

2004 Residential Unit Sales

Combined Single Family/Condo

YTD Comparisons		YTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003 Units	18,912	Units	999	1,219	1,556	1,695	1,686	1,742	1,721	1,776	1,620	1,684	1,289	1,925
		% of YTD	5.3%	6.4%	8.2%	9.0%	8.9%	9.2%	9.1%	9.4%	8.6%	8.9%	6.8%	10.2%
2004 Units	20,564	Units	1,140	1,485	2,120	2,027	1,904	2,128	1,850	1,747	1,446	1,454	1,509	1,754
		% Change	14.1%	21.8%	36.2%	19.6%	12.9%	22.2%	7.5%	-1.6%	-10.7%	-13.7%	17.1%	-8.9%

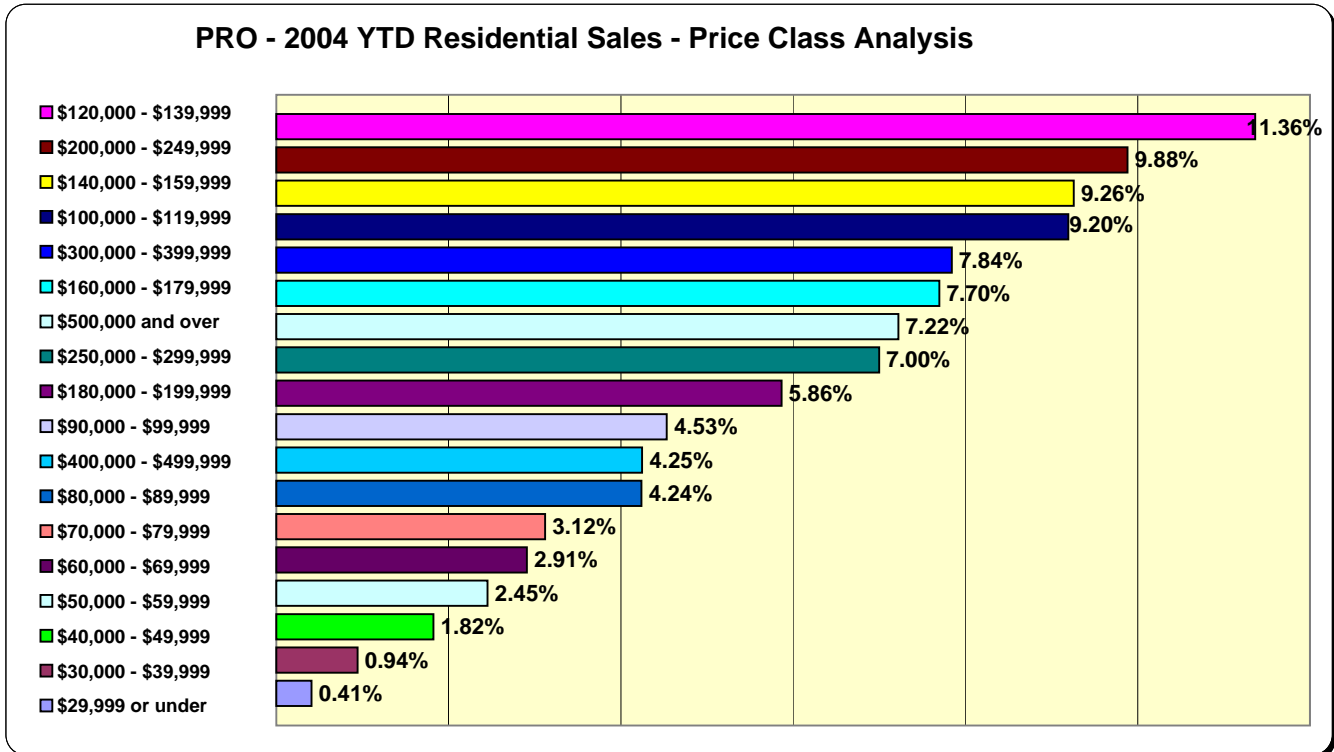
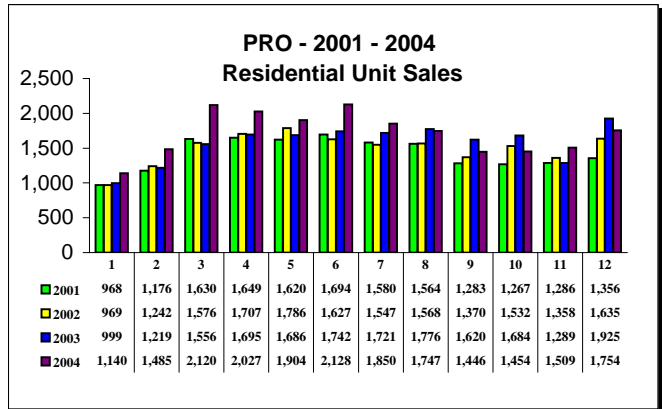
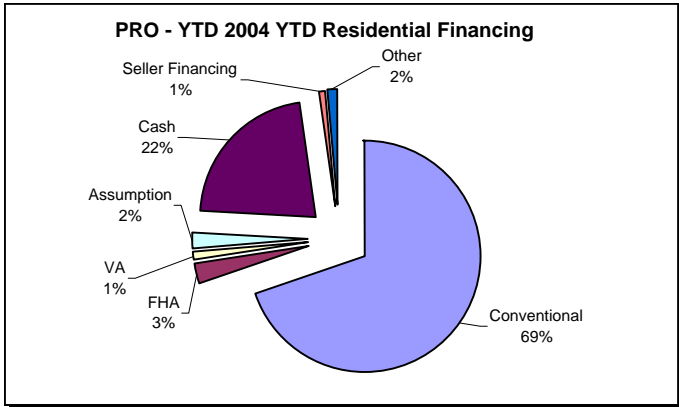
MTD Comparisons		MTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003 MTD	18,912	Units	999	2,218	3,774	5,469	7,155	8,897	10,618	12,394	14,014	15,698	16,987	18,912
2004 MTD	20,564	Units	1,140	2,625	4,745	6,772	8,676	10,804	12,654	14,401	15,847	17,301	18,810	20,564
		% Change 2004 MTD	14.1%	18.3%	25.7%	23.8%	21.3%	21.4%	19.2%	16.2%	13.1%	10.2%	10.7%	8.7%

