



**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	10	15			142	3.05%	2.64%
\$50,000 - 59,999	7	11	11	9	7	9	2	5	4	3			68	0.61%	1.26%
\$60,000 - 69,999	7	4	10	10	8	7	9	8	7	8			78	1.63%	1.45%
\$70,000 - 79,999	3	8	10	10	5	12	9	11	8	8			84	1.63%	1.56%
\$80,000 - 89,999	10	12	14	9	9	6	8	5	11	5			89	1.02%	1.65%
\$90,000 - 99,999	14	12	11	10	10	16	7	8	10	6			104	1.22%	1.93%
\$100,000 - 119,999	21	27	47	36	32	25	30	30	18	33			299	6.72%	5.55%
\$120,000 - 139,999	24	42	45	55	57	50	59	51	29	42			454	8.55%	8.43%
\$140,000 - 159,999	43	54	73	71	62	60	54	46	59	46			568	9.37%	10.54%
\$160,000 - 179,999	37	50	65	86	75	80	78	86	78	60			695	12.22%	12.90%
\$180,000 - 199,999	30	37	50	50	61	64	56	60	61	53			522	10.79%	9.69%
\$200,000 - 249,999	61	80	93	98	114	114	99	119	105	78			961	15.89%	17.84%
\$250,000 - 299,999	36	37	50	61	76	79	72	75	56	67			609	13.65%	11.30%
\$300,000 - 349,999	22	29	26	30	24	35	43	23	26	20			278	4.07%	5.16%
\$350,000 - 399,999	8	15	17	10	17	26	18	15	15	18			159	3.67%	2.95%
\$400,000 - 499,999	6	4	13	22	15	10	14	23	13	20			140	4.07%	2.60%
\$500,000 - 599,999	5	3	6	7	10	3	11	10	9	3			67	0.61%	1.24%
\$600,000 - 699,999	2	3	4	2	5	2	2	2	4	5			31	1.02%	0.58%
\$700,000 - 799,999	0	0	3	2	2	2	2	1	2	1			15	0.20%	0.28%
\$800,000 - 899,999	0	1	0	2	2	0	1	2	1	0			9	0.00%	0.17%
\$900,000 - 999,999	1	0	2	0	0	0	0	1	0	0			4	0.00%	0.07%
\$1,000,000 - and over	4	1	0	2	1	3	1	0	0	0			12	0.00%	0.22%
Current Year	358	449	564	597	607	617	582	597	526	491			5,388		
Previous Year	351	435	562	539	515	576	621	498	542	481			5,120		
Change from last month		25.42%	25.61%	5.85%	1.68%	1.65%	-5.67%	2.58%	-11.89%	-6.65%					
Change from last year	1.99%	3.22%	0.36%	10.76%	17.86%	7.12%	-6.28%	19.88%	-2.95%	2.08%					
Current YTD	358	807	1,371	1,968	2,575	3,192	3,774	4,371	4,897	5,388					
Previous YTD	351	786	1,348	1,887	2,402	2,978	3,599	4,097	4,639	5,120	5,120	5,120			
% Change YTD	1.99%	2.67%	1.71%	4.29%	7.20%	7.19%	4.86%	6.69%	5.56%	5.23%					



