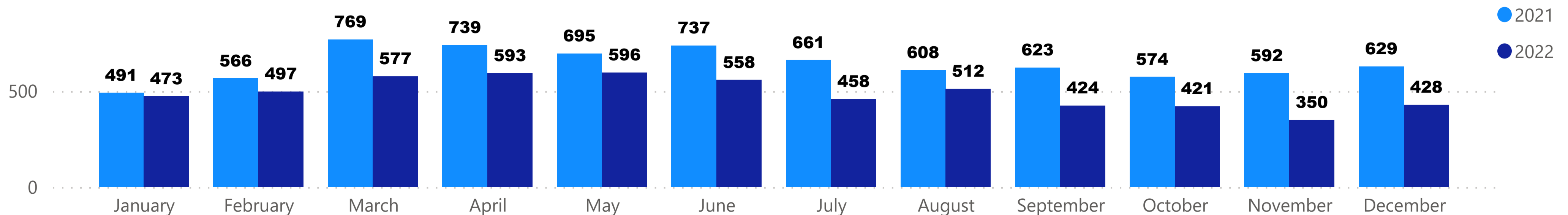


REALTORS® Association of Lake & Sumter Counties

Monthly Sales Trend Indicator 2022

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						2							2
\$ 50,000 - 59,999								1		1			2
\$ 60,000 - 69,999	1	1			1	1	1			1	1	1	8
\$ 70,000 - 79,999	1		1	1	1	1	1		1		2		9
\$ 80,000 - 89,999	1	2		1	1		1	1		1			8
\$ 90,000 - 99,999	1		2		1		2	2		1		1	10
\$ 100,000 - 119,999	1	1	1	1	2		1	1	1	1	3	2	15
\$ 120,000 - 139,999	2	4	5	2	4	2	2	4		1	1	5	32
\$ 140,000 - 159,999	5	6	3	7	3	2	2	2	7	5	4	4	50
\$ 160,000 - 179,999	5	15	13	9	10	2	5	8	1	8	5	5	86
\$ 180,000 - 199,999	15	17	7	14	9	12	8	8	6	9	7	11	123
\$ 200,000 - 249,999	39	47	48	38	51	36	35	46	43	29	35	42	489
\$ 250,000 - 299,999	100	79	80	92	68	66	52	72	54	60	41	60	824
\$ 300,000 - 349,999	81	74	103	112	103	90	83	97	63	74	59	77	1016
\$ 350,000 - 399,999	75	70	84	82	92	104	69	74	72	59	51	70	902
\$ 400,000 - 499,999	64	79	107	119	124	121	101	100	80	92	80	73	1140
\$ 500,000 - 599,999	38	54	49	48	52	56	45	39	45	34	21	36	517
\$ 600,000 - 699,999	18	11	26	29	27	25	14	29	29	13	14	17	252
\$ 700,000 - 799,999	8	11	19	12	15	16	11	7	3	8	10	4	124
\$ 800,000 - 899,999	6	9	10	9	13	10	8	5	5	8	3	7	93
\$ 900,000 - 999,999	1	5	7	4	6	6	6	3	5	9	8	4	64
\$ 1,000,000 - and over	11	12	12	13	13	6	11	13	9	7	5	9	121
Total	473	497	577	593	596	558	458	512	424	421	350	428	5887



