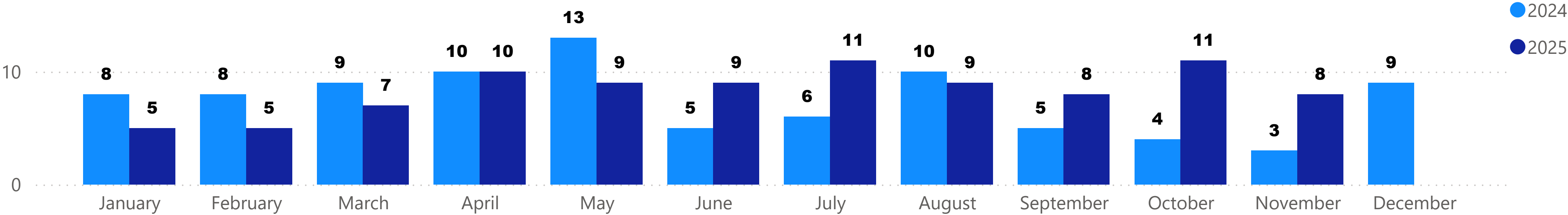




Lake Wales Association of REALTORS®  
Monthly Sales Trend Indicator 2025

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           |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 50,000 - 59,999      |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 60,000 - 69,999      |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 70,000 - 79,999      |         |          |       |       | 1   |      |      |        |           |         |          |          | 1     |
| \$ 80,000 - 89,999      |         |          |       | 1     |     |      |      |        | 1         |         |          |          | 2     |
| \$ 90,000 - 99,999      |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 100,000 - 119,999    |         |          |       |       | 1   |      |      |        |           |         |          |          | 1     |
| \$ 120,000 - 139,999    |         |          |       |       |     | 1    |      |        |           |         | 2        |          | 3     |
| \$ 140,000 - 159,999    |         |          | 1     |       |     |      | 1    |        | 3         |         |          |          | 5     |
| \$ 160,000 - 179,999    |         |          |       | 1     |     | 1    | 1    |        |           |         | 1        |          | 4     |
| \$ 180,000 - 199,999    |         |          |       |       | 2   | 1    | 1    |        |           | 2       |          |          | 6     |
| \$ 200,000 - 249,999    | 3       | 3        | 3     | 2     | 2   |      | 1    | 2      |           | 4       |          |          | 20    |
| \$ 250,000 - 299,999    | 1       |          |       |       |     | 2    |      | 4      | 1         | 2       | 3        |          | 13    |
| \$ 300,000 - 349,999    | 1       |          |       | 1     |     | 1    | 2    | 2      | 1         |         | 2        |          | 10    |
| \$ 350,000 - 399,999    |         | 2        | 2     | 2     | 1   | 2    | 4    |        | 1         | 1       |          |          | 15    |
| \$ 400,000 - 499,999    |         |          | 1     | 3     | 1   | 1    | 1    |        | 1         | 1       |          |          | 9     |
| \$ 500,000 - 599,999    |         |          |       |       |     |      |      | 1      |           | 1       |          |          | 2     |
| \$ 600,000 - 699,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 700,000 - 799,999    |         |          |       |       | 1   |      |      |        |           |         |          |          | 1     |
| \$ 800,000 - 899,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 900,000 - 999,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 1,000,000 - and over |         |          |       |       |     |      |      |        |           |         |          |          |       |
| Total                   | 5       | 5        | 7     | 10    | 9   | 9    | 11   | 9      | 8         | 11      | 8        |          | 92    |

