

Greater Orlando Association of REALTORS®
1999 Monthly Sales Trend Indicator

Sales by Price Range

| Sales Price Range | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | |
|-----------------------|------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| \$1 - \$29,999 | 12 | 19 | 20 | 21 | 19 | 19 | 24 | 20 | 20 | 17 | 24 | 13 | 228 | 1.31% |
| \$30,000 - \$39,999 | 19 | 18 | 29 | 28 | 31 | 30 | 35 | 30 | 36 | 66 | 34 | 26 | 382 | 2.19% |
| \$40,000 - \$49,999 | 27 | 27 | 35 | 40 | 34 | 56 | 57 | 53 | 62 | 57 | 44 | 39 | 531 | 3.05% |
| \$50,000 - \$59,999 | 49 | 64 | 64 | 72 | 93 | 92 | 107 | 107 | 91 | 110 | 85 | 78 | 1,012 | 5.80% |
| \$60,000 - \$69,999 | 49 | 84 | 85 | 96 | 109 | 132 | 122 | 127 | 100 | 112 | 91 | 77 | 1,184 | 6.79% |
| \$70,000 - \$79,999 | 69 | 91 | 134 | 141 | 120 | 138 | 136 | 144 | 131 | 128 | 126 | 109 | 1,467 | 8.41% |
| \$80,000 - \$89,999 | 86 | 100 | 154 | 158 | 133 | 189 | 171 | 155 | 127 | 135 | 115 | 123 | 1,646 | 9.44% |
| \$90,000 - \$99,999 | 74 | 90 | 131 | 136 | 116 | 149 | 139 | 137 | 125 | 108 | 123 | 110 | 1,438 | 8.25% |
| \$100,000 - \$119,999 | 115 | 176 | 214 | 214 | 228 | 255 | 255 | 230 | 186 | 195 | 209 | 182 | 2,459 | 14.10% |
| \$120,000 - \$139,999 | 105 | 118 | 160 | 164 | 184 | 197 | 210 | 191 | 150 | 173 | 145 | 143 | 1,940 | 11.13% |
| \$140,000 - \$159,999 | 84 | 67 | 101 | 98 | 93 | 117 | 135 | 139 | 74 | 96 | 93 | 97 | 1,194 | 6.85% |
| \$160,000 - \$179,999 | 56 | 59 | 74 | 70 | 68 | 83 | 103 | 76 | 68 | 62 | 70 | 75 | 864 | 4.95% |
| \$180,000 - \$199,999 | 22 | 46 | 58 | 52 | 59 | 66 | 62 | 69 | 45 | 42 | 44 | 48 | 613 | 3.52% |
| \$200,000 - \$249,999 | 43 | 59 | 83 | 68 | 78 | 87 | 121 | 95 | 79 | 68 | 70 | 77 | 928 | 5.32% |
| \$250,000 - \$299,999 | 34 | 28 | 37 | 53 | 45 | 64 | 49 | 49 | 46 | 50 | 42 | 47 | 544 | 3.12% |
| \$300,000 - \$349,999 | 15 | 17 | 22 | 27 | 24 | 35 | 31 | 36 | 22 | 16 | 13 | 16 | 274 | 1.57% |
| \$350,000 - \$399,999 | 11 | 13 | 10 | 18 | 20 | 24 | 19 | 16 | 23 | 16 | 12 | 19 | 201 | 1.15% |
| \$400,000 - \$499,999 | 16 | 5 | 22 | 20 | 22 | 26 | 27 | 26 | 22 | 13 | 21 | 15 | 235 | 1.35% |
| \$500,000 - \$749,999 | 9 | 17 | 14 | 14 | 13 | 21 | 22 | 11 | 13 | 7 | 16 | 14 | 171 | 0.98% |
| \$750,000 and over | 4 | 14 | 11 | 6 | 10 | 17 | 12 | 11 | 10 | 8 | 11 | 12 | 126 | 0.72% |
| Current Year | 899 | 1,112 | 1,458 | 1,496 | 1,499 | 1,797 | 1,837 | 1,722 | 1,430 | 1,479 | 1,388 | 1,320 | 17,437 | 100.00% |
| Previous Year | 822 | 977 | 1,314 | 1,407 | 1,353 | 1,578 | 1,612 | 1,423 | 1,272 | 1,268 | 1,233 | 1,288 | 15,548 | |
| % Change | 9% | 14% | 11% | 6% | 11% | 14% | 14% | 21% | 12% | 17% | 13% | 2% | 12% | |
| Current YTD | 899 | 2,011 | 3,469 | 4,965 | 6,464 | 8,261 | 10,098 | 11,820 | 13,250 | 14,729 | 16,117 | 17,437 | 17,437 | |
| Previous YTD | 822 | 1,799 | 3,113 | 4,520 | 5,873 | 7,451 | 9,063 | 10,486 | 11,758 | 13,026 | 14,259 | 15,548 | 15,548 | |
| % Change YTD | 9% | 12% | 11% | 10% | 10% | 11% | 11% | 13% | 13% | 13% | 13% | 12% | 12% | |

