



**Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
2019**

Sales by Price Range - Single Family Homes & Villas

Price Range	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
\$ 1 - 49,999	6	5	4	4	4	5	6	3					37	0.50%	0.78%
\$ 50,000 - 59,999	1	1	1	2	3	0	0	2					10	0.33%	0.21%
\$ 60,000 - 69,999	2	4	4	2	3	4	3	3					25	0.50%	0.53%
\$ 70,000 - 79,999	4	3	0	2	3	2	3	6					23	1.00%	0.49%
\$ 80,000 - 89,999	4	1	5	9	3	5	7	2					36	0.33%	0.76%
\$ 90,000 - 99,999	5	3	4	6	10	6	1	2					37	0.33%	0.78%
\$ 100,000 - 119,999	15	10	16	8	12	7	10	9					87	1.50%	1.84%
\$ 120,000 - 139,999	17	33	27	31	16	18	32	20					194	3.33%	4.10%
\$ 140,000 - 159,999	26	20	40	51	41	34	42	29					283	4.83%	5.99%
\$ 160,000 - 179,999	35	34	49	54	45	57	60	63					397	10.50%	8.40%
\$ 180,000 - 199,999	39	43	54	73	69	57	66	57					458	9.50%	9.69%
\$ 200,000 - 249,999	83	104	177	184	197	178	186	154					1,263	25.67%	26.72%
\$ 250,000 - 299,999	50	73	99	107	106	108	129	90					762	15.00%	16.12%
\$ 300,000 - 349,999	29	41	57	68	69	56	50	53					423	8.83%	8.95%
\$ 350,000 - 399,999	26	26	28	36	30	44	39	46					275	7.67%	5.82%
\$ 400,000 - 499,999	17	28	27	35	29	40	29	38					243	6.33%	5.14%
\$ 500,000 - 599,999	1	11	7	12	6	10	12	11					70	1.83%	1.48%
\$ 600,000 - 699,999	0	5	6	6	8	4	7	8					44	1.33%	0.93%
\$ 700,000 - 799,999	1	1	3	3	5	6	3	3					25	0.50%	0.53%
\$ 800,000 - 899,999	1	0	4	1	0	4	0	0					10	0.00%	0.21%
\$ 900,000 - 999,999	1	0	1	2	2	0	0	0					6	0.00%	0.13%
\$ 1,000,000 - and over	0	1	3	2	4	5	3	1					19	0.17%	0.40%
Current Year	363	447	616	698	665	650	688	600					4,727		
Previous Year	414	445	636	634	688	633	578	660					4,688		
Change from last month		23.14%	37.81%	13.31%	-4.73%	-2.26%	5.85%	-12.79%							
Change from last year	-12.32%	0.45%	-3.14%	10.09%	-3.34%	2.69%	19.03%	-9.09%							
Current YTD	363	810	1,426	2,124	2,789	3,439	4,127	4,727							
Previous YTD	414	859	1,495	2,129	2,817	3,450	4,028	4,688	4,688	4,688	4,688	4,688			
% Change YTD	-12.32%	-5.70%	-4.62%	-0.23%	-0.99%	-0.32%	2.46%	0.83%							



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Sales by Price Range - Condominiums, Townhouses and Co-Ops

Price Range	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
\$ 1 - 49,999	0	1	1	1	2	1	1	2					9	6.45%	3.30%
\$ 50,000 - 59,999	1	0	2	2	2	0	1	1					9	3.23%	3.30%
\$ 60,000 - 69,999	0	3	2	0	0	2	2	1					10	3.23%	3.66%
\$ 70,000 - 79,999	2	2	2	1	1	0	1	1					10	3.23%	3.66%
\$ 80,000 - 89,999	0	2	1	1	2	1	2	3					12	9.68%	4.40%
\$ 90,000 - 99,999	1	1	1	0	1	0	1	2					7	6.45%	2.56%
\$ 100,000 - 119,999	2	4	2	2	2	6	4	2					24	6.45%	8.79%
\$ 120,000 - 139,999	4	5	0	2	1	3	3	2					20	6.45%	7.33%
\$ 140,000 - 159,999	5	6	4	5	1	4	5	6					36	19.35%	13.19%
\$ 160,000 - 179,999	4	2	5	5	2	8	4	3					33	9.68%	12.09%
\$ 180,000 - 199,999	1	2	2	5	3	1	4	2					20	6.45%	7.33%
\$ 200,000 - 249,999	9	2	3	8	11	13	9	2					57	6.45%	20.88%
\$ 250,000 - 299,999	0	1	1	3	1	5	0	3					14	9.68%	5.13%
\$ 300,000 - 349,999	0	2	2	1	2	1	1	1					10	3.23%	3.66%
\$ 350,000 - 399,999	0	0	0	0	0	1	0	0					1	0.00%	0.37%
\$ 400,000 - 499,999	0	0	1	0	0	0	0	0					1	0.00%	0.37%
\$ 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	29	33	29	36	31	46	38	31					273		
Previous Year	17	33	24	31	35	32	28	29					229		
Change from last month		13.79%	-12.12%	24.14%	-13.89%	48.39%	-17.39%	-18.42%							
Change from last year	70.59%	0.00%	20.83%	16.13%	-11.43%	43.75%	35.71%	6.90%							
Current YTD	29	62	91	127	158	204	242	273							
Previous YTD	17	50	74	105	140	172	200	229	229	229	229	229			
% Change YTD	70.59%	24.00%	22.97%	20.95%	12.86%	18.60%	21.00%	19.21%							



