



**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	4									19	0.57%	0.89%
\$ 50,000 - 59,999	1	1	1	2									5	0.29%	0.24%
\$ 60,000 - 69,999	2	4	4	2									12	0.29%	0.57%
\$ 70,000 - 79,999	4	3	0	2									9	0.29%	0.42%
\$ 80,000 - 89,999	4	1	4	9									18	1.29%	0.85%
\$ 90,000 - 99,999	5	3	5	6									19	0.86%	0.89%
\$ 100,000 - 119,999	15	10	16	8									49	1.15%	2.31%
\$ 120,000 - 139,999	17	33	27	31									108	4.45%	5.09%
\$ 140,000 - 159,999	26	20	40	51									137	7.32%	6.45%
\$ 160,000 - 179,999	35	34	49	52									170	7.46%	8.01%
\$ 180,000 - 199,999	39	43	54	74									210	10.62%	9.89%
\$ 200,000 - 249,999	83	104	177	183									547	26.26%	25.77%
\$ 250,000 - 299,999	50	73	99	107									329	15.35%	15.50%
\$ 300,000 - 349,999	29	41	57	69									196	9.90%	9.23%
\$ 350,000 - 399,999	26	26	28	36									116	5.16%	5.46%
\$ 400,000 - 499,999	17	28	27	35									107	5.02%	5.04%
\$ 500,000 - 599,999	1	11	7	12									31	1.72%	1.46%
\$ 600,000 - 699,999	0	5	6	6									17	0.86%	0.80%
\$ 700,000 - 799,999	1	1	3	3									8	0.43%	0.38%
\$ 800,000 - 899,999	1	0	4	1									6	0.14%	0.28%
\$ 900,000 - 999,999	1	0	1	2									4	0.29%	0.19%
\$ 1,000,000 - and over	0	1	3	2									6	0.29%	0.28%
Current Year	363	447	616	697									2,123		
Previous Year	414	445	636	634									2,129		
Change from last month		23.14%	37.81%	13.15%											
Change from last year	-12.32%	0.45%	-3.14%	9.94%											
Current YTD	363	810	1,426	2,123											
Previous YTD	414	859	1,495	2,129	2,129	2,129	2,129	2,129	2,129	2,129	2,129	2,129			
% Change YTD	-12.32%	-5.70%	-4.62%	-0.28%											



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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	1									3	2.78%	2.36%
\$ 50,000 - 59,999	1	0	2	2									5	5.56%	3.94%
\$ 60,000 - 69,999	0	3	2	0									5	0.00%	3.94%
\$ 70,000 - 79,999	2	2	2	1									7	2.78%	5.51%
\$ 80,000 - 89,999	0	2	1	1									4	2.78%	3.15%
\$ 90,000 - 99,999	1	1	1	0									3	0.00%	2.36%
\$ 100,000 - 119,999	2	4	2	2									10	5.56%	7.87%
\$ 120,000 - 139,999	4	5	0	2									11	5.56%	8.66%
\$ 140,000 - 159,999	5	6	4	5									20	13.89%	15.75%
\$ 160,000 - 179,999	4	2	5	5									16	13.89%	12.60%
\$ 180,000 - 199,999	1	2	2	5									10	13.89%	7.87%
\$ 200,000 - 249,999	9	2	3	8									22	22.22%	17.32%
\$ 250,000 - 299,999	0	1	1	3									5	8.33%	3.94%
\$ 300,000 - 349,999	0	2	2	1									5	2.78%	3.94%
\$ 350,000 - 399,999	0	0	0	0									0	0.00%	0.00%
\$ 400,000 - 499,999	0	0	1	0									1	0.00%	0.79%
\$ 500,000 - 599,999	0	0	0	0									0	0.00%	0.00%
\$ 600,000 - 699,999	0	0	0	0									0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	0	0									0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	0	0									0	0.00%	0.00%
\$ 900,000 - 999,999	0	0	0	0									0	0.00%	0.00%
\$ 1,000,000 - and over	0	0	0	0									0	0.00%	0.00%
Current Year	29	33	29	36									127		
Previous Year	17	33	24	31									105		
Change from last month		13.79%	-12.12%	24.14%											
Change from last year	70.59%	0.00%	20.83%	16.13%											
Current YTD	29	62	91	127											
Previous YTD	17	50	74	105	105	105	105	105	105	105	105	105			
% Change YTD	70.59%	24.00%	22.97%	20.95%											



