



**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	14	15									<b>43</b>	2.50%	2.01%
\$50,000 - 59,999	3	4	5	4									<b>16</b>	0.67%	0.75%
\$60,000 - 69,999	4	3	8	6									<b>21</b>	1.00%	0.98%
\$70,000 - 79,999	7	5	12	9									<b>33</b>	1.50%	1.54%
\$80,000 - 89,999	10	1	10	11									<b>32</b>	1.84%	1.50%
\$90,000 - 99,999	9	8	12	8									<b>37</b>	1.34%	1.73%
\$100,000 - 119,999	26	18	31	27									<b>102</b>	4.51%	4.77%
\$120,000 - 139,999	32	31	44	54									<b>161</b>	9.02%	7.52%
\$140,000 - 159,999	46	39	67	46									<b>198</b>	7.68%	9.25%
\$160,000 - 179,999	53	45	78	66									<b>242</b>	11.02%	11.31%
\$180,000 - 199,999	52	48	68	61									<b>229</b>	10.18%	10.70%
\$200,000 - 249,999	77	100	134	143									<b>454</b>	23.87%	21.21%
\$250,000 - 299,999	48	69	70	75									<b>262</b>	12.52%	12.24%
\$300,000 - 349,999	20	21	62	36									<b>139</b>	6.01%	6.50%
\$350,000 - 399,999	12	19	19	14									<b>64</b>	2.34%	2.99%
\$400,000 - 499,999	15	12	21	14									<b>62</b>	2.34%	2.90%
\$500,000 - 599,999	2	2	7	5									<b>16</b>	0.83%	0.75%
\$600,000 - 699,999	2	1	8	2									<b>13</b>	0.33%	0.61%
\$700,000 - 799,999	1	3	3	1									<b>8</b>	0.17%	0.37%
\$800,000 - 899,999	0	0	3	0									<b>3</b>	0.00%	0.14%
\$900,000 - 999,999	0	0	1	1									<b>2</b>	0.17%	0.09%
\$1,000,000 - and over	1	0	1	1									<b>3</b>	0.17%	0.14%
<b>Current Year</b>	<b>424</b>	<b>439</b>	<b>678</b>	<b>599</b>									<b>2,140</b>		
Previous Year	358	450	564	597									1,969		
Change from last month		3.54%	54.44%	-11.65%											
<b>Change from last year</b>	<b>18.44%</b>	<b>-2.44%</b>	<b>20.21%</b>	<b>0.34%</b>											
<b>Current YTD</b>	<b>424</b>	<b>863</b>	<b>1,541</b>	<b>2,140</b>											
Previous YTD	358	808	1,372	1,969	1,969	1,969	1,969	1,969	1,969	1,969	1,969	1,969			
<b>% Change YTD</b>	<b>18.44%</b>	<b>6.81%</b>	<b>12.32%</b>	<b>8.68%</b>											



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**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	3	3									<b>11</b>	11.11%	9.73%
\$50,000 - 59,999	2	1	4	2									<b>9</b>	7.41%	7.96%
\$60,000 - 69,999	2	1	3	1									<b>7</b>	3.70%	6.19%
\$70,000 - 79,999	2	1	0	0									<b>3</b>	0.00%	2.65%
\$80,000 - 89,999	2	1	0	3									<b>6</b>	11.11%	5.31%
\$90,000 - 99,999	0	1	1	0									<b>2</b>	0.00%	1.77%
\$100,000 - 119,999	3	1	5	3									<b>12</b>	11.11%	10.62%
\$120,000 - 139,999	1	4	5	1									<b>11</b>	3.70%	9.73%
\$140,000 - 159,999	2	5	2	3									<b>12</b>	11.11%	10.62%
\$160,000 - 179,999	1	0	4	2									<b>7</b>	7.41%	6.19%
\$180,000 - 199,999	1	2	6	6									<b>15</b>	22.22%	13.27%
\$200,000 - 249,999	2	4	7	2									<b>15</b>	7.41%	13.27%
\$250,000 - 299,999	0	0	0	1									<b>1</b>	3.70%	0.88%
\$300,000 - 349,999	1	0	0	0									<b>1</b>	0.00%	0.88%
\$350,000 - 399,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$400,000 - 499,999	1	0	0	0									<b>1</b>	0.00%	0.88%