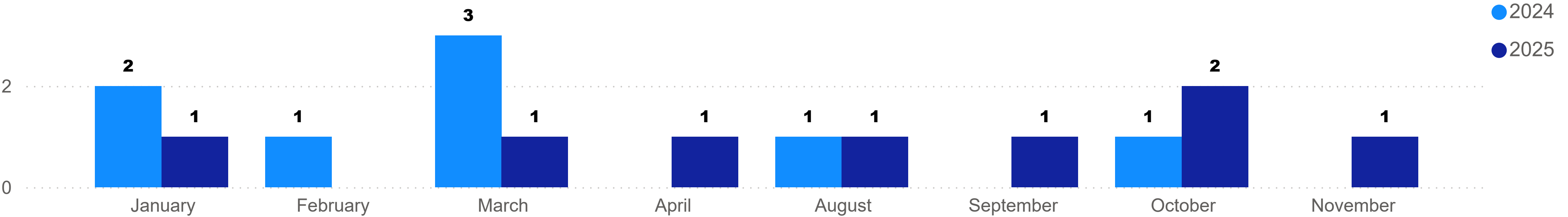




Lake Wales Association of REALTORS®  
Monthly Sales Trend Indicator 2025

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           |         |          |       |       |     |      |      |        |           |         | 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      |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 100,000 - 119,999    |         |          |       |       |     |      |      |        |           | 1       |          |          | 1     |
| \$ 120,000 - 139,999    |         |          |       |       |     |      |      |        | 1         | 1       |          |          | 2     |
| \$ 140,000 - 159,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 160,000 - 179,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 180,000 - 199,999    |         |          |       |       |     |      |      | 1      |           |         |          |          | 1     |
| \$ 200,000 - 249,999    | 1       |          |       |       |     |      |      |        |           |         |          |          | 1     |
| \$ 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     | 1     |     |      |      | 1      | 1         | 2       | 1        |          | 8     |

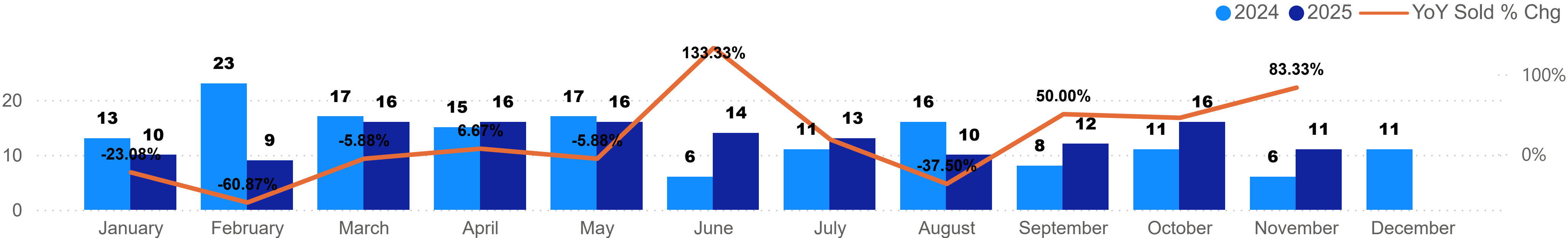




Lake Wales Association of REALTORS®  
Monthly Sales Trend Indicator 2025

Sales by Price Range - Overall

| Price Range             | January | February | March | April | May | June | July | August | September | October | November | December | Total |
|-------------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| \$ 1 - 49,999           |         |          |       |       |     |      |      |        |           |         | 1        |          | 1     |
| \$ 50,000 - 59,999      | 1       |          |       | 1     |     |      |      |        |           |         |          |          | 2     |
| \$ 60,000 - 69,999      | 1       | 1        |       |       |     |      |      |        |           |         |          |          | 2     |
| \$ 70,000 - 79,999      |         |          | 2     | 1     | 1   |      |      |        |           |         |          |          | 4     |
| \$ 80,000 - 89,999      |         |          | 1     | 2     | 1   |      |      |        | 1         |         |          |          | 5     |
| \$ 90,000 - 99,999      |         |          |       |       | 1   |      |      |        |           |         |          |          | 1     |
| \$ 100,000 - 119,999    |         |          |       |       | 1   | 1    |      |        |           | 1       |          |          | 3     |
| \$ 120,000 - 139,999    | 1       | 1        | 1     |       | 2   | 2    |      |        | 2         | 1       | 3        |          | 13    |
| \$ 140,000 - 159,999    | 1       | 1        | 2     | 1     |     |      | 1    |        | 3         | 1       |          |          | 10    |
| \$ 160,000 - 179,999    |         |          |       | 2     | 1   | 3    | 1    |        |           | 1       | 1        |          | 9     |
| \$ 180,000 - 199,999    |         |          |       | 1     | 2   | 2    | 1    | 1      | 1         | 2       | 1        |          | 11    |
| \$ 200,000 - 249,999    | 4       | 4        | 4     | 2     | 4   |      | 3    | 2      | 1         | 4       |          |          | 28    |
| \$ 250,000 - 299,999    | 1       |          | 1     |       |     | 2    |      | 4      | 1         | 3       | 3        |          | 15    |
| \$ 300,000 - 349,999    | 1       |          | 2     | 1     |     | 1    | 2    | 2      | 1         |         | 2        |          | 12    |
| \$ 350,000 - 399,999    |         | 2        | 2     | 2     | 1   | 2    | 4    |        | 1         | 1       |          |          | 15    |
| \$ 400,000 - 499,999    |         |          | 1     | 3     | 1   | 1    | 1    |        | 1         | 1       |          |          | 9     |
| \$ 500,000 - 599,999    |         |          |       |       |     |      |      | 1      |           | 1       |          |          | 2     |
| \$ 600,000 - 699,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 700,000 - 799,999    |         |          |       |       | 1   |      |      |        |           |         |          |          | 1     |
| \$ 800,000 - 899,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 900,000 - 999,999    |         |          |       |       |     |      |      |        |           |         |          |          |       |
| \$ 1,000,000 - and over |         |          |       |       |     |      |      |        |           |         |          |          |       |
| Total                   | 10      | 9        | 16    | 16    | 16  | 14   | 13   | 10     | 12        | 16      | 11       |          | 143   |







