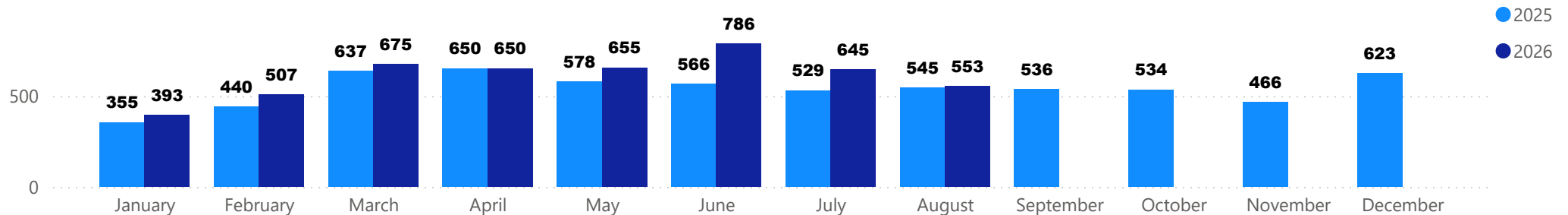




REALTORS® Association of Lake & Sumter Counties Monthly Sales Trend Indicator 2026

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			2	1	1					5
\$ 50,000 - 59,999	1		1			1		1					4
\$ 60,000 - 69,999				1									1
\$ 70,000 - 79,999	2				1	1	1						5
\$ 80,000 - 89,999	1				1								2
\$ 90,000 - 99,999					1	1	1						3
\$ 100,000 - 119,999	2		5	3	1		2						13
\$ 120,000 - 139,999	4	3	2	2	3	3	4	3					24
\$ 140,000 - 159,999	3	5	2	4	5	5	7						31
\$ 160,000 - 179,999	5	6	2	2	6	4	3	6					34
\$ 180,000 - 199,999	1	12	7	5	6	11	12	9					63
\$ 200,000 - 249,999	48	57	51	53	57	53	54	56					429
\$ 250,000 - 299,999	61	75	105	102	93	105	96	73					710
\$ 300,000 - 349,999	60	66	125	115	105	139	99	95					804
\$ 350,000 - 399,999	54	74	102	99	102	118	75	65					689
\$ 400,000 - 499,999	57	88	120	109	117	133	122	106					852
\$ 500,000 - 599,999	39	54	60	73	56	72	70	52					476
\$ 600,000 - 699,999	22	29	42	32	43	52	37	31					288
\$ 700,000 - 799,999	11	11	18	19	21	27	19	19					145
\$ 800,000 - 899,999	6	9	10	12	11	23	14	14					99
\$ 900,000 - 999,999	6	6	2	5	6	13	13	9					60
\$ 1,000,000 - and over	10	12	20	14	20	23	15	13					127
Total	393	507	675	650	655	786	645	553					4864

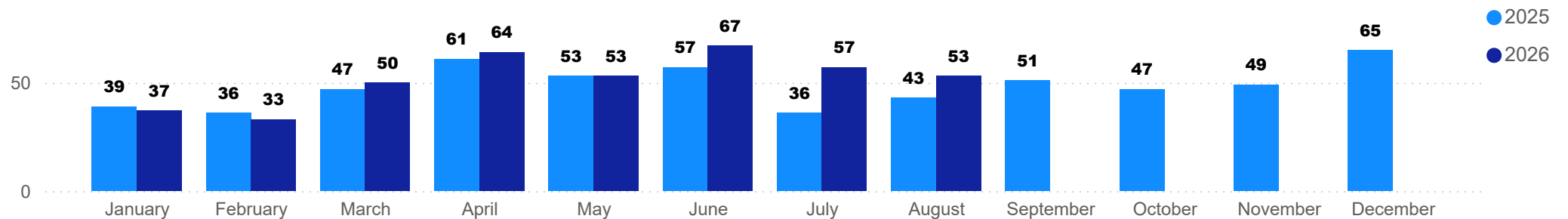




REALTORS® Association of Lake & Sumter Counties Monthly Sales Trend Indicator 2026

