



**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	5	7									27	2.51%	2.59%
\$50,000 - 59,999	1	3	3	1									8	0.36%	0.77%
\$60,000 - 69,999	2	6	3	5									16	1.79%	1.54%
\$70,000 - 79,999	3	5	5	3									16	1.08%	1.54%
\$80,000 - 89,999	5	3	6	4									18	1.43%	1.73%
\$90,000 - 99,999	5	5	6	4									20	1.43%	1.92%
\$100,000 - 119,999	6	8	16	6									36	2.15%	3.45%
\$120,000 - 139,999	16	19	20	25									80	8.96%	7.68%
\$140,000 - 159,999	28	24	31	20									103	7.17%	9.88%
\$160,000 - 179,999	28	31	32	30									121	10.75%	11.61%
\$180,000 - 199,999	26	39	36	39									140	13.98%	13.44%
\$200,000 - 249,999	39	45	77	59									220	21.15%	21.11%
\$250,000 - 299,999	24	25	29	30									108	10.75%	10.36%
\$300,000 - 349,999	10	10	17	14									51	5.02%	4.89%
\$350,000 - 399,999	7	2	9	15									33	5.38%	3.17%
\$400,000 - 499,999	6	3	5	10									24	3.58%	2.30%
\$500,000 - 599,999	2	1	4	3									10	1.08%	0.96%
\$600,000 - 699,999	0	3	1	2									6	0.72%	0.58%
\$700,000 - 799,999	0	1	0	0									1	0.00%	0.10%
\$800,000 - 899,999	0	0	1	1									2	0.36%	0.19%
\$900,000 - 999,999	0	0	1	1									2	0.36%	0.19%
\$1,000,000 - and over	0	0	0	0									0	0.00%	0.00%
Current Year	216	240	307	279									1,042		
Previous Year	260	240	305	289									1,094		
Change from last month		11.11%	27.92%	-9.12%											
Change from last year	-16.92%	0.00%	0.66%	-3.46%											
Current YTD	216	456	763	1,042											
Previous YTD	260	500	805	1,094	1,094	1,094	1,094	1,094	1,094	1,094	1,094	1,094			
% Change YTD	-16.92%	-8.80%	-5.22%	-4.75%											

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	4	0									5	0.00%	3.73%
\$50,000 - 59,999	4	4	2	0									10	0.00%	7.46%
\$60,000 - 69,999	3	1	5	4									13	13.79%	9.70%
\$70,000 - 79,999	3	3	1	3									10	10.34%	7.46%
\$80,000 - 89,999	1	1	3	4									9	13.79%	6.72%
\$90,000 - 99,999	1	2	1	1									5	3.45%	3.73%
\$100,000 - 119,999	2	5	0	3									10	10.34%	7.46%
\$120,000 - 139,999	2	1	4	3									10	10.34%	7.46%
\$140,000 - 159,999	1	2	4	3									10	10.34%	7.46%
\$160,000 - 179,999	5	3	6	3									17	10.34%	12.69%
\$180,000 - 199,999	11	3	6	1									21	3.45%	15.67%
\$200,000 - 249,999	1	2	4	4									11	13.79%	8.21%
\$250,000 - 299,999	0	1	0	0									1	0.00%	0.75%
\$300,000 - 349,999	1	0	0	0									1	0.00%	0.75%
\$350,000 - 399,999	0	1	0	0									1	0.00%	0.75%
\$400,000 - 499,999	0	0	0	0									0	0.00%	0.00%
\$500,000 - 599,999	0	0	0	0									0	0.00%	0.00%
\$600,000 - 699,999	0	0	0	0									0	0.00%	0.00%
\$700,000 - 799,999	0	0	0	0									0	0.00%	0.00%
\$800,000 - 899,999	0	0	0	0									0	0.00%	0.00%
\$900,000 - 999,999	0	0	0	0									0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0									0	0.00%	0.00%
Current Year	35	30	40	29									134		
Previous Year	28	25	21	26									100		
Change from last month		-14.29%	33.33%	-27.50%											
Change from last year	25.00%	20.00%	90.48%	11.54%											
Current YTD	35	65	105	134											
Previous YTD	28	53	74	100	100	100	100	100	100	100	100	100			
% Change YTD	25.00%	22.64%	41.89%	34.00%											



