



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2020
Sales by Price Range - Overall

Price Range	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	YTD Total	Curr Month	YTD
\$ 1 - 49,999	2	5	6	6									19	1.79%	1.34%
\$ 50,000 - 59,999	6	7	4	1									18	0.30%	1.27%
\$ 60,000 - 69,999	7	3	3	2									15	0.60%	1.06%
\$ 70,000 - 79,999	9	7	4	4									24	1.19%	1.70%
\$ 80,000 - 89,999	7	7	10	5									29	1.49%	2.05%
\$ 90,000 - 99,999	6	4	9	2									21	0.60%	1.49%
\$ 100,000 - 119,999	9	10	19	8									46	2.38%	3.25%
\$ 120,000 - 139,999	28	25	26	18									97	5.36%	6.86%
\$ 140,000 - 159,999	29	20	32	14									95	4.17%	6.72%
\$ 160,000 - 179,999	22	32	46	38									138	11.31%	9.76%
\$ 180,000 - 199,999	29	37	54	37									157	11.01%	11.10%
\$ 200,000 - 249,999	82	91	114	96									383	28.57%	27.09%
\$ 250,000 - 299,999	33	46	61	54									194	16.07%	13.72%
\$ 300,000 - 349,999	22	16	22	22									82	6.55%	5.80%
\$ 350,000 - 399,999	5	11	13	13									42	3.87%	2.97%
\$ 400,000 - 499,999	2	6	13	8									29	2.38%	2.05%
\$ 500,000 - 599,999	3	5	3	3									14	0.89%	0.99%
\$ 600,000 - 699,999	1	1	2	1									5	0.30%	0.35%
\$ 700,000 - 799,999	0	0	0	0									0	0.00%	0.00%
\$ 800,000 - 899,999	0	0	1	2									3	0.60%	0.21%
\$ 900,000 - 999,999	0	0	0	0									0	0.00%	0.00%
\$ 1,000,000 - and over	0	0	1	2									3	0.60%	0.21%
Current Year	302	333	443	336									1,414		
Previous Year	245	304	396	441									1,386		
Change from last month		10.26%	33.03%	-24.15%											
Change from last year	23.27%	9.54%	11.87%	-23.81%											
Current YTD	302	635	1,078	1,414											
Previous YTD	245	549	945	1,386	1,386	1,386	1,386	1,386	1,386	1,386	1,386	1,386			
% Change YTD	23.27%	15.66%	14.07%	2.02%											



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2020
Sales by Bedroom Count

Bedrooms	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	YTD Total	Curr Month	YTD
0	0	0	0	0									0	0.00%	0.00%
1	2	2	1	1									6	0.30%	0.42%
2	56	53	72	38									219	11.31%	15.49%
3	164	173	238	192									767	57.14%	54.24%
4	75	94	114	94									377	27.98%	26.66%
5	3	8	17	11									39	3.27%	2.76%
6+	2	3	1	0									6	0.00%	0.42%
Total	302	333	443	336	0	0	0	0	0	0	0	0	1,414	100.00%	100.00%

Sales by Bathroom Count

Bathrooms	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	YTD Total	Curr Month	YTD
1	50	43	52	28									173	8.33%	12.23%
2	219	246	326	260									1,051	77.38%	74.33%
3	30	41	57	41									169	12.20%	11.95%
4	3	3	7	7									20	2.08%	1.41%
5	0	0	0	0									0	0.00%	0.00%
6+	0	0	1	0									1	0.00%	0.07%
Total	302	333	443	336	0	0	0	0	0	0	0	0	1,414	100.00%	100.00%



Lakeland Association of Realtors®
Monthly Sales Trend Indicator
2020
Sales by Housing Style

Style	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	YTD Total	Curr Month	YTD
Single Family Residence	251	284	378	280									1,193	83.33%	84.37%
Manufactured Home	21	16	22	20									79	5.95%	5.59%
Townhouse	13	15	17	21									66	6.25%	4.67%
Condominium	14	14	23	9									60	2.68%	4.24%
Villa	2	2	2	4									10	1.19%	0.71%
1/2 Duplex	1	2	1	2									6	0.60%	0.42%
Total	302	333	443	336	0	0	0	0	0	0	0	0	1,414	100.00%	100.00%



Lakeland Association of Realtors®

Multiple Listing One Month Sales and Inventory Report - April 1 to April 30, 2020

