



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

Sales by Price Range - Single Family Homes & Villa's

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	17	19	14	15	15	14	7						101	1.20%	2.67%
\$50,000 - 59,999	7	11	11	9	7	9	2						56	0.34%	1.48%
\$60,000 - 69,999	7	4	10	10	8	7	9						55	1.54%	1.46%
\$70,000 - 79,999	3	8	10	10	5	12	9						57	1.54%	1.51%
\$80,000 - 89,999	10	12	14	9	9	6	8						68	1.37%	1.80%
\$90,000 - 99,999	14	12	11	10	10	16	7						80	1.20%	2.12%
\$100,000 - 119,999	21	27	47	36	32	25	30						218	5.15%	5.77%
\$120,000 - 139,999	24	42	45	55	57	50	59						332	10.12%	8.79%
\$140,000 - 159,999	43	54	73	71	62	60	54						417	9.26%	11.04%
\$160,000 - 179,999	37	50	65	86	75	80	78						471	13.38%	12.47%
\$180,000 - 199,999	30	37	50	50	61	64	57						349	9.78%	9.24%
\$200,000 - 249,999	61	80	93	98	114	114	100						660	17.15%	17.48%
\$250,000 - 299,999	36	37	50	61	76	79	72						411	12.35%	10.88%
\$300,000 - 349,999	22	29	26	30	24	35	42						208	7.20%	5.51%
\$350,000 - 399,999	8	15	17	10	17	27	18						112	3.09%	2.97%
\$400,000 - 499,999	6	4	13	22	15	10	14						84	2.40%	2.22%
\$500,000 - 599,999	5	3	6	7	10	3	11						45	1.89%	1.19%
\$600,000 - 699,999	2	3	4	2	5	2	2						20	0.34%	0.53%
\$700,000 - 799,999	0	0	3	2	2	2	2						11	0.34%	0.29%
\$800,000 - 899,999	0	1	0	2	2	0	1						6	0.17%	0.16%
\$900,000 - 999,999	1	0	2	0	0	0	0						3	0.00%	0.08%
\$1,000,000 - and over	4	1	0	2	1	3	1						12	0.17%	0.32%
Current Year	358	449	564	597	607	618	583						3,776		
Previous Year	351	435	562	539	515	576	621						3,599		
Change from last month		25.42%	25.61%	5.85%	1.68%	1.81%	-5.66%								
Change from last year	1.99%	3.22%	0.36%	10.76%	17.86%	7.29%	-6.12%								
Current YTD	358	807	1,371	1,968	2,575	3,193	3,776								
Previous YTD	351	786	1,348	1,887	2,402	2,978	3,599	3,599	3,599	3,599	3,599	3,599			
% Change YTD	1.99%	2.67%	1.71%	4.29%	7.20%	7.22%	4.92%								



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

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

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	4	3	4	2	4	5	4						26	12.50%	14.29%
\$50,000 - 59,999	3	2	1	1	0	1	1						9	3.13%	4.95%
\$60,000 - 69,999	1	0	2	3	2	1	2						11	6.25%	6.04%
\$70,000 - 79,999	2	0	1	0	3	2	4						12	12.50%	6.59%
\$80,000 - 89,999	2	2	1	3	2	3	2						15	6.25%	8.24%
\$90,000 - 99,999	2	1	0	0	2	1	0						6	0.00%	3.30%
\$100,000 - 119,999	3	2	4	3	2	2	3						19	9.38%	10.44%
\$120,000 - 139,999	3	4	2	3	2	3	3						20	9.38%	10.99%
\$140,000 - 159,999	1	1	5	4	1	3	3						18	9.38%	9.89%
\$160,000 - 179,999	0	1	2	2	5	4	4						18	12.50%	9.89%
\$180,000 - 199,999	2	0	2	1	3	2	3						13	9.38%	7.14%
\$200,000 - 249,999	0	0	1	3	2	2	3						11	9.38%	6.04%
\$250,000 - 299,999	0	0	0	0	0	1	0						1	0.00%	0.55%
\$300,000 - 349,999	1	0	0	0	0	2	0						3	0.00%	1.65%
\$350,000 - 399,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$400,000 - 499,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$900,000 - 999,999	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	0.00%	0.00%
Current Year	24	16	25	25	28	32	32						182		
Previous Year	27	21	28	30	32	28	25						191		
Change from last month		-33.33%	56.25%	0.00%	12.00%	14.29%	0.00%								
Change from last year	-11.11%	-23.81%	-10.71%	-16.67%	-12.50%	14.29%	28.00%								
Current YTD	24	40	65	90	118	150	182								
Previous YTD	27	48	76	106	138	166	191	191	191	191	191	191			
% Change YTD	-11.11%	-16.67%	-14.47%	-15.09%	-14.49%	-9.64%	-4.71%								