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	8	8	9	8									33	2.54%	2.77%
\$50,000 - 59,999	5	8	5	1									19	0.32%	1.59%
\$60,000 - 69,999	5	7	8	9									29	2.86%	2.43%
\$70,000 - 79,999	6	9	6	6									27	1.90%	2.27%
\$80,000 - 89,999	6	4	9	10									29	3.17%	2.43%
\$90,000 - 99,999	7	7	7	5									26	1.59%	2.18%
\$100,000 - 119,999	8	15	18	10									51	3.17%	4.28%
\$120,000 - 139,999	19	20	25	31									95	9.84%	7.97%
\$140,000 - 159,999	29	26	35	23									113	7.30%	9.48%
\$160,000 - 179,999	33	34	38	33									138	10.48%	11.58%
\$180,000 - 199,999	37	42	42	40									161	12.70%	13.51%
\$200,000 - 249,999	40	47	81	63									231	20.00%	19.38%
\$250,000 - 299,999	24	26	29	30									109	9.52%	9.14%
\$300,000 - 349,999	11	10	17	14									52	4.44%	4.36%
\$350,000 - 399,999	7	3	9	15									34	4.76%	2.85%
\$400,000 - 499,999	6	3	5	10									24	3.17%	2.01%
\$500,000 - 599,999	2	1	4	3									10	0.95%	0.84%
\$600,000 - 699,999	0	3	1	2									6	0.63%	0.50%
\$700,000 - 799,999	0	1	0	0									1	0.00%	0.08%
\$800,000 - 899,999	0	0	1	1									2	0.32%	0.17%
\$900,000 - 999,999	0	0	1	1									2	0.32%	0.17%
\$1,000,000 - and over	0	0	0	0									0	0.00%	0.00%
Current Year	253	274	350	315									1,192		
Previous Year	291	269	328	317									1,205		
Change from last month		8.30%	27.74%	-10.00%											
Change from last year		1.86%	6.71%	-0.63%											
Current YTD	253	527	877	1,192											
Previous YTD	291	560	888	1,205	1,205	1,205	1,205	1,205	1,205	1,205	1,205	1,205			
% Change YTD	-13.06%	-5.89%	-1.24%	-1.08%											



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									0	0.00%	0.00%
1	1	2	1	4									8	1.27%	0.67%
2	44	49	54	49									196	15.56%	16.44%
3	133	146	188	174									641	55.24%	53.78%
4	67	69	94	72									302	22.86%	25.34%
5	8	8	8	15									39	4.76%	3.27%
6+	0	0	5	1									6	0.32%	0.50%
Total	253	274	350	315	0	0	0	0	0	0	0	0	1,192	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	35	35	37	37									144	11.75%	12.08%
2	185	205	254	220									864	69.84%	72.48%
3	28	29	52	50									159	15.87%	13.34%
4	5	5	6	7									23	2.22%	1.93%
5	0	0	1	1									2	0.32%	0.17%
6+	0	0	0	0									0	0.00%	0.00%
Total	253	274	350	315	0	0	0	0	0	0	0	0	1,192	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 Residence	214	239	304	275									1,032	87.30%	86.58%
Condominium	18	17	20	19									74	6.03%	6.21%
Townhouse	17	13	20	10									60	3.17%	5.03%
Villa	2	1	3	4									10	1.27%	0.84%
1/2 Duplex	1	2	3	3									9	0.95%	0.76%
Manufactured Home	1	2	0	4									7	1.27%	0.59%
Total	253	274	350	315	0	0	0	0	0	0	0	0	1,192	100.00%	100.00%



