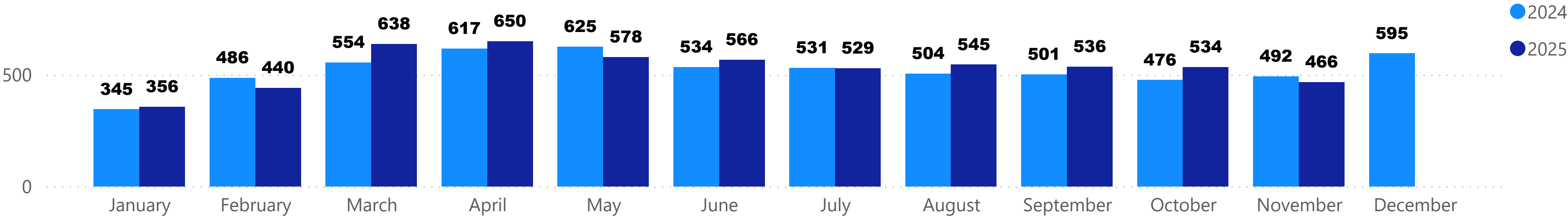




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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		7
\$ 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	1		1		12
\$ 120,000 - 139,999		7	2	4	4	1	2	1	2	2	1		26
\$ 140,000 - 159,999	3	1	5	1	3	4	3	2	4	7	4		37
\$ 160,000 - 179,999	1	10	3	5	2	4	5	4	3	4	5		46
\$ 180,000 - 199,999	1	4	7	6	11	7	10	6	6	9	5		72
\$ 200,000 - 249,999	20	25	46	52	48	59	44	51	47	45	37		474
\$ 250,000 - 299,999	47	69	85	92	74	68	72	72	80	80	66		805
\$ 300,000 - 349,999	56	72	91	110	104	87	78	91	75	74	65		903
\$ 350,000 - 399,999	64	65	97	92	82	88	78	86	82	87	66		887
\$ 400,000 - 499,999	63	66	119	139	101	105	98	87	109	88	94		1069
\$ 500,000 - 599,999	44	53	76	56	72	59	52	64	48	59	53		636
\$ 600,000 - 699,999	21	28	43	33	24	29	32	30	26	35	33		334
\$ 700,000 - 799,999	9	9	15	11	16	14	21	17	16	18	18		164
\$ 800,000 - 899,999	8	6	8	14	8	13	13	11	9	7	5		102
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3	6	6	1		66
\$ 1,000,000 - and over	10	15	28	22	16	17	10	16	20	13	11		178
Total	356	440	638	650	578	566	529	545	536	534	466		5838

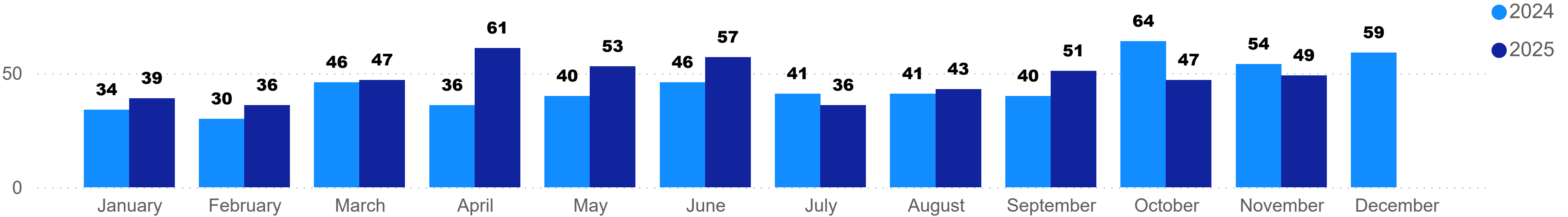




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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		4
\$ 100,000 - 119,999	1		1	1	1		3		1				8
\$ 120,000 - 139,999			1		1	2	1	1	2				8
\$ 140,000 - 159,999	2	1		1		2	1			2	4		13
\$ 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		106
\$ 250,000 - 299,999	5	2	11	6	7	4	4	2	7	9	6		63
\$ 300,000 - 349,999	6	5	6	11	13	7	10	6	14	14	10		102
\$ 350,000 - 399,999	5	9	4	10	7	10	5	9	9	2	6		76
\$ 400,000 - 499,999	7	9	10	5	4	9	2	8	4	6	6		70
\$ 500,000 - 599,999		1	2	5	1	1					2		12
\$ 600,000 - 699,999	1		1		1	1					1		5
\$ 700,000 - 799,999						1							1
\$ 800,000 - 899,999						1							1
\$ 900,000 - 999,999													
\$ 1,000,000 - and over	1					1	1			1			4
Total	39	36	47	61	53	57	36	43	51	47	49		519

