



**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	4										15	0.65%	1.05%
\$ 50,000 - 59,999	1	1	1										3	0.16%	0.21%
\$ 60,000 - 69,999	2	4	4										10	0.65%	0.70%
\$ 70,000 - 79,999	4	3	0										7	0.00%	0.49%
\$ 80,000 - 89,999	4	1	4										9	0.65%	0.63%
\$ 90,000 - 99,999	5	3	5										13	0.81%	0.91%
\$ 100,000 - 119,999	15	10	16										41	2.61%	2.88%
\$ 120,000 - 139,999	17	33	27										77	4.40%	5.41%
\$ 140,000 - 159,999	25	20	40										85	6.51%	5.97%
\$ 160,000 - 179,999	35	34	48										117	7.82%	8.22%
\$ 180,000 - 199,999	39	43	54										136	8.79%	9.55%
\$ 200,000 - 249,999	84	104	177										365	28.83%	25.63%
\$ 250,000 - 299,999	50	73	98										221	15.96%	15.52%
\$ 300,000 - 349,999	29	41	57										127	9.28%	8.92%
\$ 350,000 - 399,999	26	26	28										80	4.56%	5.62%
\$ 400,000 - 499,999	17	28	27										72	4.40%	5.06%
\$ 500,000 - 599,999	1	11	7										19	1.14%	1.33%
\$ 600,000 - 699,999	0	5	6										11	0.98%	0.77%
\$ 700,000 - 799,999	1	1	3										5	0.49%	0.35%
\$ 800,000 - 899,999	1	0	4										5	0.65%	0.35%
\$ 900,000 - 999,999	1	0	1										2	0.16%	0.14%
\$ 1,000,000 - and over	0	1	3										4	0.49%	0.28%
<b>Current Year</b>	<b>363</b>	<b>447</b>	<b>614</b>										<b>1,424</b>		
Previous Year	414	445	636										1,495		
Change from last month		23.14%	37.36%												
<b>Change from last year</b>	<b>-12.32%</b>	<b>0.45%</b>	<b>-3.46%</b>												
<b>Current YTD</b>	<b>363</b>	<b>810</b>	<b>1,424</b>												
Previous YTD	414	859	1,495	1,495	1,495	1,495	1,495	1,495	1,495	1,495	1,495	1,495			
<b>% Change YTD</b>	<b>-12.32%</b>	<b>-5.70%</b>	<b>-4.75%</b>												



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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										2	3.45%	2.20%
\$ 50,000 - 59,999	1	0	2										3	6.90%	3.30%
\$ 60,000 - 69,999	0	3	2										5	6.90%	5.49%
\$ 70,000 - 79,999	2	2	2										6	6.90%	6.59%
\$ 80,000 - 89,999	0	2	1										3	3.45%	3.30%
\$ 90,000 - 99,999	1	1	1										3	3.45%	3.30%
\$ 100,000 - 119,999	2	4	2										8	6.90%	8.79%
\$ 120,000 - 139,999	4	5	0										9	0.00%	9.89%
\$ 140,000 - 159,999	5	6	4										15	13.79%	16.48%
\$ 160,000 - 179,999	4	2	5										11	17.24%	12.09%
\$ 180,000 - 199,999	1	2	2										5	6.90%	5.49%
\$ 200,000 - 249,999	9	2	3										14	10.34%	15.38%
\$ 250,000 - 299,999	0	1	1										2	3.45%	2.20%
\$ 300,000 - 349,999	0	2	2										4	6.90%	4.40%
\$ 350,000 - 399,999	0	0	0										0	0.00%	0.00%
\$ 400,000 - 499,999	0	0	1										1	3.45%	1.10%
\$ 500,000 - 599,999	0	0	0										0	0.00%	0.00%
\$ 600,000 - 699,999	0	0	0										0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	0										0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	0										0	0.00%	0.00%
\$ 900,000 - 999,999	0	0	0										0	0.00%	0.00%
\$ 1,000,000 - and over	0	0	0										0	0.00%	0.00%
<b>Current Year</b>	<b>29</b>	<b>33</b>	<b>29</b>										<b>91</b>		
Previous Year	17	33	24										74		
Change from last month		13.79%	-12.12%												
<b>Change from last year</b>	<b>70.59%</b>	<b>0.00%</b>	<b>20.83%</b>												
<b>Current YTD</b>	<b>29</b>	<b>62</b>	<b>91</b>												
Previous YTD	17	50	74	74	74	74	74	74	74	74	74	74			
<b>% Change YTD</b>	<b>70.59%</b>	<b>24.00%</b>	<b>22.97%</b>												