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory on Market	Months Supply
\$ 1 - 49,999	6	1.79%	184,867	23,266	13.00%	63	2	0.3
\$ 50,000 - 59,999	1	0.30%	54,900	59,000	107.00%	3	3	3.0
\$ 60,000 - 69,999	2	0.60%	63,750	67,000	105.00%	8	5	2.5
\$ 70,000 - 79,999	4	1.19%	79,438	74,500	94.00%	18	8	2.0
\$ 80,000 - 89,999	5	1.49%	87,770	86,690	99.00%	88	11	2.2
\$ 90,000 - 99,999	2	0.60%	99,450	92,500	93.00%	5	11	5.5
\$ 100,000 - 119,999	8	2.38%	113,075	111,369	98.00%	62	27	3.4
\$ 120,000 - 139,999	18	5.36%	129,556	127,028	98.00%	48	60	3.3
\$ 140,000 - 159,999	14	4.17%	152,529	149,993	98.00%	32	36	2.6
\$ 160,000 - 179,999	38	11.31%	170,076	168,921	99.00%	30	51	1.3
\$ 180,000 - 199,999	37	11.01%	196,968	191,949	97.00%	49	45	1.2
\$ 200,000 - 249,999	96	28.57%	226,311	224,659	99.00%	45	155	1.6
\$ 250,000 - 299,999	54	16.07%	271,507	268,446	99.00%	44	114	2.1
\$ 300,000 - 349,999	22	6.55%	323,289	318,826	99.00%	44	59	2.7
\$ 350,000 - 399,999	13	3.87%	385,385	377,615	98.00%	42	41	3.2
\$ 400,000 - 499,999	8	2.38%	454,000	437,375	96.00%	78	45	5.6
\$ 500,000 - 599,999	3	0.89%	559,300	529,500	95.00%	3	21	7.0
\$ 600,000 - 699,999	1	0.30%	699,999	650,000	93.00%	197	17	17.0
\$ 700,000 - 799,999	0	0.00%	0	0	0.00%		7	
\$ 800,000 - 899,999	2	0.60%	967,450	855,000	88.00%	325	8	4.0
\$ 900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$ 1,000,000 - and over	2	0.60%	1,224,500	1,092,500	89.00%	78	14	7.0
Totals	336	100.00%	238,908	231,151	97.00%	46	745	2.2

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.



Lakeland Association of Realtors®

Multiple Listing YTD Sales and Inventory Report - January 1 to April 30, 2020

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory on Market	Months Supply
\$ 1 - 49,999	19	1.34%	98,873	28,994	29.00%	39	2	0.4
\$ 50,000 - 59,999	18	1.27%	61,688	54,994	89.00%	42	3	0.7
\$ 60,000 - 69,999	15	1.06%	67,560	65,073	96.00%	52	5	1.3
\$ 70,000 - 79,999	24	1.70%	79,465	74,200	93.00%	45	8	1.3
\$ 80,000 - 89,999	29	2.05%	86,010	84,150	98.00%	48	11	1.5
\$ 90,000 - 99,999	21	1.49%	97,700	94,088	96.00%	45	11	2.1
\$ 100,000 - 119,999	46	3.25%	114,834	110,079	96.00%	57	27	2.4
\$ 120,000 - 139,999	97	6.86%	133,079	129,565	97.00%	44	60	2.5
\$ 140,000 - 159,999	95	6.72%	152,436	149,230	98.00%	51	36	1.5
\$ 160,000 - 179,999	138	9.76%	172,276	169,185	98.00%	39	51	1.5
\$ 180,000 - 199,999	157	11.10%	193,988	190,820	98.00%	50	45	1.2
\$ 200,000 - 249,999	383	27.09%	226,700	224,478	99.00%	52	155	1.6
\$ 250,000 - 299,999	194	13.72%	274,905	271,566	99.00%	58	114	2.4
\$ 300,000 - 349,999	82	5.80%	328,244	322,615	98.00%	61	59	2.9
\$ 350,000 - 399,999	42	2.97%	380,486	372,127	98.00%	61	41	3.9
\$ 400,000 - 499,999	29	2.05%	453,133	440,550	97.00%	94	45	6.2
\$ 500,000 - 599,999	14	0.99%	570,468	545,964	96.00%	99	21	6.0
\$ 600,000 - 699,999	5	0.35%	673,140	652,500	97.00%	68	17	13.6
\$ 700,000 - 799,999	0	0.00%	0	0	0.00%		7	
\$ 800,000 - 899,999	3	0.21%	913,267	838,300	92.00%	416	8	10.7
\$ 900,000 - 999,999	0	0.00%	0	0	0.00%		5	
\$ 1,000,000 - and over	3	0.21%	2,016,333	1,393,333	69.00%	334	14	18.7
Totals	1,414	100.00%	221,849	215,663	97.00%	54	745	2.1

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Board/Association: Lakeland
 State: FL
 Month: April

