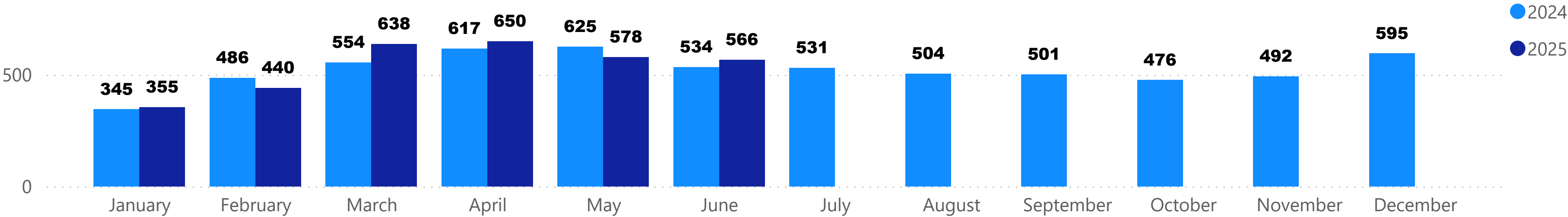




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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								4
\$ 80,000 - 89,999	2	1	1		3								7
\$ 90,000 - 99,999	1	1				1							3
\$ 100,000 - 119,999	1	3	1	1	1								7
\$ 120,000 - 139,999		7	2	4	4	1							18
\$ 140,000 - 159,999	3	1	5	1	3	4							17
\$ 160,000 - 179,999	1	10	3	5	2	4							25
\$ 180,000 - 199,999	1	4	7	6	11	7							36
\$ 200,000 - 249,999	20	25	46	52	48	59							250
\$ 250,000 - 299,999	47	69	85	92	74	68							435
\$ 300,000 - 349,999	56	72	91	110	104	87							520
\$ 350,000 - 399,999	63	65	97	92	82	88							487
\$ 400,000 - 499,999	63	66	119	139	101	105							593
\$ 500,000 - 599,999	44	53	76	56	72	59							360
\$ 600,000 - 699,999	21	28	43	33	24	29							178
\$ 700,000 - 799,999	9	9	15	11	16	14							74
\$ 800,000 - 899,999	8	6	8	14	8	13							57
\$ 900,000 - 999,999	4	4	9	11	7	8							43
\$ 1,000,000 - and over	10	15	28	22	16	17							108
Total	355	440	638	650	578	566							3227

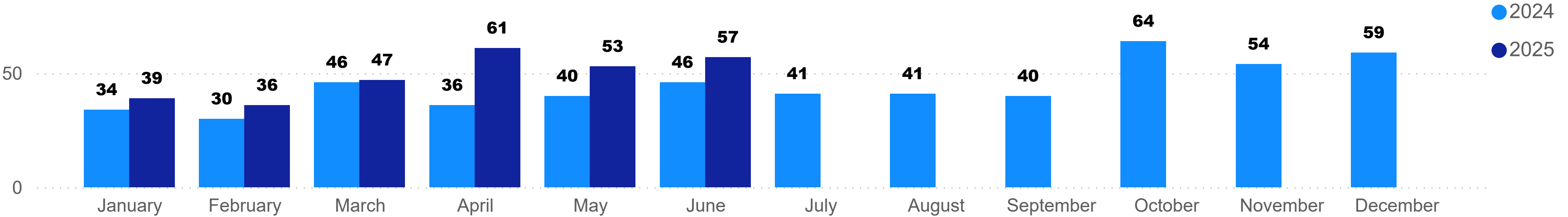




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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													
\$ 60,000 - 69,999						1							1
\$ 70,000 - 79,999		1		1	1	1							4
\$ 80,000 - 89,999		1		1									2
\$ 90,000 - 99,999				1									1
\$ 100,000 - 119,999	1		1	1	1								4
\$ 120,000 - 139,999			1		1	2							4
\$ 140,000 - 159,999	2	1		1		2							6
\$ 160,000 - 179,999	1	1	2	4	1	3							12
\$ 180,000 - 199,999	2		1	3	4	1							11
\$ 200,000 - 249,999	8	6	8	12	12	12							58
\$ 250,000 - 299,999	5	2	11	6	7	4							35
\$ 300,000 - 349,999	6	5	6	11	13	7							48
\$ 350,000 - 399,999	5	9	4	10	7	10							45
\$ 400,000 - 499,999	7	9	10	5	4	9							44
\$ 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							2
Total	39	36	47	61	53	57							293

