



**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	4	2	5	5	3	3						26	0.52%	0.65%
\$ 50,000 - 59,999	0	2	3	6	3	3	2						19	0.35%	0.47%
\$ 60,000 - 69,999	5	3	5	1	2	1	2						19	0.35%	0.47%
\$ 70,000 - 79,999	3	5	1	5	3	4	7						28	1.21%	0.70%
\$ 80,000 - 89,999	1	8	9	7	6	2	1						34	0.17%	0.84%
\$ 90,000 - 99,999	2	4	9	12	6	4	6						43	1.04%	1.07%
\$ 100,000 - 119,999	13	11	13	15	17	12	16						97	2.77%	2.41%
\$ 120,000 - 139,999	30	24	25	41	35	39	27						221	4.68%	5.49%
\$ 140,000 - 159,999	41	32	48	33	48	51	38						291	6.59%	7.23%
\$ 160,000 - 179,999	46	41	65	74	72	61	52						411	9.01%	10.21%
\$ 180,000 - 199,999	44	47	73	85	59	59	59						426	10.23%	10.58%
\$ 200,000 - 249,999	81	90	136	143	191	159	150						950	26.00%	23.60%
\$ 250,000 - 299,999	58	62	109	92	104	89	96						610	16.64%	15.15%
\$ 300,000 - 349,999	40	39	56	42	52	43	54						326	9.36%	8.10%
\$ 350,000 - 399,999	12	24	31	31	34	37	27						196	4.68%	4.87%
\$ 400,000 - 499,999	15	28	30	21	24	30	17						165	2.95%	4.10%
\$ 500,000 - 599,999	9	6	10	10	9	21	8						73	1.39%	1.81%
\$ 600,000 - 699,999	7	5	3	6	10	7	5						43	0.87%	1.07%
\$ 700,000 - 799,999	2	4	1	2	5	0	3						17	0.52%	0.42%
\$ 800,000 - 899,999	0	2	2	1	0	1	1						7	0.17%	0.17%
\$ 900,000 - 999,999	1	2	2	0	1	4	1						11	0.17%	0.27%
\$ 1,000,000 - and over	0	2	4	2	1	2	2						13	0.35%	0.32%
<b>Current Year</b>	<b>414</b>	<b>445</b>	<b>637</b>	<b>634</b>	<b>687</b>	<b>632</b>	<b>577</b>						<b>4,026</b>		
Previous Year	417	424	666	578	689	686	595						4,055		
Change from last month		7.49%	43.15%	-0.47%	8.36%	-8.01%	-8.70%								
<b>Change from last year</b>	<b>-0.72%</b>	<b>4.95%</b>	<b>-4.35%</b>	<b>9.69%</b>	<b>-0.29%</b>	<b>-7.87%</b>	<b>-3.03%</b>								
<b>Current YTD</b>	<b>414</b>	<b>859</b>	<b>1,496</b>	<b>2,130</b>	<b>2,817</b>	<b>3,449</b>	<b>4,026</b>								
Previous YTD	417	841	1,507	2,085	2,774	3,460	4,055	4,055	4,055	4,055	4,055	4,055			
<b>% Change YTD</b>	<b>-0.72%</b>	<b>2.14%</b>	<b>-0.73%</b>	<b>2.16%</b>	<b>1.55%</b>	<b>-0.32%</b>	<b>-0.72%</b>								



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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	2	2	4	1						12	3.57%	6.00%
\$ 50,000 - 59,999	0	2	0	4	2	1	0						9	0.00%	4.50%
\$ 60,000 - 69,999	3	2	0	0	0	1	1						7	3.57%	3.50%
\$ 70,000 - 79,999	0	2	2	2	2	4	1						13	3.57%	6.50%
\$ 80,000 - 89,999	1	0	2	3	2	0	0						8	0.00%	4.00%
\$ 90,000 - 99,999	0	2	2	1	4	1	1						11	3.57%	5.50%
\$ 100,000 - 119,999	0	2	1	1	1	3	3						11	10.71%	5.50%
\$ 120,000 - 139,999	2	4	3	1	3	2	1						16	3.57%	8.00%
\$ 140,000 - 159,999	1	5	2	2	2	6	2						20	7.14%	10.00%
\$ 160,000 - 179,999	0	0	2	1	3	3	5						14	17.86%	7.00%
\$ 180,000 - 199,999	1	5	4	4	0	2	1						17	3.57%	8.50%
\$ 200,000 - 249,999	4	3	3	8	12	3	11						44	39.29%	22.00%
\$ 250,000 - 299,999	3	1	3	0	2	2	1						12	3.57%	6.00%
\$ 300,000 - 349,999	0	1	0	2	0	0	0						3	0.00%	1.50%
\$ 350,000 - 399,999	1	1	0	0	0	0	0						2	0.00%	1.00%
\$ 400,000 - 499,999	0	1	0	0	0	0	0						1	0.00%	0.50%
\$ 500,000 - 599,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 600,000 - 699,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 900,000 - 999,999	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	0.00%	0.00%
<b>Current Year</b>	<b>17</b>	<b>33</b>	<b>24</b>	<b>31</b>	<b>35</b>	<b>32</b>	<b>28</b>						<b>200</b>		
Previous Year	18	25	37	27	34	26	31						198		
Change from last month		94.12%	-27.27%	29.17%	12.90%	-8.57%	-12.50%								
<b>Change from last year</b>	<b>-5.56%</b>	<b>32.00%</b>	<b>-35.14%</b>	<b>14.81%</b>	<b>2.94%</b>	<b>23.08%</b>	<b>-9.68%</b>								
<b>Current YTD</b>	<b>17</b>	<b>50</b>	<b>74</b>	<b>105</b>	<b>140</b>	<b>172</b>	<b>200</b>								
Previous YTD	18	43	80	107	141	167	198	198	198	198	198	198			
<b>% Change YTD</b>	<b>-5.56%</b>	<b>16.28%</b>	<b>-7.50%</b>	<b>-1.87%</b>	<b>-0.71%</b>	<b>2.99%</b>	<b>1.01%</b>								



