



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	5	7		98	1.34%	1.58%
\$50,000 - 59,999	3	4	5	4	6	7	2	4	0	5	2		42	0.38%	0.68%
\$60,000 - 69,999	4	3	8	6	6	7	4	4	2	2	4		50	0.76%	0.81%
\$70,000 - 79,999	7	5	12	9	4	4	5	4	3	3	5		61	0.96%	0.99%
\$80,000 - 89,999	10	1	10	11	5	6	8	6	7	11	1		76	0.19%	1.23%
\$90,000 - 99,999	9	8	12	8	16	13	7	12	5	7	5		102	0.96%	1.65%
\$100,000 - 119,999	26	18	31	27	21	16	25	27	13	17	16		237	3.06%	3.83%
\$120,000 - 139,999	32	30	44	54	51	39	25	36	28	33	42		414	8.03%	6.69%
\$140,000 - 159,999	46	38	67	46	61	60	34	60	43	43	48		546	9.18%	8.82%
\$160,000 - 179,999	53	46	78	65	84	77	75	62	52	50	62		704	11.85%	11.37%
\$180,000 - 199,999	52	48	67	62	75	99	90	70	62	55	60		740	11.47%	11.95%
\$200,000 - 249,999	77	100	134	141	149	148	143	127	114	105	118		1,356	22.56%	21.90%
\$250,000 - 299,999	48	69	70	76	90	95	78	70	55	61	64		776	12.24%	12.53%
\$300,000 - 349,999	20	21	61	35	54	42	41	37	31	35	33		410	6.31%	6.62%
\$350,000 - 399,999	12	19	19	14	28	29	23	19	20	20	22		225	4.21%	3.63%
\$400,000 - 499,999	15	12	21	14	16	25	19	18	14	19	18		191	3.44%	3.08%
\$500,000 - 599,999	3	2	7	5	12	10	11	3	7	13	7		80	1.34%	1.29%
\$600,000 - 699,999	2	1	8	2	1	5	1	4	3	6	5		38	0.96%	0.61%
\$700,000 - 799,999	1	3	3	1	3	2	4	6	0	0	1		24	0.19%	0.39%
\$800,000 - 899,999	0	0	3	0	2	0	1	0	0	1	1		8	0.19%	0.13%
\$900,000 - 999,999	0	0	1	1	0	0	0	0	0	0	2		4	0.38%	0.06%
\$1,000,000 - and over	1	0	1	1	1	0	1	2	2	1	0		10	0.00%	0.16%
Current Year	427	438	676	597	695	694	604	577	469	492	523		6,192		
Previous Year	358	450	564	597	608	617	582	598	527	492	462		5,855		
Change from last month		2.58%	54.34%	-11.69%	16.42%	-0.14%	-12.97%	-4.47%	-18.72%	4.90%	6.30%				
Change from last year	19.27%	-2.67%	19.86%	0.00%	14.31%	12.48%	3.78%	-3.51%	-11.01%	0.00%	13.20%				
Current YTD	427	865	1,541	2,138	2,833	3,527	4,131	4,708	5,177	5,669	6,192				
Previous YTD	358	808	1,372	1,969	2,577	3,194	3,776	4,374	4,901	5,393	5,855	5,855			
% Change YTD	19.27%	7.05%	12.32%	8.58%	9.93%	10.43%	9.40%	7.64%	5.63%	5.12%	5.76%				