Lake Wales Association of REALTORS®  
Monthly Sales Trend Indicator 2025

Sales by Bedroom Count

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
|----------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| 1        | 2       |          | 2     | 3     | 3   | 1    |      |        | 1         |         |          |          | 12    |
| 2        | 3       | 4        | 7     | 4     | 6   | 3    | 5    | 3      | 5         | 7       | 5        |          | 52    |
| 3        | 5       | 5        | 3     | 7     | 6   | 7    | 6    | 6      | 6         | 7       | 5        |          | 63    |
| 4        |         |          | 4     | 2     | 1   | 3    | 2    | 1      |           | 1       | 1        |          | 15    |
| 5        |         |          |       |       |     |      |      |        |           | 1       |          |          | 1     |
| Total    | 10      | 9        | 16    | 16    | 16  | 14   | 13   | 10     | 12        | 16      | 11       |          | 143   |

Sales by Bathroom Count

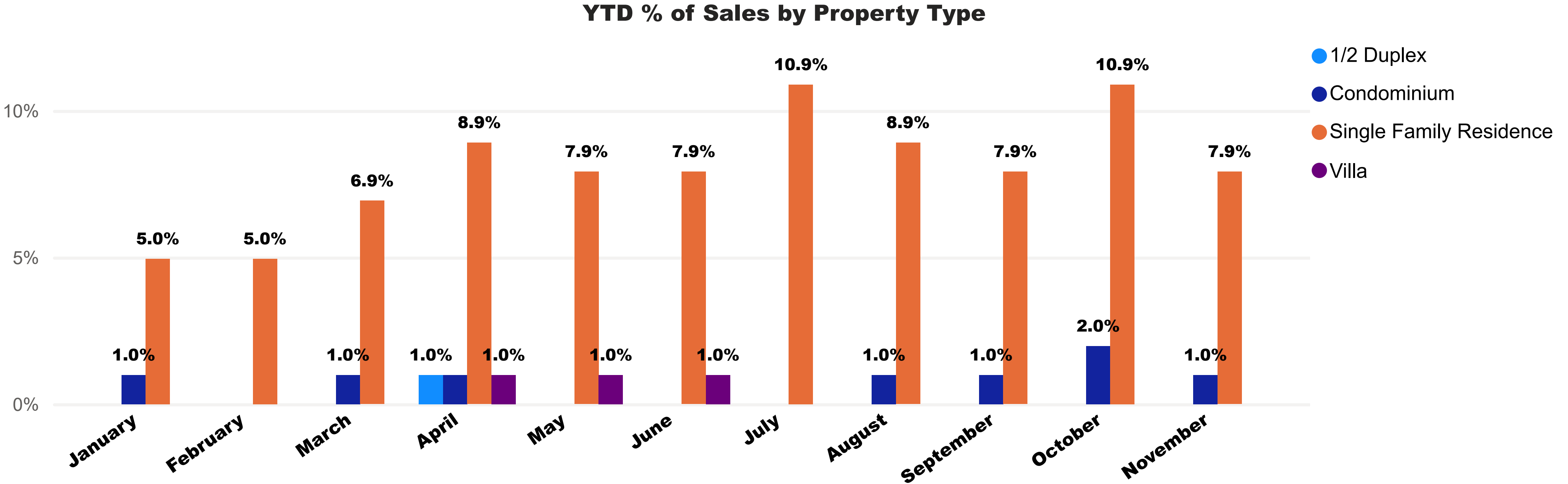
| Bathrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
|-----------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| 1         | 3       | 2        | 3     | 4     | 6   | 1    | 1    | 2      | 2         | 1       | 1        |          | 26    |
| 2         | 6       | 6        | 11    | 9     | 9   | 12   | 10   | 6      | 9         | 13      | 9        |          | 100   |
| 3         | 1       | 1        | 2     | 2     |     | 1    | 2    | 2      | 1         | 2       | 1        |          | 15    |
| 4         |         |          |       | 1     | 1   |      |      |        |           |         |          |          | 2     |
| Total     | 10      | 9        | 16    | 16    | 16  | 14   | 13   | 10     | 12        | 16      | 11       |          | 143   |



