



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

**Sales by Price Range - Single Family Homes & Villa'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	17	19	14	15	15	14							<b>94</b>	2.28%	2.94%
\$50,000 - 59,999	7	11	11	9	7	8							<b>53</b>	1.30%	1.66%
\$60,000 - 69,999	7	4	10	10	8	7							<b>46</b>	1.14%	1.44%
\$70,000 - 79,999	3	8	10	10	5	12							<b>48</b>	1.95%	1.50%
\$80,000 - 89,999	10	12	14	9	9	6							<b>60</b>	0.98%	1.88%
\$90,000 - 99,999	14	12	11	10	10	16							<b>73</b>	2.60%	2.29%
\$100,000 - 119,999	21	27	47	36	32	24							<b>187</b>	3.90%	5.86%
\$120,000 - 139,999	24	42	45	55	57	50							<b>273</b>	8.13%	8.55%
\$140,000 - 159,999	43	54	73	71	62	59							<b>362</b>	9.59%	11.34%
\$160,000 - 179,999	37	50	65	86	75	80							<b>393</b>	13.01%	12.31%
\$180,000 - 199,999	30	37	50	50	61	64							<b>292</b>	10.41%	9.15%
\$200,000 - 249,999	61	80	93	98	114	113							<b>559</b>	18.37%	17.51%
\$250,000 - 299,999	36	37	50	61	76	79							<b>339</b>	12.85%	10.62%
\$300,000 - 349,999	22	29	26	30	24	35							<b>166</b>	5.69%	5.20%
\$350,000 - 399,999	8	15	17	10	17	27							<b>94</b>	4.39%	2.94%
\$400,000 - 499,999	6	5	13	22	16	10							<b>72</b>	1.63%	2.26%
\$500,000 - 599,999	5	3	6	7	10	3							<b>34</b>	0.49%	1.07%
\$600,000 - 699,999	2	3	4	2	5	3							<b>19</b>	0.49%	0.60%
\$700,000 - 799,999	0	0	3	2	2	2							<b>9</b>	0.33%	0.28%
\$800,000 - 899,999	0	1	0	2	2	0							<b>5</b>	0.00%	0.16%
\$900,000 - 999,999	1	0	2	0	0	0							<b>3</b>	0.00%	0.09%
\$1,000,000 - and over	4	1	0	2	1	3							<b>11</b>	0.49%	0.34%
<b>Current Year</b>	<b>358</b>	<b>450</b>	<b>564</b>	<b>597</b>	<b>608</b>	<b>615</b>							<b>3,192</b>		
Previous Year	351	435	562	539	515	576							2,978		
Change from last month		25.70%	25.33%	5.85%	1.84%	1.15%									
<b>Change from last year</b>	<b>1.99%</b>	<b>3.45%</b>	<b>0.36%</b>	<b>10.76%</b>	<b>18.06%</b>	<b>6.77%</b>									
<b>Current YTD</b>	<b>358</b>	<b>808</b>	<b>1,372</b>	<b>1,969</b>	<b>2,577</b>	<b>3,192</b>									
Previous YTD	351	786	1,348	1,887	2,402	2,978	2,978	2,978	2,978	2,978	2,978	2,978			
<b>% Change YTD</b>	<b>1.99%</b>	<b>2.80%</b>	<b>1.78%</b>	<b>4.35%</b>	<b>7.29%</b>	<b>7.19%</b>									



