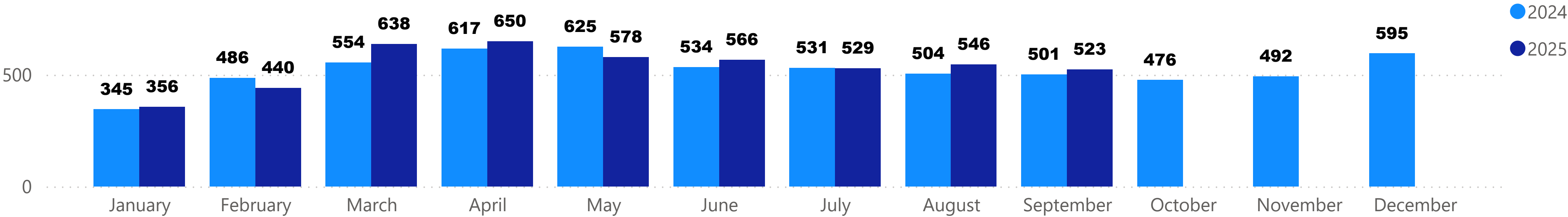




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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					6
\$ 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				11
\$ 120,000 - 139,999		7	2	4	4	1	2	1	2				23
\$ 140,000 - 159,999	3	1	5	1	3	4	3	2	4				26
\$ 160,000 - 179,999	1	10	3	5	2	4	5	4	3				37
\$ 180,000 - 199,999	1	4	7	6	11	7	10	6	6				58
\$ 200,000 - 249,999	20	25	46	52	48	59	44	51	45				390
\$ 250,000 - 299,999	47	69	85	92	74	68	72	72	77				656
\$ 300,000 - 349,999	56	72	91	110	104	87	78	92	73				763
\$ 350,000 - 399,999	64	65	97	92	82	88	78	86	80				732
\$ 400,000 - 499,999	63	66	119	139	101	105	98	87	106				884
\$ 500,000 - 599,999	44	53	76	56	72	59	52	64	48				524
\$ 600,000 - 699,999	21	28	43	33	24	29	32	30	26				266
\$ 700,000 - 799,999	9	9	15	11	16	14	21	17	15				127
\$ 800,000 - 899,999	8	6	8	14	8	13	13	11	9				90
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3	6				59
\$ 1,000,000 - and over	10	15	28	22	16	17	10	16	20				154
Total	356	440	638	650	578	566	529	546	523				4826

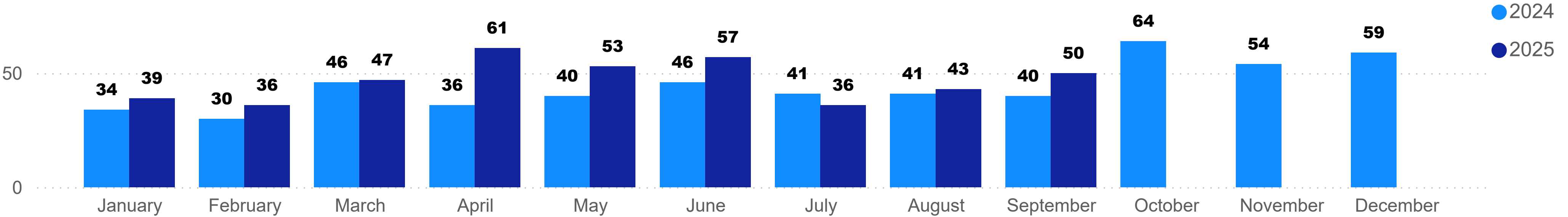




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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				2
\$ 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						7
\$ 160,000 - 179,999	1	1	2	4	1	3	1	1	3				17
\$ 180,000 - 199,999	2		1	3	4	1		1	1				13
\$ 200,000 - 249,999	8	6	8	12	12	12	6	15	8				87
\$ 250,000 - 299,999	5	2	11	6	7	4	4	2	7				48
\$ 300,000 - 349,999	6	5	6	11	13	7	10	6	13				77
\$ 350,000 - 399,999	5	9	4	10	7	10	5	9	9				68
\$ 400,000 - 499,999	7	9	10	5	4	9	2	8	4				58
\$ 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	43	50				422

