



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	5									15	0.83%	0.71%
\$50,000 - 59,999	0	2	3	5									10	0.83%	0.48%
\$60,000 - 69,999	5	3	5	1									14	0.17%	0.67%
\$70,000 - 79,999	3	5	1	4									13	0.66%	0.62%
\$80,000 - 89,999	1	8	9	7									25	1.16%	1.19%
\$90,000 - 99,999	2	4	9	11									26	1.83%	1.24%
\$100,000 - 119,999	13	11	13	14									51	2.33%	2.42%
\$120,000 - 139,999	30	24	25	39									118	6.48%	5.61%
\$140,000 - 159,999	41	32	48	32									153	5.32%	7.27%
\$160,000 - 179,999	46	41	66	69									222	11.46%	10.55%
\$180,000 - 199,999	44	48	74	82									248	13.62%	11.79%
\$200,000 - 249,999	81	91	136	133									441	22.09%	20.96%
\$250,000 - 299,999	58	63	109	91									321	15.12%	15.26%
\$300,000 - 349,999	40	41	56	40									177	6.64%	8.41%
\$350,000 - 399,999	12	23	31	29									95	4.82%	4.52%
\$400,000 - 499,999	15	28	30	19									92	3.16%	4.37%
\$500,000 - 599,999	9	6	10	10									35	1.66%	1.66%
\$600,000 - 699,999	7	5	3	6									21	1.00%	1.00%
\$700,000 - 799,999	2	4	1	2									9	0.33%	0.43%
\$800,000 - 899,999	0	2	2	1									5	0.17%	0.24%
\$900,000 - 999,999	1	2	2	0									5	0.00%	0.24%
\$1,000,000 - and over	0	2	4	2									8	0.33%	0.38%
Current Year	414	449	639	602									2,104		
Previous Year	429	438	680	596									2,143		
Change from last month		8.45%	42.32%	-5.79%											
Change from last year	-3.50%	2.51%	-6.03%	1.01%											
Current YTD	414	863	1,502	2,104											
Previous YTD	429	867	1,547	2,143	2,143	2,143	2,143	2,143	2,143	2,143	2,143	2,143			
% Change YTD	-3.50%	-0.46%	-2.91%	-1.82%											



**Realtors® Association of Lake & Sumter
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	1	2	0	2									5	7.14%	4.90%
\$50,000 - 59,999	0	2	0	4									6	14.29%	5.88%
\$60,000 - 69,999	3	2	0	0									5	0.00%	4.90%
\$70,000 - 79,999	0	2	2	2									6	7.14%	5.88%
\$80,000 - 89,999	1	0	2	3									6	10.71%	5.88%
\$90,000 - 99,999	0	2	2	1									5	3.57%	4.90%
\$100,000 - 119,999	0	2	1	1									4	3.57%	3.92%
\$120,000 - 139,999	2	4	3	1									10	3.57%	9.80%
\$140,000 - 159,999	1	5	2	1									9	3.57%	8.82%
\$160,000 - 179,999	0	0	2	1									3	3.57%	2.94%
\$180,000 - 199,999	1	5	4	2									12	7.14%	11.76%
\$200,000 - 249,999	4	3	3	8									18	28.57%	17.65%
\$250,000 - 299,999	3	1	3	0									7	0.00%	6.86%
\$300,000 - 349,999	0	1	0	2									3	7.14%	2.94%
\$350,000 - 399,999	1	1	0	0									2	0.00%	1.96%
\$400,000 - 499,999	0	1	0	0									1	0.00%	0.98%
\$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	17	33	24	28									102		
Previous Year	20	25	40	27									112		
Change from last month		94.12%	-27.27%	16.67%											
Change from last year	-15.00%	32.00%	-40.00%	3.70%											
Current YTD	17	50	74	102											
Previous YTD	20	45	85	112	112	112	112	112	112	112	112	112			
% Change YTD	-15.00%	11.11%	-12.94%	-8.93%											



