



**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	5							28	0.77%	0.81%
\$ 50,000 - 59,999	1	1	1	2	3	0							8	0.00%	0.23%
\$ 60,000 - 69,999	2	4	4	2	3	4							19	0.61%	0.55%
\$ 70,000 - 79,999	4	3	0	2	3	2							14	0.31%	0.41%
\$ 80,000 - 89,999	4	1	5	9	3	5							27	0.77%	0.78%
\$ 90,000 - 99,999	5	3	4	6	10	6							34	0.92%	0.99%
\$ 100,000 - 119,999	15	10	16	8	12	7							68	1.08%	1.98%
\$ 120,000 - 139,999	17	33	27	31	16	18							142	2.76%	4.13%
\$ 140,000 - 159,999	26	20	40	51	42	34							213	5.22%	6.19%
\$ 160,000 - 179,999	35	34	49	53	45	57							273	8.76%	7.94%
\$ 180,000 - 199,999	39	43	54	74	69	57							336	8.76%	9.77%
\$ 200,000 - 249,999	83	104	177	184	196	179							923	27.50%	26.83%
\$ 250,000 - 299,999	50	73	99	107	106	108							543	16.59%	15.78%
\$ 300,000 - 349,999	29	41	57	68	69	56							320	8.60%	9.30%
\$ 350,000 - 399,999	26	26	28	36	30	44							190	6.76%	5.52%
\$ 400,000 - 499,999	17	28	27	35	29	40							176	6.14%	5.12%
\$ 500,000 - 599,999	1	11	7	12	6	10							47	1.54%	1.37%
\$ 600,000 - 699,999	0	5	6	6	8	4							29	0.61%	0.84%
\$ 700,000 - 799,999	1	1	3	3	5	6							19	0.92%	0.55%
\$ 800,000 - 899,999	1	0	4	1	0	4							10	0.61%	0.29%
\$ 900,000 - 999,999	1	0	1	2	2	0							6	0.00%	0.17%
\$ 1,000,000 - and over	0	1	3	2	4	5							15	0.77%	0.44%
<b>Current Year</b>	<b>363</b>	<b>447</b>	<b>616</b>	<b>698</b>	<b>665</b>	<b>651</b>							<b>3,440</b>		
Previous Year	414	445	636	634	688	633							3,450		
Change from last month		23.14%	37.81%	13.31%	-4.73%	-2.11%									
<b>Change from last year</b>	<b>-12.32%</b>	<b>0.45%</b>	<b>-3.14%</b>	<b>10.09%</b>	<b>-3.34%</b>	<b>2.84%</b>									
<b>Current YTD</b>	<b>363</b>	<b>810</b>	<b>1,426</b>	<b>2,124</b>	<b>2,789</b>	<b>3,440</b>									
Previous YTD	414	859	1,495	2,129	2,817	3,450	3,450	3,450	3,450	3,450	3,450	3,450			
<b>% Change YTD</b>	<b>-12.32%</b>	<b>-5.70%</b>	<b>-4.62%</b>	<b>-0.23%</b>	<b>-0.99%</b>	<b>-0.29%</b>									



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

**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	1							6	2.17%	2.94%
\$ 50,000 - 59,999	1	0	2	2	2	0							7	0.00%	3.43%
\$ 60,000 - 69,999	0	3	2	0	0	2							7	4.35%	3.43%
\$ 70,000 - 79,999	2	2	2	1	1	0							8	0.00%	3.92%
\$ 80,000 - 89,999	0	2	1	1	2	1							7	2.17%	3.43%
\$ 90,000 - 99,999	1	1	1	0	1	0							4	0.00%	1.96%
\$ 100,000 - 119,999	2	4	2	2	2	6							18	13.04%	8.82%
\$ 120,000 - 139,999	4	5	0	2	1	3							15	6.52%	7.35%
\$ 140,000 - 159,999	5	6	4	5	1	4							25	8.70%	12.25%
\$ 160,000 - 179,999	4	2	5	5	2	8							26	17.39%	12.75%
\$ 180,000 - 199,999	1	2	2	5	3	1							14	2.17%	6.86%
\$ 200,000 - 249,999	9	2	3	8	11	13							46	28.26%	22.55%
\$ 250,000 - 299,999	0	1	1	3	1	5							11	10.87%	5.39%
\$ 300,000 - 349,999	0	2	2	1	2	1							8	2.17%	3.92%
\$ 350,000 - 399,999	0	0	0	0	0	1							1	2.17%	0.49%
\$ 400,000 - 499,999	0	0	1	0	0	0							1	0.00%	0.49%
\$ 500,000 - 599,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 600,000 - 699,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 900,000 - 999,999	0	0	0	0	0	0							0	0.00%	0.00%
\$ 1,000,000 - and over	0	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>46</b>							<b>204</b>		
Previous Year	17	33	24	31	35	32							172		
Change from last month		13.79%	-12.12%	24.14%	-13.89%	48.39%									
<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>43.75%</b>									
<b>Current YTD</b>	29	62	91	127	158	204									
Previous YTD	17	50	74	105	140	172	172	172	172	172	172	172			
<b>% Change YTD</b>	<b>70.59%</b>	<b>24.00%</b>	<b>22.97%</b>	<b>20.95%</b>	<b>12.86%</b>	<b>18.60%</b>									



