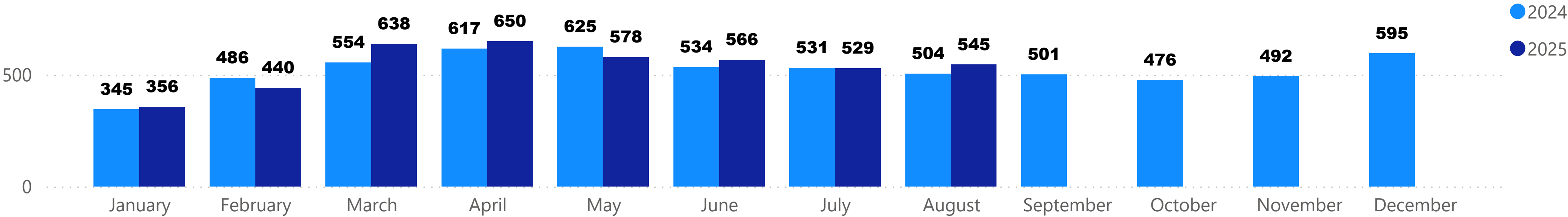




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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			1										1
\$ 50,000 - 59,999						2		1					3
\$ 60,000 - 69,999		1		1									2
\$ 70,000 - 79,999	1		1		2		1	1					6
\$ 80,000 - 89,999	2	1	1		3		1	1					9
\$ 90,000 - 99,999	1	1				1							3
\$ 100,000 - 119,999	1	3	1	1	1		2	1					10
\$ 120,000 - 139,999		7	2	4	4	1	2	1					21
\$ 140,000 - 159,999	3	1	5	1	3	4	3	2					22
\$ 160,000 - 179,999	1	10	3	5	2	4	5	4					34
\$ 180,000 - 199,999	1	4	7	6	11	7	10	6					52
\$ 200,000 - 249,999	20	25	46	52	48	59	44	51					345
\$ 250,000 - 299,999	47	69	85	92	74	68	72	72					579
\$ 300,000 - 349,999	56	72	91	110	104	87	78	92					690
\$ 350,000 - 399,999	64	65	97	92	82	88	78	85					651
\$ 400,000 - 499,999	63	66	119	139	101	105	98	87					778
\$ 500,000 - 599,999	44	53	76	56	72	59	52	64					476
\$ 600,000 - 699,999	21	28	43	33	24	29	32	30					240
\$ 700,000 - 799,999	9	9	15	11	16	14	21	17					112
\$ 800,000 - 899,999	8	6	8	14	8	13	13	11					81
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3					53
\$ 1,000,000 - and over	10	15	28	22	16	17	10	16					134
Total	356	440	638	650	578	566	529	545					4302

