



**Lake Wales Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2012**

**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	2	2	2	4									10	30.77%	20.00%
\$50,000 - 59,999	1	0	4	1									6	7.69%	12.00%
\$60,000 - 69,999	1	1	4	1									7	7.69%	14.00%
\$70,000 - 79,999	1	0	2	1									4	7.69%	8.00%
\$80,000 - 89,999	1	0	3	2									6	15.38%	12.00%
\$90,000 - 99,999	2	1	0	0									3	0.00%	6.00%
\$100,000 - 119,999	0	0	1	0									1	0.00%	2.00%
\$120,000 - 139,999	0	1	1	1									3	7.69%	6.00%
\$140,000 - 159,999	0	0	2	3									5	23.08%	10.00%
\$160,000 - 179,999	1	0	2	0									3	0.00%	6.00%
\$180,000 - 199,999	0	0	1	0									1	0.00%	2.00%
\$200,000 - 249,999	0	1	0	0									1	0.00%	2.00%
\$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%
<b>Current Year</b>	<b>9</b>	<b>6</b>	<b>22</b>	<b>13</b>									<b>50</b>		
Previous Year	9	20	10	16	0	0	0	0	0	0	0	0	55		
Change from last month		-33.33%	266.67%	-40.91%											
<b>Change from last year</b>	<b>0.00%</b>	<b>-70.00%</b>	<b>120.00%</b>	<b>-18.75%</b>											
<b>Current YTD</b>	<b>9</b>	<b>15</b>	<b>37</b>	<b>50</b>											
Previous YTD	9	29	39	55	55	55	55	55	55	55	55	55	55		
<b>% Change YTD</b>	<b>0.00%</b>	<b>-48.28%</b>	<b>-5.13%</b>	<b>-9.09%</b>											



**Lake Wales Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2012**

**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	1	0	1	0									2	0.00%	50.00%
\$50,000 - 59,999	0	0	0	1									1	100.00%	25.00%
\$60,000 - 69,999	0	0	1	0									1	0.00%	25.00%
\$70,000 - 79,999	0	0	0	0									0	0.00%	0.00%
\$80,000 - 89,999	0	0	0	0									0	0.00%	0.00%
\$90,000 - 99,999	0	0	0	0									0	0.00%	0.00%
\$100,000 - 119,999	0	0	0	0									0	0.00%	0.00%
\$120,000 - 139,999	0	0	0	0									0	0.00%	0.00%
\$140,000 - 159,999	0	0	0	0									0	0.00%	0.00%
\$160,000 - 179,999	0	0	0	0									0	0.00%	0.00%
\$180,000 - 199,999	0	0	0	0									0	0.00%	0.00%
\$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%
<b>Current Year</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>1</b>									<b>4</b>		
Previous Year	0	1	3	2	0	0	0	0	0	0	0	0	6		
Change from last month		-100.00%		-50.00%											
<b>Change from last year</b>		<b>-100.00%</b>	<b>-33.33%</b>	<b>-50.00%</b>											
<b>Current YTD</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>4</b>											
Previous YTD	0	1	4	6	6	6	6	6	6	6	6	6			
<b>% Change YTD</b>		<b>0.00%</b>	<b>-25.00%</b>	<b>-33.33%</b>											



**Lake Wales Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2012**  
**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	7	2	6	7									22	35.00%	29.73%
\$50,000 - 59,999	2	0	4	4									10	20.00%	13.51%
\$60,000 - 69,999	2	3	5	1									11	5.00%	14.86%
\$70,000 - 79,999	1	0	3	1									5	5.00%	6.76%
\$80,000 - 89,999	1	0	5	3									9	15.00%	12.16%
\$90,000 - 99,999	2	1	0	0									3	0.00%	4.05%
\$100,000 - 119,999	0	0	1	0									1	0.00%	1.35%
\$120,000 - 139,999	0	1	1	1									3	5.00%	4.05%
\$140,000 - 159,999	0	0	2	3									5	15.00%	6.76%
\$160,000 - 179,999	1	0	2	0									3	0.00%	4.05%
\$180,000 - 199,999	0	0	1	0									1	0.00%	1.35%
\$200,000 - 249,999	0	1	0	0									1	0.00%	1.35%
\$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%
<b>Current Year</b>	<b>16</b>	<b>8</b>	<b>30</b>	<b>20</b>									<b>74</b>		
Previous Year	9	22	18	23	0	0	0	0	0	0	0	0	72		
Change from last month		-50.00%	275.00%	-33.33%											
<b>Change from last year</b>		<b>-63.64%</b>	<b>66.67%</b>	<b>-13.04%</b>											
<b>Current YTD</b>	<b>16</b>	<b>24</b>	<b>54</b>	<b>74</b>											
Previous YTD	9	31	49	72	72	72	72	72	72	72	72	72			
<b>% Change YTD</b>	<b>77.78%</b>	<b>-22.58%</b>	<b>10.20%</b>	<b>2.78%</b>											



