



**Realtors® Association of Lake & Sumter  
Monthly Sales Trend Indicator  
2016**

**Sales by Price Range - Single Family Homes & Villa's**

Price Range	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	YTD Total	Curr Month	YTD
\$1 - 49,999	17	19	14	15	15	14	7	16	10	15	9		<b>151</b>	1.94%	2.58%
\$50,000 - 59,999	7	11	11	9	7	9	2	5	4	3	8		<b>76</b>	1.72%	1.30%
\$60,000 - 69,999	7	4	10	10	8	7	9	8	7	8	6		<b>84</b>	1.29%	1.44%
\$70,000 - 79,999	3	8	10	10	5	12	9	11	9	8	5		<b>90</b>	1.08%	1.54%
\$80,000 - 89,999	10	12	14	9	9	6	8	5	11	5	9		<b>98</b>	1.94%	1.67%
\$90,000 - 99,999	14	12	11	10	10	16	7	8	10	6	9		<b>113</b>	1.94%	1.93%
\$100,000 - 119,999	21	27	47	36	32	25	30	30	18	33	15		<b>314</b>	3.23%	5.36%
\$120,000 - 139,999	24	42	45	55	57	50	59	51	29	42	34		<b>488</b>	7.33%	8.34%
\$140,000 - 159,999	43	54	73	71	62	60	54	46	59	46	54		<b>622</b>	11.64%	10.63%
\$160,000 - 179,999	37	50	65	86	75	80	78	86	78	60	59		<b>754</b>	12.72%	12.88%
\$180,000 - 199,999	30	37	50	50	61	64	56	60	61	53	37		<b>559</b>	7.97%	9.55%
\$200,000 - 249,999	61	80	93	98	114	114	99	119	105	78	102		<b>1,063</b>	21.98%	18.16%
\$250,000 - 299,999	36	37	50	61	76	79	72	74	56	67	48		<b>656</b>	10.34%	11.21%
\$300,000 - 349,999	22	29	26	30	24	35	43	23	26	20	32		<b>310</b>	6.90%	5.30%
\$350,000 - 399,999	8	15	17	10	17	26	18	15	15	18	15		<b>174</b>	3.23%	2.97%
\$400,000 - 499,999	6	4	13	22	15	10	14	23	13	20	16		<b>156</b>	3.45%	2.67%
\$500,000 - 599,999	5	3	6	7	10	3	11	10	9	3	2		<b>69</b>	0.43%	1.18%
\$600,000 - 699,999	2	3	4	2	5	2	2	2	4	6	2		<b>34</b>	0.43%	0.58%
\$700,000 - 799,999	0	0	3	2	2	2	2	1	2	1	1		<b>16</b>	0.22%	0.27%
\$800,000 - 899,999	0	1	0	2	2	0	1	2	1	0	0		<b>9</b>	0.00%	0.15%
\$900,000 - 999,999	1	0	2	0	0	0	0	1	0	0	0		<b>4</b>	0.00%	0.07%
\$1,000,000 - and over	4	1	0	2	1	3	1	0	0	0	1		<b>13</b>	0.22%	0.22%
<b>Current Year</b>	<b>358</b>	<b>449</b>	<b>564</b>	<b>597</b>	<b>607</b>	<b>617</b>	<b>582</b>	<b>596</b>	<b>527</b>	<b>492</b>	<b>464</b>		<b>5,853</b>		
Previous Year	351	435	562	539	515	576	621	498	542	481	407		5,527		
Change from last month		25.42%	25.61%	5.85%	1.68%	1.65%	-5.67%	2.41%	-11.58%	-6.64%	-5.69%				
<b>Change from last year</b>	<b>1.99%</b>	<b>3.22%</b>	<b>0.36%</b>	<b>10.76%</b>	<b>17.86%</b>	<b>7.12%</b>	<b>-6.28%</b>	<b>19.68%</b>	<b>-2.77%</b>	<b>2.29%</b>	<b>14.00%</b>				
<b>Current YTD</b>	<b>358</b>	<b>807</b>	<b>1,371</b>	<b>1,968</b>	<b>2,575</b>	<b>3,192</b>	<b>3,774</b>	<b>4,370</b>	<b>4,897</b>	<b>5,389</b>	<b>5,853</b>				
Previous YTD	351	786	1,348	1,887	2,402	2,978	3,599	4,097	4,639	5,120	5,527	5,527			
<b>% Change YTD</b>	<b>1.99%</b>	<b>2.67%</b>	<b>1.71%</b>	<b>4.29%</b>	<b>7.20%</b>	<b>7.19%</b>	<b>4.86%</b>	<b>6.66%</b>	<b>5.56%</b>	<b>5.25%</b>	<b>5.90%</b>				



