



**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	8				<b>86</b>	1.71%	1.66%
\$50,000 - 59,999	3	4	5	4	6	7	2	4	0				<b>35</b>	0.00%	0.68%
\$60,000 - 69,999	4	3	8	6	6	7	4	4	2				<b>44</b>	0.43%	0.85%
\$70,000 - 79,999	7	5	12	9	4	4	5	4	3				<b>53</b>	0.64%	1.02%
\$80,000 - 89,999	10	1	10	11	5	6	8	6	7				<b>64</b>	1.49%	1.24%
\$90,000 - 99,999	9	8	12	8	16	13	7	12	5				<b>90</b>	1.07%	1.74%
\$100,000 - 119,999	26	18	31	27	21	16	25	27	13				<b>204</b>	2.77%	3.94%
\$120,000 - 139,999	32	30	44	54	51	39	25	36	28				<b>339</b>	5.97%	6.55%
\$140,000 - 159,999	46	38	67	46	61	60	34	60	43				<b>455</b>	9.17%	8.79%
\$160,000 - 179,999	53	46	78	65	84	77	75	62	52				<b>592</b>	11.09%	11.44%
\$180,000 - 199,999	52	48	67	62	75	99	90	70	61				<b>624</b>	13.01%	12.05%
\$200,000 - 249,999	77	100	134	141	149	148	143	127	114				<b>1,133</b>	24.31%	21.89%
\$250,000 - 299,999	48	69	70	76	90	95	78	70	56				<b>652</b>	11.94%	12.59%
\$300,000 - 349,999	20	21	61	35	54	42	41	37	31				<b>342</b>	6.61%	6.61%
\$350,000 - 399,999	12	19	19	14	28	29	23	19	20				<b>183</b>	4.26%	3.53%
\$400,000 - 499,999	15	12	21	14	16	25	19	18	14				<b>154</b>	2.99%	2.97%
\$500,000 - 599,999	3	2	7	5	12	9	11	3	7				<b>59</b>	1.49%	1.14%
\$600,000 - 699,999	2	1	8	2	1	6	1	4	3				<b>28</b>	0.64%	0.54%
\$700,000 - 799,999	1	3	3	1	3	2	4	6	0				<b>23</b>	0.00%	0.44%
\$800,000 - 899,999	0	0	3	0	2	0	1	0	0				<b>6</b>	0.00%	0.12%
\$900,000 - 999,999	0	0	1	1	0	0	0	0	0				<b>2</b>	0.00%	0.04%
\$1,000,000 - and over	1	0	1	1	1	0	1	2	2				<b>9</b>	0.43%	0.17%
<b>Current Year</b>	<b>427</b>	<b>438</b>	<b>676</b>	<b>597</b>	<b>695</b>	<b>694</b>	<b>604</b>	<b>577</b>	<b>469</b>				<b>5,177</b>		
Previous Year	358	450	564	597	608	617	582	598	527				4,901		
Change from last month		2.58%	54.34%	-11.69%	16.42%	-0.14%	-12.97%	-4.47%	-18.72%						
<b>Change from last year</b>	<b>19.27%</b>	<b>-2.67%</b>	<b>19.86%</b>	<b>0.00%</b>	<b>14.31%</b>	<b>12.48%</b>	<b>3.78%</b>	<b>-3.51%</b>	<b>-11.01%</b>						
<b>Current YTD</b>	<b>427</b>	<b>865</b>	<b>1,541</b>	<b>2,138</b>	<b>2,833</b>	<b>3,527</b>	<b>4,131</b>	<b>4,708</b>	<b>5,177</b>						
Previous YTD	358	808	1,372	1,969	2,577	3,194	3,776	4,374	4,901	4,901	4,901	4,901			
<b>% Change YTD</b>	<b>19.27%</b>	<b>7.05%</b>	<b>12.32%</b>	<b>8.58%</b>	<b>9.93%</b>	<b>10.43%</b>	<b>9.40%</b>	<b>7.64%</b>	<b>5.63%</b>						



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

### 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	2				22	12.50%	8.73%
\$50,000 - 59,999	2	1	4	2	1	0	3	0	2				15	12.50%	5.95%
\$60,000 - 69,999	2	1	3	1	1	1	2	1	0				12	0.00%	4.76%
