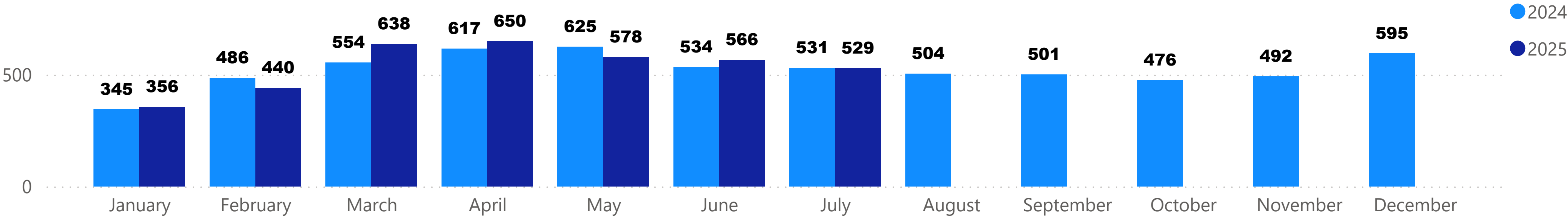




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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							2
\$ 60,000 - 69,999		1		1									2
\$ 70,000 - 79,999	1		1		2		1						5
\$ 80,000 - 89,999	2	1	1		3		1						8
\$ 90,000 - 99,999	1	1				1							3
\$ 100,000 - 119,999	1	3	1	1	1		2						9
\$ 120,000 - 139,999		7	2	4	4	1	2						20
\$ 140,000 - 159,999	3	1	5	1	3	4	3						20
\$ 160,000 - 179,999	1	10	3	5	2	4	5						30
\$ 180,000 - 199,999	1	4	7	6	11	7	10						46
\$ 200,000 - 249,999	20	25	46	52	48	59	44						294
\$ 250,000 - 299,999	47	69	85	92	74	68	72						507
\$ 300,000 - 349,999	56	72	91	110	104	87	78						598
\$ 350,000 - 399,999	64	65	97	92	82	88	78						566
\$ 400,000 - 499,999	63	66	119	139	101	105	98						691
\$ 500,000 - 599,999	44	53	76	56	72	59	52						412
\$ 600,000 - 699,999	21	28	43	33	24	29	32						210
\$ 700,000 - 799,999	9	9	15	11	16	14	21						95
\$ 800,000 - 899,999	8	6	8	14	8	13	13						70
\$ 900,000 - 999,999	4	4	9	11	7	8	7						50
\$ 1,000,000 - and over	10	15	28	22	16	17	10						118
Total	356	440	638	650	578	566	529						3757

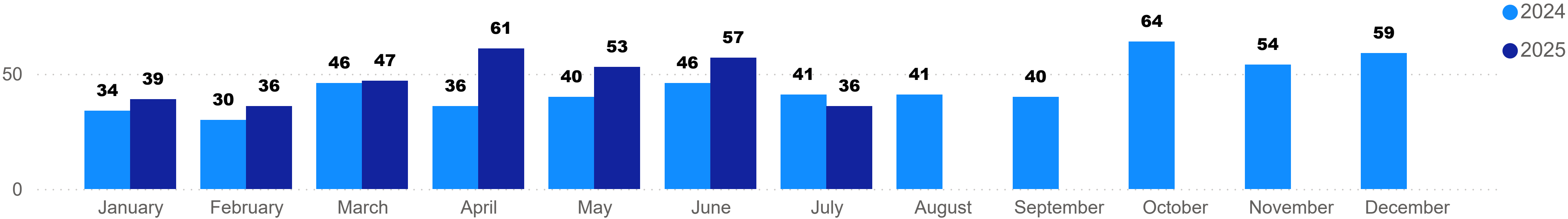




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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						5
\$ 140,000 - 159,999	2	1		1		2	1						7
\$ 160,000 - 179,999	1	1	2	4	1	3	1						13
\$ 180,000 - 199,999	2		1	3	4	1							11
\$ 200,000 - 249,999	8	6	8	12	12	12	6						64
\$ 250,000 - 299,999	5	2	11	6	7	4	4						39
\$ 300,000 - 349,999	6	5	6	11	13	7	10						58
\$ 350,000 - 399,999	5	9	4	10	7	10	5						50
\$ 400,000 - 499,999	7	9	10	5	4	9	2						46
\$ 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						329

