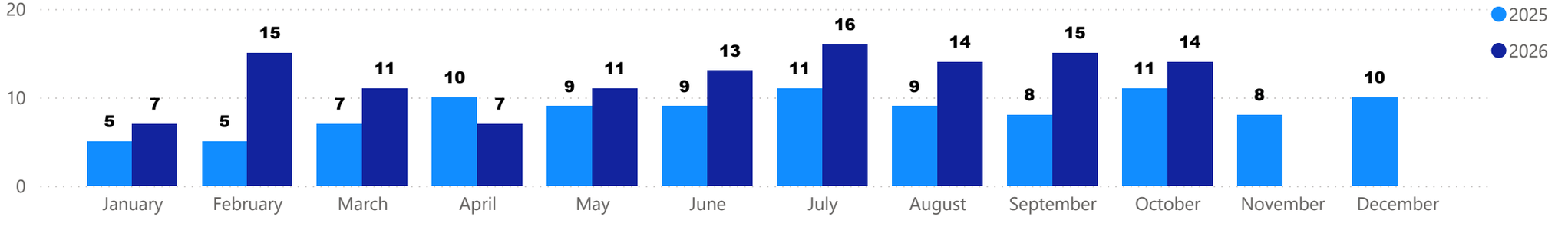
Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2026

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								2			**3**
$ 120,000 - 139,999					1	1	1		1				**4**
$ 140,000 - 159,999		2							1	2			**5**
$ 160,000 - 179,999	1	1	1		1	1		1	2				**8**
$ 180,000 - 199,999							1	3	1	1			**6**
$ 200,000 - 249,999	1	4	4	3		2	3	1	2	2			**22**
$ 250,000 - 299,999	2	3			4	3	4		2				**18**
$ 300,000 - 349,999	1			2		1	1	2	3	3			**13**
$ 350,000 - 399,999	1	2	2	2			2	5	2	2			**18**
$ 400,000 - 499,999			3		4	2	3		1	1			**14**
$ 500,000 - 599,999		1			1	2							**4**
$ 600,000 - 699,999										1			**1**
$ 700,000 - 799,999			1				1	1					**3**
$ 800,000 - 899,999								1					**1**
$ 900,000 - 999,999	1												**1**
$ 1,000,000 - and over						1							**1**
Total	**7**	**15**	**11**	**7**	**11**	**13**	**16**	**14**	**15**	**14**			**123**



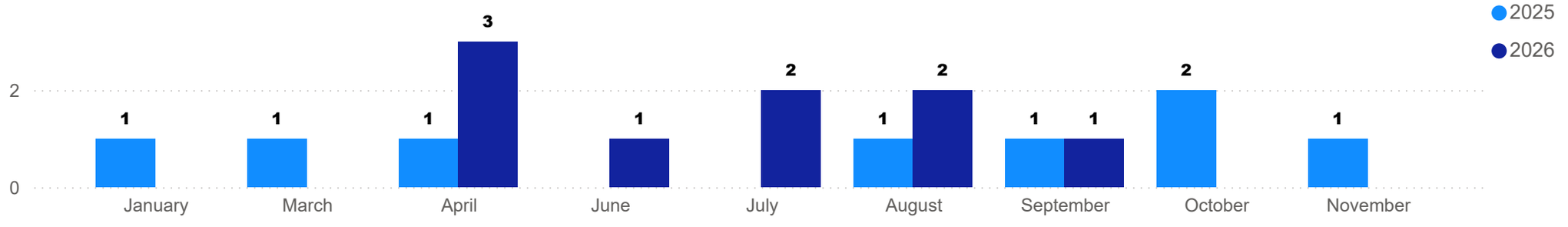
Source: Stellar MLS

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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									1				**1**
$ 80,000 - 89,999				1									**1**
$ 90,000 - 99,999				1				2					**3**
$ 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**	**2**	**1**				**9**



