

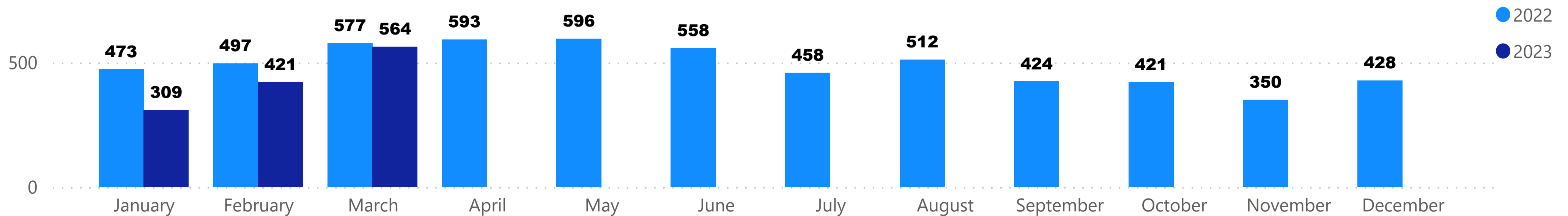


REALTORS® Association of Lake & Sumter Counties

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		1											1
\$ 90,000 - 99,999		1											1
\$ 100,000 - 119,999		2	2										4
\$ 120,000 - 139,999	2	1	1										4
\$ 140,000 - 159,999	2	5	3										10
\$ 160,000 - 179,999	6	9	4										19
\$ 180,000 - 199,999	7	3	9										19
\$ 200,000 - 249,999	24	51	37										112
\$ 250,000 - 299,999	53	61	79										193
\$ 300,000 - 349,999	52	72	101										225
\$ 350,000 - 399,999	43	74	92										209
\$ 400,000 - 499,999	61	70	125										256
\$ 500,000 - 599,999	16	36	50										102
\$ 600,000 - 699,999	20	15	26										61
\$ 700,000 - 799,999	7	7	11										25
\$ 800,000 - 899,999	5	1	8										14
\$ 900,000 - 999,999	3	4	7										14
\$ 1,000,000 - and over	7	8	9										24
Total	309	421	564										1294



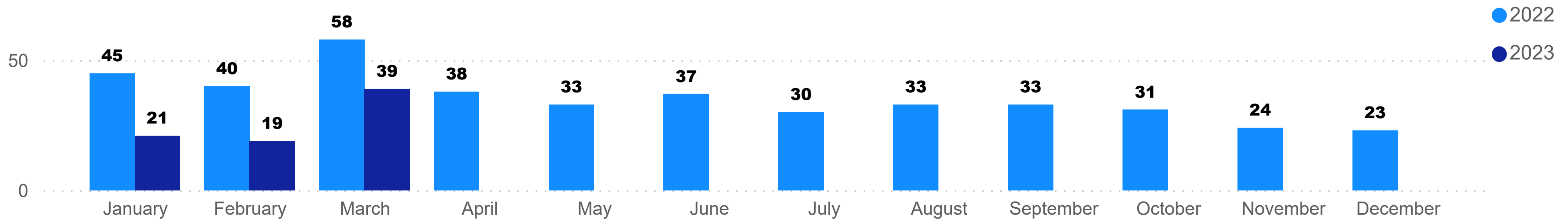


REALTORS® Association of Lake & Sumter Counties

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											2
\$ 100,000 - 119,999	2		1										3
\$ 120,000 - 139,999		2	1										3
\$ 140,000 - 159,999	1		1										2
\$ 160,000 - 179,999	1		1										2
\$ 180,000 - 199,999		2	2										4
\$ 200,000 - 249,999	6	6	8										20
\$ 250,000 - 299,999	1	3	10										14
\$ 300,000 - 349,999	4		6										10
\$ 350,000 - 399,999	2	1	5										8
\$ 400,000 - 499,999	3	4	3										10
\$ 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													
Total	21	19	39										79



