



## Lakeland Association of Realtors®

### Multiple Listing One Month Sales and Inventory Report - February 1 to February 28, 2015

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	30	12.77%	37,276	34,167	92.00%	125	78	2.6
\$50,000 - 59,999	8	3.40%	60,238	55,019	91.00%	94	48	6.0
\$60,000 - 69,999	12	5.11%	67,617	65,296	97.00%	128	52	4.3
\$70,000 - 79,999	15	6.38%	76,567	75,113	98.00%	69	54	3.6
\$80,000 - 89,999	8	3.40%	87,425	84,063	96.00%	108	46	5.8
\$90,000 - 99,999	14	5.96%	98,555	95,100	96.00%	98	41	2.9
\$100,000 - 119,999	24	10.21%	113,404	109,658	97.00%	63	89	3.7
\$120,000 - 139,999	19	8.09%	133,499	131,351	98.00%	74	101	5.3
\$140,000 - 159,999	34	14.47%	157,213	151,212	96.00%	81	109	3.2
\$160,000 - 179,999	17	7.23%	170,200	166,671	98.00%	92	92	5.4
\$180,000 - 199,999	11	4.68%	198,509	191,745	97.00%	59	82	7.5
\$200,000 - 249,999	19	8.09%	230,899	222,296	96.00%	124	144	7.6
\$250,000 - 299,999	13	5.53%	284,531	274,093	96.00%	187	110	8.5
\$300,000 - 349,999	5	2.13%	344,960	323,400	94.00%	118	48	9.6
\$350,000 - 399,999	3	1.28%	374,100	360,333	96.00%	157	43	14.3
\$400,000 - 499,999	2	0.85%	472,000	456,750	97.00%	158	46	23.0
\$500,000 - 599,999	1	0.43%	569,900	550,000	97.00%	138	24	24.0
\$600,000 - 699,999	0	0.00%	0	0	0.00%		7	
\$700,000 - 799,999	0	0.00%	0	0	0.00%		6	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		6	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		13	
<b>Totals</b>	<b>235</b>	<b>100.00%</b>	<b>143,688</b>	<b>138,463</b>	<b>96.00%</b>	<b>100</b>	<b>1,244</b>	<b>5.3</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.**



## Lakeland Association of Realtors®

### Multiple Listing YTD Sales and Inventory Report - January 1 to February 28, 2015

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	60	13.57%	37,339	33,198	89.00%	150	78	2.6
\$50,000 - 59,999	18	4.07%	60,442	54,925	91.00%	82	48	5.3
\$60,000 - 69,999	28	6.33%	69,482	65,095	94.00%	124	52	3.7
\$70,000 - 79,999	27	6.11%	77,572	75,533	97.00%	108	54	4.0
\$80,000 - 89,999	20	4.52%	86,685	84,677	98.00%	87	46	4.6
\$90,000 - 99,999	25	5.66%	97,725	94,443	97.00%	77	41	3.3
\$100,000 - 119,999	45	10.18%	113,685	109,529	96.00%	61	89	4.0
\$120,000 - 139,999	41	9.28%	133,124	130,641	98.00%	81	101	4.9
\$140,000 - 159,999	53	11.99%	156,158	150,706	97.00%	72	109	4.1
\$160,000 - 179,999	33	7.47%	171,573	168,515	98.00%	65	92	5.6
\$180,000 - 199,999	22	4.98%	193,510	188,971	98.00%	82	82	7.5
\$200,000 - 249,999	28	6.33%	227,564	220,283	97.00%	121	144	10.3
\$250,000 - 299,999	22	4.98%	282,246	272,778	97.00%	152	110	10.0
\$300,000 - 349,999	12	2.71%	341,728	327,228	96.00%	97	48	8.0
\$350,000 - 399,999	3	0.68%	374,100	360,333	96.00%	157	43	28.7
\$400,000 - 499,999	2	0.45%	472,000	456,750	97.00%	158	46	46.0
\$500,000 - 599,999	2	0.45%	584,450	569,500	97.00%	74	24	24.0
\$600,000 - 699,999	1	0.23%	699,900	640,000	91.00%	211	7	14.0
\$700,000 - 799,999	0	0.00%	0	0	0.00%		6	
\$800,000 - 899,999	0	0.00%	0	0	0.00%		6	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		13	
<b>Totals</b>	<b>442</b>	<b>100.00%</b>	<b>137,854</b>	<b>132,935</b>	<b>96.00%</b>	<b>98</b>	<b>1,244</b>	<b>5.6</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.**  
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**Lakeland Association of Realtors®  
Monthly Sales Trend Indicator  
2015**

