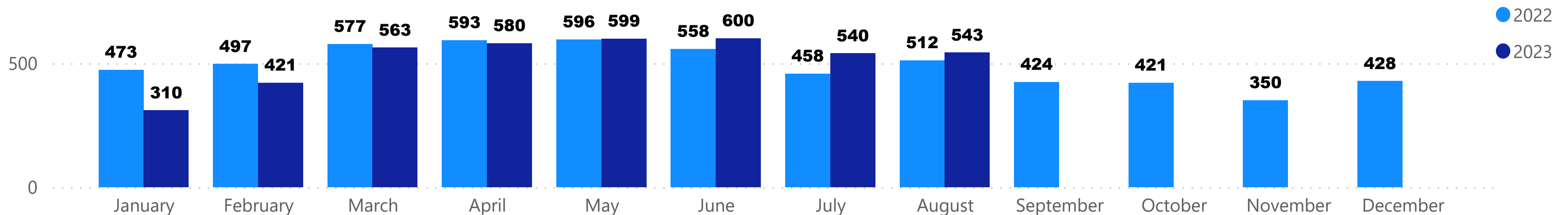


# REALTORS® Association of Lake & Sumter Counties

## Monthly Sales Trend Indicator 2023

### Sales by Price Range - Single Family Homes & Villas

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999													
\$ 50,000 - 59,999					1	1	1						3
\$ 60,000 - 69,999				1	1								2
\$ 70,000 - 79,999	1			1			1						3
\$ 80,000 - 89,999		1		2	1	1							5
\$ 90,000 - 99,999		1		1		1							3
\$ 100,000 - 119,999		2	2	2	2	2	3	1					14
\$ 120,000 - 139,999	2	1	1	2	2		1	1					10
\$ 140,000 - 159,999	2	5	3	2	5	5	3	5					30
\$ 160,000 - 179,999	6	9	4	9	4	6		4					42
\$ 180,000 - 199,999	7	3	9	8	5	3	6	2					43
\$ 200,000 - 249,999	24	51	37	48	54	50	43	41					348
\$ 250,000 - 299,999	53	61	80	84	82	86	73	81					600
\$ 300,000 - 349,999	53	72	101	113	102	93	95	104					733
\$ 350,000 - 399,999	43	74	90	89	101	82	89	77					645
\$ 400,000 - 499,999	61	70	125	95	113	128	106	99					797
\$ 500,000 - 599,999	16	36	50	49	71	73	51	54					400
\$ 600,000 - 699,999	20	15	26	30	24	21	33	32					201
\$ 700,000 - 799,999	7	7	11	14	11	21	16	19					106
\$ 800,000 - 899,999	5	1	8	14	8	9	6	7					58
\$ 900,000 - 999,999	3	4	7	8	6	10	2	5					45
\$ 1,000,000 - and over	7	8	9	8	6	8	11	11					68
<b>Total</b>	<b>310</b>	<b>421</b>	<b>563</b>	<b>580</b>	<b>599</b>	<b>600</b>	<b>540</b>	<b>543</b>					<b>4156</b>



