



**Realtors® Association of Lake & Sumter  
Monthly Sales Trend Indicator  
2016**

**Sales by Price Range - Condominiums, Townhouses and Co-Op's**

<b>Price Range</b>	<b>Jan-16</b>	<b>Feb-16</b>	<b>Mar-16</b>	<b>Apr-16</b>	<b>May-16</b>	<b>Jun-16</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>	<b>Nov-16</b>	<b>Dec-16</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
\$1 - 49,999	4	3	4										11	15.38%	16.67%
\$50,000 - 59,999	3	2	1										6	3.85%	9.09%
\$60,000 - 69,999	1	0	2										3	7.69%	4.55%
\$70,000 - 79,999	2	0	1										3	3.85%	4.55%
\$80,000 - 89,999	2	2	1										5	3.85%	7.58%
\$90,000 - 99,999	2	1	0										3	0.00%	4.55%
\$100,000 - 119,999	3	2	4										9	15.38%	13.64%
\$120,000 - 139,999	3	4	2										9	7.69%	13.64%
\$140,000 - 159,999	1	1	5										7	19.23%	10.61%
\$160,000 - 179,999	0	1	2										3	7.69%	4.55%
\$180,000 - 199,999	2	0	2										4	7.69%	6.06%
\$200,000 - 249,999	0	0	2										2	7.69%	3.03%
\$250,000 - 299,999	0	0	0										0	0.00%	0.00%
\$300,000 - 349,999	1	0	0										1	0.00%	1.52%
\$350,000 - 399,999	0	0	0										0	0.00%	0.00%
\$400,000 - 499,999	0	0	0										0	0.00%	0.00%
\$500,000 - 599,999	0	0	0										0	0.00%	0.00%
\$600,000 - 699,999	0	0	0										0	0.00%	0.00%
\$700,000 - 799,999	0	0	0										0	0.00%	0.00%
\$800,000 - 899,999	0	0	0										0	0.00%	0.00%
\$900,000 - 999,999	0	0	0										0	0.00%	0.00%
\$1,000,000 - and over	0	0	0										0	0.00%	0.00%
<b>Current Year</b>	<b>24</b>	<b>16</b>	<b>26</b>										<b>66</b>		
Previous Year	27	21	28										76		
Change from last month		-33.33%	62.50%												
<b>Change from last year</b>	<b>-11.11%</b>	<b>-23.81%</b>	<b>-7.14%</b>												
<b>Current YTD</b>	<b>24</b>	<b>40</b>	<b>66</b>												
Previous YTD	27	48	76	76	76	76	76	76	76	76	76	76			
<b>% Change YTD</b>	<b>-11.11%</b>	<b>-16.67%</b>	<b>-13.16%</b>												



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**2016**  
**Sales by Price Range - Overall**

Price Range	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	YTD Total	Curr Month	YTD
\$1 - 49,999	44	53	51										148	7.47%	8.92%
\$50,000 - 59,999	15	23	24										62	3.51%	3.73%
\$60,000 - 69,999	13	12	22										47	3.22%	2.83%
\$70,000 - 79,999	7	12	17										36	2.49%	2.17%
\$80,000 - 89,999	12	21	20										53	2.93%	3.19%
\$90,000 - 99,999	19	14	15										48	2.20%	2.89%
\$100,000 - 119,999	30	35	55										120	8.05%	7.23%
\$120,000 - 139,999	32	50	54										136	7.91%	8.19%
\$140,000 - 159,999	48	57	83										188	12.15%	11.33%
\$160,000 - 179,999	38	52	72										162	10.54%	9.76%
\$180,000 - 199,999	32	37	54										123	7.91%	7.41%
\$200,000 - 249,999	62	80	95										237	13.91%	14.28%
\$250,000 - 299,999	36	37	50										123	7.32%	7.41%
\$300,000 - 349,999	23	29	26										78	3.81%	4.70%
\$350,000 - 399,999	8	15	17										40	2.49%	2.41%
\$400,000 - 499,999	6	5	13										24	1.90%	1.45%
\$500,000 - 599,999	5	3	6										14	0.88%	0.84%
\$600,000 - 699,999	2	3	4										9	0.59%	0.54%
\$700,000 - 799,999	0	0	3										3	0.44%	0.18%
\$800,000 - 899,999	0	1	0										1	0.00%	0.06%
\$900,000 - 999,999	1	0	2										3	0.29%	0.18%
\$1,000,000 - and over	4	1	0										5	0.00%	0.30%
<b>Current Year</b>	<b>437</b>	<b>540</b>	<b>683</b>										<b>1,660</b>		
Previous Year	439	523	675										1,637		
Change from last month		23.57%	26.48%												
<b>Change from last year</b>		<b>3.25%</b>	<b>1.19%</b>												
<b>Current YTD</b>	<b>437</b>	<b>977</b>	<b>1,660</b>												
Previous YTD	439	962	1,637	1,637	1,637	1,637	1,637	1,637	1,637	1,637	1,637	1,637			
<b>% Change YTD</b>	<b>-0.46%</b>	<b>1.56%</b>	<b>1.41%</b>												



