



**Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
2019**

Sales by Price Range - Single Family Homes & Villas

Price Range	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
\$ 1 - 49,999	6	5											11	1.12%	1.36%
\$ 50,000 - 59,999	1	1											2	0.22%	0.25%
\$ 60,000 - 69,999	2	4											6	0.89%	0.74%
\$ 70,000 - 79,999	4	3											7	0.67%	0.86%
\$ 80,000 - 89,999	4	1											5	0.22%	0.62%
\$ 90,000 - 99,999	5	3											8	0.67%	0.99%
\$ 100,000 - 119,999	15	10											25	2.24%	3.09%
\$ 120,000 - 139,999	17	33											50	7.38%	6.17%
\$ 140,000 - 159,999	25	20											45	4.47%	5.56%
\$ 160,000 - 179,999	35	34											69	7.61%	8.52%
\$ 180,000 - 199,999	39	43											82	9.62%	10.12%
\$ 200,000 - 249,999	84	104											188	23.27%	23.21%
\$ 250,000 - 299,999	50	73											123	16.33%	15.19%
\$ 300,000 - 349,999	29	41											70	9.17%	8.64%
\$ 350,000 - 399,999	26	26											52	5.82%	6.42%
\$ 400,000 - 499,999	17	28											45	6.26%	5.56%
\$ 500,000 - 599,999	1	11											12	2.46%	1.48%
\$ 600,000 - 699,999	0	5											5	1.12%	0.62%
\$ 700,000 - 799,999	1	1											2	0.22%	0.25%
\$ 800,000 - 899,999	1	0											1	0.00%	0.12%
\$ 900,000 - 999,999	1	0											1	0.00%	0.12%
\$ 1,000,000 - and over	0	1											1	0.22%	0.12%
Current Year	363	447											810		
Previous Year	414	445											859		
Change from last month		23.14%													
Change from last year	-12.32%	0.45%													
Current YTD	363	810													
Previous YTD	414	859	859	859	859	859	859	859	859	859	859	859	859		
% Change YTD	-12.32%	-5.70%													



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

Price Range	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
\$ 1 - 49,999	0	1											1	3.03%	1.61%
\$ 50,000 - 59,999	1	0											1	0.00%	1.61%
\$ 60,000 - 69,999	0	3											3	9.09%	4.84%
\$ 70,000 - 79,999	2	2											4	6.06%	6.45%
\$ 80,000 - 89,999	0	2											2	6.06%	3.23%
\$ 90,000 - 99,999	1	1											2	3.03%	3.23%
\$ 100,000 - 119,999	2	4											6	12.12%	9.68%
\$ 120,000 - 139,999	4	5											9	15.15%	14.52%
\$ 140,000 - 159,999	5	6											11	18.18%	17.74%
\$ 160,000 - 179,999	4	2											6	6.06%	9.68%
\$ 180,000 - 199,999	1	2											3	6.06%	4.84%
\$ 200,000 - 249,999	9	2											11	6.06%	17.74%
\$ 250,000 - 299,999	0	1											1	3.03%	1.61%
\$ 300,000 - 349,999	0	2											2	6.06%	3.23%
\$ 350,000 - 399,999	0	0											0	0.00%	0.00%
\$ 400,000 - 499,999	0	0											0	0.00%	0.00%
\$ 500,000 - 599,999	0	0											0	0.00%	0.00%
\$ 600,000 - 699,999	0	0											0	0.00%	0.00%
\$ 700,000 - 799,999	0	0											0	0.00%	0.00%
\$ 800,000 - 899,999	0	0											0	0.00%	0.00%
\$ 900,000 - 999,999	0	0											0	0.00%	0.00%
\$ 1,000,000 - and over	0	0											0	0.00%	0.00%
Current Year	29	33											62		
Previous Year	17	33											50		
Change from last month		13.79%													
Change from last year	70.59%	0.00%													
Current YTD	29	62													
Previous YTD	17	50	50	50	50	50	50	50	50	50	50	50			
% Change YTD	70.59%	24.00%													



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Sales by Price Range - Overall