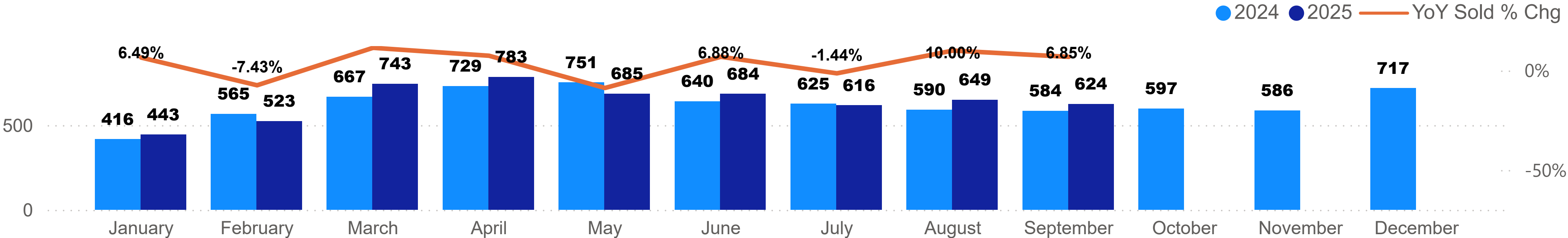




REALTORS® Association of Lake & Sumter Counties
Monthly Sales Trend Indicator 2025

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				14
\$ 60,000 - 69,999	3	2	1	3	1	4	1	4	4				23
\$ 70,000 - 79,999	1	2	3	1	6	4	3	2	1				23
\$ 80,000 - 89,999	5	4	4	3	5	3	2	4	3				33
\$ 90,000 - 99,999	4	1	3	3	2	2	3	4	4				26
\$ 100,000 - 119,999	5	8	6	12	5	3	6	8	3				56
\$ 120,000 - 139,999	5	13	9	8	12	11	8	9	8				83
\$ 140,000 - 159,999	12	7	9	16	4	11	14	9	10				92
\$ 160,000 - 179,999	5	15	11	18	9	14	14	9	14				109
\$ 180,000 - 199,999	6	8	16	15	22	13	13	11	11				115
\$ 200,000 - 249,999	37	39	65	68	68	80	56	74	59				546
\$ 250,000 - 299,999	52	74	103	106	89	80	84	78	89				755
\$ 300,000 - 349,999	62	81	98	124	119	95	89	99	88				855
\$ 350,000 - 399,999	70	74	101	104	91	98	83	98	89				808
\$ 400,000 - 499,999	73	75	130	146	105	116	100	96	111				952
\$ 500,000 - 599,999	44	55	78	61	74	61	52	64	49				538
\$ 600,000 - 699,999	22	28	44	33	25	30	32	30	26				270
\$ 700,000 - 799,999	9	9	15	11	16	15	21	17	15				128
\$ 800,000 - 899,999	9	6	8	14	8	14	13	11	10				93
\$ 900,000 - 999,999	4	4	9	11	7	8	7	3	6				59
\$ 1,000,000 - and over	12	15	28	22	16	18	12	16	20				159
Total	443	523	743	783	685	684	616	649	624				5750





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	8				60
2	106	131	152	178	153	176	137	134	137				1304
3	231	278	363	404	353	349	324	352	319				2973
4	86	89	175	145	139	121	108	129	127				1119
5	12	19	33	34	29	25	34	22	25				233
6+	3	4	11	8	6	5	9	7	8				61
Total	443	523	743	783	685	684	616	649	625				5751

