



**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	6						34	0.87%	0.82%
\$ 50,000 - 59,999	1	1	1	2	3	0	0						8	0.00%	0.19%
\$ 60,000 - 69,999	2	4	4	2	3	4	3						22	0.44%	0.53%
\$ 70,000 - 79,999	4	3	0	2	3	2	3						17	0.44%	0.41%
\$ 80,000 - 89,999	4	1	5	9	3	5	7						34	1.02%	0.82%
\$ 90,000 - 99,999	5	3	4	6	10	6	1						35	0.15%	0.85%
\$ 100,000 - 119,999	15	10	16	8	12	7	10						78	1.45%	1.89%
\$ 120,000 - 139,999	17	33	27	31	16	18	32						174	4.65%	4.22%
\$ 140,000 - 159,999	26	20	40	51	42	34	42						255	6.10%	6.18%
\$ 160,000 - 179,999	35	34	49	54	45	57	60						334	8.72%	8.09%
\$ 180,000 - 199,999	39	43	54	73	69	57	66						401	9.59%	9.72%
\$ 200,000 - 249,999	83	104	177	184	196	178	186						1,108	27.03%	26.85%
\$ 250,000 - 299,999	50	73	99	107	106	108	129						672	18.75%	16.28%
\$ 300,000 - 349,999	29	41	57	68	69	56	50						370	7.27%	8.97%
\$ 350,000 - 399,999	26	26	28	36	30	44	39						229	5.67%	5.55%
\$ 400,000 - 499,999	17	28	27	35	29	40	29						205	4.22%	4.97%
\$ 500,000 - 599,999	1	11	7	12	6	10	12						59	1.74%	1.43%
\$ 600,000 - 699,999	0	5	6	6	8	4	7						36	1.02%	0.87%
\$ 700,000 - 799,999	1	1	3	3	5	6	3						22	0.44%	0.53%
\$ 800,000 - 899,999	1	0	4	1	0	4	0						10	0.00%	0.24%
\$ 900,000 - 999,999	1	0	1	2	2	0	0						6	0.00%	0.15%
\$ 1,000,000 - and over	0	1	3	2	4	5	3						18	0.44%	0.44%
Current Year	363	447	616	698	665	650	688						4,127		
Previous Year	414	445	636	634	688	633	578						4,028		
Change from last month		23.14%	37.81%	13.31%	-4.73%	-2.26%	5.85%								
Change from last year	-12.32%	0.45%	-3.14%	10.09%	-3.34%	2.69%	19.03%								
Current YTD	363	810	1,426	2,124	2,789	3,439	4,127								
Previous YTD	414	859	1,495	2,129	2,817	3,450	4,028	4,028	4,028	4,028	4,028	4,028			
% Change YTD	-12.32%	-5.70%	-4.62%	-0.23%	-0.99%	-0.32%	2.46%								



**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	1						7	2.63%	2.89%
\$ 50,000 - 59,999	1	0	2	2	2	0	1						8	2.63%	3.31%
\$ 60,000 - 69,999	0	3	2	0	0	2	2						9	5.26%	3.72%
\$ 70,000 - 79,999	2	2	2	1	1	0	1						9	2.63%	3.72%
\$ 80,000 - 89,999	0	2	1	1	2	1	2						9	5.26%	3.72%
\$ 90,000 - 99,999	1	1	1	0	1	0	1						5	2.63%	2.07%
\$ 100,000 - 119,999	2	4	2	2	2	6	4						22	10.53%	9.09%
\$ 120,000 - 139,999	4	5	0	2	1	3	3						18	7.89%	7.44%
\$ 140,000 - 159,999	5	6	4	5	1	4	5						30	13.16%	12.40%
\$ 160,000 - 179,999	4	2	5	5	2	8	4						30	10.53%	12.40%
\$ 180,000 - 199,999	1	2	2	5	3	1	4						18	10.53%	7.44%
\$ 200,000 - 249,999	9	2	3	8	11	13	9						55	23.68%	22.73%
\$ 250,000 - 299,999	0	1	1	3	1	5	0						11	0.00%	4.55%
\$ 300,000 - 349,999	0	2	2	1	2	1	1						9	2.63%	3.72%
\$ 350,000 - 399,999	0	0	0	0	0	1	0						1	0.00%	0.41%
\$ 400,000 - 499,999	0	0	1	0	0	0	0						1	0.00%	0.41%
\$ 500,000 - 599,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 600,000 - 699,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 700,000 - 799,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 900,000 - 999,999	0	0	0	0	0	0	0						0	0.00%	0.00%
\$ 1,000,000 - and over	0	0	0	0	0	0	0						0	0.00%	0.00%
Current Year	29	33	29	36	31	46	38						242		
Previous Year	17	33	24	31	35	32	28						200		
Change from last month		13.79%	-12.12%	24.14%	-13.89%	48.39%	-17.39%								
Change from last year	70.59%	0.00%	20.83%	16.13%	-11.43%	43.75%	35.71%								
Current YTD	29	62	91	127	158	204	242								
Previous YTD	17	50	74	105	140	172	200	200	200	200	200	200			
% Change YTD	70.59%	24.00%	22.97%	20.95%	12.86%	18.60%	21.00%								