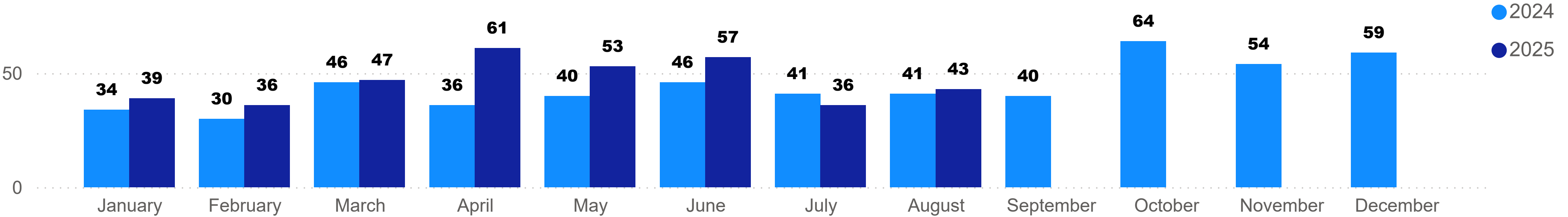




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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
\$ 70,000 - 79,999		1		1	1	1							4
\$ 80,000 - 89,999		1		1			1						3
\$ 90,000 - 99,999				1									1
\$ 100,000 - 119,999	1		1	1	1		3						7
\$ 120,000 - 139,999			1		1	2	1	1					6
\$ 140,000 - 159,999	2	1		1		2	1						7
\$ 160,000 - 179,999	1	1	2	4	1	3	1	1					14
\$ 180,000 - 199,999	2		1	3	4	1		1					12
\$ 200,000 - 249,999	8	6	8	12	12	12	6	15					79
\$ 250,000 - 299,999	5	2	11	6	7	4	4	2					41
\$ 300,000 - 349,999	6	5	6	11	13	7	10	6					64
\$ 350,000 - 399,999	5	9	4	10	7	10	5	9					59
\$ 400,000 - 499,999	7	9	10	5	4	9	2	8					54
\$ 500,000 - 599,999		1	2	5	1	1							10
\$ 600,000 - 699,999	1		1		1	1							4
\$ 700,000 - 799,999						1							1
\$ 800,000 - 899,999						1							1
\$ 900,000 - 999,999													
\$ 1,000,000 - and over	1					1	1						3
Total	39	36	47	61	53	57	36	43					372

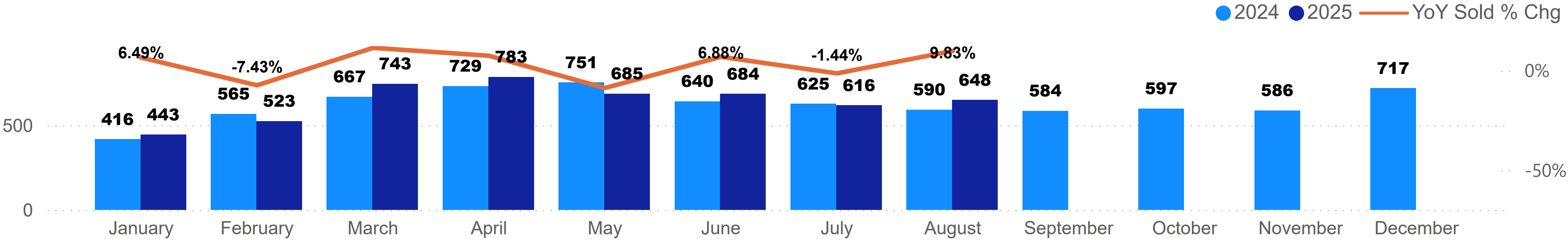




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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	2		2	1	1					11
\$ 50,000 - 59,999	1	2		2	1	2	2	2					12
\$ 60,000 - 69,999	3	2	1	3	1	4	1	4					19
\$ 70,000 - 79,999	1	2	3	1	6	4	3	2					22
\$ 80,000 - 89,999	5	4	4	3	5	3	2	4					30
\$ 90,000 - 99,999	4	1	3	3	2	2	3	4					22
\$ 100,000 - 119,999	5	8	6	12	5	3	6	8					53
\$ 120,000 - 139,999	5	13	9	8	12	11	8	9					75
\$ 140,000 - 159,999	12	7	9	16	4	11	14	9					82
\$ 160,000 - 179,999	5	15	11	18	9	14	14	9					95
\$ 180,000 - 199,999	6	8	16	15	22	13	13	11					104
\$ 200,000 - 249,999	37	39	65	68	68	80	56	74					487
\$ 250,000 - 299,999	52	74	103	106	89	80	84	78					666
\$ 300,000 - 349,999	62	81	98	124	119	95	89	99					767
\$ 350,000 - 399,999	70	74	101	104	91	98	83	97					718
\$ 400,000 - 499,999	73	75	130	146	105	116	100	96					841
\$ 500,000 - 599,999	44	55	78	61	74	61	52	64					489
\$ 600,000 - 699,999	22	28	44	33	25	30	32	30					244
\$ 700,000 - 799,999	9	9	15	11	16	15	21	17					113
\$ 800,000 - 899,999	9	6	8	14	8	14	13	11					83
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3					53
\$ 1,000,000 - and over	12	15	28	22	16	18	12	16					139
Total	443	523	743	783	685	684	616	648					5125



REALTORS® Association of Lake & Sumter Counties

Monthly Sales Trend Indicator 2025

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	5	2	9	14	5	8	4	5					52
2	106	131	152	178	153	176	137	134					1167
3	231	278	363	404	353	349	324	351					2653
4	86	89	175	145	139	121	108	129					992
5	12	19	33	34	29	25	34	22					208
6+	3	4	11	8	6	5	9	7					53
Total	443	523	743	783	685	684	616	648					5125