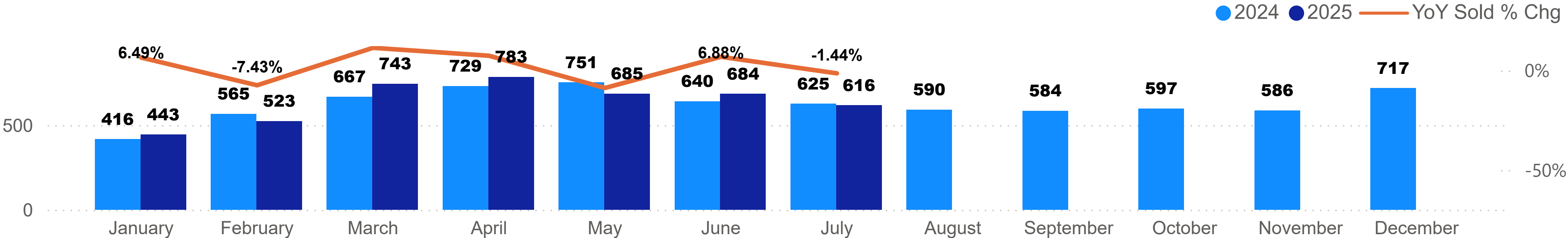




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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						10
\$ 50,000 - 59,999	1	2		2	1	2	2						10
\$ 60,000 - 69,999	3	2	1	3	1	4	1						15
\$ 70,000 - 79,999	1	2	3	1	6	4	3						20
\$ 80,000 - 89,999	5	4	4	3	5	3	2						26
\$ 90,000 - 99,999	4	1	3	3	2	2	3						18
\$ 100,000 - 119,999	5	8	6	12	5	3	6						45
\$ 120,000 - 139,999	5	13	9	8	12	11	8						66
\$ 140,000 - 159,999	12	7	9	16	4	11	14						73
\$ 160,000 - 179,999	5	15	11	18	9	14	14						86
\$ 180,000 - 199,999	6	8	16	15	22	13	13						93
\$ 200,000 - 249,999	37	39	65	68	68	80	56						413
\$ 250,000 - 299,999	52	74	103	106	89	80	84						588
\$ 300,000 - 349,999	62	81	98	124	119	95	89						668
\$ 350,000 - 399,999	70	74	101	104	91	98	83						621
\$ 400,000 - 499,999	73	75	130	146	105	116	100						745
\$ 500,000 - 599,999	44	55	78	61	74	61	52						425
\$ 600,000 - 699,999	22	28	44	33	25	30	32						214
\$ 700,000 - 799,999	9	9	15	11	16	15	21						96
\$ 800,000 - 899,999	9	6	8	14	8	14	13						72
\$ 900,000 - 999,999	4	4	9	11	7	8	7						50
\$ 1,000,000 - and over	12	15	28	22	16	18	12						123
Total	443	523	743	783	685	684	616						4477



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						47
2	106	131	152	178	153	176	137						1033
3	231	278	363	404	353	349	324						2302
4	86	89	175	145	139	121	108						863
5	12	19	33	34	29	25	34						186
6+	3	4	11	8	6	5	9						46
Total	443	523	743	783	685	684	616						4477

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						171
2	296	361	471	519	463	476	424						3010
3	100	117	178	174	154	128	118						969
4	23	20	62	45	32	41	36						259
5	4	5	6	10	5	11	11						52
6+	1		1	4	5	2	2						15
Total	443	523	743	783	685	684	616						4477

