



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS® INC.

## COMPARABLE SALES ANALYSIS 2003 - 2008

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

	2003				2004				2005				2006				2007				2008			
	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
<b>JAN</b>	2,234	1,243	456.9	55.6	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
<b>FEB</b>	1,964	1,167	406.1	59.4	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				
<b>MAR</b>	2,171	1,676	618.6	77.2	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				
<b>APR</b>	2,166	1,776	703.1	82.0	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				
<b>MAY</b>	2,122	1,793	720.2	84.5	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				
<b>JUNE</b>	2,115	1,723	716.0	81.5	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				
<b>JUL</b>	2,262	1,834	786.3	81.1	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				
<b>AUG</b>	2,213	1,863	811.1	84.2	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				
<b>SEPT</b>	2,179	1,748	760.6	80.2	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				
<b>OCT</b>	1,961	1,842	742.4	90.0	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				
<b>NOV</b>	1,347	1,617	690.0	120.0	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				
<b>DEC</b>	1,038	1,714	771.4	165.1	1094	1728	918.4	158.0	1252	1354	869.9	108.1	1355	1263	812.3	93.2	1691	710	440.1	42				
<b>TOTAL</b>	23,772	19,918	8182.7	88.4	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				
<b>AVG. SALE PRIC</b>	<b>\$410,819</b>				<b>\$512,323</b>				<b>\$603,927</b>				<b>\$635,578</b>				<b>\$679,398</b>							