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	45	34	35	25						287	3.70%	6.44%
\$50,000 - 59,999	15	23	24	17	16	16	13						124	1.93%	2.78%
\$60,000 - 69,999	13	12	22	20	17	17	16						117	2.37%	2.63%
\$70,000 - 79,999	7	12	17	22	16	23	17						114	2.52%	2.56%
\$80,000 - 89,999	12	21	20	17	17	14	15						116	2.22%	2.60%
\$90,000 - 99,999	19	14	15	16	19	25	13						121	1.93%	2.72%
\$100,000 - 119,999	30	35	55	43	43	32	37						275	5.48%	6.17%
\$120,000 - 139,999	32	50	54	64	62	60	67						389	9.93%	8.73%
\$140,000 - 159,999	48	57	83	77	64	65	60						454	8.89%	10.19%
\$160,000 - 179,999	38	52	72	88	81	85	82						498	12.15%	11.18%
\$180,000 - 199,999	32	37	54	51	64	66	61						365	9.04%	8.19%
\$200,000 - 249,999	63	80	95	101	116	117	106						678	15.70%	15.22%
\$250,000 - 299,999	36	37	50	61	76	80	72						412	10.67%	9.25%
\$300,000 - 349,999	23	29	26	30	24	37	42						211	6.22%	4.74%
\$350,000 - 399,999	8	15	17	10	17	27	18						112	2.67%	2.51%
\$400,000 - 499,999	6	4	13	22	15	10	14						84	2.07%	1.89%
\$500,000 - 599,999	5	3	6	7	10	3	11						45	1.63%	1.01%
\$600,000 - 699,999	2	3	4	2	5	2	2						20	0.30%	0.45%
\$700,000 - 799,999	0	0	3	2	2	2	2						11	0.30%	0.25%
\$800,000 - 899,999	0	1	0	2	2	0	1						6	0.15%	0.13%
\$900,000 - 999,999	1	0	2	0	0	0	0						3	0.00%	0.07%
\$1,000,000 - and over	4	1	0	2	1	3	1						12	0.15%	0.27%
Current Year	438	539	683	699	701	719	675						4,454		
Previous Year	439	523	675	641	609	683	716						4,286		
Change from last month		23.06%	26.72%	2.34%	0.29%	2.57%	-6.12%								
Change from last year		3.06%	1.19%	9.05%	15.11%	5.27%	-5.73%								
Current YTD	438	977	1,660	2,359	3,060	3,779	4,454								
Previous YTD	439	962	1,637	2,278	2,887	3,570	4,286	4,286	4,286	4,286	4,286	4,286			
% Change YTD	-0.23%	1.56%	1.41%	3.56%	5.99%	5.85%	3.92%								