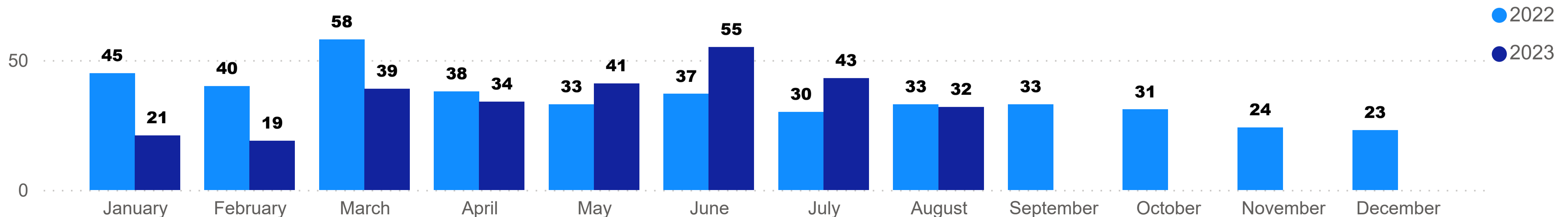


# REALTORS® Association of Lake & Sumter Counties

## Monthly Sales Trend Indicator 2023

### Sales by Price Range - Condominiums, Townhouses and Co-Ops

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999													
\$ 50,000 - 59,999													
\$ 60,000 - 69,999													
\$ 70,000 - 79,999													
\$ 80,000 - 89,999						1	1						2
\$ 90,000 - 99,999	1	1		1	1	1							5
\$ 100,000 - 119,999	2		1	1		2		3					9
\$ 120,000 - 139,999		2	1	3	1	3							10
\$ 140,000 - 159,999	1		1	3	1		2						8
\$ 160,000 - 179,999	1		1		3	2	2	1					10
\$ 180,000 - 199,999		2	2	3	4	2	4	5					22
\$ 200,000 - 249,999	6	6	8	6	8	8	7	6					55
\$ 250,000 - 299,999	1	3	10	2	4	5	7	2					34
\$ 300,000 - 349,999	4		6	5	5	14	10	4					48
\$ 350,000 - 399,999	2	1	5	2	2	9	3	2					26
\$ 400,000 - 499,999	3	4	3	7	9	4	5	8					43
\$ 500,000 - 599,999			1	1	3	2		1					8
\$ 600,000 - 699,999							2						2
\$ 700,000 - 799,999						1							1
\$ 800,000 - 899,999													
\$ 900,000 - 999,999													
\$ 1,000,000 - and over						1							1
<b>Total</b>	<b>21</b>	<b>19</b>	<b>39</b>	<b>34</b>	<b>41</b>	<b>55</b>	<b>43</b>	<b>32</b>					<b>284</b>



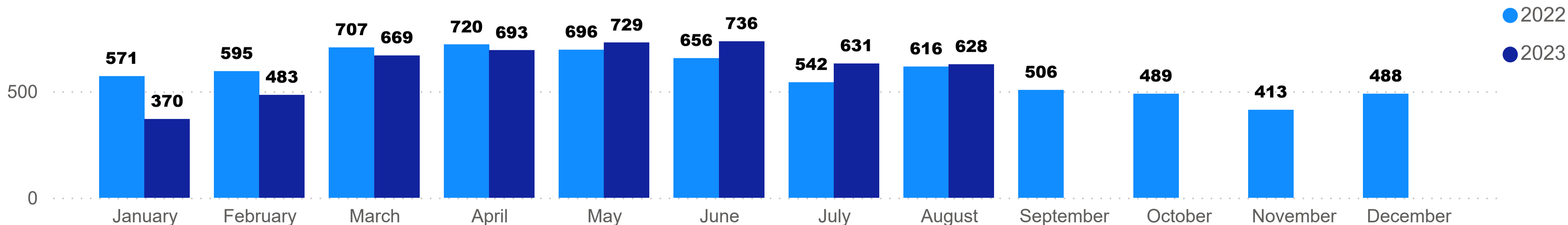


# REALTORS® Association of Lake & Sumter Counties

## Monthly Sales Trend Indicator 2023

### Sales by Price Range - Overall

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999		2			1	2		1					6
\$ 50,000 - 59,999			1	2	1	2	1	1					8
\$ 60,000 - 69,999		1	4	3	2	2	1	1					14
\$ 70,000 - 79,999	2	1	2	3	1	3	2						14
\$ 80,000 - 89,999	1	1	3	3	3	3	2	1					17
\$ 90,000 - 99,999	2	3	2	5	4	3	2						21
\$ 100,000 - 119,999	4	9	9	10	12	7	6	9					66
\$ 120,000 - 139,999	6	7	6	13	15	10	5	4					66
\$ 140,000 - 159,999	7	12	14	12	16	11	10	12					94
\$ 160,000 - 179,999	11	13	9	20	17	22	5	9					106
\$ 180,000 - 199,999	12	10	12	26	13	8	15	10					106
\$ 200,000 - 249,999	39	62	58	66	78	76	60	59					498
\$ 250,000 - 299,999	60	69	94	90	94	101	84	91					683
\$ 300,000 - 349,999	58	73	109	120	108	111	110	111					800
\$ 350,000 - 399,999	45	75	96	93	106	92	92	80					679
\$ 400,000 - 499,999	64	74	132	102	124	132	111	107					846
\$ 500,000 - 599,999	17	36	54	51	79	77	54	58					426
\$ 600,000 - 699,999	20	15	27	30	24	22	36	32					206
\$ 700,000 - 799,999	7	7	11	14	11	22	16	19					107
\$ 800,000 - 899,999	5	1	8	14	8	9	6	7					58
\$ 900,000 - 999,999	3	4	7	8	6	11	2	5					46
\$ 1,000,000 - and over	7	8	11	8	6	10	11	11					72
<b>Total</b>	<b>370</b>	<b>483</b>	<b>669</b>	<b>693</b>	<b>729</b>	<b>736</b>	<b>631</b>	<b>628</b>					<b>4939</b>