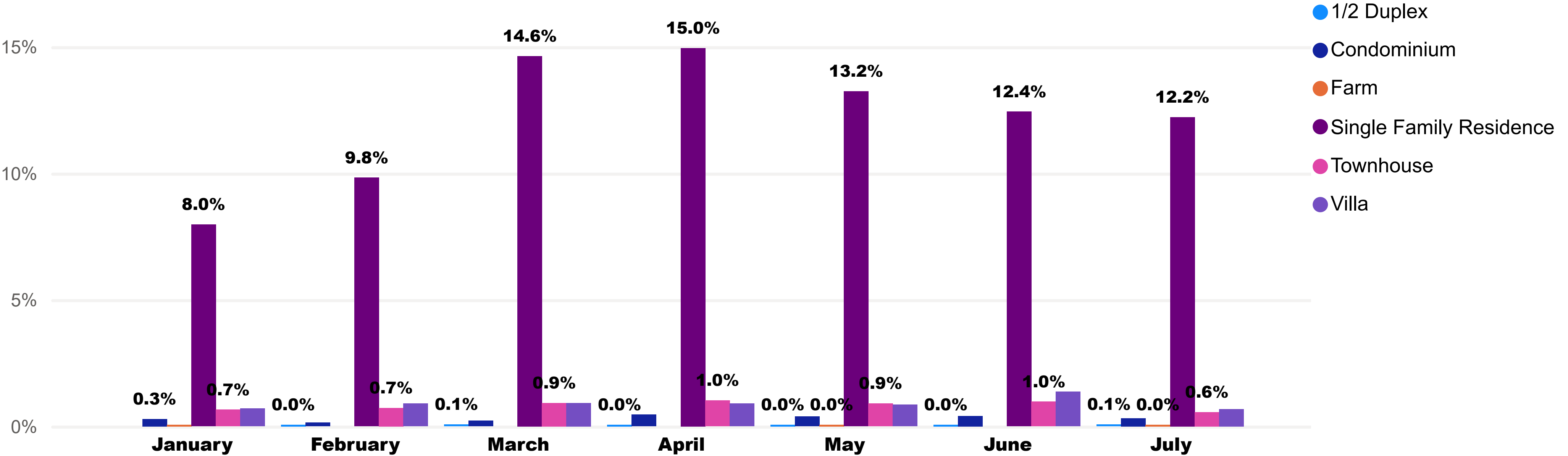


REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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						10
Condominium	12	6	9	19	16	17	13						92
Farm	1				1		1						3
Single Family Residence	327	403	600	613	543	510	501						3497
Townhouse	27	30	38	42	37	40	23						237
Villa	29	37	38	37	35	56	28						260
Total	396	477	688	712	633	624	569						4099

YTD % of Sales by Property Type





REALTORS® Association of Lake & Sumter Counties

Multiple Listing One Month Sales and Inventory Report - July - 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%	60,000	55,000	92%	73	1
\$ 60,000 - 69,999							1
\$ 70,000 - 79,999	1	0%	89,000	78,000	88%	62	2
\$ 80,000 - 89,999	2	0%	77,000	85,101	111%	49	2
\$ 90,000 - 99,999							1
\$ 100,000 - 119,999	5	1%	119,920	106,800	89%	23	11
\$ 120,000 - 139,999	3	1%	131,600	125,967	96%	38	8
\$ 140,000 - 159,999	4	1%	160,562	150,750	94%	74	10
\$ 160,000 - 179,999	7	1%	195,100	166,429	85%	60	28
\$ 180,000 - 199,999	10	2%	191,019	189,940	99%	45	24
\$ 200,000 - 249,999	51	9%	236,741	226,555	96%	59	166
\$ 250,000 - 299,999	77	14%	281,592	274,739	98%	80	374
\$ 300,000 - 349,999	88	15%	332,341	324,163	98%	62	392
\$ 350,000 - 399,999	83	15%	381,061	368,893	97%	68	407
\$ 400,000 - 499,999	100	18%	460,885	447,532	97%	67	474
\$ 500,000 - 599,999	52	9%	559,291	541,876	97%	80	271
\$ 600,000 - 699,999	32	6%	666,681	648,324	97%	83	189
\$ 700,000 - 799,999	21	4%	758,814	737,071	97%	75	112
\$ 800,000 - 899,999	13	2%	886,603	847,827	96%	90	65
\$ 900,000 - 999,999	7	1%	949,983	931,001	98%	102	43
\$ 1,000,000 - and over	11	2%	1,545,221	1,417,585	92%	105	131
Total	568	100%	435,668	420,817	97%	70	2712