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**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	2	4	5							<b>22</b>	15.63%	14.57%
\$50,000 - 59,999	3	2	1	1	0	1							<b>8</b>	3.13%	5.30%
\$60,000 - 69,999	1	0	2	3	2	1							<b>9</b>	3.13%	5.96%
\$70,000 - 79,999	2	0	1	0	3	2							<b>8</b>	6.25%	5.30%
\$80,000 - 89,999	2	2	1	3	2	3							<b>13</b>	9.38%	8.61%
\$90,000 - 99,999	2	1	0	0	2	1							<b>6</b>	3.13%	3.97%
\$100,000 - 119,999	3	2	4	3	2	2							<b>16</b>	6.25%	10.60%
\$120,000 - 139,999	3	4	2	3	2	3							<b>17</b>	9.38%	11.26%
\$140,000 - 159,999	1	1	5	4	1	3							<b>15</b>	9.38%	9.93%
\$160,000 - 179,999	0	1	2	2	5	4							<b>14</b>	12.50%	9.27%
\$180,000 - 199,999	2	0	2	1	3	2							<b>10</b>	6.25%	6.62%
\$200,000 - 249,999	0	0	2	3	2	2							<b>9</b>	6.25%	5.96%
\$250,000 - 299,999	0	0	0	0	0	1							<b>1</b>	3.13%	0.66%
\$300,000 - 349,999	1	0	0	0	0	2							<b>3</b>	6.25%	1.99%
\$350,000 - 399,999	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0							<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>24</b>	<b>16</b>	<b>26</b>	<b>25</b>	<b>28</b>	<b>32</b>							<b>151</b>		
Previous Year	27	21	28	30	32	28							166		
Change from last month		-33.33%	62.50%	-3.85%	12.00%	14.29%									
<b>Change from last year</b>	<b>-11.11%</b>	<b>-23.81%</b>	<b>-7.14%</b>	<b>-16.67%</b>	<b>-12.50%</b>	<b>14.29%</b>									
<b>Current YTD</b>	<b>24</b>	<b>40</b>	<b>66</b>	<b>91</b>	<b>119</b>	<b>151</b>									
Previous YTD	27	48	76	106	138	166	166	166	166	166	166	166			
<b>% Change YTD</b>	<b>-11.11%</b>	<b>-16.67%</b>	<b>-13.16%</b>	<b>-14.15%</b>	<b>-13.77%</b>	<b>-9.04%</b>									



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**2016**  
**Sales by Price Range - Overall**

<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	44	53	51	45	34	35							<b>262</b>	4.90%	6.93%
\$50,000 - 59,999	15	23	24	17	16	15							<b>110</b>	2.10%	2.91%
\$60,000 - 69,999	13	12	22	20	17	17							<b>101</b>	2.38%	2.67%
\$70,000 - 79,999	7	12	17	22	16	23							<b>97</b>	3.22%	2.57%
\$80,000 - 89,999	12	21	20	17	17	14							<b>101</b>	1.96%	2.67%
\$90,000 - 99,999	19	14	15	16	19	25							<b>108</b>	3.50%	2.86%
\$100,000 - 119,999	30	35	55	43	43	30							<b>236</b>	4.20%	6.25%
\$120,000 - 139,999	32	50	54	64	62	60							<b>322</b>	8.39%	8.52%
\$140,000 - 159,999	48	57	83	77	64	64							<b>393</b>	8.95%	10.40%
\$160,000 - 179,999	38	52	72	88	81	85							<b>416</b>	11.89%	11.01%
\$180,000 - 199,999	32	37	54	51	64	66							<b>304</b>	9.23%	8.05%
\$200,000 - 249,999	63	80	96	101	116	116							<b>572</b>	16.22%	15.14%
\$250,000 - 299,999	36	37	50	61	76	80							<b>340</b>	11.19%	9.00%
\$300,000 - 349,999	23	29	26	30	24	37							<b>169</b>	5.17%	4.47%
\$350,000 - 399,999	8	15	17	10	17	27							<b>94</b>	3.78%	2.49%
\$400,000 - 499,999	6	5	13	22	16	10							<b>72</b>	1.40%	1.91%
\$500,000 - 599,999	5	3	6	7	10	3							<b>34</b>	0.42%	0.90%
\$600,000 - 699,999	2	3	4	2	5	3							<b>19</b>	0.42%	0.50%
\$700,000 - 799,999	0	0	3	2	2	2							<b>9</b>	0.28%	0.24%
\$800,000 - 899,999	0	1	0	2	2	0							<b>5</b>	0.00%	0.13%
\$900,000 - 999,999	1	0	2	0	0	0							<b>3</b>	0.00%	0.08%
\$1,000,000 - and over	4	1	0	2	1	3							<b>11</b>	0.42%	0.29%
<b>Current Year</b>	<b>438</b>	<b>540</b>	<b>684</b>	<b>699</b>	<b>702</b>	<b>715</b>							<b>3,778</b>		
Previous Year	439	523	675	641	609	683							3,570		
Change from last month		23.29%	26.67%	2.19%	0.43%	1.85%									
<b>Change from last year</b>		<b>3.25%</b>	<b>1.33%</b>	<b>9.05%</b>	<b>15.27%</b>	<b>4.69%</b>									
<b>Current YTD</b>	<b>438</b>	<b>978</b>	<b>1,662</b>	<b>2,361</b>	<b>3,063</b>	<b>3,778</b>									
Previous YTD	439	962	1,637	2,278	2,887	3,570	3,570	3,570	3,570	3,570	3,570	3,570			
<b>% Change YTD</b>	<b>-0.23%</b>	<b>1.66%</b>	<b>1.53%</b>	<b>3.64%</b>	<b>6.10%</b>	<b>5.83%</b>									