## REALTORS® Association of Lake & Sumter Counties Monthly Sales Trend Indicator 2023

### Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	5	3	7	8	11	10	7	2					53
2	100	117	152	154	188	185	156	150					1202
3	187	236	323	344	357	334	322	316					2419
4	63	107	160	156	142	174	114	120					1036
5	12	18	24	29	26	29	23	37					198
6+	3	2	3	2	5	4	9	3					31
<b>Total</b>	<b>370</b>	<b>483</b>	<b>669</b>	<b>693</b>	<b>729</b>	<b>736</b>	<b>631</b>	<b>628</b>					<b>4939</b>

### Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	16	26	29	31	34	37	24	22					219
2	273	338	472	489	511	491	443	421					3438
3	61	92	132	136	138	155	122	137					973
4	17	21	22	28	39	42	31	36					236
5	3	4	7	7	5	6	10	10					52
6+		2	7	2	2	5	1	2					21
<b>Total</b>	<b>370</b>	<b>483</b>	<b>669</b>	<b>693</b>	<b>729</b>	<b>736</b>	<b>631</b>	<b>628</b>					<b>4939</b>

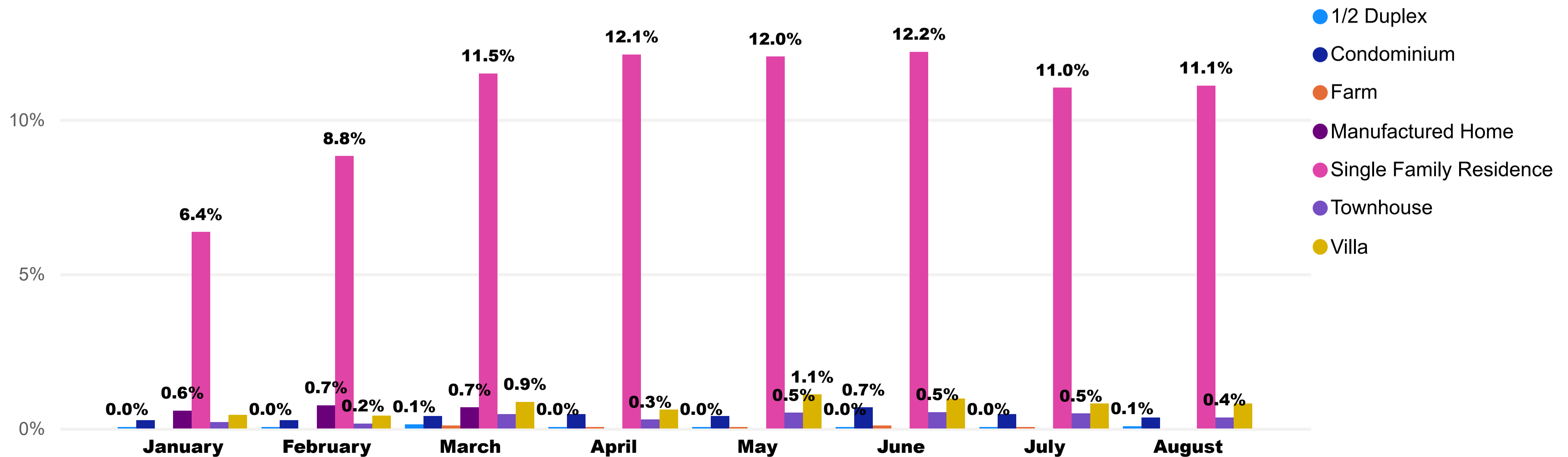
# REALTORS® Association of Lake & Sumter Counties

