



**Realtors® Association of Lake & Sumter
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	4	4	2										10	0.31%	0.67%
\$50,000 - 59,999	0	2	3										5	0.47%	0.33%
\$60,000 - 69,999	5	3	5										13	0.78%	0.87%
\$70,000 - 79,999	3	5	1										9	0.16%	0.60%
\$80,000 - 89,999	1	8	9										18	1.41%	1.20%
\$90,000 - 99,999	2	4	9										15	1.41%	1.00%
\$100,000 - 119,999	13	10	12										35	1.88%	2.33%
\$120,000 - 139,999	30	23	26										79	4.07%	5.26%
\$140,000 - 159,999	41	32	48										121	7.51%	8.06%
\$160,000 - 179,999	46	41	66										153	10.33%	10.19%
\$180,000 - 199,999	43	48	74										165	11.58%	10.99%
\$200,000 - 249,999	82	91	136										309	21.28%	20.59%
\$250,000 - 299,999	58	64	109										231	17.06%	15.39%
\$300,000 - 349,999	40	41	56										137	8.76%	9.13%
\$350,000 - 399,999	12	23	31										66	4.85%	4.40%
\$400,000 - 499,999	15	28	30										73	4.69%	4.86%
\$500,000 - 599,999	9	6	10										25	1.56%	1.67%
\$600,000 - 699,999	7	5	3										15	0.47%	1.00%
\$700,000 - 799,999	2	4	1										7	0.16%	0.47%
\$800,000 - 899,999	0	2	2										4	0.31%	0.27%
\$900,000 - 999,999	1	2	2										5	0.31%	0.33%
\$1,000,000 - and over	0	2	4										6	0.63%	0.40%
Current Year	414	448	639										1,501		
Previous Year	427	438	676										1,541		
Change from last month		8.21%	42.63%												
Change from last year	-3.04%	2.28%	-5.47%												
Current YTD	414	862	1,501												
Previous YTD	427	865	1,541	1,541	1,541	1,541	1,541	1,541	1,541	1,541	1,541	1,541			
% Change YTD	-3.04%	-0.35%	-2.60%												



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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	1	2	0										3	0.00%	3.95%
\$50,000 - 59,999	0	3	0										3	0.00%	3.95%
\$60,000 - 69,999	3	2	0										5	0.00%	6.58%
\$70,000 - 79,999	0	2	2										4	8.00%	5.26%
\$80,000 - 89,999	1	0	2										3	8.00%	3.95%
\$90,000 - 99,999	0	2	2										4	8.00%	5.26%
\$100,000 - 119,999	0	2	1										3	4.00%	3.95%
\$120,000 - 139,999	2	4	3										9	12.00%	11.84%
\$140,000 - 159,999	1	5	2										8	8.00%	10.53%
\$160,000 - 179,999	0	0	2										2	8.00%	2.63%
\$180,000 - 199,999	1	5	4										10	16.00%	13.16%
\$200,000 - 249,999	4	3	4										11	16.00%	14.47%
\$250,000 - 299,999	3	1	3										7	12.00%	9.21%
\$300,000 - 349,999	0	1	0										1	0.00%	1.32%
\$350,000 - 399,999	1	1	0										2	0.00%	2.63%
\$400,000 - 499,999	0	1	0										1	0.00%	1.32%
\$500,000 - 599,999	0	0	0										0	0.00%	0.00%
\$600,000 - 699,999	0	0	0										0	0.00%	0.00%
\$700,000 - 799,999	0	0	0										0	0.00%	0.00%
\$800,000 - 899,999	0	0	0										0	0.00%	0.00%
\$900,000 - 999,999	0	0	0										0	0.00%	0.00%
\$1,000,000 - and over	0	0	0										0	0.00%	0.00%
Current Year	17	34	25										76		
Previous Year	21	25	40										86		
Change from last month		100.00%	-26.47%												
Change from last year	-19.05%	36.00%	-37.50%												
Current YTD	17	51	76												
Previous YTD	21	46	86	86	86	86	86	86	86	86	86	86			
% Change YTD	-19.05%	10.87%	-11.63%												