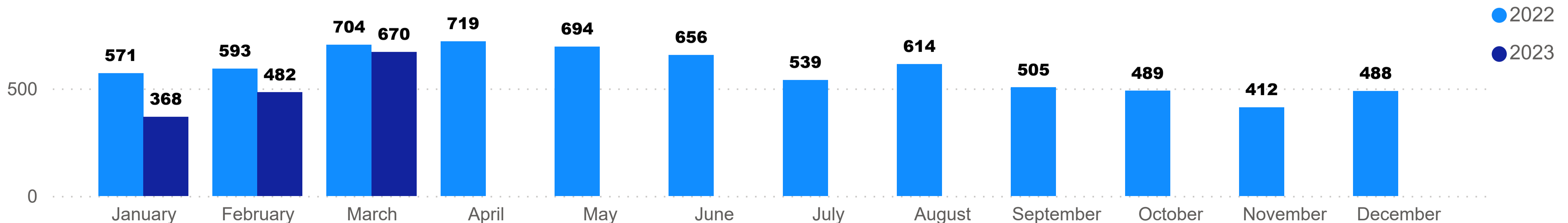


REALTORS® Association of Lake & Sumter Counties

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											2
\$ 50,000 - 59,999			1										1
\$ 60,000 - 69,999		1	4										5
\$ 70,000 - 79,999	2	1	2										5
\$ 80,000 - 89,999	1	1	3										5
\$ 90,000 - 99,999	2	3	2										7
\$ 100,000 - 119,999	4	9	9										22
\$ 120,000 - 139,999	6	7	6										19
\$ 140,000 - 159,999	7	11	14										32
\$ 160,000 - 179,999	11	13	9										33
\$ 180,000 - 199,999	11	10	12										33
\$ 200,000 - 249,999	39	62	58										159
\$ 250,000 - 299,999	60	69	93										222
\$ 300,000 - 349,999	57	73	109										239
\$ 350,000 - 399,999	45	75	98										218
\$ 400,000 - 499,999	64	74	132										270
\$ 500,000 - 599,999	17	36	54										107
\$ 600,000 - 699,999	20	15	27										62
\$ 700,000 - 799,999	7	7	11										25
\$ 800,000 - 899,999	5	1	8										14
\$ 900,000 - 999,999	3	4	7										14
\$ 1,000,000 - and over	7	8	11										26
Total	368	482	670										1520



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										15
2	99	116	152										367
3	187	236	324										747
4	62	107	160										329
5	12	18	24										54
6+	3	2	3										8
Total	368	482	670										1520

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	16	26	29										71
2	271	337	473										1081
3	61	92	132										285
4	17	21	22										60
5	3	4	7										14
6+		2	7										9
Total	368	482	670										1520

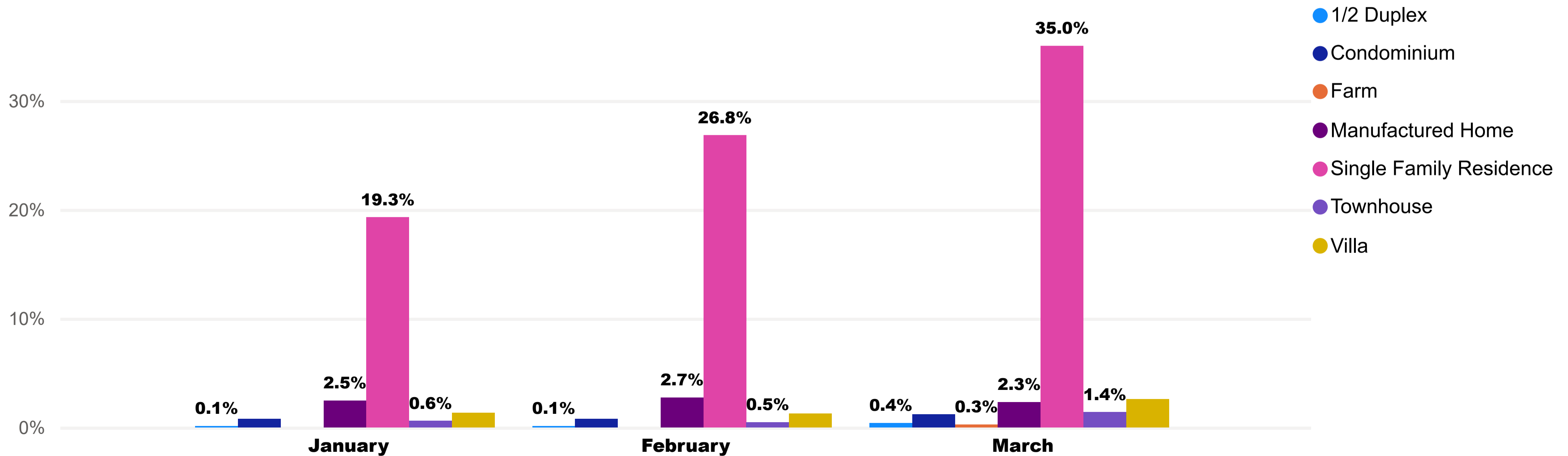
REALTORS® Association of Lake & Sumter Counties