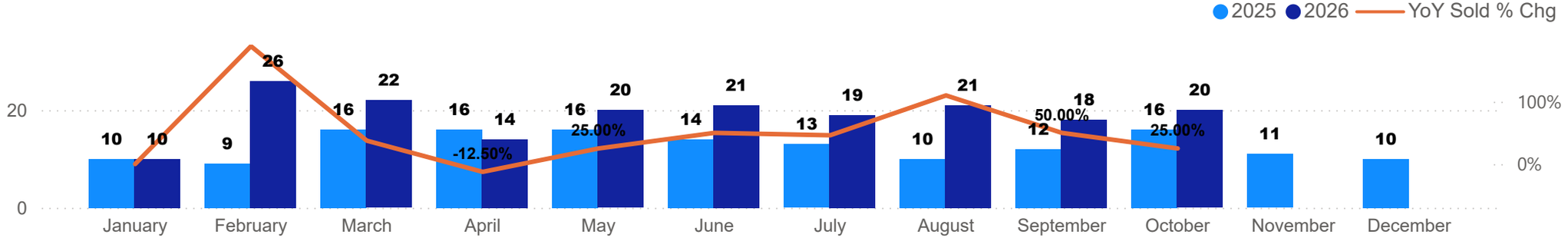
Source: Stellar MLS

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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			1			**3**
$ 50,000 - 59,999		2		1			1						**4**
$ 60,000 - 69,999	1		1		1		1						**4**
$ 70,000 - 79,999								2	1				**3**
$ 80,000 - 89,999				2				1					**3**
$ 90,000 - 99,999		1	2	1				2					**6**
$ 100,000 - 119,999		2	1	1						2			**6**
$ 120,000 - 139,999			2	1	1	2	1		1				**8**
$ 140,000 - 159,999	1	5	2		2				1	2			**13**
$ 160,000 - 179,999	1	1	1	1	2	2		1	2	1			**12**
$ 180,000 - 199,999		1			1		1	3	1	2			**9**
$ 200,000 - 249,999	1	5	6	3	2	3	3	1	3	3			**30**
$ 250,000 - 299,999	3	5	1		6	8	4	1	3	2			**33**
$ 300,000 - 349,999	1			2		1	1	2	3	3			**13**
$ 350,000 - 399,999	1	2	2	2			2	5	2	2			**18**
$ 400,000 - 499,999			3		4	2	3		1	1			**14**
$ 500,000 - 599,999		1			1	2							**4**
$ 600,000 - 699,999										1			**1**
$ 700,000 - 799,999			1				1	2					**4**
$ 800,000 - 899,999								1					**1**
$ 900,000 - 999,999	1												**1**
$ 1,000,000 - and over						1							**1**
Total	**10**	**26**	**22**	**14**	**20**	**21**	**19**	**21**	**18**	**20**			**191**



Source: Stellar MLS

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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		1	1			**10**
2	1	12	8	7	5	1	5	5	4	4			**52**
3	5	9	11	6	13	16	11	11	12	8			**102**
4	1	2	1		2	4	2	4	1	7			**24**
5			1					1					**2**
6+	1												**1**
Total	**10**	**26**	**22**	**14**	**20**	**21**	**19**	**21**	**18**	**20**			**191**

