



**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	4								<b>23</b>	0.60%	0.83%
\$ 50,000 - 59,999	1	1	1	2	3								<b>8</b>	0.45%	0.29%
\$ 60,000 - 69,999	2	4	4	2	3								<b>15</b>	0.45%	0.54%
\$ 70,000 - 79,999	4	3	0	2	3								<b>12</b>	0.45%	0.43%
\$ 80,000 - 89,999	4	1	4	9	3								<b>21</b>	0.45%	0.75%
\$ 90,000 - 99,999	5	3	5	6	10								<b>29</b>	1.51%	1.04%
\$ 100,000 - 119,999	15	10	16	8	12								<b>61</b>	1.81%	2.19%
\$ 120,000 - 139,999	17	33	27	31	16								<b>124</b>	2.41%	4.45%
\$ 140,000 - 159,999	26	20	40	51	42								<b>179</b>	6.33%	6.42%
\$ 160,000 - 179,999	35	34	49	53	45								<b>216</b>	6.79%	7.75%
\$ 180,000 - 199,999	39	43	54	74	69								<b>279</b>	10.41%	10.01%
\$ 200,000 - 249,999	83	104	177	183	196								<b>743</b>	29.56%	26.66%
\$ 250,000 - 299,999	50	73	99	107	106								<b>435</b>	15.99%	15.61%
\$ 300,000 - 349,999	29	41	57	69	68								<b>264</b>	10.26%	9.47%
\$ 350,000 - 399,999	26	26	28	36	29								<b>145</b>	4.37%	5.20%
\$ 400,000 - 499,999	17	28	27	35	29								<b>136</b>	4.37%	4.88%
\$ 500,000 - 599,999	1	11	7	12	6								<b>37</b>	0.90%	1.33%
\$ 600,000 - 699,999	0	5	6	6	8								<b>25</b>	1.21%	0.90%
\$ 700,000 - 799,999	1	1	3	3	5								<b>13</b>	0.75%	0.47%
\$ 800,000 - 899,999	1	0	4	1	0								<b>6</b>	0.00%	0.22%
\$ 900,000 - 999,999	1	0	1	2	2								<b>6</b>	0.30%	0.22%
\$ 1,000,000 - and over	0	1	3	2	4								<b>10</b>	0.60%	0.36%
<b>Current Year</b>	<b>363</b>	<b>447</b>	<b>616</b>	<b>698</b>	<b>663</b>								<b>2,787</b>		
Previous Year	414	445	636	634	688								2,817		
Change from last month		23.14%	37.81%	13.31%	-5.01%										
<b>Change from last year</b>	<b>-12.32%</b>	<b>0.45%</b>	<b>-3.14%</b>	<b>10.09%</b>	<b>-3.63%</b>										
<b>Current YTD</b>	<b>363</b>	<b>810</b>	<b>1,426</b>	<b>2,124</b>	<b>2,787</b>										
Previous YTD	414	859	1,495	2,129	2,817	2,817	2,817	2,817	2,817	2,817	2,817	2,817			
<b>% Change YTD</b>	<b>-12.32%</b>	<b>-5.70%</b>	<b>-4.62%</b>	<b>-0.23%</b>	<b>-1.06%</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	1	2								5	6.45%	3.16%
\$ 50,000 - 59,999	1	0	2	2	2								7	6.45%	4.43%
\$ 60,000 - 69,999	0	3	2	0	0								5	0.00%	3.16%
\$ 70,000 - 79,999	2	2	2	1	1								8	3.23%	5.06%
\$ 80,000 - 89,999	0	2	1	1	2								6	6.45%	3.80%
\$ 90,000 - 99,999	1	1	1	0	1								4	3.23%	2.53%
\$ 100,000 - 119,999	2	4	2	2	2								12	6.45%	7.59%
\$ 120,000 - 139,999	4	5	0	2	1								12	3.23%	7.59%
\$ 140,000 - 159,999	5	6	4	5	1								21	3.23%	13.29%
\$ 160,000 - 179,999	4	2	5	5	2								18	6.45%	11.39%
\$ 180,000 - 199,999	1	2	2	5	3								13	9.68%	8.23%
\$ 200,000 - 249,999	9	2	3	8	11								33	35.48%	20.89%
\$ 250,000 - 299,999	0	1	1	3	1								6	3.23%	3.80%
\$ 300,000 - 349,999	0	2	2	1	2								7	6.45%	4.43%
\$ 350,000 - 399,999	0	0	0	0	0								0	0.00%	0.00%
\$ 400,000 - 499,999	0	0	1	0	0								1	0.00%	0.63%
\$ 500,000 - 599,999	0	0	0	0	0								0	0.00%	0.00%
\$ 600,000 - 699,999	0	0	0	0	0								0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	0	0	0								0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	0	0	0								0	0.00%	0.00%
\$ 900,000 - 999,999	0	0	0	0	0								0	0.00%	0.00%
\$ 1,000,000 - and over	0	0	0	0	0								0	0.00%	0.00%
<b>Current Year</b>	<b>29</b>	<b>33</b>	<b>29</b>	<b>36</b>	<b>31</b>								<b>158</b>		
Previous Year	17	33	24	31	35								140		
Change from last month		13.79%	-12.12%	24.14%	-13.89%										
<b>Change from last year</b>	<b>70.59%</b>	<b>0.00%</b>	<b>20.83%</b>	<b>16.13%</b>	<b>-11.43%</b>										
<b>Current YTD</b>	<b>29</b>	<b>62</b>	<b>91</b>	<b>127</b>	<b>158</b>										
Previous YTD	17	50	74	105	140	140	140	140	140	140	140	140			
<b>% Change YTD</b>	<b>70.59%</b>	<b>24.00%</b>	<b>22.97%</b>	<b>20.95%</b>	<b>12.86%</b>										