## Monthly Sales Trend Indicator 2023

### Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex	1	1	6	2	2	2	2	3					19
Condominium	12	12	18	21	18	31	21	16					149
Farm			4	1	1	4	1						11
Manufactured Home	26	34	31										91
Single Family Residence	290	402	524	552	549	556	503	506					3882
Townhouse	9	7	21	13	23	24	22	16					135
Villa	20	19	39	28	50	44	37	37					274
<b>Total</b>	<b>358</b>	<b>475</b>	<b>643</b>	<b>617</b>	<b>643</b>	<b>661</b>	<b>586</b>	<b>578</b>					<b>4561</b>

### YTD % of Sales by Property Type





## REALTORS® Association of Lake & Sumter Counties

### Multiple Listing One Month Sales and Inventory Report - August - 2023

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999							1
\$ 50,000 - 59,999							
\$ 60,000 - 69,999							
\$ 70,000 - 79,999							1
\$ 80,000 - 89,999							1
\$ 90,000 - 99,999							2
\$ 100,000 - 119,999	4	1%	120,500	106,500	88%	26	5
\$ 120,000 - 139,999	1	0%	129,500	129,500	100%	7	7
\$ 140,000 - 159,999	5	1%	166,980	151,580	91%	18	10
\$ 160,000 - 179,999	5	1%	169,699	166,899	98%	32	7
\$ 180,000 - 199,999	7	1%	195,700	189,964	97%	42	11
\$ 200,000 - 249,999	47	8%	238,918	231,804	97%	23	57
\$ 250,000 - 299,999	83	14%	284,034	276,512	97%	54	150
\$ 300,000 - 349,999	108	19%	330,930	324,083	98%	47	169
\$ 350,000 - 399,999	79	14%	380,886	373,845	98%	59	260
\$ 400,000 - 499,999	107	19%	452,477	446,584	99%	54	349
\$ 500,000 - 599,999	58	10%	550,005	538,613	98%	62	160
\$ 600,000 - 699,999	32	6%	662,742	643,324	97%	43	99
\$ 700,000 - 799,999	19	3%	752,239	745,977	99%	74	72
\$ 800,000 - 899,999	7	1%	877,465	837,169	95%	104	46
\$ 900,000 - 999,999	5	1%	975,815	958,686	98%	43	34
\$ 1,000,000 - and over	11	2%	1,477,128	1,400,934	95%	45	82
<b>Total</b>	<b>578</b>	<b>100%</b>	<b>428,001</b>	<b>418,176</b>	<b>98%</b>	<b>51</b>	<b>1523</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 Stellar MLS and does not include all sales in The Reported areas. Neither The Association/Board nor Stellar MLS is in any way responsible for its accuracy.**



## REALTORS® Association of Lake & Sumter Counties Multiple Listing Year to Date Sales and Inventory Report - 2023

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	6	0.12%	53,650	33,750	63%	25	1
\$ 50,000 - 59,999	8	0.16%	58,938	53,500	91%	28	
\$ 60,000 - 69,999	14	0.28%	70,806	63,571	90%	28	
\$ 70,000 - 79,999	14	0.28%	86,989	73,929	85%	58	1
\$ 80,000 - 89,999	17	0.34%	97,803	83,241	85%	55	1
\$ 90,000 - 99,999	21	0.43%	102,762	94,305	92%	32	2
\$ 100,000 - 119,999	66	1.34%	125,070	109,841	88%	41	5
\$ 120,000 - 139,999	66	1.34%	135,872	128,995	95%	35	7
\$ 140,000 - 159,999	94	1.90%	155,162	149,136	96%	34	10
\$ 160,000 - 179,999	106	2.15%	177,665	168,641	95%	39	7
\$ 180,000 - 199,999	106	2.15%	194,984	189,585	97%	33	11
\$ 200,000 - 249,999	498	10.08%	234,764	226,961	97%	34	57
\$ 250,000 - 299,999	683	13.83%	281,954	274,172	97%	45	150
\$ 300,000 - 349,999	800	16.20%	333,401	323,370	97%	52	169
\$ 350,000 - 399,999	679	13.75%	381,927	372,279	97%	54	260
\$ 400,000 - 499,999	846	17.13%	455,718	443,966	97%	56	349
\$ 500,000 - 599,999	426	8.63%	556,727	543,347	98%	61	160
\$ 600,000 - 699,999	206	4.17%	660,404	641,367	97%	48	99
\$ 700,000 - 799,999	107	2.17%	767,373	747,243	97%	72	72
\$ 800,000 - 899,999	58	1.17%	867,499	843,831	97%	82	46
\$ 900,000 - 999,999	46	0.93%	992,223	950,526	96%	54	34
\$ 1,000,000 - and over	72	1.46%	1,471,392	1,384,861	94%	63	82
<b>Total</b>	<b>4939</b>	<b>100.00%</b>	<b>396,117</b>	<b>384,081</b>	<b>97%</b>	<b>50</b>	<b>1523</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 Stellar MLS and does not include all sales in The Reported areas. Neither The Association/Board nor Stellar MLS is in any way responsible for its accuracy.**