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**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	9							<b>56</b>	1.20%	1.42%
\$ 50,000 - 59,999	3	3	6	6	6	1							<b>25</b>	0.13%	0.64%
\$ 60,000 - 69,999	8	7	9	4	5	12							<b>45</b>	1.60%	1.14%
\$ 70,000 - 79,999	11	5	5	13	8	5							<b>47</b>	0.67%	1.20%
\$ 80,000 - 89,999	7	6	11	13	8	11							<b>56</b>	1.47%	1.42%
\$ 90,000 - 99,999	11	11	12	13	15	9							<b>71</b>	1.20%	1.81%
\$ 100,000 - 119,999	23	19	28	17	19	20							<b>126</b>	2.67%	3.21%
\$ 120,000 - 139,999	24	43	36	43	27	27							<b>200</b>	3.60%	5.09%
\$ 140,000 - 159,999	34	32	47	63	46	45							<b>267</b>	6.01%	6.79%
\$ 160,000 - 179,999	39	36	58	64	50	70							<b>317</b>	9.35%	8.06%
\$ 180,000 - 199,999	41	46	57	80	73	60							<b>357</b>	8.01%	9.08%
\$ 200,000 - 249,999	95	106	181	194	209	194							<b>979</b>	25.90%	24.90%
\$ 250,000 - 299,999	50	74	100	113	108	114							<b>559</b>	15.22%	14.22%
\$ 300,000 - 349,999	29	43	59	70	71	58							<b>330</b>	7.74%	8.39%
\$ 350,000 - 399,999	27	26	28	36	30	45							<b>192</b>	6.01%	4.88%
\$ 400,000 - 499,999	17	28	28	35	29	40							<b>177</b>	5.34%	4.50%
\$ 500,000 - 599,999	1	11	7	12	6	10							<b>47</b>	1.34%	1.20%
\$ 600,000 - 699,999	0	5	6	6	8	4							<b>29</b>	0.53%	0.74%
\$ 700,000 - 799,999	1	1	3	3	5	6							<b>19</b>	0.80%	0.48%
\$ 800,000 - 899,999	1	0	4	1	0	4							<b>10</b>	0.53%	0.25%
\$ 900,000 - 999,999	1	0	1	2	2	0							<b>6</b>	0.00%	0.15%
\$ 1,000,000 - and over	0	1	3	3	4	5							<b>16</b>	0.67%	0.41%
<b>Current Year</b>	<b>433</b>	<b>514</b>	<b>698</b>	<b>801</b>	<b>736</b>	<b>749</b>							<b>3,931</b>		
Previous Year	440	483	669	672	744	684							3,692		
Change from last month		18.71%	35.80%	14.76%	-8.11%	1.77%									
<b>Change from last year</b>	<b>-1.59%</b>	<b>6.42%</b>	<b>4.33%</b>	<b>19.20%</b>	<b>-1.08%</b>	<b>9.50%</b>									
<b>Current YTD</b>	<b>433</b>	<b>947</b>	<b>1,645</b>	<b>2,446</b>	<b>3,182</b>	<b>3,931</b>									
Previous YTD	440	923	1,592	2,264	3,008	3,692	3,692	3,692	3,692	3,692	3,692	3,692			
<b>% Change YTD</b>	<b>-1.59%</b>	<b>2.60%</b>	<b>3.33%</b>	<b>8.04%</b>	<b>5.78%</b>	<b>6.47%</b>									