Sales by Bathroom Count

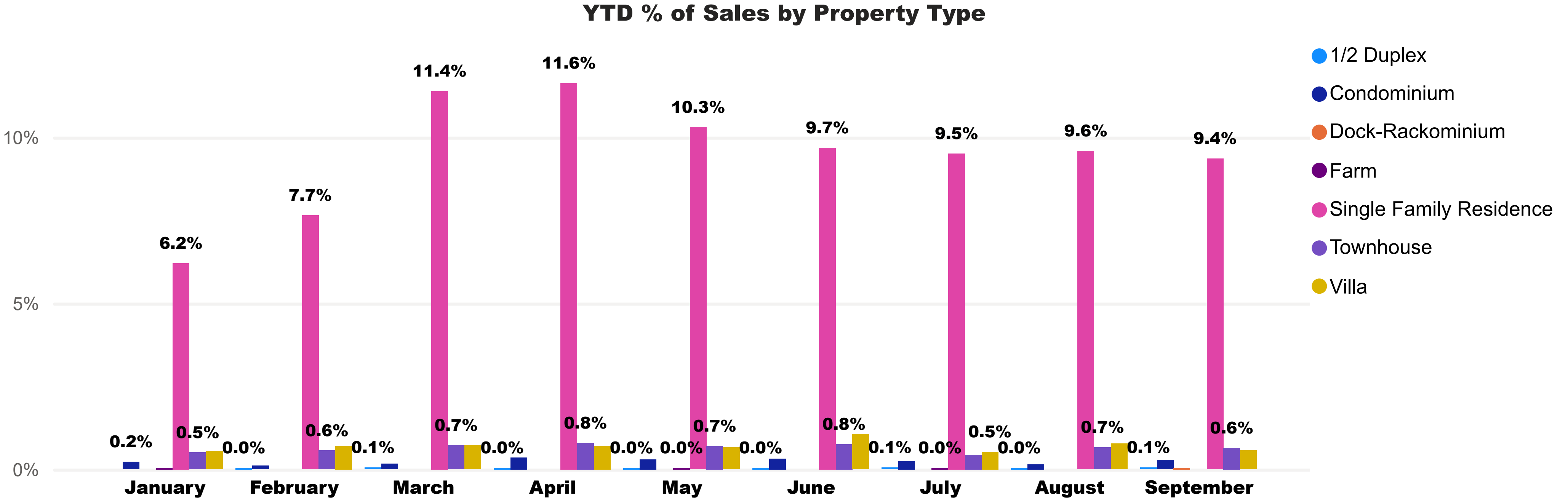
Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0			1						1				2
1	19	20	24	31	26	26	25	28	26				225
2	296	361	471	519	463	476	424	435	423				3868
3	100	117	178	174	154	128	118	142	136				1247
4	23	20	62	45	32	41	36	34	29				322
5	4	5	6	10	5	11	11	8	6				66
6+	1		1	4	5	2	2	2	4				21
Total	443	523	743	783	685	684	616	649	625				5751



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				15
Condominium	12	6	9	19	16	17	13	8	15				115
Dock-Rackominium									1				1
Farm	1				1		1						3
Single Family Residence	327	403	600	613	543	510	501	505	493				4495
Townhouse	27	30	38	42	37	40	23	35	34				306
Villa	29	37	38	37	35	56	28	41	30				331
Total	396	477	688	712	633	624	569	591	576				5266





REALTORS® Association of Lake & Sumter Counties

Multiple Listing One Month Sales and Inventory Report - September - 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	2	0%	59,850	52,000	87%	75	1
\$ 60,000 - 69,999							
\$ 70,000 - 79,999	1	0%	98,000	78,000	80%	5	2
\$ 80,000 - 89,999							1
\$ 90,000 - 99,999	1	0%	119,900	95,000	79%	10	1
\$ 100,000 - 119,999	2	0%	121,950	110,000	90%	135	13
\$ 120,000 - 139,999	4	1%	139,950	129,700	93%	106	14
\$ 140,000 - 159,999	4	1%	155,200	151,475	98%	76	18
\$ 160,000 - 179,999	6	1%	175,150	168,000	96%	86	27
\$ 180,000 - 199,999	8	1%	201,100	192,800	96%	82	20
\$ 200,000 - 249,999	53	9%	235,487	225,899	96%	79	180
\$ 250,000 - 299,999	86	15%	282,932	275,734	97%	72	393
\$ 300,000 - 349,999	86	15%	332,688	325,367	98%	55	413
\$ 350,000 - 399,999	89	15%	385,809	375,328	97%	64	395
\$ 400,000 - 499,999	110	19%	461,616	447,198	97%	67	431
\$ 500,000 - 599,999	48	8%	562,473	539,226	96%	65	269
\$ 600,000 - 699,999	26	5%	663,824	632,886	95%	89	175
\$ 700,000 - 799,999	15	3%	780,487	742,833	95%	87	114
\$ 800,000 - 899,999	9	2%	880,967	851,722	97%	55	59
\$ 900,000 - 999,999	6	1%	992,004	956,000	96%	49	43
\$ 1,000,000 - and over	20	3%	1,462,236	1,379,700	94%	78	128
Total	576	100%	441,062	425,193	96%	69	2697