Lake Wales Association of REALTORS®  
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     |     |      |      |        |           |         |          |          | 1     |
| Condominium             | 1       |          | 1     | 1     |     |      |      | 1      | 1         | 2       | 1        |          | 8     |
| Single Family Residence | 5       | 5        | 7     | 9     | 8   | 8    | 11   | 9      | 8         | 11      | 8        |          | 89    |
| Villa                   |         |          |       | 1     | 1   | 1    |      |        |           |         |          |          | 3     |
| Total                   | 6       | 5        | 8     | 12    | 9   | 9    | 11   | 10     | 9         | 13      | 9        |          | 101   |





# Lake Wales Association of REALTORS®

## 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           | 1          | 11%          | 68,000             | 45,000             | 66%            | 218       |           |
| \$ 50,000 - 59,999      |            |              |                    |                    |                |           |           |
| \$ 60,000 - 69,999      |            |              |                    |                    |                |           | 1         |
| \$ 70,000 - 79,999      |            |              |                    |                    |                |           | 1         |
| \$ 80,000 - 89,999      |            |              |                    |                    |                |           | 1         |
| \$ 90,000 - 99,999      |            |              |                    |                    |                |           |           |
| \$ 100,000 - 119,999    |            |              |                    |                    |                |           | 6         |
| \$ 120,000 - 139,999    | 2          | 22%          | 157,450            | 129,000            | 82%            | 35        | 3         |
| \$ 140,000 - 159,999    |            |              |                    |                    |                |           | 4         |
| \$ 160,000 - 179,999    | 1          | 11%          | 169,995            | 169,995            | 100%           | 158       | 3         |
| \$ 180,000 - 199,999    |            |              |                    |                    |                |           | 1         |
| \$ 200,000 - 249,999    |            |              |                    |                    |                |           | 14        |
| \$ 250,000 - 299,999    | 3          | 33%          | 295,133            | 284,633            | 96%            | 57        | 7         |
| \$ 300,000 - 349,999    | 2          | 22%          | 344,450            | 335,000            | 97%            | 104       | 4         |
| \$ 350,000 - 399,999    |            |              |                    |                    |                |           | 3         |
| \$ 400,000 - 499,999    |            |              |                    |                    |                |           | 7         |
| \$ 500,000 - 599,999    |            |              |                    |                    |                |           |           |
| \$ 600,000 - 699,999    |            |              |                    |                    |                |           | 1         |
| \$ 700,000 - 799,999    |            |              |                    |                    |                |           | 1         |
| \$ 800,000 - 899,999    |            |              |                    |                    |                |           | 1         |
| \$ 900,000 - 999,999    |            |              |                    |                    |                |           |           |
| \$ 1,000,000 - and over |            |              |                    |                    |                |           | 1         |
| <b>Total</b>            | <b>9</b>   | <b>100%</b>  | <b>236,355</b>     | <b>221,877</b>     | <b>94%</b>     | <b>91</b> | <b>59</b> |