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	10	0.22%	59,870	36,240	61%	34	
\$ 50,000 - 59,999	10	0.22%	66,220	53,500	81%	126	1
\$ 60,000 - 69,999	15	0.34%	78,500	63,267	81%	55	1
\$ 70,000 - 79,999	20	0.45%	82,115	74,250	90%	82	2
\$ 80,000 - 89,999	26	0.58%	98,133	83,528	85%	48	2
\$ 90,000 - 99,999	18	0.40%	106,674	94,300	88%	68	1
\$ 100,000 - 119,999	45	1.01%	125,460	108,798	87%	62	11
\$ 120,000 - 139,999	66	1.47%	142,879	129,436	91%	95	8
\$ 140,000 - 159,999	73	1.63%	158,536	149,494	94%	81	10
\$ 160,000 - 179,999	86	1.92%	180,506	168,532	93%	85	28
\$ 180,000 - 199,999	93	2.08%	199,093	189,718	95%	66	24
\$ 200,000 - 249,999	413	9.22%	238,408	228,743	96%	64	166
\$ 250,000 - 299,999	588	13.13%	282,208	274,226	97%	68	374
\$ 300,000 - 349,999	668	14.92%	335,102	324,238	97%	69	392
\$ 350,000 - 399,999	621	13.87%	382,679	371,563	97%	63	407
\$ 400,000 - 499,999	745	16.64%	458,184	444,798	97%	60	474
\$ 500,000 - 599,999	425	9.49%	559,358	541,489	97%	64	271
\$ 600,000 - 699,999	214	4.78%	665,435	644,383	97%	65	189
\$ 700,000 - 799,999	96	2.14%	766,276	740,185	97%	78	112
\$ 800,000 - 899,999	72	1.61%	872,655	839,758	96%	92	65
\$ 900,000 - 999,999	50	1.12%	973,018	938,992	97%	88	43
\$ 1,000,000 - and over	123	2.75%	1,433,277	1,370,069	96%	93	131
Total	4477	100.00%	419,466	404,988	97%	67	2712

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.

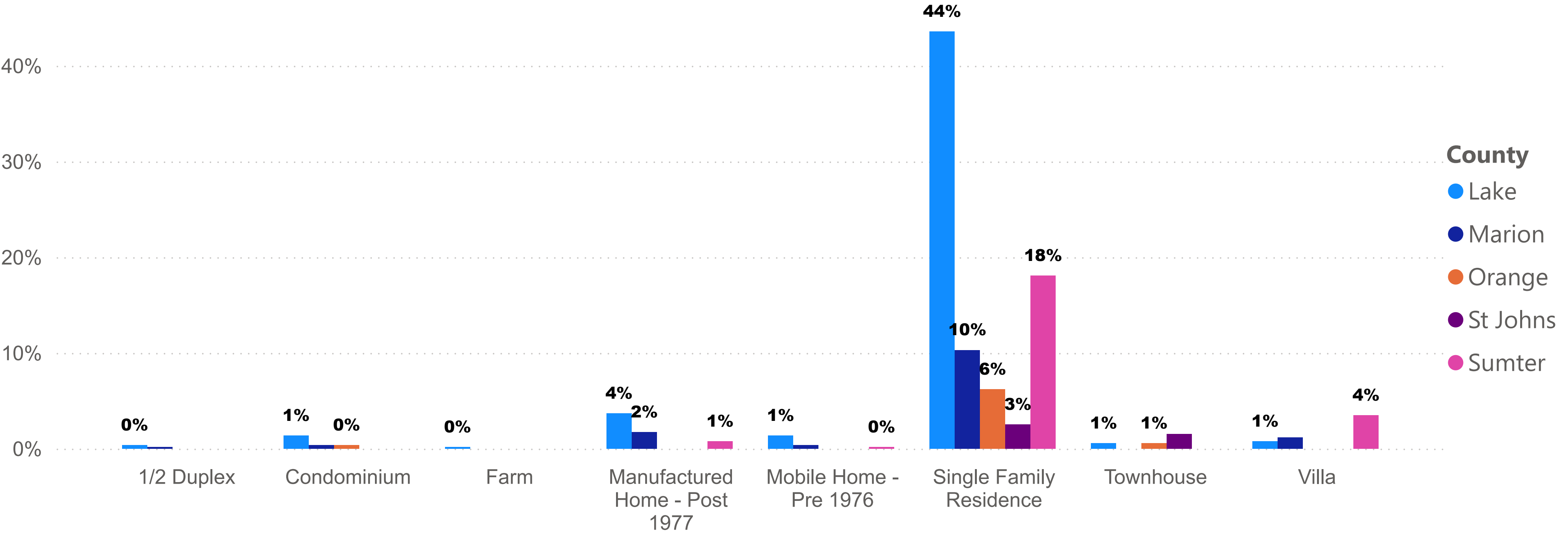
Four Year Sales and Inventory History 2021 - 2025. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
08/31/2021	680	345,612	342,740	99%	22	808	1.19
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	2302	4.21
09/30/2024	544	446,412	432,331	97%	61	2353	4.33
10/31/2024	543	424,697	413,238	97%	74	2361	4.35
11/30/2024	548	439,494	425,493	97%	68	2396	4.37
12/31/2024	656	465,200	451,514	97%	64	2383	3.63
01/31/2025	396	448,772	433,402	97%	73	2598	6.56
02/28/2025	477	434,246	420,251	97%	79	2662	5.58
03/31/2025	688	455,708	441,324	97%	76	2673	3.89
04/30/2025	712	440,498	425,218	97%	72	2731	3.84
05/31/2025	633	427,391	412,560	97%	68	2756	4.35
06/30/2025	624	443,666	429,126	97%	70	2838	4.55
07/31/2025	569	437,098	421,905	97%	79	2712	4.77