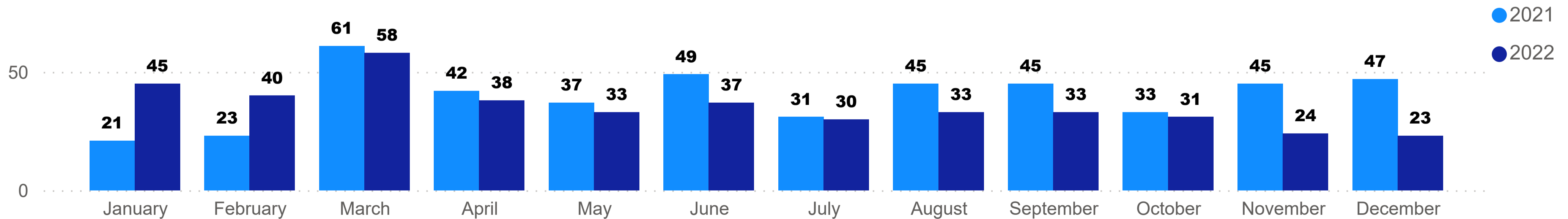


REALTORS® Association of Lake & Sumter Counties

Monthly Sales Trend Indicator 2022

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		1											1
\$ 60,000 - 69,999	1							1					2
\$ 70,000 - 79,999												1	1
\$ 80,000 - 89,999	2			1	1		1	1					6
\$ 90,000 - 99,999	1	1	3	3	2	1	1	2		1	1		16
\$ 100,000 - 119,999	4	3	2	1	2	1			1	1			15
\$ 120,000 - 139,999	2	3	6	5	5	4	1	1	2	2	1		32
\$ 140,000 - 159,999	1	2	5	1		3	3	1	2		1		19
\$ 160,000 - 179,999	3	6	7	3	2	3		2	2	3	1	2	34
\$ 180,000 - 199,999	2	4	3	3	2	2	1	2	7	6	3	2	37
\$ 200,000 - 249,999	4	8	9	7	5	10	9	11	3	9	5	6	86
\$ 250,000 - 299,999	5	4	6	6	3	3	3	1	6	3	3		43
\$ 300,000 - 349,999	7	4	6	2	4	3	3	5	2	1	1	3	41
\$ 350,000 - 399,999	9	3	6	3	4	4	5		2	2		4	42
\$ 400,000 - 499,999	3	1	3	3		1	1	4	5	2	8	3	34
\$ 500,000 - 599,999	1		1		2	1	1	2	1	1			10
\$ 600,000 - 699,999			1		1							1	3
\$ 700,000 - 799,999													
\$ 800,000 - 899,999							1						1
\$ 900,000 - 999,999												1	1
\$ 1,000,000 - and over						1							1
Total	45	40	58	38	33	37	30	33	33	31	24	23	425