Sales by Bathroom Count

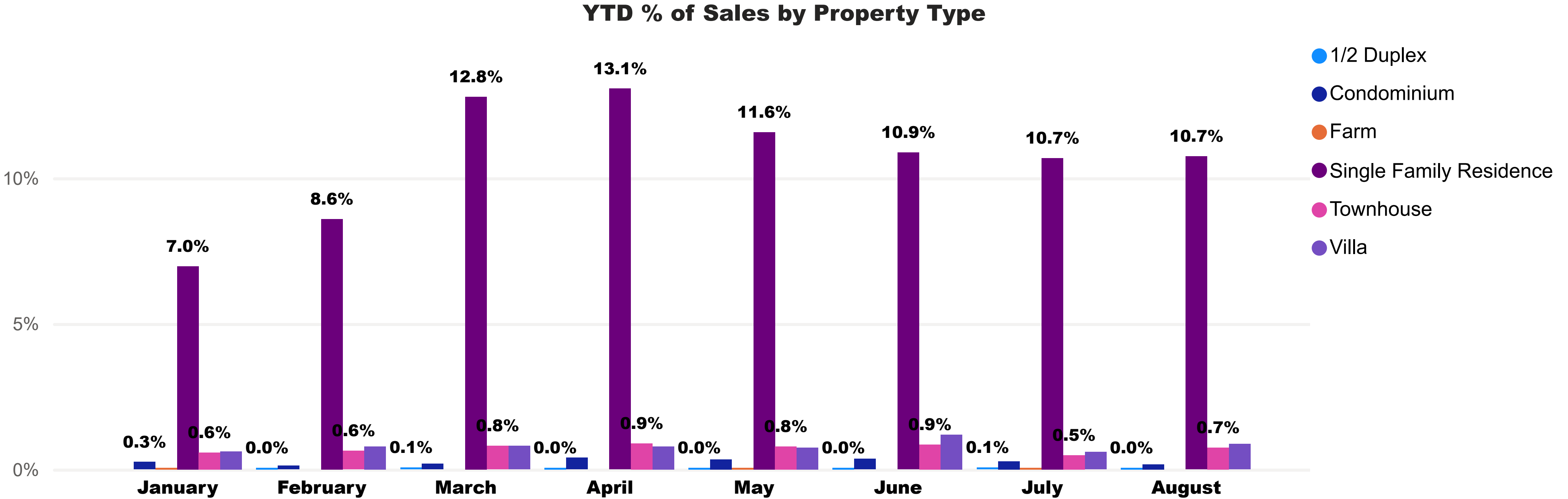
Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0			1										1
1	19	20	24	31	26	26	25	28					199
2	296	361	471	519	463	476	424	434					3444
3	100	117	178	174	154	128	118	142					1111
4	23	20	62	45	32	41	36	34					293
5	4	5	6	10	5	11	11	8					60
6+	1		1	4	5	2	2	2					17
Total	443	523	743	783	685	684	616	648					5125



REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex		1	3	1	1	1	3	2					12
Condominium	12	6	9	19	16	17	13	8					100
Farm	1				1		1						3
Single Family Residence	327	403	600	613	543	510	501	504					4001
Townhouse	27	30	38	42	37	40	23	35					272
Villa	29	37	38	37	35	56	28	41					301
Total	396	477	688	712	633	624	569	590					4689





REALTORS® Association of Lake & Sumter Counties

Multiple Listing One Month Sales and Inventory Report - August - 2025

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	1	0%	55,000	55,000	100%	3	1
\$ 60,000 - 69,999							1
\$ 70,000 - 79,999	1	0%	99,900	70,000	70%	3	2
\$ 80,000 - 89,999	1	0%	125,000	80,000	64%	37	2
\$ 90,000 - 99,999							
\$ 100,000 - 119,999	1	0%	125,000	110,000	88%	2	12
\$ 120,000 - 139,999	2	0%	130,000	130,000	100%	137	13
\$ 140,000 - 159,999	2	0%	192,450	151,000	78%	32	11
\$ 160,000 - 179,999	5	1%	212,760	168,360	79%	102	31
\$ 180,000 - 199,999	7	1%	197,828	190,286	96%	40	22
\$ 200,000 - 249,999	66	11%	236,897	229,553	97%	66	168
\$ 250,000 - 299,999	74	13%	285,827	275,743	96%	76	364
\$ 300,000 - 349,999	98	17%	337,379	325,894	97%	74	398
\$ 350,000 - 399,999	95	16%	384,887	372,951	97%	68	422
\$ 400,000 - 499,999	96	16%	458,329	444,995	97%	62	467
\$ 500,000 - 599,999	64	11%	559,423	547,802	98%	64	273
\$ 600,000 - 699,999	30	5%	673,173	649,191	96%	73	196
\$ 700,000 - 799,999	17	3%	777,751	747,127	96%	123	105
\$ 800,000 - 899,999	11	2%	883,290	853,116	97%	87	58
\$ 900,000 - 999,999	3	1%	963,333	938,333	97%	22	35
\$ 1,000,000 - and over	16	3%	1,701,045	1,598,937	94%	104	133
Total	590	100%	445,686	430,021	96%	71	2714

