

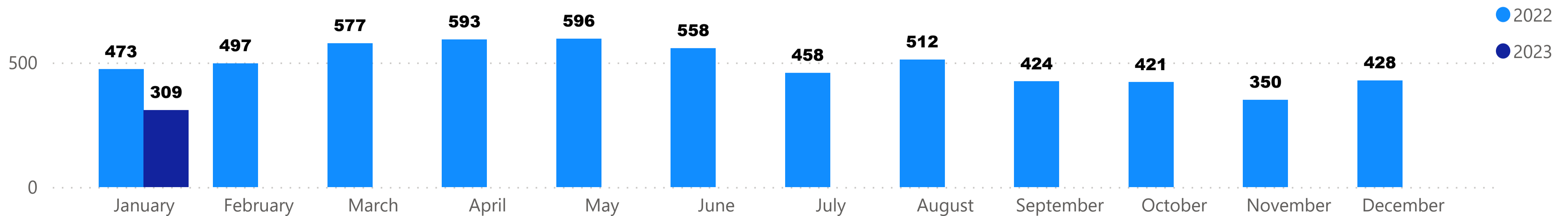


# REALTORS® Association of Lake & Sumter Counties

## 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													
\$ 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	2												2
\$ 140,000 - 159,999	2												2
\$ 160,000 - 179,999	6												6
\$ 180,000 - 199,999	7												7
\$ 200,000 - 249,999	24												24
\$ 250,000 - 299,999	53												53
\$ 300,000 - 349,999	52												52
\$ 350,000 - 399,999	43												43
\$ 400,000 - 499,999	61												61
\$ 500,000 - 599,999	16												16
\$ 600,000 - 699,999	20												20
\$ 700,000 - 799,999	7												7
\$ 800,000 - 899,999	5												5
\$ 900,000 - 999,999	3												3
\$ 1,000,000 - and over	7												7
<b>Total</b>	<b>309</b>												<b>309</b>



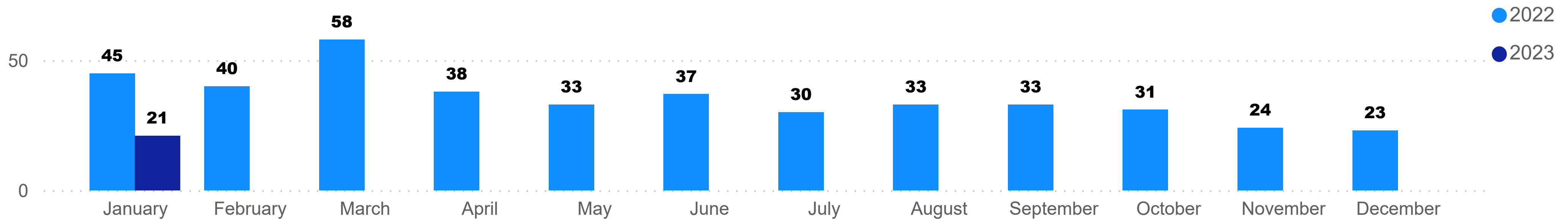


# REALTORS® Association of Lake & Sumter Counties

## 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													
\$ 90,000 - 99,999	1												1
\$ 100,000 - 119,999	2												2
\$ 120,000 - 139,999													
\$ 140,000 - 159,999	1												1
\$ 160,000 - 179,999	1												1
\$ 180,000 - 199,999													
\$ 200,000 - 249,999	6												6
\$ 250,000 - 299,999	1												1
\$ 300,000 - 349,999	4												4
\$ 350,000 - 399,999	2												2
\$ 400,000 - 499,999	3												3
\$ 500,000 - 599,999													
\$ 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>21</b>												<b>21</b>