**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 - 2025

| Price Range             | Sold Units | Market Share   | Average List Price | Average Sale Price | % List to Sell | Avg DOM   | Inventory |
|-------------------------|------------|----------------|--------------------|--------------------|----------------|-----------|-----------|
| \$ 1 - 49,999           | 1          | 0.70%          | 68,000             | 45,000             | 66%            | 218       |           |
| \$ 50,000 - 59,999      | 2          | 1.40%          | 75,000             | 57,250             | 76%            | 68        |           |
| \$ 60,000 - 69,999      | 2          | 1.40%          | 70,000             | 65,000             | 93%            | 40        | 1         |
| \$ 70,000 - 79,999      | 4          | 2.80%          | 79,850             | 73,875             | 93%            | 54        | 1         |
| \$ 80,000 - 89,999      | 5          | 3.50%          | 109,280            | 83,800             | 77%            | 233       | 1         |
| \$ 90,000 - 99,999      | 1          | 0.70%          | 99,500             | 90,000             | 90%            | 328       |           |
| \$ 100,000 - 119,999    | 3          | 2.10%          | 123,133            | 113,333            | 92%            | 153       | 6         |
| \$ 120,000 - 139,999    | 13         | 9.09%          | 140,085            | 130,131            | 93%            | 133       | 3         |
| \$ 140,000 - 159,999    | 10         | 6.99%          | 156,820            | 149,190            | 95%            | 54        | 4         |
| \$ 160,000 - 179,999    | 9          | 6.29%          | 178,911            | 169,430            | 95%            | 63        | 3         |
| \$ 180,000 - 199,999    | 11         | 7.69%          | 200,227            | 188,264            | 94%            | 100       | 1         |
| \$ 200,000 - 249,999    | 28         | 19.58%         | 240,096            | 226,489            | 94%            | 84        | 14        |
| \$ 250,000 - 299,999    | 15         | 10.49%         | 283,467            | 275,487            | 97%            | 72        | 7         |
| \$ 300,000 - 349,999    | 12         | 8.39%          | 324,717            | 316,625            | 98%            | 50        | 4         |
| \$ 350,000 - 399,999    | 15         | 10.49%         | 396,252            | 379,693            | 96%            | 89        | 3         |
| \$ 400,000 - 499,999    | 9          | 6.29%          | 444,656            | 435,833            | 98%            | 59        | 7         |
| \$ 500,000 - 599,999    | 2          | 1.40%          | 570,500            | 566,500            | 99%            | 104       |           |
| \$ 600,000 - 699,999    |            |                |                    |                    |                |           | 1         |
| \$ 700,000 - 799,999    | 1          | 0.70%          | 835,000            | 792,000            | 95%            | -3        | 1         |
| \$ 800,000 - 899,999    |            |                |                    |                    |                |           | 1         |
| \$ 900,000 - 999,999    |            |                |                    |                    |                |           |           |
| \$ 1,000,000 - and over |            |                |                    |                    |                |           | 1         |
| <b>Total</b>            | <b>143</b> | <b>100.00%</b> | <b>249,564</b>     | <b>237,970</b>     | <b>95%</b>     | <b>88</b> | <b>59</b> |

