



**East Polk County Association of Realtors®
Monthly Sales Trend Indicator
2011**

Sales by Price Range - Single Family Homes & Villas

Price Range	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	YTD Total	Curr Month	YTD
\$1 - 49,999	29	24	20	29									102	19.86%	19.39%
\$50,000 - 59,999	11	8	12	7									38	4.79%	7.22%
\$60,000 - 69,999	10	9	9	9									37	6.16%	7.03%
\$70,000 - 79,999	7	9	11	13									40	8.90%	7.60%
\$80,000 - 89,999	10	7	9	13									39	8.90%	7.41%
\$90,000 - 99,999	9	10	13	8									40	5.48%	7.60%
\$100,000 - 119,999	10	12	11	10									43	6.85%	8.17%
\$120,000 - 139,999	13	14	15	20									62	13.70%	11.79%
\$140,000 - 159,999	8	8	15	6									37	4.11%	7.03%
\$160,000 - 179,999	4	6	6	6									22	4.11%	4.18%
\$180,000 - 199,999	3	3	2	6									14	4.11%	2.66%
\$200,000 - 249,999	2	3	7	6									18	4.11%	3.42%
\$250,000 - 299,999	4	2	2	8									16	5.48%	3.04%
\$300,000 - 349,999	1	0	6	3									10	2.05%	1.90%
\$350,000 - 399,999	2	1	0	0									3	0.00%	0.57%
\$400,000 - 499,999	1	0	0	1									2	0.68%	0.38%
\$500,000 - 599,999	0	0	0	0									0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0									0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0									0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0									0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0									0	0.00%	0.00%
\$1,000,000 - and over	1	0	1	1									3	0.68%	0.57%
Current Year	125	116	139	146									526		
Previous Year	124	118	184	158	0	0	0	0	0	0	0	0	584		
Change from last month		-7.20%	19.83%	5.04%											
Change from last year	0.81%	-1.69%	-24.46%	-7.59%											
Current YTD	125	241	380	526											
Previous YTD	124	242	426	584	584	584	584	584	584	584	584	584	584		
% Change YTD	0.81%	-0.41%	-10.80%	-9.93%											



**East Polk County Association of Realtors®
Monthly Sales Trend Indicator
2011**

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

Price Range	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	YTD Total	Curr Month	YTD
\$1 - 49,999	4	5	8	3									20	25.00%	50.00%
\$50,000 - 59,999	1	1	0	2									4	16.67%	10.00%
\$60,000 - 69,999	0	0	2	1									3	8.33%	7.50%
\$70,000 - 79,999	0	1	1	0									2	0.00%	5.00%
\$80,000 - 89,999	0	0	0	1									1	8.33%	2.50%
\$90,000 - 99,999	1	0	0	0									1	0.00%	2.50%
\$100,000 - 119,999	0	0	3	2									5	16.67%	12.50%
\$120,000 - 139,999	0	0	1	0									1	0.00%	2.50%
\$140,000 - 159,999	0	0	0	1									1	8.33%	2.50%
\$160,000 - 179,999	0	0	0	1									1	8.33%	2.50%
\$180,000 - 199,999	0	0	0	1									1	8.33%	2.50%
\$200,000 - 249,999	0	0	0	0									0	0.00%	0.00%
\$250,000 - 299,999	0	0	0	0									0	0.00%	0.00%
\$300,000 - 349,999	0	0	0	0									0	0.00%	0.00%
\$350,000 - 399,999	0	0	0	0									0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0									0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0									0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0									0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0									0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0									0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0									0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0									0	0.00%	0.00%
Current Year	6	7	15	12									40		
Previous Year	12	20	18	11	0	0	0	0	0	0	0	0	61		
Change from last month		16.67%	114.29%	-20.00%											
Change from last year	-50.00%	-65.00%	-16.67%	9.09%											
Current YTD	6	13	28	40											
Previous YTD	12	32	50	61	61	61	61	61	61	61	61	61	61		
% Change YTD	-50.00%	-59.38%	-44.00%	-34.43%											



East Polk County Association of Realtors®
Monthly Sales Trend Indicator
2011
Sales by Price Range - Overall