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	0.23%	59,969	37,300	62%	39	
\$ 50,000 - 59,999	14	0.24%	64,421	53,500	83%	112	1
\$ 60,000 - 69,999	23	0.40%	76,422	63,283	83%	71	
\$ 70,000 - 79,999	23	0.40%	83,483	74,043	89%	74	2
\$ 80,000 - 89,999	33	0.57%	98,165	83,491	85%	63	1
\$ 90,000 - 99,999	26	0.45%	106,817	93,746	88%	62	1
\$ 100,000 - 119,999	56	0.97%	124,227	108,553	87%	71	13
\$ 120,000 - 139,999	83	1.44%	141,667	129,115	91%	90	14
\$ 140,000 - 159,999	92	1.60%	159,207	149,537	94%	75	18
\$ 160,000 - 179,999	109	1.90%	181,871	168,649	93%	90	27
\$ 180,000 - 199,999	115	2.00%	199,158	189,966	95%	64	20
\$ 200,000 - 249,999	546	9.50%	237,965	228,604	96%	66	180
\$ 250,000 - 299,999	755	13.13%	282,653	274,486	97%	70	393
\$ 300,000 - 349,999	855	14.87%	335,095	324,532	97%	68	413
\$ 350,000 - 399,999	808	14.05%	383,269	372,124	97%	64	395
\$ 400,000 - 499,999	952	16.56%	458,613	445,101	97%	62	431
\$ 500,000 - 599,999	538	9.36%	559,693	542,050	97%	64	269
\$ 600,000 - 699,999	270	4.70%	666,140	643,810	97%	68	175
\$ 700,000 - 799,999	128	2.23%	769,466	741,417	96%	85	114
\$ 800,000 - 899,999	93	1.62%	874,474	842,875	96%	101	59
\$ 900,000 - 999,999	59	1.03%	974,456	940,688	97%	81	43
\$ 1,000,000 - and over	159	2.77%	1,463,865	1,394,311	95%	92	128
Total	5750	100.00%	419,934	405,260	97%	69	2697

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.

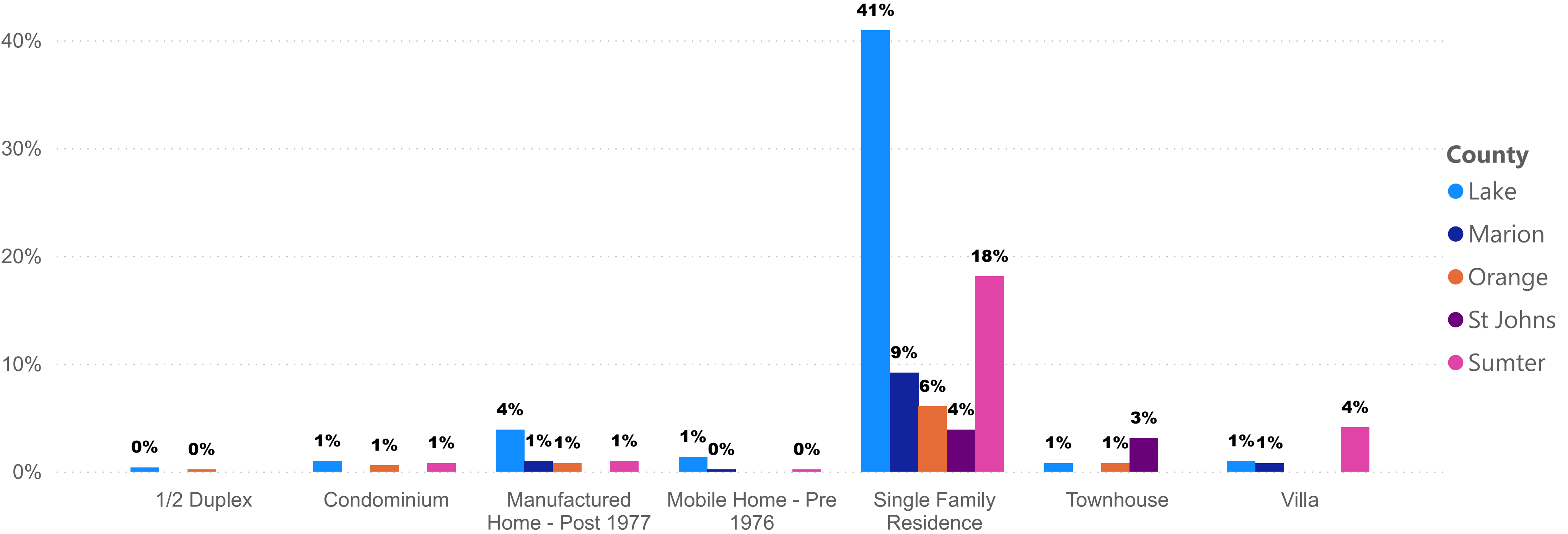
Four Year Sales and Inventory History 2021 - 2025. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
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	2303	4.21
09/30/2024	544	446,412	432,331	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	2398	4.38
12/31/2024	656	465,200	451,514	97%	64	2385	3.64
01/31/2025	396	448,772	433,402	97%	73	2601	6.57
02/28/2025	477	434,246	420,251	97%	79	2664	5.58
03/31/2025	688	455,708	441,324	97%	76	2683	3.90
04/30/2025	712	440,498	425,218	97%	72	2745	3.86
05/31/2025	633	427,391	412,560	97%	68	2778	4.39
06/30/2025	624	443,666	429,126	97%	70	2874	4.61
07/31/2025	569	437,098	421,905	97%	79	2791	4.91
08/31/2025	591	445,602	429,963	96%	81	2782	4.71
09/30/2025	575	441,620	425,767	96%	76	2697	4.69