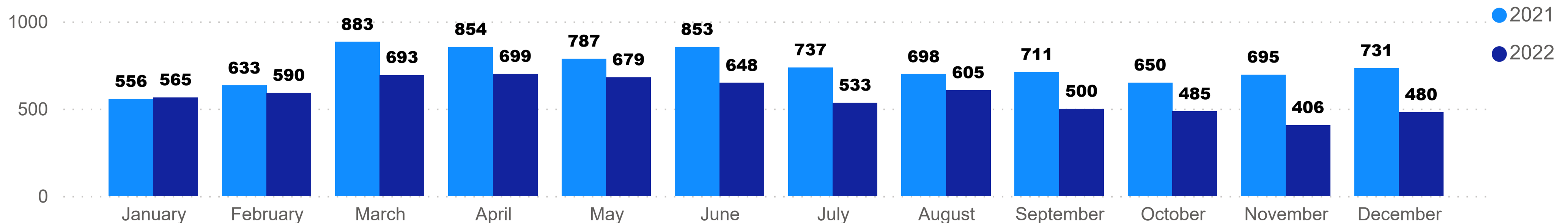


REALTORS® Association of Lake & Sumter Counties

Monthly Sales Trend Indicator 2022

Sales by Price Range - Overall

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999		1	2	1		2	1		1	1			9
\$ 50,000 - 59,999	2	1	1	1		1		1		2	1	2	12
\$ 60,000 - 69,999	4	3	1	4	3	1	2	3	1	3	1	1	27
\$ 70,000 - 79,999	2	2	2	3	2	3	2	1	3	2	3	3	28
\$ 80,000 - 89,999	3	9	3	4	4	1	2	3	1	1		1	32
\$ 90,000 - 99,999	2	1	8	4	4	2	6	4	1	2	2	4	40
\$ 100,000 - 119,999	9	7	9	6	6	2	3	9	7	3	6	4	71
\$ 120,000 - 139,999	10	13	22	14	12	13	6	11	5	7	5	6	124
\$ 140,000 - 159,999	12	13	13	13	10	10	11	7	14	9	8	8	128
\$ 160,000 - 179,999	14	29	25	22	17	12	15	17	9	11	12	9	192
\$ 180,000 - 199,999	22	25	16	27	19	23	12	15	17	18	14	15	223
\$ 200,000 - 249,999	48	59	65	54	62	58	51	71	52	48	45	53	666
\$ 250,000 - 299,999	109	90	88	104	80	72	60	79	64	67	46	61	920
\$ 300,000 - 349,999	90	80	111	115	108	94	87	104	65	76	61	81	1072
\$ 350,000 - 399,999	84	74	91	87	96	110	74	75	76	61	52	75	955
\$ 400,000 - 499,999	70	80	110	122	127	123	103	107	85	94	88	76	1185
\$ 500,000 - 599,999	40	54	50	49	54	57	46	41	46	35	22	38	532
\$ 600,000 - 699,999	18	11	27	29	28	25	15	29	30	13	14	18	257
\$ 700,000 - 799,999	8	11	19	13	15	16	11	7	3	8	10	4	125
\$ 800,000 - 899,999	6	9	10	9	13	10	9	5	5	8	3	7	94
\$ 900,000 - 999,999	1	5	7	4	6	6	6	3	5	9	8	5	65
\$ 1,000,000 - and over	11	13	13	14	13	7	11	13	10	7	5	9	126
Total	565	590	693	699	679	648	533	605	500	485	406	480	6883



REALTORS® Association of Lake & Sumter Counties

Monthly Sales Trend Indicator 2022

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0													
1	5	7	10	7	9	6	2	5	5	4	3		63
2	127	178	192	183	195	171	130	169	121	127	108	115	1816
3	303	280	349	358	344	332	266	309	268	245	198	238	3490
4	101	102	105	116	108	110	108	98	89	89	81	112	1219
5	16	15	24	27	17	21	21	17	12	14	15	9	208
6+	13	8	13	8	6	8	6	7	5	6	1	6	87
Total	565	590	693	699	679	648	533	605	500	485	406	480	6883

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	28	33	37	37	46	32	17	37	23	25	23	21	359
2	397	427	483	510	486	477	381	439	363	351	297	335	4946
3	102	90	126	108	112	104	95	95	89	79	65	90	1155
4	19	22	36	33	24	30	29	22	17	19	15	24	290
5	11	15	10	4	7	4	9	9	5	7	4	8	93
6+	8	3	1	7	4	1	2	3	3	4	2	2	40
Total	565	590	693	699	679	648	533	605	500	485	406	480	6883

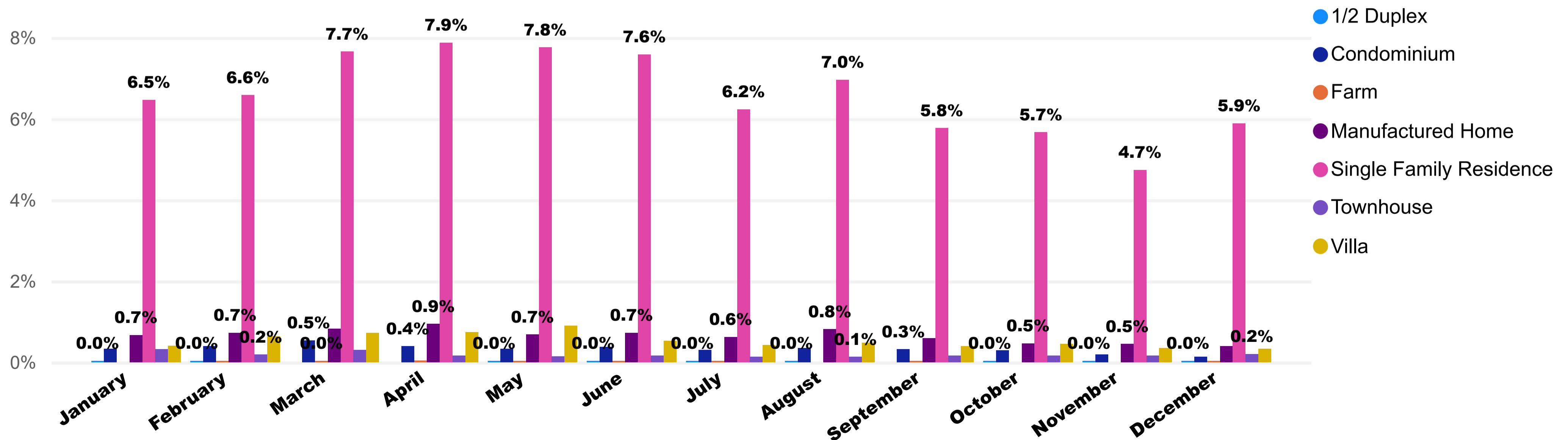
REALTORS® Association of Lake & Sumter Counties