**Realtors® Association of Lake & Sumter**  
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**2019**  
**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	7								<b>47</b>	0.95%	1.48%
\$ 50,000 - 59,999	3	3	6	6	6								<b>24</b>	0.82%	0.75%
\$ 60,000 - 69,999	8	7	9	4	5								<b>33</b>	0.68%	1.04%
\$ 70,000 - 79,999	11	5	5	13	7								<b>41</b>	0.95%	1.29%
\$ 80,000 - 89,999	7	6	10	13	8								<b>44</b>	1.09%	1.38%
\$ 90,000 - 99,999	11	11	13	13	15								<b>63</b>	2.05%	1.98%
\$ 100,000 - 119,999	23	19	28	17	19								<b>106</b>	2.59%	3.33%
\$ 120,000 - 139,999	24	43	36	43	27								<b>173</b>	3.68%	5.44%
\$ 140,000 - 159,999	34	32	47	63	46								<b>222</b>	6.28%	6.98%
\$ 160,000 - 179,999	39	36	58	64	50								<b>247</b>	6.82%	7.77%
\$ 180,000 - 199,999	41	46	57	80	73								<b>297</b>	9.96%	9.34%
\$ 200,000 - 249,999	95	106	181	193	209								<b>784</b>	28.51%	24.66%
\$ 250,000 - 299,999	50	74	100	113	108								<b>445</b>	14.73%	14.00%
\$ 300,000 - 349,999	29	43	59	71	70								<b>272</b>	9.55%	8.56%
\$ 350,000 - 399,999	27	26	28	36	29								<b>146</b>	3.96%	4.59%
\$ 400,000 - 499,999	17	28	28	35	29								<b>137</b>	3.96%	4.31%
\$ 500,000 - 599,999	1	11	7	12	6								<b>37</b>	0.82%	1.16%
\$ 600,000 - 699,999	0	5	6	6	8								<b>25</b>	1.09%	0.79%
\$ 700,000 - 799,999	1	1	3	3	5								<b>13</b>	0.68%	0.41%
\$ 800,000 - 899,999	1	0	4	1	0								<b>6</b>	0.00%	0.19%
\$ 900,000 - 999,999	1	0	1	2	2								<b>6</b>	0.27%	0.19%
\$ 1,000,000 - and over	0	1	3	3	4								<b>11</b>	0.55%	0.35%
<b>Current Year</b>	<b>433</b>	<b>514</b>	<b>698</b>	<b>801</b>	<b>733</b>								<b>3,179</b>		
Previous Year	440	483	669	672	744								3,008		
Change from last month		18.71%	35.80%	14.76%	-8.49%										
<b>Change from last year</b>	<b>-1.59%</b>	<b>6.42%</b>	<b>4.33%</b>	<b>19.20%</b>	<b>-1.48%</b>										
<b>Current YTD</b>	<b>433</b>	<b>947</b>	<b>1,645</b>	<b>2,446</b>	<b>3,179</b>										
Previous YTD	440	923	1,592	2,264	3,008	3,008	3,008	3,008	3,008	3,008	3,008	3,008			
<b>% Change YTD</b>	<b>-1.59%</b>	<b>2.60%</b>	<b>3.33%</b>	<b>8.04%</b>	<b>5.68%</b>										



