



**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	3		42	0.58%	0.67%
\$ 50,000 - 59,999	0	2	3	6	3	3	2	1	2	0	1		23	0.19%	0.37%
\$ 60,000 - 69,999	5	3	5	1	2	1	2	0	5	3	4		31	0.77%	0.49%
\$ 70,000 - 79,999	3	5	1	5	3	4	7	5	2	3	2		40	0.38%	0.64%
\$ 80,000 - 89,999	1	8	9	7	6	2	1	4	4	4	2		48	0.38%	0.76%
\$ 90,000 - 99,999	2	4	9	12	6	4	6	5	3	3	2		56	0.38%	0.89%
\$ 100,000 - 119,999	13	11	13	15	17	12	16	13	18	13	13		154	2.50%	2.45%
\$ 120,000 - 139,999	30	24	25	41	36	39	27	40	26	33	25		346	4.81%	5.50%
\$ 140,000 - 159,999	41	32	48	33	48	51	38	43	30	30	39		433	7.50%	6.88%
\$ 160,000 - 179,999	46	41	65	74	72	61	52	60	44	54	44		613	8.46%	9.74%
\$ 180,000 - 199,999	44	47	73	85	59	59	59	70	52	61	55		664	10.58%	10.55%
\$ 200,000 - 249,999	81	90	135	143	191	159	151	169	144	155	139		1,557	26.73%	24.75%
\$ 250,000 - 299,999	58	62	109	92	104	89	96	105	71	95	87		968	16.73%	15.38%
\$ 300,000 - 349,999	40	39	56	42	52	43	53	53	39	38	38		493	7.31%	7.84%
\$ 350,000 - 399,999	12	24	31	31	34	38	28	40	20	32	31		321	5.96%	5.10%
\$ 400,000 - 499,999	15	28	30	21	24	30	17	24	16	20	20		245	3.85%	3.89%
\$ 500,000 - 599,999	9	6	10	10	9	21	8	10	14	16	6		119	1.15%	1.89%
\$ 600,000 - 699,999	7	5	3	6	10	7	5	9	5	2	2		61	0.38%	0.97%
\$ 700,000 - 799,999	2	4	1	2	5	0	3	0	4	6	3		30	0.58%	0.48%
\$ 800,000 - 899,999	0	2	2	1	0	1	1	1	2	1	2		13	0.38%	0.21%
\$ 900,000 - 999,999	1	2	2	0	1	4	1	0	1	0	2		14	0.38%	0.22%
\$ 1,000,000 - and over	0	2	4	2	1	2	2	4	3	1	0		21	0.00%	0.33%
Current Year	414	445	636	634	688	633	578	661	509	574	520		6,292		
Previous Year	417	424	666	578	689	686	595	564	459	480	500		6,058		
Change from last month		7.49%	42.92%	-0.31%	8.52%	-7.99%	-8.69%	14.36%	-23.00%	12.77%	-9.41%				
Change from last year	-0.72%	4.95%	-4.50%	9.69%	-0.15%	-7.73%	-2.86%	17.20%	10.89%	19.58%	4.00%				
Current YTD	414	859	1,495	2,129	2,817	3,450	4,028	4,689	5,198	5,772	6,292				
Previous YTD	417	841	1,507	2,085	2,774	3,460	4,055	4,619	5,078	5,558	6,058	6,058			
% Change YTD	-0.72%	2.14%	-0.80%	2.11%	1.55%	-0.29%	-0.67%	1.52%	2.36%	3.85%	3.86%				



