



**East Polk County Association of Realtors®  
Monthly Sales Trend Indicator  
2010**

**Sales by Price Range - Single Family Homes & Villas**

<b>Price Range</b>	<b>Jan-10</b>	<b>Feb-10</b>	<b>Mar-10</b>	<b>Apr-10</b>	<b>May-10</b>	<b>Jun-10</b>	<b>Jul-10</b>	<b>Aug-10</b>	<b>Sep-10</b>	<b>Oct-10</b>	<b>Nov-10</b>	<b>Dec-10</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
\$1 - 49,999	21	25	32	30	24	30							<b>162</b>	19.23%	20.90%
\$50,000 - 59,999	2	3	8	11	15	6							<b>45</b>	3.85%	5.81%
\$60,000 - 69,999	2	7	5	12	8	12							<b>46</b>	7.69%	5.94%
\$70,000 - 79,999	6	4	8	5	10	15							<b>48</b>	9.62%	6.19%
\$80,000 - 89,999	7	9	9	6	12	17							<b>60</b>	10.90%	7.74%
\$90,000 - 99,999	1	4	9	12	8	8							<b>42</b>	5.13%	5.42%
\$100,000 - 119,999	12	17	19	22	7	17							<b>94</b>	10.90%	12.13%
\$120,000 - 139,999	11	5	10	13	18	15							<b>72</b>	9.62%	9.29%
\$140,000 - 159,999	6	10	11	11	12	13							<b>63</b>	8.33%	8.13%
\$160,000 - 179,999	3	8	8	12	6	7							<b>44</b>	4.49%	5.68%
\$180,000 - 199,999	5	3	5	5	7	3							<b>28</b>	1.92%	3.61%
\$200,000 - 249,999	3	4	8	6	5	7							<b>33</b>	4.49%	4.26%
\$250,000 - 299,999	2	3	2	3	3	1							<b>14</b>	0.64%	1.81%
\$300,000 - 349,999	1	0	3	4	2	1							<b>11</b>	0.64%	1.42%
\$350,000 - 399,999	0	1	0	1	0	1							<b>3</b>	0.64%	0.39%
\$400,000 - 499,999	0	2	0	0	0	0							<b>2</b>	0.00%	0.26%
\$500,000 - 599,999	1	0	1	0	0	0							<b>2</b>	0.00%	0.26%
\$600,000 - 699,999	0	0	0	1	0	1							<b>2</b>	0.64%	0.26%
\$700,000 - 799,999	0	0	0	0	1	1							<b>2</b>	0.64%	0.26%
\$800,000 - 899,999	0	0	0	0	0	1							<b>1</b>	0.64%	0.13%
\$900,000 - 999,999	0	0	0	1	0	0							<b>1</b>	0.00%	0.13%
\$1,000,000 - and over	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>83</b>	<b>105</b>	<b>138</b>	<b>155</b>	<b>138</b>	<b>156</b>							<b>775</b>		
Previous Year	<b>89</b>	<b>106</b>	<b>121</b>	<b>153</b>	<b>147</b>	<b>124</b>	<b>132</b>	<b>128</b>	<b>117</b>	<b>161</b>	<b>125</b>	<b>112</b>	<b>1,515</b>		
Change from last month		26.51%	31.43%	12.32%	-10.97%	13.04%									
<b>Change from last year</b>	<b>-6.74%</b>	<b>-0.94%</b>	<b>14.05%</b>	<b>1.31%</b>	<b>-6.12%</b>	<b>25.81%</b>									
<b>Current YTD</b>	<b>83</b>	<b>188</b>	<b>326</b>	<b>481</b>	<b>619</b>	<b>775</b>									
Previous YTD	89	195	316	469	616	740	872	1,000	1,117	1,278	1,403	1,515			
<b>% Change YTD</b>	<b>-6.74%</b>	<b>-3.59%</b>	<b>3.16%</b>	<b>2.56%</b>	<b>0.49%</b>	<b>4.73%</b>									