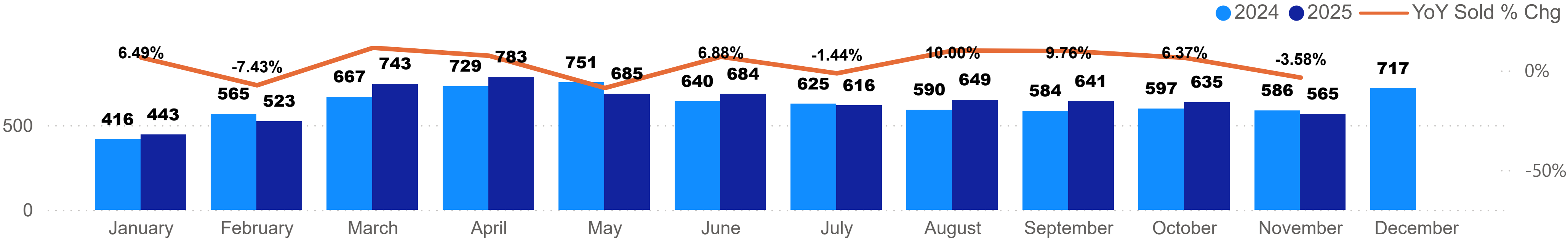




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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				13
\$ 50,000 - 59,999	1	2		2	1	2	2	2	2	1			15
\$ 60,000 - 69,999	3	2	1	3	1	4	1	4	5	1			25
\$ 70,000 - 79,999	1	2	3	1	6	4	3	2	1	1	3		27
\$ 80,000 - 89,999	5	4	4	3	5	3	2	4	3	4	1		38
\$ 90,000 - 99,999	4	1	3	3	2	2	3	4	4	7	3		36
\$ 100,000 - 119,999	5	8	6	12	5	3	6	8	3	5	4		65
\$ 120,000 - 139,999	5	13	9	8	12	11	8	9	8	9	7		99
\$ 140,000 - 159,999	12	7	9	16	4	11	14	9	10	16	13		121
\$ 160,000 - 179,999	5	15	11	18	9	14	14	9	15	8	15		133
\$ 180,000 - 199,999	6	8	16	15	22	13	13	11	11	13	10		138
\$ 200,000 - 249,999	37	39	65	68	68	80	56	74	62	62	57		668
\$ 250,000 - 299,999	52	74	103	106	89	80	84	78	92	94	75		927
\$ 300,000 - 349,999	62	81	98	124	119	95	89	99	91	89	78		1025
\$ 350,000 - 399,999	70	74	101	104	91	98	83	98	91	91	73		974
\$ 400,000 - 499,999	73	75	130	146	105	116	100	96	114	94	101		1150
\$ 500,000 - 599,999	44	55	78	61	74	61	52	64	49	59	56		653
\$ 600,000 - 699,999	22	28	44	33	25	30	32	30	26	35	34		339
\$ 700,000 - 799,999	9	9	15	11	16	15	21	17	16	18	18		165
\$ 800,000 - 899,999	9	6	8	14	8	14	13	11	10	7	5		105
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3	6	6	1		66
\$ 1,000,000 - and over	12	15	28	22	16	18	12	16	20	15	11		185
Total	443	523	743	783	685	684	616	649	641	635	565		6967



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		68
2	106	131	152	178	153	176	137	134	139	171	131		1608
3	231	278	363	404	353	349	324	352	331	312	285		3582
4	86	89	175	145	139	121	108	129	129	112	113		1346
5	12	19	33	34	29	25	34	22	25	25	28		286
6+	3	4	11	8	6	5	9	7	8	10	6		77
Total	443	523	743	783	685	684	616	649	642	635	565		6968

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		259
2	296	361	471	519	463	476	424	435	435	450	369		4699
3	100	117	178	174	154	128	118	142	140	114	140		1505
4	23	20	62	45	32	41	36	34	29	36	30		388
5	4	5	6	10	5	11	11	8	6	9	9		84
6+	1		1	4	5	2	2	2	4	7	3		31
Total	443	523	743	783	685	684	616	649	642	635	565		6968