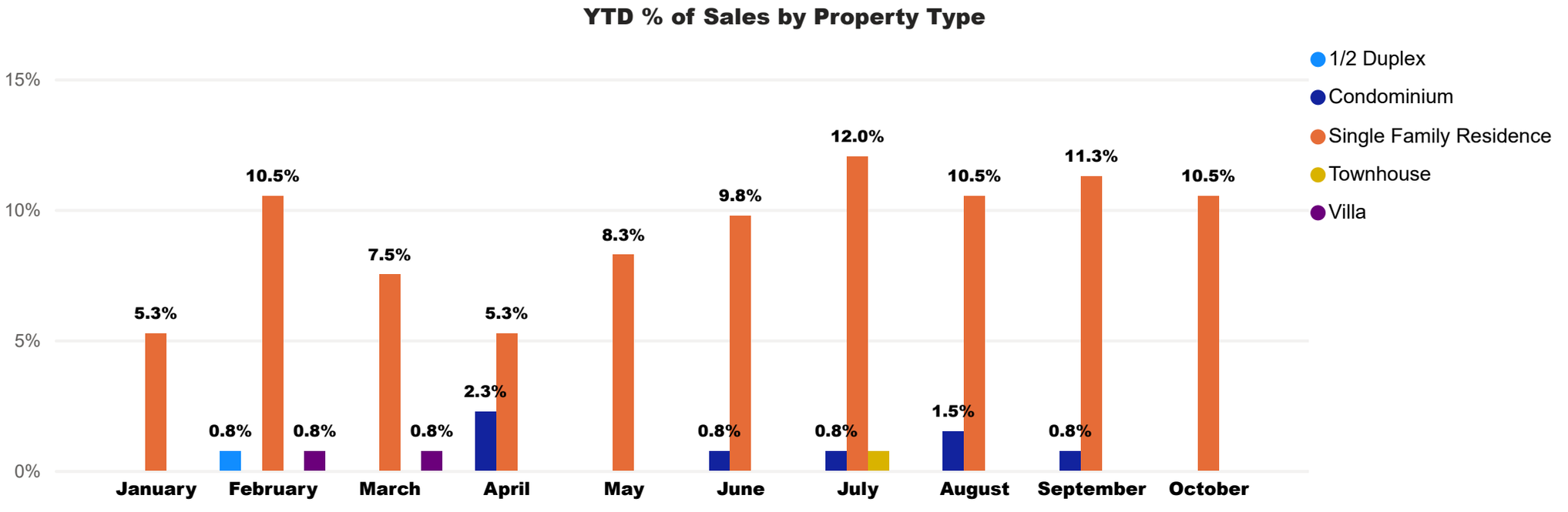
Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	**Total**
1	3	5	4	2		1	3	2	2	2			**24**
2	5	17	14	10	17	17	12	16	14	14			**136**
3	1	4	4	2	2	2	4	3	2	3			**27**
4					1	1							**2**
5										1			**1**
6+	1												**1**
Total	**10**	**26**	**22**	**14**	**20**	**21**	**19**	**21**	**18**	**20**			**191**

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	2	1				**8**
Single Family Residence	7	14	10	7	11	13	16	14	15	14			**121**
Townhouse							1						**1**
Villa		1	1										**2**
Total	**7**	**16**	**11**	**10**	**11**	**14**	**18**	**16**	**16**	**14**			**133**



Source: Stellar MLS

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Lake Wales Association of REALTORS®

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

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							
$ 60,000 - 69,999							
$ 70,000 - 79,999							1
$ 80,000 - 89,999							1
$ 90,000 - 99,999							1
$ 100,000 - 119,999	2	14%	112,500	112,500	100%	14	
$ 120,000 - 139,999							2
$ 140,000 - 159,999	2	14%	166,900	150,000	90%	223	5
$ 160,000 - 179,999							4
$ 180,000 - 199,999	1	7%	189,500	182,500	96%	42	5
$ 200,000 - 249,999	2	14%	218,750	226,350	103%	31	10
$ 250,000 - 299,999							8
$ 300,000 - 349,999	3	21%	324,933	323,967	100%	64	7
$ 350,000 - 399,999	2	14%	382,450	373,200	98%	43	15
$ 400,000 - 499,999	1	7%	450,000	405,000	90%	188	9
$ 500,000 - 599,999							6
$ 600,000 - 699,999	1	7%	672,000	635,000	94%	91	1
$ 700,000 - 799,999							3
$ 800,000 - 899,999							1
$ 900,000 - 999,999							
$ 1,000,000 - and over							2
Total	**14**	**100%**	**289,107**	**279,893**	**97%**	**81**	**82**