\$70,000 - 79,999	2	1	0	0	4	3	3	1	1				15	6.25%	5.95%
\$80,000 - 89,999	2	1	0	3	1	0	1	1	0				9	0.00%	3.57%
\$90,000 - 99,999	0	1	1	0	1	4	1	1	0				9	0.00%	3.57%
\$100,000 - 119,999	3	1	5	3	4	2	2	3	3				26	18.75%	10.32%
\$120,000 - 139,999	1	4	5	1	3	3	3	4	1				25	6.25%	9.92%
\$140,000 - 159,999	2	5	2	3	0	4	4	1	2				23	12.50%	9.13%
\$160,000 - 179,999	1	0	4	2	5	2	3	4	1				22	6.25%	8.73%
\$180,000 - 199,999	1	2	6	6	3	3	2	3	1				27	6.25%	10.71%
\$200,000 - 249,999	2	4	7	2	4	3	6	7	2				37	12.50%	14.68%
\$250,000 - 299,999	0	0	0	1	0	0	0	1	0				2	0.00%	0.79%
\$300,000 - 349,999	1	0	0	0	0	0	0	0	1				2	6.25%	0.79%
\$350,000 - 399,999	0	0	0	0	1	1	0	1	0				3	0.00%	1.19%
\$400,000 - 499,999	1	0	0	0	1	0	0	1	0				3	0.00%	1.19%
\$500,000 - 599,999	0	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	0.00%	0.00%
\$700,000 - 799,999	0	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	0.00%	0.00%
\$900,000 - 999,999	0	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	0.00%	0.00%
<b>Current Year</b>	<b>21</b>	<b>25</b>	<b>40</b>	<b>27</b>	<b>32</b>	<b>30</b>	<b>32</b>	<b>29</b>	<b>16</b>				<b>252</b>		
Previous Year	24	16	25	25	28	32	32	23	35				240		
Change from last month		19.05%	60.00%	-32.50%	18.52%	-6.25%	6.67%	-9.38%	-44.83%						
<b>Change from last year</b>	<b>-12.50%</b>	<b>56.25%</b>	<b>60.00%</b>	<b>8.00%</b>	<b>14.29%</b>	<b>-6.25%</b>	<b>0.00%</b>	<b>26.09%</b>	<b>-54.29%</b>						
<b>Current YTD</b>	21	46	86	113	145	175	207	236	252						
Previous YTD	24	40	65	90	118	150	182	205	240	240	240	240			
<b>% Change YTD</b>	<b>-12.50%</b>	<b>15.00%</b>	<b>32.31%</b>	<b>25.56%</b>	<b>22.88%</b>	<b>16.67%</b>	<b>13.74%</b>	<b>15.12%</b>	<b>5.00%</b>						



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**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	22	32	43	42	35	27	33	21	16				<b>271</b>	3.04%	4.45%
\$50,000 - 59,999	11	14	17	14	19	18	9	10	6				<b>118</b>	1.14%	1.94%
\$60,000 - 69,999	11	12	21	18	22	11	9	14	6				<b>124</b>	1.14%	2.04%
\$70,000 - 79,999	14	14	17	16	16	13	11	8	8				<b>117</b>	1.52%	1.92%
\$80,000 - 89,999	18	8	13	24	11	14	16	12	12				<b>128</b>	2.28%	2.10%
\$90,000 - 99,999	14	13	15	16	23	22	11	16	8				<b>138</b>	1.52%	2.26%
\$100,000 - 119,999	36	23	45	35	31	29	36	36	20				<b>291</b>	3.80%	4.78%
\$120,000 - 139,999	37	38	61	62	62	49	37	51	34				<b>431</b>	6.46%	7.07%
\$140,000 - 159,999	50	46	74	51	70	72	40	64	49				<b>516</b>	9.32%	8.47%
\$160,000 - 179,999	56	50	85	70	92	81	81	68	53				<b>636</b>	10.08%	10.44%
\$180,000 - 199,999	54	51	74	72	80	105	93	74	63				<b>666</b>	11.98%	10.93%