\$500,000 - 599,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0									<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0									<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>21</b>	<b>25</b>	<b>40</b>	<b>27</b>									<b>113</b>		
Previous Year	24	16	25	25									90		
Change from last month		19.05%	60.00%	-32.50%											
<b>Change from last year</b>	<b>-12.50%</b>	<b>56.25%</b>	<b>60.00%</b>	<b>8.00%</b>											
<b>Current YTD</b>	21	46	86	113											
Previous YTD	24	40	65	90	90	90	90	90	90	90	90	90			
<b>% Change YTD</b>	<b>-12.50%</b>	<b>15.00%</b>	<b>32.31%</b>	<b>25.56%</b>											



**Realtors® Association of Lake & Sumter**  
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**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	43	41									<b>136</b>	5.73%	5.32%
\$50,000 - 59,999	11	14	17	14									<b>56</b>	1.96%	2.19%
\$60,000 - 69,999	11	12	21	18									<b>62</b>	2.52%	2.43%
\$70,000 - 79,999	14	14	17	16									<b>61</b>	2.24%	2.39%
\$80,000 - 89,999	18	8	13	24									<b>63</b>	3.36%	2.47%
\$90,000 - 99,999	14	13	15	16									<b>58</b>	2.24%	2.27%
\$100,000 - 119,999	36	23	45	35									<b>139</b>	4.90%	5.44%
\$120,000 - 139,999	37	39	61	62									<b>199</b>	8.67%	7.79%
\$140,000 - 159,999	50	47	74	51									<b>222</b>	7.13%	8.69%
\$160,000 - 179,999	56	49	85	71									<b>261</b>	9.93%	10.22%
\$180,000 - 199,999	54	51	75	71									<b>251</b>	9.93%	9.82%
\$200,000 - 249,999	79	104	143	146									<b>472</b>	20.42%	18.47%
\$250,000 - 299,999	48	69	70	76									<b>263</b>	10.63%	10.29%
\$300,000 - 349,999	21	21	62	36									<b>140</b>	5.03%	5.48%
\$350,000 - 399,999	12	19	19	14									<b>64</b>	1.96%	2.50%
\$400,000 - 499,999	16	12	21	14									<b>63</b>	1.96%	2.47%
\$500,000 - 599,999	2	2	7	5									<b>16</b>	0.70%	0.63%
\$600,000 - 699,999	2	1	8	2									<b>13</b>	0.28%	0.51%
\$700,000 - 799,999	1	3	3	1									<b>8</b>	0.14%	0.31%
\$800,000 - 899,999	0	0	3	0									<b>3</b>	0.00%	0.12%
\$900,000 - 999,999	0	0	1	1									<b>2</b>	0.14%	0.08%
\$1,000,000 - and over	1	0	1	1									<b>3</b>	0.14%	0.12%
<b>Current Year</b>	<b>503</b>	<b>533</b>	<b>804</b>	<b>715</b>									<b>2,555</b>		
Previous Year	438	540	683	699									2,360		
Change from last month		5.96%	50.84%	-11.07%											
<b>Change from last year</b>		<b>-1.30%</b>	<b>17.72%</b>	<b>2.29%</b>											
<b>Current YTD</b>	<b>503</b>	<b>1,036</b>	<b>1,840</b>	<b>2,555</b>											
Previous YTD	438	978	1,661	2,360	2,360	2,360	2,360	2,360	2,360	2,360	2,360	2,360			
<b>% Change YTD</b>	<b>14.84%</b>	<b>5.93%</b>	<b>10.78%</b>	<b>8.26%</b>											



**Realtors® Association of Lake & Sumter**  
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**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	0	0									<b>1</b>	0.00%	0.04%
1	3	5	11	10									<b>29</b>	1.40%	1.14%
2	151	150	225	205									<b>731</b>	28.67%	28.61%