**Realtors® Association of Lake & Sumter**  
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**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	0	0								<b>0</b>	0.00%	0.00%
1	3	8	6	6	5								<b>28</b>	0.68%	0.88%
2	123	136	177	205	179								<b>820</b>	24.42%	25.79%
3	232	274	390	426	411								<b>1,733</b>	56.07%	54.51%
4	63	78	101	134	123								<b>499</b>	16.78%	15.70%
5	7	18	19	29	14								<b>87</b>	1.91%	2.74%
6+	5	0	5	1	1								<b>12</b>	0.14%	0.38%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>698</b>	<b>801</b>	<b>733</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,179</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	57	54								<b>242</b>	7.37%	7.61%
2	329	403	551	632	587								<b>2,502</b>	80.08%	78.70%
3	46	64	80	91	78								<b>359</b>	10.64%	11.29%
4	11	8	16	17	13								<b>65</b>	1.77%	2.04%
5	0	4	1	4	1								<b>10</b>	0.14%	0.31%
6+	0	0	1	0	0								<b>1</b>	0.00%	0.03%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>698</b>	<b>801</b>	<b>733</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,179</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
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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	569	657	626								<b>2,602</b>	85.40%	81.85%
Manufactured Home	40	33	53	65	38								<b>229</b>	5.18%	7.20%
Villa	29	31	47	41	37								<b>185</b>	5.05%	5.82%
Condominium	18	18	22	18	17								<b>93</b>	2.32%	2.93%
Townhouse	11	15	7	18	14								<b>65</b>	1.91%	2.04%
1/2 Duplex	0	1	0	1	1								<b>3</b>	0.14%	0.09%
Farm	1	0	0	1	0								<b>2</b>	0.00%	0.06%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>698</b>	<b>801</b>	<b>733</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,179</b>	<b>100.00%</b>	<b>100.00%</b>



## Realtors® Association of Lake & Sumter

### Multiple Listing One Month Sales and Inventory Report - May 1 to May 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	7	0.95%	64,386	28,143	44.00%	57	13	1.9
\$ 50,000 - 59,999	6	0.82%	63,783	53,067	83.00%	65	16	2.7
\$ 60,000 - 69,999	5	0.68%	66,880	63,700	95.00%	63	15	3.0
\$ 70,000 - 79,999	7	0.95%	79,657	75,814	95.00%	74	22	3.1
\$ 80,000 - 89,999	8	1.09%	87,075	83,188	96.00%	61	25	3.1
\$ 90,000 - 99,999	15	2.05%	104,997	95,314	91.00%	59	20	1.3
\$ 100,000 - 119,999	19	2.59%	117,078	108,719	93.00%	64	42	2.2
\$ 120,000 - 139,999	27	3.68%	133,644	129,598	97.00%	33	71	2.6
\$ 140,000 - 159,999	46	6.28%	159,023	150,431	95.00%	54	81	1.8
\$ 160,000 - 179,999	50	6.82%	173,782	171,038	98.00%	45	108	2.2
\$ 180,000 - 199,999	73	9.96%	194,586	189,288	97.00%	61	147	2.0
\$ 200,000 - 249,999	209	28.51%	230,057	224,289	97.00%	49	366	1.8
\$ 250,000 - 299,999	108	14.73%	278,787	270,897	97.00%	52	312	2.9
\$ 300,000 - 349,999	70	9.55%	333,728	322,770	97.00%	58	193	2.8
\$ 350,000 - 399,999	29	3.96%	376,503	367,928	98.00%	75	167	5.8
\$ 400,000 - 499,999	29	3.96%	459,370	448,480	98.00%	106	142	4.9
\$ 500,000 - 599,999	6	0.82%	548,800	532,224	97.00%	114	98	16.3
\$ 600,000 - 699,999	8	1.09%	662,988	645,800	97.00%	160	51	6.4
\$ 700,000 - 799,999	5	0.68%	756,320	734,300	97.00%	169	39	7.8
\$ 800,000 - 899,999	0	0.00%	0	0	0.00%		18	
\$ 900,000 - 999,999	2	0.27%	997,000	950,000	95.00%	10	22	11.0
\$ 1,000,000 - and over	4	0.55%	1,490,750	1,356,250	91.00%	189	46	11.5
<b>Totals</b>	<b>733</b>	<b>100.00%</b>	<b>253,978</b>	<b>245,667</b>	<b>97.00%</b>	<b>59</b>	<b>2,014</b>	<b>2.8</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.