



**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	15	166	2.88%	2.61%
\$50,000 - 59,999	7	11	11	9	7	9	2	5	4	3	8	2	78	0.38%	1.23%
\$60,000 - 69,999	7	4	10	10	8	7	9	8	7	8	6	2	86	0.38%	1.35%
\$70,000 - 79,999	3	8	10	10	5	12	9	11	9	8	5	11	101	2.11%	1.59%
\$80,000 - 89,999	10	12	14	9	9	6	8	5	11	5	9	10	108	1.92%	1.70%
\$90,000 - 99,999	14	12	11	10	10	16	7	8	10	6	9	7	120	1.34%	1.89%
\$100,000 - 119,999	21	27	47	36	32	25	30	30	18	33	15	27	341	5.18%	5.36%
\$120,000 - 139,999	24	42	45	55	57	50	59	51	29	42	34	50	538	9.60%	8.45%
\$140,000 - 159,999	43	54	73	71	62	60	54	46	59	46	54	52	674	9.98%	10.59%
\$160,000 - 179,999	37	50	65	86	75	80	78	86	78	60	59	56	810	10.75%	12.73%
\$180,000 - 199,999	30	37	50	50	60	64	56	60	61	53	37	60	618	11.52%	9.71%
\$200,000 - 249,999	61	80	93	98	114	114	99	118	105	77	100	105	1,164	20.15%	18.29%
\$250,000 - 299,999	36	37	50	61	76	79	72	73	55	67	47	57	710	10.94%	11.16%
\$300,000 - 349,999	22	29	26	30	24	35	43	23	26	20	31	28	337	5.37%	5.30%
\$350,000 - 399,999	8	15	17	10	17	26	17	15	15	18	15	12	185	2.30%	2.91%
\$400,000 - 499,999	6	4	13	22	15	10	14	23	13	20	16	15	171	2.88%	2.69%
\$500,000 - 599,999	5	3	6	7	10	3	11	10	9	3	2	4	73	0.77%	1.15%
\$600,000 - 699,999	2	3	4	2	5	2	2	2	4	6	2	2	36	0.38%	0.57%
\$700,000 - 799,999	0	0	3	2	2	2	2	1	2	1	1	3	19	0.58%	0.30%
\$800,000 - 899,999	0	1	0	2	2	0	1	2	1	0	0	1	10	0.19%	0.16%
\$900,000 - 999,999	1	0	2	0	0	0	0	1	0	0	0	1	5	0.19%	0.08%
\$1,000,000 - and over	4	1	0	2	1	3	1	0	0	0	1	1	14	0.19%	0.22%
Current Year	358	449	564	597	606	617	581	594	526	491	460	521	6,364		
Previous Year	351	435	562	539	515	576	621	498	542	481	407	505	6,032		
Change from last month		25.42%	25.61%	5.85%	1.51%	1.82%	-5.83%	2.24%	-11.45%	-6.65%	-6.31%	13.26%			
Change from last year	1.99%	3.22%	0.36%	10.76%	17.67%	7.12%	-6.44%	19.28%	-2.95%	2.08%	13.02%	3.17%			
Current YTD	358	807	1,371	1,968	2,574	3,191	3,772	4,366	4,892	5,383	5,843	6,364			
Previous YTD	351	786	1,348	1,887	2,402	2,978	3,599	4,097	4,639	5,120	5,527	6,032			
% Change YTD	1.99%	2.67%	1.71%	4.29%	7.16%	7.15%	4.81%	6.57%	5.45%	5.14%	5.72%	5.50%			



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	3	36	9.68%	11.29%
\$50,000 - 59,999	3	2	1	1	0	1	1	1	5	0	0	2	17	6.45%	5.33%
\$60,000 - 69,999	1	0	2	3	2	1	2	2	3	4	1	4	25	12.90%	7.84%
\$70,000 - 79,999	2	0	1	0	3	2	4	1	1	1	2	1	18	3.23%	5.64%
\$80,000 - 89,999	2	2	1	3	2	3	2	0	3	1	1	3	23	9.68%	7.21%
\$90,000 - 99,999	2	1	0	0	2	1	0	0	0	0	3	2	11	6.45%	3.45%
\$100,000 - 119,999	3	2	4	3	2	2	3	3	3	4	4	3	36	9.68%	11.29%
\$120,000 - 139,999	3	4	2	3	2	3	3	2	10	3	3	2	40	6.45%	12.54%
\$140,000 - 159,999	1	1	5	4	1	3	3	4	1	1	3	3	30	9.68%	9.40%
\$160,000 - 179,999	0	1	2	2	5	4	4	2	3	0	2	4	29	12.90%	9.09%
\$180,000 - 199,999	2	0	2	1	3	2	3	2	4	6	0	0	25	0.00%	7.84%
\$200,000 - 249,999	0	0	1	3	2	2	3	2	2	3	0	2	20	6.45%	6.27%
\$250,000 - 299,999	0	0	0	0	0	1	0	0	0	0	2	2	5	6.45%	1.57%
\$300,000 - 349,999	1	0	0	0	0	2	0	0	0	0	1	0	4	0.00%	1.25%
\$350,000 - 399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year	24	16	25	25	28	32	32	23	35	23	25	31	319		
Previous Year	27	21	28	30	32	28	25	32	23	30	14	33	323		
Change from last month		-33.33%	56.25%	0.00%	12.00%	14.29%	0.00%	-28.13%	52.17%	-34.29%	8.70%	24.00%			
Change from last year	-11.11%	-23.81%	-10.71%	-16.67%	-12.50%	14.29%	28.00%	-28.13%	52.17%	-23.33%	78.57%	-6.06%			
Current YTD	24	40	65	90	118	150	182	205	240	263	288	319			
Previous YTD	27	48	76	106	138	166	191	223	246	276	290	323			
% Change YTD	-11.11%	-16.67%	-14.47%	-15.09%	-14.49%	-9.64%	-4.71%	-8.07%	-2.44%	-4.71%	-0.69%	-1.24%			



