



**Osceola 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	28	26	31	39									124	9.75%	8.37%
\$50,000 - 59,999	17	27	21	30									95	7.50%	6.41%
\$60,000 - 69,999	20	22	30	36									108	9.00%	7.29%
\$70,000 - 79,999	18	23	34	38									113	9.50%	7.62%
\$80,000 - 89,999	33	34	32	23									122	5.75%	8.23%
\$90,000 - 99,999	21	27	41	29									118	7.25%	7.96%
\$100,000 - 119,999	41	43	54	43									181	10.75%	12.21%
\$120,000 - 139,999	38	34	59	47									178	11.75%	12.01%
\$140,000 - 159,999	23	33	32	40									128	10.00%	8.64%
\$160,000 - 179,999	15	25	34	27									101	6.75%	6.82%
\$180,000 - 199,999	11	12	16	8									47	2.00%	3.17%
\$200,000 - 249,999	10	12	23	21									66	5.25%	4.45%
\$250,000 - 299,999	8	12	7	8									35	2.00%	2.36%
\$300,000 - 349,999	5	3	5	5									18	1.25%	1.21%
\$350,000 - 399,999	1	4	6	4									15	1.00%	1.01%
\$400,000 - 499,999	2	5	8	2									17	0.50%	1.15%
\$500,000 - 599,999	2	2	3	0									7	0.00%	0.47%
\$600,000 - 699,999	2	0	4	0									6	0.00%	0.40%
\$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	1	0									1	0.00%	0.07%
\$1,000,000 - and over	0	0	2	0									2	0.00%	0.13%
<b>Current Year</b>	<b>295</b>	<b>344</b>	<b>443</b>	<b>400</b>									<b>1,482</b>		
Previous Year	368	427	584	545	0	0	0	0	0	0	0	0	1,924		
Change from last month		16.61%	28.78%	-9.71%											
<b>Change from last year</b>	<b>-19.84%</b>	<b>-19.44%</b>	<b>-24.14%</b>	<b>-26.61%</b>											
<b>Current YTD</b>	<b>295</b>	<b>639</b>	<b>1,082</b>	<b>1,482</b>											
Previous YTD	368	795	1,379	1,924	1,924	1,924	1,924	1,924	1,924	1,924	1,924	1,924			
<b>% Change YTD</b>	<b>-19.84%</b>	<b>-19.62%</b>	<b>-21.54%</b>	<b>-22.97%</b>											



**Osceola 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	27	31	32	28									118	18.06%	22.26%
\$50,000 - 59,999	15	18	12	20									65	12.90%	12.26%
\$60,000 - 69,999	8	16	7	18									49	11.61%	9.25%
\$70,000 - 79,999	9	12	22	26									69	16.77%	13.02%
\$80,000 - 89,999	11	9	22	12									54	7.74%	10.19%
\$90,000 - 99,999	6	1	14	10									31	6.45%	5.85%
\$100,000 - 119,999	13	13	15	15									56	9.68%	10.57%
\$120,000 - 139,999	8	7	7	9									31	5.81%	5.85%
\$140,000 - 159,999	5	0	6	5									16	3.23%	3.02%
\$160,000 - 179,999	3	3	1	3									10	1.94%	1.89%
\$180,000 - 199,999	4	1	1	3									9	1.94%	1.70%
\$200,000 - 249,999	3	2	3	4									12	2.58%	2.26%
\$250,000 - 299,999	0	3	0	1									4	0.65%	0.75%
\$300,000 - 349,999	1	0	1	0									2	0.00%	0.38%
\$350,000 - 399,999	0	0	0	0									0	0.00%	0.00%
\$400,000 - 499,999	0	1	1	1									3	0.65%	0.57%
\$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	1	0									1	0.00%	0.19%
<b>Current Year</b>	<b>113</b>	<b>117</b>	<b>145</b>	<b>155</b>									<b>530</b>		
Previous Year	161	188	223	178	0	0	0	0	0	0	0	0	750		
Change from last month		3.54%	23.93%	6.90%											
<b>Change from last year</b>	<b>-29.81%</b>	<b>-37.77%</b>	<b>-34.98%</b>	<b>-12.92%</b>											
<b>Current YTD</b>	<b>113</b>	<b>230</b>	<b>375</b>	<b>530</b>											
Previous YTD	161	349	572	750	750	750	750	750	750	750	750	750			
<b>% Change YTD</b>	<b>-29.81%</b>	<b>-34.10%</b>	<b>-34.44%</b>	<b>-29.33%</b>											



