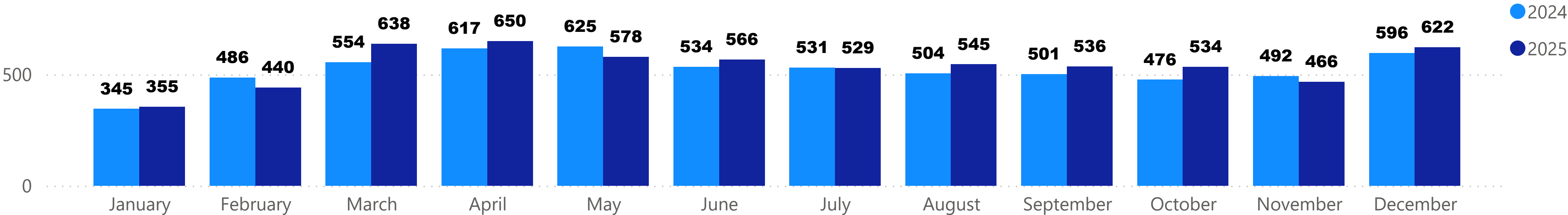




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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	2				5
\$ 60,000 - 69,999		1		1									2
\$ 70,000 - 79,999	1		1		2		1	1			1	1	8
\$ 80,000 - 89,999	2	1	1		3		1	1				1	10
\$ 90,000 - 99,999	1	1				1						2	5
\$ 100,000 - 119,999	1	3	1	1	1		2	1	1		1	2	14
\$ 120,000 - 139,999		7	2	4	4	1	2	1	2	2	1	2	28
\$ 140,000 - 159,999	3	1	5	1	3	4	3	2	4	7	4	1	38
\$ 160,000 - 179,999	1	10	3	5	2	4	5	4	3	4	5	7	53
\$ 180,000 - 199,999	1	4	7	6	11	7	10	6	6	9	5	5	77
\$ 200,000 - 249,999	20	25	46	52	48	59	44	51	47	45	37	54	528
\$ 250,000 - 299,999	47	69	85	92	74	68	72	72	80	80	66	104	909
\$ 300,000 - 349,999	56	72	91	110	104	87	78	91	75	74	65	75	978
\$ 350,000 - 399,999	64	65	97	92	82	88	78	86	82	87	66	97	984
\$ 400,000 - 499,999	63	66	119	139	101	105	98	87	109	88	94	104	1173
\$ 500,000 - 599,999	43	53	76	56	72	59	52	64	48	59	53	65	700
\$ 600,000 - 699,999	21	28	43	33	24	29	32	30	26	35	33	34	368
\$ 700,000 - 799,999	9	9	15	11	16	14	21	17	16	18	18	25	189
\$ 800,000 - 899,999	8	6	8	14	8	13	13	11	9	7	5	15	117
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3	6	6	1	9	75
\$ 1,000,000 - and over	10	15	28	22	16	17	10	16	20	13	11	19	197
Total	355	440	638	650	578	566	529	545	536	534	466	622	6459

