



Realtors® Association of Lake & Sumter

Four Year Sales and Inventory History 2012 - 2016

Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
01-DEC-12	413	153,607	146,455	95%	117	3,911	9.5
01-JAN-13	371	141,300	133,463	94%	138	3,892	10.5
01-FEB-13	398	138,764	130,966	94%	129	3,833	9.6
01-MAR-13	533	161,876	153,597	95%	114	3,712	7.0
01-APR-13	556	151,773	143,444	95%	120	3,603	6.5
01-MAY-13	591	160,245	152,024	95%	113	3,539	6.0
01-JUN-13	508	164,738	157,601	96%	106	3,556	7.0
01-JUL-13	502	165,332	158,155	96%	97	3,625	7.2
01-AUG-13	502	156,936	150,422	96%	95	3,678	7.3
01-SEP-13	417	167,046	159,129	95%	115	3,799	9.1
01-OCT-13	438	167,012	159,199	95%	97	3,862	8.8
01-NOV-13	448	151,284	144,981	96%	88	3,815	8.5
01-DEC-13	506	160,716	153,607	96%	93	3,797	7.5
01-JAN-14	370	152,827	144,202	94%	105	3,736	10.1
01-FEB-14	390	156,189	148,986	95%	93	3,687	9.5
01-MAR-14	519	154,136	147,453	96%	99	3,593	6.9
01-APR-14	506	161,760	153,982	95%	97	3,433	6.8
01-MAY-14	569	167,184	159,634	95%	105	3,178	5.6
01-JUN-14	537	173,064	165,150	95%	91	3,086	5.7
01-JUL-14	517	166,146	159,214	96%	98	3,115	6.0
01-AUG-14	494	164,974	157,958	96%	96	3,136	6.3
01-SEP-14	501	167,345	160,014	96%	84	3,209	6.4
01-OCT-14	511	166,251	159,773	96%	89	3,286	6.4
01-NOV-14	438	171,379	163,126	95%	89	3,267	7.5
01-DEC-14	581	177,802	170,856	96%	83	3,230	5.6
01-JAN-15	439	169,648	161,458	95%	106	3,215	7.3
01-FEB-15	523	164,713	157,481	96%	93	3,086	5.9
01-MAR-15	675	175,968	169,307	96%	97	3,005	4.5
01-APR-15	641	170,890	164,164	96%	88	3,024	4.7
01-MAY-15	609	180,014	173,162	96%	92	2,988	4.9
01-JUN-15	683	185,402	178,154	96%	79	2,905	4.3
01-JUL-15	716	182,557	176,394	97%	77	2,880	4.0
01-AUG-15	587	180,599	173,232	96%	76	2,841	4.8
01-SEP-15	634	180,807	173,939	96%	82	2,838	4.5
01-OCT-15	575	176,105	169,772	96%	76	2,874	5.0
01-NOV-15	478	175,717	169,318	96%	78	2,929	6.1
01-DEC-15	602	188,754	181,042	96%	71	2,912	4.8
01-JAN-16	438	197,719	187,313	95%	86	2,923	6.7
01-FEB-16	539	178,202	171,702	96%	82	2,935	5.4
01-MAR-16	683	185,455	178,765	96%	82	2,847	4.2
01-APR-16	699	194,390	186,752	96%	77	2,780	4.0
01-MAY-16	701	199,691	193,001	97%	78	2,671	3.8
01-JUN-16	718	199,102	192,107	96%	74	2,640	3.7
01-JUL-16	674	206,232	198,926	96%	71	2,532	3.8
01-AUG-16	680	204,539	197,085	96%	72	2,598	3.8
01-SEP-16	630	197,638	191,127	97%	71	2,623	4.2
01-OCT-16	574	198,446	192,090	97%	66	2,618	4.6
01-NOV-16	556	200,976	192,676	96%	76	2,501	4.5