**Osceola 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	61	63	69	72									<b>265</b>	12.79%	12.93%
\$50,000 - 59,999	32	47	35	50									<b>164</b>	8.88%	8.00%
\$60,000 - 69,999	28	40	38	55									<b>161</b>	9.77%	7.85%
\$70,000 - 79,999	28	36	56	64									<b>184</b>	11.37%	8.98%
\$80,000 - 89,999	44	44	54	35									<b>177</b>	6.22%	8.63%
\$90,000 - 99,999	27	28	56	39									<b>150</b>	6.93%	7.32%
\$100,000 - 119,999	54	56	69	59									<b>238</b>	10.48%	11.61%
\$120,000 - 139,999	46	41	67	56									<b>210</b>	9.95%	10.24%
\$140,000 - 159,999	28	33	38	45									<b>144</b>	7.99%	7.02%
\$160,000 - 179,999	18	28	35	30									<b>111</b>	5.33%	5.41%
\$180,000 - 199,999	15	13	17	11									<b>56</b>	1.95%	2.73%
\$200,000 - 249,999	13	14	26	25									<b>78</b>	4.44%	3.80%
\$250,000 - 299,999	8	15	7	10									<b>40</b>	1.78%	1.95%
\$300,000 - 349,999	6	3	6	5									<b>20</b>	0.89%	0.98%
\$350,000 - 399,999	1	4	6	4									<b>15</b>	0.71%	0.73%
\$400,000 - 499,999	2	6	9	3									<b>20</b>	0.53%	0.98%
\$500,000 - 599,999	2	2	3	0									<b>7</b>	0.00%	0.34%
\$600,000 - 699,999	2	0	4	0									<b>6</b>	0.00%	0.29%
\$700,000 - 799,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0	1	0									<b>1</b>	0.00%	0.05%
\$1,000,000 - and over	0	0	3	0									<b>3</b>	0.00%	0.15%
<b>Current Year</b>	<b>415</b>	<b>473</b>	<b>599</b>	<b>563</b>									<b>2,050</b>		
Previous Year	536	630	813	737	0	0	0	0	0	0	0	0	2,716		
Change from last month		13.98%	26.64%	-6.01%											
<b>Change from last year</b>		<b>-24.92%</b>	<b>-26.32%</b>	<b>-23.61%</b>											
<b>Current YTD</b>	<b>415</b>	<b>888</b>	<b>1,487</b>	<b>2,050</b>											
Previous YTD	536	1,166	1,979	2,716	2,716	2,716	2,716	2,716	2,716	2,716	2,716	2,716			
<b>% Change YTD</b>	<b>-22.57%</b>	<b>-23.84%</b>	<b>-24.86%</b>	<b>-24.52%</b>											



**Osceola 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	1	0	0	0	0	0	0	0	0	0	0	0	<b>1</b>	0.00%	0.05%
1	20	15	13	18	0	0	0	0	0	0	0	0	<b>66</b>	3.20%	3.22%
2	50	74	83	100	0	0	0	0	0	0	0	0	<b>307</b>	17.76%	14.98%
3	213	219	264	261	0	0	0	0	0	0	0	0	<b>957</b>	46.36%	46.68%
4	99	129	204	147	0	0	0	0	0	0	0	0	<b>579</b>	26.11%	28.24%
5	31	30	26	31	0	0	0	0	0	0	0	0	<b>118</b>	5.51%	5.76%
6+	1	6	9	6	0	0	0	0	0	0	0	0	<b>22</b>	1.07%	1.07%
<b>Total</b>	<b>415</b>	<b>473</b>	<b>599</b>	<b>563</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>2,050</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	42	31	37	47	0	0	0	0	0	0	0	0	<b>157</b>	8.35%	7.66%
2	301	337	429	410	0	0	0	0	0	0	0	0	<b>1,477</b>	72.82%	72.05%
3	57	86	112	90	0	0	0	0	0	0	0	0	<b>345</b>	15.99%	16.83%
4	12	14	13	13	0	0	0	0	0	0	0	0	<b>52</b>	2.31%	2.54%
5	3	3	5	3	0	0	0	0	0	0	0	0	<b>14</b>	0.53%	0.68%
6+	0	2	3	0	0	0	0	0	0	0	0	0	<b>5</b>	0.00%	0.24%
<b>Total</b>	<b>415</b>	<b>473</b>	<b>599</b>	<b>563</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>2,050</b>	<b>100.00%</b>	<b>100.00%</b>