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										8
Condominium	12	12	18										42
Farm			4										4
Manufactured Home	37	41	35										113
Single Family Residence	289	402	525										1216
Townhouse	9	7	21										37
Villa	20	19	39										78
Total	368	482	648										1498

YTD % of Sales by Property Type





REALTORS® Association of Lake & Sumter Counties

Multiple Listing One Month Sales and Inventory Report - March - 2023

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999							
\$ 50,000 - 59,999							
\$ 60,000 - 69,999	2	0%	61,500	63,000	102%	13	
\$ 70,000 - 79,999	1	0%	89,500	77,000	86%	14	2
\$ 80,000 - 89,999	2	0%	87,450	83,500	95%	36	3
\$ 90,000 - 99,999	1	0%	98,999	93,000	94%	25	4
\$ 100,000 - 119,999	7	1%	132,114	110,271	83%	12	6
\$ 120,000 - 139,999	5	1%	133,980	130,200	97%	23	4
\$ 140,000 - 159,999	11	2%	155,286	150,409	97%	43	8
\$ 160,000 - 179,999	8	1%	176,550	171,375	97%	17	18
\$ 180,000 - 199,999	11	2%	195,009	189,995	97%	27	17
\$ 200,000 - 249,999	53	8%	235,378	226,042	96%	32	85
\$ 250,000 - 299,999	92	14%	278,683	272,017	98%	50	163
\$ 300,000 - 349,999	108	17%	332,212	322,072	97%	72	230
\$ 350,000 - 399,999	98	15%	382,062	373,740	98%	56	234
\$ 400,000 - 499,999	129	20%	462,770	448,439	97%	55	323
\$ 500,000 - 599,999	54	8%	557,852	539,484	97%	53	200
\$ 600,000 - 699,999	27	4%	658,828	641,919	97%	44	112
\$ 700,000 - 799,999	11	2%	763,064	740,860	97%	34	59
\$ 800,000 - 899,999	8	1%	866,737	846,692	98%	76	48
\$ 900,000 - 999,999	7	1%	1,004,070	959,615	96%	32	26
\$ 1,000,000 - and over	9	1%	1,667,111	1,492,778	90%	77	79
Total	644	100%	409,552	395,660	97%	52	1621

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	2	0.13%	32,200	19,750	61%	65	
\$ 50,000 - 59,999	1	0.07%	64,000	55,000	86%	51	
\$ 60,000 - 69,999	5	0.33%	66,298	63,700	96%	20	
\$ 70,000 - 79,999	5	0.33%	92,480	73,000	79%	108	2
\$ 80,000 - 89,999	5	0.33%	92,980	84,000	90%	21	3
\$ 90,000 - 99,999	7	0.46%	103,185	93,857	91%	24	4
\$ 100,000 - 119,999	22	1.45%	123,084	109,764	89%	48	6
\$ 120,000 - 139,999	19	1.25%	133,287	128,545	96%	30	4
\$ 140,000 - 159,999	32	2.11%	155,908	150,338	96%	40	8
\$ 160,000 - 179,999	33	2.17%	175,866	170,118	97%	31	18
\$ 180,000 - 199,999	33	2.17%	193,842	189,259	98%	26	17
\$ 200,000 - 249,999	159	10.46%	235,217	226,788	96%	36	85
\$ 250,000 - 299,999	222	14.61%	280,359	272,817	97%	46	163
\$ 300,000 - 349,999	239	15.72%	334,151	322,568	97%	62	230
\$ 350,000 - 399,999	218	14.34%	384,198	373,080	97%	60	234
\$ 400,000 - 499,999	270	17.76%	458,942	444,608	97%	54	323
\$ 500,000 - 599,999	107	7.04%	557,445	540,659	97%	55	200
\$ 600,000 - 699,999	62	4.08%	669,380	643,673	96%	54	112
\$ 700,000 - 799,999	25	1.64%	767,311	739,323	96%	66	59
\$ 800,000 - 899,999	14	0.92%	861,950	842,388	98%	64	48
\$ 900,000 - 999,999	14	0.92%	994,792	955,566	96%	37	26
\$ 1,000,000 - and over	26	1.71%	1,502,577	1,400,769	93%	65	79
Total	1520	100.00%	392,830	379,150	97%	52	1621

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.