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

<b>Price Range</b>	<b>Jan-15</b>	<b>Feb-15</b>	<b>Mar-15</b>	<b>Apr-15</b>	<b>May-15</b>	<b>Jun-15</b>	<b>Jul-15</b>	<b>Aug-15</b>	<b>Sep-15</b>	<b>Oct-15</b>	<b>Nov-15</b>	<b>Dec-15</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
\$1 - 49,999	22	21											<b>43</b>	10.34%	11.26%
\$50,000 - 59,999	6	6											<b>12</b>	2.96%	3.14%
\$60,000 - 69,999	12	8											<b>20</b>	3.94%	5.24%
\$70,000 - 79,999	10	12											<b>22</b>	5.91%	5.76%
\$80,000 - 89,999	10	5											<b>15</b>	2.46%	3.93%
\$90,000 - 99,999	9	12											<b>21</b>	5.91%	5.50%
\$100,000 - 119,999	21	22											<b>43</b>	10.84%	11.26%
\$120,000 - 139,999	20	17											<b>37</b>	8.37%	9.69%
\$140,000 - 159,999	18	32											<b>50</b>	15.76%	13.09%
\$160,000 - 179,999	15	14											<b>29</b>	6.90%	7.59%
\$180,000 - 199,999	10	11											<b>21</b>	5.42%	5.50%
\$200,000 - 249,999	9	19											<b>28</b>	9.36%	7.33%
\$250,000 - 299,999	9	13											<b>22</b>	6.40%	5.76%
\$300,000 - 349,999	6	5											<b>11</b>	2.46%	2.88%
\$350,000 - 399,999	0	3											<b>3</b>	1.48%	0.79%
\$400,000 - 499,999	0	2											<b>2</b>	0.99%	0.52%
\$500,000 - 599,999	1	1											<b>2</b>	0.49%	0.52%
\$600,000 - 699,999	1	0											<b>1</b>	0.00%	0.26%
\$700,000 - 799,999	0	0											<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0											<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0											<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	0	0											<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>179</b>	<b>203</b>											<b>382</b>		
Previous Year	159	170											329		
Change from last month		13.41%													
<b>Change from last year</b>	<b>12.58%</b>	<b>19.41%</b>													
<b>Current YTD</b>	<b>179</b>	<b>382</b>													
Previous YTD	159	329	329	329	329	329	329	329	329	329	329	329			
<b>% Change YTD</b>	<b>12.58%</b>	<b>16.11%</b>													



**Lakeland Association of Realtors®  
Monthly Sales Trend Indicator  
2015**

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

Price Range	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	YTD Total	Curr Month	YTD
\$1 - 49,999	2	3											5	15.79%	17.24%
\$50,000 - 59,999	1	0											1	0.00%	3.45%
\$60,000 - 69,999	1	4											5	21.05%	17.24%
\$70,000 - 79,999	1	1											2	5.26%	6.90%
\$80,000 - 89,999	0	2											2	10.53%	6.90%
\$90,000 - 99,999	2	1											3	5.26%	10.34%
\$100,000 - 119,999	0	2											2	10.53%	6.90%
\$120,000 - 139,999	1	1											2	5.26%	6.90%
\$140,000 - 159,999	1	2											3	10.53%	10.34%
\$160,000 - 179,999	0	3											3	15.79%	10.34%
\$180,000 - 199,999	1	0											1	0.00%	3.45%
\$200,000 - 249,999	0	0											0	0.00%	0.00%
\$250,000 - 299,999	0	0											0	0.00%	0.00%
\$300,000 - 349,999	0	0											0	0.00%	0.00%
\$350,000 - 399,999	0	0											0	0.00%	0.00%
\$400,000 - 499,999	0	0											0	0.00%	0.00%
\$500,000 - 599,999	0	0											0	0.00%	0.00%
\$600,000 - 699,999	0	0											0	0.00%	0.00%
\$700,000 - 799,999	0	0											0	0.00%	0.00%
\$800,000 - 899,999	0	0											0	0.00%	0.00%
\$900,000 - 999,999	0	0											0	0.00%	0.00%
\$1,000,000 - and over	0	0											0	0.00%	0.00%
<b>Current Year</b>	<b>10</b>	<b>19</b>											<b>29</b>		
Previous Year	16	8											24		
Change from last month		90.00%													
<b>Change from last year</b>	<b>-37.50%</b>	<b>137.50%</b>													
<b>Current YTD</b>	<b>10</b>	<b>29</b>													
Previous YTD	16	24	24	24	24	24	24	24	24	24	24	24	24		
<b>% Change YTD</b>	<b>-37.50%</b>	<b>20.83%</b>													