Price Range	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
\$ 1 - 49,999	10	11											21	2.14%	2.22%
\$ 50,000 - 59,999	3	3											6	0.58%	0.63%
\$ 60,000 - 69,999	8	7											15	1.36%	1.58%
\$ 70,000 - 79,999	11	5											16	0.97%	1.69%
\$ 80,000 - 89,999	7	6											13	1.17%	1.37%
\$ 90,000 - 99,999	11	11											22	2.14%	2.32%
\$ 100,000 - 119,999	23	19											42	3.70%	4.44%
\$ 120,000 - 139,999	24	43											67	8.37%	7.07%
\$ 140,000 - 159,999	33	32											65	6.23%	6.86%
\$ 160,000 - 179,999	39	36											75	7.00%	7.92%
\$ 180,000 - 199,999	41	46											87	8.95%	9.19%
\$ 200,000 - 249,999	96	106											202	20.62%	21.33%
\$ 250,000 - 299,999	50	74											124	14.40%	13.09%
\$ 300,000 - 349,999	29	43											72	8.37%	7.60%
\$ 350,000 - 399,999	27	26											53	5.06%	5.60%
\$ 400,000 - 499,999	17	28											45	5.45%	4.75%
\$ 500,000 - 599,999	1	11											12	2.14%	1.27%
\$ 600,000 - 699,999	0	5											5	0.97%	0.53%
\$ 700,000 - 799,999	1	1											2	0.19%	0.21%
\$ 800,000 - 899,999	1	0											1	0.00%	0.11%
\$ 900,000 - 999,999	1	0											1	0.00%	0.11%
\$ 1,000,000 - and over	0	1											1	0.19%	0.11%
Current Year	433	514											947		
Previous Year	440	483											923		
Change from last month		18.71%													
Change from last year	-1.59%	6.42%													
Current YTD	433	947													
Previous YTD	440	923	923	923	923	923	923	923	923	923	923	923			
% Change YTD	-1.59%	2.60%													



Realtors® Association of Lake & Sumter
Monthly Sales Trend Indicator
2019
Sales by Bedroom Count

Bedrooms	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
0	0	0											0	0.00%	0.00%
1	3	8											11	1.56%	1.16%
2	123	136											259	26.46%	27.35%
3	232	274											506	53.31%	53.43%
4	63	78											141	15.18%	14.89%
5	7	18											25	3.50%	2.64%
6+	5	0											5	0.00%	0.53%
Total	433	514	0	0	0	0	0	0	0	0	0	0	947	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
1	47	35											82	6.81%	8.66%
2	329	403											732	78.40%	77.30%
3	46	64											110	12.45%	11.62%
4	11	8											19	1.56%	2.01%
5	0	4											4	0.78%	0.42%
6+	0	0											0	0.00%	0.00%
Total	433	514	0	0	0	0	0	0	0	0	0	0	947	100.00%	100.00%



Realtors® Association of Lake & Sumter
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Sales by Housing Style

Style	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD Total	Curr Month	YTD
Single Family Residence	334	416											750	80.93%	79.20%
Manufactured Home	40	33											73	6.42%	7.71%
Villa	29	31											60	6.03%	6.34%
Condominium	18	18											36	3.50%	3.80%
Townhouse	11	15											26	2.92%	2.75%
Farm	1	0											1	0.00%	0.11%
1/2 Duplex	0	1											1	0.19%	0.11%
Total	433	514	0	0	0	0	0	0	0	0	0	0	947	100.00%	100.00%



Realtors® Association of Lake & Sumter

Multiple Listing One Month Sales and Inventory Report - February 1 to February 28, 2019

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	11	2.14%	66,418	32,082	48.00%	83	18	1.6
\$ 50,000 - 59,999	3	0.58%	61,433	55,633	91.00%	4	14	4.7
\$ 60,000 - 69,999	7	1.36%	71,314	63,900	90.00%	63	14	2.0
\$ 70,000 - 79,999	5	0.97%	76,200	72,120	95.00%	87	31	6.2
\$ 80,000 - 89,999	6	1.17%	90,083	85,783	95.00%	44	31	5.2
\$ 90,000 - 99,999	11	2.14%	102,591	94,291	92.00%	51	25	2.3
\$ 100,000 - 119,999	19	3.70%	116,874	109,342	94.00%	45	49	2.6
\$ 120,000 - 139,999	43	8.37%	132,649	127,549	96.00%	51	83	1.9
\$ 140,000 - 159,999	32	6.23%	154,928	148,725	96.00%	44	108	3.4
\$ 160,000 - 179,999	36	7.00%	173,699	169,564	98.00%	58	111	3.1
\$ 180,000 - 199,999	46	8.95%	194,847	188,204	97.00%	60	147	3.2
\$ 200,000 - 249,999	106	20.62%	229,416	223,771	98.00%	66	432	4.1
\$ 250,000 - 299,999	74	14.40%	280,547	272,806	97.00%	62	348	4.7
\$ 300,000 - 349,999	43	8.37%	333,868	324,092	97.00%	69	229	5.3
\$ 350,000 - 399,999	26	5.06%	380,864	370,114	97.00%	55	171	6.6
\$ 400,000 - 499,999	28	5.45%	460,668	445,847	97.00%	112	154	5.5
\$ 500,000 - 599,999	11	2.14%	578,807	548,624	95.00%	160	91	8.3
\$ 600,000 - 699,999	5	0.97%	660,253	644,753	98.00%	93	66	13.2
\$ 700,000 - 799,999	1	0.19%	797,900	750,000	94.00%	287	35	35.0
\$ 800,000 - 899,999	0	0.00%	0	0	0.00%		28	
\$ 900,000 - 999,999	0	0.00%	0	0	0.00%		12	
\$ 1,000,000 - and over	1	0.19%	1,599,000	1,450,000	91.00%	1,833	50	50.0
Totals	514	100.00%	244,871	236,131	96.00%	69	2,247	4.4

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.