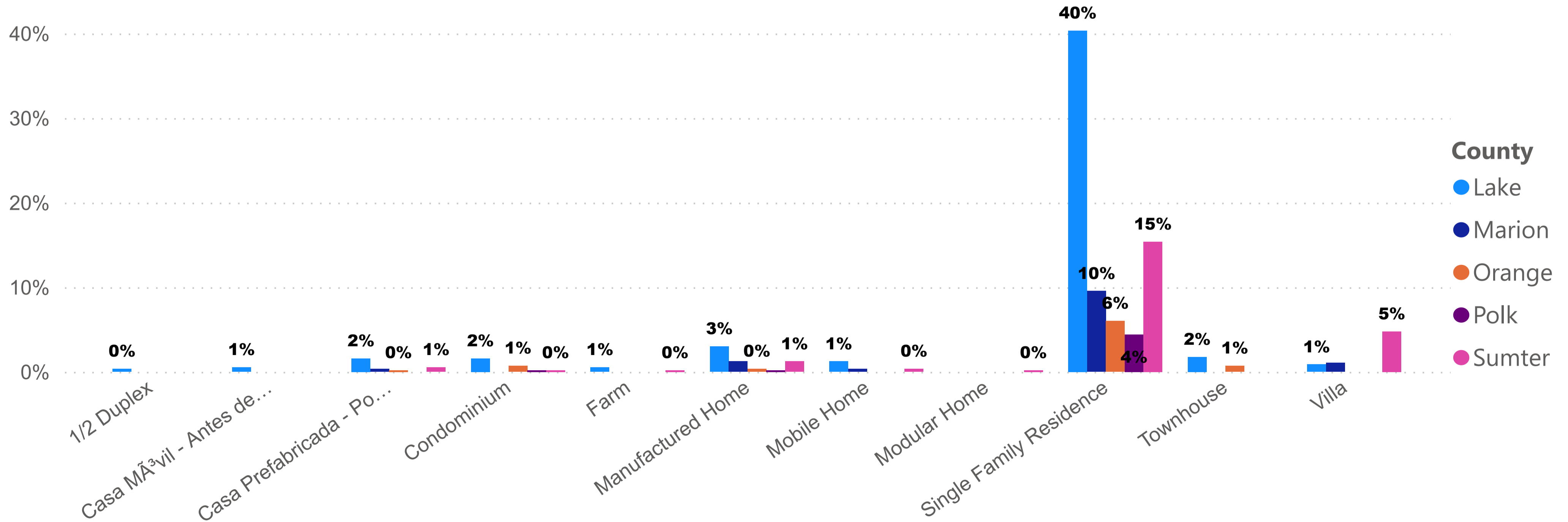
Four Year Sales and Inventory History 2019 - 2023. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
04/30/2019	804	248,152	240,027	97%	63	2134	2.65
05/31/2019	738	253,368	245,286	97%	62	2088	2.83
06/30/2019	751	258,772	251,371	97%	62	1992	2.65
07/31/2019	773	244,340	236,905	97%	61	1928	2.49
08/31/2019	695	255,114	246,129	96%	53	1922	2.77
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	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	1541	2.18
08/31/2020	686	285,536	277,133	97%	55	1495	2.18
09/30/2020	700	299,763	291,286	97%	53	1423	2.03
10/31/2020	695	289,541	280,948	97%	50	1455	2.09
11/30/2020	637	287,882	281,602	98%	44	1407	2.21
12/31/2020	726	287,227	277,341	97%	44	1304	1.80
01/31/2021	556	289,132	281,164	97%	51	1130	2.03
02/28/2021	633	305,495	296,110	97%	53	962	1.52
03/31/2021	883	303,375	297,111	98%	48	841	0.95
04/30/2021	854	298,370	293,721	98%	43	718	0.84
05/31/2021	787	311,114	307,498	99%	33	685	0.87
06/30/2021	853	325,346	323,352	99%	23	695	0.81
07/31/2021	737	327,724	326,283	100%	20	774	1.05
08/31/2021	698	340,024	337,182	99%	22	829	1.19
09/30/2021	711	336,847	333,025	99%	19	846	1.19
10/31/2021	650	332,797	329,339	99%	17	852	1.31
11/30/2021	695	352,449	348,083	99%	21	840	1.21
12/31/2021	731	353,179	349,264	99%	22	703	0.96
01/31/2022	571	360,001	356,091	99%	21	692	1.21
02/28/2022	593	370,061	366,764	99%	26	652	1.10
03/31/2022	703	379,722	378,086	100%	22	701	1.00
04/30/2022	718	375,661	373,332	99%	22	785	1.09
05/31/2022	694	390,706	388,246	99%	17	1031	1.49
06/30/2022	656	393,478	391,282	99%	15	1311	2.00
07/31/2022	538	397,953	392,173	99%	21	1625	3.02
08/31/2022	612	393,377	380,224	97%	24	1845	3.01
09/30/2022	504	396,107	387,079	98%	29	1867	3.70
10/31/2022	489	393,409	382,874	97%	34	2027	4.15
11/30/2022	411	389,710	378,187	97%	39	1894	4.61
12/31/2022	488	394,215	379,305	96%	46	1750	3.59
01/31/2023	368	388,906	376,145	97%	52	1765	4.80
02/28/2023	482	379,064	364,863	96%	58	1694	3.51
03/31/2023	648	412,556	398,554	97%	58	1621	2.50

