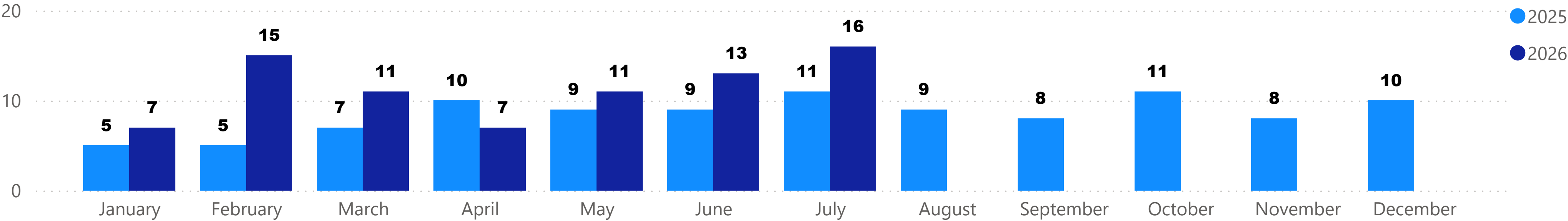




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2026

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													
\$ 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		1											1
\$ 120,000 - 139,999					1	1	1						3
\$ 140,000 - 159,999		2											2
\$ 160,000 - 179,999	1	1	1		1	1							5
\$ 180,000 - 199,999							1						1
\$ 200,000 - 249,999	1	4	4	3		2	3						17
\$ 250,000 - 299,999	2	3			4	3	4						16
\$ 300,000 - 349,999	1			2		1	1						5
\$ 350,000 - 399,999	1	2	2	2			2						9
\$ 400,000 - 499,999			3		4	2	3						12
\$ 500,000 - 599,999		1			1	2							4
\$ 600,000 - 699,999													
\$ 700,000 - 799,999			1				1						2
\$ 800,000 - 899,999													
\$ 900,000 - 999,999	1												1
\$ 1,000,000 - and over						1							1
Total	7	15	11	7	11	13	16						80

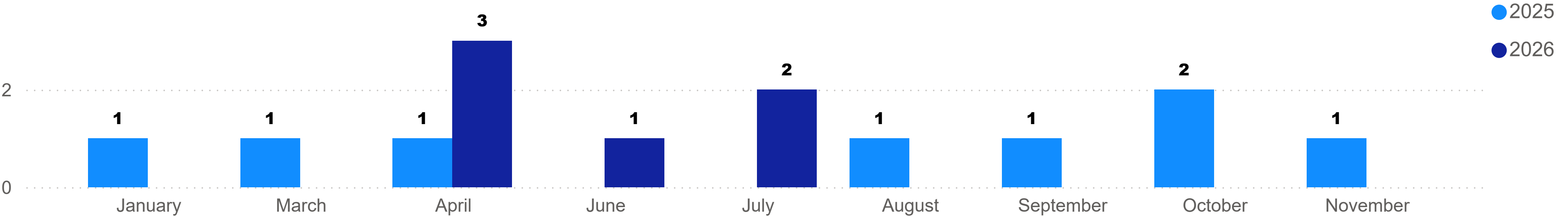




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2026

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													
\$ 70,000 - 79,999													
\$ 80,000 - 89,999				1									1
\$ 90,000 - 99,999				1									1
\$ 100,000 - 119,999				1									1
\$ 120,000 - 139,999													
\$ 140,000 - 159,999													
\$ 160,000 - 179,999													
\$ 180,000 - 199,999													
\$ 200,000 - 249,999													
\$ 250,000 - 299,999						1							1
\$ 300,000 - 349,999													
\$ 350,000 - 399,999													
\$ 400,000 - 499,999													
\$ 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				3		1	2						6