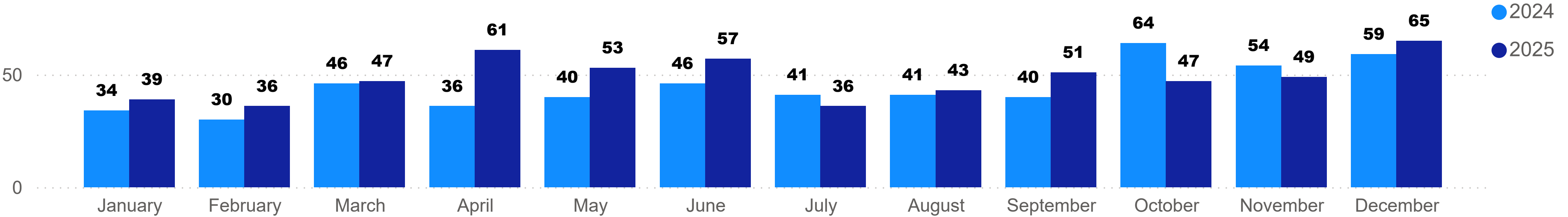




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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			1				5
\$ 80,000 - 89,999		1		1			1						3
\$ 90,000 - 99,999				1					1	1	1	1	5
\$ 100,000 - 119,999	1		1	1	1		3		1			3	11
\$ 120,000 - 139,999			1		1	2	1	1	2			2	10
\$ 140,000 - 159,999	2	1		1		2	1			2	4	2	15
\$ 160,000 - 179,999	1	1	2	4	1	3	1	1	3	1	2		20
\$ 180,000 - 199,999	2		1	3	4	1		1	1	2	1		16
\$ 200,000 - 249,999	8	6	8	12	12	12	6	15	8	9	10	11	117
\$ 250,000 - 299,999	5	2	11	6	7	4	4	2	7	9	6	8	71
\$ 300,000 - 349,999	6	5	6	11	13	7	10	6	14	14	10	20	122
\$ 350,000 - 399,999	5	9	4	10	7	10	5	9	9	2	6	10	86
\$ 400,000 - 499,999	7	9	10	5	4	9	2	8	4	6	6	4	74
\$ 500,000 - 599,999		1	2	5	1	1					2	1	13
\$ 600,000 - 699,999	1		1		1	1					1		5
\$ 700,000 - 799,999						1						2	3
\$ 800,000 - 899,999						1							1
\$ 900,000 - 999,999													
\$ 1,000,000 - and over	1					1	1			1		1	5
Total	39	36	47	61	53	57	36	43	51	47	49	65	584

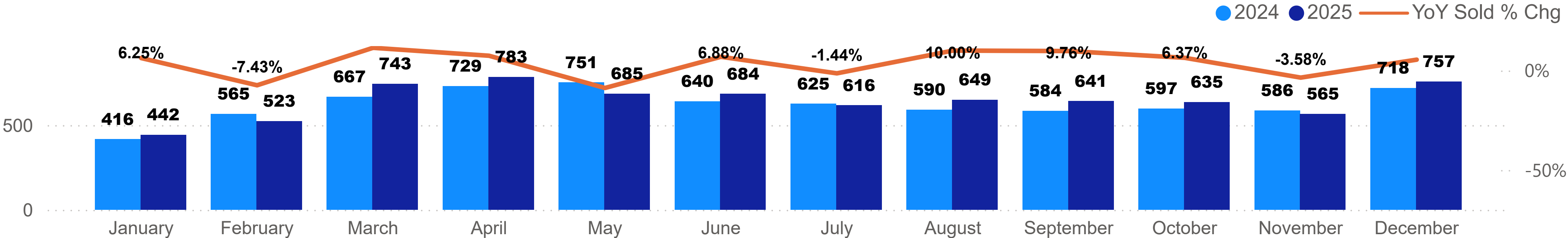




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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	2			1	14
\$ 50,000 - 59,999	1	2		2	1	2	2	2	2	1		1	16
\$ 60,000 - 69,999	3	2	1	3	1	4	1	4	5	1		1	26
\$ 70,000 - 79,999	1	2	3	1	6	4	3	2	1	1	3	6	33
\$ 80,000 - 89,999	5	4	4	3	5	3	2	4	3	4	1	3	41
\$ 90,000 - 99,999	4	1	3	3	2	2	3	4	4	7	3	3	39
\$ 100,000 - 119,999	5	8	6	12	5	3	6	8	3	5	4	10	75
\$ 120,000 - 139,999	5	13	9	8	12	11	8	9	8	9	7	11	110
\$ 140,000 - 159,999	12	7	9	16	4	11	14	9	10	17	13	13	135
\$ 160,000 - 179,999	5	15	11	18	9	14	14	9	15	8	15	13	146
\$ 180,000 - 199,999	6	8	16	15	22	13	13	11	11	13	10	12	150
\$ 200,000 - 249,999	37	39	65	68	68	80	56	74	62	61	57	77	744
\$ 250,000 - 299,999	52	74	103	106	89	80	84	78	92	94	75	114	1041
\$ 300,000 - 349,999	62	81	98	124	119	95	89	99	91	89	78	95	1120
\$ 350,000 - 399,999	70	74	101	104	91	98	83	98	91	91	73	113	1087
\$ 400,000 - 499,999	73	75	130	146	105	116	100	96	114	94	101	113	1263
\$ 500,000 - 599,999	43	55	78	61	74	61	52	64	49	59	56	66	718
\$ 600,000 - 699,999	22	28	44	33	25	30	32	30	26	35	34	34	373
\$ 700,000 - 799,999	9	9	15	11	16	15	21	17	16	18	18	27	192
\$ 800,000 - 899,999	9	6	8	14	8	14	13	11	10	7	5	15	120
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3	6	6	1	9	75
\$ 1,000,000 - and over	12	15	28	22	16	18	12	16	20	15	11	20	205
Total	442	523	743	783	685	684	616	649	641	635	565	757	7723