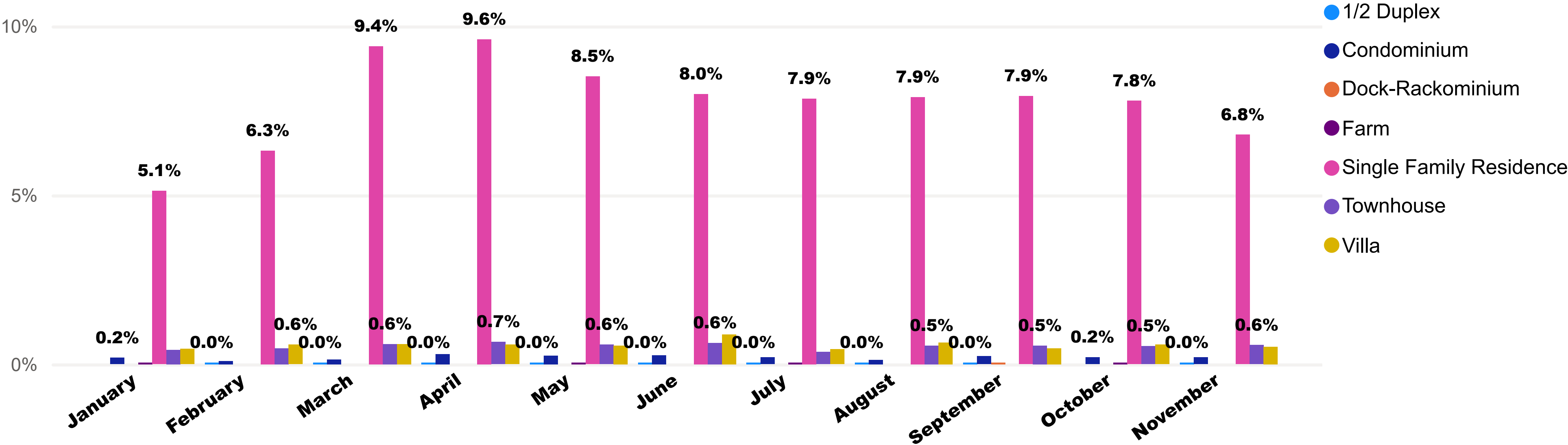


REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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		17
Condominium	12	6	9	19	16	17	13	8	15	13	13		141
Dock-Rackominium									1				1
Farm	1				1		1			1			4
Single Family Residence	327	403	600	613	543	510	501	504	506	497	433		5437
Townhouse	27	30	38	42	37	40	23	35	35	34	36		377
Villa	29	37	38	37	35	56	28	41	30	37	33		401
Total	396	477	688	712	633	624	569	590	590	582	517		6378

YTD % of Sales by Property Type





REALTORS® Association of Lake & Sumter Counties

Multiple Listing One Month Sales and Inventory Report - November - 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
\$ 60,000 - 69,999							1
\$ 70,000 - 79,999	1	0%	100,000	70,000	70%	2	1
\$ 80,000 - 89,999							1
\$ 90,000 - 99,999	1	0%	105,000	90,000	86%	99	4
\$ 100,000 - 119,999	1	0%	115,000	100,000	87%	54	9
\$ 120,000 - 139,999	1	0%	180,000	125,000	69%	56	16
\$ 140,000 - 159,999	8	2%	158,337	149,962	95%	66	15
\$ 160,000 - 179,999	7	1%	180,985	169,964	94%	125	22
\$ 180,000 - 199,999	6	1%	198,633	189,817	96%	69	34
\$ 200,000 - 249,999	47	9%	237,953	227,683	96%	55	190
\$ 250,000 - 299,999	72	14%	283,937	272,812	96%	79	379
\$ 300,000 - 349,999	76	15%	332,356	325,074	98%	89	423
\$ 350,000 - 399,999	73	14%	382,107	374,090	98%	54	371
\$ 400,000 - 499,999	100	19%	459,942	446,174	97%	69	438
\$ 500,000 - 599,999	55	11%	560,517	537,632	96%	72	221
\$ 600,000 - 699,999	34	7%	670,363	650,605	97%	83	149
\$ 700,000 - 799,999	18	3%	761,723	739,525	97%	71	96
\$ 800,000 - 899,999	5	1%	856,333	829,998	97%	131	55
\$ 900,000 - 999,999	1	0%	999,900	950,000	95%	29	36
\$ 1,000,000 - and over	11	2%	1,551,000	1,442,227	93%	129	121
Total	517	100%	434,573	419,448	97%	74	2583