Realtors® Association of Lake & Sumter
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Sales by Price Range - Overall

Price Range	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
\$ 1 - 49,999	10	11	9	10	7	9	14	8					78	1.17%	1.45%
\$ 50,000 - 59,999	3	3	6	6	6	1	3	5					33	0.73%	0.61%
\$ 60,000 - 69,999	8	7	9	4	5	12	8	6					59	0.87%	1.10%
\$ 70,000 - 79,999	11	5	5	13	8	5	6	14					67	2.04%	1.24%
\$ 80,000 - 89,999	7	6	11	13	8	11	12	9					77	1.31%	1.43%
\$ 90,000 - 99,999	11	11	12	13	15	9	5	9					85	1.31%	1.58%
\$ 100,000 - 119,999	23	19	28	17	19	20	21	18					165	2.62%	3.07%
\$ 120,000 - 139,999	24	43	36	43	27	27	41	25					266	3.64%	4.94%
\$ 140,000 - 159,999	34	32	47	63	45	45	49	40					355	5.83%	6.59%
\$ 160,000 - 179,999	39	36	58	65	50	70	67	74					459	10.79%	8.53%
\$ 180,000 - 199,999	41	46	57	79	73	60	70	61					487	8.89%	9.05%
\$ 200,000 - 249,999	95	106	181	194	210	193	196	158					1,333	23.03%	24.76%
\$ 250,000 - 299,999	50	74	100	113	108	114	130	96					785	13.99%	14.58%
\$ 300,000 - 349,999	29	43	59	70	71	58	52	54					436	7.87%	8.10%
\$ 350,000 - 399,999	27	26	28	36	30	45	39	46					277	6.71%	5.15%
\$ 400,000 - 499,999	17	28	28	35	29	40	29	39					245	5.69%	4.55%
\$ 500,000 - 599,999	1	11	7	12	6	10	12	11					70	1.60%	1.30%
\$ 600,000 - 699,999	0	5	6	6	8	4	7	8					44	1.17%	0.82%
\$ 700,000 - 799,999	1	1	3	3	5	6	3	3					25	0.44%	0.46%
\$ 800,000 - 899,999	1	0	4	1	0	4	0	0					10	0.00%	0.19%
\$ 900,000 - 999,999	1	0	1	2	2	0	0	0					6	0.00%	0.11%
\$ 1,000,000 - and over	0	1	3	3	4	5	3	2					21	0.29%	0.39%
Current Year	433	514	698	801	736	748	767	686					5,383		
Previous Year	440	483	669	672	744	684	636	720					5,048		
Change from last month		18.71%	35.80%	14.76%	-8.11%	1.63%	2.54%	-10.56%							
Change from last year	-1.59%	6.42%	4.33%	19.20%	-1.08%	9.36%	20.60%	-4.72%							
Current YTD	433	947	1,645	2,446	3,182	3,930	4,697	5,383							
Previous YTD	440	923	1,592	2,264	3,008	3,692	4,328	5,048	5,048	5,048	5,048	5,048			
% Change YTD	-1.59%	2.60%	3.33%	8.04%	5.78%	6.45%	8.53%	6.64%							



Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
2019
Sales by Bedroom Count