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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	16	20	13										49	1.77%	2.77%
\$50,000 - 59,999	3	11	10										24	1.36%	1.36%
\$60,000 - 69,999	9	10	9										28	1.23%	1.59%
\$70,000 - 79,999	13	10	13										36	1.77%	2.04%
\$80,000 - 89,999	6	13	17										36	2.32%	2.04%
\$90,000 - 99,999	5	11	14										30	1.91%	1.70%
\$100,000 - 119,999	22	20	23										65	3.13%	3.68%
\$120,000 - 139,999	38	35	34										107	4.63%	6.06%
\$140,000 - 159,999	45	39	53										137	7.22%	7.76%
\$160,000 - 179,999	49	43	75										167	10.22%	9.46%
\$180,000 - 199,999	45	54	79										178	10.76%	10.08%
\$200,000 - 249,999	86	97	141										324	19.21%	18.35%
\$250,000 - 299,999	61	66	112										239	15.26%	13.53%
\$300,000 - 349,999	40	42	57										139	7.77%	7.87%
\$350,000 - 399,999	13	24	31										68	4.22%	3.85%
\$400,000 - 499,999	15	30	30										75	4.09%	4.25%
\$500,000 - 599,999	9	6	11										26	1.50%	1.47%
\$600,000 - 699,999	8	5	3										16	0.41%	0.91%
\$700,000 - 799,999	2	4	1										7	0.14%	0.40%
\$800,000 - 899,999	0	2	2										4	0.27%	0.23%
\$900,000 - 999,999	1	2	2										5	0.27%	0.28%
\$1,000,000 - and over	0	2	4										6	0.54%	0.34%
Current Year	486	546	734										1,766		
Previous Year	506	534	802										1,842		
Change from last month		12.35%	34.43%												
Change from last year		2.25%	-8.48%												
Current YTD	486	1,032	1,766												
Previous YTD	506	1,040	1,842	1,842	1,842	1,842	1,842	1,842	1,842	1,842	1,842	1,842			
% Change YTD	-3.95%	-0.77%	-4.13%												



Realtors® Association of Lake & Sumter
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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	0.00%	0.00%
1	3	9	6										18	0.82%	1.02%
2	124	144	175										443	23.84%	25.08%
3	266	290	414										970	56.40%	54.93%
4	80	88	116										284	15.80%	16.08%
5	11	14	18										43	2.45%	2.43%
6+	2	1	5										8	0.68%	0.45%
Total	486	546	734	0	0	0	0	0	0	0	0	0	1,766	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	37	41	44										122	5.99%	6.91%
2	384	433	576										1,393	78.47%	78.88%
3	50	64	94										208	12.81%	11.78%
4	14	5	16										35	2.18%	1.98%
5	1	1	2										4	0.27%	0.23%
6+	0	2	2										4	0.27%	0.23%
Total	486	546	734	0	0	0	0	0	0	0	0	0	1,766	100.00%	100.00%



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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	390	422	611										1,423	83.24%	80.58%
Manufactured/Mobile Home	52	62	66										180	8.99%	10.19%
Villa	24	26	28										78	3.81%	4.42%
Condominium	11	22	11										44	1.50%	2.49%
Townhouse	6	12	14										32	1.91%	1.81%
Farm	1	1	2										4	0.27%	0.23%
Half Duplex	2	0	1										3	0.14%	0.17%
Modular	0	1	1										2	0.14%	0.11%
Total	486	546	734	0	0	0	0	0	0	0	0	0	1,766	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - March 1 to March 31, 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	13	1.77%	41,246	36,569	89.00%	75	33	2.5
\$50,000 - 59,999	10	1.36%	60,540	55,040	91.00%	51	33	3.3
\$60,000 - 69,999	9	1.23%	67,333	63,989	95.00%	68	31	3.4
\$70,000 - 79,999	13	1.77%	81,438	76,015	93.00%	72	29	2.2
\$80,000 - 89,999	17	2.32%	91,924	84,435	92.00%	48	38	2.2
\$90,000 - 99,999	14	1.91%	104,664	94,120	90.00%	77	26	1.9
\$100,000 - 119,999	23	3.13%	117,617	110,452	94.00%	56	47	2.0
\$120,000 - 139,999	34	4.63%	134,785	129,337	96.00%	35	94	2.8
\$140,000 - 159,999	53	7.22%	153,366	150,149	98.00%	50	116	2.2
\$160,000 - 179,999	75	10.22%	174,848	170,126	97.00%	61	122	1.6
\$180,000 - 199,999	79	10.76%	193,636	190,162	98.00%	53	130	1.7
\$200,000 - 249,999	141	19.21%	228,883	222,288	97.00%	52	376	2.7
\$250,000 - 299,999	112	15.26%	279,987	271,256	97.00%	61	290	2.6
\$300,000 - 349,999	57	7.77%	327,992	317,965	97.00%	52	158	2.8
\$350,000 - 399,999	31	4.22%	379,584	368,090	97.00%	101	146	4.7
\$400,000 - 499,999	30	4.09%	457,400	440,950	96.00%	143	171	5.7
\$500,000 - 599,999	11	1.50%	568,145	551,773	97.00%	69	88	8.0
\$600,000 - 699,999	3	0.41%	653,967	638,667	98.00%	74	47	15.7
\$700,000 - 799,999	1	0.14%	809,000	750,000	93.00%	206	33	33.0
\$800,000 - 899,999	2	0.27%	880,000	822,500	93.00%	98	23	11.5
\$900,000 - 999,999	2	0.27%	1,029,000	900,000	87.00%	200	16	8.0
\$1,000,000 - and over	4	0.54%	1,322,500	1,204,250	91.00%	288	49	12.3
Totals	734	100.00%	239,245	230,933	97.00%	63	2,096	2.9

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.