Type of Financing

| Loan Type | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | |
|----------------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|
| All Cash | 78 | 127 | 135 | 130 | 111 | 136 | 149 | 135 | 121 | 138 | 144 | 147 | 1,551 | 8.89% |
| ARM | 1 | 1 | 1 | 3 | 2 | 13 | 3 | 3 | 4 | 1 | 3 | 4 | 39 | 0.22% |
| Assume Conventional | 23 | 20 | 32 | 24 | 46 | 22 | 52 | 33 | 31 | 32 | 24 | 23 | 362 | 2.08% |
| Assume FHA / VA | 6 | 9 | 13 | 18 | 10 | 6 | 9 | 7 | 13 | 4 | 1 | 4 | 100 | 0.57% |
| Assume Private | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 4 | 0.02% |
| Balloon Mortgage | 0 | 0 | 0 | 2 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 6 | 0.03% |
| Combination | 2 | 0 | 3 | 2 | 2 | 0 | 6 | 3 | 2 | 1 | 0 | 0 | 21 | 0.12% |
| Deed Agreement | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 5 | 0.03% |
| Lease Opt / Purchase | 0 | 0 | 1 | 3 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 10 | 0.06% |
| New Conventional | 567 | 634 | 841 | 847 | 865 | 993 | 1035 | 990 | 753 | 776 | 772 | 790 | 9,863 | 56.56% |
| New FHA | 169 | 245 | 334 | 357 | 340 | 399 | 339 | 317 | 280 | 276 | 267 | 239 | 3,562 | 20.43% |
| New Private | 4 | 5 | 5 | 7 | 6 | 4 | 7 | 7 | 2 | 4 | 3 | 7 | 61 | 0.35% |
| New VA | 32 | 41 | 53 | 60 | 51 | 72 | 61 | 68 | 48 | 44 | 52 | 39 | 621 | 3.56% |
| Other | 17 | 28 | 39 | 42 | 61 | 150 | 174 | 158 | 175 | 201 | 118 | 64 | 1,227 | 7.04% |
| Second Mortgage | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 3 | 0.02% |
| Wrap-Around | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 0.01% |
| | 899 | 1,112 | 1,458 | 1,496 | 1,499 | 1,797 | 1,837 | 1,722 | 1,430 | 1,479 | 1,388 | 1,320 | 17,437 | 100.00% |