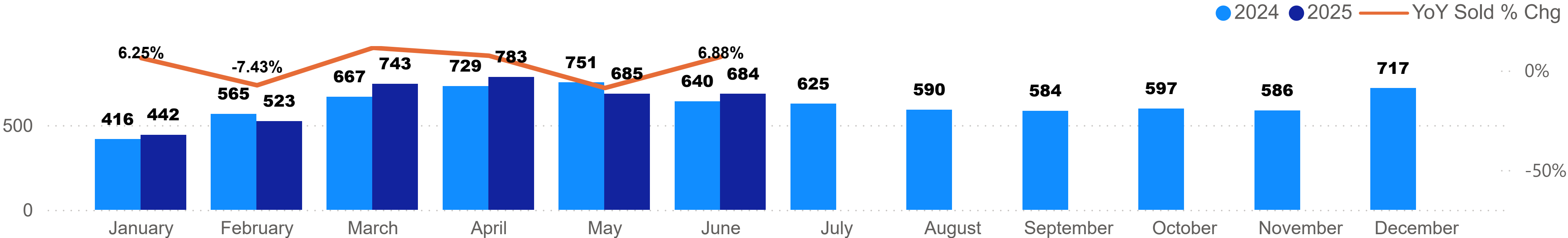




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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							9
\$ 50,000 - 59,999	1	2		2	1	2							8
\$ 60,000 - 69,999	3	2	1	3	1	4							14
\$ 70,000 - 79,999	1	2	3	1	6	4							17
\$ 80,000 - 89,999	5	4	4	3	5	3							24
\$ 90,000 - 99,999	4	1	3	3	2	2							15
\$ 100,000 - 119,999	5	8	6	12	5	3							39
\$ 120,000 - 139,999	5	13	9	8	12	11							58
\$ 140,000 - 159,999	12	7	9	16	4	11							59
\$ 160,000 - 179,999	5	15	11	18	9	14							72
\$ 180,000 - 199,999	6	8	16	15	22	13							80
\$ 200,000 - 249,999	37	39	65	68	68	80							357
\$ 250,000 - 299,999	52	74	103	106	89	80							504
\$ 300,000 - 349,999	62	81	98	124	119	95							579
\$ 350,000 - 399,999	69	74	101	104	91	98							537
\$ 400,000 - 499,999	73	75	130	146	105	116							645
\$ 500,000 - 599,999	44	55	78	61	74	61							373
\$ 600,000 - 699,999	22	28	44	33	25	30							182
\$ 700,000 - 799,999	9	9	15	11	16	15							75
\$ 800,000 - 899,999	9	6	8	14	8	14							59
\$ 900,000 - 999,999	4	4	9	11	7	8							43
\$ 1,000,000 - and over	12	15	28	22	16	18							111
Total	442	523	743	783	685	684							3860





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							43
2	106	131	152	178	153	176							896
3	230	278	363	404	353	349							1977
4	86	89	175	145	139	121							755
5	12	19	33	34	29	25							152
6+	3	4	11	8	6	5							37
Total	442	523	743	783	685	684							3860

Sales by Bathroom Count

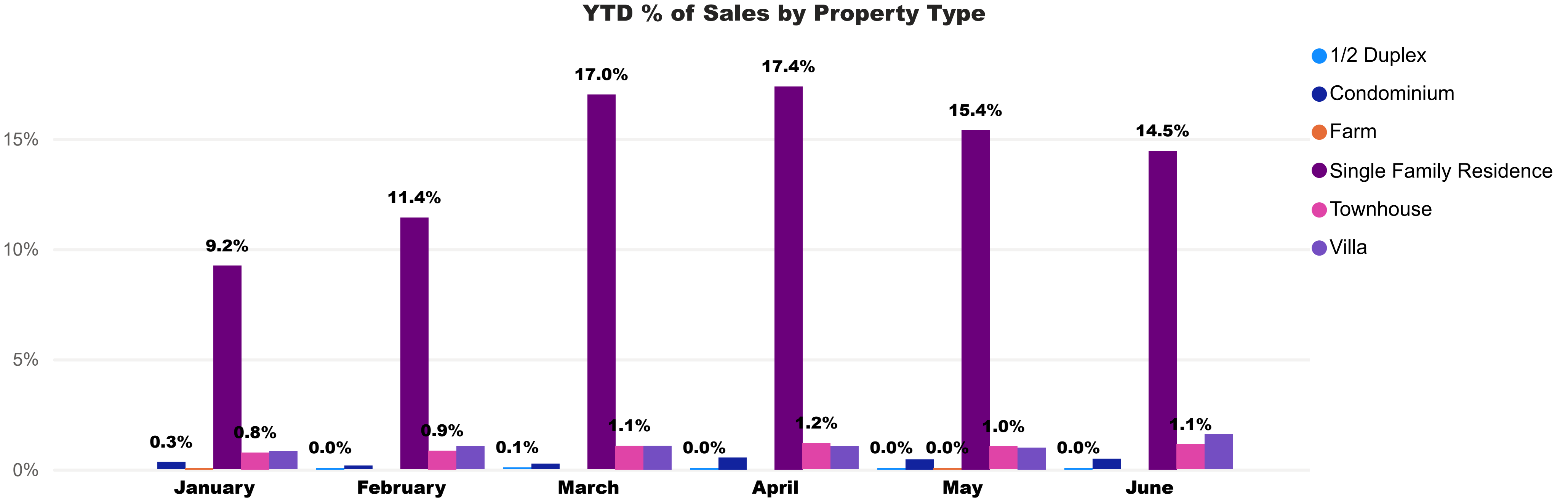
Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0			1										1
1	19	20	24	31	26	26							146
2	296	361	471	519	463	476							2586
3	99	117	178	174	154	128							850
4	23	20	62	45	32	41							223
5	4	5	6	10	5	11							41
6+	1		1	4	5	2							13
Total	442	523	743	783	685	684							3860