Price Range	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	YTD Total	Curr Month	YTD
\$1 - 49,999	46	41	53	43									183	23.24%	27.07%
\$50,000 - 59,999	16	13	16	15									60	8.11%	8.88%
\$60,000 - 69,999	11	9	15	12									47	6.49%	6.95%
\$70,000 - 79,999	10	11	13	15									49	8.11%	7.25%
\$80,000 - 89,999	11	9	10	18									48	9.73%	7.10%
\$90,000 - 99,999	10	10	16	10									46	5.41%	6.80%
\$100,000 - 119,999	11	12	14	12									49	6.49%	7.25%
\$120,000 - 139,999	14	14	18	20									66	10.81%	9.76%
\$140,000 - 159,999	8	8	15	7									38	3.78%	5.62%
\$160,000 - 179,999	4	6	6	7									23	3.78%	3.40%
\$180,000 - 199,999	3	3	2	7									15	3.78%	2.22%
\$200,000 - 249,999	2	3	7	6									18	3.24%	2.66%
\$250,000 - 299,999	4	2	2	8									16	4.32%	2.37%
\$300,000 - 349,999	1	0	6	3									10	1.62%	1.48%
\$350,000 - 399,999	2	1	0	0									3	0.00%	0.44%
\$400,000 - 499,999	1	0	0	1									2	0.54%	0.30%
\$500,000 - 599,999	0	0	0	0									0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0									0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0									0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0									0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0									0	0.00%	0.00%
\$1,000,000 - and over	1	0	1	1									3	0.54%	0.44%
Current Year	155	142	194	185									676		
Previous Year	147	157	239	196	0	0	0	0	0	0	0	0	739		
Change from last month		-8.39%	36.62%	-4.64%											
Change from last year		-9.55%	-18.83%	-5.61%											
Current YTD	155	297	491	676											
Previous YTD	147	304	543	739	739	739	739	739	739	739	739	739	739		
% Change YTD	5.44%	-2.30%	-9.58%	-8.53%											



East Polk County Association of Realtors®
Monthly Sales Trend Indicator
2012
Sales by Bedroom Count

Bedrooms	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
1	8	5	11	8	0	0	0	0	0	0	0	0	32	4.32%	4.73%
2	41	31	59	40	0	0	0	0	0	0	0	0	171	21.62%	25.30%
3	79	68	81	103	0	0	0	0	0	0	0	0	331	55.68%	48.96%
4	22	35	39	25	0	0	0	0	0	0	0	0	121	13.51%	17.90%
5	3	1	2	8	0	0	0	0	0	0	0	0	14	4.32%	2.07%
6+	2	2	2	1	0	0	0	0	0	0	0	0	7	0.54%	1.04%
Total	155	142	194	185	0	0	0	0	0	0	0	0	676	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	YTD Total	Curr Month	YTD
1	29	19	27	28	0	0	0	0	0	0	0	0	103	15.14%	15.24%
2	107	110	139	129	0	0	0	0	0	0	0	0	485	69.73%	71.75%
3	15	12	23	22	0	0	0	0	0	0	0	0	72	11.89%	10.65%
4	4	1	4	6	0	0	0	0	0	0	0	0	15	3.24%	2.22%
5	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.15%
6+	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	155	142	194	185	0	0	0	0	0	0	0	0	676	100.00%	100.00%



East Polk County Association of Realtors®
Monthly Sales Trend Indicator
2012
Sales by Housing Style

Style	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	YTD Total	Curr Month	YTD
Single Family Home	123	114	135	142	0	0	0	0	0	0	0	0	514	76.76%	76.04%
Manufactured/Mobile Home	23	17	39	25	0	0	0	0	0	0	0	0	104	13.51%	15.38%
Condominium	4	7	13	9	0	0	0	0	0	0	0	0	33	4.86%	4.88%
Villa	2	2	4	4	0	0	0	0	0	0	0	0	12	2.16%	1.78%
Townhouse	2	0	2	3	0	0	0	0	0	0	0	0	7	1.62%	1.04%
Half Duplex	1	2	1	2	0	0	0	0	0	0	0	0	6	1.08%	0.89%
Total	155	142	194	185	0	0	0	0	0	0	0	0	676	100.00%	100.00%



East Polk County Association of Realtors®

Multiple Listing One Month Sales and Inventory Report - April 1 to April 30, 2012

