



**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	6	10	14	15	10								55	1.44%	1.94%
\$50,000 - 59,999	3	4	5	4	6								22	0.86%	0.78%
\$60,000 - 69,999	4	3	8	6	6								27	0.86%	0.95%
\$70,000 - 79,999	7	5	12	9	4								37	0.58%	1.31%
\$80,000 - 89,999	10	1	10	11	5								37	0.72%	1.31%
\$90,000 - 99,999	9	8	12	8	16								53	2.31%	1.87%
\$100,000 - 119,999	26	18	31	27	21								123	3.03%	4.34%
\$120,000 - 139,999	32	30	44	54	51								211	7.35%	7.44%
\$140,000 - 159,999	46	38	67	46	60								257	8.65%	9.07%
\$160,000 - 179,999	53	46	78	65	85								327	12.25%	11.53%
\$180,000 - 199,999	52	48	68	62	74								304	10.66%	10.72%
\$200,000 - 249,999	77	100	134	142	149								602	21.47%	21.23%
\$250,000 - 299,999	48	69	70	76	90								353	12.97%	12.45%
\$300,000 - 349,999	20	21	62	35	54								192	7.78%	6.77%
\$350,000 - 399,999	12	19	19	14	28								92	4.03%	3.25%
\$400,000 - 499,999	15	12	21	14	16								78	2.31%	2.75%
\$500,000 - 599,999	3	2	7	5	12								29	1.73%	1.02%
\$600,000 - 699,999	2	1	8	2	1								14	0.14%	0.49%
\$700,000 - 799,999	1	3	3	1	3								11	0.43%	0.39%
\$800,000 - 899,999	0	0	3	0	2								5	0.29%	0.18%
\$900,000 - 999,999	0	0	1	1	0								2	0.00%	0.07%
\$1,000,000 - and over	1	0	1	1	1								4	0.14%	0.14%
Current Year	427	438	678	598	694								2,835		
Previous Year	358	450	564	597	608								2,577		
Change from last month		2.58%	54.79%	-11.80%	16.05%										
Change from last year	19.27%	-2.67%	20.21%	0.17%	14.14%										
Current YTD	427	865	1,543	2,141	2,835										
Previous YTD	358	808	1,372	1,969	2,577	2,577	2,577	2,577	2,577	2,577	2,577	2,577			
% Change YTD	19.27%	7.05%	12.46%	8.74%	10.01%										



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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	3	3								14	9.38%	9.66%
\$50,000 - 59,999	2	1	4	2	1								10	3.13%	6.90%
\$60,000 - 69,999	2	1	3	1	1								8	3.13%	5.52%
\$70,000 - 79,999	2	1	0	0	4								7	12.50%	4.83%
\$80,000 - 89,999	2	1	0	3	1								7	3.13%	4.83%
\$90,000 - 99,999	0	1	1	0	1								3	3.13%	2.07%
\$100,000 - 119,999	3	1	5	3	4								16	12.50%	11.03%
\$120,000 - 139,999	1	4	5	1	3								14	9.38%	9.66%
\$140,000 - 159,999	2	5	2	3	0								12	0.00%	8.28%
\$160,000 - 179,999	1	0	4	2	5								12	15.63%	8.28%
\$180,000 - 199,999	1	2	6	6	3								18	9.38%	12.41%
\$200,000 - 249,999	2	4	7	2	4								19	12.50%	13.10%
\$250,000 - 299,999	0	0	0	1	0								1	0.00%	0.69%
\$300,000 - 349,999	1	0	0	0	0								1	0.00%	0.69%
\$350,000 - 399,999	0	0	0	0	1								1	3.13%	0.69%
\$400,000 - 499,999	1	0	0	0	1								2	3.13%	1.38%
\$500,000 - 599,999	0	0	0	0	0								0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0								0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0								0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0								0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0								0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0								0	0.00%	0.00%
Current Year	21	25	40	27	32								145		
Previous Year	24	16	25	25	28								118		
Change from last month		19.05%	60.00%	-32.50%	18.52%										
Change from last year	-12.50%	56.25%	60.00%	8.00%	14.29%										
Current YTD	21	46	86	113	145										
Previous YTD	24	40	65	90	118	118	118	118	118	118	118	118			
% Change YTD	-12.50%	15.00%	32.31%	25.56%	22.88%										