**Four Year Sales and Inventory History 2019 - 2023. Compiled from Monthly Sales and Inventory Reports**

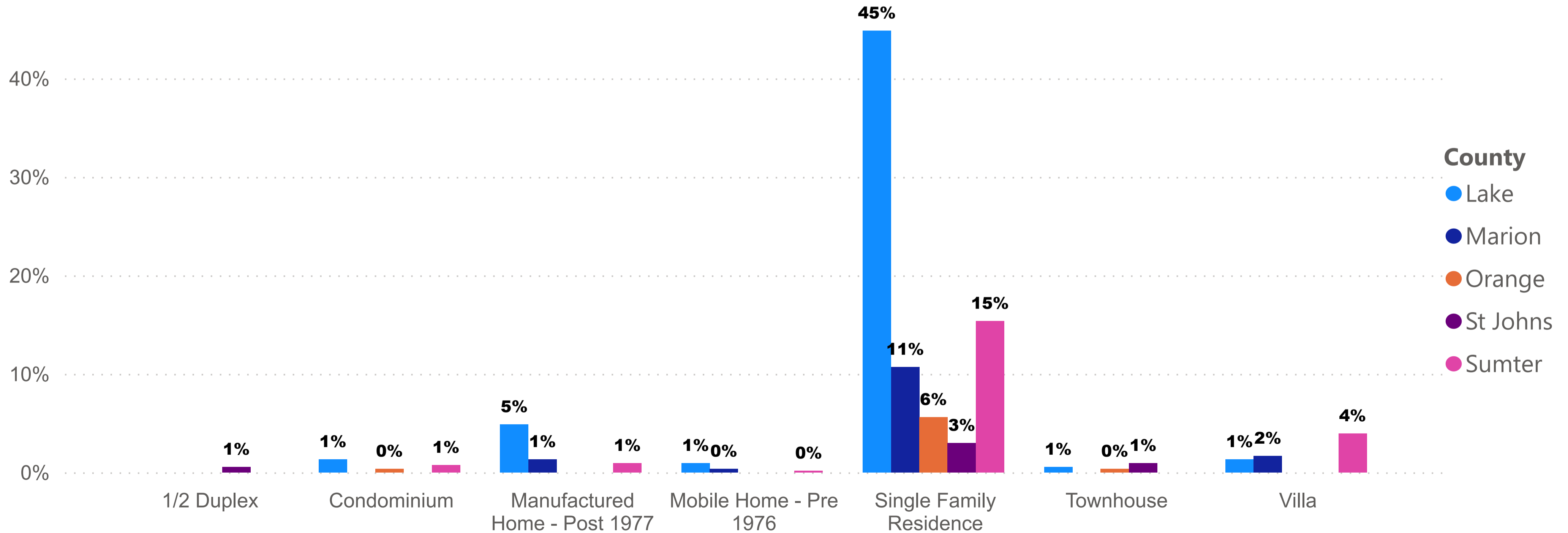
Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
09/30/2019	654	247,801	238,762	96%	60	1927	2.95
10/31/2019	655	247,828	240,956	97%	62	1955	2.98
11/30/2019	591	252,456	243,903	97%	55	1925	3.26
12/31/2019	653	269,208	259,902	97%	68	1849	2.83
01/31/2020	536	254,397	245,238	96%	62	1875	3.50
02/29/2020	582	255,052	246,209	97%	59	1841	3.16
03/31/2020	761	262,510	254,310	97%	59	1914	2.52
04/30/2020	518	249,043	241,272	97%	59	1808	3.49
05/31/2020	458	265,274	255,520	96%	54	1699	3.71
06/30/2020	614	264,324	257,135	97%	60	1623	2.64
07/31/2020	708	273,680	265,868	97%	64	1539	2.17
08/31/2020	686	285,536	277,133	97%	55	1493	2.18
09/30/2020	700	299,763	291,286	97%	53	1421	2.03
10/31/2020	695	289,541	280,948	97%	50	1453	2.09
11/30/2020	637	287,882	281,602	98%	44	1404	2.20
12/31/2020	726	287,227	277,341	97%	44	1301	1.79
01/31/2021	556	289,132	281,164	97%	51	1127	2.03
02/28/2021	633	305,495	296,110	97%	53	958	1.51
03/31/2021	883	303,375	297,111	98%	48	837	0.95
04/30/2021	854	298,370	293,721	98%	43	715	0.84
05/31/2021	787	311,114	307,498	99%	33	681	0.87
06/30/2021	853	325,346	323,352	99%	23	690	0.81
07/31/2021	737	327,724	326,283	100%	20	769	1.04
08/31/2021	698	340,024	337,182	99%	22	823	1.18
09/30/2021	711	336,847	333,025	99%	19	840	1.18
10/31/2021	650	332,797	329,339	99%	17	843	1.30
11/30/2021	695	352,449	348,083	99%	21	831	1.20
12/31/2021	731	353,179	349,264	99%	22	693	0.95
01/31/2022	563	362,173	358,233	99%	21	683	1.21
02/28/2022	589	371,420	368,113	99%	26	645	1.10