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							1						1
\$ 50,000 - 59,999		1											1
\$ 60,000 - 69,999		1											1
\$ 70,000 - 79,999							1						1
\$ 80,000 - 89,999						1	1	2					4
\$ 90,000 - 99,999	2			1		1		1					5
\$ 100,000 - 119,999	1	1			1		1	1					5
\$ 120,000 - 139,999	2	1	1	2	1		1	1					9
\$ 140,000 - 159,999	2	1		1	2		4						10
\$ 160,000 - 179,999	1	2		1	1	1	1						7
\$ 180,000 - 199,999	1	2	2	1	6	4	1	1					18
\$ 200,000 - 249,999	4	3	15	21	11	17	9	7					87
\$ 250,000 - 299,999	6	3	8	7	7	11	13	10					65
\$ 300,000 - 349,999	14	11	12	8	11	12	8	6					82
\$ 350,000 - 399,999	3	5	4	13	7	8	13	13					66
\$ 400,000 - 499,999		2	5	8	4	6	2	11					38
\$ 500,000 - 599,999			1	1	2	5	1						10
\$ 600,000 - 699,999	1		1										2
\$ 700,000 - 799,999			1			1							2
\$ 800,000 - 899,999													
\$ 900,000 - 999,999													
\$ 1,000,000 - and over													
Total	37	33	50	64	53	67	57	53					414

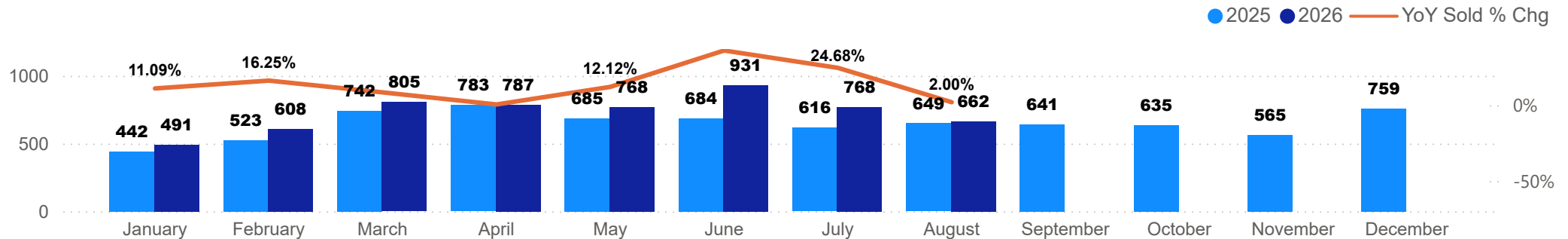




REALTORS® Association of Lake & Sumter Counties Monthly Sales Trend Indicator 2026

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	3	2	2	3	2	3					18
\$ 50,000 - 59,999	2	2	3			2	3	1					13
\$ 60,000 - 69,999	1	2	1	1	1		1	3					10
\$ 70,000 - 79,999	2	1	5	3	5	1	7	1					25
\$ 80,000 - 89,999	2	2	4	1	3	2	3	6					23
\$ 90,000 - 99,999	3	3	5	3	3	6	1	3					27
\$ 100,000 - 119,999	7	5	13	6	8	6	8	4					57
\$ 120,000 - 139,999	19	13	15	13	11	10	11	8					100
\$ 140,000 - 159,999	14	16	9	14	14	15	20	10					112
\$ 160,000 - 179,999	12	15	12	7	13	9	10	15					93
\$ 180,000 - 199,999	10	19	18	13	16	21	24	13					134
\$ 200,000 - 249,999	59	68	74	85	78	92	72	72					600
\$ 250,000 - 299,999	69	86	117	117	103	118	111	84					805
\$ 300,000 - 349,999	77	79	137	126	117	156	109	104					905
\$ 350,000 - 399,999	59	82	106	119	111	129	89	79					774
\$ 400,000 - 499,999	58	93	126	120	124	142	125	118					906
\$ 500,000 - 599,999	39	54	62	75	58	80	73	52					493
\$ 600,000 - 699,999	23	29	44	32	43	52	38	31					292
\$ 700,000 - 799,999	11	11	19	19	21	28	19	19					147
\$ 800,000 - 899,999	6	9	10	12	11	23	14	14					99
\$ 900,000 - 999,999	6	6	2	5	6	13	13	9					60
\$ 1,000,000 - and over	10	12	20	14	20	23	15	13					127
Total	491	608	805	787	768	931	768	662					5820





REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2026

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0													
1	4	10	4	6	2	6	11	7					50
2	138	159	189	180	172	202	168	142					1350
3	228	290	415	393	381	439	381	348					2875
4	94	114	160	164	170	218	164	120					1204
5	21	27	28	33	35	56	35	34					269
6+	6	8	9	11	8	10	9	11					72
Total	491	608	805	787	768	931	768	662					5820

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	19	27	25	19	17	23	27	21					178
2	344	425	548	520	526	577	499	437					3876
3	93	109	182	195	157	230	184	148					1298
4	28	36	35	44	57	83	47	41					371
5	5	9	11	7	9	15	9	11					76
6+	2	2	4	2	2	3	2	4					21
Total	491	608	805	787	768	931	768	662					5820

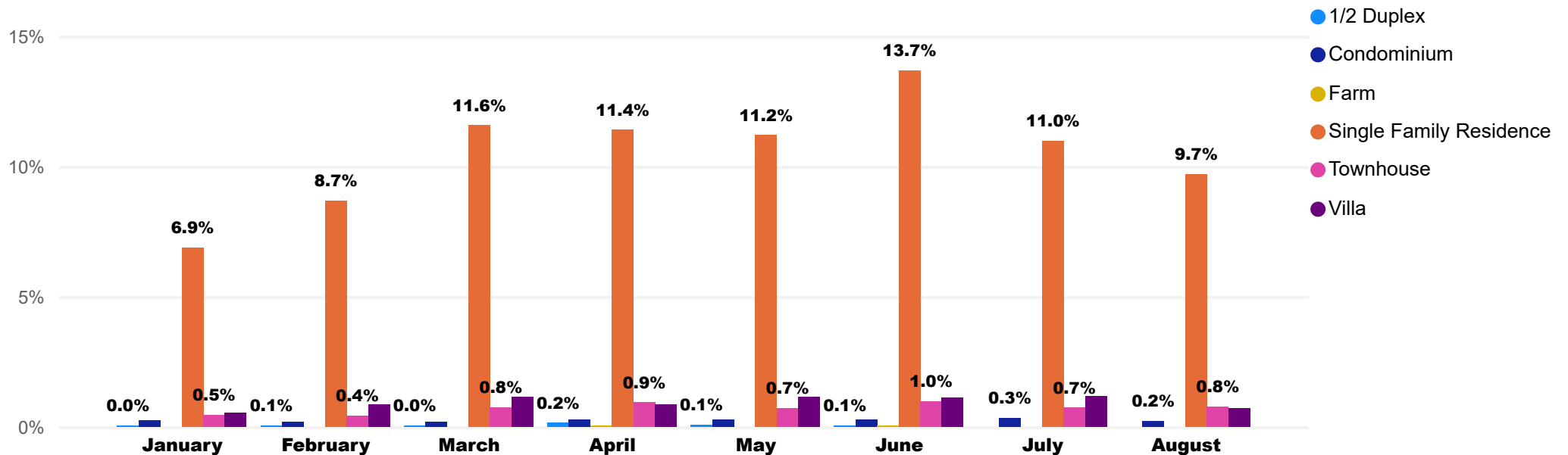


REALTORS® Association of Lake & Sumter Counties Monthly Sales Trend Indicator 2026

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex	2	3	1	8	4	3							21
Condominium	13	10	10	14	15	15	18	12					107
Farm				2		1							3
Single Family Residence	365	461	614	605	594	726	583	515					4463
Townhouse	24	23	40	50	38	52	39	41					307
Villa	28	46	61	45	61	60	62	38					401
Total	432	543	726	724	712	857	702	606					5302

YTD % of Sales by Property Type





REALTORS® Association of Lake & Sumter Counties
Multiple Listing One Month Sales and Inventory Report - August - 2026