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	14						70	1.83%	1.49%
\$ 50,000 - 59,999	3	3	6	6	6	1	3						28	0.39%	0.60%
\$ 60,000 - 69,999	8	7	9	4	5	12	8						53	1.04%	1.13%
\$ 70,000 - 79,999	11	5	5	13	8	5	6						53	0.78%	1.13%
\$ 80,000 - 89,999	7	6	11	13	8	11	12						68	1.56%	1.45%
\$ 90,000 - 99,999	11	11	12	13	15	9	5						76	0.65%	1.62%
\$ 100,000 - 119,999	23	19	28	17	19	20	21						147	2.74%	3.13%
\$ 120,000 - 139,999	24	43	36	43	27	27	41						241	5.35%	5.13%
\$ 140,000 - 159,999	34	32	47	63	46	45	49						316	6.39%	6.73%
\$ 160,000 - 179,999	39	36	58	65	50	70	67						385	8.74%	8.20%
\$ 180,000 - 199,999	41	46	57	79	73	60	70						426	9.13%	9.07%
\$ 200,000 - 249,999	95	106	181	194	209	193	196						1,174	25.55%	24.99%
\$ 250,000 - 299,999	50	74	100	113	108	114	130						689	16.95%	14.67%
\$ 300,000 - 349,999	29	43	59	70	71	58	52						382	6.78%	8.13%
\$ 350,000 - 399,999	27	26	28	36	30	45	39						231	5.08%	4.92%
\$ 400,000 - 499,999	17	28	28	35	29	40	29						206	3.78%	4.39%
\$ 500,000 - 599,999	1	11	7	12	6	10	12						59	1.56%	1.26%
\$ 600,000 - 699,999	0	5	6	6	8	4	7						36	0.91%	0.77%
\$ 700,000 - 799,999	1	1	3	3	5	6	3						22	0.39%	0.47%
\$ 800,000 - 899,999	1	0	4	1	0	4	0						10	0.00%	0.21%
\$ 900,000 - 999,999	1	0	1	2	2	0	0						6	0.00%	0.13%
\$ 1,000,000 - and over	0	1	3	3	4	5	3						19	0.39%	0.40%
Current Year	433	514	698	801	736	748	767						4,697		
Previous Year	440	483	669	672	744	684	636						4,328		
Change from last month		18.71%	35.80%	14.76%	-8.11%	1.63%	2.54%								
Change from last year	-1.59%	6.42%	4.33%	19.20%	-1.08%	9.36%	20.60%								
Current YTD	433	947	1,645	2,446	3,182	3,930	4,697								
Previous YTD	440	923	1,592	2,264	3,008	3,692	4,328	4,328	4,328	4,328	4,328	4,328			
% Change YTD	-1.59%	2.60%	3.33%	8.04%	5.78%	6.45%	8.53%								