03/31/2022	692	382,726	381,087	100%	22	694	1.00
04/30/2022	710	377,769	375,460	99%	22	775	1.09
05/31/2022	686	392,847	390,377	99%	17	1019	1.49
06/30/2022	648	395,583	393,485	99%	15	1299	2.00
07/31/2022	528	401,347	395,677	99%	21	1610	3.05
08/31/2022	603	395,680	382,388	97%	24	1835	3.04
09/30/2022	498	398,639	389,567	98%	29	1858	3.73
10/31/2022	482	396,490	385,823	97%	34	2018	4.19
11/30/2022	403	393,926	382,199	97%	39	1881	4.67
12/31/2022	481	397,569	382,518	96%	46	1744	3.63
01/31/2023	358	394,105	381,217	97%	52	1750	4.89
02/28/2023	475	382,123	367,860	96%	58	1679	3.53
03/31/2023	643	414,057	399,743	97%	58	1661	2.58
04/30/2023	617	413,883	401,056	97%	59	1597	2.59
05/31/2023	643	408,007	396,400	97%	56	1581	2.46
06/30/2023	661	427,631	416,026	97%	54	1605	2.43
07/31/2023	586	421,146	409,672	97%	51	1612	2.75
08/31/2023	578	428,001	418,176	98%	55	1523	2.63



**Top 5 Unit Sales by County and Property Type**

*\* Counties with the same % of Sales maybe Included.*

Property Type	Lake	Marion	Orange	St Johns	Sumter	Total
1/2 Duplex				1%		1%
Condominium	1%		0%		1%	2%
Manufactured Home - Post 1977	5%	1%			1%	7%
Mobile Home - Pre 1976	1%	0%			0%	2%
Single Family Residence	45%	11%	6%	3%	15%	80%
Townhouse	1%		0%	1%		2%
Villa	1%	2%			4%	7%
<b>Total</b>	<b>54%</b>	<b>14%</b>	<b>6%</b>	<b>5%</b>	<b>21%</b>	<b>100%</b>



Board/Association: State Month Year  
 ▲ Lake and Sumter FL August 2023

National Association of Realtors®  
 700 Eleventh Street, NW  
 Washington, DC 20001-4507

Email: [data@realtors.com](mailto:data@realtors.com)  
 Fax: 202-383-7568  
 Questions: 202-383-1276