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
0									1				1
1	5	2	9	14	5	8	4	5	9	5	2	5	73
2	106	131	152	178	153	176	137	134	139	171	131	173	1781
3	230	278	363	404	353	349	324	352	331	312	285	349	3930
4	86	89	175	145	139	121	108	129	129	112	113	164	1510
5	12	19	33	34	29	25	34	22	25	25	28	54	340
6+	3	4	11	8	6	5	9	7	8	10	6	12	89
Total	442	523	743	783	685	684	616	649	642	635	565	757	7724

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0			1						1				2
1	19	20	24	31	26	26	25	28	27	19	14	25	284
2	295	361	471	519	463	476	424	435	435	450	369	483	5181
3	100	117	178	174	154	128	118	142	140	114	140	156	1661
4	23	20	62	45	32	41	36	34	29	36	30	75	463
5	4	5	6	10	5	11	11	8	6	9	9	16	100
6+	1		1	4	5	2	2	2	4	7	3	2	33
Total	442	523	743	783	685	684	616	649	642	635	565	757	7724

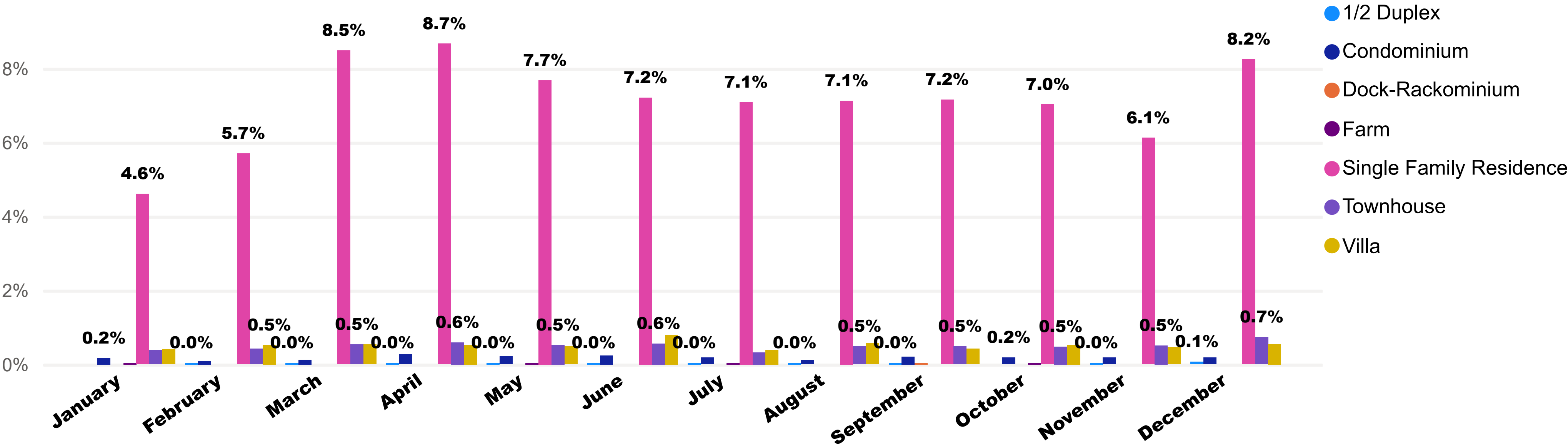


REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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	3		2	5	22
Condominium	12	6	9	19	16	17	13	8	15	13	13	13	154
Dock-Rackominium									1				1
Farm	1				1		1			1			4
Single Family Residence	326	403	600	613	543	510	501	504	506	497	433	583	6019
Townhouse	27	30	38	42	37	40	23	35	35	34	36	52	429
Villa	29	37	38	37	35	56	28	41	30	37	33	39	440
Total	395	477	688	712	633	624	569	590	590	582	517	692	7069

