.79%
\$80,000 - 89,999	10	12	16	16	19	14	13	9	6	4			119	2.35%	6.75%
\$90,000 - 99,999	12	12	11	13	10	15	18	16	9	12			128	7.06%	7.26%
\$100,000 - 119,999	17	21	24	25	22	15	24	21	18	26			213	15.29%	12.08%
\$120,000 - 139,999	13	15	18	19	22	26	20	18	20	25			196	14.71%	11.12%
\$140,000 - 159,999	9	8	16	9	19	7	14	10	12	11			115	6.47%	6.52%
\$160,000 - 179,999	6	10	13	9	10	8	5	10	12	11			94	6.47%	5.33%
\$180,000 - 199,999	4	2	6	8	6	3	7	7	5	6			54	3.53%	3.06%
\$200,000 - 249,999	2	3	9	7	11	12	6	8	6	9			73	5.29%	4.14%
\$250,000 - 299,999	6	3	8	6	5	8	0	7	3	5			51	2.94%	2.89%
\$300,000 - 349,999	2	3	4	4	5	2	3	5	5	0			33	0.00%	1.87%
\$350,000 - 399,999	1	1	0	0	3	0	0	1	1	0			7	0.00%	0.40%
\$400,000 - 499,999	1	0	4	1	1	3	2	6	2	3			23	1.76%	1.30%
\$500,000 - 599,999	1	0	0	0	2	0	0	2	1	1			7	0.59%	0.40%
\$600,000 - 699,999	0	0	1	0	0	1	0	1	0	0			3	0.00%	0.17%
\$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	1	0	0	0	0	0	0	0	0			1	0.00%	0.06%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	1			1	0.59%	0.06%
Current Year	149	169	202	184	198	187	159	192	153	170			1,763		
Previous Year	140	150	210	231	213	217	160	168	170	129	119	165	2,072		
Change from last month		13.42%	19.53%	-8.91%	7.61%	-5.56%	-14.97%	20.75%	-20.31%	11.11%					
Change from last year	6.43%	12.67%	-3.81%	-20.35%	-7.04%	-13.82%	-0.63%	14.29%	-10.00%	31.78%					
Current YTD	149	318	520	704	902	1,089	1,248	1,440	1,593	1,763					
Previous YTD	140	290	500	731	944	1,161	1,321	1,489	1,659	1,788	1,907	2,072			
% Change YTD	6.43%	9.66%	4.00%	-3.69%	-4.45%	-6.20%	-5.53%	-3.29%	-3.98%	-1.40%					



Lakeland Association of Realtors® Monthly Sales Trend Indicator 2011

Sales by Price Range - Condominiums, Townhouses and Co-Op

Price Range	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	YTD Total	Curr Month	YTD
\$1 - 49,999	7	7	10	7	3	3	7	5	5	7			61	58.33%	48.80%
\$50,000 - 59,999	1	0	3	2	2	3	1	1	2	0			15	0.00%	12.00%
\$60,000 - 69,999	1	0	0	1	0	0	0	2	0	2			6	16.67%	4.80%
\$70,000 - 79,999	0	0	1	0	1	2	0	3	2	1			10	8.33%	8.00%
\$80,000 - 89,999	1	0	3	4	1	1	1	0	1	2			14	16.67%	11.20%
\$90,000 - 99,999	0	1	0	1	1	0	0	0	2	0			5	0.00%	4.00%
\$100,000 - 119,999	0	0	0	1	1	2	0	0	0	0			4	0.00%	3.20%
\$120,000 - 139,999	0	0	0	1	1	0	1	1	0	0			4	0.00%	3.20%
\$140,000 - 159,999	1	0	0	0	0	0	1	0	0	0			2	0.00%	1.60%
\$160,000 - 179,999	0	0	1	0	0	0	0	0	0	0			1	0.00%	0.80%
\$180,000 - 199,999	0	0	0	1	0	0	0	0	1	0			2	0.00%	1.60%
\$200,000 - 249,999	1	0	0	0	0	0	0	0	0	0			1	0.00%	0.80%
\$250,000 - 299,999	0	0	0	0	0	0	0	0	0	0			0	0.00%	0.00%
\$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	12	8	18	18	10	11	11	12	13	12			125		
Previous Year	10	10	13	15	17	18	11	12	12	10	24	14	166		
Change from last month		-33.33%	125.00%	0.00%	-44.44%	10.00%	0.00%	9.09%	8.33%	-7.69%					
Change from last year	20.00%	-20.00%	38.46%	20.00%	-41.18%	-38.89%	0.00%	0.00%	8.33%	20.00%					
Current YTD	12	20	38	56	66	77	88	100	113	125					
Previous YTD	10	20	33	48	65	83	94	106	118	128	152	166			
% Change YTD	20.00%	0.00%	15.15%	16.67%	1.54%	-7.23%	-6.38%	-5.66%	-4.24%	-2.34%					



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2011
Sales by Price Range - Overall