Year: 2020

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 Fax: 202-383-7568
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**Single-Family Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$ 1 - \$ 29,999			2
\$ 30,000 - \$ 39,999		1		1
\$ 40,000 - \$ 49,999	1			1
\$ 50,000 - \$ 59,999	1			1
\$ 60,000 - \$ 69,999	1			1
\$ 70,000 - \$ 79,999	1			1
\$ 80,000 - \$ 89,999	2	2		4
\$ 90,000 - \$ 99,999				
\$ 100,000 - \$ 119,999	4	1		5
\$ 120,000 - \$ 139,999	1	5	2	8
\$ 140,000 - \$ 159,999	3	4		7
\$ 160,000 - \$ 179,999	4	25	3	32
\$ 180,000 - \$ 199,999	2	25	7	34
\$ 200,000 - \$ 249,999	4	59	22	85
\$ 250,000 - \$ 299,999	1	21	29	51
\$ 300,000 - \$ 399,999		10	25	35
\$ 400,000 - \$ 499,999		3	5	8
\$ 500,000 - \$ 549,999		1	1	2
\$ 550,000 - \$ 599,999			1	1
\$ 600,000 - \$ 699,999			1	1
\$ 700,000 - \$ 799,999				
\$ 800,000 - \$ 899,999		1	1	2
\$ 900,000 - \$ 999,999				
\$ 1,000,000 - and over			2	2
Totals:	25	158	101	284

**Condominium / Cooperative Units
 Number of Bedrooms**

PRICE RANGE	2 or less	3	4 or more	Total
	\$ 1 - \$ 29,999			
\$ 30,000 - \$ 39,999				
\$ 40,000 - \$ 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				
\$ 120,000 - \$ 139,999	2	1		3
\$ 140,000 - \$ 159,999	1	3		4
\$ 160,000 - \$ 179,999	1	3		4
\$ 180,000 - \$ 199,999		2		2
\$ 200,000 - \$ 249,999		11		11
\$ 250,000 - \$ 299,999		3		3
\$ 300,000 - \$ 399,999				
\$ 400,000 - \$ 499,999				
\$ 500,000 - \$ 549,999				
\$ 550,000 - \$ 599,999				
\$ 600,000 - \$ 699,999				
\$ 700,000 - \$ 799,999				
\$ 800,000 - \$ 899,999				
\$ 900,000 - \$ 999,999				
\$ 1,000,000 - and over				
Totals:	7	23	0	30

**Active Listings
 (Unsold Homes)**

PRICE RANGE	Single-Family Listings	Condo/Co-op Listings
	\$ 1 - \$ 29,999	
\$ 30,000 - \$ 39,999		
\$ 40,000 - \$ 49,999		1
\$ 50,000 - \$ 59,999		1
\$ 60,000 - \$ 69,999		
\$ 70,000 - \$ 79,999	3	1
\$ 80,000 - \$ 89,999	4	1
\$ 90,000 - \$ 99,999	4	1
\$ 100,000 - \$ 119,999	7	2
\$ 120,000 - \$ 139,999	14	1
\$ 140,000 - \$ 159,999	41	11
\$ 160,000 - \$ 179,999	28	5
\$ 180,000 - \$ 199,999	39	6
\$ 200,000 - \$ 249,999	28	12
\$ 250,000 - \$ 299,999	131	15
\$ 300,000 - \$ 399,999	109	5
\$ 400,000 - \$ 499,999	92	4
\$ 500,000 - \$ 549,999	44	
\$ 550,000 - \$ 599,999	12	
\$ 600,000 - \$ 699,999	9	
\$ 700,000 - \$ 799,999	16	
\$ 800,000 - \$ 899,999	7	
\$ 900,000 - \$ 999,999	8	
\$ 1,000,000 - and over	4	
	14	
Totals:	614	66

**Sales Pending
 (Under Contract)**

PRICE RANGE	Single-Family Listings During Month	Condo/Co-op Listings During Month
	\$ 1 - \$ 29,999	2
\$ 30,000 - \$ 39,999	1	
\$ 40,000 - \$ 49,999	2	
\$ 50,000 - \$ 59,999		
\$ 60,000 - \$ 69,999		
\$ 70,000 - \$ 79,999	1	
\$ 80,000 - \$ 89,999	3	
\$ 90,000 - \$ 99,999	1	2
\$ 100,000 - \$ 119,999	4	
\$ 120,000 - \$ 139,999	7	1
\$ 140,000 - \$ 159,999	16	5
\$ 160,000 - \$ 179,999	17	2
\$ 180,000 - \$ 199,999	30	4
\$ 200,000 - \$ 249,999	44	10
\$ 250,000 - \$ 299,999	72	5
\$ 300,000 - \$ 399,999	48	
\$ 400,000 - \$ 499,999	36	
\$ 500,000 - \$ 549,999	10	1
\$ 550,000 - \$ 599,999	3	
\$ 600,000 - \$ 699,999		
\$ 700,000 - \$ 799,999	2	
\$ 800,000 - \$ 899,999		
\$ 900,000 - \$ 999,999		
\$ 1,000,000 - and over	1	
Totals:	300	30

TIME ON MARKET (Of Units Sold)	SF	CONDO
0 - 30	161	22
31 - 60	56	3
61 - 90	18	1
91 - 120	9	2
121 - and over	40	2
Totals	284	30