YTD % of Sales by Property Type





REALTORS® Association of Lake & Sumter Counties

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

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999							1
\$ 50,000 - 59,999							2
\$ 60,000 - 69,999							
\$ 70,000 - 79,999	1	0%	79,900	70,000	88%	17	1
\$ 80,000 - 89,999	1	0%	85,000	87,600	103%	14	3
\$ 90,000 - 99,999	3	0%	101,333	94,333	93%	17	3
\$ 100,000 - 119,999	5	1%	131,705	115,150	87%	75	11
\$ 120,000 - 139,999	4	1%	134,975	130,250	96%	40	12
\$ 140,000 - 159,999	3	0%	162,467	158,333	97%	83	16
\$ 160,000 - 179,999	7	1%	182,843	168,071	92%	42	25
\$ 180,000 - 199,999	5	1%	221,778	193,980	87%	49	32
\$ 200,000 - 249,999	66	10%	235,678	227,858	97%	59	202
\$ 250,000 - 299,999	112	16%	283,386	274,302	97%	81	367
\$ 300,000 - 349,999	95	14%	333,257	325,119	98%	56	425
\$ 350,000 - 399,999	109	16%	387,956	373,539	96%	60	377
\$ 400,000 - 499,999	110	16%	464,264	452,444	97%	47	440
\$ 500,000 - 599,999	66	10%	571,920	555,282	97%	67	220
\$ 600,000 - 699,999	34	5%	662,094	646,847	98%	55	146
\$ 700,000 - 799,999	27	4%	777,137	745,438	96%	62	97
\$ 800,000 - 899,999	15	2%	886,242	840,566	95%	73	56
\$ 900,000 - 999,999	9	1%	1,010,542	925,945	92%	24	37
\$ 1,000,000 - and over	20	3%	1,552,430	1,496,161	96%	82	127
Total	692	100%	450,189	434,861	97%	61	2600

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	14	0.18%	58,543	37,850	65%	36	1
\$ 50,000 - 59,999	16	0.21%	62,931	53,500	85%	107	2
\$ 60,000 - 69,999	26	0.34%	76,604	63,827	83%	73	
\$ 70,000 - 79,999	33	0.43%	84,194	73,845	88%	78	1
\$ 80,000 - 89,999	41	0.53%	99,835	83,435	84%	62	3
\$ 90,000 - 99,999	39	0.50%	105,460	93,675	89%	62	3
\$ 100,000 - 119,999	75	0.97%	125,309	109,376	87%	77	11
\$ 120,000 - 139,999	110	1.42%	141,794	128,886	91%	91	12
\$ 140,000 - 159,999	135	1.75%	158,856	149,326	94%	77	16
\$ 160,000 - 179,999	146	1.89%	181,310	168,523	93%	89	25
\$ 180,000 - 199,999	150	1.94%	199,307	190,170	95%	68	32
\$ 200,000 - 249,999	744	9.63%	237,377	228,076	96%	66	202
\$ 250,000 - 299,999	1041	13.48%	283,010	274,355	97%	73	367
\$ 300,000 - 349,999	1120	14.50%	334,932	324,730	97%	69	425
\$ 350,000 - 399,999	1087	14.07%	383,946	372,493	97%	62	377
\$ 400,000 - 499,999	1263	16.35%	459,297	445,788	97%	61	440
\$ 500,000 - 599,999	718	9.30%	561,203	543,047	97%	66	220
\$ 600,000 - 699,999	373	4.83%	666,340	644,720	97%	70	146
\$ 700,000 - 799,999	192	2.49%	770,443	742,928	96%	82	97
\$ 800,000 - 899,999	120	1.55%	876,001	842,457	96%	95	56
\$ 900,000 - 999,999	75	0.97%	980,276	939,228	96%	70	37
\$ 1,000,000 - and over	205	2.65%	1,495,158	1,422,712	95%	93	127
Total	7723	100.00%	420,298	405,460	96%	69	2600

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.

