



**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	5	4	4			<b>39</b>	0.70%	0.68%
\$ 50,000 - 59,999	0	2	3	6	3	3	2	1	2	0			<b>22</b>	0.00%	0.38%
\$ 60,000 - 69,999	5	3	5	1	2	1	2	0	5	3			<b>27</b>	0.52%	0.47%
\$ 70,000 - 79,999	3	5	1	5	3	4	7	5	2	3			<b>38</b>	0.52%	0.66%
\$ 80,000 - 89,999	1	8	9	7	6	2	1	4	4	4			<b>46</b>	0.70%	0.80%
\$ 90,000 - 99,999	2	4	9	12	6	4	6	5	3	3			<b>54</b>	0.52%	0.94%
\$ 100,000 - 119,999	13	11	13	15	17	12	16	13	18	13			<b>141</b>	2.26%	2.44%
\$ 120,000 - 139,999	30	24	25	41	36	39	27	40	26	33			<b>321</b>	5.75%	5.56%
\$ 140,000 - 159,999	41	32	48	33	48	51	38	42	30	30			<b>393</b>	5.23%	6.81%
\$ 160,000 - 179,999	46	41	65	74	72	61	52	61	44	54			<b>570</b>	9.41%	9.88%
\$ 180,000 - 199,999	44	47	73	85	59	59	59	70	52	60			<b>608</b>	10.45%	10.53%
\$ 200,000 - 249,999	81	90	135	143	191	159	151	169	144	154			<b>1,417</b>	26.83%	24.55%
\$ 250,000 - 299,999	58	62	109	92	104	89	96	105	71	96			<b>882</b>	16.72%	15.28%
\$ 300,000 - 349,999	40	39	56	42	52	43	54	53	39	38			<b>456</b>	6.62%	7.90%
\$ 350,000 - 399,999	12	24	31	31	34	38	27	40	20	33			<b>290</b>	5.75%	5.02%
\$ 400,000 - 499,999	15	28	30	21	24	30	17	24	16	20			<b>225</b>	3.48%	3.90%
\$ 500,000 - 599,999	9	6	10	10	9	21	8	10	14	16			<b>113</b>	2.79%	1.96%
\$ 600,000 - 699,999	7	5	3	6	10	7	5	9	5	2			<b>59</b>	0.35%	1.02%
\$ 700,000 - 799,999	2	4	1	2	5	0	3	0	4	6			<b>27</b>	1.05%	0.47%
\$ 800,000 - 899,999	0	2	2	1	0	1	1	1	2	1			<b>11</b>	0.17%	0.19%
\$ 900,000 - 999,999	1	2	2	0	1	4	1	0	1	0			<b>12</b>	0.00%	0.21%
\$ 1,000,000 - and over	0	2	4	2	1	2	2	4	3	1			<b>21</b>	0.17%	0.36%
<b>Current Year</b>	<b>414</b>	<b>445</b>	<b>636</b>	<b>634</b>	<b>688</b>	<b>633</b>	<b>578</b>	<b>661</b>	<b>509</b>	<b>574</b>			<b>5,772</b>		
Previous Year	417	424	666	578	689	686	595	564	459	480			5,558		
Change from last month		7.49%	42.92%	-0.31%	8.52%	-7.99%	-8.69%	14.36%	-23.00%	12.77%					
<b>Change from last year</b>	<b>-0.72%</b>	<b>4.95%</b>	<b>-4.50%</b>	<b>9.69%</b>	<b>-0.15%</b>	<b>-7.73%</b>	<b>-2.86%</b>	<b>17.20%</b>	<b>10.89%</b>	<b>19.58%</b>					
<b>Current YTD</b>	<b>414</b>	<b>859</b>	<b>1,495</b>	<b>2,129</b>	<b>2,817</b>	<b>3,450</b>	<b>4,028</b>	<b>4,689</b>	<b>5,198</b>	<b>5,772</b>					
Previous YTD	417	841	1,507	2,085	2,774	3,460	4,055	4,619	5,078	5,558	5,558	5,558			
<b>% Change YTD</b>	<b>-0.72%</b>	<b>2.14%</b>	<b>-0.80%</b>	<b>2.11%</b>	<b>1.55%</b>	<b>-0.29%</b>	<b>-0.67%</b>	<b>1.52%</b>	<b>2.36%</b>	<b>3.85%</b>					



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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	1	3	1	3			19	8.82%	6.53%