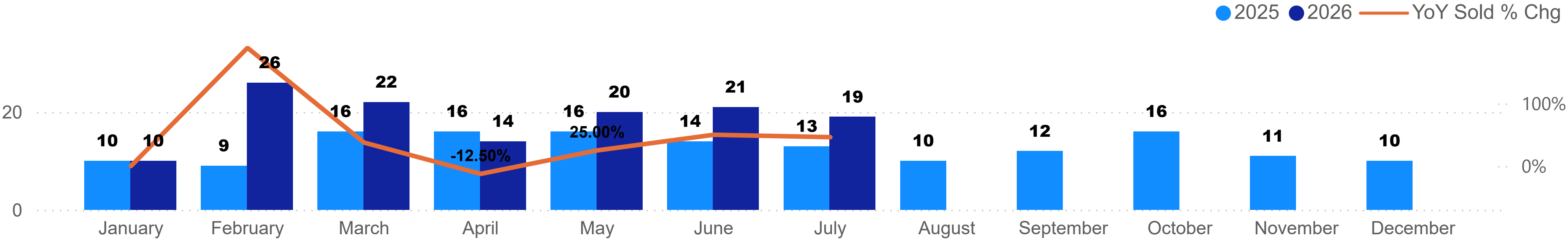




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2026

Sales by Price Range - Overall

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999		1					1						2
\$ 50,000 - 59,999		2		1			1						4
\$ 60,000 - 69,999	1		1		1		1						4
\$ 70,000 - 79,999													
\$ 80,000 - 89,999				2									2
\$ 90,000 - 99,999		1	2	1									4
\$ 100,000 - 119,999		2	1	1									4
\$ 120,000 - 139,999			2	1	1	2	1						7
\$ 140,000 - 159,999	1	5	2		2								10
\$ 160,000 - 179,999	1	1	1	1	2	2							8
\$ 180,000 - 199,999		1			1		1						3
\$ 200,000 - 249,999	1	5	6	3	2	3	3						23
\$ 250,000 - 299,999	3	5	1		6	8	4						27
\$ 300,000 - 349,999	1			2		1	1						5
\$ 350,000 - 399,999	1	2	2	2			2						9
\$ 400,000 - 499,999			3		4	2	3						12
\$ 500,000 - 599,999		1			1	2							4
\$ 600,000 - 699,999													
\$ 700,000 - 799,999			1				1						2
\$ 800,000 - 899,999													
\$ 900,000 - 999,999	1												1
\$ 1,000,000 - and over						1							1
Total	10	26	22	14	20	21	19						132



Lake Wales Association of REALTORS®

Monthly Sales Trend Indicator 2026

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	2	3	1	1			1						8
2	1	12	8	7	5	1	5						39
3	5	9	11	6	13	16	11						71
4	1	2	1		2	4	2						12
5			1										1
6+	1												1
Total	10	26	22	14	20	21	19						132

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	3	5	4	2		1	3						18
2	5	17	14	10	17	17	12						92
3	1	4	4	2	2	2	4						19
4					1	1							2
6+	1												1
Total	10	26	22	14	20	21	19						132

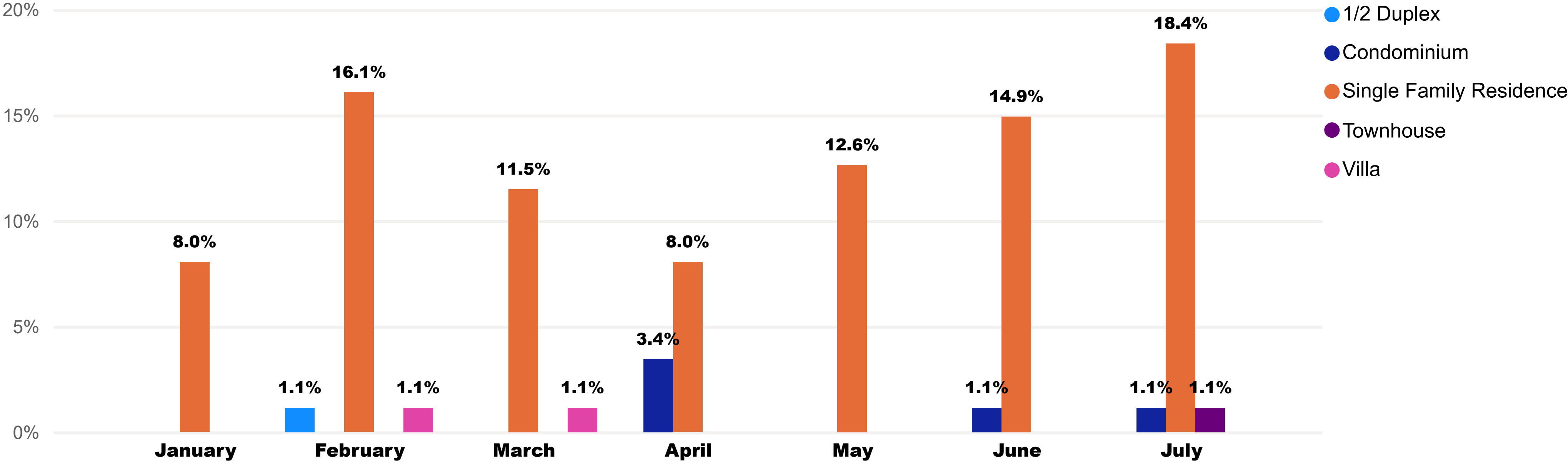


Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2026

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex		1											1
Condominium				3		1	1						5
Single Family Residence	7	14	10	7	11	13	16						78
Townhouse							1						1
Villa		1	1										2
Total	7	16	11	10	11	14	18						87