Price Range	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	YTD Total	Curr Month	YTD
\$1 - 49,999	61	59	68	56	58	49	34	56	32	54			527	27.14%	25.35%
\$50,000 - 59,999	12	29	20	11	14	23	8	12	10	11			150	5.53%	7.22%
\$60,000 - 69,999	9	12	10	10	9	12	9	17	19	10			117	5.03%	5.63%
\$70,000 - 79,999	9	12	10	12	12	15	13	17	11	8			119	4.02%	5.72%
\$80,000 - 89,999	11	14	19	21	20	15	14	9	8	6			137	3.02%	6.59%
\$90,000 - 99,999	12	13	11	15	12	16	18	16	11	12			136	6.03%	6.54%
\$100,000 - 119,999	18	21	25	27	23	17	25	21	18	26			221	13.07%	10.63%
\$120,000 - 139,999	13	15	18	20	24	26	21	19	20	25			201	12.56%	9.67%
\$140,000 - 159,999	10	9	16	9	20	8	15	10	12	11			120	5.53%	5.77%
\$160,000 - 179,999	6	10	14	9	10	8	5	10	12	11			95	5.53%	4.57%
\$180,000 - 199,999	4	2	6	9	6	3	7	7	6	6			56	3.02%	2.69%
\$200,000 - 249,999	3	3	9	7	11	12	6	8	6	9			74	4.52%	3.56%
\$250,000 - 299,999	6	3	8	6	5	8	0	7	3	5			51	2.51%	2.45%
\$300,000 - 349,999	2	3	4	4	5	2	3	5	5	0			33	0.00%	1.59%
\$350,000 - 399,999	1	1	0	0	3	0	0	1	1	0			7	0.00%	0.34%
\$400,000 - 499,999	1	0	4	1	1	3	2	6	2	3			23	1.51%	1.11%
\$500,000 - 599,999	1	0	0	0	2	0	0	2	1	1			7	0.50%	0.34%
\$600,000 - 699,999	0	0	1	0	0	1	0	1	0	0			3	0.00%	0.14%
\$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	1	0	0	0	0	0	0	0	0			1	0.00%	0.05%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	1			1	0.50%	0.05%
Current Year	179	207	243	217	235	218	180	224	177	199			2,079		
Previous Year	164	170	252	267	242	253	188	192	191	150	155	195	2,419		
Change from last month		15.64%	17.39%	-10.70%	8.29%	-7.23%	-17.43%	24.44%	-20.98%	12.43%					
Change from last year		21.76%	-3.57%	-18.73%	-2.89%	-13.83%	-4.26%	16.67%	-7.33%	32.67%					
Current YTD	179	386	629	846	1,081	1,299	1,479	1,703	1,880	2,079					
Previous YTD	164	334	586	853	1,095	1,348	1,536	1,728	1,919	2,069	2,224	2,419			
% Change YTD	9.15%	15.57%	7.34%	-0.82%	-1.28%	-3.64%	-3.71%	-1.45%	-2.03%	0.48%					



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2011
Sales by Bedroom Count

Bedrooms	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	2	0	1	0	0	0	3	0.00%	0.14%
1	0	0	4	1	1	3	1	0	1	2	0	0	13	1.01%	0.63%
2	35	43	40	42	40	43	26	32	28	28	0	0	357	14.07%	17.17%
3	95	116	128	119	129	126	107	132	94	111	0	0	1,157	55.78%	55.65%
4	43	45	62	52	55	39	39	51	48	53	0	0	487	26.63%	23.42%
5	5	3	7	3	7	6	4	9	4	5	0	0	53	2.51%	2.55%
6+	1	0	2	0	3	1	1	0	1	0	0	0	9	0.00%	0.43%
Total	179	207	243	217	235	218	180	224	177	199	0	0	2,079	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	YTD Total	Curr Month	YTD
1	27	27	31	33	37	30	16	28	22	30	0	0	281	15.08%	13.52%
2	127	162	179	157	168	162	144	172	129	143	0	0	1,543	71.86%	74.22%
3	23	16	30	26	25	21	17	20	23	24	0	0	225	12.06%	10.82%
4	2	2	3	1	5	4	2	3	3	2	0	0	27	1.01%	1.30%
5	0	0	0	0	0	1	1	1	0	0	0	0	3	0.00%	0.14%
6+	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	179	207	243	217	235	218	180	224	177	199	0	0	2,079	100.00%	100.00%



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2011
Sales by Housing Style

Style	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	YTD Total	Curr Month	YTD
Single Family Home	147	169	199	184	195	183	152	191	153	170	0	0	1,743	85.43%	83.84%
Manufactured/Mobile H	14	28	23	14	27	19	9	19	9	17	0	0	179	8.54%	8.61%
Condominium	9	5	11	14	4	6	7	4	7	7	0	0	74	3.52%	3.56%
Townhouse	3	2	7	4	6	5	4	8	6	5	0	0	50	2.51%	2.41%
Villa	2	0	3	0	3	4	7	1	0	0	0	0	20	0.00%	0.96%
Half Duplex	4	2	0	0	0	1	1	1	1	0	0	0	10	0.00%	0.48%
Modular	0	0	0	1	0	0	0	0	1	0	0	0	2	0.00%	0.10%
Co-Op	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.05%
Total	179	207	243	217	235	218	180	224	177	199	0	0	2,079	100.00%	100.00%