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%		1%		1%	2%
Manufactured Home - Post 1977	4%	1%	1%		1%	7%
Mobile Home - Pre 1976	1%	0%			0%	2%
Single Family Residence	41%	9%	6%	4%	18%	78%
Townhouse	1%		1%	3%		5%
Villa	1%	1%			4%	6%
Total	49%	11%	8%	7%	24%	100%



Board/Association: State Month Year
Lake and Sumter FL September 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				
\$ 100,000 - 119,999	1			1
\$ 120,000 - 139,999	2			2
\$ 140,000 - 159,999	3	1		4
\$ 160,000 - 179,999	3			3
\$ 180,000 - 199,999	5	1		6
\$ 200,000 - 249,999	19	26		45
\$ 250,000 - 299,999	30	42	5	77
\$ 300,000 - 349,999	11	48	14	73
\$ 350,000 - 399,999	9	48	23	80
\$ 400,000 - 499,999	4	61	41	106
\$ 500,000 - 599,999	6	20	22	48
\$ 600,000 - 699,999		9	17	26
\$ 700,000 - 799,999		10	5	15
\$ 800,000 - 899,999		3	6	9
\$ 900,000 - 999,999			6	6
\$ 1,000,000 - and over		7	13	20
Total	95	276	152	523

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	1			1
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999	1			1
\$ 120,000 - 139,999	2			2
\$ 140,000 - 159,999				
\$ 160,000 - 179,999	2	1		3
\$ 180,000 - 199,999		1		1
\$ 200,000 - 249,999	3	5		8
\$ 250,000 - 299,999	1	4	2	7
\$ 300,000 - 349,999	2	11		13
\$ 350,000 - 399,999	3	6		9
\$ 400,000 - 499,999	1	2	1	4
\$ 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	30	3	49

Active Listings
(Unsold Homes)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999	1	
\$ 60,000 - 69,999		
\$ 70,000 - 79,999	1	2
\$ 80,000 - 89,999	1	
\$ 90,000 - 99,999		2
\$ 100,000 - 119,999	4	6
\$ 120,000 - 139,999	6	12
\$ 140,000 - 159,999	8	9
\$ 160,000 - 179,999	15	14
\$ 180,000 - 199,999	10	7
\$ 200,000 - 249,999	141	36
\$ 250,000 - 299,999	342	40
\$ 300,000 - 349,999	369	37
\$ 350,000 - 399,999	350	24
\$ 400,000 - 499,999	401	19
\$ 500,000 - 599,999	246	8
\$ 600,000 - 699,999	160	4
\$ 700,000 - 799,999	99	5
\$ 800,000 - 899,999	54	2
\$ 900,000 - 999,999	44	
\$ 1,000,000 - and over	127	4
Total	2379	231

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		
\$ 80,000 - 89,999	3	
\$ 90,000 - 99,999		
\$ 100,000 - 119,999	2	2
\$ 120,000 - 139,999	2	
\$ 140,000 - 159,999	12	1
\$ 160,000 - 179,999	6	1
\$ 180,000 - 199,999	18	2
\$ 200,000 - 249,999	46	13
\$ 250,000 - 299,999	90	11
\$ 300,000 - 349,999	92	19
\$ 350,000 - 399,999	114	9
\$ 400,000 - 499,999	149	15
\$ 500,000 - 599,999	98	
\$ 600,000 - 699,999	70	1
\$ 700,000 - 799,999	60	1
\$ 800,000 - 899,999	22	
\$ 900,000 - 999,999	12	
\$ 1,000,000 - and over	30	1
Total	826	76

Time On Market Sort	M-SF	M-Condo
0 - 30	221	23
31-60	103	2
61-90	63	7
91-120	34	7
121-over	102	10
Total	523	49