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	0	0	0						0	0.00%	0.00%
1	3	8	6	6	5	6	8						42	1.04%	0.89%
2	123	136	177	205	181	176	200						1,198	26.08%	25.51%
3	232	274	390	426	412	408	404						2,546	52.67%	54.20%
4	63	78	101	134	123	129	130						758	16.95%	16.14%
5	7	18	19	29	14	24	22						133	2.87%	2.83%
6+	5	0	5	1	1	5	3						20	0.39%	0.43%
Total	433	514	698	801	736	748	767	0	0	0	0	0	4,697	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	54	45	53						340	6.91%	7.24%
2	329	403	551	632	590	585	615						3,705	80.18%	78.88%
3	46	64	80	91	78	95	78						532	10.17%	11.33%
4	11	8	16	17	13	23	20						108	2.61%	2.30%
5	0	4	1	4	1	0	0						10	0.00%	0.21%
6+	0	0	1	0	0	0	1						2	0.13%	0.04%
Total	433	514	698	801	736	748	767	0	0	0	0	0	4,697	100.00%	100.00%



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	610	646						3,860	84.22%	82.18%
Manufactured Home	40	33	53	65	39	51	39						320	5.08%	6.81%
Villa	29	31	47	41	37	40	42						267	5.48%	5.68%
Condominium	18	18	22	18	17	20	22						135	2.87%	2.87%
Townhouse	11	15	7	18	14	26	16						107	2.09%	2.28%
1/2 Duplex	0	1	0	1	1	1	1						5	0.13%	0.11%
Farm	1	0	0	1	0	0	1						3	0.13%	0.06%
Total	433	514	698	801	736	748	767	0	0	0	0	0	4,697	100.00%	100.00%



Realtors® Association of Lake & Sumter
Multiple Listing One Month Sales and Inventory Report - July 1 to July 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	14	1.83%	79,236	28,571	36.00%	64	12	0.9
\$ 50,000 - 59,999	3	0.39%	58,933	51,667	88.00%	33	18	6.0
\$ 60,000 - 69,999	8	1.04%	69,400	65,625	95.00%	81	16	2.0
\$ 70,000 - 79,999	6	0.78%	81,133	73,250	90.00%	105	9	1.5
\$ 80,000 - 89,999	12	1.56%	88,878	83,578	94.00%	76	15	1.3
\$ 90,000 - 99,999	5	0.65%	96,980	93,600	97.00%	72	24	4.8
\$ 100,000 - 119,999	21	2.74%	115,648	111,047	96.00%	63	40	1.9
\$ 120,000 - 139,999	41	5.35%	134,466	130,256	97.00%	55	70	1.7
\$ 140,000 - 159,999	49	6.39%	154,084	150,248	98.00%	48	67	1.4
\$ 160,000 - 179,999	67	8.74%	174,520	170,610	98.00%	61	104	1.6
\$ 180,000 - 199,999	70	9.13%	193,041	188,289	98.00%	60	108	1.5
\$ 200,000 - 249,999	196	25.55%	228,653	223,938	98.00%	51	348	1.8
\$ 250,000 - 299,999	130	16.95%	276,619	269,016	97.00%	54	276	2.1
\$ 300,000 - 349,999	52	6.78%	333,500	324,523	97.00%	37	170	3.3
\$ 350,000 - 399,999	39	5.08%	378,577	369,749	98.00%	61	141	3.6
\$ 400,000 - 499,999	29	3.78%	459,639	442,808	96.00%	74	155	5.3
\$ 500,000 - 599,999	12	1.56%	546,863	533,158	97.00%	91	107	8.9
\$ 600,000 - 699,999	7	0.91%	646,536	632,107	98.00%	104	51	7.3
\$ 700,000 - 799,999	3	0.39%	778,267	738,833	95.00%	393	42	14.0
\$ 800,000 - 899,999	0	0.00%	0	0	0.00%		19	
\$ 900,000 - 999,999	0	0.00%	0	0	0.00%		21	
\$ 1,000,000 - and over	3	0.39%	1,223,333	1,185,000	97.00%	59	45	15.0
Totals	767	100.00%	244,958	237,589	97.00%	58	1,858	2.4

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.