

3-Year Comparison Report

Sell Date Start: 6/25/2012

Sell Date End: 6/24/2013

**% change
last year**

	2010/11	2011/12	2012/13	
Lakefront Homes				
Total Sold Transactions	533	643	657	2%
Total Sold Volume	\$160,500,049	\$185,886,293	\$188,064,083	1%
Average List Price	\$327,477	\$314,456	\$306,417	-3%
Average Sold Price	\$301,126	\$289,092	\$286,247	-1%
% of Avg. List Price vs. Avg. Sold Price	92.00%	91.90%	93.40%	2%
Average Days on Market	172	177	174	-2%
# of Foreclosure Sales	62	49	50	2%
All Homes not Lakefront				
Total Sold Transactions	612	630	737	15%
Total Sold Volume	\$64,452,016	\$65,739,115	\$88,074,059	25%
Average List Price	\$112,636	\$112,260	\$128,868	13%
Average Sold Price	\$105,314	\$104,348	\$119,503	13%
% of Avg. List Price vs. Avg. Sold Price	93.50%	93.00%	92.70%	0%
Average Days on Market	139	152	156	3%
# of Foreclosure Sales	246	210	208	-1%
Original Sale Condominiums				
Total Sold Transactions	63	52	54	4%
Total Sold Volume	\$13,360,342	\$9,869,515	\$11,840,987	17%
Average List Price	\$213,506	\$186,375	\$212,924	12%
Average Sold Price	\$212,069	\$189,798	\$219,278	13%
% of Avg. List Price vs. Avg. Sold Price	99.30%	101.80%	103.00%	1%
Average Days on Market	512	397	305	-23%
# of Foreclosure Sales	3	4	2	-50%
Resale Condominiums				
Total Sold Transactions	392	431	487	11%
Total Sold Volume	\$59,370,913	\$65,677,482	\$71,395,045	8%
Average List Price	\$161,301	\$161,730	\$154,030	-5%
Average Sold Price	\$151,456	\$152,384	\$146,602	-4%
% of Avg. List Price vs. Avg. Sold Price	93.90%	94.20%	95.20%	1%
Average Days on Market	173	173	164	-5%
# of Foreclosure Sales	47	36	27	-25%
Villas and Townhomes				
Total Sold Transactions	30	40	42	5%
Total Sold Volume	\$8,312,736	\$10,510,728	\$11,717,451	10%
Average List Price	\$300,339	\$279,621	\$290,879	4%
Average Sold Price	\$277,091	\$262,768	\$278,987	6%
% of Avg. List Price vs. Avg. Sold Price	92.30%	94.00%	95.90%	2%
Average Days on Market	209	183	188	3%
# of Foreclosure Sales	5	10	10	0%
Lakefront Lots and Land				
Total Sold Transactions	38	39	68	43%
Total Sold Volume	\$4,782,300	\$4,803,000	\$8,514,000	44%
Average List Price	\$157,115	\$155,217	\$151,127	-3%
Average Sold Price	\$125,850	\$123,154	\$125,206	2%
% of Avg. List Price vs. Avg. Sold Price	80.10%	79.30%	82.80%	4%
Average Days on Market	208	163	196	17%
# of Foreclosure Sales	4	8	11	27%

All Non-Lakefront Land				
Total Sold Transactions	108	100	153	35%
Total Sold Volume	\$4,388,827	\$3,984,050	\$5,920,933	33%
Average List Price	\$48,411	\$48,920	\$45,713	-7%
Average Sold Price	\$40,637	\$39,841	\$38,699	-3%
% of Avg. List Price vs. Avg. Sold Price	83.90%	81.40%	84.70%	4%
Average Days on Market	221	203	215	6%
# of Foreclosure Sales	14	11	12	8%
Commercial				
Total Sold Transactions	36	40	54	26%
Total Sold Volume	\$8,758,546	\$7,551,800	\$11,046,280	32%
Average List Price	\$279,917	\$230,534	\$249,930	8%
Average Sold Price	\$243,293	\$188,795	\$204,561	8%
% of Avg. List Price vs. Avg. Sold Price	86.90%	81.90%	81.80%	0%
Average Days on Market	212	344	230	-33%
# of Foreclosure Sales	9	10	22	55%
Farms				
Total Sold Transactions	7	18	21	14%
Total Sold Volume	\$1,187,150	\$4,273,200	\$6,651,475	36%
Average List Price	\$181,864	\$279,119	\$345,019	19%
Average Sold Price	\$169,593	\$237,400	\$316,737	25%
% of Avg. List Price vs. Avg. Sold Price	93.30%	85.10%	91.80%	7%
Average Days on Market	124	230	223	-3%
# of Foreclosure Sales	1	3	0	-100%
Totals				
Total Number of Transactions Sold	1,819	1,993	2,273	12%
Total Sold Volume	\$325,112,879	\$358,295,183	\$403,224,313	11%
Total Foreclosures Sold	391	341	342	0%