**Osceola 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	289	336	437	391	0	0	0	0	0	0	0	0	<b>1,453</b>	69.45%	70.88%
Condominium	74	73	89	106	0	0	0	0	0	0	0	0	<b>342</b>	18.83%	16.68%
Townhouse	38	44	56	49	0	0	0	0	0	0	0	0	<b>187</b>	8.70%	9.12%
Manufactured/Mobile Home	5	11	10	6	0	0	0	0	0	0	0	0	<b>32</b>	1.07%	1.56%
Villa	6	8	6	9	0	0	0	0	0	0	0	0	<b>29</b>	1.60%	1.41%
Half Duplex	2	1	1	2	0	0	0	0	0	0	0	0	<b>6</b>	0.36%	0.29%
Co-Op	1	0	0	0	0	0	0	0	0	0	0	0	<b>1</b>	0.00%	0.05%
<b>Total</b>	<b>415</b>	<b>473</b>	<b>599</b>	<b>563</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>2,050</b>	<b>100.00%</b>	<b>100.00%</b>



## Osceola 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	72	12.79%	39,930	36,853	92.00%	74	215	3.0
\$50,000 - 59,999	50	8.88%	55,479	53,608	97.00%	63	88	1.8
\$60,000 - 69,999	55	9.77%	66,395	63,739	96.00%	63	106	1.9
\$70,000 - 79,999	64	11.37%	76,263	74,505	98.00%	75	99	1.6
\$80,000 - 89,999	35	6.22%	86,033	84,729	98.00%	70	108	3.1
\$90,000 - 99,999	39	6.93%	97,365	94,271	97.00%	90	93	2.4
\$100,000 - 119,999	59	10.48%	112,690	109,901	98.00%	92	165	2.8
\$120,000 - 139,999	56	9.95%	131,105	127,841	98.00%	62	167	3.0
\$140,000 - 159,999	45	7.99%	154,210	148,135	96.00%	104	138	3.1
\$160,000 - 179,999	30	5.33%	176,533	168,752	96.00%	108	111	3.7
\$180,000 - 199,999	11	1.95%	196,044	189,300	97.00%	104	89	8.1
\$200,000 - 249,999	25	4.44%	223,525	216,105	97.00%	102	148	5.9
\$250,000 - 299,999	10	1.78%	284,410	266,900	94.00%	64	108	10.8
\$300,000 - 349,999	5	0.89%	316,630	312,770	99.00%	20	67	13.4
\$350,000 - 399,999	4	0.71%	394,450	370,000	94.00%	196	42	10.5
\$400,000 - 499,999	3	0.53%	436,458	430,000	99.00%	93	52	17.3
\$500,000 - 599,999	0	0.00%	0	0	0.00%		17	
\$600,000 - 699,999	0	0.00%	0	0	0.00%		15	
\$700,000 - 799,999	0	0.00%	0	0	0.00%		10	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		7	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		2	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		41	
<b>Totals</b>	<b>563</b>	<b>100.00%</b>	<b>110,613</b>	<b>106,767</b>	<b>97.00%</b>	<b>80</b>	<b>1,888</b>	<b>3.4</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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## Osceola 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	265	12.93%	38,039	35,627	94.00%	74	215	3.3
\$50,000 - 59,999	164	8.00%	55,847	54,071	97.00%	74	88	2.2
\$60,000 - 69,999	161	7.85%	66,657	64,115	96.00%	79	106	2.6
\$70,000 - 79,999	184	8.98%	76,203	74,234	97.00%	87	99	2.2
\$80,000 - 89,999	177	8.63%	85,756	84,569	99.00%	87	108	2.4
\$90,000 - 99,999	150	7.32%	96,667	93,976	97.00%	77	93	2.5
\$100,000 - 119,999	238	11.61%	111,824	108,781	97.00%	85	165	2.8
\$120,000 - 139,999	210	10.24%	132,047	128,369	97.00%	83	167	3.2
\$140,000 - 159,999	144	7.02%	154,457	148,739	96.00%	85	138	3.8
\$160,000 - 179,999	111	5.41%	177,647	167,738	94.00%	95	111	4.0
\$180,000 - 199,999	56	2.73%	194,176	186,666	96.00%	102	89	6.4
\$200,000 - 249,999	78	3.80%	226,776	220,026	97.00%	103	148	7.6
\$250,000 - 299,999	40	1.95%	285,658	269,778	94.00%	95	108	10.8
\$300,000 - 349,999	20	0.98%	329,647	317,115	96.00%	75	67	13.4
\$350,000 - 399,999	15	0.73%	388,227	370,604	95.00%	158	42	11.2
\$400,000 - 499,999	20	0.98%	463,268	442,000	95.00%	124	52	10.4
\$500,000 - 599,999	7	0.34%	559,700	537,014	96.00%	146	17	9.7
\$600,000 - 699,999	6	0.29%	676,150	629,500	93.00%	163	15	10.0
\$700,000 - 799,999	0	0.00%	0	0	0.00%		10	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		7	
\$900,000 - 999,999	1	0.05%	1,099,000	905,050	82.00%	158	2	8.0
\$1,000,000 - and over	3	0.15%	1,549,667	1,325,000	86.00%	207	41	54.7
<b>Totals</b>	<b>2,050</b>	<b>100.00%</b>	<b>119,692</b>	<b>115,026</b>	<b>96.00%</b>	<b>85</b>	<b>1,888</b>	<b>3.7</b>