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

Sales by Bedroom Count

Bedrooms	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
0	0	0	0	0	0	0	1						1	0.15%	0.02%
1	4	1	4	4	3	7	3						26	0.44%	0.58%
2	109	157	207	183	180	183	171						1,190	25.33%	26.72%
3	217	290	356	380	370	378	340						2,331	50.37%	52.33%
4	83	84	94	104	123	127	129						744	19.11%	16.70%
5	23	5	19	24	20	24	25						140	3.70%	3.14%
6+	2	2	3	4	5	0	6						22	0.89%	0.49%
Total	438	539	683	699	701	719	675	0	0	0	0	0	4,454	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	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	30	51	59	49	48	60	36						333	5.33%	7.48%
2	333	432	546	568	555	562	541						3,537	80.15%	79.41%
3	61	46	68	70	83	82	80						490	11.85%	11.00%
4	9	10	8	11	11	14	16						79	2.37%	1.77%
5	3	0	1	0	4	1	2						11	0.30%	0.25%
6+	2	0	1	1	0	0	0						4	0.00%	0.09%
Total	438	539	683	699	701	719	675	0	0	0	0	0	4,454	100.00%	100.00%



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

Style	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
Single Family Home	336	430	532	570	579	585	556						3,588	82.37%	80.56%
Manufactured/Mobile Home	54	73	91	75	65	69	58						485	8.59%	10.89%
Villa	22	19	32	27	28	33	27						188	4.00%	4.22%
Condominium	15	10	13	15	17	16	20						106	2.96%	2.38%
Townhouse	7	6	12	10	11	16	12						74	1.78%	1.66%
Modular	2	1	3	1	0	0	1						8	0.15%	0.18%
Half Duplex	0	0	0	1	1	0	1						3	0.15%	0.07%
Co-Op	2	0	0	0	0	0	0						2	0.00%	0.04%
Total	438	539	683	699	701	719	675	0	0	0	0	0	4,454	100.00%	100.00%



Realtors® Association of Lake & Sumter
Multiple Listing One Month Sales and Inventory Report - July 1 to July 31, 2016

Price Range	Sold Units	Market Share	Average Sale				Inventory on Market	Months Supply
			Average List Price	Price	% List to Sell	Avg DOM		
\$1 - 49,999	25	3.70%	41,254	35,500	86.00%	103	100	4.0
\$50,000 - 59,999	13	1.93%	61,423	55,704	91.00%	73	53	4.1
\$60,000 - 69,999	16	2.37%	72,163	64,969	90.00%	54	73	4.6
\$70,000 - 79,999	17	2.52%	75,094	74,310	99.00%	102	52	3.1
\$80,000 - 89,999	15	2.22%	85,900	83,056	97.00%	56	49	3.3
\$90,000 - 99,999	13	1.93%	98,015	92,615	94.00%	72	46	3.5
\$100,000 - 119,999	37	5.48%	114,569	110,299	96.00%	86	84	2.3
\$120,000 - 139,999	67	9.93%	132,994	128,697	97.00%	43	118	1.8
\$140,000 - 159,999	60	8.89%	153,679	149,860	98.00%	51	134	2.2
\$160,000 - 179,999	82	12.15%	175,303	170,075	97.00%	77	149	1.8
\$180,000 - 199,999	61	9.04%	194,734	189,011	97.00%	50	175	2.9
\$200,000 - 249,999	106	15.70%	229,475	224,168	98.00%	64	377	3.6
\$250,000 - 299,999	72	10.67%	279,805	272,399	97.00%	55	299	4.2
\$300,000 - 349,999	42	6.22%	337,320	320,541	95.00%	109	167	4.0
\$350,000 - 399,999	18	2.67%	386,683	367,452	95.00%	75	130	7.2
\$400,000 - 499,999	14	2.07%	456,213	444,334	97.00%	68	140	10.0
\$500,000 - 599,999	11	1.63%	580,995	547,798	94.00%	284	59	5.4
\$600,000 - 699,999	2	0.30%	684,900	655,000	96.00%	122	46	23.0
\$700,000 - 799,999	2	0.30%	782,000	747,500	96.00%	203	20	10.0
\$800,000 - 899,999	1	0.15%	850,000	800,000	94.00%	6	18	18.0
\$900,000 - 999,999	0	0.00%	0	0	0.00%		12	
\$1,000,000 - and over	1	0.15%	1,490,000	1,350,000	91.00%	85	48	48.0
Totals	675	100.00%	206,070	198,797	96.00%	71	2,349	3.5

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.