



**Realtors® Association of Lake & Sumter  
Monthly Sales Trend Indicator  
2017**

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

<b>Price Range</b>	<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
\$1 - 49,999	4	10											<b>14</b>	2.29%	1.63%
\$50,000 - 59,999	3	4											<b>7</b>	0.92%	0.81%
\$60,000 - 69,999	4	3											<b>7</b>	0.69%	0.81%
\$70,000 - 79,999	7	5											<b>12</b>	1.15%	1.40%
\$80,000 - 89,999	10	1											<b>11</b>	0.23%	1.28%
\$90,000 - 99,999	9	8											<b>17</b>	1.83%	1.98%
\$100,000 - 119,999	25	18											<b>43</b>	4.13%	5.00%
\$120,000 - 139,999	32	31											<b>63</b>	7.11%	7.33%
\$140,000 - 159,999	47	38											<b>85</b>	8.72%	9.88%
\$160,000 - 179,999	53	44											<b>97</b>	10.09%	11.28%
\$180,000 - 199,999	52	48											<b>100</b>	11.01%	11.63%
\$200,000 - 249,999	77	100											<b>177</b>	22.94%	20.58%
\$250,000 - 299,999	48	69											<b>117</b>	15.83%	13.60%
\$300,000 - 349,999	20	20											<b>40</b>	4.59%	4.65%
\$350,000 - 399,999	12	19											<b>31</b>	4.36%	3.60%
\$400,000 - 499,999	15	12											<b>27</b>	2.75%	3.14%
\$500,000 - 599,999	2	2											<b>4</b>	0.46%	0.47%
\$600,000 - 699,999	2	1											<b>3</b>	0.23%	0.35%
\$700,000 - 799,999	1	3											<b>4</b>	0.69%	0.47%
\$800,000 - 899,999	0	0											<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0											<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	1	0											<b>1</b>	0.00%	0.12%
<b>Current Year</b>	<b>424</b>	<b>436</b>											<b>860</b>		
Previous Year	358	449											807		
Change from last month		2.83%													
<b>Change from last year</b>	<b>18.44%</b>	<b>-2.90%</b>													
<b>Current YTD</b>	<b>424</b>	<b>860</b>													
Previous YTD	358	807	807	807	807	807	807	807	807	807	807	807			
<b>% Change YTD</b>	<b>18.44%</b>	<b>6.57%</b>													



**Realtors® Association of Lake & Sumter  
Monthly Sales Trend Indicator  
2017**

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

<b>Price Range</b>	<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
\$1 - 49,999	1	4											<b>5</b>	16.00%	10.87%
\$50,000 - 59,999	2	1											<b>3</b>	4.00%	6.52%
\$60,000 - 69,999	2	1											<b>3</b>	4.00%	6.52%
\$70,000 - 79,999	2	1											<b>3</b>	4.00%	6.52%
\$80,000 - 89,999	2	1											<b>3</b>	4.00%	6.52%
\$90,000 - 99,999	0	1											<b>1</b>	4.00%	2.17%
\$100,000 - 119,999	3	1											<b>4</b>	4.00%	8.70%
\$120,000 - 139,999	1	4											<b>5</b>	16.00%	10.87%
\$140,000 - 159,999	2	5											<b>7</b>	20.00%	15.22%
\$160,000 - 179,999	1	0											<b>1</b>	0.00%	2.17%
\$180,000 - 199,999	1	2											<b>3</b>	8.00%	6.52%
\$200,000 - 249,999	2	4											<b>6</b>	16.00%	13.04%
\$250,000 - 299,999	0	0											<b>0</b>	0.00%	0.00%
\$300,000 - 349,999	1	0											<b>1</b>	0.00%	2.17%
\$350,000 - 399,999	0	0											<b>0</b>	0.00%	0.00%
\$400,000 - 499,999	1	0											<b>1</b>	0.00%	2.17%
\$500,000 - 599,999	0	0											<b>0</b>	0.00%	0.00%
\$600,000 - 699,999	0	0											<b>0</b>	0.00%	0.00%
\$700,000 - 799,999	0	0											<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0											<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0											<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	0	0											<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>21</b>	<b>25</b>											<b>46</b>		
Previous Year	24	16											40		
Change from last month		19.05%													
<b>Change from last year</b>	<b>-12.50%</b>	<b>56.25%</b>													
<b>Current YTD</b>	21	46													
Previous YTD	24	40	40	40	40	40	40	40	40	40	40	40			
<b>% Change YTD</b>	<b>-12.50%</b>	<b>15.00%</b>													



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**2017**  
**Sales by Price Range - Overall**