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							7
Condominium	12	6	9	19	16	17							79
Farm	1				1								2
Single Family Residence	326	403	600	613	543	510							2995
Townhouse	27	30	38	42	37	40							214
Villa	29	37	38	37	35	56							232
Total	395	477	688	712	633	624							3529





REALTORS® Association of Lake & Sumter Counties

Multiple Listing One Month Sales and Inventory Report - June - 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	0%	72,000	52,500	73%	352	
\$ 60,000 - 69,999	1	0%	65,000	65,000	100%	32	1
\$ 70,000 - 79,999	1	0%	83,000	74,000	89%	14	2
\$ 80,000 - 89,999							2
\$ 90,000 - 99,999	1	0%	130,000	90,000	69%	101	2
\$ 100,000 - 119,999							12
\$ 120,000 - 139,999	3	0%	151,500	125,800	83%	181	15
\$ 140,000 - 159,999	6	1%	166,333	152,583	92%	65	14
\$ 160,000 - 179,999	7	1%	179,343	170,738	95%	97	22
\$ 180,000 - 199,999	8	1%	200,563	186,863	93%	36	26
\$ 200,000 - 249,999	71	11%	238,622	229,617	96%	39	180
\$ 250,000 - 299,999	72	12%	279,791	272,131	97%	60	356
\$ 300,000 - 349,999	94	15%	335,901	325,854	97%	76	430
\$ 350,000 - 399,999	98	16%	382,500	371,967	97%	62	404
\$ 400,000 - 499,999	114	18%	452,522	440,491	97%	47	510
\$ 500,000 - 599,999	61	10%	559,873	538,409	96%	54	266
\$ 600,000 - 699,999	30	5%	665,754	642,205	96%	48	196
\$ 700,000 - 799,999	15	2%	755,524	737,875	98%	68	115
\$ 800,000 - 899,999	14	2%	861,149	830,071	96%	145	71
\$ 900,000 - 999,999	8	1%	969,735	944,625	97%	147	43
\$ 1,000,000 - and over	18	3%	1,617,056	1,550,412	96%	87	142
Total	624	100%	443,666	429,126	97%	62	2810

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	9	0.23%	61,522	36,933	60%	37	1
\$ 50,000 - 59,999	8	0.21%	68,400	52,875	77%	148	
\$ 60,000 - 69,999	14	0.36%	79,471	63,500	80%	58	1
\$ 70,000 - 79,999	17	0.44%	82,400	74,176	90%	72	2
\$ 80,000 - 89,999	24	0.62%	99,894	83,397	83%	48	2
\$ 90,000 - 99,999	15	0.39%	106,549	94,293	88%	67	2
\$ 100,000 - 119,999	39	1.01%	126,185	108,997	86%	65	12
\$ 120,000 - 139,999	58	1.50%	143,660	129,791	90%	93	15
\$ 140,000 - 159,999	59	1.53%	158,814	149,744	94%	75	14
\$ 160,000 - 179,999	72	1.87%	179,561	168,774	94%	88	22
\$ 180,000 - 199,999	80	2.07%	200,457	189,762	95%	69	26
\$ 200,000 - 249,999	357	9.25%	238,805	229,214	96%	64	180
\$ 250,000 - 299,999	504	13.06%	282,540	274,350	97%	67	356
\$ 300,000 - 349,999	579	15.00%	335,538	324,247	97%	70	430
\$ 350,000 - 399,999	537	13.91%	383,055	371,960	97%	62	404
\$ 400,000 - 499,999	645	16.71%	457,766	444,374	97%	59	510
\$ 500,000 - 599,999	373	9.66%	559,368	541,435	97%	62	266
\$ 600,000 - 699,999	182	4.72%	665,216	643,690	97%	62	196
\$ 700,000 - 799,999	75	1.94%	768,366	741,057	96%	79	115
\$ 800,000 - 899,999	59	1.53%	869,582	837,980	96%	93	71
\$ 900,000 - 999,999	43	1.11%	976,768	940,293	96%	86	43
\$ 1,000,000 - and over	111	2.88%	1,423,844	1,368,333	96%	88	142
Total	3860	100.00%	419,892	405,419	97%	67	2810