YTD % of Sales by Property Type





Lake Wales Association of REALTORS®

Multiple Listing One Month Sales and Inventory Report - July - 2026

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	1	6%	2,250	2,350	104%	6	
\$ 50,000 - 59,999	1	6%	58,000	50,000	86%	276	
\$ 60,000 - 69,999							
\$ 70,000 - 79,999							
\$ 80,000 - 89,999							1
\$ 90,000 - 99,999							1
\$ 100,000 - 119,999							1
\$ 120,000 - 139,999	1	6%	140,000	135,000	96%	25	2
\$ 140,000 - 159,999							3
\$ 160,000 - 179,999							7
\$ 180,000 - 199,999	1	6%	199,900	195,000	98%	175	2
\$ 200,000 - 249,999	3	17%	235,867	223,300	95%	58	10
\$ 250,000 - 299,999	4	22%	269,800	265,100	98%	137	6
\$ 300,000 - 349,999	1	6%	319,999	320,000	100%	6	10
\$ 350,000 - 399,999	2	11%	371,950	381,500	103%	149	11
\$ 400,000 - 499,999	3	17%	438,000	431,000	98%	186	2
\$ 500,000 - 599,999							2
\$ 600,000 - 699,999							3
\$ 700,000 - 799,999	1	6%	795,000	740,000	93%	31	2
\$ 800,000 - 899,999							1
\$ 900,000 - 999,999							
\$ 1,000,000 - and over							2
Total	18	100%	297,769	290,481	98%	116	66

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.

Lake Wales Association of REALTORS®

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	2	1.52%	23,625	23,675	100%	164	
\$ 50,000 - 59,999	4	3.03%	66,875	52,375	78%	189	
\$ 60,000 - 69,999	4	3.03%	82,250	61,000	74%	115	
\$ 70,000 - 79,999							
\$ 80,000 - 89,999	2	1.52%	94,500	82,500	87%	390	1
\$ 90,000 - 99,999	4	3.03%	97,975	92,125	94%	75	1
\$ 100,000 - 119,999	4	3.03%	118,700	112,100	94%	160	1
\$ 120,000 - 139,999	7	5.30%	135,643	131,071	97%	118	2
\$ 140,000 - 159,999	10	7.58%	157,160	147,700	94%	86	3
\$ 160,000 - 179,999	8	6.06%	172,025	169,688	99%	119	7
\$ 180,000 - 199,999	3	2.27%	192,800	191,500	99%	65	2
\$ 200,000 - 249,999	23	17.42%	224,248	223,113	99%	89	10
\$ 250,000 - 299,999	27	20.45%	275,189	268,356	98%	106	6
\$ 300,000 - 349,999	5	3.79%	335,080	327,476	98%	67	10
\$ 350,000 - 399,999	9	6.82%	370,711	368,944	100%	63	11
\$ 400,000 - 499,999	12	9.09%	443,058	428,583	97%	111	2
\$ 500,000 - 599,999	4	3.03%	542,425	539,975	100%	23	2
\$ 600,000 - 699,999							3
\$ 700,000 - 799,999	2	1.52%	762,000	721,500	95%	76	2
\$ 800,000 - 899,999							1
\$ 900,000 - 999,999	1	0.76%	960,000	960,000	100%	73	
\$ 1,000,000 - and over	1	0.76%	1,195,000	1,050,000	88%	130	2
Total	132	100.00%	264,698	256,820	97%	104	66

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.

