



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS® INC.

## COMPARABLE SALES ANALYSIS 2004 - 2009

(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)  
TOTAL MONTH BY MONTH

	2004				2005				2006				2007				2008				2009			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	1,598	1,197	545.6	74.9	1,678	1,292	689.1	77.0	2346	895	560.0	38.2	2595	882	594.2	34	2935	574	329.3	19.6	2084	964	357.7	46.3
FEB	1,615	1,187	525.2	73.5	1,578	1,254	657.5	79.5	2373	971	602.1	40.9	2421	893	581.8	36.9	2633	654	409.7	24.8	1178	876	330.5	49.4
MAR	2,092	1,660	825.3	79.3	1,993	1,763	972.3	88.5	2818	1487	976.8	52.8	3521	1318	848.1	37.4	2878	792	429.0	27.5	2004	1,148	428.6	57.3
APR	2,163	1,643	875.2	76.0	2,160	1,772	998.2	79.7	2465	1441	911.4	58.5	3205	761	519.6	23.7	2949	983	538.1	33.3	1956	1275	487.5	65.2
MAY	2,655	1,654	882.3	62.3	2,134	1,676	1,018.2	78.5	3185	1434	903.9	45.0	3493	1151	804.7	33	2629	1165	626.4	44.3	1,865	1,300	530.1	69.7
JUNE	3,183	1,713	928.8	53.8	2,504	1,853	1,130	74.0	3111	1407	948.7	45.2	3163	1234	870	39	1549	1182	616.7	43.2				
JUL	2,997	1,842	962.5	61.5	2,397	1780	1,132	74.3	2899	1322	825.1	45.6	3247	1157	839.7	35.6	2731	1263	672.9	46.2				
AUG	2,857	1,799	916.6	63.0	2,764	1,830	1,166	66.2	3097	1296	816.4	41.8	3480	1057	767.0	30.4	2518	1181	594.7	46.9				
SEPT	2,385	1,677	863.5	70.3	2,675	1,757	1,110	65.7	2807	1284	783.8	45.7	2753	736	506.3	26.7	2423	1181	533.4	48.7				
OCT	2,918	1,688	877.1	57.8	2,416	1,529	964.2	63.3	2682	1194	756.7	44.5	2925	666	444.2	22.8	2389	1321	601.7	55.3				
NOV	1598	1647	836.5	103.1	2,131	1,510	956.8	70.9	1943	1195	756.6	61.5	2342	701	438.4	29.9	1770	1121	470.9	63.3				
DEC	1094	1728	918.4	158.0	1252	1354	869.9	108.1	1355	1263	812.3	93.2	1691	710	440.1	42	1483	1241	497.5	83.7				
<b>TOTAL</b>	27,155	19,435	9,957	71.6	25,682	19,020	11,486.7	75.4	31,081	15,189	9,653	48.9	34,836	11,266	7,654.1	32.6	28,887	12,658	6,320.3	44.7				
<b>AVG. SALE PRICE</b>	<b>\$512,323</b>				<b>\$603,927</b>				<b>\$635,578</b>				<b>\$679,398</b>				<b>\$499,313</b>							