



**Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2018**

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

Price Range	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	YTD Total	Curr Month	YTD
\$1 - 49,999	8	7											15	2.93%	3.30%
\$50,000 - 59,999	1	3											4	1.26%	0.88%
\$60,000 - 69,999	2	6											8	2.51%	1.76%
\$70,000 - 79,999	3	5											8	2.09%	1.76%
\$80,000 - 89,999	5	3											8	1.26%	1.76%
\$90,000 - 99,999	5	5											10	2.09%	2.20%
\$100,000 - 119,999	6	8											14	3.35%	3.08%
\$120,000 - 139,999	16	19											35	7.95%	7.69%
\$140,000 - 159,999	28	23											51	9.62%	11.21%
\$160,000 - 179,999	28	31											59	12.97%	12.97%
\$180,000 - 199,999	26	40											66	16.74%	14.51%
\$200,000 - 249,999	38	45											83	18.83%	18.24%
\$250,000 - 299,999	25	24											49	10.04%	10.77%
\$300,000 - 349,999	10	10											20	4.18%	4.40%
\$350,000 - 399,999	7	2											9	0.84%	1.98%
\$400,000 - 499,999	6	3											9	1.26%	1.98%
\$500,000 - 599,999	2	1											3	0.42%	0.66%
\$600,000 - 699,999	0	3											3	1.26%	0.66%
\$700,000 - 799,999	0	1											1	0.42%	0.22%
\$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%
Current Year	216	239											455		
Previous Year	257	239											496		
Change from last month		10.65%													
Change from last year	-15.95%	0.00%													
Current YTD	216	455													
Previous YTD	257	496	496	496	496	496	496	496	496	496	496	496			
% Change YTD	-15.95%	-8.27%													



**Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2018**

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

Price Range	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	YTD Total	Curr Month	YTD
\$1 - 49,999	0	1											1	3.33%	1.54%
\$50,000 - 59,999	4	4											8	13.33%	12.31%
\$60,000 - 69,999	3	1											4	3.33%	6.15%
\$70,000 - 79,999	3	3											6	10.00%	9.23%
\$80,000 - 89,999	1	1											2	3.33%	3.08%
\$90,000 - 99,999	1	2											3	6.67%	4.62%
\$100,000 - 119,999	2	5											7	16.67%	10.77%
\$120,000 - 139,999	2	1											3	3.33%	4.62%
\$140,000 - 159,999	1	2											3	6.67%	4.62%
\$160,000 - 179,999	5	3											8	10.00%	12.31%
\$180,000 - 199,999	11	3											14	10.00%	21.54%
\$200,000 - 249,999	1	2											3	6.67%	4.62%
\$250,000 - 299,999	0	1											1	3.33%	1.54%
\$300,000 - 349,999	1	0											1	0.00%	1.54%
\$350,000 - 399,999	0	1											1	3.33%	1.54%
\$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%
Current Year	35	30											65		
Previous Year	28	25											53		
Change from last month		-14.29%													
Change from last year	25.00%	20.00%													
Current YTD	35	65													
Previous YTD	28	53	53	53	53	53	53	53	53	53	53	53			
% Change YTD	25.00%	22.64%													



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2018
Sales by Price Range - Overall