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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	22	32	43	41	35								173	4.25%	5.12%
\$50,000 - 59,999	11	14	17	14	19								75	2.31%	2.22%
\$60,000 - 69,999	11	12	21	18	22								84	2.67%	2.49%
\$70,000 - 79,999	14	14	17	16	16								77	1.94%	2.28%
\$80,000 - 89,999	18	8	13	24	11								74	1.34%	2.19%
\$90,000 - 99,999	14	13	15	16	23								81	2.79%	2.40%
\$100,000 - 119,999	36	23	45	35	31								170	3.77%	5.03%
\$120,000 - 139,999	37	38	61	62	62								260	7.53%	7.69%
\$140,000 - 159,999	50	46	74	51	69								290	8.38%	8.58%
\$160,000 - 179,999	56	50	85	70	93								354	11.30%	10.48%
\$180,000 - 199,999	54	51	75	72	79								331	9.60%	9.80%
\$200,000 - 249,999	79	104	143	145	154								625	18.71%	18.50%
\$250,000 - 299,999	48	69	70	77	90								354	10.94%	10.48%
\$300,000 - 349,999	21	21	62	35	54								193	6.56%	5.71%
\$350,000 - 399,999	12	19	19	14	29								93	3.52%	2.75%
\$400,000 - 499,999	16	12	21	14	17								80	2.07%	2.37%
\$500,000 - 599,999	3	2	7	5	12								29	1.46%	0.86%
\$600,000 - 699,999	2	1	8	2	1								14	0.12%	0.41%
\$700,000 - 799,999	1	3	3	1	3								11	0.36%	0.33%
\$800,000 - 899,999	0	0	3	0	2								5	0.24%	0.15%
\$900,000 - 999,999	0	0	1	1	0								2	0.00%	0.06%
\$1,000,000 - and over	1	0	1	1	1								4	0.12%	0.12%
Current Year	506	532	804	714	823								3,379		
Previous Year	438	540	683	699	702								3,062		
Change from last month		5.14%	51.13%	-11.19%	15.27%										
Change from last year		-1.48%	17.72%	2.15%	17.24%										
Current YTD	506	1,038	1,842	2,556	3,379										
Previous YTD	438	978	1,661	2,360	3,062	3,062	3,062	3,062	3,062	3,062	3,062	3,062			
% Change YTD	15.53%	6.13%	10.90%	8.31%	10.35%										



**Realtors® Association of Lake & Sumter
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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	0	1								2	0.12%	0.06%
1	3	5	11	10	4								33	0.49%	0.98%
2	151	150	225	203	237								966	28.80%	28.59%
3	265	282	417	358	413								1,735	50.18%	51.35%
4	68	74	125	123	138								528	16.77%	15.63%
5	13	16	25	18	26								98	3.16%	2.90%
6+	5	5	1	2	4								17	0.49%	0.50%
Total	506	532	804	714	823	0	0	0	0	0	0	0	3,379	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	59	77								295	9.36%	8.73%
2	390	422	620	560	636								2,628	77.28%	77.77%
3	55	53	93	82	91								374	11.06%	11.07%
4	14	11	19	13	18								75	2.19%	2.22%
5	3	1	1	0	1								6	0.12%	0.18%
6+	0	0	1	0	0								1	0.00%	0.03%
Total	506	532	804	714	823	0	0	0	0	0	0	0	3,379	100.00%	100.00%



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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	404	414	654	568	655								2,695	79.59%	79.76%
Manufactured/Mobile Home	53	68	83	87	92								383	11.18%	11.33%
Villa	23	24	24	30	39								140	4.74%	4.14%
Condominium	12	15	23	16	17								83	2.07%	2.46%
Townhouse	9	10	17	11	14								61	1.70%	1.81%
Half Duplex	3	0	0	2	3								8	0.36%	0.24%
Modular	2	1	3	0	2								8	0.24%	0.24%
Co-Op	0	0	0	0	1								1	0.12%	0.03%
Total	506	532	804	714	823	0	0	0	0	0	0	0	3,379	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - May 1 to May 31, 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	35	4.25%	48,661	32,329	66.00%	67	57	1.6
\$50,000 - 59,999	19	2.31%	60,595	54,589	90.00%	134	42	2.2
\$60,000 - 69,999	22	2.67%	68,379	64,791	95.00%	102	37	1.7
\$70,000 - 79,999	16	1.94%	74,000	74,616	101.00%	76	47	2.9
\$80,000 - 89,999	11	1.34%	90,018	83,727	93.00%	151	43	3.9
\$90,000 - 99,999	23	2.79%	101,552	94,670	93.00%	72	39	1.7
\$100,000 - 119,999	31	3.77%	116,903	109,090	93.00%	48	63	2.0
\$120,000 - 139,999	62	7.53%	132,712	128,918	97.00%	47	102	1.7
\$140,000 - 159,999	69	8.38%	153,406	149,473	97.00%	54	131	1.9
\$160,000 - 179,999	93	11.30%	173,250	169,053	98.00%	60	146	1.6
\$180,000 - 199,999	79	9.60%	194,838	189,531	97.00%	77	211	2.7
\$200,000 - 249,999	154	18.71%	229,110	222,812	97.00%	65	361	2.3
\$250,000 - 299,999	90	10.94%	279,922	271,741	97.00%	61	288	3.2
\$300,000 - 349,999	54	6.56%	331,227	321,940	97.00%	67	174	3.2
\$350,000 - 399,999	29	3.52%	384,090	373,097	97.00%	100	132	4.6
\$400,000 - 499,999	17	2.07%	456,024	439,882	96.00%	93	143	8.4
\$500,000 - 599,999	12	1.46%	570,267	545,075	96.00%	65	72	6.0
\$600,000 - 699,999	1	0.12%	649,000	600,000	92.00%	11	37	37.0
\$700,000 - 799,999	3	0.36%	761,333	721,350	95.00%	75	40	13.3
\$800,000 - 899,999	2	0.24%	870,000	832,500	96.00%	56	19	9.5
\$900,000 - 999,999	0	0.00%	0	0	0.00%		19	
\$1,000,000 - and over	1	0.12%	1,950,000	1,727,000	89.00%	616	42	42.0
Totals	823	100.00%	210,850	203,425	96.00%	69	2,245	2.7

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.