Residential Sales

Price Class	YTD Total	% of YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
\$29,999 or under	84	0.41%	11	13	14	6	7	8	3	6	3	5	4	4
\$30,000 - \$39,999	194	0.94%	15	26	25	28	19	14	22	11	14	8	4	8
\$40,000 - \$49,999	375	1.82%	31	39	54	58	42	35	24	20	16	23	14	19
\$50,000 - \$59,999	504	2.45%	34	45	66	60	50	54	25	34	32	34	32	38
\$60,000 - \$69,999	598	2.91%	45	57	59	69	50	56	43	59	44	46	30	40
\$70,000 - \$79,999	642	3.12%	57	56	76	77	68	55	46	44	32	43	39	49
\$80,000 - \$89,999	872	4.24%	68	93	115	90	76	77	84	70	48	47	46	58
\$90,000 - \$99,999	932	4.53%	50	87	117	99	94	80	90	86	48	55	66	60
\$100,000 - \$119,999	1,891	9.20%	113	150	222	205	170	179	148	154	112	149	130	159
\$120,000 - \$139,999	2,337	11.36%	123	181	250	210	216	234	216	202	158	154	189	204
\$140,000 - \$159,999	1,904	9.26%	93	131	185	181	162	207	175	150	136	134	153	197
\$160,000 - \$179,999	1,583	7.70%	72	86	149	133	136	160	161	149	117	123	139	158
\$180,000 - \$199,999	1,206	5.86%	56	91	115	113	125	125	109	99	92	95	78	108
\$200,000 - \$249,999	2,032	9.88%	121	111	219	180	186	208	197	179	145	150	156	180
\$250,000 - \$299,999	1,439	7.00%	71	83	117	137	134	161	147	118	122	93	123	133
\$300,000 - \$399,999	1,613	7.84%	91	112	150	160	155	177	146	155	113	108	118	128
\$400,000 - \$499,999	873	4.25%	35	49	71	91	95	110	79	77	61	63	74	68
\$500,000 and over	1,485	7.22%	54	75	116	130	119	188	135	134	153	124	114	143
2004 Total	20,564		1,140	1,485	2,120	2,027	1,904	2,128	1,850	1,747	1,446	1,454	1,509	1,754

Financing	YTD Total	% of YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Conventional	14,264	69.66%	767	1,019	1,485	1,414	1,368	1,515	1,332	1,241	1,010	999	971	1,143
FHA	597	2.92%	34	60	92	72	49	55	46	45	37	29	45	33
VA	189	0.92%	14	12	19	20	25	15	12	21	13	12	17	9
Assumption	486	2.37%	34	32	38	30	46	54	51	40	41	32	40	48
Cash	4,511	22.03%	276	333	468	460	389	453	380	373	319	301	362	397
Seller Financing	120	0.59%	6	12	8	11	16	8	10	9	12	7	9	12
Other	310	1.51%	9	16	9	20	11	28	19	15	14	74	65	30
2004 Total*	20,477													

*Multiple selections allowed in MLS database



Pinellas Realtor Organization - PRO

Data reported here represents the combined Single Family and Condominium/Co-op Sales. The reported sales for the former Greater Clearwater Association of REALTORS (GCAR) and the St Petersburg Suncoast Association of REALTORS (SSAR) have been combined and averages calculated where appropriate for trend comparisons.

Reported sales are dependent upon timeliness of sales and totality of information reported by participants. The data reflects only the sales published through the Pinellas Realtor Organization MLS and does not include all sales in the reported areas. Neither PRO nor the MLS is in any way responsible for its accuracy.