Price Range	Sold Units	Market Share	Average List	Average Sale	% List to Sell	Avg DOM	Inventory on Market	Months Supply
			Price	Price				
\$1 - 49,999	43	23.24%	33,529	30,579	91.00%	128	262	6.1
\$50,000 - 59,999	15	8.11%	58,847	54,962	93.00%	102	110	7.3
\$60,000 - 69,999	12	6.49%	67,367	65,492	97.00%	116	111	9.3
\$70,000 - 79,999	15	8.11%	77,559	74,186	96.00%	180	80	5.3
\$80,000 - 89,999	18	9.73%	87,111	83,922	96.00%	162	60	3.3
\$90,000 - 99,999	10	5.41%	97,710	93,500	96.00%	65	67	6.7
\$100,000 - 119,999	12	6.49%	113,342	109,867	97.00%	43	102	8.5
\$120,000 - 139,999	20	10.81%	133,690	128,229	96.00%	150	89	4.5
\$140,000 - 159,999	7	3.78%	152,800	148,286	97.00%	119	69	9.9
\$160,000 - 179,999	7	3.78%	174,985	167,157	96.00%	82	83	11.9
\$180,000 - 199,999	7	3.78%	198,400	188,325	95.00%	70	61	8.7
\$200,000 - 249,999	6	3.24%	236,933	228,717	97.00%	68	80	13.3
\$250,000 - 299,999	8	4.32%	279,188	266,313	95.00%	145	62	7.8
\$300,000 - 349,999	3	1.62%	326,633	326,667	100.00%	113	21	7.0
\$350,000 - 399,999	0	0.00%	0	0	0.00%		22	
\$400,000 - 499,999	1	0.54%	449,000	445,000	99.00%	238	30	30.0
\$500,000 - 599,999	0	0.00%	0	0	0.00%		15	
\$600,000 - 699,999	0	0.00%	0	0	0.00%		11	
\$700,000 - 799,999	0	0.00%	0	0	0.00%		1	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		0	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		0	
\$1,000,000 - and over	1	0.54%	1,200,000	1,014,831	85.00%	426	13	13.0
Totals	185	100.00%	112,662	107,219	95.00%	123	1,349	7.3

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants.

The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas.

Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.



East Polk County Association of Realtors®
Multiple Listing YTD Sales and Inventory Report - January 1 to April 30, 2012

Price Range	Sold Units	Market Share	Average List	Average Sale	% List to Sell	Avg DOM	Inventory on Market	Months Supply
			Price	Price				
\$1 - 49,999	183	27.07%	36,254	31,820	88.00%	127	262	5.7
\$50,000 - 59,999	60	8.88%	59,234	54,391	92.00%	112	110	7.3
\$60,000 - 69,999	47	6.95%	67,529	65,390	97.00%	108	111	9.5
\$70,000 - 79,999	49	7.25%	79,570	74,592	94.00%	142	80	6.5
\$80,000 - 89,999	48	7.10%	88,051	83,949	95.00%	125	60	5.0
\$90,000 - 99,999	46	6.80%	100,253	94,063	94.00%	108	67	5.8
\$100,000 - 119,999	49	7.25%	115,552	110,091	95.00%	73	102	8.3
\$120,000 - 139,999	66	9.76%	136,961	129,012	94.00%	139	89	5.4
\$140,000 - 159,999	38	5.62%	157,155	148,216	94.00%	126	69	7.3
\$160,000 - 179,999	23	3.40%	176,678	166,761	94.00%	116	83	14.4
\$180,000 - 199,999	15	2.22%	195,107	188,152	96.00%	112	61	16.3
\$200,000 - 249,999	18	2.66%	241,000	225,594	94.00%	167	80	17.8
\$250,000 - 299,999	16	2.37%	283,494	268,250	95.00%	190	62	15.5
\$300,000 - 349,999	10	1.48%	346,190	322,000	93.00%	211	21	8.4
\$350,000 - 399,999	3	0.44%	375,000	358,333	96.00%	36	22	29.3
\$400,000 - 499,999	2	0.30%	474,450	447,500	94.00%	152	30	60.0
\$500,000 - 599,999	0	0.00%	0	0	0.00%		15	
\$600,000 - 699,999	0	0.00%	0	0	0.00%		11	
\$700,000 - 799,999	0	0.00%	0	0	0.00%		1	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		0	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		0	
\$1,000,000 - and over	3	0.44%	1,444,667	1,247,610	86.00%	248	13	17.3
Totals	676	100.00%	107,258	100,083	93.00%	124	1,349	8.0