**Lake Wales Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2012**  
**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-12</b>	<b>Feb-12</b>	<b>Mar-12</b>	<b>Apr-12</b>	<b>May-12</b>	<b>Jun-12</b>	<b>Jul-12</b>	<b>Aug-12</b>	<b>Sep-12</b>	<b>Oct-12</b>	<b>Nov-12</b>	<b>Dec-12</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	0	2	0	0	0	0	0	0	0	0	0	<b>3</b>	0.00%	4.05%
2	6	3	11	10	0	0	0	0	0	0	0	0	<b>30</b>	50.00%	40.54%
3	8	2	11	7	0	0	0	0	0	0	0	0	<b>28</b>	35.00%	37.84%
4	1	3	6	3	0	0	0	0	0	0	0	0	<b>13</b>	15.00%	17.57%
5	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
6+	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
<b>Total</b>	<b>16</b>	<b>8</b>	<b>30</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>74</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-12</b>	<b>Feb-12</b>	<b>Mar-12</b>	<b>Apr-12</b>	<b>May-12</b>	<b>Jun-12</b>	<b>Jul-12</b>	<b>Aug-12</b>	<b>Sep-12</b>	<b>Oct-12</b>	<b>Nov-12</b>	<b>Dec-12</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	3	1	8	4	0	0	0	0	0	0	0	0	<b>16</b>	20.00%	21.62%
2	11	5	20	13	0	0	0	0	0	0	0	0	<b>49</b>	65.00%	66.22%
3	2	2	2	2	0	0	0	0	0	0	0	0	<b>8</b>	10.00%	10.81%
4	0	0	0	1	0	0	0	0	0	0	0	0	<b>1</b>	5.00%	1.35%
5	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
6+	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
<b>Total</b>	<b>16</b>	<b>8</b>	<b>30</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>74</b>	<b>100.00%</b>	<b>100.00%</b>



**Lake Wales Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2012**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-12</b>	<b>Feb-12</b>	<b>Mar-12</b>	<b>Apr-12</b>	<b>May-12</b>	<b>Jun-12</b>	<b>Jul-12</b>	<b>Aug-12</b>	<b>Sep-12</b>	<b>Oct-12</b>	<b>Nov-12</b>	<b>Dec-12</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Home	9	6	22	13	0	0	0	0	0	0	0	0	<b>50</b>	65.00%	67.57%
Manufactured/Mobile Home	6	2	6	5	0	0	0	0	0	0	0	0	<b>19</b>	25.00%	25.68%
Condominium	0	0	2	1	0	0	0	0	0	0	0	0	<b>3</b>	5.00%	4.05%
Townhouse	1	0	0	0	0	0	0	0	0	0	0	0	<b>1</b>	0.00%	1.35%
Half Duplex	0	0	0	1	0	0	0	0	0	0	0	0	<b>1</b>	5.00%	1.35%
<b>Total</b>	<b>16</b>	<b>8</b>	<b>30</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>74</b>	<b>100.00%</b>	<b>100.00%</b>



## Lake Wales 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	7	35.00%	34,029	28,229	83.00%	330	26	3.7
\$50,000 - 59,999	4	20.00%	58,350	52,850	91.00%	191	25	6.3
\$60,000 - 69,999	1	5.00%	79,900	60,000	75.00%	130	23	23.0
\$70,000 - 79,999	1	5.00%	78,000	75,000	96.00%	16	18	18.0
\$80,000 - 89,999	3	15.00%	85,833	81,817	95.00%	95	14	4.7
\$90,000 - 99,999	0	0.00%	0	0	0.00%		14	
\$100,000 - 119,999	0	0.00%	0	0	0.00%		12	
\$120,000 - 139,999	1	5.00%	149,000	130,000	87.00%	468	20	20.0
\$140,000 - 159,999	3	15.00%	154,267	148,333	96.00%	174	9	3.0
\$160,000 - 179,999	0	0.00%	0	0	0.00%		12	
\$180,000 - 199,999	0	0.00%	0	0	0.00%		8	
\$200,000 - 249,999	0	0.00%	0	0	0.00%		11	
\$250,000 - 299,999	0	0.00%	0	0	0.00%		10	
\$300,000 - 349,999	0	0.00%	0	0	0.00%		2	
\$350,000 - 399,999	0	0.00%	0	0	0.00%		6	
\$400,000 - 499,999	0	0.00%	0	0	0.00%		2	
\$500,000 - 599,999	0	0.00%	0	0	0.00%		1	
\$600,000 - 699,999	0	0.00%	0	0	0.00%		1	
\$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	0	0.00%	0	0	0.00%		0	
<b>Totals</b>	<b>20</b>	<b>100.00%</b>	<b>74,940</b>	<b>68,223</b>	<b>91.00%</b>	<b>225</b>	<b>215</b>	<b>10.8</b>

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.