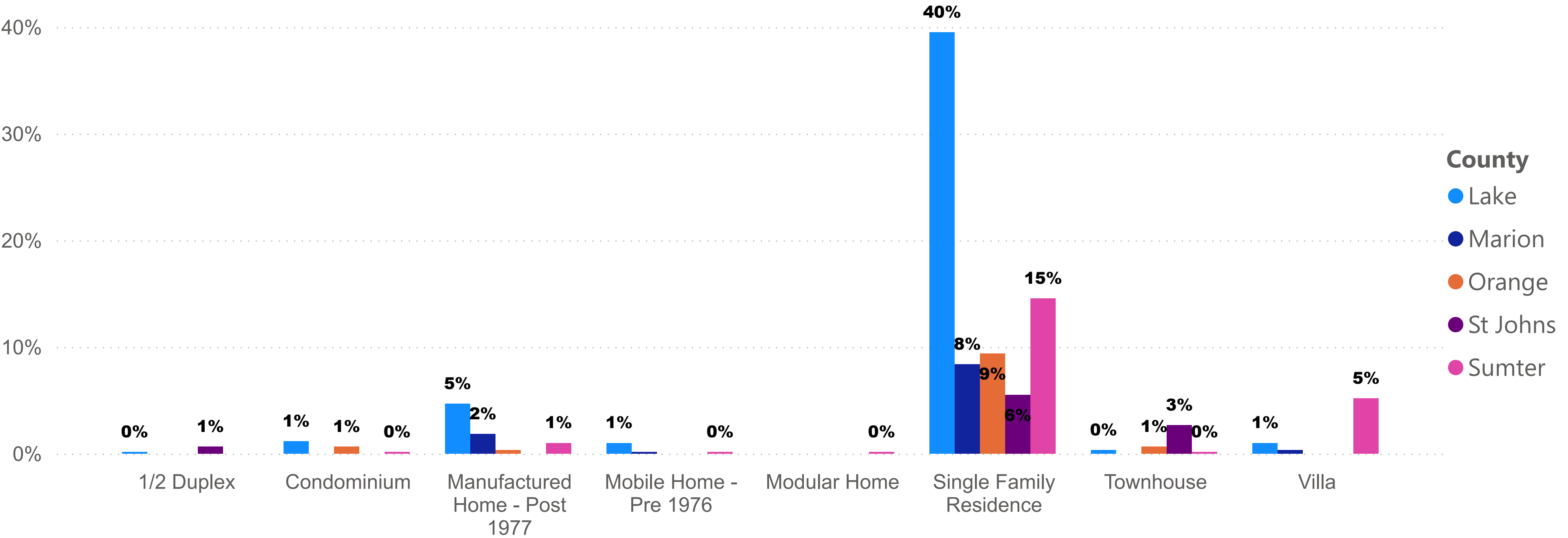
Four Year Sales and Inventory History 2022 - 2025. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
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	449,564	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	432,323	97%	61	2354	4.33
10/31/2024	543	424,697	413,238	97%	74	2363	4.35
11/30/2024	548	439,494	425,493	97%	68	2399	4.38
12/31/2024	657	465,267	451,596	97%	64	2387	3.63
01/31/2025	395	448,620	433,221	97%	73	2603	6.59
02/28/2025	477	434,246	420,251	97%	79	2665	5.59
03/31/2025	688	455,708	441,324	97%	76	2686	3.90
04/30/2025	712	440,498	425,218	97%	72	2749	3.86
05/31/2025	633	427,391	412,560	97%	68	2785	4.40
06/30/2025	624	443,666	429,126	97%	70	2883	4.62
07/31/2025	569	437,098	421,905	97%	79	2811	4.94
08/31/2025	590	445,806	430,141	96%	81	2816	4.77
09/30/2025	589	440,060	424,371	96%	77	2750	4.67
10/31/2025	582	444,710	427,601	96%	77	2704	4.65
11/30/2025	517	434,573	419,448	97%	83	2644	5.11
12/31/2025	692	450,189	434,861	97%	70	2600	3.76