3	263	283	417	357									<b>1,320</b>	49.93%	51.66%
4	67	74	125	123									<b>389</b>	17.20%	15.23%
5	13	16	25	18									<b>72</b>	2.52%	2.82%
6+	5	5	1	2									<b>13</b>	0.28%	0.51%
<b>Total</b>	<b>503</b>	<b>533</b>	<b>804</b>	<b>715</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>2,555</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	70	59									<b>218</b>	8.25%	8.53%
2	387	423	620	562									<b>1,992</b>	78.60%	77.96%
3	55	53	93	81									<b>282</b>	11.33%	11.04%
4	14	11	19	13									<b>57</b>	1.82%	2.23%
5	3	1	1	0									<b>5</b>	0.00%	0.20%
6+	0	0	1	0									<b>1</b>	0.00%	0.04%
<b>Total</b>	<b>503</b>	<b>533</b>	<b>804</b>	<b>715</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>2,555</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	415	654	567									<b>2,037</b>	79.30%	79.73%
Manufactured/Mobile Home	53	68	83	87									<b>291</b>	12.17%	11.39%
Villa	23	24	24	32									<b>103</b>	4.48%	4.03%
Condominium	12	15	23	16									<b>66</b>	2.24%	2.58%
Townhouse	9	10	17	11									<b>47</b>	1.54%	1.84%
Modular	2	1	3	0									<b>6</b>	0.00%	0.23%
Half Duplex	3	0	0	2									<b>5</b>	0.28%	0.20%
<b>Total</b>	<b>503</b>	<b>533</b>	<b>804</b>	<b>715</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>2,555</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - April 1 to April 30, 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	41	5.73%	72,346	32,581	45.00%	113	52	1.3
\$50,000 - 59,999	14	1.96%	59,857	54,521	91.00%	93	39	2.8
\$60,000 - 69,999	18	2.52%	66,767	63,034	94.00%	112	48	2.7
\$70,000 - 79,999	16	2.24%	76,253	73,675	97.00%	31	49	3.1
\$80,000 - 89,999	24	3.36%	90,100	84,158	93.00%	70	43	1.8
\$90,000 - 99,999	16	2.24%	98,438	94,128	96.00%	71	26	1.6
\$100,000 - 119,999	35	4.90%	115,348	109,237	95.00%	49	67	1.9
\$120,000 - 139,999	62	8.67%	132,965	129,918	98.00%	47	98	1.6
\$140,000 - 159,999	51	7.13%	153,666	149,053	97.00%	78	115	2.3
\$160,000 - 179,999	71	9.93%	175,175	170,286	97.00%	71	162	2.3
\$180,000 - 199,999	71	9.93%	193,737	188,420	97.00%	56	185	2.6
\$200,000 - 249,999	146	20.42%	229,760	223,635	97.00%	59	397	2.7
\$250,000 - 299,999	76	10.63%	279,501	270,705	97.00%	58	293	3.9
\$300,000 - 349,999	36	5.03%	334,092	325,269	97.00%	66	181	5.0
\$350,000 - 399,999	14	1.96%	385,643	372,671	97.00%	106	137	9.8
\$400,000 - 499,999	14	1.96%	454,593	442,500	97.00%	48	148	10.6
\$500,000 - 599,999	5	0.70%	568,260	536,000	94.00%	58	66	13.2
\$600,000 - 699,999	2	0.28%	690,000	682,500	99.00%	92	34	17.0
\$700,000 - 799,999	1	0.14%	725,000	700,000	97.00%	231	35	35.0
\$800,000 - 899,999	0	0.00%	0	0	0.00%		21	
\$900,000 - 999,999	1	0.14%	998,250	927,000	93.00%	134	18	18.0
\$1,000,000 - and over	1	0.14%	1,275,000	1,180,000	93.00%	98	37	37.0
<b>Totals</b>	<b>715</b>	<b>100.00%</b>	<b>198,701</b>	<b>190,328</b>	<b>96.00%</b>	<b>66</b>	<b>2,251</b>	<b>3.2</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.