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	2	0		24	0.00%	8.25%
\$50,000 - 59,999	2	1	4	2	1	0	3	0	2	4	2		21	14.29%	7.22%
\$60,000 - 69,999	2	1	3	1	1	1	2	1	0	2	0		14	0.00%	4.81%
\$70,000 - 79,999	2	1	0	0	4	3	3	1	1	3	1		19	7.14%	6.53%
\$80,000 - 89,999	2	1	0	3	1	0	1	1	0	2	0		11	0.00%	3.78%
\$90,000 - 99,999	0	1	1	0	1	4	1	1	0	3	0		12	0.00%	4.12%
\$100,000 - 119,999	3	1	5	3	4	2	2	3	3	2	2		30	14.29%	10.31%
\$120,000 - 139,999	1	4	5	1	3	3	3	4	1	1	0		26	0.00%	8.93%
\$140,000 - 159,999	2	5	2	3	0	4	4	1	2	2	4		29	28.57%	9.97%
\$160,000 - 179,999	1	0	4	2	5	2	3	4	1	2	2		26	14.29%	8.93%
\$180,000 - 199,999	1	2	6	6	3	3	2	3	1	0	2		29	14.29%	9.97%
\$200,000 - 249,999	2	4	7	2	4	3	6	7	2	2	1		40	7.14%	13.75%
\$250,000 - 299,999	0	0	0	1	0	0	0	1	0	0	0		2	0.00%	0.69%
\$300,000 - 349,999	1	0	0	0	0	0	0	0	1	0	0		2	0.00%	0.69%
\$350,000 - 399,999	0	0	0	0	1	1	0	1	0	0	0		3	0.00%	1.03%
\$400,000 - 499,999	1	0	0	0	1	0	0	1	0	0	0		3	0.00%	1.03%
\$500,000 - 599,999	0	0	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		0	0.00%	0.00%
\$700,000 - 799,999	0	0	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		0	0.00%	0.00%
\$900,000 - 999,999	0	0	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		0	0.00%	0.00%
Current Year	21	25	40	27	32	30	32	29	16	25	14		291		
Previous Year	24	16	25	25	28	32	32	23	35	23	25		288		
Change from last month		19.05%	60.00%	-32.50%	18.52%	-6.25%	6.67%	-9.38%	-44.83%	56.25%	-44.00%				
Change from last year	-12.50%	56.25%	60.00%	8.00%	14.29%	-6.25%	0.00%	26.09%	-54.29%	8.70%	-44.00%				
Current YTD	21	46	86	113	145	175	207	236	252	277	291				
Previous YTD	24	40	65	90	118	150	182	205	240	263	288	288			
% Change YTD	-12.50%	15.00%	32.31%	25.56%	22.88%	16.67%	13.74%	15.12%	5.00%	5.32%	1.04%				



Realtors® Association of Lake & Sumter
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	19	19		309	3.19%	4.25%
\$50,000 - 59,999	11	14	17	14	19	18	9	11	6	17	12		148	2.01%	2.04%
\$60,000 - 69,999	11	12	21	18	22	11	9	13	6	10	9		142	1.51%	1.95%
\$70,000 - 79,999	14	14	17	16	16	13	11	8	8	10	10		137	1.68%	1.88%
\$80,000 - 89,999	18	8	13	24	11	14	16	12	12	16	8		152	1.34%	2.09%
\$90,000 - 99,999	14	13	15	16	23	22	11	16	8	19	9		166	1.51%	2.28%
\$100,000 - 119,999	36	23	45	35	31	29	36	36	20	28	24		343	4.03%	4.72%
\$120,000 - 139,999	37	38	61	62	62	49	37	51	34	37	48		516	8.05%	7.10%
\$140,000 - 159,999	50	46	74	51	70	72	40	64	49	50	55		621	9.23%	8.54%
\$160,000 - 179,999	56	50	85	70	92	81	81	68	53	53	65		754	10.91%	10.37%
\$180,000 - 199,999	54	51	74	72	80	105	93	74	64	57	64		788	10.74%	10.84%
\$200,000 - 249,999	79	105	143	144	154	153	149	135	117	108	120		1,407	20.13%	19.36%
\$250,000 - 299,999	48	69	70	78	90	95	78	75	55	61	64		783	10.74%	10.77%
\$300,000 - 349,999	21	22	61	35	54	44	41	37	32	35	33		415	5.54%	5.71%
\$350,000 - 399,999	12	19	19	14	29	30	23	21	20	20	22		229	3.69%	3.15%
\$400,000 - 499,999	16	12	21	14	17	25	19	19	14	19	18		194	3.02%	2.67%
\$500,000 - 599,999	3	2	7	5	12	10	11	3	7	13	7		80	1.17%	1.10%
\$600,000 - 699,999	2	1	8	2	1	5	1	4	3	6	5		38	0.84%	0.52%
\$700,000 - 799,999	1	3	3	1	3	2	4	6	0	0	1		24	0.17%	0.33%
\$800,000 - 899,999	0	0	3	0	2	1	1	0	0	1	1		9	0.17%	0.12%
\$900,000 - 999,999	0	0	1	1	0	0	0	0	0	0	2		4	0.34%	0.06%
\$1,000,000 - and over	1	0	1	1	1	0	1	2	2	1	0		10	0.00%	0.14%
Current Year	506	534	802	715	824	806	704	676	526	580	596		7,269		
Previous Year	438	541	683	700	703	719	676	682	630	574	555		6,901		
Change from last month		5.53%	50.19%	-10.85%	15.24%	-2.18%	-12.66%	-3.98%	-22.19%	10.27%	2.76%				
Change from last year		-1.29%	17.42%	2.14%	17.21%	12.10%	4.14%	-0.88%	-16.51%	1.05%	7.39%				
Current YTD	506	1,040	1,842	2,557	3,381	4,187	4,891	5,567	6,093	6,673	7,269				
Previous YTD	438	979	1,662	2,362	3,065	3,784	4,460	5,142	5,772	6,346	6,901	6,901			
% Change YTD	15.53%	6.23%	10.83%	8.26%	10.31%	10.65%	9.66%	8.27%	5.56%	5.15%	5.33%				



Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
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	0	0	0	0	2	0.00%	0.03%
1	3	6	11	10	4	9	8	7	3	3	4		68	0.67%	0.94%
2	151	150	224	203	237	223	165	182	138	146	157		1,976	26.34%	27.18%
3	265	283	417	359	414	417	384	344	291	310	319		3,803	53.52%	52.32%
4	68	74	124	123	138	120	123	114	85	100	96		1,165	16.11%	16.03%
5	13	16	25	18	26	33	20	26	8	13	18		216	3.02%	2.97%
6+	5	5	1	2	4	4	4	3	1	8	2		39	0.34%	0.54%
Total	506	534	802	715	824	806	704	676	526	580	596	0	7,269	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	32	52	51		600	8.56%	8.25%
2	390	423	620	561	637	635	569	514	441	454	460		5,704	77.18%	78.47%
3	55	53	92	82	91	88	77	84	50	58	74		804	12.42%	11.06%
4	14	11	19	13	18	19	10	12	3	14	9		142	1.51%	1.95%
5	3	1	1	0	1	2	4	1	0	2	2		17	0.34%	0.23%
6+	0	0	1	0	0	0	0	1	0	0	0		2	0.00%	0.03%
Total	506	534	802	715	824	806	704	676	526	580	596	0	7,269	100.00%	100.00%



Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
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	404	414	652	567	656	653	581	550	441	461	498		5,877	83.56%	80.85%
Manufactured/Mobile Home	53	68	83	87	92	76	67	64	39	62	56		747	9.40%	10.28%
Villa	23	24	24	30	39	41	23	27	28	31	25		315	4.19%	4.33%
Condominium	12	15	23	16	17	19	21	16	12	20	6		177	1.01%	2.43%
Townhouse	9	10	17	11	14	11	11	13	4	4	7		111	1.17%	1.53%
Modular	2	1	3	0	2	3	1	2	0	1	1		16	0.17%	0.22%
Half Duplex	3	0	0	2	3	1	0	3	1	0	1		14	0.17%	0.19%
Farm	0	2	0	2	0	2	0	1	1	0	1		9	0.17%	0.12%
Co-Op	0	0	0	0	1	0	0	0	0	1	1		3	0.17%	0.04%
Total	506	534	802	715	824	806	704	676	526	580	596	0	7,269	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - November 1 to November 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	19	3.19%	45,211	34,908	77.00%	75	37	2.0
\$50,000 - 59,999	12	2.01%	63,350	55,783	88.00%	94	31	2.6
\$60,000 - 69,999	9	1.51%	74,500	65,500	88.00%	63	41	4.6
\$70,000 - 79,999	10	1.68%	76,660	73,050	95.00%	67	36	3.6
\$80,000 - 89,999	8	1.34%	92,088	84,835	92.00%	37	30	3.8
\$90,000 - 99,999	9	1.51%	97,289	93,622	96.00%	96	30	3.3
\$100,000 - 119,999	24	4.03%	114,571	110,801	97.00%	37	52	2.2
\$120,000 - 139,999	48	8.05%	134,256	129,808	97.00%	48	108	2.3
\$140,000 - 159,999	55	9.23%	153,857	149,118	97.00%	67	102	1.9
\$160,000 - 179,999	65	10.91%	175,163	169,866	97.00%	58	145	2.2
\$180,000 - 199,999	64	10.74%	195,674	189,353	97.00%	56	155	2.4
\$200,000 - 249,999	120	20.13%	230,762	223,943	97.00%	61	386	3.2
\$250,000 - 299,999	64	10.74%	278,441	272,045	98.00%	82	275	4.3
\$300,000 - 349,999	33	5.54%	334,550	323,674	97.00%	57	173	5.2
\$350,000 - 399,999	22	3.69%	381,691	371,409	97.00%	51	144	6.6
\$400,000 - 499,999	18	3.02%	467,248	449,519	96.00%	128	164	9.1
\$500,000 - 599,999	7	1.17%	574,743	553,013	96.00%	104	77	11.0
\$600,000 - 699,999	5	0.84%	649,760	631,800	97.00%	78	52	10.4
\$700,000 - 799,999	1	0.17%	699,900	710,500	102.00%	153	29	29.0
\$800,000 - 899,999	1	0.17%	989,000	860,000	87.00%	318	18	18.0
\$900,000 - 999,999	2	0.34%	947,000	949,000	100.00%	91	16	8.0
\$1,000,000 - and over	0	0.00%	0	0	0.00%		53	
Totals	596	100.00%	218,872	211,664	97.00%	65	2,154	3.6

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.