Monthly Sales Trend Indicator 2022

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex	1	2			2	2	1	2		1	1	1	13
Condominium	23	27	37	27	23	26	21	24	22	20	13	9	272
Farm		1	1	3	1	1	1		1			1	10
Manufactured Home	46	50	57	65	47	50	43	56	41	32	31	27	545
Single Family Residence	445	453	527	542	534	522	429	479	397	390	326	405	5449
Townhouse	22	13	21	11	10	11	9	9	11	11	11	14	153
Villa	28	44	50	51	62	36	29	33	27	31	24	23	438
Total	565	590	693	699	679	648	533	603	499	485	406	480	6880

YTD % of Sales by Property Type





REALTORS® Association of Lake & Sumter Counties

Multiple Listing One Month Sales and Inventory Report - December - 2022

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory	Months Inventory
\$ 1 - 49,999								
\$ 50,000 - 59,999	2	0%	60,400	56,525	94%	33		
\$ 60,000 - 69,999	1	0%	70,000	63,000	90%	62		
\$ 70,000 - 79,999	3	1%	82,333	73,333	89%	43		
\$ 80,000 - 89,999	1	0%	90,000	82,000	91%	23		
\$ 90,000 - 99,999	4	1%	99,850	91,875	92%	39	3	0.8
\$ 100,000 - 119,999	4	1%	114,725	109,000	95%	12	7	1.8
\$ 120,000 - 139,999	6	1%	153,265	131,317	86%	26	12	2.0
\$ 140,000 - 159,999	8	2%	156,950	150,688	96%	21	10	1.3
\$ 160,000 - 179,999	9	2%	187,700	169,977	91%	11	22	2.4
\$ 180,000 - 199,999	15	3%	192,200	188,153	98%	33	26	1.7
\$ 200,000 - 249,999	53	11%	237,262	226,565	95%	35	89	1.7
\$ 250,000 - 299,999	61	13%	285,381	275,773	97%	38	175	2.9
\$ 300,000 - 349,999	81	17%	336,605	324,273	96%	42	212	2.6
\$ 350,000 - 399,999	75	16%	383,453	374,101	98%	55	269	3.6
\$ 400,000 - 499,999	76	16%	456,078	439,658	96%	51	327	4.3
\$ 500,000 - 599,999	37	8%	569,090	549,783	97%	52	202	5.5
\$ 600,000 - 699,999	18	4%	664,464	644,948	97%	42	108	6.0
\$ 700,000 - 799,999	4	1%	752,500	729,375	97%	37	67	16.8
\$ 800,000 - 899,999	7	1%	856,830	836,984	98%	34	48	6.9
\$ 900,000 - 999,999	5	1%	1,012,102	962,419	95%	132	31	6.2
\$ 1,000,000 - and over	9	2%	1,623,778	1,506,006	93%	63	69	7.7
Total	479	100%	397,707	382,648	96%	44	1677	3.5

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 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 - 2022