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 - 2025

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	11	0.21%	59,427	36,809	62%	32	
\$ 50,000 - 59,999	12	0.23%	65,183	53,750	82%	118	1
\$ 60,000 - 69,999	19	0.37%	75,732	63,184	83%	55	1
\$ 70,000 - 79,999	22	0.43%	82,823	73,864	89%	77	2
\$ 80,000 - 89,999	30	0.59%	98,982	83,507	84%	61	2
\$ 90,000 - 99,999	22	0.43%	105,561	93,791	89%	61	
\$ 100,000 - 119,999	53	1.03%	124,587	108,659	87%	65	12
\$ 120,000 - 139,999	75	1.46%	142,595	129,223	91%	91	13
\$ 140,000 - 159,999	82	1.60%	159,114	149,293	94%	76	11
\$ 160,000 - 179,999	95	1.85%	182,317	168,542	92%	89	31
\$ 180,000 - 199,999	104	2.03%	198,851	189,709	95%	63	22
\$ 200,000 - 249,999	487	9.50%	238,198	228,826	96%	64	168
\$ 250,000 - 299,999	666	13.00%	282,679	274,365	97%	69	364
\$ 300,000 - 349,999	767	14.97%	335,413	324,483	97%	69	398
\$ 350,000 - 399,999	718	14.01%	382,936	371,693	97%	64	422
\$ 400,000 - 499,999	841	16.41%	458,201	444,820	97%	60	467
\$ 500,000 - 599,999	489	9.54%	559,367	542,315	97%	64	273
\$ 600,000 - 699,999	244	4.76%	666,387	644,974	97%	66	196
\$ 700,000 - 799,999	113	2.20%	768,003	741,230	97%	85	105
\$ 800,000 - 899,999	83	1.62%	874,065	841,528	96%	92	58
\$ 900,000 - 999,999	53	1.03%	972,470	938,955	97%	84	35
\$ 1,000,000 - and over	139	2.71%	1,464,100	1,396,413	95%	94	133
Total	5125	100.00%	419,643	405,059	97%	68	2714

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.