Realtors® Association of Lake & Sumter
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	5	8	2	7									22	1.10%	0.98%
\$50,000 - 59,999	0	4	4	10									18	1.57%	0.80%
\$60,000 - 69,999	8	5	5	1									19	0.16%	0.85%
\$70,000 - 79,999	4	7	3	6									20	0.94%	0.89%
\$80,000 - 89,999	3	8	13	12									36	1.88%	1.61%
\$90,000 - 99,999	3	7	11	12									33	1.88%	1.48%
\$100,000 - 119,999	15	13	14	17									59	2.66%	2.64%
\$120,000 - 139,999	33	28	29	40									130	6.27%	5.81%
\$140,000 - 159,999	43	37	51	33									164	5.17%	7.33%
\$160,000 - 179,999	47	41	70	72									230	11.29%	10.28%
\$180,000 - 199,999	45	53	78	84									260	13.17%	11.62%
\$200,000 - 249,999	85	95	140	142									462	22.26%	20.65%
\$250,000 - 299,999	61	64	112	91									328	14.26%	14.66%
\$300,000 - 349,999	40	42	57	42									181	6.58%	8.09%
\$350,000 - 399,999	13	24	31	29									97	4.55%	4.34%
\$400,000 - 499,999	15	30	30	19									94	2.98%	4.20%
\$500,000 - 599,999	9	6	10	10									35	1.57%	1.56%
\$600,000 - 699,999	8	5	3	6									22	0.94%	0.98%
\$700,000 - 799,999	2	4	1	2									9	0.31%	0.40%
\$800,000 - 899,999	0	2	2	1									5	0.16%	0.22%
\$900,000 - 999,999	1	2	2	0									5	0.00%	0.22%
\$1,000,000 - and over	0	2	4	2									8	0.31%	0.36%
Current Year	440	487	672	638									2,237		
Previous Year	457	468	726	635									2,286		
Change from last month		10.68%	37.99%	-5.06%											
Change from last year		4.06%	-7.44%	0.47%											
Current YTD	440	927	1,599	2,237											
Previous YTD	457	925	1,651	2,286	2,286	2,286	2,286	2,286	2,286	2,286	2,286	2,286			
% Change YTD	-3.72%	0.22%	-3.15%	-2.14%											



Realtors® Association of Lake & Sumter
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	1									1	0.16%	0.04%
1	3	6	4	9									22	1.41%	0.98%
2	96	115	134	169									514	26.49%	22.98%
3	249	268	397	338									1,252	52.98%	55.97%
4	79	83	114	94									370	14.73%	16.54%
5	11	14	18	22									65	3.45%	2.91%
6+	2	1	5	5									13	0.78%	0.58%
Total	440	487	672	638	0	0	0	0	0	0	0	0	2,237	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	32	34	39	47									152	7.37%	6.79%
2	344	384	521	496									1,745	77.74%	78.01%
3	49	61	92	75									277	11.76%	12.38%
4	14	5	16	19									54	2.98%	2.41%
5	1	1	2	1									5	0.16%	0.22%
6+	0	2	2	0									4	0.00%	0.18%
Total	440	487	672	638	0	0	0	0	0	0	0	0	2,237	100.00%	100.00%



Realtors® Association of Lake & Sumter
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	390	423	611	560									1,984	87.77%	88.69%
Villa	24	26	28	42									120	6.58%	5.36%
Condominium	11	21	11	19									62	2.98%	2.77%
Townhouse	6	12	13	9									40	1.41%	1.79%
Manufactured Home	6	4	7	7									24	1.10%	1.07%
Farm	1	1	1	1									4	0.16%	0.18%
1/2 Duplex	2	0	1	0									3	0.00%	0.13%
Total	440	487	672	638	0	0	0	0	0	0	0	0	2,237	100.00%	100.00%



Realtors® Association of Lake & Sumter

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	7	1.10%	197,800	22,914	12.00%	39	8	1.1
\$50,000 - 59,999	10	1.57%	57,685	54,595	95.00%	62	17	1.7
\$60,000 - 69,999	1	0.16%	85,000	67,900	80.00%	18	16	16.0
\$70,000 - 79,999	6	0.94%	89,617	73,833	82.00%	93	17	2.8
\$80,000 - 89,999	12	1.88%	88,900	83,958	94.00%	32	20	1.7
\$90,000 - 99,999	12	1.88%	104,358	93,908	90.00%	39	15	1.3
\$100,000 - 119,999	17	2.66%	112,642	110,866	98.00%	41	27	1.6
\$120,000 - 139,999	40	6.27%	134,323	130,423	97.00%	63	66	1.7
\$140,000 - 159,999	33	5.17%	154,848	150,330	97.00%	46	79	2.4
\$160,000 - 179,999	72	11.29%	175,350	169,370	97.00%	40	101	1.4
\$180,000 - 199,999	84	13.17%	196,005	190,147	97.00%	54	121	1.4
\$200,000 - 249,999	142	22.26%	228,900	222,859	97.00%	66	385	2.7
\$250,000 - 299,999	91	14.26%	279,622	273,350	98.00%	40	289	3.2
\$300,000 - 349,999	42	6.58%	334,849	324,387	97.00%	56	157	3.7
\$350,000 - 399,999	29	4.55%	375,272	371,452	99.00%	79	150	5.2
\$400,000 - 499,999	19	2.98%	456,832	437,895	96.00%	104	165	8.7
\$500,000 - 599,999	10	1.57%	575,470	547,300	95.00%	131	100	10.0
\$600,000 - 699,999	6	0.94%	665,483	640,833	96.00%	146	41	6.8
\$700,000 - 799,999	2	0.31%	797,500	722,750	91.00%	200	28	14.0
\$800,000 - 899,999	1	0.16%	850,000	800,000	94.00%	32	30	30.0
\$900,000 - 999,999	0	0.00%	0	0	0.00%		15	
\$1,000,000 - and over	2	0.31%	1,150,000	1,069,000	93.00%	61	53	26.5
Totals	638	100.00%	238,964	229,655	96.00%	58	1,900	3.0

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.