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**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	10	7	8						<b>47</b>	1.26%	1.09%
\$ 50,000 - 59,999	0	4	4	11	5	5	5						<b>34</b>	0.79%	0.79%
\$ 60,000 - 69,999	8	5	6	1	3	4	5						<b>32</b>	0.79%	0.74%
\$ 70,000 - 79,999	4	7	3	7	6	10	11						<b>48</b>	1.73%	1.11%
\$ 80,000 - 89,999	3	8	12	11	13	3	6						<b>56</b>	0.94%	1.29%
\$ 90,000 - 99,999	3	7	11	13	10	9	8						<b>61</b>	1.26%	1.41%
\$ 100,000 - 119,999	15	13	14	18	20	18	20						<b>118</b>	3.15%	2.73%
\$ 120,000 - 139,999	33	28	29	42	40	45	32						<b>249</b>	5.04%	5.76%
\$ 140,000 - 159,999	43	37	51	35	52	57	43						<b>318</b>	6.77%	7.35%
\$ 160,000 - 179,999	47	41	69	77	75	65	58						<b>432</b>	9.13%	9.99%
\$ 180,000 - 199,999	45	52	77	89	59	61	60						<b>443</b>	9.45%	10.24%
\$ 200,000 - 249,999	85	94	140	152	203	163	162						<b>999</b>	25.51%	23.09%
\$ 250,000 - 299,999	61	63	112	92	108	91	97						<b>624</b>	15.28%	14.42%
\$ 300,000 - 349,999	40	40	57	44	53	43	55						<b>332</b>	8.66%	7.67%
\$ 350,000 - 399,999	13	25	31	31	36	37	27						<b>200</b>	4.25%	4.62%
\$ 400,000 - 499,999	15	30	30	21	24	30	18						<b>168</b>	2.83%	3.88%
\$ 500,000 - 599,999	9	6	10	10	9	21	8						<b>73</b>	1.26%	1.69%
\$ 600,000 - 699,999	8	5	3	6	10	7	5						<b>44</b>	0.79%	1.02%
\$ 700,000 - 799,999	2	4	1	2	5	0	3						<b>17</b>	0.47%	0.39%
\$ 800,000 - 899,999	0	2	2	1	0	1	1						<b>7</b>	0.16%	0.16%
\$ 900,000 - 999,999	1	2	2	0	1	4	1						<b>11</b>	0.16%	0.25%
\$ 1,000,000 - and over	0	2	4	2	1	2	2						<b>13</b>	0.31%	0.30%
<b>Current Year</b>	<b>440</b>	<b>483</b>	<b>670</b>	<b>672</b>	<b>743</b>	<b>683</b>	<b>635</b>						<b>4,326</b>		
Previous Year	443	454	709	617	735	723	636						4,317		
Change from last month		9.77%	38.72%	0.30%	10.57%	-8.08%	-7.03%								
<b>Change from last year</b>	<b>-0.68%</b>	<b>6.39%</b>	<b>-5.50%</b>	<b>8.91%</b>	<b>1.09%</b>	<b>-5.53%</b>	<b>-0.16%</b>								
<b>Current YTD</b>	<b>440</b>	<b>923</b>	<b>1,593</b>	<b>2,265</b>	<b>3,008</b>	<b>3,691</b>	<b>4,326</b>								
Previous YTD	443	897	1,606	2,223	2,958	3,681	4,317	4,317	4,317	4,317	4,317	4,317			
<b>% Change YTD</b>	<b>-0.68%</b>	<b>2.90%</b>	<b>-0.81%</b>	<b>1.89%</b>	<b>1.69%</b>	<b>0.27%</b>	<b>0.21%</b>								