Lakeland Association of Realtors®

Multiple Listing One Month Sales and Inventory Report - April 1 to April 30, 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	8	2.54%	42,200	38,313	91.00%	30	3	0.4
\$50,000 - 59,999	1	0.32%	52,000	57,000	110.00%	15	7	7.0
\$60,000 - 69,999	9	2.86%	70,122	64,278	92.00%	44	12	1.3
\$70,000 - 79,999	6	1.90%	76,283	73,567	96.00%	29	12	2.0
\$80,000 - 89,999	10	3.17%	88,940	84,680	95.00%	72	22	2.2
\$90,000 - 99,999	5	1.59%	98,320	95,020	97.00%	19	12	2.4
\$100,000 - 119,999	10	3.17%	113,220	111,730	99.00%	24	18	1.8
\$120,000 - 139,999	31	9.84%	133,542	131,032	98.00%	32	29	0.9
\$140,000 - 159,999	23	7.30%	151,065	150,413	100.00%	37	42	1.8
\$160,000 - 179,999	33	10.48%	172,069	170,889	99.00%	29	50	1.5
\$180,000 - 199,999	40	12.70%	192,599	188,807	98.00%	46	59	1.5
\$200,000 - 249,999	63	20.00%	222,952	220,195	99.00%	48	134	2.1
\$250,000 - 299,999	30	9.52%	272,643	267,273	98.00%	70	106	3.5
\$300,000 - 349,999	14	4.44%	320,990	313,276	98.00%	61	62	4.4
\$350,000 - 399,999	15	4.76%	365,740	373,080	102.00%	133	39	2.6
\$400,000 - 499,999	10	3.17%	471,470	450,550	96.00%	234	48	4.8
\$500,000 - 599,999	3	0.95%	562,559	552,225	98.00%	27	31	10.3
\$600,000 - 699,999	2	0.63%	667,400	649,950	97.00%	109	7	3.5
\$700,000 - 799,999	0	0.00%	0	0	0.00%		9	
\$800,000 - 899,999	1	0.32%	925,000	875,000	95.00%	200	6	6.0
\$900,000 - 999,999	1	0.32%	950,000	920,000	97.00%	12	5	5.0
\$1,000,000 - and over	0	0.00%	0	0	0.00%		11	
Totals	315	100.00%	212,081	208,461	98.00%	55	724	2.3

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 April 30, 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	33	2.77%	57,770	33,079	57.00%	68	3	0.4
\$50,000 - 59,999	19	1.59%	56,682	54,366	96.00%	59	7	1.5
\$60,000 - 69,999	29	2.43%	69,738	63,338	91.00%	52	12	1.7
\$70,000 - 79,999	27	2.27%	77,533	74,807	96.00%	59	12	1.8
\$80,000 - 89,999	29	2.43%	87,759	84,798	97.00%	60	22	3.0
\$90,000 - 99,999	26	2.18%	98,315	94,277	96.00%	73	12	1.9
\$100,000 - 119,999	51	4.28%	113,303	110,740	98.00%	46	18	1.4
\$120,000 - 139,999	95	7.97%	133,039	129,746	98.00%	41	29	1.2
\$140,000 - 159,999	113	9.48%	152,418	150,848	99.00%	34	42	1.5
\$160,000 - 179,999	138	11.58%	173,833	170,936	98.00%	45	50	1.5
\$180,000 - 199,999	161	13.51%	190,330	188,475	99.00%	47	59	1.5
\$200,000 - 249,999	231	19.38%	226,028	221,729	98.00%	55	134	2.3
\$250,000 - 299,999	109	9.14%	275,165	270,288	98.00%	67	106	3.9
\$300,000 - 349,999	52	4.36%	329,740	317,622	96.00%	63	62	4.8
\$350,000 - 399,999	34	2.85%	376,415	372,647	99.00%	130	39	4.6
\$400,000 - 499,999	24	2.01%	445,088	445,402	100.00%	145	48	8.0
\$500,000 - 599,999	10	0.84%	555,346	539,918	97.00%	71	31	12.4
\$600,000 - 699,999	6	0.50%	667,283	641,767	96.00%	143	7	4.7
\$700,000 - 799,999	1	0.08%	764,900	764,900	100.00%	1	9	36.0
\$800,000 - 899,999	2	0.17%	900,000	875,000	97.00%	106	6	12.0
\$900,000 - 999,999	2	0.17%	974,950	928,750	95.00%	8	5	10.0
\$1,000,000 - and over	0	0.00%	0	0	0.00%		11	
Totals	1,192	100.00%	200,820	196,328	98.00%	56	724	2.4