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	13	0.19%	59,969	37,300	62%	39	
\$ 50,000 - 59,999	15	0.22%	63,460	53,400	84%	115	1
\$ 60,000 - 69,999	25	0.36%	76,508	63,620	83%	75	1
\$ 70,000 - 79,999	27	0.39%	83,293	73,848	89%	77	1
\$ 80,000 - 89,999	38	0.55%	99,691	83,374	84%	67	1
\$ 90,000 - 99,999	36	0.52%	105,804	93,620	88%	66	4
\$ 100,000 - 119,999	65	0.93%	124,536	108,792	87%	75	9
\$ 120,000 - 139,999	99	1.42%	141,161	128,636	91%	91	16
\$ 140,000 - 159,999	121	1.74%	159,297	149,235	94%	72	15
\$ 160,000 - 179,999	133	1.91%	181,578	168,740	93%	92	22
\$ 180,000 - 199,999	138	1.98%	198,605	189,919	96%	68	34
\$ 200,000 - 249,999	668	9.59%	237,720	228,390	96%	66	190
\$ 250,000 - 299,999	927	13.31%	282,971	274,361	97%	72	379
\$ 300,000 - 349,999	1025	14.71%	335,087	324,694	97%	70	423
\$ 350,000 - 399,999	974	13.98%	383,525	372,369	97%	63	371
\$ 400,000 - 499,999	1150	16.51%	458,788	445,132	97%	62	438
\$ 500,000 - 599,999	653	9.37%	560,039	541,753	97%	65	221
\$ 600,000 - 699,999	339	4.87%	666,765	644,507	97%	71	149
\$ 700,000 - 799,999	165	2.37%	769,348	742,518	97%	85	96
\$ 800,000 - 899,999	105	1.51%	874,538	842,727	96%	98	55
\$ 900,000 - 999,999	66	0.95%	976,149	941,039	96%	76	36
\$ 1,000,000 - and over	185	2.66%	1,488,967	1,414,772	95%	94	121
Total	6967	100.00%	419,480	404,667	96%	69	2583

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.

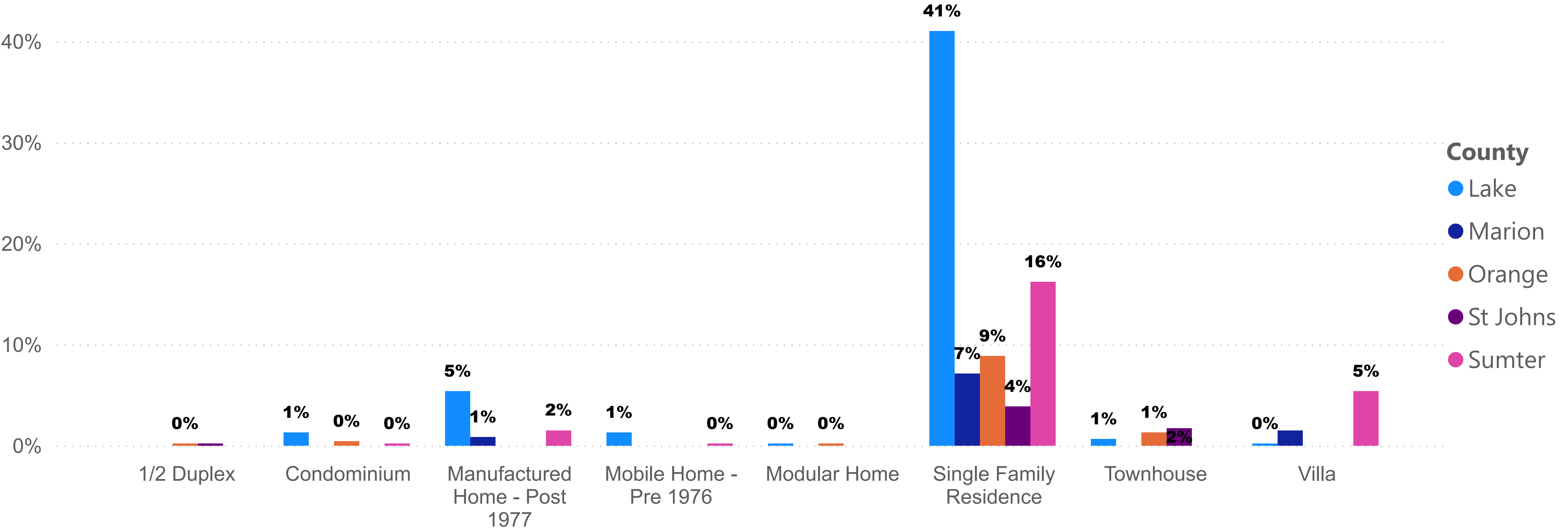
Four Year Sales and Inventory History 2021 - 2025. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
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	449,564	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	656	465,200	451,514	97%	64	2387	3.64
01/31/2025	396	448,772	433,402	97%	73	2603	6.57
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	2784	4.40
06/30/2025	624	443,666	429,126	97%	70	2879	4.61
07/31/2025	569	437,098	421,905	97%	79	2800	4.92
08/31/2025	590	445,806	430,141	96%	81	2803	4.75
09/30/2025	589	440,060	424,371	96%	77	2731	4.64
10/31/2025	582	444,710	427,601	96%	77	2673	4.59
11/30/2025	517	434,573	419,448	97%	83	2583	5.00