Realtors® Association of Lake & Sumter
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2016
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	39	462	6.21%	6.15%
\$50,000 - 59,999	15	23	24	17	16	16	13	9	14	5	16	12	180	1.91%	2.40%
\$60,000 - 69,999	13	12	22	20	17	17	16	19	20	16	13	17	202	2.71%	2.69%
\$70,000 - 79,999	7	12	17	22	16	23	17	19	18	20	11	22	204	3.50%	2.72%
\$80,000 - 89,999	12	21	20	17	17	14	15	8	17	12	13	19	185	3.03%	2.46%
\$90,000 - 99,999	19	14	15	16	19	25	13	10	16	7	15	14	183	2.23%	2.44%
\$100,000 - 119,999	30	35	55	43	43	32	37	41	26	42	29	35	448	5.57%	5.96%
\$120,000 - 139,999	32	50	54	64	62	60	67	58	44	50	41	54	636	8.60%	8.47%
\$140,000 - 159,999	48	57	83	77	64	65	60	52	62	50	61	57	736	9.08%	9.80%
\$160,000 - 179,999	38	52	72	88	81	85	82	89	82	61	63	63	856	10.03%	11.40%
\$180,000 - 199,999	32	37	54	51	63	66	60	64	67	61	38	61	654	9.71%	8.71%
\$200,000 - 249,999	63	80	95	101	116	117	105	120	109	80	100	109	1,195	17.36%	15.91%
\$250,000 - 299,999	36	37	50	61	76	80	72	73	55	67	49	59	715	9.39%	9.52%
\$300,000 - 349,999	23	29	26	30	24	37	43	23	26	20	32	28	341	4.46%	4.54%
\$350,000 - 399,999	8	15	17	10	17	26	17	15	15	18	15	12	185	1.91%	2.46%
\$400,000 - 499,999	6	4	13	22	15	10	14	24	13	20	16	15	172	2.39%	2.29%
\$500,000 - 599,999	5	3	6	7	10	3	11	10	9	3	2	4	73	0.64%	0.97%
\$600,000 - 699,999	2	3	4	2	5	2	2	2	4	6	2	2	36	0.32%	0.48%
\$700,000 - 799,999	0	0	3	2	2	2	2	1	2	1	1	3	19	0.48%	0.25%
\$800,000 - 899,999	0	1	0	2	2	0	1	2	1	0	0	1	10	0.16%	0.13%
\$900,000 - 999,999	1	0	2	0	0	0	0	1	0	0	0	1	5	0.16%	0.07%
\$1,000,000 - and over	4	1	0	2	1	3	1	0	0	0	1	1	14	0.16%	0.19%
Current Year	438	539	683	699	700	718	673	678	629	573	553	628	7,511		
Previous Year	439	523	675	641	609	683	716	587	634	575	478	602	7,162		
Change from last month		23.06%	26.72%	2.34%	0.14%	2.57%	-6.27%	0.74%	-7.23%	-8.90%	-3.49%	13.56%			
Change from last year		3.06%	1.19%	9.05%	14.94%	5.12%	-6.01%	15.50%	-0.79%	-0.35%	15.69%	4.32%			
Current YTD	438	977	1,660	2,359	3,059	3,777	4,450	5,128	5,757	6,330	6,883	7,511			
Previous YTD	439	962	1,637	2,278	2,887	3,570	4,286	4,873	5,507	6,082	6,560	7,162			
% Change YTD	-0.23%	1.56%	1.41%	3.56%	5.96%	5.80%	3.83%	5.23%	4.54%	4.08%	4.92%	4.87%			