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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	0	0			30	0.00%	11.41%
\$50,000 - 59,999	3	2	1	1	0	1	1	1	5	0			15	0.00%	5.70%
\$60,000 - 69,999	1	0	2	3	2	1	2	2	3	4			20	17.39%	7.60%
\$70,000 - 79,999	2	0	1	0	3	2	4	1	1	1			15	4.35%	5.70%
\$80,000 - 89,999	2	2	1	3	2	3	2	0	3	1			19	4.35%	7.22%
\$90,000 - 99,999	2	1	0	0	2	1	0	0	0	0			6	0.00%	2.28%
\$100,000 - 119,999	3	2	4	3	2	2	3	3	3	4			29	17.39%	11.03%
\$120,000 - 139,999	3	4	2	3	2	3	3	2	10	3			35	13.04%	13.31%
\$140,000 - 159,999	1	1	5	4	1	3	3	4	1	1			24	4.35%	9.13%
\$160,000 - 179,999	0	1	2	2	5	4	4	2	3	0			23	0.00%	8.75%
\$180,000 - 199,999	2	0	2	1	3	2	3	2	4	6			25	26.09%	9.51%
\$200,000 - 249,999	0	0	1	3	2	2	3	2	2	3			18	13.04%	6.84%
\$250,000 - 299,999	0	0	0	0	0	1	0	0	0	0			1	0.00%	0.38%
\$300,000 - 349,999	1	0	0	0	0	2	0	0	0	0			3	0.00%	1.14%
\$350,000 - 399,999	0	0	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			0	0.00%	0.00%
\$500,000 - 599,999	0	0	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			0	0.00%	0.00%
\$700,000 - 799,999	0	0	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			0	0.00%	0.00%
\$900,000 - 999,999	0	0	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			0	0.00%	0.00%
Current Year	24	16	25	25	28	32	32	23	35	23			263		
Previous Year	27	21	28	30	32	28	25	32	23	30			276		
Change from last month		-33.33%	56.25%	0.00%	12.00%	14.29%	0.00%	-28.13%	52.17%	-34.29%					
Change from last year	-11.11%	-23.81%	-10.71%	-16.67%	-12.50%	14.29%	28.00%	-28.13%	52.17%	-23.33%					
Current YTD	24	40	65	90	118	150	182	205	240	263					
Previous YTD	27	48	76	106	138	166	191	223	246	276	276	276			
% Change YTD	-11.11%	-16.67%	-14.47%	-15.09%	-14.49%	-9.64%	-4.71%	-8.07%	-2.44%	-4.71%					



**Realtors® Association of Lake & Sumter
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 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	38	29	34			388	5.93%	6.12%
\$50,000 - 59,999	15	23	24	17	16	16	13	9	14	5			152	0.87%	2.40%
\$60,000 - 69,999	13	12	22	20	17	17	16	19	20	16			172	2.79%	2.72%
\$70,000 - 79,999	7	12	17	22	16	23	17	19	17	19			169	3.32%	2.67%
\$80,000 - 89,999	12	21	20	17	17	14	15	8	17	12			153	2.09%	2.42%
\$90,000 - 99,999	19	14	15	16	19	25	13	10	16	7			154	1.22%	2.43%
\$100,000 - 119,999	30	35	55	43	43	32	37	41	26	43			385	7.50%	6.08%
\$120,000 - 139,999	32	50	54	64	62	60	67	58	44	50			541	8.73%	8.54%
\$140,000 - 159,999	48	57	83	77	64	65	60	52	62	50			618	8.73%	9.76%
\$160,000 - 179,999	38	52	72	88	81	85	82	89	82	61			730	10.65%	11.52%
\$180,000 - 199,999	32	37	54	51	64	66	60	64	67	61			556	10.65%	8.78%
\$200,000 - 249,999	63	80	95	101	116	117	105	121	109	81			988	14.14%	15.60%
\$250,000 - 299,999	36	37	50	61	76	80	72	75	56	67			610	11.69%	9.63%
\$300,000 - 349,999	23	29	26	30	24	37	43	23	26	20			281	3.49%	4.44%
\$350,000 - 399,999	8	15	17	10	17	26	18	15	15	18			159	3.14%	2.51%
\$400,000 - 499,999	6	4	13	22	15	10	14	24	13	20			141	3.49%	2.23%
\$500,000 - 599,999	5	3	6	7	10	3	11	10	9	3			67	0.52%	1.06%
\$600,000 - 699,999	2	3	4	2	5	2	2	2	4	5			31	0.87%	0.49%
\$700,000 - 799,999	0	0	3	2	2	2	2	1	2	1			15	0.17%	0.24%
\$800,000 - 899,999	0	1	0	2	2	0	1	2	1	0			9	0.00%	0.14%
\$900,000 - 999,999	1	0	2	0	0	0	0	1	0	0			4	0.00%	0.06%
\$1,000,000 - and over	4	1	0	2	1	3	1	0	0	0			12	0.00%	0.19%
Current Year	438	539	683	699	701	718	674	681	629	573			6,335		
Previous Year	439	523	675	641	609	683	716	587	634	575			6,082		
Change from last month		23.06%	26.72%	2.34%	0.29%	2.43%	-6.13%	1.04%	-7.64%	-8.90%					
Change from last year		3.06%	1.19%	9.05%	15.11%	5.12%	-5.87%	16.01%	-0.79%	-0.35%					
Current YTD	438	977	1,660	2,359	3,060	3,778	4,452	5,133	5,762	6,335					
Previous YTD	439	962	1,637	2,278	2,887	3,570	4,286	4,873	5,507	6,082	6,082	6,082			
% Change YTD	-0.23%	1.56%	1.41%	3.56%	5.99%	5.83%	3.87%	5.34%	4.63%	4.16%					