**Lakeland Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2015**  
**Sales by Price Range - Overall**

<b>Price Range</b>	<b>Jan-15</b>	<b>Feb-15</b>	<b>Mar-15</b>	<b>Apr-15</b>	<b>May-15</b>	<b>Jun-15</b>	<b>Jul-15</b>	<b>Aug-15</b>	<b>Sep-15</b>	<b>Oct-15</b>	<b>Nov-15</b>	<b>Dec-15</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
\$1 - 49,999	30	30											<b>60</b>	12.77%	13.57%
\$50,000 - 59,999	10	8											<b>18</b>	3.40%	4.07%
\$60,000 - 69,999	16	12											<b>28</b>	5.11%	6.33%
\$70,000 - 79,999	12	15											<b>27</b>	6.38%	6.11%
\$80,000 - 89,999	12	8											<b>20</b>	3.40%	4.52%
\$90,000 - 99,999	11	14											<b>25</b>	5.96%	5.66%
\$100,000 - 119,999	21	24											<b>45</b>	10.21%	10.18%
\$120,000 - 139,999	22	19											<b>41</b>	8.09%	9.28%
\$140,000 - 159,999	19	34											<b>53</b>	14.47%	11.99%
\$160,000 - 179,999	16	17											<b>33</b>	7.23%	7.47%
\$180,000 - 199,999	11	11											<b>22</b>	4.68%	4.98%
\$200,000 - 249,999	9	19											<b>28</b>	8.09%	6.33%
\$250,000 - 299,999	9	13											<b>22</b>	5.53%	4.98%
\$300,000 - 349,999	7	5											<b>12</b>	2.13%	2.71%
\$350,000 - 399,999	0	3											<b>3</b>	1.28%	0.68%
\$400,000 - 499,999	0	2											<b>2</b>	0.85%	0.45%
\$500,000 - 599,999	1	1											<b>2</b>	0.43%	0.45%
\$600,000 - 699,999	1	0											<b>1</b>	0.00%	0.23%
\$700,000 - 799,999	0	0											<b>0</b>	0.00%	0.00%
\$800,000 - 899,999	0	0											<b>0</b>	0.00%	0.00%
\$900,000 - 999,999	0	0											<b>0</b>	0.00%	0.00%
\$1,000,000 - and over	0	0											<b>0</b>	0.00%	0.00%
<b>Current Year</b>	<b>207</b>	<b>235</b>											<b>442</b>		
Previous Year	188	197											385		
Change from last month		13.53%													
<b>Change from last year</b>		<b>19.29%</b>													
<b>Current YTD</b>	<b>207</b>	<b>442</b>													
Previous YTD	188	385	385	385	385	385	385	385	385	385	385	385			
<b>% Change YTD</b>	<b>10.11%</b>	<b>14.81%</b>													



**Lakeland Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2015**  
**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-15</b>	<b>Feb-15</b>	<b>Mar-15</b>	<b>Apr-15</b>	<b>May-15</b>	<b>Jun-15</b>	<b>Jul-15</b>	<b>Aug-15</b>	<b>Sep-15</b>	<b>Oct-15</b>	<b>Nov-15</b>	<b>Dec-15</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
0	0	0											0	0.00%	0.00%
1	1	0											1	0.00%	0.23%
2	41	43											84	18.30%	19.00%
3	123	130											253	55.32%	57.24%
4	37	56											93	23.83%	21.04%
5	5	6											11	2.55%	2.49%
6+	0	0											0	0.00%	0.00%
<b>Total</b>	<b>207</b>	<b>235</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>442</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-15</b>	<b>Feb-15</b>	<b>Mar-15</b>	<b>Apr-15</b>	<b>May-15</b>	<b>Jun-15</b>	<b>Jul-15</b>	<b>Aug-15</b>	<b>Sep-15</b>	<b>Oct-15</b>	<b>Nov-15</b>	<b>Dec-15</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	33	36											69	15.32%	15.61%
2	155	169											324	71.91%	73.30%
3	17	30											47	12.77%	10.63%
4	2	0											2	0.00%	0.45%
5	0	0											0	0.00%	0.00%
6+	0	0											0	0.00%	0.00%
<b>Total</b>	<b>207</b>	<b>235</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>442</b>	<b>100.00%</b>	<b>100.00%</b>