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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	10									40	1.25%	1.64%
\$ 50,000 - 59,999	3	3	6	6									18	0.75%	0.74%
\$ 60,000 - 69,999	8	7	9	4									28	0.50%	1.15%
\$ 70,000 - 79,999	11	5	5	13									34	1.63%	1.39%
\$ 80,000 - 89,999	7	6	10	13									36	1.63%	1.47%
\$ 90,000 - 99,999	11	11	13	13									48	1.63%	1.96%
\$ 100,000 - 119,999	23	19	28	17									87	2.13%	3.56%
\$ 120,000 - 139,999	24	43	36	43									146	5.38%	5.97%
\$ 140,000 - 159,999	34	32	47	63									176	7.88%	7.20%
\$ 160,000 - 179,999	39	36	58	63									196	7.88%	8.02%
\$ 180,000 - 199,999	41	46	57	80									224	10.00%	9.16%
\$ 200,000 - 249,999	95	106	181	193									575	24.13%	23.52%
\$ 250,000 - 299,999	50	74	100	113									337	14.13%	13.78%
\$ 300,000 - 349,999	29	43	59	71									202	8.88%	8.26%
\$ 350,000 - 399,999	27	26	28	36									117	4.50%	4.79%
\$ 400,000 - 499,999	17	28	28	35									108	4.38%	4.42%
\$ 500,000 - 599,999	1	11	7	12									31	1.50%	1.27%
\$ 600,000 - 699,999	0	5	6	6									17	0.75%	0.70%
\$ 700,000 - 799,999	1	1	3	3									8	0.38%	0.33%
\$ 800,000 - 899,999	1	0	4	1									6	0.13%	0.25%
\$ 900,000 - 999,999	1	0	1	2									4	0.25%	0.16%
\$ 1,000,000 - and over	0	1	3	3									7	0.38%	0.29%
Current Year	433	514	698	800									2,445		
Previous Year	440	483	669	672									2,264		
Change from last month		18.71%	35.80%	14.61%											
Change from last year	-1.59%	6.42%	4.33%	19.05%											
Current YTD	433	947	1,645	2,445											
Previous YTD	440	923	1,592	2,264	2,264	2,264	2,264	2,264	2,264	2,264	2,264	2,264			
% Change YTD	-1.59%	2.60%	3.33%	7.99%											



**Realtors® Association of Lake & Sumter
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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									0	0.00%	0.00%
1	3	8	6	6									23	0.75%	0.94%
2	123	136	177	204									640	25.50%	26.18%
3	232	274	390	426									1,322	53.25%	54.07%
4	63	78	101	134									376	16.75%	15.38%
5	7	18	19	29									73	3.63%	2.99%
6+	5	0	5	1									11	0.13%	0.45%
Total	433	514	698	800	0	0	0	0	0	0	0	0	2,445	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	49	57									188	7.13%	7.69%
2	329	403	551	631									1,914	78.88%	78.28%
3	46	64	80	91									281	11.38%	11.49%
4	11	8	16	17									52	2.13%	2.13%
5	0	4	1	4									9	0.50%	0.37%
6+	0	0	1	0									1	0.00%	0.04%
Total	433	514	698	800	0	0	0	0	0	0	0	0	2,445	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	569	656									1,975	82.00%	80.78%
Manufactured Home	40	33	53	65									191	8.13%	7.81%
Villa	29	31	47	41									148	5.13%	6.05%
Condominium	18	18	22	18									76	2.25%	3.11%
Townhouse	11	15	7	18									51	2.25%	2.09%
Farm	1	0	0	1									2	0.13%	0.08%
1/2 Duplex	0	1	0	1									2	0.13%	0.08%
Total	433	514	698	800	0	0	0	0	0	0	0	0	2,445	100.00%	100.00%



Realtors® Association of Lake & Sumter
Multiple Listing One Month Sales and Inventory Report - April 1 to April 30, 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	10	1.25%	49,140	28,720	58.00%	59	16	1.6
\$ 50,000 - 59,999	6	0.75%	55,717	55,893	100.00%	97	16	2.7
\$ 60,000 - 69,999	4	0.50%	72,100	65,750	91.00%	30	16	4.0
\$ 70,000 - 79,999	13	1.63%	77,869	74,285	95.00%	98	21	1.6
\$ 80,000 - 89,999	13	1.63%	87,129	84,504	97.00%	61	32	2.5
\$ 90,000 - 99,999	13	1.63%	98,827	93,088	94.00%	24	21	1.6
\$ 100,000 - 119,999	17	2.13%	114,600	108,282	94.00%	48	36	2.1
\$ 120,000 - 139,999	43	5.38%	134,928	130,127	96.00%	53	67	1.6
\$ 140,000 - 159,999	63	7.88%	157,630	149,121	95.00%	48	86	1.4
\$ 160,000 - 179,999	63	7.88%	175,012	171,008	98.00%	50	99	1.6
\$ 180,000 - 199,999	80	10.00%	192,157	188,935	98.00%	43	150	1.9
\$ 200,000 - 249,999	193	24.13%	230,937	225,079	97.00%	60	383	2.0
\$ 250,000 - 299,999	113	14.13%	277,927	270,688	97.00%	66	304	2.7
\$ 300,000 - 349,999	71	8.88%	331,367	323,772	98.00%	49	185	2.6
\$ 350,000 - 399,999	36	4.50%	380,024	371,052	98.00%	56	172	4.8
\$ 400,000 - 499,999	35	4.38%	453,920	436,985	96.00%	89	152	4.3
\$ 500,000 - 599,999	12	1.50%	570,508	549,042	96.00%	67	95	7.9
\$ 600,000 - 699,999	6	0.75%	659,875	649,459	98.00%	142	48	8.0
\$ 700,000 - 799,999	3	0.38%	808,592	762,333	94.00%	121	37	12.3
\$ 800,000 - 899,999	1	0.13%	850,000	850,000	100.00%	29	25	25.0
\$ 900,000 - 999,999	2	0.25%	1,092,500	957,500	88.00%	98	21	10.5
\$ 1,000,000 - and over	3	0.38%	1,631,333	1,452,000	89.00%	215	46	15.3
Totals	800	100.00%	248,568	240,551	97.00%	59	2,028	2.5

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.