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	3	1.57%	35,417	28,283	80%	157	1
$ 50,000 - 59,999	4	2.09%	66,875	52,375	78%	189	
$ 60,000 - 69,999	4	2.09%	82,250	61,000	74%	115	
$ 70,000 - 79,999	3	1.57%	82,100	76,167	93%	34	1
$ 80,000 - 89,999	3	1.57%	96,300	81,667	85%	261	1
$ 90,000 - 99,999	6	3.14%	98,967	92,250	93%	106	1
$ 100,000 - 119,999	6	3.14%	116,633	112,233	96%	111	
$ 120,000 - 139,999	8	4.19%	134,625	130,563	97%	105	2
$ 140,000 - 159,999	13	6.81%	160,069	148,615	93%	101	5
$ 160,000 - 179,999	12	6.28%	172,350	170,042	99%	135	4
$ 180,000 - 199,999	9	4.71%	192,911	189,444	98%	78	5
$ 200,000 - 249,999	30	15.71%	225,130	223,710	99%	76	10
$ 250,000 - 299,999	33	17.28%	275,548	268,800	98%	95	8
$ 300,000 - 349,999	13	6.81%	331,531	328,066	99%	68	7
$ 350,000 - 399,999	18	9.42%	375,222	371,356	99%	60	15
$ 400,000 - 499,999	14	7.33%	440,479	425,571	97%	131	9
$ 500,000 - 599,999	4	2.09%	542,425	539,975	100%	23	6
$ 600,000 - 699,999	1	0.52%	672,000	635,000	94%	91	1
$ 700,000 - 799,999	4	2.09%	768,225	722,375	94%	56	3
$ 800,000 - 899,999	1	0.52%	899,000	810,000	90%	28	1
$ 900,000 - 999,999	1	0.52%	960,000	960,000	100%	73	
$ 1,000,000 - and over	1	0.52%	1,195,000	1,050,000	88%	130	2
Total	**191**	**100.00%**	**269,843**	**261,540**	**97%**	**95**	**82**

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®

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

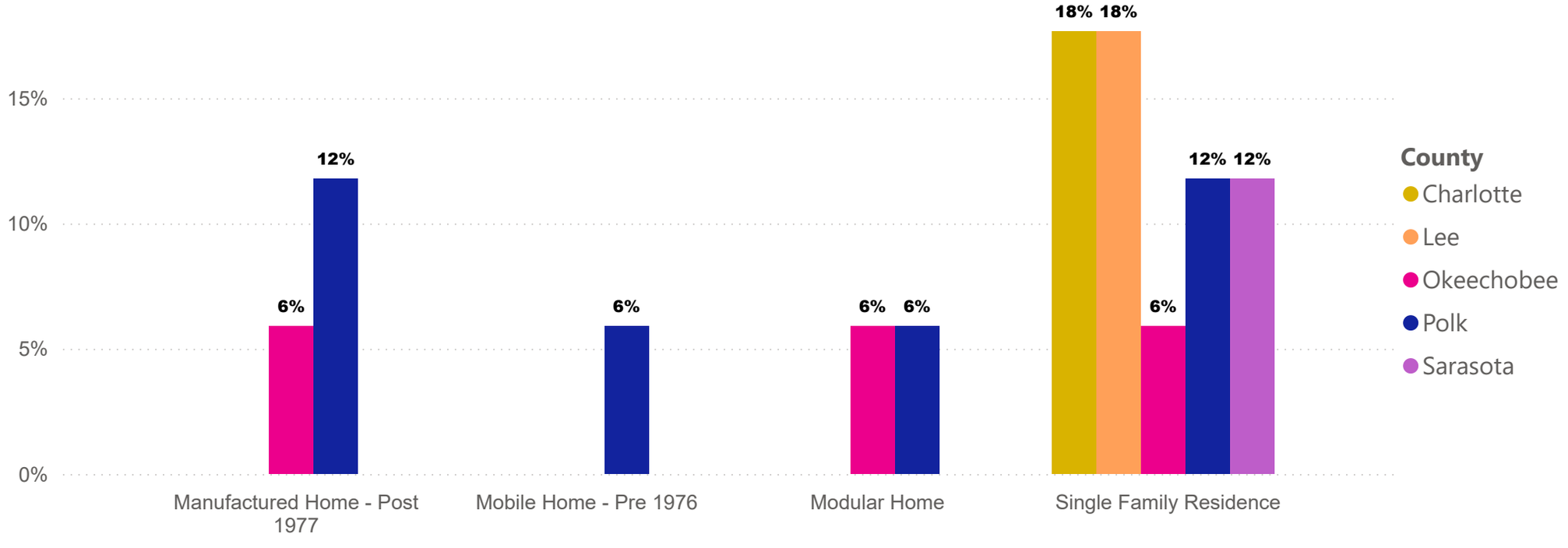
Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
11/30/2022	7	296,471	279,271	94%	43	40	5.71
12/31/2022	11	257,408	244,845	95%	37	29	2.64
01/31/2023	11	284,618	265,818	93%	59	28	2.55
02/28/2023	7	263,200	255,929	97%	50	34	4.86
03/31/2023	17	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	73	5.21
07/31/2026	18	297,769	290,481	98%	116	67	3.72
08/31/2026	16	338,925	329,375	97%	96	72	4.50
09/30/2026	16	254,844	251,848	99%	103	83	5.19
10/31/2026	14	289,107	279,893	97%	81	82	5.86