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	1	0%	55,000	36,000	65%	121	
\$ 50,000 - 59,999	1	0%	69,900	54,000	77%	81	2
\$ 60,000 - 69,999							2
\$ 70,000 - 79,999							
\$ 80,000 - 89,999	2	0%	88,450	82,250	93%	159	2
\$ 90,000 - 99,999	1	0%	99,000	95,000	96%	203	3
\$ 100,000 - 119,999	1	0%	110,000	100,000	91%	75	6
\$ 120,000 - 139,999	4	1%	147,500	126,875	86%	43	18
\$ 140,000 - 159,999							13
\$ 160,000 - 179,999	6	1%	170,383	169,067	99%	55	28
\$ 180,000 - 199,999	10	2%	196,750	187,050	95%	55	34
\$ 200,000 - 249,999	63	10%	232,242	228,269	98%	53	198
\$ 250,000 - 299,999	83	14%	282,587	275,529	98%	67	374
\$ 300,000 - 349,999	101	17%	330,104	322,127	98%	62	359
\$ 350,000 - 399,999	78	13%	376,149	370,951	99%	54	353
\$ 400,000 - 499,999	117	19%	452,846	442,771	98%	41	445
\$ 500,000 - 599,999	52	9%	562,832	543,341	97%	57	283
\$ 600,000 - 699,999	31	5%	662,094	644,957	97%	42	126
\$ 700,000 - 799,999	19	3%	777,418	742,322	95%	71	83
\$ 800,000 - 899,999	14	2%	876,616	841,098	96%	40	69
\$ 900,000 - 999,999	9	1%	955,033	946,712	99%	50	26
\$ 1,000,000 - and over	13	2%	1,339,329	1,284,422	96%	28	161
Total	606	100%	430,168	418,663	97%	55	2585

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 - 2026

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	18	0.31%	49,419	39,233	79%	53	
\$ 50,000 - 59,999	13	0.22%	66,399	55,211	83%	55	2
\$ 60,000 - 69,999	10	0.17%	87,040	64,100	74%	62	2
\$ 70,000 - 79,999	25	0.43%	93,924	72,940	78%	107	
\$ 80,000 - 89,999	23	0.40%	93,730	83,159	89%	111	2
\$ 90,000 - 99,999	27	0.46%	110,274	94,148	85%	89	3
\$ 100,000 - 119,999	57	0.98%	122,047	108,933	89%	88	6
\$ 120,000 - 139,999	100	1.72%	138,877	129,932	94%	90	18
\$ 140,000 - 159,999	112	1.92%	160,403	149,409	93%	79	13
\$ 160,000 - 179,999	93	1.60%	177,466	169,337	95%	73	28
\$ 180,000 - 199,999	134	2.30%	197,989	189,119	96%	81	34
\$ 200,000 - 249,999	600	10.31%	233,555	226,403	97%	73	198
\$ 250,000 - 299,999	805	13.83%	282,805	274,749	97%	78	374
\$ 300,000 - 349,999	905	15.55%	333,158	323,860	97%	71	359
\$ 350,000 - 399,999	774	13.30%	381,538	373,500	98%	60	353
\$ 400,000 - 499,999	906	15.57%	454,694	443,749	98%	60	445
\$ 500,000 - 599,999	493	8.47%	559,144	543,105	97%	63	283
\$ 600,000 - 699,999	292	5.02%	667,807	647,422	97%	55	126
\$ 700,000 - 799,999	147	2.53%	773,219	747,541	97%	66	83
\$ 800,000 - 899,999	99	1.70%	886,894	848,986	96%	87	69
\$ 900,000 - 999,999	60	1.03%	971,684	940,484	97%	76	26
\$ 1,000,000 - and over	127	2.18%	1,488,259	1,415,771	95%	68	161
Total	5820	100.00%	410,300	397,521	97%	69	2585

**This data represents all residential sales. Reported sales are dependent upon timeliness of sales and totality of information Reported by participants.
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REALTORS® Association of Lake & Sumter Counties

