



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

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

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	4	10	14										28	2.07%	1.82%
\$50,000 - 59,999	3	4	5										12	0.74%	0.78%
\$60,000 - 69,999	4	3	8										15	1.18%	0.97%
\$70,000 - 79,999	7	5	12										24	1.78%	1.56%
\$80,000 - 89,999	10	1	10										21	1.48%	1.36%
\$90,000 - 99,999	9	8	12										29	1.78%	1.88%
\$100,000 - 119,999	25	18	31										74	4.59%	4.81%
\$120,000 - 139,999	32	31	44										107	6.51%	6.95%
\$140,000 - 159,999	47	39	68										154	10.06%	10.01%
\$160,000 - 179,999	53	45	78										176	11.54%	11.44%
\$180,000 - 199,999	52	48	69										169	10.21%	10.98%
\$200,000 - 249,999	77	100	134										311	19.82%	20.21%
\$250,000 - 299,999	48	69	67										184	9.91%	11.96%
\$300,000 - 349,999	20	21	61										102	9.02%	6.63%
\$350,000 - 399,999	12	19	19										50	2.81%	3.25%
\$400,000 - 499,999	15	12	21										48	3.11%	3.12%
\$500,000 - 599,999	2	2	7										11	1.04%	0.71%
\$600,000 - 699,999	2	1	8										11	1.18%	0.71%
\$700,000 - 799,999	1	3	3										7	0.44%	0.45%
\$800,000 - 899,999	0	0	3										3	0.44%	0.19%
\$900,000 - 999,999	0	0	1										1	0.15%	0.06%
\$1,000,000 - and over	1	0	1										2	0.15%	0.13%
Current Year	424	439	676										1,539		
Previous Year	358	450	564										1,372		
Change from last month		3.54%	53.99%												
Change from last year	18.44%	-2.44%	19.86%												
Current YTD	424	863	1,539												
Previous YTD	358	808	1,372	1,372	1,372	1,372	1,372	1,372	1,372	1,372	1,372	1,372			
% Change YTD	18.44%	6.81%	12.17%												



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

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	1	4	3										8	7.50%	9.30%
\$50,000 - 59,999	2	1	4										7	10.00%	8.14%
\$60,000 - 69,999	2	1	3										6	7.50%	6.98%
\$70,000 - 79,999	2	1	0										3	0.00%	3.49%
\$80,000 - 89,999	2	1	0										3	0.00%	3.49%
\$90,000 - 99,999	0	1	1										2	2.50%	2.33%
\$100,000 - 119,999	3	1	5										9	12.50%	10.47%
\$120,000 - 139,999	1	4	5										10	12.50%	11.63%
\$140,000 - 159,999	2	5	2										9	5.00%	10.47%
\$160,000 - 179,999	1	0	4										5	10.00%	5.81%
\$180,000 - 199,999	1	2	6										9	15.00%	10.47%
\$200,000 - 249,999	2	4	7										13	17.50%	15.12%
\$250,000 - 299,999	0	0	0										0	0.00%	0.00%
\$300,000 - 349,999	1	0	0										1	0.00%	1.16%
\$350,000 - 399,999	0	0	0										0	0.00%	0.00%
\$400,000 - 499,999	1	0	0										1	0.00%	1.16%
\$500,000 - 599,999	0	0	0										0	0.00%	0.00%
\$600,000 - 699,999	0	0	0										0	0.00%	0.00%
\$700,000 - 799,999	0	0	0										0	0.00%	0.00%
\$800,000 - 899,999	0	0	0										0	0.00%	0.00%
\$900,000 - 999,999	0	0	0										0	0.00%	0.00%
\$1,000,000 - and over	0	0	0										0	0.00%	0.00%
Current Year	21	25	40										86		
Previous Year	24	16	25										65		
Change from last month		19.05%	60.00%												
Change from last year	-12.50%	56.25%	60.00%												
Current YTD	21	46	86												
Previous YTD	24	40	65	65	65	65	65	65	65	65	65	65			
% Change YTD	-12.50%	15.00%	32.31%												