## Lake Wales 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	22	29.73%	39,100	33,000	84.00%	234	26	4.7
\$50,000 - 59,999	10	13.51%	56,420	53,340	95.00%	172	25	10.0
\$60,000 - 69,999	11	14.86%	73,964	64,218	87.00%	221	23	8.4
\$70,000 - 79,999	5	6.76%	77,880	72,800	93.00%	312	18	14.4
\$80,000 - 89,999	9	12.16%	89,200	82,672	93.00%	91	14	6.2
\$90,000 - 99,999	3	4.05%	99,967	96,000	96.00%	64	14	18.7
\$100,000 - 119,999	1	1.35%	129,900	100,000	77.00%	337	12	48.0
\$120,000 - 139,999	3	4.05%	132,967	129,167	97.00%	194	20	26.7
\$140,000 - 159,999	5	6.76%	161,520	148,500	92.00%	143	9	7.2
\$160,000 - 179,999	3	4.05%	169,933	166,000	98.00%	54	12	16.0
\$180,000 - 199,999	1	1.35%	215,900	192,000	89.00%	623	8	32.0
\$200,000 - 249,999	1	1.35%	289,500	225,000	78.00%	535	11	44.0
\$250,000 - 299,999	0	0.00%	0	0	0.00%		10	
\$300,000 - 349,999	0	0.00%	0	0	0.00%		2	
\$350,000 - 399,999	0	0.00%	0	0	0.00%		6	
\$400,000 - 499,999	0	0.00%	0	0	0.00%		2	
\$500,000 - 599,999	0	0.00%	0	0	0.00%		1	
\$600,000 - 699,999	0	0.00%	0	0	0.00%		1	
\$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	0	0.00%	0	0	0.00%		0	
<b>Totals</b>	<b>74</b>	<b>100.00%</b>	<b>82,185</b>	<b>74,417</b>	<b>91.00%</b>	<b>200</b>	<b>215</b>	<b>11.6</b>

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

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**Lake Wales 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	10	194,510	184,190	95%	100	250	25.0
01-JUN-08	6	219,350	197,917	90%	288	254	42.3
01-JUL-08	11	135,945	129,073	95%	93	269	24.5
01-AUG-08	4	153,325	140,275	91%	293	271	67.8
01-SEP-08	6	162,717	127,167	78%	80	278	46.3
01-OCT-08	7	157,257	145,286	92%	232	262	37.4
01-NOV-08	6	167,050	154,583	93%	234	281	46.8
01-DEC-08	4	171,200	141,000	82%	110	272	68.0
01-JAN-09	6	96,117	81,983	85%	101	267	44.5
01-FEB-09	7	119,243	108,914	91%	87	264	37.7
01-MAR-09	15	96,860	83,607	86%	161	254	16.9
01-APR-09	9	124,856	94,222	75%	161	258	28.7
01-MAY-09	6	112,950	95,483	85%	68	257	42.8
01-JUN-09	7	109,600	102,460	93%	209	259	37.0
01-JUL-09	2	50,000	41,000	82%	74	268	134.0
01-AUG-09	9	116,411	104,750	90%	231	272	30.2
01-SEP-09	8	81,580	75,125	92%	103	269	33.6
01-OCT-09	13	77,101	71,482	93%	99	267	20.5
01-NOV-09	12	100,958	92,454	92%	140	275	22.9
01-DEC-09	8	86,529	77,525	90%	164	281	35.1
01-JAN-10	9	66,578	58,806	88%	86	296	32.9
01-FEB-10	15	99,340	95,647	96%	116	306	20.4
01-MAR-10	22	83,898	78,165	93%	96	304	13.8
01-APR-10	11	106,764	91,991	86%	174	315	28.6
01-MAY-10	13	103,438	90,948	88%	56	313	24.1
01-JUN-10	17	104,782	92,924	89%	151	324	19.1
01-JUL-10	17	118,288	108,967	92%	96	332	19.5
01-AUG-10	16	113,050	105,938	94%	93	350	21.9
01-SEP-10	7	103,343	95,914	93%	163	360	51.4
01-OCT-10	5	121,500	117,900	97%	65	357	71.4
01-NOV-10	11	82,014	76,627	93%	146	353	32.1
01-DEC-10	18	89,561	77,161	86%	248	339	18.8
01-JAN-11	9	104,578	99,000	95%	99	325	36.1
01-FEB-11	22	76,459	70,736	93%	146	319	14.5
01-MAR-11	18	88,450	81,760	92%	133	307	17.1
01-APR-11	23	73,757	67,304	91%	145	301	13.1
01-MAY-11	14	109,350	94,821	87%	189	290	20.7
01-JUN-11	12	82,750	73,492	89%	273	277	23.1
01-JUL-11	12	70,825	62,850	89%	206	267	22.3
01-AUG-11	14	62,582	56,950	91%	200	271	19.4
01-SEP-11	14	67,607	62,041	92%	109	257	18.4
01-OCT-11	11	87,391	81,282	93%	167	256	23.3
01-NOV-11	13	69,738	64,101	92%	89	266	20.5
01-DEC-11	15	89,127	82,000	92%	130	254	16.9
01-JAN-12	16	67,694	61,469	91%	117	255	15.9
01-FEB-12	8	100,850	89,113	88%	236	256	32.0
01-MAR-12	30	89,767	81,533	91%	219	226	7.5
01-APR-12	20	74,940	68,223	91%	225	215	10.8