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**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
0	0	0	0	1	0	0	0						<b>1</b>	0.00%	0.02%
1	3	6	4	9	3	6	5						<b>36</b>	0.79%	0.83%
2	96	113	133	180	183	172	142						<b>1,019</b>	22.36%	23.56%
3	249	267	396	356	400	347	360						<b>2,375</b>	56.69%	54.90%
4	79	82	114	99	128	122	113						<b>737</b>	17.80%	17.04%
5	11	14	18	22	23	28	14						<b>130</b>	2.20%	3.01%
6+	2	1	5	5	6	8	1						<b>28</b>	0.16%	0.65%
<b>Total</b>	<b>440</b>	<b>483</b>	<b>670</b>	<b>672</b>	<b>743</b>	<b>683</b>	<b>635</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,326</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	32	34	39	48	48	47	45						<b>293</b>	7.09%	6.77%
2	344	381	519	527	581	536	504						<b>3,392</b>	79.37%	78.41%
3	49	60	92	77	96	76	76						<b>526</b>	11.97%	12.16%
4	14	5	16	19	15	20	9						<b>98</b>	1.42%	2.27%
5	1	1	2	1	2	4	1						<b>12</b>	0.16%	0.28%
6+	0	2	2	0	1	0	0						<b>5</b>	0.00%	0.12%
<b>Total</b>	<b>440</b>	<b>483</b>	<b>670</b>	<b>672</b>	<b>743</b>	<b>683</b>	<b>635</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,326</b>	<b>100.00%</b>	<b>100.00%</b>



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**2018**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Residence	390	419	609	587	641	594	543						<b>3,783</b>	85.51%	87.45%
Villa	24	26	28	47	46	38	34						<b>243</b>	5.35%	5.62%
Condominium	11	21	11	20	20	21	15						<b>119</b>	2.36%	2.75%
Manufactured Home	6	4	7	6	16	17	29						<b>85</b>	4.57%	1.96%
Townhouse	6	12	13	11	15	11	13						<b>81</b>	2.05%	1.87%
Farm	1	1	1	1	3	1	1						<b>9</b>	0.16%	0.21%
1/2 Duplex	2	0	1	0	2	1	0						<b>6</b>	0.00%	0.14%
<b>Total</b>	<b>440</b>	<b>483</b>	<b>670</b>	<b>672</b>	<b>743</b>	<b>683</b>	<b>635</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,326</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
**Multiple Listing One Month Sales and Inventory Report - July 1 to July 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	8	1.26%	59,588	26,288	44.00%	53	23	2.9
\$ 50,000 - 59,999	5	0.79%	64,380	55,000	85.00%	99	17	3.4
\$ 60,000 - 69,999	5	0.79%	70,940	64,300	91.00%	53	21	4.2
\$ 70,000 - 79,999	11	1.73%	80,236	74,955	93.00%	33	24	2.2
\$ 80,000 - 89,999	6	0.94%	87,567	85,442	98.00%	24	28	4.7
\$ 90,000 - 99,999	8	1.26%	98,475	94,188	96.00%	59	14	1.8
\$ 100,000 - 119,999	20	3.15%	113,505	109,165	96.00%	40	41	2.1
\$ 120,000 - 139,999	32	5.04%	133,437	130,141	98.00%	31	70	2.2
\$ 140,000 - 159,999	43	6.77%	152,062	149,099	98.00%	36	82	1.9
\$ 160,000 - 179,999	58	9.13%	173,510	169,388	98.00%	38	102	1.8
\$ 180,000 - 199,999	60	9.45%	194,706	189,562	97.00%	41	146	2.4
\$ 200,000 - 249,999	162	25.51%	227,624	222,215	98.00%	50	373	2.3
\$ 250,000 - 299,999	97	15.28%	278,840	270,617	97.00%	56	315	3.3
\$ 300,000 - 349,999	55	8.66%	332,557	322,805	97.00%	58	166	3.0
\$ 350,000 - 399,999	27	4.25%	381,536	372,091	98.00%	46	137	5.1
\$ 400,000 - 499,999	18	2.83%	451,328	443,638	98.00%	68	159	8.8
\$ 500,000 - 599,999	8	1.26%	583,029	550,804	94.00%	95	99	12.4
\$ 600,000 - 699,999	5	0.79%	660,460	630,000	95.00%	60	46	9.2
\$ 700,000 - 799,999	3	0.47%	799,900	757,500	95.00%	41	39	13.0
\$ 800,000 - 899,999	1	0.16%	825,000	810,000	98.00%	7	36	36.0
\$ 900,000 - 999,999	1	0.16%	1,079,000	999,998	93.00%	82	14	14.0
\$ 1,000,000 - and over	2	0.31%	982,500	1,087,500	111.00%	94	50	25.0
<b>Totals</b>	<b>635</b>	<b>100.00%</b>	<b>241,020</b>	<b>234,179</b>	<b>97.00%</b>	<b>49</b>	<b>2,002</b>	<b>3.2</b>

**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.**