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%				1%
Condominium	1%	0%	0%			2%
Farm	0%					0%
Manufactured Home - Post 1977	4%	2%			1%	6%
Mobile Home - Pre 1976	1%	0%			0%	2%
Single Family Residence	44%	10%	6%	3%	18%	81%
Townhouse	1%		1%	2%		3%
Villa	1%	1%			4%	5%
Total	52%	14%	7%	4%	23%	100%



Board/Association: State Month Year
Lake and Sumter FL July 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				
\$ 100,000 - 119,999	2			2
\$ 120,000 - 139,999	1	1		2
\$ 140,000 - 159,999	2	1		3
\$ 160,000 - 179,999		4	1	5
\$ 180,000 - 199,999	7	3		10
\$ 200,000 - 249,999	24	19	1	44
\$ 250,000 - 299,999	30	38	4	72
\$ 300,000 - 349,999	10	53	15	78
\$ 350,000 - 399,999	7	51	20	78
\$ 400,000 - 499,999	9	56	33	98
\$ 500,000 - 599,999	4	28	20	52
\$ 600,000 - 699,999	2	9	21	32
\$ 700,000 - 799,999		9	12	21
\$ 800,000 - 899,999		6	7	13
\$ 900,000 - 999,999		2	5	7
\$ 1,000,000 - and over		2	8	10
Total	99	283	147	529

Condominium / Cooperative 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				
\$ 80,000 - 89,999	1			1
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	3			3
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999	1			1
\$ 160,000 - 179,999	1			1
\$ 180,000 - 199,999				
\$ 200,000 - 249,999	1	5		6
\$ 250,000 - 299,999	1	3		4
\$ 300,000 - 349,999	2	8		10
\$ 350,000 - 399,999	2	2	1	5
\$ 400,000 - 499,999		2		2
\$ 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		1		1
Total	14	21	1	36

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	1
\$ 90,000 - 99,999		1
\$ 100,000 - 119,999	2	8
\$ 120,000 - 139,999		9
\$ 140,000 - 159,999	5	4
\$ 160,000 - 179,999	13	13
\$ 180,000 - 199,999	15	5
\$ 200,000 - 249,999	110	43
\$ 250,000 - 299,999	308	28
\$ 300,000 - 349,999	335	43
\$ 350,000 - 399,999	345	35
\$ 400,000 - 499,999	423	32
\$ 500,000 - 599,999	255	10
\$ 600,000 - 699,999	188	5
\$ 700,000 - 799,999	103	5
\$ 800,000 - 899,999	59	3
\$ 900,000 - 999,999	43	
\$ 1,000,000 - and over	111	5
Total	2319	251

Sales Pending
(Under Contract)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999	1	
\$ 60,000 - 69,999		
\$ 70,000 - 79,999		
\$ 80,000 - 89,999	4	
\$ 90,000 - 99,999	1	
\$ 100,000 - 119,999	1	
\$ 120,000 - 139,999	6	1
\$ 140,000 - 159,999	8	
\$ 160,000 - 179,999	5	2
\$ 180,000 - 199,999	13	1
\$ 200,000 - 249,999	48	16
\$ 250,000 - 299,999	109	6
\$ 300,000 - 349,999	106	17
\$ 350,000 - 399,999	109	8
\$ 400,000 - 499,999	164	15
\$ 500,000 - 599,999	104	
\$ 600,000 - 699,999	58	
\$ 700,000 - 799,999	47	1
\$ 800,000 - 899,999	20	
\$ 900,000 - 999,999	13	
\$ 1,000,000 - and over	48	
Total	865	67

Time On Market Sort	M-SF	M-Condo
0 - 30	220	22
31-60	83	4
61-90	68	3
91-120	55	1
121-over	103	6
Total	529	36