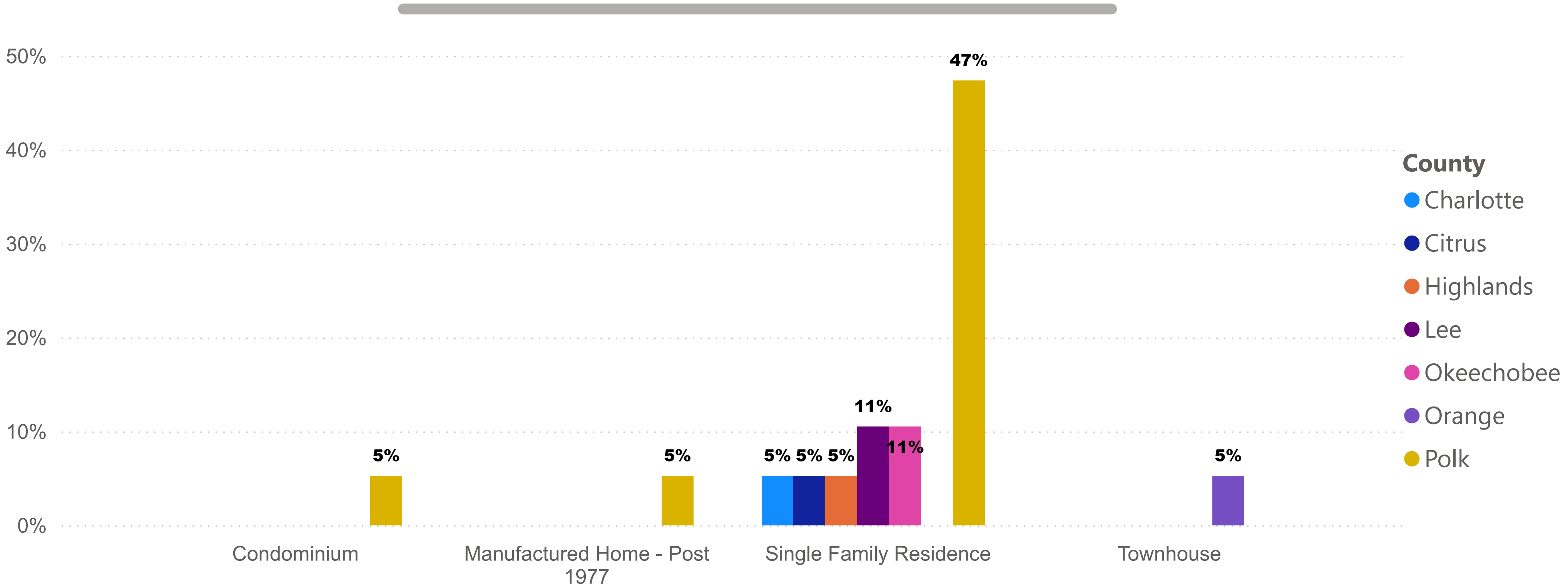
Four Year Sales and Inventory History 2022 - 2026. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
08/31/2022	9	241,189	236,333	98%	53	39	4.33
09/30/2022	8	258,975	244,925	95%	28	40	5.00
10/31/2022	11	410,473	399,250	97%	64	42	3.82
11/30/2022	7	296,471	279,271	94%	43	40	5.71
12/31/2022	11	257,408	244,845	95%	37	29	2.64
01/31/2023	11	284,618	265,818	93%	59	28	2.55
02/28/2023	7	263,200	255,929	97%	50	34	4.86
03/31/2023	17	323,776	305,676	94%	74	32	1.88
04/30/2023	9	241,444	235,222	97%	41	33	3.67
05/31/2023	9	301,911	288,378	96%	133	28	3.11
06/30/2023	16	346,794	338,331	98%	46	29	1.81
07/31/2023	4	342,450	336,250	98%	36	29	7.25
08/31/2023	10	227,000	203,258	90%	64	29	2.90
09/30/2023	10	300,470	291,539	97%	64	35	3.50
10/31/2023	10	307,240	290,470	95%	49	34	3.40
11/30/2023	9	216,600	214,122	99%	47	41	4.56
12/31/2023	7	194,400	184,021	95%	41	38	5.43
01/31/2024	11	180,164	173,718	96%	54	40	3.64
02/29/2024	9	328,144	313,915	96%	48	36	4.00
03/31/2024	12	233,667	225,183	96%	64	37	3.08
04/30/2024	10	272,280	269,490	99%	47	33	3.30
05/31/2024	13	338,400	312,615	92%	60	38	2.92
06/30/2024	5	400,780	371,700	93%	67	43	8.60
07/31/2024	6	217,150	207,983	96%	37	37	6.17
08/31/2024	11	298,518	291,073	98%	84	45	4.09
09/30/2024	5	434,480	406,200	93%	71	45	9.00
10/31/2024	5	224,800	224,670	100%	63	46	9.20
11/30/2024	3	359,633	346,333	96%	119	39	13.00
12/31/2024	9	348,278	327,033	94%	112	40	4.44
01/31/2025	6	265,217	244,067	92%	99	43	7.17
02/28/2025	5	297,960	285,500	96%	133	50	10.00
03/31/2025	8	284,150	268,925	95%	113	55	6.88
04/30/2025	12	287,642	282,158	98%	67	62	5.17
05/31/2025	9	308,578	292,767	95%	69	69	7.67
06/30/2025	9	292,456	282,078	96%	117	64	7.11
07/31/2025	11	313,698	303,906	97%	115	65	5.91
08/31/2025	10	303,120	296,920	98%	104	68	6.80
09/30/2025	9	239,589	222,667	93%	45	65	7.22
10/31/2025	13	276,969	264,923	96%	103	68	5.23
11/30/2025	9	236,355	221,877	94%	91	69	7.67
12/31/2025	10	277,830	267,140	96%	144	73	7.30
01/31/2026	7	370,500	362,471	98%	161	70	10.00
02/28/2026	16	240,381	234,894	98%	81	76	4.75
03/31/2026	11	342,318	333,809	98%	93	66	6.00
04/30/2026	10	243,200	238,708	98%	122	64	6.40
05/31/2026	11	348,055	336,764	97%	96	66	6.00
06/30/2026	14	383,229	372,071	97%	52	72	5.14
07/31/2026	18	297,769	290,481	98%	116	66	3.67