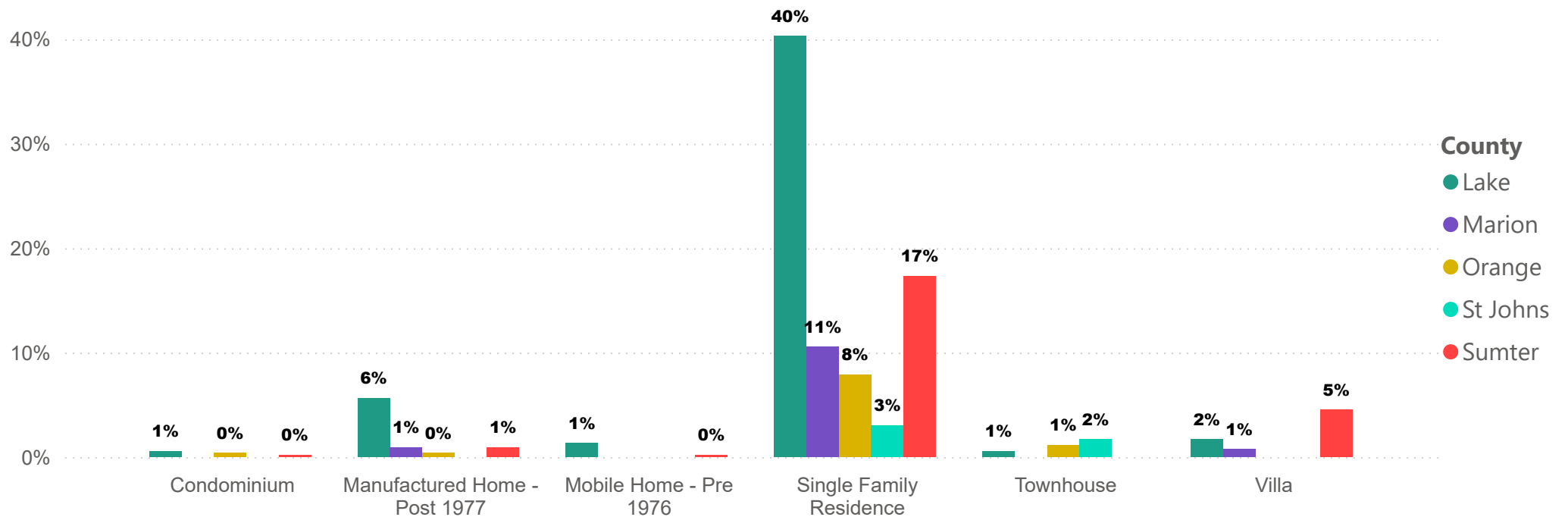
Four Year Sales and Inventory History 2022 - 2026. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
09/30/2022	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	401,073	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	410,153	97%	51	1672	2.85
08/31/2023	581	428,954	418,988	98%	55	1635	2.81
09/30/2023	545	438,435	428,136	98%	56	1794	3.29
10/31/2023	526	442,261	430,835	97%	59	1865	3.55
11/30/2023	475	446,842	434,315	97%	65	1922	4.05
12/31/2023	597	466,307	453,236	97%	70	1914	3.21
01/31/2024	381	434,613	419,461	97%	73	1958	5.14
02/29/2024	519	431,929	419,617	97%	71	1946	3.75
03/31/2024	604	443,439	431,806	97%	66	1937	3.21
04/30/2024	658	444,908	433,475	97%	61	2032	3.09
05/31/2024	671	453,781	441,919	97%	67	2076	3.09
06/30/2024	583	460,519	449,511	98%	61	2243	3.85
07/31/2024	575	451,673	439,010	97%	61	2249	3.91
08/31/2024	547	441,490	427,886	97%	58	2301	4.21
09/30/2024	544	446,412	432,338	97%	61	2352	4.32
10/31/2024	543	424,697	413,189	97%	74	2362	4.35
11/30/2024	548	439,494	425,413	97%	68	2398	4.38
12/31/2024	657	465,267	451,596	97%	64	2386	3.63
01/31/2025	395	448,620	433,485	97%	73	2601	6.58
02/28/2025	477	434,246	420,190	97%	79	2664	5.58
03/31/2025	687	454,725	440,394	97%	76	2685	3.91
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	2884	4.62
07/31/2025	569	437,098	421,905	97%	79	2812	4.94
08/31/2025	590	445,806	430,141	96%	81	2823	4.78
09/30/2025	589	440,060	424,371	96%	77	2763	4.69
10/31/2025	582	444,710	427,601	96%	77	2724	4.68
11/30/2025	517	434,573	419,448	97%	83	2680	5.18
12/31/2025	693	450,044	434,962	97%	70	2680	3.87
01/31/2026	432	418,523	403,094	96%	81	2756	6.38
02/28/2026	543	424,667	411,866	97%	90	2767	5.10
03/31/2026	726	436,182	422,277	97%	83	2782	3.83
04/30/2026	724	418,981	407,003	97%	75	2709	3.74
05/31/2026	712	433,535	420,992	97%	74	2628	3.69
06/30/2026	857	448,416	435,009	97%	71	2613	3.05
07/31/2026	702	434,636	422,114	97%	79	2613	3.72
08/31/2026	606	430,168	418,663	97%	68	2585	4.27