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East Polk County Association of Realtors®

Four Year Sales and Inventory History 2008 - 2012

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-MAY-08	137	156,816	145,745	93%	158	2,192	16.0
01-JUN-08	112	166,076	153,739	93%	154	2,177	19.4
01-JUL-08	120	147,019	136,876	93%	151	2,178	18.2
01-AUG-08	117	155,501	144,023	93%	146	2,195	18.8
01-SEP-08	113	149,004	140,464	94%	108	2,257	20.0
01-OCT-08	136	135,710	125,334	92%	119	2,248	16.5
01-NOV-08	105	153,215	139,875	91%	117	2,217	21.1
01-DEC-08	139	126,444	117,774	93%	118	2,209	15.9
01-JAN-09	109	132,943	123,737	93%	106	2,213	20.3
01-FEB-09	123	112,707	103,459	92%	121	2,156	17.5
01-MAR-09	155	108,930	100,887	93%	123	2,101	13.6
01-APR-09	179	122,766	115,449	94%	120	2,085	11.6
01-MAY-09	172	112,337	106,801	95%	104	2,055	11.9
01-JUN-09	152	119,408	112,075	94%	114	2,074	13.6
01-JUL-09	159	112,323	105,279	94%	115	1,990	12.5
01-AUG-09	152	124,016	116,485	94%	124	1,978	13.0
01-SEP-09	133	119,363	113,936	95%	105	1,969	14.8
01-OCT-09	185	113,439	107,015	94%	106	1,963	10.6
01-NOV-09	151	108,653	100,665	93%	127	1,938	12.8
01-DEC-09	145	110,796	104,931	95%	139	1,957	13.5
01-JAN-10	111	105,648	99,418	94%	124	1,953	17.6
01-FEB-10	143	103,734	96,689	93%	136	1,954	13.7
01-MAR-10	176	104,994	99,085	94%	124	1,948	11.1
01-APR-10	186	122,027	111,836	92%	105	1,897	10.2
01-MAY-10	162	110,170	104,458	95%	105	1,842	11.4
01-JUN-10	194	113,052	103,141	91%	137	1,867	9.6
01-JUL-10	126	114,724	107,513	94%	90	1,864	14.8
01-AUG-10	159	109,604	101,334	92%	116	1,874	11.8
01-SEP-10	129	103,055	95,444	93%	115	1,840	14.3
01-OCT-10	138	105,784	98,290	93%	118	1,816	13.2
01-NOV-10	140	112,808	104,719	93%	110	1,858	13.3
01-DEC-10	167	119,569	112,165	94%	111	1,839	11.0
01-JAN-11	147	90,976	84,463	93%	133	1,787	12.2
01-FEB-11	157	90,255	82,212	91%	142	1,737	11.1
01-MAR-11	239	93,701	87,520	93%	123	1,655	6.9
01-APR-11	196	107,416	98,132	91%	137	1,601	8.2
01-MAY-11	151	95,479	89,339	94%	114	1,552	10.3
01-JUN-11	158	107,718	101,208	94%	118	1,527	9.7
01-JUL-11	139	101,700	95,291	94%	120	1,518	10.9
01-AUG-11	156	92,941	86,223	93%	105	1,488	9.5
01-SEP-11	147	109,704	102,523	93%	148	1,520	10.3
01-OCT-11	131	104,100	97,810	94%	114	1,542	11.8
01-NOV-11	124	100,119	92,916	93%	136	1,540	12.4
01-DEC-11	149	91,561	85,937	94%	134	1,520	10.2
01-JAN-12	155	105,867	97,568	92%	110	1,502	9.7
01-FEB-12	142	94,399	88,401	94%	117	1,485	10.5
01-MAR-12	194	112,628	103,838	92%	143	1,422	7.3
01-APR-12	185	112,662	107,219	95%	123	1,349	7.3