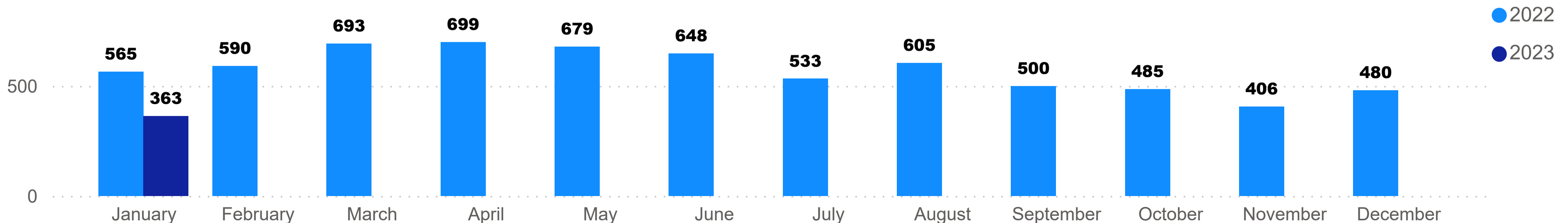


# REALTORS® Association of Lake & Sumter Counties

## 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													
\$ 50,000 - 59,999	1												1
\$ 60,000 - 69,999	1												1
\$ 70,000 - 79,999	2												2
\$ 80,000 - 89,999	1												1
\$ 90,000 - 99,999	2												2
\$ 100,000 - 119,999	3												3
\$ 120,000 - 139,999	5												5
\$ 140,000 - 159,999	7												7
\$ 160,000 - 179,999	10												10
\$ 180,000 - 199,999	10												10
\$ 200,000 - 249,999	38												38
\$ 250,000 - 299,999	59												59
\$ 300,000 - 349,999	56												56
\$ 350,000 - 399,999	45												45
\$ 400,000 - 499,999	64												64
\$ 500,000 - 599,999	17												17
\$ 600,000 - 699,999	20												20
\$ 700,000 - 799,999	7												7
\$ 800,000 - 899,999	5												5
\$ 900,000 - 999,999	3												3
\$ 1,000,000 - and over	7												7
<b>Total</b>	<b>363</b>												<b>363</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												5
2	98												98
3	184												184
4	61												61
5	12												12
6+	3												3
<b>Total</b>	<b>363</b>												<b>363</b>

## Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	17												17
2	265												265
3	61												61
4	17												17
5	3												3
<b>Total</b>	<b>363</b>												<b>363</b>

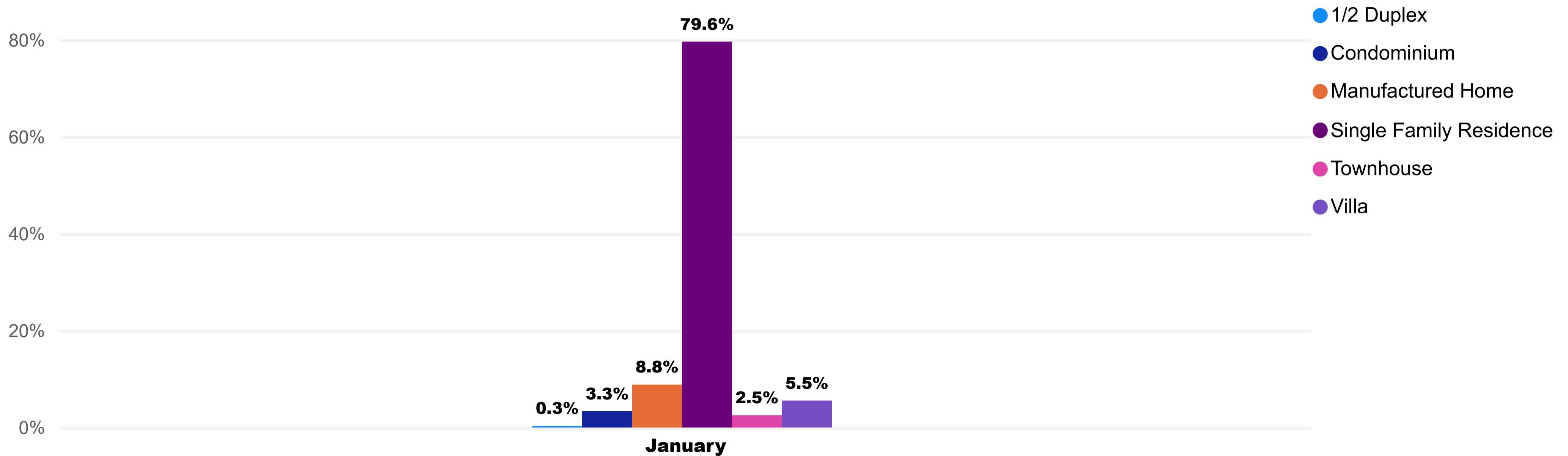
# REALTORS® Association of Lake & Sumter Counties