Price Range	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	YTD Total	Curr Month	YTD
\$1 - 49,999	20	32											<b>52</b>	6.04%	5.03%
\$50,000 - 59,999	11	14											<b>25</b>	2.64%	2.42%
\$60,000 - 69,999	11	12											<b>23</b>	2.26%	2.23%
\$70,000 - 79,999	14	14											<b>28</b>	2.64%	2.71%
\$80,000 - 89,999	18	8											<b>26</b>	1.51%	2.52%
\$90,000 - 99,999	14	13											<b>27</b>	2.45%	2.61%
\$100,000 - 119,999	35	23											<b>58</b>	4.34%	5.61%
\$120,000 - 139,999	37	39											<b>76</b>	7.36%	7.36%
\$140,000 - 159,999	51	46											<b>97</b>	8.68%	9.39%
\$160,000 - 179,999	56	48											<b>104</b>	9.06%	10.07%
\$180,000 - 199,999	54	51											<b>105</b>	9.62%	10.16%
\$200,000 - 249,999	79	104											<b>183</b>	19.62%	17.72%
\$250,000 - 299,999	48	69											<b>117</b>	13.02%	11.33%
\$300,000 - 349,999	21	20											<b>41</b>	3.77%	3.97%
\$350,000 - 399,999	12	19											<b>31</b>	3.58%	3.00%
\$400,000 - 499,999	16	12											<b>28</b>	2.26%	2.71%
\$500,000 - 599,999	2	2											<b>4</b>	0.38%	0.39%
\$600,000 - 699,999	2	1											<b>3</b>	0.19%	0.29%
\$700,000 - 799,999	1	3											<b>4</b>	0.57%	0.39%
\$800,000 - 899,999	0	0											<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0											<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	1	0											<b>1</b>	0.00%	0.10%
<b>Current Year</b>	<b>503</b>	<b>530</b>											<b>1,033</b>		
Previous Year	438	539											977		
Change from last month		5.37%													
<b>Change from last year</b>		<b>-1.67%</b>													
<b>Current YTD</b>	<b>503</b>	<b>1,033</b>													
Previous YTD	438	977	977	977	977	977	977	977	977	977	977	977			
<b>% Change YTD</b>	<b>14.84%</b>	<b>5.73%</b>													



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**2017**  
**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
0	1	0											<b>1</b>	0.00%	0.10%
1	3	5											<b>8</b>	0.94%	0.77%
2	151	150											<b>301</b>	28.30%	29.14%
3	263	280											<b>543</b>	52.83%	52.57%
4	67	74											<b>141</b>	13.96%	13.65%
5	13	16											<b>29</b>	3.02%	2.81%
6+	5	5											<b>10</b>	0.94%	0.97%
<b>Total</b>	<b>503</b>	<b>530</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,033</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	44	45											<b>89</b>	8.49%	8.62%
2	387	420											<b>807</b>	79.25%	78.12%
3	55	53											<b>108</b>	10.00%	10.45%
4	14	11											<b>25</b>	2.08%	2.42%
5	3	1											<b>4</b>	0.19%	0.39%
6+	0	0											<b>0</b>	0.00%	0.00%
<b>Total</b>	<b>503</b>	<b>530</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,033</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**2017**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Home	401	412											<b>813</b>	77.74%	78.70%
Manufactured/Mobile Home	53	68											<b>121</b>	12.83%	11.71%
Villa	23	24											<b>47</b>	4.53%	4.55%
Condominium	12	15											<b>27</b>	2.83%	2.61%
Townhouse	9	10											<b>19</b>	1.89%	1.84%
Half Duplex	3	0											<b>3</b>	0.00%	0.29%
Modular	2	1											<b>3</b>	0.19%	0.29%
<b>Total</b>	<b>503</b>	<b>530</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,033</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - February 1 to February 28, 2017

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory on Market	Months Supply
\$1 - 49,999	32	6.04%	103,081	31,663	31.00%	157	78	2.4
\$50,000 - 59,999	14	2.64%	58,836	54,850	93.00%	64	39	2.8
\$60,000 - 69,999	12	2.26%	70,175	63,867	91.00%	101	76	6.3
\$70,000 - 79,999	14	2.64%	79,048	72,843	92.00%	76	43	3.1
\$80,000 - 89,999	8	1.51%	85,425	82,188	96.00%	44	46	5.8
\$90,000 - 99,999	13	2.45%	99,914	94,238	94.00%	82	36	2.8
\$100,000 - 119,999	23	4.34%	113,100	110,135	97.00%	65	84	3.7
\$120,000 - 139,999	39	7.36%	130,485	127,724	98.00%	48	112	2.9
\$140,000 - 159,999	46	8.68%	156,930	151,354	96.00%	62	130	2.8
\$160,000 - 179,999	48	9.06%	173,577	168,966	97.00%	98	171	3.6
\$180,000 - 199,999	51	9.62%	195,149	188,876	97.00%	63	187	3.7
\$200,000 - 249,999	104	19.62%	230,684	224,412	97.00%	80	424	4.1
\$250,000 - 299,999	69	13.02%	275,220	268,663	98.00%	67	313	4.5
\$300,000 - 349,999	20	3.77%	332,125	318,840	96.00%	54	174	8.7
\$350,000 - 399,999	19	3.58%	388,816	373,473	96.00%	125	137	7.2
\$400,000 - 499,999	12	2.26%	454,154	432,836	95.00%	176	160	13.3
\$500,000 - 599,999	2	0.38%	558,450	555,000	99.00%	147	57	28.5
\$600,000 - 699,999	1	0.19%	749,000	670,000	89.00%	123	35	35.0
\$700,000 - 799,999	3	0.57%	765,833	746,333	97.00%	12	29	9.7
\$800,000 - 899,999	0	0.00%	0	0	0.00%		21	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		14	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		39	
<b>Totals</b>	<b>530</b>	<b>100.00%</b>	<b>203,531</b>	<b>192,891</b>	<b>95.00%</b>	<b>81</b>	<b>2,405</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.