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	9	0.13%	46,400	42,100	91%	24	
\$ 50,000 - 59,999	12	0.17%	65,221	54,854	84%	26	
\$ 60,000 - 69,999	27	0.39%	73,233	64,267	88%	36	
\$ 70,000 - 79,999	28	0.41%	81,650	74,264	91%	29	
\$ 80,000 - 89,999	32	0.46%	90,108	83,542	93%	24	
\$ 90,000 - 99,999	40	0.58%	97,771	93,208	95%	24	3
\$ 100,000 - 119,999	71	1.03%	114,034	108,914	96%	30	7
\$ 120,000 - 139,999	124	1.80%	135,773	127,961	94%	32	12
\$ 140,000 - 159,999	128	1.86%	154,751	149,502	97%	28	10
\$ 160,000 - 179,999	192	2.79%	172,503	169,642	98%	21	22
\$ 180,000 - 199,999	223	3.24%	194,611	189,114	97%	21	26
\$ 200,000 - 249,999	670	9.73%	231,092	225,558	98%	22	89
\$ 250,000 - 299,999	920	13.36%	277,186	274,353	99%	19	175
\$ 300,000 - 349,999	1072	15.57%	326,769	324,240	99%	19	212
\$ 350,000 - 399,999	955	13.87%	374,185	372,833	100%	21	269
\$ 400,000 - 499,999	1185	17.21%	445,390	441,401	99%	22	327
\$ 500,000 - 599,999	532	7.72%	549,815	541,887	99%	24	202
\$ 600,000 - 699,999	257	3.73%	647,986	641,138	99%	36	108
\$ 700,000 - 799,999	125	1.82%	751,384	743,029	99%	34	67
\$ 800,000 - 899,999	94	1.36%	856,685	839,357	98%	39	48
\$ 900,000 - 999,999	65	0.94%	970,589	941,382	97%	57	31
\$ 1,000,000 - and over	126	1.83%	1,566,642	1,473,779	94%	71	69
Total	6887	100.00%	388,088	381,978	98%	24	1677

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.