## 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
Condominium	12												12
Manufactured Home	32												32
Single Family Residence	289												289
Townhouse	9												9
Villa	20												20
<b>Total</b>	<b>363</b>												<b>363</b>

### YTD % of Sales by Property Type





## REALTORS® Association of Lake & Sumter Counties

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

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	1	0%	65,000	53,000	82%	81		
\$ 60,000 - 69,999	1	0%	68,600	65,000	95%	3	1	1.0
\$ 70,000 - 79,999	2	1%	96,500	72,500	75%	105	1	0.5
\$ 80,000 - 89,999	1	0%	80,000	81,000	101%	7	2	2.0
\$ 90,000 - 99,999	2	1%	94,750	93,750	99%	6	3	1.5
\$ 100,000 - 119,999	3	1%	118,283	111,667	94%	98	9	3.0
\$ 120,000 - 139,999	5	1%	128,230	126,690	99%	28	19	3.8
\$ 140,000 - 159,999	7	2%	157,971	150,000	95%	62	16	2.3
\$ 160,000 - 179,999	10	3%	171,080	171,350	100%	22	29	2.9
\$ 180,000 - 199,999	10	3%	192,770	186,190	97%	33	27	2.7
\$ 200,000 - 249,999	38	10%	230,217	223,974	97%	41	98	2.6
\$ 250,000 - 299,999	59	16%	284,942	275,318	97%	39	184	3.1
\$ 300,000 - 349,999	56	15%	338,694	324,071	96%	59	230	4.1
\$ 350,000 - 399,999	45	12%	387,632	372,824	96%	52	246	5.5
\$ 400,000 - 499,999	64	18%	451,596	439,289	97%	42	331	5.2
\$ 500,000 - 599,999	17	5%	561,148	557,438	99%	60	202	11.9
\$ 600,000 - 699,999	20	6%	682,281	649,631	95%	83	113	5.7
\$ 700,000 - 799,999	7	2%	753,914	731,000	97%	80	62	8.9
\$ 800,000 - 899,999	5	1%	856,700	834,000	97%	46	47	9.4
\$ 900,000 - 999,999	3	1%	964,967	943,333	98%	29	34	11.3
\$ 1,000,000 - and over	7	2%	1,276,143	1,231,429	96%	42	77	11.0
<b>Total</b>	<b>363</b>	<b>100%</b>	<b>390,586</b>	<b>377,757</b>	<b>97%</b>	<b>49</b>	<b>1731</b>	<b>4.8</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 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	Months Inventory
\$ 1 - 49,999								
\$ 50,000 - 59,999	1	0.28%	65,000	53,000	82%	81		
\$ 60,000 - 69,999	1	0.28%	68,600	65,000	95%	3	1	1.00
\$ 70,000 - 79,999	2	0.55%	96,500	72,500	75%	105	1	0.50
\$ 80,000 - 89,999	1	0.28%	80,000	81,000	101%	7	2	2.00
\$ 90,000 - 99,999	2	0.55%	94,750	93,750	99%	6	3	1.50
\$ 100,000 - 119,999	3	0.83%	118,283	111,667	94%	98	9	3.00
\$ 120,000 - 139,999	5	1.38%	128,230	126,690	99%	28	19	3.80
\$ 140,000 - 159,999	7	1.93%	157,971	150,000	95%	62	16	2.29
\$ 160,000 - 179,999	10	2.75%	171,080	171,350	100%	22	29	2.90
\$ 180,000 - 199,999	10	2.75%	192,770	186,190	97%	33	27	2.70
\$ 200,000 - 249,999	38	10.47%	230,217	223,974	97%	41	98	2.58
\$ 250,000 - 299,999	59	16.25%	284,942	275,318	97%	39	184	3.12
\$ 300,000 - 349,999	56	15.43%	338,694	324,071	96%	59	230	4.11
\$ 350,000 - 399,999	45	12.40%	387,632	372,824	96%	52	246	5.47
\$ 400,000 - 499,999	64	17.63%	451,596	439,289	97%	42	331	5.17
\$ 500,000 - 599,999	17	4.68%	561,148	557,438	99%	60	202	11.88
\$ 600,000 - 699,999	20	5.51%	682,281	649,631	95%	83	113	5.65
\$ 700,000 - 799,999	7	1.93%	753,914	731,000	97%	80	62	8.86
\$ 800,000 - 899,999	5	1.38%	856,700	834,000	97%	46	47	9.40
\$ 900,000 - 999,999	3	0.83%	964,967	943,333	98%	29	34	11.33
\$ 1,000,000 - and over	7	1.93%	1,276,143	1,231,429	96%	42	77	11.00
<b>Total</b>	<b>363</b>	<b>100.00%</b>	<b>390,586</b>	<b>377,757</b>	<b>97%</b>	<b>49</b>	<b>1731</b>	<b>4.77</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**