## East Polk County Association of Realtors® Monthly Sales Trend Indicator 2010

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

Price Range	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
\$1 - 49,999	2	5	2	5	2	4							20	30.77%	27.78%
\$50,000 - 59,999	4	2	4	2	1	2							15	15.38%	20.83%
\$60,000 - 69,999	2	4	5	0	1	3							15	23.08%	20.83%
\$70,000 - 79,999	2	0	2	2	1	1							8	7.69%	11.11%
\$80,000 - 89,999	1	1	0	1	2	0							5	0.00%	6.94%
\$90,000 - 99,999	0	1	0	1	0	0							2	0.00%	2.78%
\$100,000 - 119,999	1	0	0	1	1	1							4	7.69%	5.56%
\$120,000 - 139,999	0	0	0	0	0	2							2	15.38%	2.78%
\$140,000 - 159,999	0	0	0	0	0	0							0	0.00%	0.00%
\$160,000 - 179,999	0	0	0	0	0	0							0	0.00%	0.00%
\$180,000 - 199,999	0	0	0	1	0	0							1	0.00%	1.39%
\$200,000 - 249,999	0	0	0	0	0	0							0	0.00%	0.00%
\$250,000 - 299,999	0	0	0	0	0	0							0	0.00%	0.00%
\$300,000 - 349,999	0	0	0	0	0	0							0	0.00%	0.00%
\$350,000 - 399,999	0	0	0	0	0	0							0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0							0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0							0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0							0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0							0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0							0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0	0							0	0.00%	0.00%
\$1,000,000 - and ove	0	0	0	0	0	0							0	0.00%	0.00%
<b>Current Year</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>8</b>	<b>13</b>							<b>72</b>		
Previous Year	8	4	12	14	16	14	15	14	8	14	8	13	140		
Change from last month		8.33%	0.00%	0.00%	-38.46%	62.50%									
<b>Change from last year</b>	<b>50.00%</b>	<b>225.00%</b>	<b>8.33%</b>	<b>-7.14%</b>	<b>-50.00%</b>	<b>-7.14%</b>									
<b>Current YTD</b>	12	25	38	51	59	72									
Previous YTD	8	12	24	38	54	68	83	97	105	119	127	140			
<b>% Change YTD</b>	<b>50.00%</b>	<b>108.33%</b>	<b>58.33%</b>	<b>34.21%</b>	<b>9.26%</b>	<b>5.88%</b>									



**East Polk County Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2010**  
**Sales by Price Range - Overall**

Price Range	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YTD Total	Curr Month	YTD
\$1 - 49,999	28	38	45	39	31	40							221	21.74%	23.17%
\$50,000 - 59,999	7	10	15	15	21	11							79	5.98%	8.28%
\$60,000 - 69,999	5	15	13	12	9	16							70	8.70%	7.34%
\$70,000 - 79,999	11	9	11	14	12	17							74	9.24%	7.76%
\$80,000 - 89,999	11	10	11	8	16	18							74	9.78%	7.76%
\$90,000 - 99,999	1	6	11	13	8	11							50	5.98%	5.24%
\$100,000 - 119,999	16	17	19	24	9	18							103	9.78%	10.80%
\$120,000 - 139,999	11	5	10	13	18	17							74	9.24%	7.76%
\$140,000 - 159,999	6	10	11	11	13	13							64	7.07%	6.71%
\$160,000 - 179,999	3	8	8	12	6	7							44	3.80%	4.61%
\$180,000 - 199,999	5	3	5	6	7	3							29	1.63%	3.04%
\$200,000 - 249,999	3	4	8	6	5	7							33	3.80%	3.46%
\$250,000 - 299,999	2	3	2	3	4	1							15	0.54%	1.57%
\$300,000 - 349,999	1	0	3	4	2	1							11	0.54%	1.15%
\$350,000 - 399,999	0	1	0	1	0	1							3	0.54%	0.31%
\$400,000 - 499,999	0	2	0	0	0	0							2	0.00%	0.21%
\$500,000 - 599,999	1	0	1	0	0	0							2	0.00%	0.21%
\$600,000 - 699,999	0	0	0	1	0	1							2	0.54%	0.21%
\$700,000 - 799,999	0	0	0	0	1	1							2	0.54%	0.21%
\$800,000 - 899,999	0	0	0	0	0	1							1	0.54%	0.10%
\$900,000 - 999,999	0	0	0	1	0	0							1	0.00%	0.10%
\$1,000,000 - and ove	0	0	0	0	0	0							0	0.00%	0.00%
<b>Current Year</b>	<b>111</b>	<b>141</b>	<b>173</b>	<b>183</b>	<b>162</b>	<b>184</b>							<b>954</b>		
Previous Year	109	123	155	179	172	152	159	152	133	184	150	144	1,812		
Change from last month		27.03%	22.70%	5.78%	-11.48%	13.58%									
<b>Change from last year</b>		<b>14.63%</b>	<b>11.61%</b>	<b>2.23%</b>	<b>-5.81%</b>	<b>21.05%</b>									
<b>Current YTD</b>	<b>111</b>	<b>252</b>	<b>425</b>	<b>608</b>	<b>770</b>	<b>954</b>									
Previous YTD	109	232	387	566	738	890	1,049	1,201	1,334	1,518	1,668	1,812			
<b>% Change YTD</b>	<b>1.83%</b>	<b>8.62%</b>	<b>9.82%</b>	<b>7.42%</b>	<b>4.34%</b>	<b>7.19%</b>									