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**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	0	0	0							<b>0</b>	0.00%	0.00%
1	4	1	4	4	3	7							<b>23</b>	0.98%	0.61%
2	109	157	208	183	180	181							<b>1,018</b>	25.31%	26.95%
3	217	290	356	380	370	376							<b>1,989</b>	52.59%	52.65%
4	83	85	94	104	123	127							<b>616</b>	17.76%	16.30%
5	23	5	19	24	21	24							<b>116</b>	3.36%	3.07%
6+	2	2	3	4	5	0							<b>16</b>	0.00%	0.42%
<b>Total</b>	<b>438</b>	<b>540</b>	<b>684</b>	<b>699</b>	<b>702</b>	<b>715</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,778</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	49	48	59							<b>296</b>	8.25%	7.83%
2	333	433	547	568	555	558							<b>2,994</b>	78.04%	79.25%
3	61	46	68	70	83	82							<b>410</b>	11.47%	10.85%
4	9	10	8	11	12	15							<b>65</b>	2.10%	1.72%
5	3	0	1	0	4	1							<b>9</b>	0.14%	0.24%
6+	2	0	1	1	0	0							<b>4</b>	0.00%	0.11%
<b>Total</b>	<b>438</b>	<b>540</b>	<b>684</b>	<b>699</b>	<b>702</b>	<b>715</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,778</b>	<b>100.00%</b>	<b>100.00%</b>



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**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	336	431	532	570	580	582							<b>3,031</b>	81.40%	80.23%
Manufactured/Mobile Home	54	73	91	75	65	68							<b>426</b>	9.51%	11.28%
Villa	22	19	32	27	28	33							<b>161</b>	4.62%	4.26%
Condominium	15	10	13	15	17	16							<b>86</b>	2.24%	2.28%
Townhouse	7	6	13	10	11	16							<b>63</b>	2.24%	1.67%
Modular	2	1	3	1	0	0							<b>7</b>	0.00%	0.19%
Half Duplex	0	0	0	1	1	0							<b>2</b>	0.00%	0.05%
Co-Op	2	0	0	0	0	0							<b>2</b>	0.00%	0.05%
<b>Total</b>	<b>438</b>	<b>540</b>	<b>684</b>	<b>699</b>	<b>702</b>	<b>715</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,778</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - June 1 to June 30, 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	35	4.90%	37,563	33,759	90.00%	121	96	2.7
\$50,000 - 59,999	15	2.10%	58,763	54,486	93.00%	78	57	3.8
\$60,000 - 69,999	17	2.38%	67,159	63,724	95.00%	115	76	4.5
\$70,000 - 79,999	23	3.22%	79,473	74,505	94.00%	65	59	2.6
\$80,000 - 89,999	14	1.96%	86,835	83,339	96.00%	113	44	3.1
\$90,000 - 99,999	25	3.50%	99,296	94,388	95.00%	46	39	1.6
\$100,000 - 119,999	30	4.20%	115,896	109,936	95.00%	56	90	3.0
\$120,000 - 139,999	60	8.39%	134,449	130,495	97.00%	69	129	2.2
\$140,000 - 159,999	64	8.95%	151,653	149,374	98.00%	62	148	2.3
\$160,000 - 179,999	85	11.89%	174,069	170,004	98.00%	64	167	2.0
\$180,000 - 199,999	66	9.23%	193,548	188,868	98.00%	76	185	2.8
\$200,000 - 249,999	116	16.22%	229,436	222,064	97.00%	72	402	3.5
\$250,000 - 299,999	80	11.19%	278,066	271,911	98.00%	67	293	3.7
\$300,000 - 349,999	37	5.17%	329,265	317,538	96.00%	75	171	4.6
\$350,000 - 399,999	27	3.78%	381,658	370,740	97.00%	75	140	5.2
\$400,000 - 499,999	10	1.40%	464,415	442,740	95.00%	84	142	14.2
\$500,000 - 599,999	3	0.42%	586,667	572,833	98.00%	240	61	20.3
\$600,000 - 699,999	3	0.42%	626,633	616,667	98.00%	57	46	15.3
\$700,000 - 799,999	2	0.28%	799,000	755,000	94.00%	328	21	10.5
\$800,000 - 899,999	0	0.00%	0	0	0.00%		16	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		13	
\$1,000,000 - and over	3	0.42%	1,450,000	1,300,000	90.00%	34	45	15.0
<b>Totals</b>	<b>715</b>	<b>100.00%</b>	<b>200,368</b>	<b>193,850</b>	<b>97.00%</b>	<b>74</b>	<b>2,440</b>	<b>3.4</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.**