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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	0		19	0.00%	6.07%
\$ 50,000 - 59,999	0	2	0	4	2	1	0	0	1	0	1		11	4.55%	3.51%
\$ 60,000 - 69,999	3	2	0	0	0	1	1	3	1	1	0		12	0.00%	3.83%
\$ 70,000 - 79,999	0	2	2	2	2	4	1	4	1	2	2		22	9.09%	7.03%
\$ 80,000 - 89,999	1	0	2	3	2	0	0	3	1	2	4		18	18.18%	5.75%
\$ 90,000 - 99,999	0	2	2	1	4	1	1	0	0	1	2		14	9.09%	4.47%
\$ 100,000 - 119,999	0	2	1	1	1	3	3	1	5	4	0		21	0.00%	6.71%
\$ 120,000 - 139,999	2	4	3	1	3	2	1	1	2	4	2		25	9.09%	7.99%
\$ 140,000 - 159,999	1	5	2	2	2	6	2	4	7	2	5		38	22.73%	12.14%
\$ 160,000 - 179,999	0	0	2	1	3	3	5	2	1	3	2		22	9.09%	7.03%
\$ 180,000 - 199,999	1	5	4	4	0	2	1	3	2	3	3		28	13.64%	8.95%
\$ 200,000 - 249,999	4	3	3	8	12	3	11	4	5	7	0		60	0.00%	19.17%
\$ 250,000 - 299,999	3	1	3	0	2	2	1	1	0	0	0		13	0.00%	4.15%
\$ 300,000 - 349,999	0	1	0	2	0	0	0	0	0	2	1		6	4.55%	1.92%
\$ 350,000 - 399,999	1	1	0	0	0	0	0	0	1	0	0		3	0.00%	0.96%
\$ 400,000 - 499,999	0	1	0	0	0	0	0	0	0	0	0		1	0.00%	0.32%
\$ 500,000 - 599,999	0	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	0.00%	0.00%
\$ 700,000 - 799,999	0	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	0.00%	0.00%
\$ 900,000 - 999,999	0	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	0.00%	0.00%
Current Year	17	33	24	31	35	32	28	29	28	34	22		313		
Previous Year	18	25	37	27	34	26	31	29	16	25	14		282		
Change from last month		94.12%	-27.27%	29.17%	12.90%	-8.57%	-12.50%	3.57%	-3.45%	21.43%	-35.29%				
Change from last year	-5.56%	32.00%	-35.14%	14.81%	2.94%	23.08%	-9.68%	0.00%	75.00%	36.00%	57.14%				
Current YTD	17	50	74	105	140	172	200	229	257	291	313				
Previous YTD	18	43	80	107	141	167	198	227	243	268	282	282			
% Change YTD	-5.56%	16.28%	-7.50%	-1.87%	-0.71%	2.99%	1.01%	0.88%	5.76%	8.58%	10.99%				



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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	10		90	1.69%	1.31%
\$ 50,000 - 59,999	0	4	4	11	5	5	5	2	4	3	5		48	0.84%	0.70%
\$ 60,000 - 69,999	8	5	6	1	3	4	5	5	9	10	6		62	1.01%	0.90%
\$ 70,000 - 79,999	4	7	3	7	6	10	11	15	8	5	6		82	1.01%	1.19%
\$ 80,000 - 89,999	3	8	12	11	13	3	6	10	6	11	12		95	2.03%	1.38%
\$ 90,000 - 99,999	3	7	11	13	10	9	8	6	6	7	7		87	1.18%	1.27%
\$ 100,000 - 119,999	15	13	14	18	20	18	20	19	28	23	20		208	3.38%	3.03%
\$ 120,000 - 139,999	33	28	29	42	41	45	32	45	32	42	38		407	6.42%	5.93%
\$ 140,000 - 159,999	43	37	51	35	52	57	43	51	41	38	49		497	8.28%	7.24%
\$ 160,000 - 179,999	47	41	69	77	75	65	58	62	45	59	48		646	8.11%	9.41%
\$ 180,000 - 199,999	45	52	77	89	59	61	60	75	54	65	58		695	9.80%	10.12%
\$ 200,000 - 249,999	85	94	139	152	203	163	163	173	152	163	140		1,627	23.65%	23.69%
\$ 250,000 - 299,999	61	63	112	92	108	91	97	107	71	96	88		986	14.86%	14.36%
\$ 300,000 - 349,999	40	40	57	44	53	43	54	53	41	40	39		504	6.59%	7.34%
\$ 350,000 - 399,999	13	25	31	31	36	38	28	40	21	32	31		326	5.24%	4.75%
\$ 400,000 - 499,999	15	30	30	21	24	30	18	24	16	21	20		249	3.38%	3.63%
\$ 500,000 - 599,999	9	6	10	10	9	21	8	10	14	16	6		119	1.01%	1.73%
\$ 600,000 - 699,999	8	5	3	6	10	7	5	9	5	2	2		62	0.34%	0.90%
\$ 700,000 - 799,999	2	4	1	2	5	0	3	0	4	6	3		30	0.51%	0.44%
\$ 800,000 - 899,999	0	2	2	1	0	1	1	1	2	1	2		13	0.34%	0.19%
\$ 900,000 - 999,999	1	2	2	0	1	4	1	0	1	0	2		14	0.34%	0.20%
\$ 1,000,000 - and over	0	2	4	2	1	2	2	4	3	1	0		21	0.00%	0.31%
Current Year	440	483	669	672	744	684	636	721	574	653	592		6,868		
Previous Year	443	454	709	617	735	723	636	603	480	514	522		6,436		
Change from last month		9.77%	38.51%	0.45%	10.71%	-8.06%	-7.02%	13.36%	-20.39%	13.76%	-9.34%				
Change from last year	-0.68%	6.39%	-5.64%	8.91%	1.22%	-5.39%	0.00%	19.57%	19.58%	27.04%	13.41%				
Current YTD	440	923	1,592	2,264	3,008	3,692	4,328	5,049	5,623	6,276	6,868				
Previous YTD	443	897	1,606	2,223	2,958	3,681	4,317	4,920	5,400	5,914	6,436	6,436			
% Change YTD	-0.68%	2.90%	-0.87%	1.84%	1.69%	0.30%	0.25%	2.62%	4.13%	6.12%	6.71%				