**Greater Orlando Association of REALTORS®
1999 Monthly Sales Trend Indicator**

Sales by Bedroom Count

| Bedroom Count | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | |
|----------------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|
| 0 | 0 | 1 | 1 | 1 | 1 | 2 | 0 | 2 | 0 | 0 | 0 | 2 | 10 | 0.06% |
| 1 | 11 | 15 | 22 | 16 | 17 | 11 | 24 | 20 | 24 | 13 | 24 | 19 | 216 | 1.24% |
| 2 | 135 | 180 | 218 | 224 | 217 | 265 | 293 | 246 | 232 | 264 | 237 | 222 | 2,733 | 15.67% |
| 3 | 435 | 578 | 744 | 788 | 779 | 930 | 904 | 914 | 745 | 753 | 739 | 672 | 8,981 | 51.51% |
| 4 | 277 | 297 | 408 | 418 | 427 | 475 | 554 | 473 | 371 | 397 | 336 | 343 | 4,776 | 27.39% |
| 5 | 38 | 39 | 59 | 41 | 51 | 101 | 51 | 58 | 51 | 46 | 47 | 56 | 638 | 3.66% |
| 6+ | 3 | 2 | 6 | 8 | 7 | 13 | 11 | 9 | 7 | 6 | 5 | 6 | 83 | 0.48% |
| Total | 899 | 1,112 | 1,458 | 1,496 | 1,499 | 1,797 | 1,837 | 1,722 | 1,430 | 1,479 | 1,388 | 1,320 | 17,437 | 100.00% |

Sales by Bathroom Count

| Bathroom Count | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | |
|-----------------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|
| 1 | 96 | 147 | 161 | 186 | 184 | 196 | 230 | 198 | 170 | 196 | 189 | 169 | 2,122 | 12.17% |
| 2 | 656 | 802 | 1081 | 1107 | 1098 | 1317 | 1324 | 1276 | 1056 | 1087 | 1017 | 956 | 12,777 | 73.28% |
| 3 | 112 | 123 | 175 | 164 | 172 | 205 | 221 | 199 | 164 | 162 | 132 | 144 | 1,973 | 11.32% |
| 4 | 29 | 24 | 35 | 27 | 37 | 64 | 47 | 36 | 35 | 26 | 40 | 37 | 437 | 2.51% |
| 5 | 5 | 12 | 5 | 11 | 6 | 10 | 12 | 9 | 4 | 7 | 5 | 9 | 95 | 0.54% |
| 6+ | 1 | 4 | 1 | 1 | 2 | 5 | 3 | 4 | 1 | 1 | 5 | 5 | 33 | 0.19% |
| Total | 899 | 1,112 | 1,458 | 1,496 | 1,499 | 1,797 | 1,837 | 1,722 | 1,430 | 1,479 | 1,388 | 1,320 | 17,437 | 100.00% |

Sales by Ownership Type

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | |
|----------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|
| Fee Simple | 816 | 1001 | 1322 | 1364 | 1363 | 1,668 | 1695 | 1578 | 1310 | 1339 | 1256 | 1195 | 15,907 | 91.23% |
| Condominium | 83 | 111 | 136 | 132 | 136 | 129 | 142 | 144 | 120 | 140 | 132 | 125 | 1,530 | 8.77% |
| None Specified | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% |
| Total | 899 | 1,112 | 1,458 | 1,496 | 1,499 | 1,797 | 1,837 | 1,722 | 1,430 | 1,479 | 1,388 | 1,320 | 17,437 | 100.00% |

Sales by Housing Style

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | |
|---------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------|
| ½ Duplex | 5 | 7 | 11 | 12 | 24 | 26 | 24 | 12 | 14 | 15 | 14 | 18 | 182 | 1.04% |
| Condo | 8 | 41 | 73 | 85 | 101 | 89 | 110 | 122 | 99 | 112 | 113 | 105 | 1,058 | 6.07% |
| Co-op | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0.01% |
| Manufactured | 1 | 4 | 1 | 5 | 4 | 5 | 5 | 6 | 4 | 6 | 3 | 5 | 49 | 0.28% |
| Mobile | 8 | 5 | 9 | 7 | 7 | 6 | 7 | 10 | 13 | 14 | 7 | 6 | 99 | 0.57% |
| Modular | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0.01% |
| Single Family | 756 | 939 | 1252 | 1294 | 1288 | 1568 | 1608 | 1506 | 1229 | 1262 | 1183 | 1127 | 15,012 | 86.09% |
| Townhouse | 121 | 116 | 112 | 93 | 75 | 103 | 82 | 66 | 71 | 70 | 67 | 59 | 1035 | 5.94% |
| Total | 899 | 1,112 | 1,458 | 1,496 | 1,499 | 1,797 | 1,837 | 1,722 | 1,430 | 1,479 | 1,388 | 1,320 | 17,437 | 100.00% |