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

Month	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
01-MAY-14	273	155,014	149,376	96%	93	1,813	6.6
01-JUN-14	256	139,133	133,931	96%	102	1,719	6.7
01-JUL-14	263	134,746	129,539	96%	79	1,712	6.5
01-AUG-14	256	148,908	141,059	95%	84	1,722	6.7
01-SEP-14	246	160,432	148,907	93%	78	1,732	7.0
01-OCT-14	285	157,477	150,175	95%	71	1,730	6.1
01-NOV-14	194	150,268	144,118	96%	88	1,686	8.7
01-DEC-14	273	161,635	153,352	95%	88	1,682	6.2
01-JAN-15	198	136,026	130,110	96%	97	1,618	8.2
01-FEB-15	232	149,634	140,216	94%	100	1,601	6.9
01-MAR-15	313	158,815	153,107	96%	87	1,595	5.1
01-APR-15	333	163,063	157,705	97%	81	1,609	4.8
01-MAY-15	308	155,306	150,202	97%	81	1,571	5.1
01-JUN-15	350	175,510	168,018	96%	75	1,591	4.5
01-JUL-15	324	164,470	153,542	93%	74	1,563	4.8
01-AUG-15	301	169,721	164,470	97%	74	1,551	5.2
01-SEP-15	288	157,340	150,868	96%	71	1,532	5.3
01-OCT-15	289	167,125	159,905	96%	67	1,502	5.2
01-NOV-15	226	187,325	177,760	95%	80	1,510	6.7
01-DEC-15	307	158,955	153,262	96%	69	1,427	4.6
01-JAN-16	218	162,658	157,180	97%	73	1,407	6.5
01-FEB-16	281	170,621	160,585	94%	73	1,413	5.0
01-MAR-16	342	173,291	166,986	96%	73	1,372	4.0
01-APR-16	293	170,097	165,032	97%	72	1,351	4.6
01-MAY-16	321	179,480	174,936	97%	70	1,349	4.2
01-JUN-16	325	176,560	170,798	97%	66	1,350	4.2
01-JUL-16	331	185,980	181,923	98%	67	1,355	4.1
01-AUG-16	366	180,047	175,589	98%	59	1,385	3.8
01-SEP-16	325	178,931	171,052	96%	56	1,413	4.3
01-OCT-16	322	184,939	180,138	97%	58	1,365	4.2
01-NOV-16	296	189,827	181,823	96%	63	1,329	4.5
01-DEC-16	307	183,551	178,284	97%	62	1,278	4.2
01-JAN-17	291	175,844	170,377	97%	59	1,252	4.3
01-FEB-17	269	182,976	176,969	97%	63	1,253	4.7
01-MAR-17	328	187,254	180,296	96%	58	1,250	3.8
01-APR-17	317	199,544	190,569	96%	65	1,178	3.7
01-MAY-17	371	191,158	183,843	96%	61	1,134	3.1
01-JUN-17	378	200,748	195,194	97%	58	1,127	3.0
01-JUL-17	349	190,262	185,814	98%	54	1,120	3.2
01-AUG-17	352	193,403	187,516	97%	59	1,122	3.2
01-SEP-17	250	203,123	194,188	96%	55	1,092	4.4
01-OCT-17	310	199,771	189,844	95%	61	1,052	3.4
01-NOV-17	304	199,473	192,101	96%	60	986	3.2
01-DEC-17	306	192,084	186,772	97%	60	904	3.0
01-JAN-18	253	194,590	188,907	97%	53	887	3.5
01-FEB-18	274	190,693	187,204	98%	59	822	3.0
01-MAR-18	350	203,115	197,917	97%	57	749	2.1
01-APR-18	315	212,081	208,461	98%	55	724	2.3

Board/Association: Lakeland
 State: FL
 Month: April

Year: 2018

National Association of Realtors®
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 Questions: 202-383-1276