\$ 50,000 - 59,999	0	2	0	4	2	1	0	0	1	0			10	0.00%	3.44%
\$ 60,000 - 69,999	3	2	0	0	0	1	1	3	1	1			12	2.94%	4.12%
\$ 70,000 - 79,999	0	2	2	2	2	4	1	4	1	2			20	5.88%	6.87%
\$ 80,000 - 89,999	1	0	2	3	2	0	0	3	1	2			14	5.88%	4.81%
\$ 90,000 - 99,999	0	2	2	1	4	1	1	0	0	1			12	2.94%	4.12%
\$ 100,000 - 119,999	0	2	1	1	1	3	3	1	5	4			21	11.76%	7.22%
\$ 120,000 - 139,999	2	4	3	1	3	2	1	1	2	4			23	11.76%	7.90%
\$ 140,000 - 159,999	1	5	2	2	2	6	2	4	7	2			33	5.88%	11.34%
\$ 160,000 - 179,999	0	0	2	1	3	3	5	2	1	3			20	8.82%	6.87%
\$ 180,000 - 199,999	1	5	4	4	0	2	1	3	2	3			25	8.82%	8.59%
\$ 200,000 - 249,999	4	3	3	8	12	3	11	4	5	7			60	20.59%	20.62%
\$ 250,000 - 299,999	3	1	3	0	2	2	1	1	0	0			13	0.00%	4.47%
\$ 300,000 - 349,999	0	1	0	2	0	0	0	0	0	2			5	5.88%	1.72%
\$ 350,000 - 399,999	1	1	0	0	0	0	0	0	1	0			3	0.00%	1.03%
\$ 400,000 - 499,999	0	1	0	0	0	0	0	0	0	0			1	0.00%	0.34%
\$ 500,000 - 599,999	0	0	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			0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	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			0	0.00%	0.00%
\$ 900,000 - 999,999	0	0	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			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>29</b>	<b>28</b>	<b>34</b>			<b>291</b>		
Previous Year	18	25	37	27	34	26	31	29	16	25			268		
Change from last month		94.12%	-27.27%	29.17%	12.90%	-8.57%	-12.50%	3.57%	-3.45%	21.43%					
<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>0.00%</b>	<b>75.00%</b>	<b>36.00%</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>	<b>229</b>	<b>257</b>	<b>291</b>					
Previous YTD	18	43	80	107	141	167	198	227	243	268	268	268			
<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>	<b>0.88%</b>	<b>5.76%</b>	<b>8.58%</b>					



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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	8	2	7	10	7	8	10	11	12			<b>80</b>	1.84%	1.27%
\$ 50,000 - 59,999	0	4	4	11	5	5	5	2	4	3			<b>43</b>	0.46%	0.69%
\$ 60,000 - 69,999	8	5	6	1	3	4	5	5	9	10			<b>56</b>	1.53%	0.89%
\$ 70,000 - 79,999	4	7	3	7	6	10	11	15	8	5			<b>76</b>	0.77%	1.21%
\$ 80,000 - 89,999	3	8	12	11	13	3	6	10	6	11			<b>83</b>	1.68%	1.32%
\$ 90,000 - 99,999	3	7	11	13	10	9	8	6	6	7			<b>80</b>	1.07%	1.27%
\$ 100,000 - 119,999	15	13	14	18	20	18	20	19	28	23			<b>188</b>	3.52%	3.00%
\$ 120,000 - 139,999	33	28	29	42	41	45	32	45	32	42			<b>369</b>	6.43%	5.88%
\$ 140,000 - 159,999	43	37	51	35	52	57	43	50	41	38			<b>447</b>	5.82%	7.12%
\$ 160,000 - 179,999	47	41	69	77	75	65	58	63	45	59			<b>599</b>	9.04%	9.54%
\$ 180,000 - 199,999	45	52	77	89	59	61	60	75	54	64			<b>636</b>	9.80%	10.13%