\$200,000 - 249,999	79	105	143	144	154	153	149	135	117				<b>1,179</b>	22.24%	19.35%
\$250,000 - 299,999	48	69	70	78	90	95	78	75	56				<b>659</b>	10.65%	10.82%
\$300,000 - 349,999	21	22	61	35	54	44	41	37	32				<b>347</b>	6.08%	5.70%
\$350,000 - 399,999	12	19	19	14	29	30	23	21	20				<b>187</b>	3.80%	3.07%
\$400,000 - 499,999	16	12	21	14	17	25	19	19	14				<b>157</b>	2.66%	2.58%
\$500,000 - 599,999	3	2	7	5	12	9	11	3	7				<b>59</b>	1.33%	0.97%
\$600,000 - 699,999	2	1	8	2	1	6	1	4	3				<b>28</b>	0.57%	0.46%
\$700,000 - 799,999	1	3	3	1	3	2	4	6	0				<b>23</b>	0.00%	0.38%
\$800,000 - 899,999	0	0	3	0	2	1	1	0	0				<b>7</b>	0.00%	0.11%
\$900,000 - 999,999	0	0	1	1	0	0	0	0	0				<b>2</b>	0.00%	0.03%
\$1,000,000 - and over	1	0	1	1	1	0	1	2	2				<b>9</b>	0.38%	0.15%
<b>Current Year</b>	<b>506</b>	<b>534</b>	<b>802</b>	<b>715</b>	<b>824</b>	<b>806</b>	<b>704</b>	<b>676</b>	<b>526</b>				<b>6,093</b>		
Previous Year	438	541	683	700	703	719	676	682	630				5,772		
Change from last month		5.53%	50.19%	-10.85%	15.24%	-2.18%	-12.66%	-3.98%	-22.19%						
<b>Change from last year</b>		<b>-1.29%</b>	<b>17.42%</b>	<b>2.14%</b>	<b>17.21%</b>	<b>12.10%</b>	<b>4.14%</b>	<b>-0.88%</b>	<b>-16.51%</b>						
<b>Current YTD</b>	<b>506</b>	<b>1,040</b>	<b>1,842</b>	<b>2,557</b>	<b>3,381</b>	<b>4,187</b>	<b>4,891</b>	<b>5,567</b>	<b>6,093</b>						
Previous YTD	438	979	1,662	2,362	3,065	3,784	4,460	5,142	5,772	5,772	5,772	5,772			
<b>% Change YTD</b>	<b>15.53%</b>	<b>6.23%</b>	<b>10.83%</b>	<b>8.26%</b>	<b>10.31%</b>	<b>10.65%</b>	<b>9.66%</b>	<b>8.27%</b>	<b>5.56%</b>						



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**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	1	0	0	0	0				<b>2</b>	0.00%	0.03%
1	3	6	11	10	4	9	8	7	3				<b>61</b>	0.57%	1.00%
2	151	150	224	203	237	223	165	182	138				<b>1,673</b>	26.24%	27.46%
3	265	283	417	359	414	417	384	344	291				<b>3,174</b>	55.32%	52.09%
4	68	74	124	123	138	120	123	114	85				<b>969</b>	16.16%	15.90%
5	13	16	25	18	26	33	20	26	8				<b>185</b>	1.52%	3.04%
6+	5	5	1	2	4	4	4	3	1				<b>29</b>	0.19%	0.48%
<b>Total</b>	<b>506</b>	<b>534</b>	<b>802</b>	<b>715</b>	<b>824</b>	<b>806</b>	<b>704</b>	<b>676</b>	<b>526</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,093</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	46	69	59	77	62	44	64	32				<b>497</b>	6.08%	8.16%
2	390	423	620	561	637	635	569	514	441				<b>4,790</b>	83.84%	78.61%
3	55	53	92	82	91	88	77	84	50				<b>672</b>	9.51%	11.03%
4	14	11	19	13	18	19	10	12	3				<b>119</b>	0.57%	1.95%
5	3	1	1	0	1	2	4	1	0				<b>13</b>	0.00%	0.21%
6+	0	0	1	0	0	0	0	1	0				<b>2</b>	0.00%	0.03%