Top 5 Unit Sales by County and Property Type

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

Property Type	Lake	Marion	Orange	Polk	Sumter	Total
1/2 Duplex	0%					0%
Casa MÃ³vil - Antes de 1976	1%					1%
Casa Prefabricada - Posterior a 1977	2%	0%	0%		1%	3%
Condominium	2%		1%	0%	0%	3%
Farm	1%				0%	1%
Manufactured Home	3%	1%	0%	0%	1%	6%
Mobile Home	1%	0%			0%	2%
Modular Home					0%	0%
Single Family Residence	40%	10%	6%	4%	15%	76%
Townhouse	2%		1%			2%
Villa	1%	1%			5%	7%
Total	52%	13%	8%	5%	23%	100%



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

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				
\$ 70,000 - 79,999				
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999		2		2
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999	1	2		3
\$ 160,000 - 179,999	2	2		4
\$ 180,000 - 199,999	3	6		9
\$ 200,000 - 249,999	12	24	1	37
\$ 250,000 - 299,999	29	43	7	79
\$ 300,000 - 349,999	23	58	20	101
\$ 350,000 - 399,999	13	46	33	92
\$ 400,000 - 499,999	13	55	57	125
\$ 500,000 - 599,999	2	28	20	50
\$ 600,000 - 699,999		11	15	26
\$ 700,000 - 799,999	1	4	6	11
\$ 800,000 - 899,999		3	5	8
\$ 900,000 - 999,999		1	6	7
\$ 1,000,000 - and over		1	8	9
Total	100	286	178	564

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	1			1
\$ 160,000 - 179,999	1			1
\$ 180,000 - 199,999	2			2
\$ 200,000 - 249,999	5	2	1	8
\$ 250,000 - 299,999	4	6		10
\$ 300,000 - 349,999	2	4		6
\$ 350,000 - 399,999	3	2		5
\$ 400,000 - 499,999		3		3
\$ 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				
Total	20	17	2	39

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		2
\$ 100,000 - 119,999	2	1
\$ 120,000 - 139,999	2	
\$ 140,000 - 159,999	4	3
\$ 160,000 - 179,999	10	2
\$ 180,000 - 199,999	7	1
\$ 200,000 - 249,999	48	14
\$ 250,000 - 299,999	117	10
\$ 300,000 - 349,999	202	9
\$ 350,000 - 399,999	190	23
\$ 400,000 - 499,999	267	29
\$ 500,000 - 599,999	180	9
\$ 600,000 - 699,999	91	3
\$ 700,000 - 799,999	64	
\$ 800,000 - 899,999	41	
\$ 900,000 - 999,999	20	1
\$ 1,000,000 - and over	71	1
Total	1318	108

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999		
\$ 60,000 - 69,999	1	
\$ 70,000 - 79,999	2	
\$ 80,000 - 89,999		2
\$ 90,000 - 99,999	2	3
\$ 100,000 - 119,999	2	1
\$ 120,000 - 139,999	1	2
\$ 140,000 - 159,999	5	5
\$ 160,000 - 179,999	7	2
\$ 180,000 - 199,999	16	3
\$ 200,000 - 249,999	52	12
\$ 250,000 - 299,999	132	5
\$ 300,000 - 349,999	165	2
\$ 350,000 - 399,999	148	5
\$ 400,000 - 499,999	197	41
\$ 500,000 - 599,999	142	7
\$ 600,000 - 699,999	87	
\$ 700,000 - 799,999	63	
\$ 800,000 - 899,999	60	1
\$ 900,000 - 999,999	30	
\$ 1,000,000 - and over	18	
Total	1130	91

Time On Market Sort	M-SF	M-Condo
0 - 30	296	29
31-60	75	1
61-90	56	3
91-120	50	2
121-over	87	4
Total	564	39