**Single-Family Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$1 - \$29,999	2		
\$30,000 - \$39,999	1	1		2
\$40,000 - \$49,999	1	2		3
\$50,000 - \$59,999	1			1
\$60,000 - \$69,999	2	3		5
\$70,000 - \$79,999	2	1		3
\$80,000 - \$89,999	3	1		4
\$90,000 - \$99,999	3	1		4
\$100,000 - \$119,999	1	5		6
\$120,000 - \$139,999	7	15	3	25
\$140,000 - \$159,999	5	15		20
\$160,000 - \$179,999	2	21	7	30
\$180,000 - \$199,999		28	11	39
\$200,000 - \$249,999	2	35	22	59
\$250,000 - \$299,999	1	18	11	30
\$300,000 - \$399,999		8	21	29
\$400,000 - \$499,999	1	3	6	10
\$500,000 - \$549,999			2	2
\$550,000 - \$599,999			1	1
\$600,000 - \$699,999		1	1	2
\$700,000 - \$799,999				
\$800,000 - \$899,999			1	1
\$900,000 - \$999,999		1		1
\$1,000,000 - and over				
Totals:	34	159	86	279

**Condominium / Cooperative Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$1 - \$29,999			
\$30,000 - \$39,999				
\$40,000 - \$49,999				
\$50,000 - \$59,999				
\$60,000 - \$69,999	4			4
\$70,000 - \$79,999	3			3
\$80,000 - \$89,999	2	2		4
\$90,000 - \$99,999		1		1
\$100,000 - \$119,999	2	1		3
\$120,000 - \$139,999	2	1		3
\$140,000 - \$159,999	1	2		3
\$160,000 - \$179,999	1	2		3
\$180,000 - \$199,999		1		1
\$200,000 - \$249,999		4		4
\$250,000 - \$299,999				
\$300,000 - \$399,999				
\$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:	15	14	0	29

**Active Listings
 (Unsold Homes)**

PRICE RANGE	Active Listings	
	2 or less	3 or more
\$1 - \$29,999	1	
\$30,000 - \$39,999		
\$40,000 - \$49,999	1	1
\$50,000 - \$59,999	4	1
\$60,000 - \$69,999	9	1
\$70,000 - \$79,999	8	3
\$80,000 - \$89,999	14	5
\$90,000 - \$99,999	8	3
\$100,000 - \$119,999	15	2
\$120,000 - \$139,999	21	3
\$140,000 - \$159,999	32	6
\$160,000 - \$179,999	45	3
\$180,000 - \$199,999	45	10
\$200,000 - \$249,999	124	6
\$250,000 - \$299,999	102	
\$300,000 - \$399,999	99	
\$400,000 - \$499,999	47	1
\$500,000 - \$549,999	15	
\$550,000 - \$599,999	16	
\$600,000 - \$699,999	7	
\$700,000 - \$799,999	9	
\$800,000 - \$899,999	6	
\$900,000 - \$999,999	5	
\$1,000,000 - and over	11	
Totals:	644	45

**Sales Pending
 (Under Contract)**

PRICE RANGE	Sales Pending	
	During Month	During Month
\$1 - \$29,999	1	
\$30,000 - \$39,999	3	
\$40,000 - \$49,999	1	
\$50,000 - \$59,999	2	1
\$60,000 - \$69,999	4	2
\$70,000 - \$79,999	5	
\$80,000 - \$89,999	9	1
\$90,000 - \$99,999	7	1
\$100,000 - \$119,999	7	2
\$120,000 - \$139,999	38	3
\$140,000 - \$159,999	32	5
\$160,000 - \$179,999	43	1
\$180,000 - \$199,999	46	
\$200,000 - \$249,999	67	1
\$250,000 - \$299,999	33	
\$300,000 - \$399,999	32	
\$400,000 - \$499,999	5	
\$500,000 - \$549,999	1	
\$550,000 - \$599,999	5	
\$600,000 - \$699,999	2	
\$700,000 - \$799,999	1	
\$800,000 - \$899,999		
\$900,000 - \$999,999		
\$1,000,000 - and over	1	
Totals:	345	17

TIME ON MARKET (Of Units Sold)	SF	CONDO
0 - 30	158	18
31 - 60	46	4
61 - 90	19	2
91 - 120	13	4
121 - and over	43	1
Totals	279	29