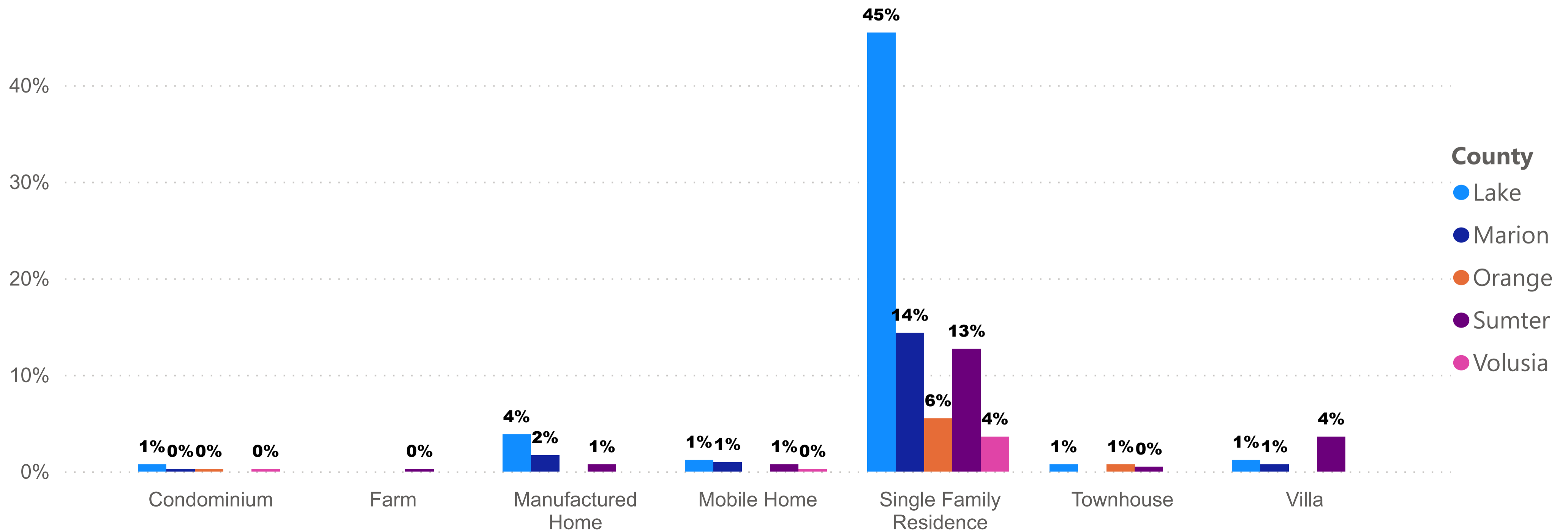
Four Year Sales and Inventory History 2019 - 2022. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
01/31/2019	434	223,639	214,676	96%	64	2262	5.21
02/28/2019	518	244,747	236,002	96%	72	2278	4.40
03/31/2019	700	252,918	243,368	96%	72	2193	3.13
04/30/2019	804	248,152	240,027	97%	63	2135	2.66
05/31/2019	738	253,368	245,286	97%	62	2089	2.83
06/30/2019	751	258,772	251,371	97%	62	1993	2.65
07/31/2019	773	244,340	236,905	97%	61	1929	2.50
08/31/2019	695	255,114	246,129	96%	53	1923	2.77
09/30/2019	654	247,801	238,762	96%	60	1928	2.95
10/31/2019	655	247,828	240,956	97%	62	1956	2.99
11/30/2019	591	252,456	243,903	97%	55	1926	3.26
12/31/2019	653	269,208	259,902	97%	68	1850	2.83
01/31/2020	536	254,397	245,238	96%	62	1876	3.50
02/29/2020	582	255,052	246,209	97%	59	1842	3.16
03/31/2020	761	262,510	254,310	97%	59	1915	2.52
04/30/2020	518	249,043	241,272	97%	59	1809	3.49
05/31/2020	458	265,274	255,520	96%	54	1700	3.71
06/30/2020	614	264,324	257,135	97%	60	1624	2.64
07/31/2020	708	273,680	265,868	97%	64	1540	2.18
08/31/2020	686	285,536	277,133	97%	55	1494	2.18
09/30/2020	700	299,763	291,286	97%	53	1422	2.03
10/31/2020	695	289,541	280,948	97%	50	1454	2.09
11/30/2020	637	287,882	281,602	98%	44	1406	2.21
12/31/2020	726	287,227	277,341	97%	44	1303	1.79
01/31/2021	556	289,132	281,164	97%	51	1129	2.03
02/28/2021	633	305,495	296,110	97%	53	961	1.52
03/31/2021	883	303,375	297,111	98%	48	839	0.95
04/30/2021	854	298,370	293,721	98%	43	717	0.84
05/31/2021	787	311,114	307,498	99%	33	683	0.87
06/30/2021	853	325,346	323,352	99%	23	692	0.81
07/31/2021	737	327,724	326,283	100%	20	771	1.05
08/31/2021	698	340,024	337,182	99%	22	824	1.18
09/30/2021	711	336,847	333,025	99%	19	838	1.18
10/31/2021	650	332,797	329,339	99%	17	846	1.30
11/30/2021	695	352,449	348,083	99%	21	829	1.19
12/31/2021	731	353,179	349,264	99%	22	691	0.95
01/31/2022	565	360,988	357,138	99%	21	677	1.20
02/28/2022	590	371,194	367,941	99%	26	627	1.06
03/31/2022	693	382,115	380,810	100%	22	695	1.00
04/30/2022	699	381,319	378,962	99%	19	775	1.11
05/31/2022	679	394,790	392,478	99%	16	1021	1.50
06/30/2022	648	395,549	393,299	99%	15	1299	2.00
07/31/2022	533	399,431	393,757	99%	21	1605	3.01
08/31/2022	603	395,849	382,564	97%	23	1823	3.02
09/30/2022	499	398,983	390,045	98%	31	1843	3.69
10/31/2022	485	395,407	384,924	97%	34	1995	4.11
11/30/2022	406	391,036	379,676	97%	39	1844	4.54
12/31/2022	480	397,920	382,892	96%	46	1677	3.49

Top 5 Unit Sales by County and Property Type

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

Property Type	Lake	Marion	Orange	Sumter	Volusia	Total
Condominium	1%	0%	0%		0%	1%
Farm				0%		0%
Manufactured Home	4%	2%		1%		6%
Mobile Home	1%	1%		1%	0%	3%
Single Family Residence	45%	14%	6%	13%	4%	82%
Townhouse	1%		1%	0%		2%
Villa	1%	1%		4%		6%
Total	53%	18%	6%	18%	4%	100%