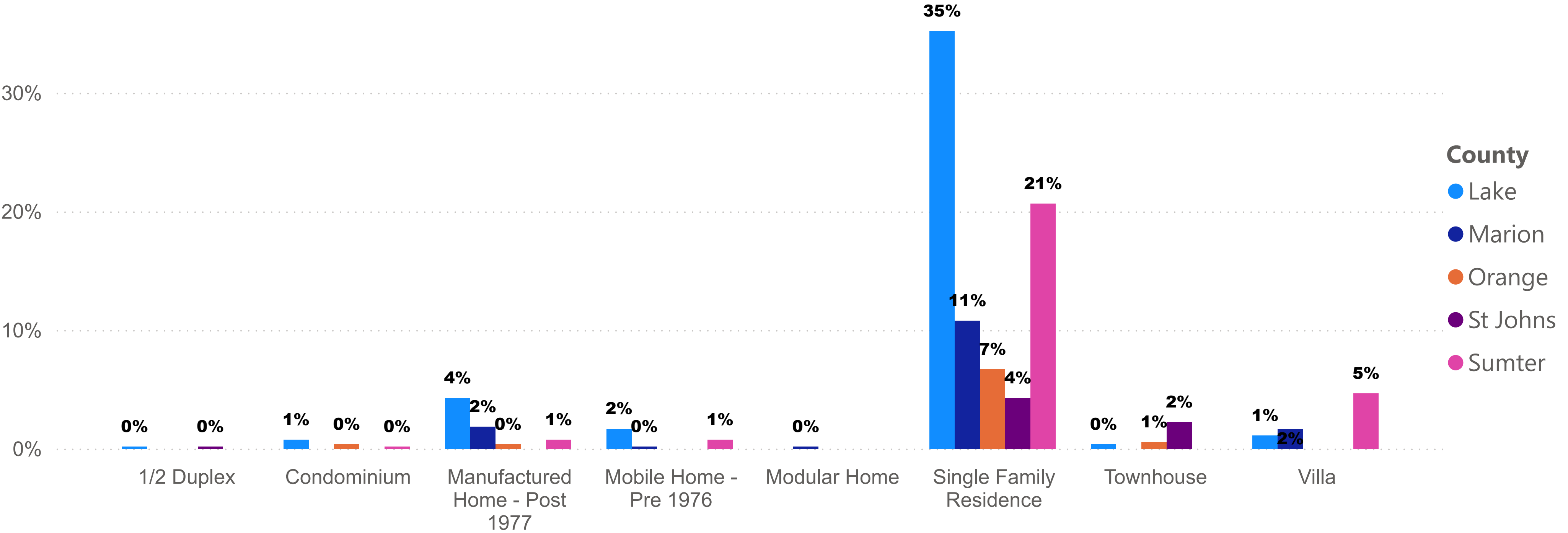
Four Year Sales and Inventory History 2021 - 2025. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
09/30/2021	698	340,462	336,643	99%	18	820	1.17
10/31/2021	636	337,118	333,677	99%	16	826	1.30
11/30/2021	680	356,725	352,347	99%	21	819	1.20
12/31/2021	713	358,954	354,996	99%	22	681	0.96
01/31/2022	552	366,011	362,118	99%	21	674	1.22
02/28/2022	574	377,264	373,960	99%	26	640	1.11
03/31/2022	681	386,421	384,857	100%	22	682	1.00
04/30/2022	686	386,001	383,731	99%	21	763	1.11
05/31/2022	673	397,058	394,673	99%	16	1014	1.51
06/30/2022	631	401,118	399,071	99%	15	1294	2.05
07/31/2022	519	405,255	399,503	99%	21	1611	3.10
08/31/2022	591	400,457	386,978	97%	24	1835	3.10
09/30/2022	486	404,819	395,602	98%	29	1866	3.84
10/31/2022	475	399,119	388,374	97%	34	2025	4.26
11/30/2022	397	397,310	385,515	97%	39	1890	4.76
12/31/2022	475	401,007	385,736	96%	46	1757	3.70
01/31/2023	346	401,055	388,111	97%	52	1768	5.11
02/28/2023	466	386,296	371,866	96%	59	1709	3.67
03/31/2023	635	417,239	402,849	97%	59	1695	2.67
04/30/2023	617	413,883	401,056	97%	59	1633	2.65
05/31/2023	645	407,811	396,227	97%	56	1625	2.52
06/30/2023	661	427,631	416,026	97%	54	1652	2.50
07/31/2023	586	421,146	410,167	97%	51	1672	2.85
08/31/2023	581	428,954	419,035	98%	55	1635	2.81
09/30/2023	545	438,435	428,136	98%	56	1794	3.29
10/31/2023	526	442,261	430,854	97%	59	1865	3.55
11/30/2023	475	446,842	434,319	97%	65	1922	4.05
12/31/2023	597	466,307	453,245	97%	70	1914	3.21
01/31/2024	381	434,613	419,592	97%	73	1958	5.14
02/29/2024	519	431,929	419,661	97%	71	1946	3.75
03/31/2024	604	443,439	431,755	97%	66	1937	3.21
04/30/2024	658	444,908	433,475	97%	61	2033	3.09
05/31/2024	671	453,781	442,170	97%	67	2077	3.10
06/30/2024	583	460,519	449,907	98%	61	2244	3.85
07/31/2024	575	451,673	439,019	97%	61	2251	3.91
08/31/2024	547	441,490	427,886	97%	58	2303	4.21
09/30/2024	544	446,412	432,331	97%	61	2354	4.33
10/31/2024	543	424,697	413,238	97%	74	2362	4.35
11/30/2024	548	439,494	425,493	97%	68	2397	4.37
12/31/2024	656	465,200	451,514	97%	64	2384	3.63
01/31/2025	396	448,772	433,402	97%	73	2600	6.57
02/28/2025	477	434,246	420,251	97%	79	2664	5.58
03/31/2025	688	455,708	441,324	97%	76	2676	3.89
04/30/2025	712	440,498	425,218	97%	72	2737	3.84
05/31/2025	633	427,391	412,560	97%	68	2768	4.37
06/30/2025	624	443,666	429,126	97%	70	2862	4.59
07/31/2025	569	437,098	421,905	97%	79	2766	4.86
08/31/2025	590	445,686	430,021	96%	81	2714	4.60