## Realtors® Association of Lake & Sumter Monthly Sales Trend Indicator 2016

### Sales by Price Range - Condominiums, Townhouses and Co-Op's

Price Range	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	YTD Total	Curr Month	YTD
\$1 - 49,999	4	3	4	2	4	5	4	4	0	0	3		<b>33</b>	12.00%	11.46%
\$50,000 - 59,999	3	2	1	1	0	1	1	1	5	0	0		<b>15</b>	0.00%	5.21%
\$60,000 - 69,999	1	0	2	3	2	1	2	2	3	4	1		<b>21</b>	4.00%	7.29%
\$70,000 - 79,999	2	0	1	0	3	2	4	1	1	1	2		<b>17</b>	8.00%	5.90%
\$80,000 - 89,999	2	2	1	3	2	3	2	0	3	1	1		<b>20</b>	4.00%	6.94%
\$90,000 - 99,999	2	1	0	0	2	1	0	0	0	0	3		<b>9</b>	12.00%	3.13%
\$100,000 - 119,999	3	2	4	3	2	2	3	3	3	4	4		<b>33</b>	16.00%	11.46%
\$120,000 - 139,999	3	4	2	3	2	3	3	2	10	3	3		<b>38</b>	12.00%	13.19%
\$140,000 - 159,999	1	1	5	4	1	3	3	4	1	1	3		<b>27</b>	12.00%	9.38%
\$160,000 - 179,999	0	1	2	2	5	4	4	2	3	0	2		<b>25</b>	8.00%	8.68%
\$180,000 - 199,999	2	0	2	1	3	2	3	2	4	6	0		<b>25</b>	0.00%	8.68%
\$200,000 - 249,999	0	0	1	3	2	2	3	2	2	3	0		<b>18</b>	0.00%	6.25%
\$250,000 - 299,999	0	0	0	0	0	1	0	0	0	0	2		<b>3</b>	8.00%	1.04%
\$300,000 - 349,999	1	0	0	0	0	2	0	0	0	0	1		<b>4</b>	4.00%	1.39%
\$350,000 - 399,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0		<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>24</b>	<b>16</b>	<b>25</b>	<b>25</b>	<b>28</b>	<b>32</b>	<b>32</b>	<b>23</b>	<b>35</b>	<b>23</b>	<b>25</b>		<b>288</b>		
Previous Year	27	21	28	30	32	28	25	32	23	30	14		290		
Change from last month		-33.33%	56.25%	0.00%	12.00%	14.29%	0.00%	-28.13%	52.17%	-34.29%	8.70%				
<b>Change from last year</b>	<b>-11.11%</b>	<b>-23.81%</b>	<b>-10.71%</b>	<b>-16.67%</b>	<b>-12.50%</b>	<b>14.29%</b>	<b>28.00%</b>	<b>-28.13%</b>	<b>52.17%</b>	<b>-23.33%</b>	<b>78.57%</b>				
<b>Current YTD</b>	24	40	65	90	118	150	182	205	240	263	288				
Previous YTD	27	48	76	106	138	166	191	223	246	276	290	290			
<b>% Change YTD</b>	<b>-11.11%</b>	<b>-16.67%</b>	<b>-14.47%</b>	<b>-15.09%</b>	<b>-14.49%</b>	<b>-9.64%</b>	<b>-4.71%</b>	<b>-8.07%</b>	<b>-2.44%</b>	<b>-4.71%</b>	<b>-0.69%</b>				