<b>Total</b>	<b>506</b>	<b>534</b>	<b>802</b>	<b>715</b>	<b>824</b>	<b>806</b>	<b>704</b>	<b>676</b>	<b>526</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,093</b>	<b>100.00%</b>	<b>100.00%</b>



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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	404	414	652	567	656	653	581	550	441				<b>4,918</b>	83.84%	80.72%
Manufactured/Mobile Home	53	68	83	87	92	76	67	64	39				<b>629</b>	7.41%	10.32%
Villa	23	24	24	30	39	41	23	27	28				<b>259</b>	5.32%	4.25%
Condominium	12	15	23	16	17	19	21	16	12				<b>151</b>	2.28%	2.48%
Townhouse	9	10	17	11	14	11	11	13	4				<b>100</b>	0.76%	1.64%
Modular	2	1	3	0	2	3	1	2	0				<b>14</b>	0.00%	0.23%
Half Duplex	3	0	0	2	3	1	0	3	1				<b>13</b>	0.19%	0.21%
Farm	0	2	0	2	0	2	0	1	1				<b>8</b>	0.19%	0.13%
Co-Op	0	0	0	0	1	0	0	0	0				<b>1</b>	0.00%	0.02%
<b>Total</b>	<b>506</b>	<b>534</b>	<b>802</b>	<b>715</b>	<b>824</b>	<b>806</b>	<b>704</b>	<b>676</b>	<b>526</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,093</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - September 1 to September 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	16	3.04%	75,288	25,769	34.00%	85	42	2.6
\$50,000 - 59,999	6	1.14%	58,633	55,800	95.00%	139	26	4.3
\$60,000 - 69,999	6	1.14%	69,100	63,792	92.00%	106	42	7.0
\$70,000 - 79,999	8	1.52%	80,725	75,715	94.00%	45	24	3.0
\$80,000 - 89,999	12	2.28%	87,050	84,042	97.00%	38	38	3.2
\$90,000 - 99,999	8	1.52%	99,338	94,713	95.00%	70	29	3.6
\$100,000 - 119,999	20	3.80%	116,465	109,479	94.00%	72	53	2.7
\$120,000 - 139,999	34	6.46%	133,631	130,516	98.00%	67	108	3.2
\$140,000 - 159,999	49	9.32%	154,671	149,100	96.00%	56	107	2.2
\$160,000 - 179,999	53	10.08%	172,607	169,181	98.00%	52	137	2.6
\$180,000 - 199,999	63	11.98%	192,905	188,076	97.00%	54	155	2.5
\$200,000 - 249,999	117	22.24%	227,315	221,372	97.00%	50	379	3.2
\$250,000 - 299,999	56	10.65%	282,091	275,173	98.00%	63	275	4.9
\$300,000 - 349,999	32	6.08%	332,981	323,781	97.00%	86	163	5.1
\$350,000 - 399,999	20	3.80%	385,668	373,478	97.00%	48	149	7.5
\$400,000 - 499,999	14	2.66%	441,457	429,589	97.00%	78	166	11.9
\$500,000 - 599,999	7	1.33%	584,275	545,717	93.00%	54	80	11.4
\$600,000 - 699,999	3	0.57%	628,133	611,800	97.00%	19	51	17.0
\$700,000 - 799,999	0	0.00%	0	0	0.00%		41	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		21	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		17	
\$1,000,000 - and over	2	0.38%	1,124,000	1,025,000	91.00%	35	49	24.5
<b>Totals</b>	<b>526</b>	<b>100.00%</b>	<b>219,341</b>	<b>211,237</b>	<b>96.00%</b>	<b>60</b>	<b>2,152</b>	<b>4.1</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.