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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	9										<b>30</b>	1.29%	1.83%
\$ 50,000 - 59,999	3	3	6										<b>12</b>	0.86%	0.73%
\$ 60,000 - 69,999	8	7	9										<b>24</b>	1.29%	1.46%
\$ 70,000 - 79,999	11	5	4										<b>20</b>	0.58%	1.22%
\$ 80,000 - 89,999	7	6	10										<b>23</b>	1.44%	1.40%
\$ 90,000 - 99,999	11	11	13										<b>35</b>	1.87%	2.13%
\$ 100,000 - 119,999	23	19	28										<b>70</b>	4.03%	4.26%
\$ 120,000 - 139,999	24	43	36										<b>103</b>	5.18%	6.27%
\$ 140,000 - 159,999	33	32	47										<b>112</b>	6.76%	6.82%
\$ 160,000 - 179,999	39	36	57										<b>132</b>	8.20%	8.04%
\$ 180,000 - 199,999	41	46	57										<b>144</b>	8.20%	8.77%
\$ 200,000 - 249,999	96	106	181										<b>383</b>	26.04%	23.33%
\$ 250,000 - 299,999	50	74	99										<b>223</b>	14.24%	13.58%
\$ 300,000 - 349,999	29	43	59										<b>131</b>	8.49%	7.98%
\$ 350,000 - 399,999	27	26	28										<b>81</b>	4.03%	4.93%
\$ 400,000 - 499,999	17	28	28										<b>73</b>	4.03%	4.45%
\$ 500,000 - 599,999	1	11	7										<b>19</b>	1.01%	1.16%
\$ 600,000 - 699,999	0	5	6										<b>11</b>	0.86%	0.67%
\$ 700,000 - 799,999	1	1	3										<b>5</b>	0.43%	0.30%
\$ 800,000 - 899,999	1	0	4										<b>5</b>	0.58%	0.30%
\$ 900,000 - 999,999	1	0	1										<b>2</b>	0.14%	0.12%
\$ 1,000,000 - and over	0	1	3										<b>4</b>	0.43%	0.24%
<b>Current Year</b>	<b>433</b>	<b>514</b>	<b>695</b>										<b>1,642</b>		
Previous Year	440	483	669										1,592		
Change from last month		18.71%	35.21%												
<b>Change from last year</b>	<b>-1.59%</b>	<b>6.42%</b>	<b>3.89%</b>												
<b>Current YTD</b>	<b>433</b>	<b>947</b>	<b>1,642</b>												
Previous YTD	440	923	1,592	1,592	1,592	1,592	1,592	1,592	1,592	1,592	1,592	1,592			
<b>% Change YTD</b>	<b>-1.59%</b>	<b>2.60%</b>	<b>3.14%</b>												



**Realtors® Association of Lake & Sumter**  
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**2019**  
**Sales by Bedroom Count**

<b>Bedrooms</b>	<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
0	0	0	0										<b>0</b>	0.00%	0.00%
1	3	8	6										<b>17</b>	0.86%	1.04%
2	123	136	175										<b>434</b>	25.18%	26.43%
3	232	274	389										<b>895</b>	55.97%	54.51%
4	63	78	101										<b>242</b>	14.53%	14.74%
5	7	18	19										<b>44</b>	2.73%	2.68%
6+	5	0	5										<b>10</b>	0.72%	0.61%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>695</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,642</b>	<b>100.00%</b>	<b>100.00%</b>