Price Range	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	YTD Total	Curr Month	YTD
\$1 - 49,999	13	15											28	5.05%	4.79%
\$50,000 - 59,999	10	9											19	3.03%	3.25%
\$60,000 - 69,999	11	9											20	3.03%	3.42%
\$70,000 - 79,999	9	10											19	3.37%	3.25%
\$80,000 - 89,999	7	6											13	2.02%	2.22%
\$90,000 - 99,999	8	10											18	3.37%	3.08%
\$100,000 - 119,999	13	19											32	6.40%	5.47%
\$120,000 - 139,999	23	22											45	7.41%	7.69%
\$140,000 - 159,999	32	27											59	9.09%	10.09%
\$160,000 - 179,999	33	34											67	11.45%	11.45%
\$180,000 - 199,999	38	43											81	14.48%	13.85%
\$200,000 - 249,999	40	47											87	15.82%	14.87%
\$250,000 - 299,999	25	25											50	8.42%	8.55%
\$300,000 - 349,999	11	10											21	3.37%	3.59%
\$350,000 - 399,999	7	3											10	1.01%	1.71%
\$400,000 - 499,999	6	3											9	1.01%	1.54%
\$500,000 - 599,999	2	1											3	0.34%	0.51%
\$600,000 - 699,999	0	3											3	1.01%	0.51%
\$700,000 - 799,999	0	1											1	0.34%	0.17%
\$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%
Current Year	288	297											585		
Previous Year	312	295											607		
Change from last month		3.13%													
Change from last year		0.68%													
Current YTD	288	585													
Previous YTD	312	607	607	607	607	607	607	607	607	607	607	607			
% Change YTD	-7.69%	-3.62%													



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2018
Sales by Bedroom Count

Bedrooms	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	YTD Total	Curr Month	YTD
0	0	0											0	0.00%	0.00%
1	1	3											4	1.01%	0.68%
2	60	60											120	20.20%	20.51%
3	147	155											302	52.19%	51.62%
4	70	71											141	23.91%	24.10%
5	10	8											18	2.69%	3.08%
6+	0	0											0	0.00%	0.00%
Total	288	297	0	0	0	0	0	0	0	0	0	0	585	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	YTD Total	Curr Month	YTD
1	39	38											77	12.79%	13.16%
2	214	225											439	75.76%	75.04%
3	30	29											59	9.76%	10.09%
4	5	5											10	1.68%	1.71%
5	0	0											0	0.00%	0.00%
6+	0	0											0	0.00%	0.00%
Total	288	297	0	0	0	0	0	0	0	0	0	0	585	100.00%	100.00%



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2018
Sales by Housing Style

Style	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	YTD Total	Curr Month	YTD
Single Family Home	214	238											452	80.13%	77.26%
Manufactured/Mobile Home	35	25											60	8.42%	10.26%
Condominium	18	17											35	5.72%	5.98%
Townhouse	17	13											30	4.38%	5.13%
Half Duplex	1	2											3	0.67%	0.51%
Villa	2	1											3	0.34%	0.51%
Modular	1	1											2	0.34%	0.34%
Total	288	297	0	0	0	0	0	0	0	0	0	0	585	100.00%	100.00%



Lakeland Association of Realtors®

Multiple Listing One Month Sales and Inventory Report - February 1 to February 28, 2018

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	15	5.05%	40,980	35,487	87.00%	42	23	1.5
\$50,000 - 59,999	9	3.03%	58,028	54,350	94.00%	45	8	0.9
\$60,000 - 69,999	9	3.03%	73,800	64,000	87.00%	90	22	2.4
\$70,000 - 79,999	10	3.37%	78,970	74,530	94.00%	74	23	2.3
\$80,000 - 89,999	6	2.02%	91,617	85,567	93.00%	65	28	4.7
\$90,000 - 99,999	10	3.37%	97,410	94,350	97.00%	92	29	2.9
\$100,000 - 119,999	19	6.40%	116,321	111,126	96.00%	54	20	1.1
\$120,000 - 139,999	22	7.41%	132,525	127,820	96.00%	61	38	1.7
\$140,000 - 159,999	27	9.09%	153,276	150,733	98.00%	50	43	1.6
\$160,000 - 179,999	34	11.45%	173,880	170,654	98.00%	63	44	1.3
\$180,000 - 199,999	43	14.48%	191,122	188,772	99.00%	38	53	1.2
\$200,000 - 249,999	47	15.82%	227,471	222,960	98.00%	54	140	3.0
\$250,000 - 299,999	25	8.42%	279,677	275,430	98.00%	70	101	4.0
\$300,000 - 349,999	10	3.37%	335,610	320,890	96.00%	57	51	5.1
\$350,000 - 399,999	3	1.01%	392,633	378,333	96.00%	170	51	17.0
\$400,000 - 499,999	3	1.01%	328,300	460,500	140.00%	70	41	13.7
\$500,000 - 599,999	1	0.34%	574,988	547,500	95.00%	182	28	28.0
\$600,000 - 699,999	3	1.01%	673,000	641,900	95.00%	129	6	2.0
\$700,000 - 799,999	1	0.34%	764,900	764,900	100.00%	1	7	7.0
\$800,000 - 899,999	0	0.00%	0	0	0.00%		3	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		10	
Totals	297	100.00%	182,053	178,588	98.00%	59	774	2.6