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
Condominium	1%		0%		0%	1%
Manufactured Home - Post 1977	6%	1%	0%		1%	8%
Mobile Home - Pre 1976	1%				0%	2%
Single Family Residence	40%	11%	8%	3%	17%	79%
Townhouse	1%		1%	2%		3%
Villa	2%	1%			5%	7%
Total	50%	12%	10%	5%	23%	100%



Board/Association: State Month Year
 ▲ Lake and Sumter FL August 2026

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	1			1
\$ 50,000 - 59,999	1			1
\$ 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	1	3
\$ 140,000 - 159,999				
\$ 160,000 - 179,999	3	3		6
\$ 180,000 - 199,999	8	1		9
\$ 200,000 - 249,999	26	29	1	56
\$ 250,000 - 299,999	27	39	7	73
\$ 300,000 - 349,999	12	66	17	95
\$ 350,000 - 399,999	8	40	17	65
\$ 400,000 - 499,999	4	71	31	106
\$ 500,000 - 599,999	1	21	30	52
\$ 600,000 - 699,999		16	15	31
\$ 700,000 - 799,999		5	14	19
\$ 800,000 - 899,999		5	9	14
\$ 900,000 - 999,999		2	7	9
\$ 1,000,000 - and over		3	10	13
Total	92	302	159	553

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	2			2
\$ 90,000 - 99,999	1			1
\$ 100,000 - 119,999	1			1
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999				
\$ 160,000 - 179,999				
\$ 180,000 - 199,999	1			1
\$ 200,000 - 249,999	1	5	1	7
\$ 250,000 - 299,999	1	8	1	10
\$ 300,000 - 349,999	1	5		6
\$ 350,000 - 399,999	4	8	1	13
\$ 400,000 - 499,999	3	8		11
\$ 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	16	34	3	53

Active Listings
 (Unsold Homes)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999		2
\$ 60,000 - 69,999	2	
\$ 70,000 - 79,999		
\$ 80,000 - 89,999		2
\$ 90,000 - 99,999		3
\$ 100,000 - 119,999		5
\$ 120,000 - 139,999	5	12
\$ 140,000 - 159,999	4	9
\$ 160,000 - 179,999	20	9
\$ 180,000 - 199,999	23	5
\$ 200,000 - 249,999	145	40
\$ 250,000 - 299,999	316	34
\$ 300,000 - 349,999	324	30
\$ 350,000 - 399,999	324	22
\$ 400,000 - 499,999	414	16
\$ 500,000 - 599,999	269	9
\$ 600,000 - 699,999	121	2
\$ 700,000 - 799,999	79	
\$ 800,000 - 899,999	66	
\$ 900,000 - 999,999	27	
\$ 1,000,000 - and over	149	1
Total	2288	201

Sales Pending
 (Under Contract)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	2	1
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		
\$ 70,000 - 79,999		1
\$ 80,000 - 89,999	2	1
\$ 90,000 - 99,999	1	
\$ 100,000 - 119,999	1	1
\$ 120,000 - 139,999	5	2
\$ 140,000 - 159,999	4	1
\$ 160,000 - 179,999	4	2
\$ 180,000 - 199,999	13	6
\$ 200,000 - 249,999	68	18
\$ 250,000 - 299,999	104	12
\$ 300,000 - 349,999	124	19
\$ 350,000 - 399,999	117	24
\$ 400,000 - 499,999	155	7
\$ 500,000 - 599,999	118	3
\$ 600,000 - 699,999	88	1
\$ 700,000 - 799,999	78	1
\$ 800,000 - 899,999	50	
\$ 900,000 - 999,999	26	
\$ 1,000,000 - and over	35	
Total	995	100

Time On Market Sort	M-SF	M-Condo
0 - 30	272	35
31-60	104	7
61-90	63	4
91-120	35	3
121-over	79	4
Total	553	53