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%			1%		1%
Condominium	1%		1%		0%	2%
Manufactured Home - Post 1977	5%	2%	0%		1%	8%
Mobile Home - Pre 1976	1%	0%			0%	1%
Modular Home					0%	0%
Single Family Residence	40%	8%	9%	6%	15%	77%
Townhouse	0%		1%	3%	0%	4%
Villa	1%	0%			5%	7%
Total	48%	11%	11%	9%	21%	100%



Board/Association: State Month Year
Lake and Sumter FL December 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				
\$ 60,000 - 69,999				
\$ 70,000 - 79,999	1			1
\$ 80,000 - 89,999	1			1
\$ 90,000 - 99,999	2			2
\$ 100,000 - 119,999		2		2
\$ 120,000 - 139,999	1		1	2
\$ 140,000 - 159,999		1		1
\$ 160,000 - 179,999	5	2		7
\$ 180,000 - 199,999	4	1		5
\$ 200,000 - 249,999	30	23	1	54
\$ 250,000 - 299,999	35	52	17	104
\$ 300,000 - 349,999	24	36	15	75
\$ 350,000 - 399,999	6	57	34	97
\$ 400,000 - 499,999	9	55	40	104
\$ 500,000 - 599,999	2	22	41	65
\$ 600,000 - 699,999		10	24	34
\$ 700,000 - 799,999		7	18	25
\$ 800,000 - 899,999		5	10	15
\$ 900,000 - 999,999		3	6	9
\$ 1,000,000 - and over		6	13	19
Total	120	282	220	622

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	1			1
\$ 100,000 - 119,999	2	1		3
\$ 120,000 - 139,999		2		2
\$ 140,000 - 159,999	2			2
\$ 160,000 - 179,999				
\$ 180,000 - 199,999				
\$ 200,000 - 249,999	3	8		11
\$ 250,000 - 299,999		8		8
\$ 300,000 - 349,999	5	15		20
\$ 350,000 - 399,999	4	6		10
\$ 400,000 - 499,999	1	3		4
\$ 500,000 - 599,999			1	1
\$ 600,000 - 699,999				
\$ 700,000 - 799,999			2	2
\$ 800,000 - 899,999				
\$ 900,000 - 999,999				
\$ 1,000,000 - and over			1	1
Total	18	43	4	65

Active Listings
(Unsold Homes)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	1	
\$ 50,000 - 59,999		2
\$ 60,000 - 69,999		
\$ 70,000 - 79,999	1	
\$ 80,000 - 89,999	1	1
\$ 90,000 - 99,999	2	
\$ 100,000 - 119,999		9
\$ 120,000 - 139,999	5	6
\$ 140,000 - 159,999	6	10
\$ 160,000 - 179,999	14	8
\$ 180,000 - 199,999	23	11
\$ 200,000 - 249,999	141	41
\$ 250,000 - 299,999	292	35
\$ 300,000 - 349,999	393	31
\$ 350,000 - 399,999	344	22
\$ 400,000 - 499,999	429	19
\$ 500,000 - 599,999	210	5
\$ 600,000 - 699,999	136	3
\$ 700,000 - 799,999	87	6
\$ 800,000 - 899,999	56	
\$ 900,000 - 999,999	35	
\$ 1,000,000 - and over	118	1
Total	2294	210

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	1	
\$ 80,000 - 89,999	2	1
\$ 90,000 - 99,999		
\$ 100,000 - 119,999	2	
\$ 120,000 - 139,999	5	1
\$ 140,000 - 159,999	8	1
\$ 160,000 - 179,999	3	5
\$ 180,000 - 199,999	16	
\$ 200,000 - 249,999	65	10
\$ 250,000 - 299,999	97	5
\$ 300,000 - 349,999	97	22
\$ 350,000 - 399,999	99	13
\$ 400,000 - 499,999	124	4
\$ 500,000 - 599,999	86	
\$ 600,000 - 699,999	67	1
\$ 700,000 - 799,999	50	
\$ 800,000 - 899,999	22	
\$ 900,000 - 999,999	25	
\$ 1,000,000 - and over	30	1
Total	799	64

Time On Market Sort	M-SF	M-Condo
0 - 30	288	40
31-60	113	8
61-90	59	4
91-120	51	2
121-over	111	11
Total	622	65