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**Sales by Price Range - Overall**

Price Range	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	YTD Total	Curr Month	YTD
\$1 - 49,999	44	53	51	45	34	35	25	38	29	34	35		<b>423</b>	6.29%	6.14%
\$50,000 - 59,999	15	23	24	17	16	16	13	9	14	5	16		<b>168</b>	2.88%	2.44%
\$60,000 - 69,999	13	12	22	20	17	17	16	19	20	16	13		<b>185</b>	2.34%	2.68%
\$70,000 - 79,999	7	12	17	22	16	23	17	19	18	19	11		<b>181</b>	1.98%	2.63%
\$80,000 - 89,999	12	21	20	17	17	14	15	8	17	12	13		<b>166</b>	2.34%	2.41%
\$90,000 - 99,999	19	14	15	16	19	25	13	10	16	7	15		<b>169</b>	2.70%	2.45%
\$100,000 - 119,999	30	35	55	43	43	32	37	41	26	43	28		<b>413</b>	5.04%	5.99%
\$120,000 - 139,999	32	50	54	64	62	60	67	58	44	50	41		<b>582</b>	7.37%	8.44%
\$140,000 - 159,999	48	57	83	77	64	65	60	52	62	50	61		<b>679</b>	10.97%	9.85%
\$160,000 - 179,999	38	52	72	88	81	85	82	89	82	61	63		<b>793</b>	11.33%	11.51%
\$180,000 - 199,999	32	37	54	51	64	66	60	64	67	61	38		<b>594</b>	6.83%	8.62%
\$200,000 - 249,999	63	80	95	101	116	117	105	121	109	81	102		<b>1,090</b>	18.35%	15.82%
\$250,000 - 299,999	36	37	50	61	76	80	72	74	56	67	50		<b>659</b>	8.99%	9.56%
\$300,000 - 349,999	23	29	26	30	24	37	43	23	26	20	33		<b>314</b>	5.94%	4.56%
\$350,000 - 399,999	8	15	17	10	17	26	18	15	15	18	15		<b>174</b>	2.70%	2.52%
\$400,000 - 499,999	6	4	13	22	15	10	14	24	13	20	16		<b>157</b>	2.88%	2.28%
\$500,000 - 599,999	5	3	6	7	10	3	11	10	9	3	2		<b>69</b>	0.36%	1.00%
\$600,000 - 699,999	2	3	4	2	5	2	2	2	4	6	2		<b>34</b>	0.36%	0.49%
\$700,000 - 799,999	0	0	3	2	2	2	2	1	2	1	1		<b>16</b>	0.18%	0.23%
\$800,000 - 899,999	0	1	0	2	2	0	1	2	1	0	0		<b>9</b>	0.00%	0.13%
\$900,000 - 999,999	1	0	2	0	0	0	0	1	0	0	0		<b>4</b>	0.00%	0.06%
\$1,000,000 - and over	4	1	0	2	1	3	1	0	0	0	1		<b>13</b>	0.18%	0.19%
<b>Current Year</b>	<b>438</b>	<b>539</b>	<b>683</b>	<b>699</b>	<b>701</b>	<b>718</b>	<b>674</b>	<b>680</b>	<b>630</b>	<b>574</b>	<b>556</b>		<b>6,892</b>		
Previous Year	439	523	675	641	609	683	716	587	634	575	478		6,560		
Change from last month		23.06%	26.72%	2.34%	0.29%	2.43%	-6.13%	0.89%	-7.35%	-8.89%	-3.14%				
<b>Change from last year</b>		<b>3.06%</b>	<b>1.19%</b>	<b>9.05%</b>	<b>15.11%</b>	<b>5.12%</b>	<b>-5.87%</b>	<b>15.84%</b>	<b>-0.63%</b>	<b>-0.17%</b>	<b>16.32%</b>				
<b>Current YTD</b>	<b>438</b>	<b>977</b>	<b>1,660</b>	<b>2,359</b>	<b>3,060</b>	<b>3,778</b>	<b>4,452</b>	<b>5,132</b>	<b>5,762</b>	<b>6,336</b>	<b>6,892</b>				
Previous YTD	439	962	1,637	2,278	2,887	3,570	4,286	4,873	5,507	6,082	6,560	6,560			
<b>% Change YTD</b>	<b>-0.23%</b>	<b>1.56%</b>	<b>1.41%</b>	<b>3.56%</b>	<b>5.99%</b>	<b>5.83%</b>	<b>3.87%</b>	<b>5.32%</b>	<b>4.63%</b>	<b>4.18%</b>	<b>5.06%</b>				