**East Polk County Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2010**  
**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-10</b>	<b>Feb-10</b>	<b>Mar-10</b>	<b>Apr-10</b>	<b>May-10</b>	<b>Jun-10</b>	<b>Jul-10</b>	<b>Aug-10</b>	<b>Sep-10</b>	<b>Oct-10</b>	<b>Nov-10</b>	<b>Dec-10</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	3	8	6	2	5	3	0	0	0	0	0	0	<b>27</b>	1.63%	2.83%
2	25	37	43	42	20	30	0	0	0	0	0	0	<b>197</b>	16.30%	20.65%
3	53	65	78	95	96	89	0	0	0	0	0	0	<b>476</b>	48.37%	49.90%
4	24	29	39	38	36	53	0	0	0	0	0	0	<b>219</b>	28.80%	22.96%
5	6	1	5	5	4	7	0	0	0	0	0	0	<b>28</b>	3.80%	2.94%
6+	0	1	2	1	1	2	0	0	0	0	0	0	<b>7</b>	1.09%	0.73%
<b>Total</b>	<b>111</b>	<b>141</b>	<b>173</b>	<b>183</b>	<b>162</b>	<b>184</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>954</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-10</b>	<b>Feb-10</b>	<b>Mar-10</b>	<b>Apr-10</b>	<b>May-10</b>	<b>Jun-10</b>	<b>Jul-10</b>	<b>Aug-10</b>	<b>Sep-10</b>	<b>Oct-10</b>	<b>Nov-10</b>	<b>Dec-10</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	14	28	32	23	23	25	0	0	0	0	0	0	<b>145</b>	13.59%	15.20%
2	79	93	117	135	115	130	0	0	0	0	0	0	<b>669</b>	70.65%	70.13%
3	16	20	21	21	19	23	0	0	0	0	0	0	<b>120</b>	12.50%	12.58%
4	2	0	3	3	4	5	0	0	0	0	0	0	<b>17</b>	2.72%	1.78%
5	0	0	0	0	1	1	0	0	0	0	0	0	<b>2</b>	0.54%	0.21%
6+	0	0	0	1	0	0	0	0	0	0	0	0	<b>1</b>	0.00%	0.10%
<b>Total</b>	<b>111</b>	<b>141</b>	<b>173</b>	<b>183</b>	<b>162</b>	<b>184</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>954</b>	<b>100.00%</b>	<b>100.00%</b>



**East Polk County Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2010**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-10</b>	<b>Feb-10</b>	<b>Mar-10</b>	<b>Apr-10</b>	<b>May-10</b>	<b>Jun-10</b>	<b>Jul-10</b>	<b>Aug-10</b>	<b>Sep-10</b>	<b>Oct-10</b>	<b>Nov-10</b>	<b>Dec-10</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Home	83	104	138	153	137	155	0	0	0	0	0	0	<b>770</b>	84.24%	80.71%
Manufactured/Mobile I	5	13	13	7	9	5	0	0	0	0	0	0	<b>52</b>	2.72%	5.45%
Condominium	8	11	9	11	4	8	0	0	0	0	0	0	<b>51</b>	4.35%	5.35%
Manufactured	3	5	5	2	3	6	0	0	0	0	0	0	<b>24</b>	3.26%	2.52%
Manufactured/Mobile (	6	4	0	5	3	4	0	0	0	0	0	0	<b>22</b>	2.17%	2.31%
Townhouse	4	2	4	2	4	5	0	0	0	0	0	0	<b>21</b>	2.72%	2.20%
Half Duplex	0	1	0	2	1	1	0	0	0	0	0	0	<b>5</b>	0.54%	0.52%
Planned Unit Developm	1	1	1	1	0	0	0	0	0	0	0	0	<b>4</b>	0.00%	0.42%
Villa	1	0	1	0	1	0	0	0	0	0	0	0	<b>3</b>	0.00%	0.31%
Modular	0	0	2	0	0	0	0	0	0	0	0	0	<b>2</b>	0.00%	0.21%
Mobile With Single In	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
Mobile	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
Co-Op	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0.00%	0.00%
<b>Total</b>	<b>111</b>	<b>141</b>	<b>173</b>	<b>183</b>	<b>162</b>	<b>184</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>954</b>	<b>100.00%</b>	<b>100.00%</b>