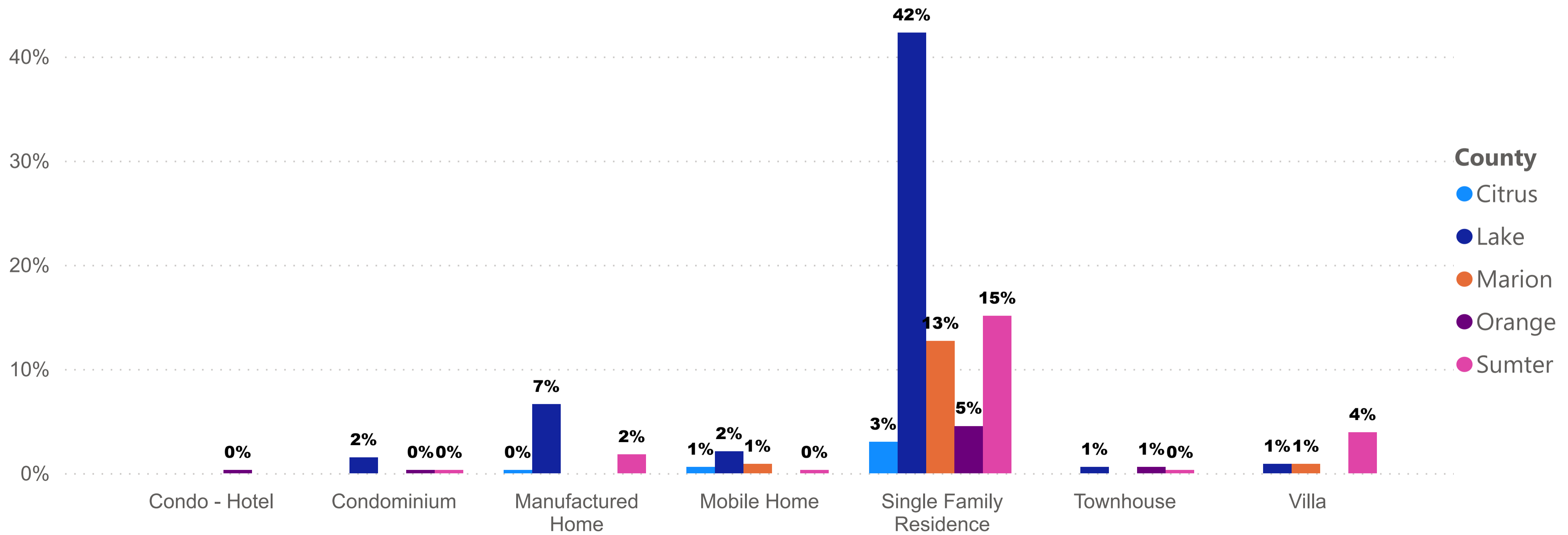
Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
02/28/2019	518	244,747	236,002	96%	72	2278	4.40
03/31/2019	700	252,918	243,368	96%	72	2193	3.13
04/30/2019	804	248,152	240,027	97%	63	2135	2.66
05/31/2019	738	253,368	245,286	97%	62	2089	2.83
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	380,795	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	1824	3.02
09/30/2022	499	398,983	390,045	98%	31	1846	3.70
10/31/2022	485	395,407	384,924	97%	34	2005	4.13
11/30/2022	406	391,036	379,676	97%	39	1866	4.60
12/31/2022	480	397,920	382,892	96%	46	1731	3.61
01/31/2023	363	390,586	377,757	97%	52	1731	4.77