Board/Association: State Month Year
 Lake and Sumter FL December 2022

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

Email: 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	1			1
\$ 70,000 - 79,999				
\$ 80,000 - 89,999				
\$ 90,000 - 99,999	1			1
\$ 100,000 - 119,999		2		2
\$ 120,000 - 139,999	1	4		5
\$ 140,000 - 159,999	2	2		4
\$ 160,000 - 179,999	3	2		5
\$ 180,000 - 199,999	6	4	1	11
\$ 200,000 - 249,999	15	26	1	42
\$ 250,000 - 299,999	20	34	6	60
\$ 300,000 - 349,999	25	38	14	77
\$ 350,000 - 399,999	5	39	26	70
\$ 400,000 - 499,999	7	37	29	73
\$ 500,000 - 599,999	2	14	20	36
\$ 600,000 - 699,999		6	11	17
\$ 700,000 - 799,999		2	2	4
\$ 800,000 - 899,999	1	1	5	7
\$ 900,000 - 999,999		1	3	4
\$ 1,000,000 - and over		2	7	9
Total	89	214	125	428

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	1			1
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999				
\$ 120,000 - 139,999				
\$ 140,000 - 159,999				
\$ 160,000 - 179,999	2			2
\$ 180,000 - 199,999	2			2
\$ 200,000 - 249,999	2	3	1	6
\$ 250,000 - 299,999				
\$ 300,000 - 349,999	1	2		3
\$ 350,000 - 399,999		4		4
\$ 400,000 - 499,999		3		3
\$ 500,000 - 599,999				
\$ 600,000 - 699,999		1		1
\$ 700,000 - 799,999				
\$ 800,000 - 899,999				
\$ 900,000 - 999,999		1		1
\$ 1,000,000 - and over				
Total	8	14	1	23

Price Range	M-SF	M-Condo
▲		
\$ 1 - 49,999		
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		
\$ 70,000 - 79,999		
\$ 80,000 - 89,999		
\$ 90,000 - 99,999	1	1
\$ 100,000 - 119,999	1	
\$ 120,000 - 139,999	2	3
\$ 140,000 - 159,999	4	
\$ 160,000 - 179,999	7	3
\$ 180,000 - 199,999	13	1
\$ 200,000 - 249,999	55	8
\$ 250,000 - 299,999	143	11
\$ 300,000 - 349,999	198	7
\$ 350,000 - 399,999	213	24
\$ 400,000 - 499,999	292	21
\$ 500,000 - 599,999	170	15
\$ 600,000 - 699,999	92	5
\$ 700,000 - 799,999	63	
\$ 800,000 - 899,999	43	1
\$ 900,000 - 999,999	31	
\$ 1,000,000 - and over	65	1
Total	1393	101

Price Range	M-SF	M-Condo
▲		
\$ 1 - 49,999		
\$ 50,000 - 59,999		
\$ 60,000 - 69,999	1	
\$ 70,000 - 79,999		1
\$ 80,000 - 89,999		
\$ 90,000 - 99,999	1	1
\$ 100,000 - 119,999	3	2
\$ 120,000 - 139,999	2	
\$ 140,000 - 159,999	7	
\$ 160,000 - 179,999	5	
\$ 180,000 - 199,999	9	2
\$ 200,000 - 249,999	46	7
\$ 250,000 - 299,999	69	8
\$ 300,000 - 349,999	95	3
\$ 350,000 - 399,999	122	3
\$ 400,000 - 499,999	148	33
\$ 500,000 - 599,999	96	6
\$ 600,000 - 699,999	45	
\$ 700,000 - 799,999	37	
\$ 800,000 - 899,999	29	
\$ 900,000 - 999,999	21	
\$ 1,000,000 - and over	13	
Total	749	66

Time On Market Sort	M-SF	M-Condo
0 - 30	218	17
31-60	88	2
61-90	52	1
91-120	39	
121-over	31	3
Total	428	23

