



**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	16					117	2.69%	2.68%
\$50,000 - 59,999	7	11	11	9	7	9	2	5					61	0.84%	1.40%
\$60,000 - 69,999	7	4	10	10	8	7	9	8					63	1.35%	1.44%
\$70,000 - 79,999	3	8	10	10	5	12	9	11					68	1.85%	1.56%
\$80,000 - 89,999	10	12	14	9	9	6	8	4					72	0.67%	1.65%
\$90,000 - 99,999	14	12	11	10	10	16	7	8					88	1.35%	2.01%
\$100,000 - 119,999	21	27	47	36	32	25	30	29					247	4.88%	5.65%
\$120,000 - 139,999	24	42	45	55	57	50	59	51					383	8.59%	8.77%
\$140,000 - 159,999	43	54	73	71	62	60	54	46					463	7.74%	10.60%
\$160,000 - 179,999	37	50	65	86	75	80	78	86					557	14.48%	12.75%
\$180,000 - 199,999	30	37	50	50	61	64	56	60					408	10.10%	9.34%
\$200,000 - 249,999	61	80	93	98	114	114	99	118					777	19.87%	17.78%
\$250,000 - 299,999	36	37	50	61	76	79	72	74					485	12.46%	11.10%
\$300,000 - 349,999	22	29	26	30	24	35	43	24					233	4.04%	5.33%
\$350,000 - 399,999	8	15	17	10	17	27	18	15					127	2.53%	2.91%
\$400,000 - 499,999	6	4	13	22	15	10	14	23					107	3.87%	2.45%
\$500,000 - 599,999	5	3	6	7	10	3	11	10					55	1.68%	1.26%
\$600,000 - 699,999	2	3	4	2	5	2	2	2					22	0.34%	0.50%
\$700,000 - 799,999	0	0	3	2	2	2	2	1					12	0.17%	0.27%
\$800,000 - 899,999	0	1	0	2	2	0	1	2					8	0.34%	0.18%
\$900,000 - 999,999	1	0	2	0	0	0	0	1					4	0.17%	0.09%
\$1,000,000 - and over	4	1	0	2	1	3	1	0					12	0.00%	0.27%
Current Year	358	449	564	597	607	618	582	594					4,369		
Previous Year	351	435	562	539	515	576	621	498					4,097		
Change from last month		25.42%	25.61%	5.85%	1.68%	1.81%	-5.83%	2.06%							
Change from last year	1.99%	3.22%	0.36%	10.76%	17.86%	7.29%	-6.28%	19.28%							
Current YTD	358	807	1,371	1,968	2,575	3,193	3,775	4,369							
Previous YTD	351	786	1,348	1,887	2,402	2,978	3,599	4,097	4,097	4,097	4,097	4,097			
% Change YTD	1.99%	2.67%	1.71%	4.29%	7.20%	7.22%	4.89%	6.64%							



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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	4					30	17.39%	14.63%
\$50,000 - 59,999	3	2	1	1	0	1	1	1					10	4.35%	4.88%
\$60,000 - 69,999	1	0	2	3	2	1	2	2					13	8.70%	6.34%
\$70,000 - 79,999	2	0	1	0	3	2	4	1					13	4.35%	6.34%
\$80,000 - 89,999	2	2	1	3	2	3	2	0					15	0.00%	7.32%
\$90,000 - 99,999	2	1	0	0	2	1	0	0					6	0.00%	2.93%
\$100,000 - 119,999	3	2	4	3	2	2	3	3					22	13.04%	10.73%
\$120,000 - 139,999	3	4	2	3	2	3	3	2					22	8.70%	10.73%
\$140,000 - 159,999	1	1	5	4	1	3	3	4					22	17.39%	10.73%
\$160,000 - 179,999	0	1	2	2	5	4	4	2					20	8.70%	9.76%
\$180,000 - 199,999	2	0	2	1	3	2	3	2					15	8.70%	7.32%
\$200,000 - 249,999	0	0	1	3	2	2	3	2					13	8.70%	6.34%
\$250,000 - 299,999	0	0	0	0	0	1	0	0					1	0.00%	0.49%
\$300,000 - 349,999	1	0	0	0	0	2	0	0					3	0.00%	1.46%
\$350,000 - 399,999	0	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	0.00%	0.00%
\$500,000 - 599,999	0	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	0.00%	0.00%
\$700,000 - 799,999	0	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	0.00%	0.00%
\$900,000 - 999,999	0	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	0.00%	0.00%
Current Year	24	16	25	25	28	32	32	23					205		
Previous Year	27	21	28	30	32	28	25	32					223		
Change from last month		-33.33%	56.25%	0.00%	12.00%	14.29%	0.00%	-28.13%							
Change from last year	-11.11%	-23.81%	-10.71%	-16.67%	-12.50%	14.29%	28.00%	-28.13%							
Current YTD	24	40	65	90	118	150	182	205							
Previous YTD	27	48	76	106	138	166	191	223	223	223	223	223			
% Change YTD	-11.11%	-16.67%	-14.47%	-15.09%	-14.49%	-9.64%	-4.71%	-8.07%							