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**2016**  
**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-16</b>	<b>Feb-16</b>	<b>Mar-16</b>	<b>Apr-16</b>	<b>May-16</b>	<b>Jun-16</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>	<b>Nov-16</b>	<b>Dec-16</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
0	0	0	0										<b>0</b>	0.00%	0.00%
1	4	1	4										<b>9</b>	0.59%	0.54%
2	109	157	208										<b>474</b>	30.45%	28.55%
3	216	290	355										<b>861</b>	51.98%	51.87%
4	83	85	94										<b>262</b>	13.76%	15.78%
5	23	5	19										<b>47</b>	2.78%	2.83%
6+	2	2	3										<b>7</b>	0.44%	0.42%
<b>Total</b>	<b>437</b>	<b>540</b>	<b>683</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,660</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-16</b>	<b>Feb-16</b>	<b>Mar-16</b>	<b>Apr-16</b>	<b>May-16</b>	<b>Jun-16</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>	<b>Nov-16</b>	<b>Dec-16</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	30	51	59										<b>140</b>	8.64%	8.43%
2	332	433	546										<b>1,311</b>	79.94%	78.98%
3	61	46	68										<b>175</b>	9.96%	10.54%
4	9	10	8										<b>27</b>	1.17%	1.63%
5	3	0	1										<b>4</b>	0.15%	0.24%
6+	2	0	1										<b>3</b>	0.15%	0.18%
<b>Total</b>	<b>437</b>	<b>540</b>	<b>683</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,660</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**2016**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-16</b>	<b>Feb-16</b>	<b>Mar-16</b>	<b>Apr-16</b>	<b>May-16</b>	<b>Jun-16</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>	<b>Nov-16</b>	<b>Dec-16</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Home	335	431	531										<b>1,297</b>	77.75%	78.13%
Manufactured/Mobile Home	54	73	91										<b>218</b>	13.32%	13.13%
Villa	22	19	32										<b>73</b>	4.69%	4.40%
Condominium	15	10	13										<b>38</b>	1.90%	2.29%
Townhouse	7	6	13										<b>26</b>	1.90%	1.57%
Modular	2	1	3										<b>6</b>	0.44%	0.36%
Co-Op	2	0	0										<b>2</b>	0.00%	0.12%
<b>Total</b>	<b>437</b>	<b>540</b>	<b>683</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,660</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - March 1 to March 31, 2016