**Lakeland Association of Realtors®**  
**Monthly Sales Trend Indicator**  
**2015**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-15</b>	<b>Feb-15</b>	<b>Mar-15</b>	<b>Apr-15</b>	<b>May-15</b>	<b>Jun-15</b>	<b>Jul-15</b>	<b>Aug-15</b>	<b>Sep-15</b>	<b>Oct-15</b>	<b>Nov-15</b>	<b>Dec-15</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Home	178	200											<b>378</b>	85.11%	85.52%
Manufactured/Mobile Home	14	12											<b>26</b>	5.11%	5.88%
Condominium	5	10											<b>15</b>	4.26%	3.39%
Townhouse	5	9											<b>14</b>	3.83%	3.17%
Half Duplex	4	1											<b>5</b>	0.43%	1.13%
Villa	1	3											<b>4</b>	1.28%	0.90%
<b>Total</b>	<b>207</b>	<b>235</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>442</b>	<b>100.00%</b>	<b>100.00%</b>



**Lakeland Association of Realtors®**  
**Four Year Sales and Inventory History 2011 - 2015**  
**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-MAR-11	243	112,398	106,510	95%	125	2,420	10.0
01-APR-11	217	106,356	101,583	96%	118	2,333	10.8
01-MAY-11	236	120,479	112,759	94%	134	2,275	9.6
01-JUN-11	217	113,831	106,318	93%	131	2,199	10.1
01-JUL-11	180	111,629	105,911	95%	125	2,094	11.6
01-AUG-11	224	125,597	117,142	93%	135	2,089	9.3
01-SEP-11	178	121,865	115,179	95%	133	2,111	11.9
01-OCT-11	202	118,360	111,103	94%	92	2,087	10.3
01-NOV-11	180	113,899	107,094	94%	121	2,124	11.8
01-DEC-11	194	110,308	103,422	94%	120	2,120	10.9
01-JAN-12	179	110,323	104,203	94%	111	2,064	11.5
01-FEB-12	207	112,279	105,103	94%	119	2,013	9.7
01-MAR-12	250	123,853	117,672	95%	117	1,958	7.8
01-APR-12	250	132,966	126,978	95%	119	1,940	7.8
01-MAY-12	250	128,220	122,420	95%	121	1,934	7.7
01-JUN-12	247	131,914	126,268	96%	105	1,931	7.8
01-JUL-12	231	134,186	127,252	95%	80	1,971	8.5
01-AUG-12	255	118,281	112,417	95%	103	1,981	7.8
01-SEP-12	201	111,702	105,826	95%	128	1,972	9.8
01-OCT-12	268	126,659	120,123	95%	86	1,930	7.2
01-NOV-12	228	135,647	128,939	95%	93	1,912	8.4
01-DEC-12	255	126,709	120,986	95%	94	1,847	7.2
01-JAN-13	191	105,906	99,763	94%	96	1,784	9.3
01-FEB-13	247	115,459	110,744	96%	105	1,760	7.1
01-MAR-13	270	135,088	129,339	96%	81	1,619	6.0
01-APR-13	305	128,813	124,135	96%	98	1,617	5.3
01-MAY-13	291	133,811	128,538	96%	95	1,640	5.6
01-JUN-13	269	135,368	131,327	97%	97	1,619	6.0
01-JUL-13	287	144,568	139,174	96%	70	1,628	5.7
01-AUG-13	262	144,208	139,564	97%	80	1,659	6.3
01-SEP-13	234	146,269	139,489	95%	84	1,694	7.2
01-OCT-13	249	130,039	126,244	97%	79	1,741	7.0
01-NOV-13	204	124,037	119,015	96%	94	1,738	8.5
01-DEC-13	244	124,409	119,319	96%	97	1,728	7.1
01-JAN-14	188	125,219	119,770	96%	101	1,684	9.0
01-FEB-14	197	119,323	114,423	96%	74	1,695	8.6
01-MAR-14	256	137,743	132,233	96%	78	1,647	6.4
01-APR-14	287	156,698	149,925	96%	85	1,586	5.5
01-MAY-14	293	143,594	138,183	96%	89	1,513	5.2
01-JUN-14	265	133,915	129,828	97%	74	1,490	5.6
01-JUL-14	276	129,189	124,907	97%	79	1,480	5.4
01-AUG-14	268	140,101	135,002	96%	81	1,511	5.6
01-SEP-14	258	151,168	145,066	96%	76	1,526	5.9
01-OCT-14	299	150,723	145,116	96%	69	1,494	5.0
01-NOV-14	209	143,109	137,172	96%	84	1,426	6.8
01-DEC-14	294	152,751	147,074	96%	85	1,387	4.7
01-JAN-15	207	131,231	126,659	97%	96	1,310	6.3
01-FEB-15	235	143,688	138,463	96%	100	1,244	5.3