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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	38					325	5.60%	6.33%
\$50,000 - 59,999	15	23	24	17	16	16	13	9					133	1.33%	2.59%
\$60,000 - 69,999	13	12	22	20	17	17	16	19					136	2.80%	2.65%
\$70,000 - 79,999	7	12	17	22	16	23	17	19					133	2.80%	2.59%
\$80,000 - 89,999	12	21	20	17	17	14	15	7					123	1.03%	2.40%
\$90,000 - 99,999	19	14	15	16	19	25	13	10					131	1.47%	2.55%
\$100,000 - 119,999	30	35	55	43	43	32	37	40					315	5.90%	6.14%
\$120,000 - 139,999	32	50	54	64	62	60	67	58					447	8.55%	8.71%
\$140,000 - 159,999	48	57	83	77	64	65	60	52					506	7.67%	9.86%
\$160,000 - 179,999	38	52	72	88	81	85	82	89					587	13.13%	11.44%
\$180,000 - 199,999	32	37	54	51	64	66	60	64					428	9.44%	8.34%
\$200,000 - 249,999	63	80	95	101	116	117	105	120					797	17.70%	15.53%
\$250,000 - 299,999	36	37	50	61	76	80	72	74					486	10.91%	9.47%
\$300,000 - 349,999	23	29	26	30	24	37	43	24					236	3.54%	4.60%
\$350,000 - 399,999	8	15	17	10	17	27	18	15					127	2.21%	2.48%
\$400,000 - 499,999	6	4	13	22	15	10	14	24					108	3.54%	2.10%
\$500,000 - 599,999	5	3	6	7	10	3	11	10					55	1.47%	1.07%
\$600,000 - 699,999	2	3	4	2	5	2	2	2					22	0.29%	0.43%
\$700,000 - 799,999	0	0	3	2	2	2	2	1					12	0.15%	0.23%
\$800,000 - 899,999	0	1	0	2	2	0	1	2					8	0.29%	0.16%
\$900,000 - 999,999	1	0	2	0	0	0	0	1					4	0.15%	0.08%
\$1,000,000 - and over	4	1	0	2	1	3	1	0					12	0.00%	0.23%
Current Year	438	539	683	699	701	719	674	678					5,131		
Previous Year	439	523	675	641	609	683	716	587					4,873		
Change from last month		23.06%	26.72%	2.34%	0.29%	2.57%	-6.26%	0.59%							
Change from last year		3.06%	1.19%	9.05%	15.11%	5.27%	-5.87%	15.50%							
Current YTD	438	977	1,660	2,359	3,060	3,779	4,453	5,131							
Previous YTD	439	962	1,637	2,278	2,887	3,570	4,286	4,873	4,873	4,873	4,873	4,873			
% Change YTD	-0.23%	1.56%	1.41%	3.56%	5.99%	5.85%	3.90%	5.29%							