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

Sales by Bedroom Count

Bedrooms	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
0	0	0	0	0	0	0	1	0	0	0	0	0	1	0.00%	0.01%
1	4	1	4	4	3	7	3	7	3	4	2	4	46	0.64%	0.61%
2	109	157	207	183	179	183	171	173	177	143	157	177	2,016	28.18%	26.84%
3	217	290	356	380	370	378	339	355	345	313	280	330	3,953	52.55%	52.63%
4	83	84	94	104	123	127	129	128	85	84	96	102	1,239	16.24%	16.50%
5	23	5	19	24	20	23	24	10	14	19	14	13	208	2.07%	2.77%
6+	2	2	3	4	5	0	6	5	5	10	4	2	48	0.32%	0.64%
Total	438	539	683	699	700	718	673	678	629	573	553	628	7,511	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	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	30	51	59	49	48	60	36	57	45	48	42	49	574	7.80%	7.64%
2	333	432	546	568	554	562	540	533	509	445	445	490	5,957	78.03%	79.31%
3	61	46	68	70	83	81	79	76	65	63	59	75	826	11.94%	11.00%
4	9	10	8	11	11	14	16	11	7	12	6	13	128	2.07%	1.70%
5	3	0	1	0	4	1	2	1	3	0	1	0	16	0.00%	0.21%
6+	2	0	1	1	0	0	0	0	0	5	0	1	10	0.16%	0.13%
Total	438	539	683	699	700	718	673	678	629	573	553	628	7,511	100.00%	100.00%



Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
2016
Sales by Housing Style

Style	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
Single Family Home	336	430	532	570	579	584	554	565	505	463	436	501	6,055	79.78%	80.62%
Manufactured/Mobile Home	54	73	91	75	65	69	58	59	65	56	67	76	808	12.10%	10.76%
Villa	22	19	32	27	27	33	27	29	21	28	24	20	309	3.18%	4.11%
Condominium	15	10	13	15	17	16	20	12	24	8	12	19	181	3.03%	2.41%
Townhouse	7	6	12	10	11	16	12	11	10	15	13	8	131	1.27%	1.74%
Modular	2	1	3	1	0	0	1	1	1	0	1	0	11	0.00%	0.15%
Half Duplex	0	0	0	1	1	0	1	1	2	3	0	0	9	0.00%	0.12%
Co-Op	2	0	0	0	0	0	0	0	1	0	0	4	7	0.64%	0.09%
Total	438	539	683	699	700	718	673	678	629	573	553	628	7,511	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - December 1 to December 31, 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	39	6.21%	37,397	33,064	88.00%	78	80	2.1
\$50,000 - 59,999	12	1.91%	60,508	54,158	90.00%	157	48	4.0
\$60,000 - 69,999	17	2.71%	67,018	64,829	97.00%	64	68	4.0
\$70,000 - 79,999	22	3.50%	81,319	74,511	92.00%	68	64	2.9
\$80,000 - 89,999	19	3.03%	87,074	83,600	96.00%	49	45	2.4
\$90,000 - 99,999	14	2.23%	96,457	93,389	97.00%	59	45	3.2
\$100,000 - 119,999	35	5.57%	114,468	109,357	96.00%	63	85	2.4
\$120,000 - 139,999	54	8.60%	132,111	128,403	97.00%	65	134	2.5
\$140,000 - 159,999	57	9.08%	155,043	149,638	97.00%	58	132	2.3
\$160,000 - 179,999	63	10.03%	175,120	169,268	97.00%	97	167	2.7
\$180,000 - 199,999	61	9.71%	194,004	188,605	97.00%	66	191	3.1
\$200,000 - 249,999	109	17.36%	228,023	220,062	97.00%	78	432	4.0
\$250,000 - 299,999	59	9.39%	278,406	270,693	97.00%	150	309	5.2
\$300,000 - 349,999	28	4.46%	336,089	326,350	97.00%	68	174	6.2
\$350,000 - 399,999	12	1.91%	376,191	368,182	98.00%	58	132	11.0
\$400,000 - 499,999	15	2.39%	445,653	430,533	97.00%	64	156	10.4
\$500,000 - 599,999	4	0.64%	567,911	554,736	98.00%	106	47	11.8
\$600,000 - 699,999	2	0.32%	674,500	615,000	91.00%	286	37	18.5
\$700,000 - 799,999	3	0.48%	781,000	738,000	94.00%	42	29	9.7
\$800,000 - 899,999	1	0.16%	914,900	850,000	93.00%	54	22	22.0
\$900,000 - 999,999	1	0.16%	949,000	949,000	100.00%	171	15	15.0
\$1,000,000 - and over	1	0.16%	1,099,000	1,040,000	95.00%	179	42	42.0
Totals	628	100.00%	193,916	187,117	96.00%	81	2,454	3.9

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.