



**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	10	7	6					78	1.04%	1.66%
\$50,000 - 59,999	3	4	5	4	6	7	2	4					35	0.70%	0.74%
\$60,000 - 69,999	4	3	8	6	6	7	4	4					42	0.70%	0.89%
\$70,000 - 79,999	7	5	12	9	4	4	5	4					50	0.70%	1.06%
\$80,000 - 89,999	10	1	10	11	5	6	8	6					57	1.04%	1.21%
\$90,000 - 99,999	9	8	12	8	16	13	7	12					85	2.09%	1.81%
\$100,000 - 119,999	26	18	31	27	21	16	25	27					191	4.70%	4.06%
\$120,000 - 139,999	32	30	44	54	51	39	25	36					311	6.26%	6.61%
\$140,000 - 159,999	46	38	67	46	61	60	34	60					412	10.43%	8.75%
\$160,000 - 179,999	53	46	78	65	84	77	75	60					538	10.43%	11.43%
\$180,000 - 199,999	52	48	67	62	75	99	90	70					563	12.17%	11.96%
\$200,000 - 249,999	77	100	134	141	149	148	143	128					1,020	22.26%	21.67%
\$250,000 - 299,999	48	69	70	76	90	95	78	69					595	12.00%	12.64%
\$300,000 - 349,999	20	21	61	35	54	42	41	37					311	6.43%	6.61%
\$350,000 - 399,999	12	19	19	14	28	29	23	19					163	3.30%	3.46%
\$400,000 - 499,999	15	12	21	14	16	25	19	18					140	3.13%	2.97%
\$500,000 - 599,999	3	2	7	5	12	9	11	3					52	0.52%	1.10%
\$600,000 - 699,999	2	1	8	2	1	6	1	4					25	0.70%	0.53%
\$700,000 - 799,999	1	3	3	1	3	2	4	6					23	1.04%	0.49%
\$800,000 - 899,999	0	0	3	0	2	0	1	0					6	0.00%	0.13%
\$900,000 - 999,999	0	0	1	1	0	0	0	0					2	0.00%	0.04%
\$1,000,000 - and over	1	0	1	1	1	0	1	2					7	0.35%	0.15%
Current Year	427	438	676	597	695	694	604	575					4,706		
Previous Year	358	450	564	597	608	617	582	598					4,374		
Change from last month		2.58%	54.34%	-11.69%	16.42%	-0.14%	-12.97%	-4.80%							
Change from last year	19.27%	-2.67%	19.86%	0.00%	14.31%	12.48%	3.78%	-3.85%							
Current YTD	427	865	1,541	2,138	2,833	3,527	4,131	4,706							
Previous YTD	358	808	1,372	1,969	2,577	3,194	3,776	4,374	4,374	4,374	4,374	4,374			
% Change YTD	19.27%	7.05%	12.32%	8.58%	9.93%	10.43%	9.40%	7.59%							



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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	4	2	0					20	0.00%	8.47%
\$50,000 - 59,999	2	1	4	2	1	0	3	0					13	0.00%	5.51%
\$60,000 - 69,999	2	1	3	1	1	1	2	1					12	3.45%	5.08%
\$70,000 - 79,999	2	1	0	0	4	3	3	1					14	3.45%	5.93%
\$80,000 - 89,999	2	1	0	3	1	0	1	1					9	3.45%	3.81%
\$90,000 - 99,999	0	1	1	0	1	4	1	1					9	3.45%	3.81%
\$100,000 - 119,999	3	1	5	3	4	2	2	3					23	10.34%	9.75%
\$120,000 - 139,999	1	4	5	1	3	3	3	4					24	13.79%	10.17%
\$140,000 - 159,999	2	5	2	3	0	4	4	1					21	3.45%	8.90%
\$160,000 - 179,999	1	0	4	2	5	2	3	4					21	13.79%	8.90%
\$180,000 - 199,999	1	2	6	6	3	3	2	3					26	10.34%	11.02%
\$200,000 - 249,999	2	4	7	2	4	3	6	7					35	24.14%	14.83%
\$250,000 - 299,999	0	0	0	1	0	0	0	1					2	3.45%	0.85%
\$300,000 - 349,999	1	0	0	0	0	0	0	0					1	0.00%	0.42%
\$350,000 - 399,999	0	0	0	0	1	1	0	1					3	3.45%	1.27%
\$400,000 - 499,999	1	0	0	0	1	0	0	1					3	3.45%	1.27%
\$500,000 - 599,999	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	0.00%	0.00%
\$700,000 - 799,999	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	0.00%	0.00%
\$900,000 - 999,999	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	0.00%	0.00%
Current Year	21	25	40	27	32	30	32	29					236		
Previous Year	24	16	25	25	28	32	32	23					205		
Change from last month		19.05%	60.00%	-32.50%	18.52%	-6.25%	6.67%	-9.38%							
Change from last year	-12.50%	56.25%	60.00%	8.00%	14.29%	-6.25%	0.00%	26.09%							
Current YTD	21	46	86	113	145	175	207	236							
Previous YTD	24	40	65	90	118	150	182	205	205	205	205	205			
% Change YTD	-12.50%	15.00%	32.31%	25.56%	22.88%	16.67%	13.74%	15.12%							