**Realtors® Association of Lake & Sumter
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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	0					1	0.00%	0.02%
1	4	1	4	4	3	7	3	7					33	1.03%	0.64%
2	109	157	207	183	180	183	171	172					1,362	25.37%	26.54%
3	217	290	356	380	370	378	339	354					2,684	52.21%	52.31%
4	83	84	94	104	123	127	129	130					874	19.17%	17.03%
5	23	5	19	24	20	24	25	10					150	1.47%	2.92%
6+	2	2	3	4	5	0	6	5					27	0.74%	0.53%
Total	438	539	683	699	701	719	674	678	0	0	0	0	5,131	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	55					388	8.11%	7.56%
2	333	432	546	568	555	562	540	533					4,069	78.61%	79.30%
3	61	46	68	70	83	82	80	78					568	11.50%	11.07%
4	9	10	8	11	11	14	16	11					90	1.62%	1.75%
5	3	0	1	0	4	1	2	1					12	0.15%	0.23%
6+	2	0	1	1	0	0	0	0					4	0.00%	0.08%
Total	438	539	683	699	701	719	674	678	0	0	0	0	5,131	100.00%	100.00%



Realtors® Association of Lake & Sumter
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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	555	565					4,152	83.33%	80.92%
Manufactured/Mobile Home	54	73	91	75	65	69	58	59					544	8.70%	10.60%
Villa	22	19	32	27	28	33	27	29					217	4.28%	4.23%
Condominium	15	10	13	15	17	16	20	12					118	1.77%	2.30%
Townhouse	7	6	12	10	11	16	12	11					85	1.62%	1.66%
Modular	2	1	3	1	0	0	1	1					9	0.15%	0.18%
Half Duplex	0	0	0	1	1	0	1	1					4	0.15%	0.08%
Co-Op	2	0	0	0	0	0	0	0					2	0.00%	0.04%
Total	438	539	683	699	701	719	674	678	0	0	0	0	5,131	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - August 1 to August 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	38	5.60%	36,282	32,402	89.00%	92	94	2.5
\$50,000 - 59,999	9	1.33%	56,578	54,200	96.00%	67	53	5.9
\$60,000 - 69,999	19	2.80%	66,584	64,220	96.00%	43	59	3.1
\$70,000 - 79,999	19	2.80%	79,968	75,660	95.00%	43	58	3.1
\$80,000 - 89,999	7	1.03%	90,686	85,672	94.00%	77	48	6.9
\$90,000 - 99,999	10	1.47%	101,370	94,742	93.00%	58	43	4.3
\$100,000 - 119,999	40	5.90%	114,869	108,489	94.00%	83	78	2.0
\$120,000 - 139,999	58	8.55%	134,378	129,164	96.00%	63	129	2.2
\$140,000 - 159,999	52	7.67%	151,583	149,039	98.00%	54	116	2.2
\$160,000 - 179,999	89	13.13%	173,643	169,977	98.00%	68	161	1.8
\$180,000 - 199,999	64	9.44%	194,755	188,792	97.00%	55	181	2.8
\$200,000 - 249,999	120	17.70%	233,022	225,033	97.00%	83	406	3.4
\$250,000 - 299,999	74	10.91%	281,198	272,758	97.00%	71	326	4.4
\$300,000 - 349,999	24	3.54%	325,945	317,350	97.00%	47	180	7.5
\$350,000 - 399,999	15	2.21%	393,761	375,501	95.00%	143	138	9.2
\$400,000 - 499,999	24	3.54%	473,328	445,699	94.00%	89	163	6.8
\$500,000 - 599,999	10	1.47%	556,390	535,700	96.00%	89	58	5.8
\$600,000 - 699,999	2	0.29%	689,450	680,000	99.00%	99	38	19.0
\$700,000 - 799,999	1	0.15%	899,000	790,000	88.00%	266	20	20.0
\$800,000 - 899,999	2	0.29%	897,000	827,500	92.00%	187	19	9.5
\$900,000 - 999,999	1	0.15%	995,000	930,000	93.00%	412	13	13.0
\$1,000,000 - and over	0	0.00%	0	0	0.00%		49	
Totals	678	100.00%	205,017	197,554	96.00%	72	2,430	3.6

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.