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.



Lakeland Association of Realtors®

Multiple Listing YTD Sales and Inventory Report - January 1 to February 28, 2018

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	28	4.79%	53,711	34,993	65.00%	58	23	1.6
\$50,000 - 59,999	19	3.25%	57,061	53,859	94.00%	54	8	0.8
\$60,000 - 69,999	20	3.42%	69,040	62,950	91.00%	55	22	2.2
\$70,000 - 79,999	19	3.25%	76,879	74,811	97.00%	57	23	2.4
\$80,000 - 89,999	13	2.22%	88,962	85,204	96.00%	60	28	4.3
\$90,000 - 99,999	18	3.08%	98,106	94,494	96.00%	80	29	3.2
\$100,000 - 119,999	32	5.47%	115,144	111,109	96.00%	63	20	1.3
\$120,000 - 139,999	45	7.69%	132,069	128,688	97.00%	58	38	1.7
\$140,000 - 159,999	59	10.09%	153,747	150,866	98.00%	39	43	1.5
\$160,000 - 179,999	67	11.45%	174,306	170,741	98.00%	56	44	1.3
\$180,000 - 199,999	81	13.85%	189,899	188,635	99.00%	43	53	1.3
\$200,000 - 249,999	87	14.87%	226,501	221,959	98.00%	54	140	3.2
\$250,000 - 299,999	50	8.55%	277,302	273,010	98.00%	63	101	4.0
\$300,000 - 349,999	21	3.59%	335,867	320,407	95.00%	67	51	4.9
\$350,000 - 399,999	10	1.71%	382,550	369,980	97.00%	86	51	10.2
\$400,000 - 499,999	9	1.54%	414,411	441,694	107.00%	77	41	9.1
\$500,000 - 599,999	3	0.51%	539,963	522,500	97.00%	155	28	18.7
\$600,000 - 699,999	3	0.51%	673,000	641,900	95.00%	129	6	4.0
\$700,000 - 799,999	1	0.17%	764,900	764,900	100.00%	1	7	14.0
\$800,000 - 899,999	0	0.00%	0	0	0.00%		3	
\$900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$1,000,000 - and over	0	0.00%	0	0	0.00%		10	
Totals	585	100.00%	182,383	177,917	98.00%	56	774	2.7

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®
Four Year Sales and Inventory History 2014 - 2018
 Compiled from Monthly Sales and Inventory Reports