**Sales by Bathroom Count**

<b>Bathrooms</b>	<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
1	47	35	49										<b>131</b>	7.05%	7.98%
2	329	403	548										<b>1,280</b>	78.85%	77.95%
3	46	64	80										<b>190</b>	11.51%	11.57%
4	11	8	16										<b>35</b>	2.30%	2.13%
5	0	4	1										<b>5</b>	0.14%	0.30%
6+	0	0	1										<b>1</b>	0.14%	0.06%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>695</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,642</b>	<b>100.00%</b>	<b>100.00%</b>



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**2019**  
**Sales by Housing Style**

<b>Style</b>	<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>	<b>YTD Total</b>	<b>Curr Month</b>	<b>YTD</b>
Single Family Residence	334	416	568										<b>1,318</b>	81.73%	80.27%
Manufactured Home	40	33	52										<b>125</b>	7.48%	7.61%
Villa	29	31	46										<b>106</b>	6.62%	6.46%
Condominium	18	18	22										<b>58</b>	3.17%	3.53%
Townhouse	11	15	7										<b>33</b>	1.01%	2.01%
Farm	1	0	0										<b>1</b>	0.00%	0.06%
1/2 Duplex	0	1	0										<b>1</b>	0.00%	0.06%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>695</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,642</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
**Multiple Listing One Month Sales and Inventory Report - March 1 to March 31, 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	9	1.29%	75,222	31,444	42.00%	55	20	2.2
\$ 50,000 - 59,999	6	0.86%	60,967	53,263	87.00%	17	14	2.3
\$ 60,000 - 69,999	9	1.29%	77,378	64,599	83.00%	82	14	1.6
\$ 70,000 - 79,999	4	0.58%	87,575	74,500	85.00%	62	26	6.5
\$ 80,000 - 89,999	10	1.44%	87,450	83,160	95.00%	43	30	3.0
\$ 90,000 - 99,999	13	1.87%	100,038	95,869	96.00%	28	17	1.3
\$ 100,000 - 119,999	28	4.03%	116,927	112,421	96.00%	49	44	1.6
\$ 120,000 - 139,999	36	5.18%	136,686	128,942	94.00%	45	74	2.1
\$ 140,000 - 159,999	47	6.76%	154,665	149,085	96.00%	65	86	1.8
\$ 160,000 - 179,999	57	8.20%	174,709	168,895	97.00%	57	101	1.8
\$ 180,000 - 199,999	57	8.20%	198,625	189,782	96.00%	51	152	2.7
\$ 200,000 - 249,999	181	26.04%	229,651	223,285	97.00%	64	418	2.3
\$ 250,000 - 299,999	99	14.24%	280,661	272,750	97.00%	78	351	3.6
\$ 300,000 - 349,999	59	8.49%	336,581	324,127	96.00%	79	195	3.3
\$ 350,000 - 399,999	28	4.03%	385,937	374,189	97.00%	87	175	6.3
\$ 400,000 - 499,999	28	4.03%	451,836	441,920	98.00%	87	155	5.5
\$ 500,000 - 599,999	7	1.01%	548,129	529,143	97.00%	70	101	14.4
\$ 600,000 - 699,999	6	0.86%	657,133	643,500	98.00%	90	51	8.5
\$ 700,000 - 799,999	3	0.43%	755,633	723,333	96.00%	52	34	11.3
\$ 800,000 - 899,999	4	0.58%	880,100	840,000	95.00%	178	26	6.5
\$ 900,000 - 999,999	1	0.14%	974,900	950,000	97.00%	177	16	16.0
\$ 1,000,000 - and over	3	0.43%	2,625,000	2,408,333	92.00%	153	51	17.0
<b>Totals</b>	<b>695</b>	<b>100.00%</b>	<b>253,372</b>	<b>243,831</b>	<b>96.00%</b>	<b>66</b>	<b>2,151</b>	<b>3.1</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.**