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.

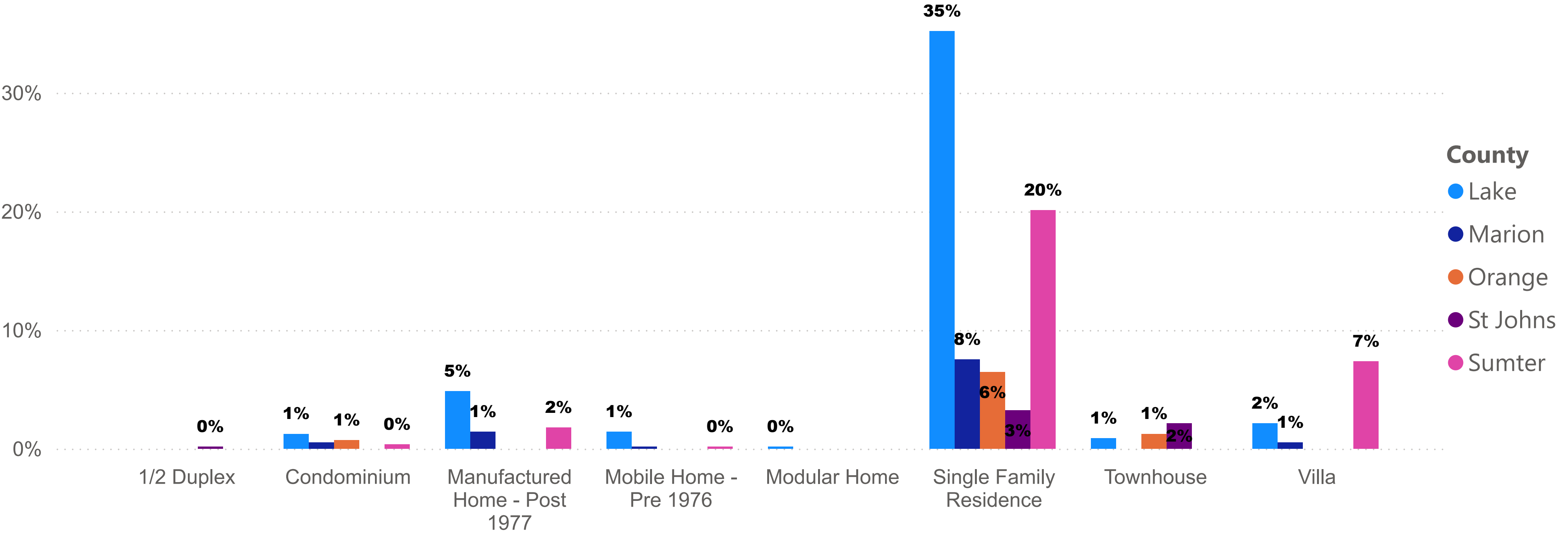
Four Year Sales and Inventory History 2021 - 2025. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
07/31/2021	731	329,082	327,622	100%	20	758	1.04
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	1938	3.21
04/30/2024	658	444,908	433,475	97%	61	2034	3.09
05/31/2024	671	453,781	442,170	97%	67	2078	3.10
06/30/2024	583	460,519	449,907	98%	61	2245	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	2362	4.35
11/30/2024	548	439,494	425,493	97%	68	2398	4.38
12/31/2024	656	465,200	451,514	97%	64	2386	3.64
01/31/2025	395	449,111	433,538	97%	72	2601	6.58
02/28/2025	477	434,246	420,251	97%	79	2666	5.59
03/31/2025	688	455,708	441,324	97%	76	2678	3.89
04/30/2025	712	440,498	425,218	97%	72	2732	3.84
05/31/2025	633	427,391	412,560	97%	68	2747	4.34
06/30/2025	624	443,666	429,126	97%	70	2810	4.50