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	51	7.47%	37,596	34,132	91.00%	103	127	2.5
\$50,000 - 59,999	24	3.51%	59,336	54,726	92.00%	93	53	2.2
\$60,000 - 69,999	22	3.22%	67,977	64,137	94.00%	47	75	3.4
\$70,000 - 79,999	17	2.49%	80,900	75,871	94.00%	95	62	3.7
\$80,000 - 89,999	20	2.93%	88,090	84,560	96.00%	57	64	3.2
\$90,000 - 99,999	15	2.20%	100,326	94,379	94.00%	54	46	3.1
\$100,000 - 119,999	55	8.05%	116,616	111,387	96.00%	89	87	1.6
\$120,000 - 139,999	54	7.91%	135,644	129,426	95.00%	86	149	2.8
\$140,000 - 159,999	83	12.15%	153,372	149,826	98.00%	65	161	1.9
\$160,000 - 179,999	72	10.54%	173,426	169,054	97.00%	78	224	3.1
\$180,000 - 199,999	54	7.91%	195,163	188,739	97.00%	71	210	3.9
\$200,000 - 249,999	95	13.91%	230,239	222,866	97.00%	85	410	4.3
\$250,000 - 299,999	50	7.32%	281,981	272,632	97.00%	102	322	6.4
\$300,000 - 349,999	26	3.81%	332,473	318,778	96.00%	71	185	7.1
\$350,000 - 399,999	17	2.49%	379,223	369,056	97.00%	83	136	8.0
\$400,000 - 499,999	13	1.90%	466,354	451,346	97.00%	71	135	10.4
\$500,000 - 599,999	6	0.88%	580,933	560,667	97.00%	163	75	12.5
\$600,000 - 699,999	4	0.59%	677,000	637,000	94.00%	40	38	9.5
\$700,000 - 799,999	3	0.44%	811,300	757,000	93.00%	142	23	7.7
\$800,000 - 899,999	0	0.00%	0	0	0.00%		23	
\$900,000 - 999,999	2	0.29%	962,061	952,311	99.00%	18	10	5.0
\$1,000,000 - and over	0	0.00%	0	0	0.00%		40	
<b>Totals</b>	<b>683</b>	<b>100.00%</b>	<b>185,432</b>	<b>178,767</b>	<b>96.00%</b>	<b>81</b>	<b>2,655</b>	<b>3.9</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.



**Realtors® Association of Lake & Sumter**  
**Multiple Listing YTD Sales and Inventory Report - January 1 to March 31, 2016**

Price Range	Sold Units	Market Share	Average List	Average Sale	% List to Sell	Avg DOM	Inventory on Market	Months Supply
			Price	Price				
\$1 - 49,999	148	8.92%	36,963	32,953	89.00%	116	127	2.6
\$50,000 - 59,999	62	3.73%	58,683	54,856	93.00%	101	53	2.6
\$60,000 - 69,999	47	2.83%	69,338	64,410	93.00%	79	75	4.8
\$70,000 - 79,999	36	2.17%	79,558	75,478	95.00%	84	62	5.2
\$80,000 - 89,999	53	3.19%	88,468	84,929	96.00%	71	64	3.6
\$90,000 - 99,999	48	2.89%	100,023	94,231	94.00%	79	46	2.9
\$100,000 - 119,999	120	7.23%	116,797	111,042	95.00%	92	87	2.2
\$120,000 - 139,999	136	8.19%	134,640	128,901	96.00%	73	149	3.3
\$140,000 - 159,999	188	11.33%	154,832	149,971	97.00%	65	161	2.6
\$160,000 - 179,999	162	9.76%	173,905	168,803	97.00%	76	224	4.2
\$180,000 - 199,999	123	7.41%	193,911	188,652	97.00%	77	210	5.1
\$200,000 - 249,999	237	14.28%	229,668	223,178	97.00%	78	410	5.2
\$250,000 - 299,999	123	7.41%	281,197	271,314	96.00%	99	322	7.9
\$300,000 - 349,999	78	4.70%	337,149	323,608	96.00%	71	185	7.1
\$350,000 - 399,999	40	2.41%	383,112	367,452	96.00%	88	136	10.2
\$400,000 - 499,999	24	1.45%	460,240	447,244	97.00%	70	135	16.9
\$500,000 - 599,999	14	0.84%	577,421	559,000	97.00%	125	75	16.1
\$600,000 - 699,999	9	0.54%	687,100	639,611	93.00%	61	38	12.7
\$700,000 - 799,999	3	0.18%	811,300	757,000	93.00%	142	23	23.0
\$800,000 - 899,999	1	0.06%	810,865	810,865	100.00%	0	23	69.0
\$900,000 - 999,999	3	0.18%	958,007	942,374	98.00%	14	10	10.0
\$1,000,000 - and over	5	0.30%	1,845,780	1,560,680	85.00%	90	40	24.0
<b>Totals</b>	<b>1,660</b>	<b>100.00%</b>	<b>186,435</b>	<b>178,844</b>	<b>96.00%</b>	<b>83</b>	<b>2,655</b>	<b>4.8</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.**