MY FLORIDA REGIONAL MLS		Average List	Average Sale	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
Month	Monthly Sales	Price	Price				
01-MAR-14	256	137,743	132,233	96%	78	1,657	6.5
01-APR-14	287	156,698	149,925	96%	85	1,599	5.6
01-MAY-14	293	143,594	138,183	96%	89	1,533	5.2
01-JUN-14	265	133,915	129,828	97%	74	1,515	5.7
01-JUL-14	276	129,189	124,907	97%	79	1,505	5.5
01-AUG-14	268	140,101	135,002	96%	81	1,538	5.7
01-SEP-14	258	151,168	145,066	96%	76	1,556	6.0
01-OCT-14	299	150,723	145,116	96%	69	1,526	5.1
01-NOV-14	209	143,109	137,172	96%	84	1,466	7.0
01-DEC-14	294	152,751	147,074	96%	85	1,438	4.9
01-JAN-15	208	131,393	126,771	96%	96	1,387	6.7
01-FEB-15	236	143,367	138,097	96%	99	1,360	5.8
01-MAR-15	334	152,575	146,841	96%	94	1,327	4.0
01-APR-15	350	157,740	153,243	97%	79	1,330	3.8
01-MAY-15	338	149,010	143,792	96%	82	1,308	3.9
01-JUN-15	374	166,524	161,543	97%	75	1,316	3.5
01-JUL-15	351	150,824	146,788	97%	73	1,281	3.6
01-AUG-15	316	164,822	159,654	97%	71	1,248	3.9
01-SEP-15	309	150,418	145,513	97%	70	1,270	4.1
01-OCT-15	314	157,191	152,149	97%	66	1,266	4.0
01-NOV-15	240	179,214	171,999	96%	79	1,257	5.2
01-DEC-15	343	148,411	143,453	97%	67	1,213	3.5
01-JAN-16	239	155,688	150,263	97%	73	1,231	5.2
01-FEB-16	307	161,432	154,808	96%	70	1,219	4.0
01-MAR-16	382	160,757	155,981	97%	71	1,181	3.1
01-APR-16	315	163,030	158,241	97%	72	1,158	3.7
01-MAY-16	356	168,888	164,292	97%	68	1,191	3.3
01-JUN-16	361	166,502	160,926	97%	64	1,228	3.4
01-JUL-16	360	176,751	172,640	98%	66	1,261	3.5
01-AUG-16	393	173,279	168,961	98%	56	1,345	3.4
01-SEP-16	341	173,480	165,893	96%	53	1,394	4.1
01-OCT-16	345	174,523	169,762	97%	55	1,381	4.0
01-NOV-16	322	183,987	176,251	96%	61	1,346	4.2
01-DEC-16	334	176,381	171,242	97%	63	1,305	3.9
01-JAN-17	312	167,570	162,248	97%	59	1,253	4.0
01-FEB-17	295	174,432	168,372	97%	65	1,217	4.1
01-MAR-17	367	175,392	168,970	96%	61	1,176	3.2
01-APR-17	347	190,169	181,416	95%	65	1,052	3.0
01-MAY-17	404	182,012	175,068	96%	61	974	2.4
01-JUN-17	408	193,250	187,897	97%	59	969	2.4
01-JUL-17	367	185,664	181,262	98%	54	973	2.7
01-AUG-17	377	186,210	180,467	97%	60	971	2.6
01-SEP-17	270	192,916	184,430	96%	55	948	3.5
01-OCT-17	333	191,899	182,502	95%	61	921	2.8
01-NOV-17	321	193,425	186,289	96%	59	889	2.8
01-DEC-17	327	185,310	179,901	97%	58	806	2.5
01-JAN-18	288	182,723	177,225	97%	54	836	2.9
01-FEB-18	297	182,053	178,588	98%	59	774	2.6

Board/Association: Lakeland
 State: FL
 Month: February

Year: 2018

National Association of Realtors®
 700 Eleventh Street, NW
 Washington, DC 20001-4507

Email: data@realtors.org
 Fax: 202-383-7568
 Questions: 202-383-1276

**Single-Family Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$1 - \$29,999	1		
\$30,000 - \$39,999	3			3
\$40,000 - \$49,999	2	1		3
\$50,000 - \$59,999	2	1		3
\$60,000 - \$69,999	1	3	2	6
\$70,000 - \$79,999	1	3	1	5
\$80,000 - \$89,999	1	2		3
\$90,000 - \$99,999	1	3	1	5
\$100,000 - \$119,999	2	5	1	8
\$120,000 - \$139,999	3	14	2	19
\$140,000 - \$159,999	4	18	1	23
\$160,000 - \$179,999	5	21	5	31
\$180,000 - \$199,999	3	23	14	40
\$200,000 - \$249,999	1	24	20	45
\$250,000 - \$299,999		10	14	24
\$300,000 - \$399,999		2	10	12
\$400,000 - \$499,999		2	1	3
\$500,000 - \$549,999			1	1
\$550,000 - \$599,999				
\$600,000 - \$699,999			3	3
\$700,000 - \$799,999		1		1
\$800,000 - \$899,999				
\$900,000 - \$999,999				
\$1,000,000 - and over				
Totals:	30	133	76	239