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2016**

**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-16</b>	<b>Feb-16</b>	<b>Mar-16</b>	<b>Apr-16</b>	<b>May-16</b>	<b>Jun-16</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>	<b>Nov-16</b>	<b>Dec-16</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
0	0	0	0	0	0	0	1	0	0	0	0	0	<b>1</b>	0.00%	0.01%
1	4	1	4	4	3	7	3	7	3	4	2	0	<b>42</b>	0.36%	0.61%
2	109	157	207	183	180	183	171	173	177	144	158	0	<b>1,842</b>	28.42%	26.73%
3	217	290	356	380	370	378	339	356	345	313	280	0	<b>3,624</b>	50.36%	52.58%
4	83	84	94	104	123	127	129	129	86	84	98	0	<b>1,141</b>	17.63%	16.56%
5	23	5	19	24	20	23	25	10	14	19	14	0	<b>196</b>	2.52%	2.84%
6+	2	2	3	4	5	0	6	5	5	10	4	0	<b>46</b>	0.72%	0.67%
<b>Total</b>	<b>438</b>	<b>539</b>	<b>683</b>	<b>699</b>	<b>701</b>	<b>718</b>	<b>674</b>	<b>680</b>	<b>630</b>	<b>574</b>	<b>556</b>	<b>0</b>	<b>6,892</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-16</b>	<b>Feb-16</b>	<b>Mar-16</b>	<b>Apr-16</b>	<b>May-16</b>	<b>Jun-16</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>	<b>Nov-16</b>	<b>Dec-16</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	30	51	59	49	48	60	36	57	45	48	42	0	<b>525</b>	7.55%	7.62%
2	333	432	546	568	555	562	540	535	509	446	447	0	<b>5,473</b>	80.40%	79.41%
3	61	46	68	70	83	81	80	76	66	63	60	0	<b>754</b>	10.79%	10.94%
4	9	10	8	11	11	14	16	11	7	12	6	0	<b>115</b>	1.08%	1.67%
5	3	0	1	0	4	1	2	1	3	0	1	0	<b>16</b>	0.18%	0.23%
6+	2	0	1	1	0	0	0	0	0	5	0	0	<b>9</b>	0.00%	0.13%
<b>Total</b>	<b>438</b>	<b>539</b>	<b>683</b>	<b>699</b>	<b>701</b>	<b>718</b>	<b>674</b>	<b>680</b>	<b>630</b>	<b>574</b>	<b>556</b>	<b>0</b>	<b>6,892</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
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**2016**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-16</b>	<b>Feb-16</b>	<b>Mar-16</b>	<b>Apr-16</b>	<b>May-16</b>	<b>Jun-16</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>	<b>Nov-16</b>	<b>Dec-16</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Home	336	430	532	570	579	584	555	567	506	464	440		<b>5,563</b>	79.14%	80.72%
Manufactured/Mobile Home	54	73	91	75	65	69	58	59	65	56	66		<b>731</b>	11.87%	10.61%
Villa	22	19	32	27	28	33	27	29	21	28	24		<b>290</b>	4.32%	4.21%
Condominium	15	10	13	15	17	16	20	12	24	8	12		<b>162</b>	2.16%	2.35%
Townhouse	7	6	12	10	11	16	12	11	10	15	13		<b>123</b>	2.34%	1.78%
Modular	2	1	3	1	0	0	1	1	1	0	1		<b>11</b>	0.18%	0.16%
Half Duplex	0	0	0	1	1	0	1	1	2	3	0		<b>9</b>	0.00%	0.13%
Co-Op	2	0	0	0	0	0	0	0	1	0	0		<b>3</b>	0.00%	0.04%
<b>Total</b>	<b>438</b>	<b>539</b>	<b>683</b>	<b>699</b>	<b>701</b>	<b>718</b>	<b>674</b>	<b>680</b>	<b>630</b>	<b>574</b>	<b>556</b>	<b>0</b>	<b>6,892</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - November 1 to November 30, 2016