\$ 200,000 - 249,999	85	94	139	152	203	163	163	173	152	162			<b>1,486</b>	24.81%	23.68%
\$ 250,000 - 299,999	61	63	112	92	108	91	97	107	71	97			<b>899</b>	14.85%	14.32%
\$ 300,000 - 349,999	40	40	57	44	53	43	55	53	41	40			<b>466</b>	6.13%	7.43%
\$ 350,000 - 399,999	13	25	31	31	36	38	27	40	21	33			<b>295</b>	5.05%	4.70%
\$ 400,000 - 499,999	15	30	30	21	24	30	18	24	16	21			<b>229</b>	3.22%	3.65%
\$ 500,000 - 599,999	9	6	10	10	9	21	8	10	14	16			<b>113</b>	2.45%	1.80%
\$ 600,000 - 699,999	8	5	3	6	10	7	5	9	5	2			<b>60</b>	0.31%	0.96%
\$ 700,000 - 799,999	2	4	1	2	5	0	3	0	4	6			<b>27</b>	0.92%	0.43%
\$ 800,000 - 899,999	0	2	2	1	0	1	1	1	2	1			<b>11</b>	0.15%	0.18%
\$ 900,000 - 999,999	1	2	2	0	1	4	1	0	1	0			<b>12</b>	0.00%	0.19%
\$ 1,000,000 - and over	0	2	4	2	1	2	2	4	3	1			<b>21</b>	0.15%	0.33%
<b>Current Year</b>	<b>440</b>	<b>483</b>	<b>669</b>	<b>672</b>	<b>744</b>	<b>684</b>	<b>636</b>	<b>721</b>	<b>574</b>	<b>653</b>			<b>6,276</b>		
Previous Year	443	454	709	617	735	723	636	603	480	514			5,914		
Change from last month		9.77%	38.51%	0.45%	10.71%	-8.06%	-7.02%	13.36%	-20.39%	13.76%					
<b>Change from last year</b>	<b>-0.68%</b>	<b>6.39%</b>	<b>-5.64%</b>	<b>8.91%</b>	<b>1.22%</b>	<b>-5.39%</b>	<b>0.00%</b>	<b>19.57%</b>	<b>19.58%</b>	<b>27.04%</b>					
<b>Current YTD</b>	<b>440</b>	<b>923</b>	<b>1,592</b>	<b>2,264</b>	<b>3,008</b>	<b>3,692</b>	<b>4,328</b>	<b>5,049</b>	<b>5,623</b>	<b>6,276</b>					
Previous YTD	443	897	1,606	2,223	2,958	3,681	4,317	4,920	5,400	5,914	5,914	5,914			
<b>% Change YTD</b>	<b>-0.68%</b>	<b>2.90%</b>	<b>-0.87%</b>	<b>1.84%</b>	<b>1.69%</b>	<b>0.30%</b>	<b>0.25%</b>	<b>2.62%</b>	<b>4.13%</b>	<b>6.12%</b>					



**Realtors® Association of Lake & Sumter**  
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**2018**  
**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	0	0	0			<b>1</b>	0.00%	0.02%
1	3	6	4	9	3	6	5	1	5	7			<b>49</b>	1.07%	0.78%
2	96	113	132	180	183	172	142	180	156	161			<b>1,515</b>	24.66%	24.14%
3	249	267	396	356	401	348	360	403	312	348			<b>3,440</b>	53.29%	54.81%
4	79	82	114	99	128	122	114	107	78	108			<b>1,031</b>	16.54%	16.43%
5	11	14	18	22	23	28	14	24	17	25			<b>196</b>	3.83%	3.12%
6+	2	1	5	5	6	8	1	6	6	4			<b>44</b>	0.61%	0.70%
<b>Total</b>	<b>440</b>	<b>483</b>	<b>669</b>	<b>672</b>	<b>744</b>	<b>684</b>	<b>636</b>	<b>721</b>	<b>574</b>	<b>653</b>	<b>0</b>	<b>0</b>	<b>6,276</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	52	41	47			<b>433</b>	7.20%	6.90%
2	344	381	518	527	582	537	505	570	469	506			<b>4,939</b>	77.49%	78.70%
3	49	60	92	77	96	76	76	77	44	87			<b>734</b>	13.32%	11.70%