Realtors® Association of Lake & Sumter
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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	43										95	5.36%	5.17%
\$50,000 - 59,999	11	14	17										42	2.12%	2.29%
\$60,000 - 69,999	11	12	21										44	2.62%	2.39%
\$70,000 - 79,999	14	14	17										45	2.12%	2.45%
\$80,000 - 89,999	18	8	13										39	1.62%	2.12%
\$90,000 - 99,999	14	13	15										42	1.87%	2.29%
\$100,000 - 119,999	35	23	45										103	5.61%	5.60%
\$120,000 - 139,999	37	39	61										137	7.61%	7.45%
\$140,000 - 159,999	51	47	75										173	9.35%	9.41%
\$160,000 - 179,999	56	49	85										190	10.60%	10.34%
\$180,000 - 199,999	54	51	76										181	9.48%	9.85%
\$200,000 - 249,999	79	104	143										326	17.83%	17.74%
\$250,000 - 299,999	48	69	67										184	8.35%	10.01%
\$300,000 - 349,999	21	21	61										103	7.61%	5.60%
\$350,000 - 399,999	12	19	19										50	2.37%	2.72%
\$400,000 - 499,999	16	12	21										49	2.62%	2.67%
\$500,000 - 599,999	2	2	7										11	0.87%	0.60%
\$600,000 - 699,999	2	1	8										11	1.00%	0.60%
\$700,000 - 799,999	1	3	3										7	0.37%	0.38%
\$800,000 - 899,999	0	0	3										3	0.37%	0.16%
\$900,000 - 999,999	0	0	1										1	0.12%	0.05%
\$1,000,000 - and over	1	0	1										2	0.12%	0.11%
Current Year	503	533	802										1,838		
Previous Year	438	540	683										1,661		
Change from last month		5.96%	50.47%												
Change from last year		-1.30%	17.42%												
Current YTD	503	1,036	1,838												
Previous YTD	438	978	1,661	1,661	1,661	1,661	1,661	1,661	1,661	1,661	1,661	1,661			
% Change YTD	14.84%	5.93%	10.66%												



Realtors® Association of Lake & Sumter
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2017
Sales by Bedroom Count

Bedrooms	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
0	1	0	0										1	0.00%	0.05%
1	3	5	11										19	1.37%	1.03%
2	151	150	224										525	27.93%	28.56%
3	263	283	417										963	52.00%	52.39%
4	67	74	124										265	15.46%	14.42%
5	13	16	25										54	3.12%	2.94%
6+	5	5	1										11	0.12%	0.60%
Total	503	533	802	0	0	0	0	0	0	0	0	0	1,838	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	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	44	45	70										159	8.73%	8.65%
2	387	423	620										1,430	77.31%	77.80%
3	55	53	91										199	11.35%	10.83%
4	14	11	19										44	2.37%	2.39%
5	3	1	1										5	0.12%	0.27%
6+	0	0	1										1	0.12%	0.05%
Total	503	533	802	0	0	0	0	0	0	0	0	0	1,838	100.00%	100.00%



Realtors® Association of Lake & Sumter
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2017
Sales by Housing Style

Style	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
Single Family Home	401	415	652										1,468	81.30%	79.87%
Manufactured/Mobile Home	53	68	83										204	10.35%	11.10%
Villa	23	24	24										71	2.99%	3.86%
Condominium	12	15	23										50	2.87%	2.72%
Townhouse	9	10	17										36	2.12%	1.96%
Modular	2	1	3										6	0.37%	0.33%
Half Duplex	3	0	0										3	0.00%	0.16%
Total	503	533	802	0	0	0	0	0	0	0	0	0	1,838	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - March 1 to March 31, 2017

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	43	5.36%	52,890	31,045	59.00%	94	68	1.6
\$50,000 - 59,999	17	2.12%	60,212	55,529	92.00%	111	49	2.9
\$60,000 - 69,999	21	2.62%	69,419	64,607	93.00%	79	68	3.2
\$70,000 - 79,999	17	2.12%	80,976	74,459	92.00%	106	52	3.1
\$80,000 - 89,999	13	1.62%	91,797	85,938	94.00%	104	42	3.2
\$90,000 - 99,999	15	1.87%	100,880	93,714	93.00%	50	41	2.7
\$100,000 - 119,999	45	5.61%	114,637	110,543	96.00%	94	71	1.6
\$120,000 - 139,999	61	7.61%	135,084	128,989	95.00%	81	110	1.8
\$140,000 - 159,999	75	9.35%	152,815	148,373	97.00%	66	128	1.7
\$160,000 - 179,999	85	10.60%	173,068	169,197	98.00%	61	174	2.1
\$180,000 - 199,999	76	9.48%	195,109	190,138	97.00%	60	206	2.7
\$200,000 - 249,999	143	17.83%	230,384	223,844	97.00%	65	400	2.8
\$250,000 - 299,999	67	8.35%	280,472	271,270	97.00%	73	291	4.3
\$300,000 - 349,999	61	7.61%	330,599	320,322	97.00%	71	178	2.9
\$350,000 - 399,999	19	2.37%	388,726	375,637	97.00%	96	143	7.5
\$400,000 - 499,999	21	2.62%	457,446	442,875	97.00%	77	158	7.5
\$500,000 - 599,999	7	0.87%	585,379	522,893	89.00%	99	63	9.0
\$600,000 - 699,999	8	1.00%	663,801	639,500	96.00%	113	33	4.1
\$700,000 - 799,999	3	0.37%	756,300	746,667	99.00%	64	31	10.3
\$800,000 - 899,999	3	0.37%	891,633	853,333	96.00%	50	21	7.0
\$900,000 - 999,999	1	0.12%	978,000	900,000	92.00%	103	16	16.0
\$1,000,000 - and over	1	0.12%	1,190,000	1,000,000	84.00%	298	38	38.0
Totals	802	100.00%	210,291	201,827	96.00%	74	2,381	3.0

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.