



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-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	3,833	9.6
01-MAR-13	533	161,876	153,597	95%	114	3,712	7.0
01-APR-13	556	151,773	143,444	95%	120	3,603	6.5
01-MAY-13	591	160,245	152,024	95%	113	3,539	6.0
01-JUN-13	508	164,738	157,601	96%	106	3,556	7.0
01-JUL-13	502	165,332	158,155	96%	97	3,625	7.2
01-AUG-13	502	156,936	150,422	96%	95	3,678	7.3
01-SEP-13	417	167,046	159,129	95%	115	3,799	9.1
01-OCT-13	438	167,012	159,199	95%	97	3,862	8.8
01-NOV-13	448	151,284	144,981	96%	88	3,815	8.5
01-DEC-13	506	160,716	153,607	96%	93	3,797	7.5
01-JAN-14	370	152,827	144,202	94%	105	3,736	10.1
01-FEB-14	390	156,189	148,986	95%	93	3,687	9.5
01-MAR-14	519	154,136	147,453	96%	99	3,593	6.9
01-APR-14	506	161,760	153,982	95%	97	3,432	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	3,135	6.3
01-SEP-14	501	167,345	160,014	96%	84	3,208	6.4
01-OCT-14	511	166,251	159,773	96%	89	3,285	6.4
01-NOV-14	438	171,379	163,126	95%	89	3,266	7.5
01-DEC-14	581	177,802	170,856	96%	83	3,229	5.6
01-JAN-15	439	169,648	161,458	95%	106	3,214	7.3
01-FEB-15	523	164,713	157,481	96%	93	3,085	5.9
01-MAR-15	675	175,968	169,307	96%	97	3,004	4.5
01-APR-15	641	170,890	164,164	96%	88	3,023	4.7
01-MAY-15	609	180,014	173,162	96%	92	2,987	4.9
01-JUN-15	683	185,402	178,154	96%	79	2,904	4.3
01-JUL-15	716	182,557	176,394	97%	77	2,878	4.0
01-AUG-15	587	180,599	173,232	96%	76	2,839	4.8
01-SEP-15	634	180,807	173,939	96%	82	2,836	4.5
01-OCT-15	575	176,105	169,772	96%	76	2,870	5.0
01-NOV-15	478	175,717	169,318	96%	78	2,923	6.1
01-DEC-15	602	188,754	181,042	96%	71	2,906	4.8
01-JAN-16	438	197,719	187,313	95%	86	2,917	6.7
01-FEB-16	539	178,202	171,702	96%	82	2,926	5.4
01-MAR-16	683	185,455	178,765	96%	82	2,836	4.2
01-APR-16	699	194,390	186,752	96%	77	2,766	4.0
01-MAY-16	701	199,691	193,001	97%	78	2,651	3.8
01-JUN-16	719	199,331	192,335	96%	74	2,618	3.6
01-JUL-16	674	206,232	198,946	96%	71	2,493	3.7
01-AUG-16	683	204,918	197,497	96%	72	2,529	3.7
01-SEP-16	628	197,715	191,159	97%	71	2,477	3.9