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**Osceola 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	271	213,006	199,038	93%	149	6,450	23.8
01-JUN-08	317	225,146	211,697	94%	135	6,561	20.7
01-JUL-08	277	209,639	197,705	94%	121	6,458	23.3
01-AUG-08	278	192,939	182,620	95%	121	6,430	23.1
01-SEP-08	318	206,922	195,546	95%	128	6,505	20.5
01-OCT-08	324	184,022	174,119	95%	113	6,521	20.1
01-NOV-08	270	172,580	163,166	95%	98	6,565	24.3
01-DEC-08	355	158,628	150,208	95%	108	6,493	18.3
01-JAN-09	336	140,764	132,227	94%	107	6,371	19.0
01-FEB-09	335	143,419	135,068	94%	100	6,310	18.8
01-MAR-09	483	141,789	134,377	95%	112	6,201	12.8
01-APR-09	491	130,163	122,819	94%	109	5,839	11.9
01-MAY-09	571	120,261	116,203	97%	102	5,533	9.7
01-JUN-09	645	120,077	115,097	96%	99	5,336	8.3
01-JUL-09	639	125,329	120,153	96%	105	5,154	8.1
01-AUG-09	615	122,173	115,712	95%	95	5,041	8.2
01-SEP-09	608	118,393	115,136	97%	86	4,922	8.1
01-OCT-09	620	118,967	115,108	97%	83	4,816	7.8
01-NOV-09	563	127,010	123,643	97%	84	4,832	8.6
01-DEC-09	651	112,286	110,017	98%	80	4,731	7.3
01-JAN-10	495	115,989	109,627	95%	84	4,707	9.5
01-FEB-10	543	110,948	107,260	97%	82	4,800	8.8
01-MAR-10	690	109,543	105,518	96%	83	4,936	7.2
01-APR-10	745	115,869	112,979	98%	80	4,868	6.5
01-MAY-10	696	114,652	112,428	98%	75	4,969	7.1
01-JUN-10	796	113,192	110,986	98%	72	5,017	6.3
01-JUL-10	651	115,079	111,377	97%	74	5,069	7.8
01-AUG-10	684	107,806	103,835	96%	70	5,065	7.4
01-SEP-10	665	107,379	103,850	97%	85	5,094	7.7
01-OCT-10	571	113,686	108,670	96%	83	4,884	8.6
01-NOV-10	517	107,437	103,364	96%	85	4,849	9.4
01-DEC-10	612	114,425	109,734	96%	86	4,700	7.7
01-JAN-11	536	115,803	110,887	96%	91	4,443	8.3
01-FEB-11	630	101,255	97,727	97%	103	4,217	6.7
01-MAR-11	813	107,233	103,399	96%	102	3,884	4.8
01-APR-11	737	117,840	112,631	96%	101	3,563	4.8
01-MAY-11	607	111,810	107,809	96%	102	3,379	5.6
01-JUN-11	605	123,112	117,847	96%	112	3,166	5.2
01-JUL-11	556	121,351	116,403	96%	96	2,960	5.3
01-AUG-11	538	113,778	109,601	96%	97	2,948	5.5
01-SEP-11	531	108,568	105,672	97%	90	2,970	5.6
01-OCT-11	479	117,250	112,232	96%	116	2,958	6.2
01-NOV-11	498	119,316	114,087	96%	93	3,055	6.1
01-DEC-11	491	111,883	107,053	96%	85	2,880	5.9
01-JAN-12	415	116,965	111,721	96%	94	2,754	6.6
01-FEB-12	473	115,741	111,875	97%	84	2,586	5.5
01-MAR-12	599	133,235	127,568	96%	84	2,240	3.7
01-APR-12	563	110,613	106,767	97%	80	1,888	3.4