Lake Wales Association of REALTORS® October - 2026

Top 5 Unit Sales by County and Property Type

***Counties with the same % of Sales maybe Included.**

Property Type	Charlotte	Lee	Okeechobee	Polk	Sarasota	**Total**
Manufactured Home - Post 1977			6%	12%		**18%**
Mobile Home - Pre 1976				6%		**6%**
Modular Home			6%	6%		**12%**
Single Family Residence	18%	18%	6%	12%	12%	**65%**
Total	**18%**	**18%**	**18%**	**35%**	**12%**	**100%**



Source: Stellar MLS

11/5/2026 11:42:11 AM

Board/Association:	State	Month	Year
Lake Wales	FL	October	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	1	1		2
$ 120,000 - 139,999				
$ 140,000 - 159,999		2		2
$ 160,000 - 179,999				
$ 180,000 - 199,999		1		1
$ 200,000 - 249,999		1	1	2
$ 250,000 - 299,999				
$ 300,000 - 349,999			3	3
$ 350,000 - 399,999		2		2
$ 400,000 - 499,999			1	1
$ 500,000 - 599,999				
$ 600,000 - 699,999			1	1
$ 700,000 - 799,999				
$ 800,000 - 899,999				
$ 900,000 - 999,999				
$ 1,000,000 - and over				
Total	**1**	**7**	**6**	**14**

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				
$ 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				

Active Listings
(Unsold Homes)

Price Range	M-SF	M-Condo
$ 1 - 49,999	1	
$ 50,000 - 59,999		
$ 60,000 - 69,999		
$ 70,000 - 79,999		1
$ 80,000 - 89,999	1	
$ 90,000 - 99,999		1
$ 100,000 - 119,999	1	
$ 120,000 - 139,999		2
$ 140,000 - 159,999	3	2
$ 160,000 - 179,999	2	1
$ 180,000 - 199,999	4	1
$ 200,000 - 249,999	9	1
$ 250,000 - 299,999	8	
$ 300,000 - 349,999	7	
$ 350,000 - 399,999	14	
$ 400,000 - 499,999	8	1
$ 500,000 - 599,999	6	
$ 600,000 - 699,999	1	
$ 700,000 - 799,999	5	
$ 800,000 - 899,999	1	
$ 900,000 - 999,999		
$ 1,000,000 - and over	2	
Total	**73**	**10**

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	1	
$ 90,000 - 99,999		
$ 100,000 - 119,999	1	
$ 120,000 - 139,999	1	
$ 140,000 - 159,999	2	
$ 160,000 - 179,999	1	
$ 180,000 - 199,999		
$ 200,000 - 249,999	3	
$ 250,000 - 299,999	1	
$ 300,000 - 349,999	4	
$ 350,000 - 399,999	2	
$ 400,000 - 499,999		
$ 500,000 - 599,999		
$ 600,000 - 699,999		
$ 700,000 - 799,999	1	
$ 800,000 - 899,999		
$ 900,000 - 999,999		
$ 1,000,000 - and over		
Total	**17**	

Time On Market Sort	M-SF	M-Condo
0 - 30	6	
31-60	3	
61-90	1	
91-120	1	
121-over	3	
Total	**14**	

Source: Stellar MLS

11/5/2026 11:42:13 AM