



**Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
2018**

Sales by Price Range - Single Family Homes & Villas

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	3	2	5	5	3							22	0.48%	0.66%
\$ 50,000 - 59,999	0	2	2	5	3	3							15	0.48%	0.45%
\$ 60,000 - 69,999	5	3	5	1	2	1							17	0.16%	0.51%
\$ 70,000 - 79,999	3	4	0	4	3	4							18	0.64%	0.54%
\$ 80,000 - 89,999	1	8	9	7	5	2							32	0.32%	0.96%
\$ 90,000 - 99,999	2	4	9	11	5	4							35	0.64%	1.05%
\$ 100,000 - 119,999	13	11	12	12	17	12							77	1.91%	2.30%
\$ 120,000 - 139,999	30	23	25	38	36	39							191	6.20%	5.71%
\$ 140,000 - 159,999	40	30	44	32	47	50							243	7.95%	7.26%
\$ 160,000 - 179,999	44	39	61	68	72	61							345	9.70%	10.31%
\$ 180,000 - 199,999	43	48	73	82	57	58							361	9.22%	10.79%
\$ 200,000 - 249,999	80	87	133	133	188	156							777	24.80%	23.21%
\$ 250,000 - 299,999	58	61	106	87	103	90							505	14.31%	15.09%
\$ 300,000 - 349,999	40	36	53	38	51	43							261	6.84%	7.80%
\$ 350,000 - 399,999	12	23	30	29	32	37							163	5.88%	4.87%
\$ 400,000 - 499,999	15	28	28	19	23	31							144	4.93%	4.30%
\$ 500,000 - 599,999	8	6	10	10	9	21							64	3.34%	1.91%
\$ 600,000 - 699,999	6	5	3	6	9	7							36	1.11%	1.08%
\$ 700,000 - 799,999	2	4	1	2	5	0							14	0.00%	0.42%
\$ 800,000 - 899,999	0	2	2	1	0	1							6	0.16%	0.18%
\$ 900,000 - 999,999	1	2	2	0	1	4							10	0.64%	0.30%
\$ 1,000,000 - and over	0	2	4	2	1	2							11	0.32%	0.33%
Current Year	407	431	614	592	674	629							3,347		
Previous Year	420	426	671	579	691	687							3,474		
Change from last month		5.90%	42.46%	-3.58%	13.85%	-6.68%									
Change from last year	-3.10%	1.17%	-8.49%	2.25%	-2.46%	-8.44%									
Current YTD	407	838	1,452	2,044	2,718	3,347									
Previous YTD	420	846	1,517	2,096	2,787	3,474	3,474	3,474	3,474	3,474	3,474	3,474			
% Change YTD	-3.10%	-0.95%	-4.28%	-2.48%	-2.48%	-3.66%									



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

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	2	4							11	12.90%	6.67%
\$ 50,000 - 59,999	0	2	0	4	2	1							9	3.23%	5.45%
\$ 60,000 - 69,999	3	2	0	0	0	0							5	0.00%	3.03%
\$ 70,000 - 79,999	0	2	2	2	2	4							12	12.90%	7.27%
\$ 80,000 - 89,999	1	0	2	3	2	0							8	0.00%	4.85%
\$ 90,000 - 99,999	0	2	2	1	3	1							9	3.23%	5.45%
\$ 100,000 - 119,999	0	2	1	1	1	3							8	9.68%	4.85%
\$ 120,000 - 139,999	2	4	3	1	3	2							15	6.45%	9.09%
\$ 140,000 - 159,999	1	5	2	1	2	6							17	19.35%	10.30%
\$ 160,000 - 179,999	0	0	2	1	3	3							9	9.68%	5.45%
\$ 180,000 - 199,999	1	5	4	2	0	2							14	6.45%	8.48%
\$ 200,000 - 249,999	3	3	3	8	12	3							32	9.68%	19.39%
\$ 250,000 - 299,999	3	1	3	0	2	2							11	6.45%	6.67%
\$ 300,000 - 349,999	0	1	0	2	0	0							3	0.00%	1.82%
\$ 350,000 - 399,999	1	1	0	0	0	0							2	0.00%	1.21%
\$ 400,000 - 499,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 500,000 - 599,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 600,000 - 699,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 900,000 - 999,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 1,000,000 - and over	0	0	0	0	0	0							0	0.00%	0.00%
Current Year	16	32	24	28	34	31							165		
Previous Year	18	25	37	27	34	26							167		
Change from last month		100.00%	-25.00%	16.67%	21.43%	-8.82%									
Change from last year	-11.11%	28.00%	-35.14%	3.70%	0.00%	19.23%									
Current YTD	16	48	72	100	134	165									
Previous YTD	18	43	80	107	141	167	167	167	167	167	167	167			
% Change YTD	-11.11%	11.63%	-10.00%	-6.54%	-4.96%	-1.20%									