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%	2%
Manufactured Home - Post 1977	5%	1%			2%	8%
Mobile Home - Pre 1976	1%				0%	2%
Modular Home	0%		0%			0%
Single Family Residence	41%	7%	9%	4%	16%	77%
Townhouse	1%		1%	2%		4%
Villa	0%	2%			5%	7%
Total	50%	10%	11%	6%	24%	100%



Board/Association: State Month Year
Lake and Sumter FL November 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				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	1			1
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999	2	2		4
\$ 160,000 - 179,999	4	1		5
\$ 180,000 - 199,999	4	1		5
\$ 200,000 - 249,999	19	18		37
\$ 250,000 - 299,999	24	39	3	66
\$ 300,000 - 349,999	12	42	11	65
\$ 350,000 - 399,999	5	43	18	66
\$ 400,000 - 499,999	4	47	43	94
\$ 500,000 - 599,999	4	26	23	53
\$ 600,000 - 699,999		12	21	33
\$ 700,000 - 799,999		10	8	18
\$ 800,000 - 899,999		1	4	5
\$ 900,000 - 999,999		1		1
\$ 1,000,000 - and over		1	10	11
Total	80	245	141	466

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				
\$ 120,000 - 139,999				
\$ 140,000 - 159,999	3	1		4
\$ 160,000 - 179,999	2			2
\$ 180,000 - 199,999	1			1
\$ 200,000 - 249,999	4	6		10
\$ 250,000 - 299,999	3	3		6
\$ 300,000 - 349,999	2	8		10
\$ 350,000 - 399,999	2	4		6
\$ 400,000 - 499,999		4	2	6
\$ 500,000 - 599,999	1	1		2
\$ 600,000 - 699,999		1		1
\$ 700,000 - 799,999				
\$ 800,000 - 899,999				
\$ 900,000 - 999,999				
\$ 1,000,000 - and over				
Total	19	28	2	49

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	2	
\$ 80,000 - 89,999	1	
\$ 90,000 - 99,999	2	3
\$ 100,000 - 119,999	4	6
\$ 120,000 - 139,999	7	9
\$ 140,000 - 159,999	7	8
\$ 160,000 - 179,999	8	14
\$ 180,000 - 199,999	27	7
\$ 200,000 - 249,999	144	33
\$ 250,000 - 299,999	326	37
\$ 300,000 - 349,999	376	32
\$ 350,000 - 399,999	350	21
\$ 400,000 - 499,999	411	20
\$ 500,000 - 599,999	210	4
\$ 600,000 - 699,999	133	4
\$ 700,000 - 799,999	90	5
\$ 800,000 - 899,999	53	
\$ 900,000 - 999,999	32	
\$ 1,000,000 - and over	116	4
Total	2300	208

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	3	
\$ 90,000 - 99,999		
\$ 100,000 - 119,999	2	1
\$ 120,000 - 139,999	2	2
\$ 140,000 - 159,999	5	4
\$ 160,000 - 179,999	6	
\$ 180,000 - 199,999	10	1
\$ 200,000 - 249,999	54	12
\$ 250,000 - 299,999	97	9
\$ 300,000 - 349,999	105	18
\$ 350,000 - 399,999	104	11
\$ 400,000 - 499,999	116	2
\$ 500,000 - 599,999	97	1
\$ 600,000 - 699,999	72	1
\$ 700,000 - 799,999	58	1
\$ 800,000 - 899,999	26	2
\$ 900,000 - 999,999	23	
\$ 1,000,000 - and over	33	1
Total	814	66

Time On Market Sort	M-SF	M-Condo
0 - 30	204	23
31-60	67	5
61-90	50	4
91-120	35	6
121-over	110	11
Total	466	49