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%
Condominium	1%	1%	1%		0%	3%
Manufactured Home - Post 1977	5%	1%			2%	8%
Mobile Home - Pre 1976	1%	0%			0%	2%
Modular Home	0%					0%
Single Family Residence	35%	8%	6%	3%	20%	73%
Townhouse	1%		1%	2%		4%
Villa	2%	1%			7%	10%
Total	46%	10%	8%	6%	30%	100%



Board/Association: State Month Year
Lake and Sumter FL June 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	2			2
\$ 60,000 - 69,999				
\$ 70,000 - 79,999				
\$ 80,000 - 89,999				
\$ 90,000 - 99,999			1	1
\$ 100,000 - 119,999				
\$ 120,000 - 139,999		1		1
\$ 140,000 - 159,999	2	2		4
\$ 160,000 - 179,999	4			4
\$ 180,000 - 199,999	5	1	1	7
\$ 200,000 - 249,999	25	33	1	59
\$ 250,000 - 299,999	34	29	5	68
\$ 300,000 - 349,999	21	55	11	87
\$ 350,000 - 399,999	14	60	14	88
\$ 400,000 - 499,999	12	56	37	105
\$ 500,000 - 599,999	3	29	27	59
\$ 600,000 - 699,999		18	11	29
\$ 700,000 - 799,999		6	8	14
\$ 800,000 - 899,999		5	8	13
\$ 900,000 - 999,999	1	2	5	8
\$ 1,000,000 - and over		4	13	17
Total	123	301	142	566

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		1		1
\$ 70,000 - 79,999	1			1
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999				
\$ 120,000 - 139,999	2			2
\$ 140,000 - 159,999	2			2
\$ 160,000 - 179,999	3			3
\$ 180,000 - 199,999	1			1
\$ 200,000 - 249,999	3	9		12
\$ 250,000 - 299,999	1	3		4
\$ 300,000 - 349,999	2	5		7
\$ 350,000 - 399,999	2	8		10
\$ 400,000 - 499,999		5	4	9
\$ 500,000 - 599,999		1		1
\$ 600,000 - 699,999	1			1
\$ 700,000 - 799,999		1		1
\$ 800,000 - 899,999			1	1
\$ 900,000 - 999,999				
\$ 1,000,000 - and over			1	1
Total	18	33	6	57

Active Listings
(Unsold Homes)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999		
\$ 60,000 - 69,999	1	
\$ 70,000 - 79,999	1	1
\$ 80,000 - 89,999	1	1
\$ 90,000 - 99,999	1	1
\$ 100,000 - 119,999	4	7
\$ 120,000 - 139,999	4	5
\$ 140,000 - 159,999	7	5
\$ 160,000 - 179,999	13	9
\$ 180,000 - 199,999	22	4
\$ 200,000 - 249,999	116	49
\$ 250,000 - 299,999	310	31
\$ 300,000 - 349,999	361	41
\$ 350,000 - 399,999	346	33
\$ 400,000 - 499,999	443	38
\$ 500,000 - 599,999	259	7
\$ 600,000 - 699,999	181	5
\$ 700,000 - 799,999	102	5
\$ 800,000 - 899,999	69	3
\$ 900,000 - 999,999	41	
\$ 1,000,000 - and over	120	5
Total	2402	250

Sales Pending
(Under Contract)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	1	
\$ 50,000 - 59,999	2	
\$ 60,000 - 69,999		1
\$ 70,000 - 79,999		
\$ 80,000 - 89,999	4	1
\$ 90,000 - 99,999		
\$ 100,000 - 119,999		1
\$ 120,000 - 139,999	6	4
\$ 140,000 - 159,999	6	
\$ 160,000 - 179,999	7	1
\$ 180,000 - 199,999	15	
\$ 200,000 - 249,999	61	14
\$ 250,000 - 299,999	89	5
\$ 300,000 - 349,999	109	17
\$ 350,000 - 399,999	121	14
\$ 400,000 - 499,999	148	11
\$ 500,000 - 599,999	100	
\$ 600,000 - 699,999	74	
\$ 700,000 - 799,999	41	1
\$ 800,000 - 899,999	16	
\$ 900,000 - 999,999	12	
\$ 1,000,000 - and over	36	1
Total	848	71

Time On Market Sort	M-SF	M-Condo
0 - 30	268	35
31-60	96	9
61-90	66	6
91-120	43	2
121-over	93	5
Total	566	57