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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	5	7	2	7	10	7							38	1.03%	1.06%
\$ 50,000 - 59,999	0	4	3	10	5	5							27	0.74%	0.75%
\$ 60,000 - 69,999	8	5	6	1	3	3							26	0.44%	0.73%
\$ 70,000 - 79,999	4	6	2	6	6	10							34	1.47%	0.95%
\$ 80,000 - 89,999	3	8	12	12	12	3							50	0.44%	1.40%
\$ 90,000 - 99,999	3	7	11	12	8	9							50	1.33%	1.40%
\$ 100,000 - 119,999	14	13	13	15	20	18							93	2.65%	2.60%
\$ 120,000 - 139,999	33	27	29	39	41	45							214	6.63%	5.98%
\$ 140,000 - 159,999	42	35	47	33	51	56							264	8.25%	7.37%
\$ 160,000 - 179,999	45	39	65	71	75	65							360	9.57%	10.05%
\$ 180,000 - 199,999	44	53	77	84	57	60							375	8.84%	10.47%
\$ 200,000 - 249,999	83	91	137	142	200	160							813	23.56%	22.70%
\$ 250,000 - 299,999	61	62	109	87	107	92							518	13.55%	14.47%
\$ 300,000 - 349,999	40	37	54	40	52	43							266	6.33%	7.43%
\$ 350,000 - 399,999	13	24	30	29	33	37							166	5.45%	4.64%
\$ 400,000 - 499,999	15	29	28	19	23	31							145	4.57%	4.05%
\$ 500,000 - 599,999	8	6	10	10	9	21							64	3.09%	1.79%
\$ 600,000 - 699,999	7	5	3	6	9	7							37	1.03%	1.03%
\$ 700,000 - 799,999	2	4	1	2	5	0							14	0.00%	0.39%
\$ 800,000 - 899,999	0	2	2	1	0	1							6	0.15%	0.17%
\$ 900,000 - 999,999	1	2	2	0	1	4							10	0.59%	0.28%
\$ 1,000,000 - and over	0	2	4	2	1	2							11	0.29%	0.31%
Current Year	431	468	647	628	728	679							3,581		
Previous Year	446	456	714	618	737	724							3,695		
Change from last month		8.58%	38.25%	-2.94%	15.92%	-6.73%									
Change from last year	-3.36%	2.63%	-9.38%	1.62%	-1.22%	-6.22%									
Current YTD	431	899	1,546	2,174	2,902	3,581									
Previous YTD	446	902	1,616	2,234	2,971	3,695	3,695	3,695	3,695	3,695	3,695	3,695			
% Change YTD	-3.36%	-0.33%	-4.33%	-2.69%	-2.32%	-3.09%									



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	1	0	0							1	0.00%	0.03%
1	3	5	4	9	3	6							30	0.88%	0.84%
2	92	112	127	167	178	171							847	25.18%	23.65%
3	244	259	387	335	392	344							1,961	50.66%	54.76%
4	79	77	106	90	127	121							600	17.82%	16.76%
5	11	14	18	21	22	28							114	4.12%	3.18%
6+	2	1	5	5	6	9							28	1.33%	0.78%
Total	431	468	647	628	728	679	0	0	0	0	0	0	3,581	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	30	31	36	47	46	47							237	6.92%	6.62%
2	338	372	503	487	571	531							2,802	78.20%	78.25%
3	48	57	88	74	94	76							437	11.19%	12.20%
4	14	5	16	19	14	21							89	3.09%	2.49%
5	1	1	2	1	2	4							11	0.59%	0.31%
6+	0	2	2	0	1	0							5	0.00%	0.14%
Total	431	468	647	628	728	679	0	0	0	0	0	0	3,581	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 Residence	384	405	588	549	628	592							3,146	87.19%	87.85%
Villa	23	26	26	43	46	37							201	5.45%	5.61%
Condominium	11	20	11	19	19	20							100	2.95%	2.79%
Townhouse	5	12	13	9	15	11							65	1.62%	1.82%
Manufactured Home	5	4	7	7	16	17							56	2.50%	1.56%
Farm	1	1	1	1	2	1							7	0.15%	0.20%
1/2 Duplex	2	0	1	0	2	1							6	0.15%	0.17%
Total	431	468	647	628	728	679	0	0	0	0	0	0	3,581	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - June 1 to June 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	7	1.03%	42,014	38,743	92.00%	29	21	3.0
\$ 50,000 - 59,999	5	0.74%	59,280	54,400	92.00%	43	16	3.2
\$ 60,000 - 69,999	3	0.44%	72,433	67,000	92.00%	13	21	7.0
\$ 70,000 - 79,999	10	1.47%	79,350	74,880	94.00%	56	21	2.1
\$ 80,000 - 89,999	3	0.44%	104,967	82,667	79.00%	113	24	8.0
\$ 90,000 - 99,999	9	1.33%	95,367	93,878	98.00%	10	15	1.7
\$ 100,000 - 119,999	18	2.65%	115,511	111,439	96.00%	34	35	1.9
\$ 120,000 - 139,999	45	6.63%	133,217	130,187	98.00%	53	61	1.4
\$ 140,000 - 159,999	56	8.25%	153,085	147,825	97.00%	59	71	1.3
\$ 160,000 - 179,999	65	9.57%	173,268	170,133	98.00%	76	105	1.6
\$ 180,000 - 199,999	60	8.84%	194,342	189,007	97.00%	50	134	2.2
\$ 200,000 - 249,999	160	23.56%	229,389	224,484	98.00%	52	353	2.2
\$ 250,000 - 299,999	92	13.55%	275,426	270,618	98.00%	35	308	3.4
\$ 300,000 - 349,999	43	6.33%	332,532	322,635	97.00%	43	167	3.9
\$ 350,000 - 399,999	37	5.45%	385,892	373,699	97.00%	49	137	3.7
\$ 400,000 - 499,999	31	4.57%	455,077	439,594	97.00%	82	153	4.9
\$ 500,000 - 599,999	21	3.09%	564,754	546,690	97.00%	101	94	4.5
\$ 600,000 - 699,999	7	1.03%	672,529	641,357	95.00%	143	47	6.7
\$ 700,000 - 799,999	0	0.00%	0	0	0.00%		35	
\$ 800,000 - 899,999	1	0.15%	918,000	850,000	93.00%	13	33	33.0
\$ 900,000 - 999,999	4	0.59%	1,033,750	922,750	89.00%	94	15	3.8
\$ 1,000,000 - and over	2	0.29%	1,374,000	1,312,500	96.00%	116	58	29.0
Totals	679	100.00%	252,487	245,074	97.00%	55	1,924	2.8

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.