**Condominium / Cooperative Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$1 - \$29,999			
\$30,000 - \$39,999	1			1
\$40,000 - \$49,999				
\$50,000 - \$59,999	4			4
\$60,000 - \$69,999	1			1
\$70,000 - \$79,999	3			3
\$80,000 - \$89,999	1			1
\$90,000 - \$99,999	2			2
\$100,000 - \$119,999	2	2	1	5
\$120,000 - \$139,999		1		1
\$140,000 - \$159,999		2		2
\$160,000 - \$179,999	1	2		3
\$180,000 - \$199,999	1	2		3
\$200,000 - \$249,999	2			2
\$250,000 - \$299,999	1			1
\$300,000 - \$399,999		1		1
\$400,000 - \$499,999				
\$500,000 - \$549,999				
\$550,000 - \$599,999				
\$600,000 - \$699,999				
\$700,000 - \$799,999				
\$800,000 - \$899,999				
\$900,000 - \$999,999				
\$1,000,000 - and over				
Totals:	19	10	1	30

**Active Listings
 (Unsold Homes)**

PRICE RANGE	During Month	
	2018	2017
\$1 - \$29,999	2	
\$30,000 - \$39,999	1	
\$40,000 - \$49,999	3	2
\$50,000 - \$59,999	2	1
\$60,000 - \$69,999	8	2
\$70,000 - \$79,999	9	3
\$80,000 - \$89,999	13	9
\$90,000 - \$99,999	12	6
\$100,000 - \$119,999	14	2
\$120,000 - \$139,999	31	1
\$140,000 - \$159,999	33	3
\$160,000 - \$179,999	34	4
\$180,000 - \$199,999	46	7
\$200,000 - \$249,999	123	5
\$250,000 - \$299,999	96	
\$300,000 - \$399,999	100	
\$400,000 - \$499,999	41	
\$500,000 - \$549,999	10	1
\$550,000 - \$599,999	16	
\$600,000 - \$699,999	6	
\$700,000 - \$799,999	7	
\$800,000 - \$899,999	3	
\$900,000 - \$999,999	4	
\$1,000,000 - and over	10	
Totals:	624	46

**Sales Pending
 (Under Contract)**

PRICE RANGE	During Month	
	2018	2017
\$1 - \$29,999	3	
\$30,000 - \$39,999	1	1
\$40,000 - \$49,999	3	1
\$50,000 - \$59,999	2	3
\$60,000 - \$69,999	3	3
\$70,000 - \$79,999	6	1
\$80,000 - \$89,999	4	2
\$90,000 - \$99,999	9	1
\$100,000 - \$119,999	9	3
\$120,000 - \$139,999	27	2
\$140,000 - \$159,999	36	6
\$160,000 - \$179,999	34	6
\$180,000 - \$199,999	44	5
\$200,000 - \$249,999	74	5
\$250,000 - \$299,999	32	
\$300,000 - \$399,999	21	
\$400,000 - \$499,999	7	
\$500,000 - \$549,999		
\$550,000 - \$599,999		
\$600,000 - \$699,999	2	
\$700,000 - \$799,999		
\$800,000 - \$899,999	1	
\$900,000 - \$999,999	1	
\$1,000,000 - and over		
Totals:	319	39

TIME ON MARKET (Of Units Sold)	SF	CONDO
0 - 30	125	14
31 - 60	35	5
61 - 90	22	3
91 - 120	20	1
121 - and over	37	7
Totals	239	30