Top 5 Unit Sales by County and Property Type

* Counties with the same % of Sales maybe Included.

Property Type	Charlotte	Citrus	Highlands	Lee	Okeechobee	Orange
Condominium						
Manufactured Home - Post 1977						
Single Family Residence	5%	5%	5%	11%	11%	
Townhouse						5%
Total	5%	5%	5%	11%	11%	5%



Board/Association: State Month Year
Lake Wales FL July 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				
\$ 50,000 - 59,999				
\$ 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
\$ 140,000 - 159,999				
\$ 160,000 - 179,999				
\$ 180,000 - 199,999		1		1
\$ 200,000 - 249,999	2	1		3
\$ 250,000 - 299,999	1	2	1	4
\$ 300,000 - 349,999		1		1
\$ 350,000 - 399,999		2		2
\$ 400,000 - 499,999		2	1	3
\$ 500,000 - 599,999				
\$ 600,000 - 699,999				
\$ 700,000 - 799,999		1		1
\$ 800,000 - 899,999				
\$ 900,000 - 999,999				
\$ 1,000,000 - and over				
Total	4	10	2	16

Condominium / Cooperative 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				
\$ 140,000 - 159,999				
\$ 160,000 - 179,999				
\$ 180,000 - 199,999				
\$ 200,000 - 249,999				
\$ 250,000 - 299,999				
\$ 300,000 - 349,999				
\$ 350,000 - 399,999				
\$ 400,000 - 499,999				
\$ 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	1	1		2

Active Listings
(Unsold Homes)

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		1
\$ 90,000 - 99,999		1
\$ 100,000 - 119,999		1
\$ 120,000 - 139,999		2
\$ 140,000 - 159,999	1	2
\$ 160,000 - 179,999	3	1
\$ 180,000 - 199,999	2	
\$ 200,000 - 249,999	8	
\$ 250,000 - 299,999	6	
\$ 300,000 - 349,999	9	
\$ 350,000 - 399,999	11	
\$ 400,000 - 499,999	3	
\$ 500,000 - 599,999	2	
\$ 600,000 - 699,999	3	
\$ 700,000 - 799,999	2	
\$ 800,000 - 899,999	1	
\$ 900,000 - 999,999		
\$ 1,000,000 - and over	2	
Total	53	8

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		
\$ 90,000 - 99,999		
\$ 100,000 - 119,999		
\$ 120,000 - 139,999	1	
\$ 140,000 - 159,999		
\$ 160,000 - 179,999	4	
\$ 180,000 - 199,999	3	
\$ 200,000 - 249,999	4	
\$ 250,000 - 299,999		
\$ 300,000 - 349,999	4	
\$ 350,000 - 399,999	5	
\$ 400,000 - 499,999		
\$ 500,000 - 599,999		
\$ 600,000 - 699,999		
\$ 700,000 - 799,999	1	
\$ 800,000 - 899,999	1	
\$ 900,000 - 999,999		
\$ 1,000,000 - and over		
Total	24	

Time On Market Sort	M-SF	M-Condo
0 - 30	3	1
31-60	5	
61-90	1	
91-120	2	
121-over	5	1
Total	16	2