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	0%			0%		0%
Condominium	1%		0%		0%	1%
Manufactured Home - Post 1977	4%	2%	0%		1%	7%
Mobile Home - Pre 1976	2%	0%			1%	3%
Modular Home		0%				0%
Single Family Residence	35%	11%	7%	4%	21%	78%
Townhouse	0%		1%	2%		3%
Villa	1%	2%			5%	7%
Total	44%	15%	8%	7%	27%	100%



Board/Association: State Month Year
▲
Lake and Sumter FL August 2025

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

Price Range ▲	2 or Less	3	4 or More	Total
\$ 1 - 49,999				
\$ 50,000 - 59,999		1		1
\$ 60,000 - 69,999				
\$ 70,000 - 79,999	1			1
\$ 80,000 - 89,999	1			1
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	1			1
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999		1	1	2
\$ 160,000 - 179,999	2	2		4
\$ 180,000 - 199,999	4	2		6
\$ 200,000 - 249,999	26	24	1	51
\$ 250,000 - 299,999	19	50	3	72
\$ 300,000 - 349,999	21	56	15	92
\$ 350,000 - 399,999	8	55	22	85
\$ 400,000 - 499,999	5	54	28	87
\$ 500,000 - 599,999	5	31	28	64
\$ 600,000 - 699,999		12	18	30
\$ 700,000 - 799,999		8	9	17
\$ 800,000 - 899,999		3	8	11
\$ 900,000 - 999,999		2	1	3
\$ 1,000,000 - and over		3	13	16
Total	94	304	147	545

Condominium / Cooperative Units
Number of Bedrooms

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				
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999				
\$ 160,000 - 179,999		1		1
\$ 180,000 - 199,999		1		1
\$ 200,000 - 249,999	4	10	1	15
\$ 250,000 - 299,999	1	1		2
\$ 300,000 - 349,999	1	4	1	6
\$ 350,000 - 399,999	1	8		9
\$ 400,000 - 499,999	2	4	2	8
\$ 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				
Total	10	29	4	43

Active Listings
(Unsold Homes)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999	1	
\$ 60,000 - 69,999	1	
\$ 70,000 - 79,999	1	1
\$ 80,000 - 89,999	1	
\$ 90,000 - 99,999		
\$ 100,000 - 119,999	4	7
\$ 120,000 - 139,999	3	10
\$ 140,000 - 159,999	5	7
\$ 160,000 - 179,999	16	16
\$ 180,000 - 199,999	13	5
\$ 200,000 - 249,999	117	41
\$ 250,000 - 299,999	310	38
\$ 300,000 - 349,999	342	42
\$ 350,000 - 399,999	376	34
\$ 400,000 - 499,999	416	30
\$ 500,000 - 599,999	247	10
\$ 600,000 - 699,999	176	4
\$ 700,000 - 799,999	96	4
\$ 800,000 - 899,999	54	3
\$ 900,000 - 999,999	38	
\$ 1,000,000 - and over	117	5
Total	2334	257

Sales Pending
(Under Contract)

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	3	
\$ 90,000 - 99,999		
\$ 100,000 - 119,999	1	
\$ 120,000 - 139,999	3	1
\$ 140,000 - 159,999	12	1
\$ 160,000 - 179,999	5	2
\$ 180,000 - 199,999	13	4
\$ 200,000 - 249,999	49	15
\$ 250,000 - 299,999	109	9
\$ 300,000 - 349,999	93	19
\$ 350,000 - 399,999	117	10
\$ 400,000 - 499,999	151	12
\$ 500,000 - 599,999	100	
\$ 600,000 - 699,999	72	
\$ 700,000 - 799,999	44	1
\$ 800,000 - 899,999	20	
\$ 900,000 - 999,999	13	
\$ 1,000,000 - and over	38	
Total	843	74

Time On Market Sort	M-SF	M-Condo
0 - 30	202	26
31-60	101	4
61-90	69	2
91-120	73	6
121-over	100	5
Total	545	43