Bedrooms	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
0	0	0	0	0	0	0	0	0					0	0.00%	0.00%
1	3	8	6	6	5	6	8	7					49	1.02%	0.91%
2	123	136	177	205	181	176	200	181					1,379	26.38%	25.62%
3	232	274	390	426	412	408	404	355					2,901	51.75%	53.89%
4	63	78	101	134	123	129	130	118					876	17.20%	16.27%
5	7	18	19	29	14	24	22	20					153	2.92%	2.84%
6+	5	0	5	1	1	5	3	5					25	0.73%	0.46%
Total	433	514	698	801	736	748	767	686	0	0	0	0	5,383	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
1	47	35	49	57	54	45	53	57					397	8.31%	7.38%
2	329	403	551	632	590	585	615	536					4,241	78.13%	78.79%
3	46	64	80	91	78	95	78	76					608	11.08%	11.29%
4	11	8	16	17	13	23	20	15					123	2.19%	2.28%
5	0	4	1	4	1	0	0	2					12	0.29%	0.22%
6+	0	0	1	0	0	0	1	0					2	0.00%	0.04%
Total	433	514	698	801	736	748	767	686	0	0	0	0	5,383	100.00%	100.00%



Realtors® Association of Lake & Sumter
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2019
Sales by Housing Style

Style	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
Single Family Residence	334	416	569	657	628	610	646	562					4,422	81.92%	82.15%
Manufactured Home	40	33	53	65	39	51	39	52					372	7.58%	6.91%
Villa	29	31	47	41	37	40	42	38					305	5.54%	5.67%
Condominium	18	18	22	18	17	20	22	22					157	3.21%	2.92%
Townhouse	11	15	7	18	14	26	16	9					116	1.31%	2.15%
1/2 Duplex	0	1	0	1	1	1	1	2					7	0.29%	0.13%
Farm	1	0	0	1	0	0	1	1					4	0.15%	0.07%
Total	433	514	698	801	736	748	767	686	0	0	0	0	5,383	100.00%	100.00%



Realtors® Association of Lake & Sumter
Multiple Listing One Month Sales and Inventory Report - August 1 to August 31, 2019

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	8	1.17%	174,163	30,838	18.00%	101	13	1.6
\$ 50,000 - 59,999	5	0.73%	66,360	55,300	83.00%	46	16	3.2
\$ 60,000 - 69,999	6	0.87%	72,783	65,733	90.00%	148	11	1.8
\$ 70,000 - 79,999	14	2.04%	78,721	74,223	94.00%	49	11	0.8
\$ 80,000 - 89,999	9	1.31%	93,011	83,514	90.00%	77	13	1.4
\$ 90,000 - 99,999	9	1.31%	104,628	93,389	89.00%	65	17	1.9
\$ 100,000 - 119,999	18	2.62%	112,984	109,973	97.00%	50	39	2.2
\$ 120,000 - 139,999	25	3.64%	135,996	130,270	96.00%	55	67	2.7
\$ 140,000 - 159,999	40	5.83%	155,124	151,624	98.00%	29	66	1.7
\$ 160,000 - 179,999	74	10.79%	175,011	170,831	98.00%	36	105	1.4
\$ 180,000 - 199,999	61	8.89%	195,036	189,141	97.00%	50	98	1.6
\$ 200,000 - 249,999	158	23.03%	229,064	223,011	97.00%	38	351	2.2
\$ 250,000 - 299,999	96	13.99%	275,006	270,544	98.00%	71	271	2.8
\$ 300,000 - 349,999	54	7.87%	335,949	324,245	97.00%	69	167	3.1
\$ 350,000 - 399,999	46	6.71%	378,904	369,942	98.00%	59	155	3.4
\$ 400,000 - 499,999	39	5.69%	454,864	443,866	98.00%	55	156	4.0
\$ 500,000 - 599,999	11	1.60%	566,297	537,574	95.00%	134	96	8.7
\$ 600,000 - 699,999	8	1.17%	649,850	619,925	95.00%	92	60	7.5
\$ 700,000 - 799,999	3	0.44%	779,933	737,633	95.00%	140	34	11.3
\$ 800,000 - 899,999	0	0.00%	0	0	0.00%		18	
\$ 900,000 - 999,999	0	0.00%	0	0	0.00%		20	
\$ 1,000,000 - and over	2	0.29%	2,150,000	2,125,000	99.00%	210	45	22.5
Totals	686	100.00%	255,831	246,954	97.00%	55	1,829	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.