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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	42	35	27	33	21					255	3.11%	4.58%
\$50,000 - 59,999	11	14	17	14	19	18	9	10					112	1.48%	2.01%
\$60,000 - 69,999	11	12	21	18	22	11	9	14					118	2.07%	2.12%
\$70,000 - 79,999	14	14	17	16	16	13	11	8					109	1.19%	1.96%
\$80,000 - 89,999	18	8	13	24	11	14	16	12					116	1.78%	2.08%
\$90,000 - 99,999	14	13	15	16	23	22	11	16					130	2.37%	2.34%
\$100,000 - 119,999	36	23	45	35	31	29	36	36					271	5.33%	4.87%
\$120,000 - 139,999	37	38	61	62	62	49	37	52					398	7.70%	7.15%
\$140,000 - 159,999	50	46	74	51	70	72	40	64					467	9.48%	8.39%
\$160,000 - 179,999	56	50	85	70	92	81	81	66					581	9.78%	10.44%
\$180,000 - 199,999	54	51	74	72	80	105	93	74					603	10.96%	10.83%
\$200,000 - 249,999	79	105	143	144	154	153	149	136					1,063	20.15%	19.10%
\$250,000 - 299,999	48	69	70	78	90	95	78	74					602	10.96%	10.82%
\$300,000 - 349,999	21	22	61	35	54	44	41	37					315	5.48%	5.66%
\$350,000 - 399,999	12	19	19	14	29	30	23	21					167	3.11%	3.00%
\$400,000 - 499,999	16	12	21	14	17	25	19	19					143	2.81%	2.57%
\$500,000 - 599,999	3	2	7	5	12	9	11	3					52	0.44%	0.93%
\$600,000 - 699,999	2	1	8	2	1	6	1	4					25	0.59%	0.45%
\$700,000 - 799,999	1	3	3	1	3	2	4	6					23	0.89%	0.41%
\$800,000 - 899,999	0	0	3	0	2	1	1	0					7	0.00%	0.13%
\$900,000 - 999,999	0	0	1	1	0	0	0	0					2	0.00%	0.04%
\$1,000,000 - and over	1	0	1	1	1	0	1	2					7	0.30%	0.13%
Current Year	506	534	802	715	824	806	704	675					5,566		
Previous Year	438	541	683	700	703	719	676	682					5,142		
Change from last month		5.53%	50.19%	-10.85%	15.24%	-2.18%	-12.66%	-4.12%							
Change from last year		-1.29%	17.42%	2.14%	17.21%	12.10%	4.14%	-1.03%							
Current YTD	506	1,040	1,842	2,557	3,381	4,187	4,891	5,566							
Previous YTD	438	979	1,662	2,362	3,065	3,784	4,460	5,142	5,142	5,142	5,142	5,142			
% Change YTD	15.53%	6.23%	10.83%	8.26%	10.31%	10.65%	9.66%	8.25%							