**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	0	0			1	0.00%	0.02%
1	4	1	4	4	3	7	3	7	3	4			40	0.70%	0.63%
2	109	157	207	183	180	183	171	173	176	144			1,683	25.13%	26.57%
3	217	290	356	380	370	378	339	356	345	313			3,344	54.62%	52.79%
4	83	84	94	104	123	127	129	130	86	84			1,044	14.66%	16.48%
5	23	5	19	24	20	23	25	10	14	18			181	3.14%	2.86%
6+	2	2	3	4	5	0	6	5	5	10			42	1.75%	0.66%
Total	438	539	683	699	701	718	674	681	629	573	0	0	6,335	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	57	45	48			483	8.38%	7.62%
2	333	432	546	568	555	562	540	535	508	446			5,025	77.84%	79.32%
3	61	46	68	70	83	81	80	77	66	62			694	10.82%	10.96%
4	9	10	8	11	11	14	16	11	7	12			109	2.09%	1.72%
5	3	0	1	0	4	1	2	1	3	0			15	0.00%	0.24%
6+	2	0	1	1	0	0	0	0	0	5			9	0.87%	0.14%
Total	438	539	683	699	701	718	674	681	629	573	0	0	6,335	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	584	555	568	505	463			5,122	80.80%	80.85%
Manufactured/Mobile Home	54	73	91	75	65	69	58	59	65	56			665	9.77%	10.50%
Villa	22	19	32	27	28	33	27	29	21	28			266	4.89%	4.20%
Condominium	15	10	13	15	17	16	20	12	24	8			150	1.40%	2.37%
Townhouse	7	6	12	10	11	16	12	11	10	15			110	2.62%	1.74%
Modular	2	1	3	1	0	0	1	1	1	0			10	0.00%	0.16%
Half Duplex	0	0	0	1	1	0	1	1	2	3			9	0.52%	0.14%
Co-Op	2	0	0	0	0	0	0	0	1	0			3	0.00%	0.05%
Total	438	539	683	699	701	718	674	681	629	573	0	0	6,335	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing YTD Sales and Inventory Report - January 1 to October 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	388	6.12%	37,729	33,515	89.00%	106	83	2.1
\$50,000 - 59,999	152	2.40%	58,471	54,491	93.00%	82	50	3.3
\$60,000 - 69,999	172	2.72%	69,094	64,557	93.00%	95	65	3.8
\$70,000 - 79,999	169	2.67%	78,748	74,622	95.00%	66	64	3.8
\$80,000 - 89,999	153	2.42%	88,500	84,487	95.00%	74	43	2.8
\$90,000 - 99,999	154	2.43%	99,332	94,213	95.00%	66	38	2.5
\$100,000 - 119,999	385	6.08%	115,189	110,282	96.00%	77	85	2.2
\$120,000 - 139,999	541	8.54%	133,745	129,509	97.00%	63	137	2.5
\$140,000 - 159,999	618	9.76%	154,066	149,856	97.00%	65	138	2.2
\$160,000 - 179,999	730	11.52%	174,382	169,684	97.00%	68	169	2.3
\$180,000 - 199,999	556	8.78%	193,995	188,798	97.00%	67	195	3.5
\$200,000 - 249,999	988	15.60%	229,904	223,100	97.00%	72	437	4.4
\$250,000 - 299,999	610	9.63%	279,569	271,447	97.00%	75	330	5.4
\$300,000 - 349,999	281	4.44%	332,716	320,862	96.00%	78	179	6.4
\$350,000 - 399,999	159	2.51%	384,013	370,259	96.00%	95	137	8.6
\$400,000 - 499,999	141	2.23%	462,669	443,594	96.00%	87	177	12.6
\$500,000 - 599,999	67	1.06%	569,576	542,454	95.00%	162	53	7.9
\$600,000 - 699,999	31	0.49%	680,303	641,996	94.00%	79	39	12.6
\$700,000 - 799,999	15	0.24%	808,280	757,633	94.00%	158	29	19.3
\$800,000 - 899,999	9	0.14%	881,429	821,652	93.00%	209	20	22.2
\$900,000 - 999,999	4	0.06%	967,256	939,281	97.00%	114	16	40.0
\$1,000,000 - and over	12	0.19%	1,582,825	1,339,867	85.00%	127	46	38.3
Totals	6,335	100.00%	196,413	189,240	96.00%	76	2,530	4.0

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.