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**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	0	0	0							<b>0</b>	0.00%	0.00%
1	3	8	6	6	5	6							<b>34</b>	0.80%	0.86%
2	123	136	177	205	181	176							<b>998</b>	23.50%	25.39%
3	232	274	390	426	412	409							<b>2,143</b>	54.61%	54.52%
4	63	78	101	134	123	129							<b>628</b>	17.22%	15.98%
5	7	18	19	29	14	24							<b>111</b>	3.20%	2.82%
6+	5	0	5	1	1	5							<b>17</b>	0.67%	0.43%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>698</b>	<b>801</b>	<b>736</b>	<b>749</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,931</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	45							<b>287</b>	6.01%	7.30%
2	329	403	551	632	590	586							<b>3,091</b>	78.24%	78.63%
3	46	64	80	91	78	95							<b>454</b>	12.68%	11.55%
4	11	8	16	17	13	23							<b>88</b>	3.07%	2.24%
5	0	4	1	4	1	0							<b>10</b>	0.00%	0.25%
6+	0	0	1	0	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>736</b>	<b>749</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,931</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
**Monthly Sales Trend Indicator**  
**2019**  
**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	657	628	611							<b>3,215</b>	81.58%	81.79%
Manufactured Home	40	33	53	65	39	51							<b>281</b>	6.81%	7.15%
Villa	29	31	47	41	37	40							<b>225</b>	5.34%	5.72%
Condominium	18	18	22	18	17	20							<b>113</b>	2.67%	2.87%
Townhouse	11	15	7	18	14	26							<b>91</b>	3.47%	2.31%
1/2 Duplex	0	1	0	1	1	1							<b>4</b>	0.13%	0.10%
Farm	1	0	0	1	0	0							<b>2</b>	0.00%	0.05%
<b>Total</b>	<b>433</b>	<b>514</b>	<b>698</b>	<b>801</b>	<b>736</b>	<b>749</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,931</b>	<b>100.00%</b>	<b>100.00%</b>



**Realtors® Association of Lake & Sumter**  
**Multiple Listing One Month Sales and Inventory Report - June 1 to June 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	9	1.20%	77,455	25,561	33.00%	73	13	1.4
\$ 50,000 - 59,999	1	0.13%	29,000	58,000	200.00%	7	17	17.0
\$ 60,000 - 69,999	12	1.60%	73,983	65,329	88.00%	69	16	1.3
\$ 70,000 - 79,999	5	0.67%	77,380	74,080	96.00%	34	11	2.2
\$ 80,000 - 89,999	11	1.47%	90,282	83,064	92.00%	88	23	2.1
\$ 90,000 - 99,999	9	1.20%	99,894	94,167	94.00%	82	19	2.1
\$ 100,000 - 119,999	20	2.67%	119,820	110,161	92.00%	46	44	2.2
\$ 120,000 - 139,999	27	3.60%	134,233	131,507	98.00%	53	58	2.2
\$ 140,000 - 159,999	45	6.01%	154,026	149,897	97.00%	56	88	2.0
\$ 160,000 - 179,999	70	9.35%	175,874	169,519	96.00%	58	105	1.5
\$ 180,000 - 199,999	60	8.01%	192,110	188,066	98.00%	58	146	2.4
\$ 200,000 - 249,999	194	25.90%	229,778	224,235	98.00%	65	358	1.9
\$ 250,000 - 299,999	114	15.22%	276,845	270,609	98.00%	72	278	2.4
\$ 300,000 - 349,999	58	7.74%	329,590	324,195	98.00%	43	176	3.0
\$ 350,000 - 399,999	45	6.01%	380,151	370,224	97.00%	68	151	3.4
\$ 400,000 - 499,999	40	5.34%	447,170	434,088	97.00%	50	157	3.9
\$ 500,000 - 599,999	10	1.34%	576,290	566,600	98.00%	56	97	9.7
\$ 600,000 - 699,999	4	0.53%	660,250	639,750	97.00%	21	56	14.0
\$ 700,000 - 799,999	6	0.80%	763,633	747,467	98.00%	164	37	6.2
\$ 800,000 - 899,999	4	0.53%	890,725	825,000	93.00%	186	20	5.0
\$ 900,000 - 999,999	0	0.00%	0	0	0.00%		25	
\$ 1,000,000 - and over	5	0.67%	1,357,000	1,299,500	96.00%	67	48	9.6
<b>Totals</b>	<b>749</b>	<b>100.00%</b>	<b>259,363</b>	<b>251,720</b>	<b>97.00%</b>	<b>63</b>	<b>1,943</b>	<b>2.6</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.**