



Realtors® Association of Lake & Sumter

Four Year Sales and Inventory History 2012 - 2016

Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
01-AUG-12	428	145,265	137,380	95%	126	4,064	9.5
01-SEP-12	358	144,679	137,429	95%	119	4,060	11.3
01-OCT-12	420	149,601	139,926	94%	104	4,116	9.8
01-NOV-12	428	158,678	149,379	94%	121	4,073	9.5
01-DEC-12	413	153,607	146,455	95%	117	3,911	9.5
01-JAN-13	371	141,300	133,463	94%	138	3,892	10.5
01-FEB-13	398	138,764	130,966	94%	129	3,832	9.6
01-MAR-13	533	161,876	153,597	95%	114	3,711	7.0
01-APR-13	556	151,773	143,444	95%	120	3,602	6.5
01-MAY-13	591	160,245	152,024	95%	113	3,538	6.0
01-JUN-13	508	164,738	157,601	96%	106	3,555	7.0
01-JUL-13	502	165,332	158,155	96%	97	3,624	7.2
01-AUG-13	502	156,936	150,422	96%	95	3,677	7.3
01-SEP-13	417	167,046	159,129	95%	115	3,798	9.1
01-OCT-13	438	167,012	159,199	95%	97	3,861	8.8
01-NOV-13	448	151,284	144,981	96%	88	3,814	8.5
01-DEC-13	506	160,716	153,607	96%	93	3,796	7.5
01-JAN-14	370	152,827	144,202	94%	105	3,735	10.1
01-FEB-14	390	156,189	148,986	95%	93	3,686	9.5
01-MAR-14	519	154,136	147,453	96%	99	3,592	6.9
01-APR-14	506	161,760	153,982	95%	97	3,431	6.8
01-MAY-14	569	167,184	159,634	95%	105	3,177	5.6
01-JUN-14	537	173,064	165,150	95%	91	3,085	5.7
01-JUL-14	517	166,146	159,214	96%	98	3,114	6.0
01-AUG-14	494	164,974	157,958	96%	96	3,134	6.3
01-SEP-14	501	167,345	160,014	96%	84	3,207	6.4
01-OCT-14	511	166,251	159,773	96%	89	3,284	6.4
01-NOV-14	438	171,379	163,126	95%	89	3,265	7.5
01-DEC-14	581	177,802	170,856	96%	83	3,228	5.6
01-JAN-15	439	169,648	161,458	95%	106	3,213	7.3
01-FEB-15	523	164,713	157,481	96%	93	3,084	5.9
01-MAR-15	675	175,968	169,307	96%	97	3,003	4.4
01-APR-15	641	170,890	164,164	96%	88	3,022	4.7
01-MAY-15	609	180,014	173,162	96%	92	2,986	4.9
01-JUN-15	683	185,402	178,154	96%	79	2,903	4.3
01-JUL-15	716	182,557	176,394	97%	77	2,877	4.0
01-AUG-15	587	180,599	173,232	96%	76	2,837	4.8
01-SEP-15	634	180,807	173,939	96%	82	2,833	4.5
01-OCT-15	575	176,105	169,772	96%	76	2,866	5.0
01-NOV-15	478	175,717	169,318	96%	78	2,917	6.1
01-DEC-15	602	188,754	181,042	96%	71	2,901	4.8
01-JAN-16	438	197,719	187,313	95%	86	2,910	6.6
01-FEB-16	539	178,202	171,702	96%	82	2,915	5.4
01-MAR-16	683	185,455	178,765	96%	82	2,819	4.1
01-APR-16	699	194,390	186,762	96%	77	2,740	3.9
01-MAY-16	701	199,691	193,001	97%	78	2,615	3.7
01-JUN-16	719	199,331	192,770	97%	74	2,542	3.5
01-JUL-16	675	206,070	198,797	96%	71	2,349	3.5