**Single-Family Units  
 Number of Bedrooms**

**Condominium / Cooperative Units  
 Number of Bedrooms**

**Active Listings  
 (Unsold Homes)**

**Sales Pending  
 (Under Contract)**

Price Range ▲	2 or Less	3	4 or More	Total
\$ 1 - 49,999				
\$ 50,000 - 59,999				
\$ 60,000 - 69,999				
\$ 70,000 - 79,999				
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	1			1
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999	3	2		5
\$ 160,000 - 179,999	3		1	4
\$ 180,000 - 199,999	2			2
\$ 200,000 - 249,999	16	21	4	41
\$ 250,000 - 299,999	35	43	3	81
\$ 300,000 - 349,999	29	61	14	104
\$ 350,000 - 399,999	10	43	24	77
\$ 400,000 - 499,999	6	57	36	99
\$ 500,000 - 599,999		28	26	54
\$ 600,000 - 699,999		13	19	32
\$ 700,000 - 799,999		10	9	19
\$ 800,000 - 899,999		1	6	7
\$ 900,000 - 999,999			5	5
\$ 1,000,000 - and over		5	6	11
<b>Total</b>	<b>106</b>	<b>284</b>	<b>153</b>	<b>543</b>

Price Range	2 or Less	3	4 or More	Total
\$ 1 - 49,999				
\$ 50,000 - 59,999				
\$ 60,000 - 69,999				
\$ 70,000 - 79,999				
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	3			3
\$ 120,000 - 139,999				
\$ 140,000 - 159,999				
\$ 160,000 - 179,999	1			1
\$ 180,000 - 199,999	4	1		5
\$ 200,000 - 249,999	5	1		6
\$ 250,000 - 299,999	2			2
\$ 300,000 - 349,999		4		4
\$ 350,000 - 399,999		2		2
\$ 400,000 - 499,999	1	4	3	8
\$ 500,000 - 599,999			1	1
\$ 600,000 - 699,999				
\$ 700,000 - 799,999				
\$ 800,000 - 899,999				
\$ 900,000 - 999,999				
\$ 1,000,000 - and over				
<b>Total</b>	<b>16</b>	<b>12</b>	<b>4</b>	<b>32</b>

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	1	
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		
\$ 70,000 - 79,999		
\$ 80,000 - 89,999		1
\$ 90,000 - 99,999		1
\$ 100,000 - 119,999		1
\$ 120,000 - 139,999	2	3
\$ 140,000 - 159,999	4	1
\$ 160,000 - 179,999	5	1
\$ 180,000 - 199,999	10	1
\$ 200,000 - 249,999	50	8
\$ 250,000 - 299,999	115	20
\$ 300,000 - 349,999	166	12
\$ 350,000 - 399,999	211	36
\$ 400,000 - 499,999	301	35
\$ 500,000 - 599,999	140	8
\$ 600,000 - 699,999	94	7
\$ 700,000 - 799,999	69	3
\$ 800,000 - 899,999	45	
\$ 900,000 - 999,999	28	
\$ 1,000,000 - and over	68	
<b>Total</b>	<b>1309</b>	<b>138</b>

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	2	
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		
\$ 70,000 - 79,999	1	
\$ 80,000 - 89,999	1	
\$ 90,000 - 99,999	1	1
\$ 100,000 - 119,999	2	3
\$ 120,000 - 139,999	2	2
\$ 140,000 - 159,999	5	3
\$ 160,000 - 179,999	7	
\$ 180,000 - 199,999	12	4
\$ 200,000 - 249,999	36	6
\$ 250,000 - 299,999	111	2
\$ 300,000 - 349,999	110	3
\$ 350,000 - 399,999	154	10
\$ 400,000 - 499,999	218	24
\$ 500,000 - 599,999	149	9
\$ 600,000 - 699,999	100	
\$ 700,000 - 799,999	82	
\$ 800,000 - 899,999	68	
\$ 900,000 - 999,999	33	
\$ 1,000,000 - and over	31	
<b>Total</b>	<b>1125</b>	<b>67</b>

Time On Market Sort	M-SF	M-Condo
0 - 30	297	22
31-60	93	6
61-90	41	1
91-120	43	
121-over	69	3
<b>Total</b>	<b>543</b>	<b>32</b>