**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	0	1	0	0	0					2	0.00%	0.04%
1	3	6	11	10	4	9	8	7					58	1.04%	1.04%
2	151	150	224	203	237	223	165	181					1,534	26.81%	27.56%
3	265	283	417	359	414	417	384	344					2,883	50.96%	51.80%
4	68	74	124	123	138	120	123	114					884	16.89%	15.88%
5	13	16	25	18	26	33	20	26					177	3.85%	3.18%
6+	5	5	1	2	4	4	4	3					28	0.44%	0.50%
Total	506	534	802	715	824	806	704	675	0	0	0	0	5,566	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	46	69	59	77	62	44	64					465	9.48%	8.35%
2	390	423	620	561	637	635	569	513					4,348	76.00%	78.12%
3	55	53	92	82	91	88	77	84					622	12.44%	11.17%
4	14	11	19	13	18	19	10	12					116	1.78%	2.08%
5	3	1	1	0	1	2	4	1					13	0.15%	0.23%
6+	0	0	1	0	0	0	0	1					2	0.15%	0.04%
Total	506	534	802	715	824	806	704	675	0	0	0	0	5,566	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	652	567	656	653	581	548					4,475	81.19%	80.40%
Manufactured/Mobile Home	53	68	83	87	92	76	67	65					591	9.63%	10.62%
Villa	23	24	24	30	39	41	23	27					231	4.00%	4.15%
Condominium	12	15	23	16	17	19	21	16					139	2.37%	2.50%
Townhouse	9	10	17	11	14	11	11	13					96	1.93%	1.72%
Modular	2	1	3	0	2	3	1	2					14	0.30%	0.25%
Half Duplex	3	0	0	2	3	1	0	3					12	0.44%	0.22%
Farm	0	2	0	2	0	2	0	1					7	0.15%	0.13%
Co-Op	0	0	0	0	1	0	0	0					1	0.00%	0.02%
Total	506	534	802	715	824	806	704	675	0	0	0	0	5,566	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - August 1 to August 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	21	3.11%	49,804	32,614	65.00%	60	44	2.1
\$50,000 - 59,999	10	1.48%	60,120	53,450	89.00%	122	32	3.2
\$60,000 - 69,999	14	2.07%	66,850	63,886	96.00%	126	31	2.2
\$70,000 - 79,999	8	1.19%	78,050	73,750	94.00%	86	27	3.4
\$80,000 - 89,999	12	1.78%	89,650	84,321	94.00%	44	36	3.0
\$90,000 - 99,999	16	2.37%	99,095	93,088	94.00%	61	34	2.1
\$100,000 - 119,999	36	5.33%	114,374	110,852	97.00%	41	60	1.7
\$120,000 - 139,999	52	7.70%	133,893	129,313	97.00%	53	107	2.1
\$140,000 - 159,999	64	9.48%	152,699	150,400	98.00%	64	96	1.5
\$160,000 - 179,999	66	9.78%	175,552	169,950	97.00%	58	133	2.0
\$180,000 - 199,999	74	10.96%	194,215	189,418	98.00%	59	146	2.0
\$200,000 - 249,999	136	20.15%	229,372	223,153	97.00%	64	378	2.8
\$250,000 - 299,999	74	10.96%	281,298	273,707	97.00%	65	287	3.9
\$300,000 - 349,999	37	5.48%	331,889	320,918	97.00%	85	166	4.5
\$350,000 - 399,999	21	3.11%	382,286	371,919	97.00%	65	145	6.9
\$400,000 - 499,999	19	2.81%	454,015	442,542	97.00%	54	168	8.8
\$500,000 - 599,999	3	0.44%	565,666	539,667	95.00%	99	83	27.7
\$600,000 - 699,999	4	0.59%	674,733	653,858	97.00%	33	48	12.0
\$700,000 - 799,999	6	0.89%	765,054	730,388	95.00%	121	38	6.3
\$800,000 - 899,999	0	0.00%	0	0	0.00%		20	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		19	
\$1,000,000 - and over	2	0.30%	1,369,625	1,227,750	90.00%	386	51	25.5
Totals	675	100.00%	215,333	208,218	97.00%	65	2,149	3.2

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.