Price Range	Sold Units	Market Share	Average List	Average Sale	% List to Sell	Avg DOM	Inventory on Market	Months Supply
			Price	Price				
\$1 - 49,999	35	6.29%	40,733	34,882	86.00%	116	78	2.2
\$50,000 - 59,999	16	2.88%	59,600	54,339	91.00%	57	50	3.1
\$60,000 - 69,999	13	2.34%	72,554	64,642	89.00%	199	75	5.8
\$70,000 - 79,999	11	1.98%	83,709	74,352	89.00%	108	62	5.6
\$80,000 - 89,999	13	2.34%	96,076	83,885	87.00%	89	54	4.2
\$90,000 - 99,999	15	2.70%	100,740	94,810	94.00%	104	36	2.4
\$100,000 - 119,999	28	5.04%	113,496	109,332	96.00%	57	80	2.9
\$120,000 - 139,999	41	7.37%	135,286	128,857	95.00%	60	150	3.7
\$140,000 - 159,999	61	10.97%	157,320	150,400	96.00%	73	148	2.4
\$160,000 - 179,999	63	11.33%	175,052	170,153	97.00%	71	162	2.6
\$180,000 - 199,999	38	6.83%	195,764	189,456	97.00%	80	205	5.4
\$200,000 - 249,999	102	18.35%	227,922	222,733	98.00%	58	433	4.3
\$250,000 - 299,999	50	8.99%	280,630	272,447	97.00%	67	317	6.3
\$300,000 - 349,999	33	5.94%	323,709	314,120	97.00%	53	167	5.1
\$350,000 - 399,999	15	2.70%	382,064	374,847	98.00%	59	130	8.7
\$400,000 - 499,999	16	2.88%	456,238	430,957	94.00%	119	159	9.9
\$500,000 - 599,999	2	0.36%	569,750	557,500	98.00%	17	51	25.5
\$600,000 - 699,999	2	0.36%	644,500	644,500	100.00%	115	36	18.0
\$700,000 - 799,999	1	0.18%	729,900	700,000	96.00%	46	29	29.0
\$800,000 - 899,999	0	0.00%	0	0	0.00%		18	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		15	
\$1,000,000 - and over	1	0.18%	3,800,000	3,100,000	82.00%	654	46	46.0
<b>Totals</b>	<b>556</b>	<b>100.00%</b>	<b>200,976</b>	<b>192,676</b>	<b>96.00%</b>	<b>76</b>	<b>2,501</b>	<b>4.5</b>

This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants. The data reflects only The sales published through My Florida Regional MLS and does not include all sales in The Reported areas. Neither The Association/Board nor The MFRMLS is in any way responsible for its accuracy.