Realtors® Association of Lake & Sumter
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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	0	0	0	0	0	0	0	0	1	0.00%	0.01%
1	3	6	4	9	3	6	5	1	5	7	7		56	1.18%	0.82%
2	96	113	132	180	183	172	142	180	156	161	166		1,681	28.04%	24.48%
3	249	267	396	356	401	348	360	403	312	348	303		3,743	51.18%	54.50%
4	79	82	114	99	128	122	114	107	78	108	90		1,121	15.20%	16.32%
5	11	14	18	22	23	28	14	24	17	25	23		219	3.89%	3.19%
6+	2	1	5	5	6	8	1	6	6	4	3		47	0.51%	0.68%
Total	440	483	669	672	744	684	636	721	574	653	592	0	6,868	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	48	48	47	45	52	41	47	45		478	7.60%	6.96%
2	344	381	518	527	582	537	505	570	469	506	471		5,410	79.56%	78.77%
3	49	60	92	77	96	76	76	77	44	87	68		802	11.49%	11.68%
4	14	5	16	19	15	20	9	17	18	12	8		153	1.35%	2.23%
5	1	1	2	1	2	4	1	4	2	1	0		19	0.00%	0.28%
6+	0	2	2	0	1	0	0	1	0	0	0		6	0.00%	0.09%
Total	440	483	669	672	744	684	636	721	574	653	592	0	6,868	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	390	419	608	587	642	595	544	627	474	541	489		5,916	82.60%	86.14%
Villa	24	26	28	47	46	38	34	34	35	33	31		376	5.24%	5.47%
Manufactured Home	6	4	7	6	16	17	29	29	35	40	48		237	8.11%	3.45%
Condominium	11	21	11	20	20	21	15	17	17	21	17		191	2.87%	2.78%
Townhouse	6	12	13	11	15	11	13	12	11	13	5		122	0.84%	1.78%
Farm	1	1	1	1	3	1	1	1	2	2	0		14	0.00%	0.20%
1/2 Duplex	2	0	1	0	2	1	0	1	0	3	2		12	0.34%	0.17%
Total	440	483	669	672	744	684	636	721	574	653	592	0	6,868	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - November 1 to November 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	10	1.69%	70,480	30,150	43.00%	50	20	2.0
\$ 50,000 - 59,999	5	0.84%	59,180	54,480	92.00%	30	17	3.4
\$ 60,000 - 69,999	6	1.01%	68,717	63,917	93.00%	49	21	3.5
\$ 70,000 - 79,999	6	1.01%	78,850	72,983	93.00%	146	23	3.8
\$ 80,000 - 89,999	12	2.03%	88,975	83,950	94.00%	40	24	2.0
\$ 90,000 - 99,999	7	1.18%	102,092	93,214	91.00%	40	25	3.6
\$ 100,000 - 119,999	20	3.38%	117,570	112,058	95.00%	76	52	2.6
\$ 120,000 - 139,999	38	6.42%	135,647	130,625	96.00%	61	83	2.2
\$ 140,000 - 159,999	49	8.28%	153,363	148,710	97.00%	43	98	2.0
\$ 160,000 - 179,999	48	8.11%	172,679	169,751	98.00%	34	108	2.3
\$ 180,000 - 199,999	58	9.80%	195,630	189,802	97.00%	42	154	2.7
\$ 200,000 - 249,999	140	23.65%	231,176	223,433	97.00%	37	410	2.9
\$ 250,000 - 299,999	88	14.86%	277,169	271,172	98.00%	53	342	3.9
\$ 300,000 - 349,999	39	6.59%	329,678	322,821	98.00%	71	192	4.9
\$ 350,000 - 399,999	31	5.24%	382,624	371,504	97.00%	66	178	5.7
\$ 400,000 - 499,999	20	3.38%	451,805	437,810	97.00%	81	170	8.5
\$ 500,000 - 599,999	6	1.01%	565,633	544,667	96.00%	90	86	14.3
\$ 600,000 - 699,999	2	0.34%	664,450	642,000	97.00%	22	57	28.5
\$ 700,000 - 799,999	3	0.51%	788,267	743,333	94.00%	120	42	14.0
\$ 800,000 - 899,999	2	0.34%	919,901	855,000	93.00%	40	37	18.5
\$ 900,000 - 999,999	2	0.34%	982,500	947,500	96.00%	2	11	5.5
\$ 1,000,000 - and over	0	0.00%	0	0	0.00%		48	
Totals	592	100.00%	236,025	228,205	97.00%	51	2,198	3.7

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.