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

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

Property Type	Citrus	Lake	Marion	Orange	Sumter	Total
Condo - Hotel				0%		<b>0%</b>
Condominium		2%		0%	0%	<b>2%</b>
Manufactured Home	0%	7%			2%	<b>9%</b>
Mobile Home	1%	2%	1%		0%	<b>4%</b>
Single Family Residence	3%	42%	13%	5%	15%	<b>78%</b>
Townhouse		1%		1%	0%	<b>2%</b>
Villa		1%	1%		4%	<b>6%</b>
<b>Total</b>	<b>4%</b>	<b>54%</b>	<b>15%</b>	<b>6%</b>	<b>22%</b>	<b>100%</b>



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

National Association of Realtors®  
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 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	1			1
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999				
\$ 120,000 - 139,999		1	1	2
\$ 140,000 - 159,999	1	1		2
\$ 160,000 - 179,999	4	2		6
\$ 180,000 - 199,999	5	1	1	7
\$ 200,000 - 249,999	11	11	2	24
\$ 250,000 - 299,999	21	30	2	53
\$ 300,000 - 349,999	15	27	10	52
\$ 350,000 - 399,999	4	29	10	43
\$ 400,000 - 499,999	3	38	20	61
\$ 500,000 - 599,999	2	8	6	16
\$ 600,000 - 699,999		7	13	20
\$ 700,000 - 799,999		4	3	7
\$ 800,000 - 899,999		4	1	5
\$ 900,000 - 999,999		2	1	3
\$ 1,000,000 - and over		4	3	7
<b>Total</b>	<b>67</b>	<b>169</b>	<b>73</b>	<b>309</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	1			1
\$ 100,000 - 119,999	2			2
\$ 120,000 - 139,999				
\$ 140,000 - 159,999	1			1
\$ 160,000 - 179,999	1			1
\$ 180,000 - 199,999				
\$ 200,000 - 249,999	3	3		6
\$ 250,000 - 299,999	1			1
\$ 300,000 - 349,999	2	2		4
\$ 350,000 - 399,999	1	1		2
\$ 400,000 - 499,999	1	1	1	3
\$ 500,000 - 599,999				
\$ 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>13</b>	<b>7</b>	<b>1</b>	<b>21</b>

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 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	1
\$ 120,000 - 139,999	4	2
\$ 140,000 - 159,999	5	2
\$ 160,000 - 179,999	5	4
\$ 180,000 - 199,999	14	2
\$ 200,000 - 249,999	61	9
\$ 250,000 - 299,999	131	9
\$ 300,000 - 349,999	206	4
\$ 350,000 - 399,999	214	18
\$ 400,000 - 499,999	281	29
\$ 500,000 - 599,999	164	13
\$ 600,000 - 699,999	101	4
\$ 700,000 - 799,999	59	
\$ 800,000 - 899,999	50	1
\$ 900,000 - 999,999	31	
\$ 1,000,000 - and over	64	1
<b>Total</b>	<b>1395</b>	<b>100</b>

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		1
\$ 90,000 - 99,999	1	
\$ 100,000 - 119,999		
\$ 120,000 - 139,999	3	
\$ 140,000 - 159,999	6	3
\$ 160,000 - 179,999	9	
\$ 180,000 - 199,999	14	2
\$ 200,000 - 249,999	57	9
\$ 250,000 - 299,999	111	8
\$ 300,000 - 349,999	129	6
\$ 350,000 - 399,999	137	5
\$ 400,000 - 499,999	193	32
\$ 500,000 - 599,999	136	5
\$ 600,000 - 699,999	68	
\$ 700,000 - 799,999	53	
\$ 800,000 - 899,999	43	
\$ 900,000 - 999,999	25	
\$ 1,000,000 - and over	20	
<b>Total</b>	<b>1006</b>	<b>72</b>

Time On Market Sort	M-SF	M-Condo
0 - 30	142	10
31-60	66	4
61-90	41	2
91-120	27	
121-over	33	5
<b>Total</b>	<b>309</b>	<b>21</b>