4	14	5	16	19	15	20	9	17	18	12			<b>145</b>	1.84%	2.31%
5	1	1	2	1	2	4	1	4	2	1			<b>19</b>	0.15%	0.30%
6+	0	2	2	0	1	0	0	1	0	0			<b>6</b>	0.00%	0.10%
<b>Total</b>	<b>440</b>	<b>483</b>	<b>669</b>	<b>672</b>	<b>744</b>	<b>684</b>	<b>636</b>	<b>721</b>	<b>574</b>	<b>653</b>	<b>0</b>	<b>0</b>	<b>6,276</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**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	608	587	642	595	544	627	474	541			<b>5,427</b>	82.85%	86.47%
Villa	24	26	28	47	46	38	34	34	35	33			<b>345</b>	5.05%	5.50%
Manufactured Home	6	4	7	6	16	17	29	29	35	40			<b>189</b>	6.13%	3.01%
Condominium	11	21	11	20	20	21	15	17	17	21			<b>174</b>	3.22%	2.77%
Townhouse	6	12	13	11	15	11	13	12	11	13			<b>117</b>	1.99%	1.86%
Farm	1	1	1	1	3	1	1	1	2	2			<b>14</b>	0.31%	0.22%
1/2 Duplex	2	0	1	0	2	1	0	1	0	3			<b>10</b>	0.46%	0.16%
<b>Total</b>	<b>440</b>	<b>483</b>	<b>669</b>	<b>672</b>	<b>744</b>	<b>684</b>	<b>636</b>	<b>721</b>	<b>574</b>	<b>653</b>	<b>0</b>	<b>0</b>	<b>6,276</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - October 1 to October 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	12	1.84%	54,983	31,429	57.00%	65	19	1.6
\$ 50,000 - 59,999	3	0.46%	59,906	54,000	90.00%	71	17	5.7
\$ 60,000 - 69,999	10	1.53%	73,180	64,275	88.00%	50	26	2.6
\$ 70,000 - 79,999	5	0.77%	97,300	74,920	77.00%	30	20	4.0
\$ 80,000 - 89,999	11	1.68%	87,809	84,214	96.00%	18	30	2.7
\$ 90,000 - 99,999	7	1.07%	100,536	93,986	93.00%	16	22	3.1
\$ 100,000 - 119,999	23	3.52%	117,628	111,652	95.00%	56	47	2.0
\$ 120,000 - 139,999	42	6.43%	132,314	129,038	98.00%	56	75	1.8
\$ 140,000 - 159,999	38	5.82%	154,117	150,572	98.00%	49	91	2.4
\$ 160,000 - 179,999	59	9.04%	175,179	169,446	97.00%	55	109	1.9
\$ 180,000 - 199,999	64	9.80%	194,349	190,168	98.00%	48	133	2.1
\$ 200,000 - 249,999	162	24.81%	231,829	223,718	97.00%	60	406	2.5
\$ 250,000 - 299,999	97	14.85%	279,643	272,015	97.00%	63	346	3.6
\$ 300,000 - 349,999	40	6.13%	331,101	322,491	97.00%	51	174	4.4
\$ 350,000 - 399,999	33	5.05%	379,801	368,510	97.00%	55	183	5.6
\$ 400,000 - 499,999	21	3.22%	468,415	453,324	97.00%	87	149	7.1
\$ 500,000 - 599,999	16	2.45%	551,325	534,597	97.00%	80	87	5.4
\$ 600,000 - 699,999	2	0.31%	620,960	610,010	98.00%	6	51	25.5
\$ 700,000 - 799,999	6	0.92%	767,383	739,167	96.00%	133	41	6.8
\$ 800,000 - 899,999	1	0.15%	828,000	819,000	99.00%	144	36	36.0
\$ 900,000 - 999,999	0	0.00%	0	0	0.00%		15	
\$ 1,000,000 - and over	1	0.15%	1,250,000	1,125,000	90.00%	152	47	47.0
<b>Totals</b>	<b>653</b>	<b>100.00%</b>	<b>241,442</b>	<b>233,352</b>	<b>97.00%</b>	<b>58</b>	<b>2,124</b>	<b>3.3</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.