**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

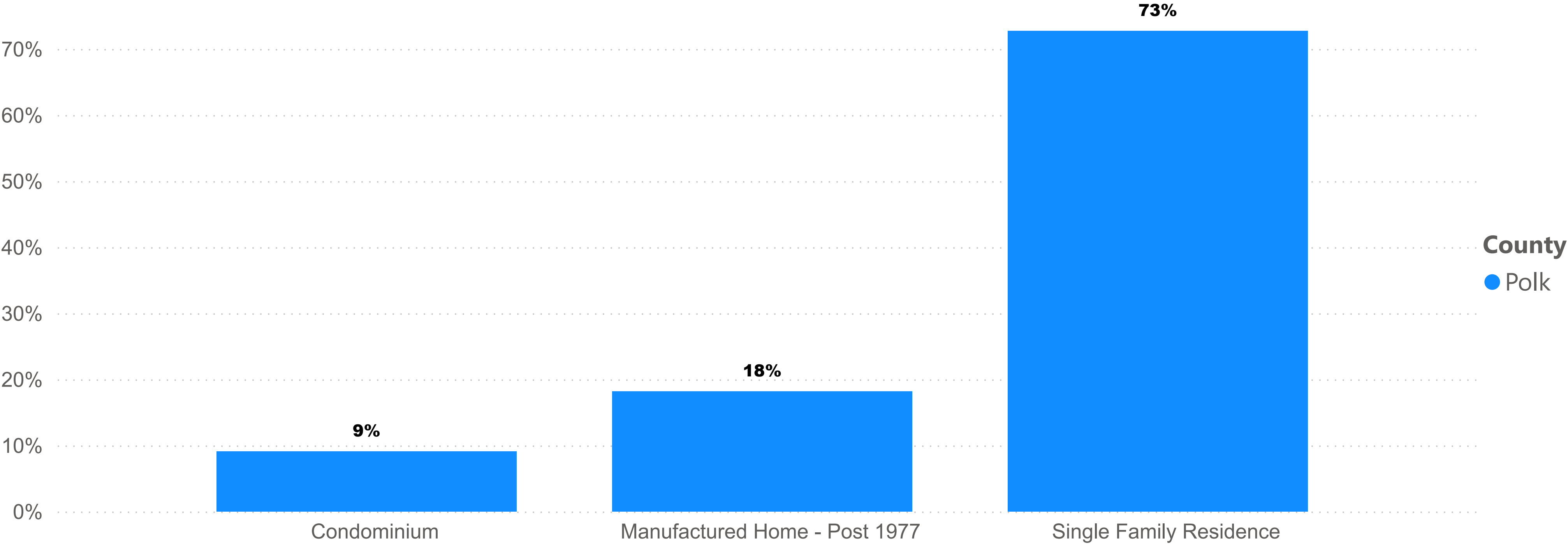
| Month      | Monthly Sales | Average List Price | Average Sales Price | % List to Sell | AVG DOM | Inventory | Months Inventory |
|------------|---------------|--------------------|---------------------|----------------|---------|-----------|------------------|
| 12/31/2021 | 11            | 207,655            | 195,464             | 94%            | 24      | 30        | 2.73             |
| 01/31/2022 | 14            | 313,443            | 296,536             | 95%            | 34      | 32        | 2.29             |
| 02/28/2022 | 14            | 235,171            | 231,964             | 99%            | 47      | 29        | 2.07             |
| 03/31/2022 | 16            | 284,194            | 272,333             | 96%            | 64      | 25        | 1.56             |
| 04/30/2022 | 17            | 260,747            | 258,376             | 99%            | 25      | 25        | 1.47             |
| 05/31/2022 | 13            | 336,046            | 317,569             | 95%            | 20      | 29        | 2.23             |
| 06/30/2022 | 16            | 257,356            | 256,250             | 100%           | 10      | 33        | 2.06             |
| 07/31/2022 | 18            | 267,528            | 258,911             | 97%            | 22      | 32        | 1.78             |
| 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     | 54        | 6.75             |
| 04/30/2025 | 12            | 287,642            | 282,158             | 98%            | 67      | 61        | 5.08             |
| 05/31/2025 | 9             | 308,578            | 292,767             | 95%            | 69      | 67        | 7.44             |
| 06/30/2025 | 9             | 292,456            | 282,078             | 96%            | 117     | 62        | 6.89             |
| 07/31/2025 | 11            | 313,698            | 303,906             | 97%            | 115     | 63        | 5.73             |
| 08/31/2025 | 10            | 303,120            | 296,920             | 98%            | 104     | 65        | 6.50             |
| 09/30/2025 | 9             | 239,589            | 222,667             | 93%            | 45      | 62        | 6.89             |
| 10/31/2025 | 13            | 276,969            | 264,923             | 96%            | 103     | 60        | 4.62             |
| 11/30/2025 | 9             | 236,355            | 221,877             | 94%            | 91      | 59        | 6.56             |



Top 5 Unit Sales by County and Property Type

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

| Property Type                 | Polk | Total |
|-------------------------------|------|-------|
| Condominium                   | 9%   | 9%    |
| Manufactured Home - Post 1977 | 18%  | 18%   |
| Single Family Residence       | 73%  | 73%   |
| Total                         | 100% | 100%  |



Board/Association: State Month Year  
Lake Wales FL November 2025

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Fax: 202-383-7568  
Questions: 202-383-1276

Single-Family Units  
Number of Bedrooms

| Price Range<br>▲        | 2 or<br>Less | 3 | 4 or<br>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            | 2     |
| \$ 140,000 - 159,999    |              |   |              |       |
| \$ 160,000 - 179,999    |              | 1 |              | 1     |
| \$ 180,000 - 199,999    |              |   |              |       |
| \$ 200,000 - 249,999    |              |   |              |       |
| \$ 250,000 - 299,999    | 2            | 1 |              | 3     |
| \$ 300,000 - 349,999    |              | 2 |              | 2     |
| \$ 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            | 4 | 1            | 8     |

Condominium / Cooperative Units  
Number of Bedrooms

| Price Range             | 2 or<br>Less | 3 | 4 or<br>More | Total |
|-------------------------|--------------|---|--------------|-------|
| \$ 1 - 49,999           | 1            |   |              | 1     |
| \$ 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                   | 1            |   |              | 1     |

Active Listings  
(Unsold Homes)

| Price Range<br>▲        | M-SF | M-Condo |
|-------------------------|------|---------|
| \$ 1 - 49,999           |      |         |
| \$ 50,000 - 59,999      |      |         |
| \$ 60,000 - 69,999      |      | 1       |
| \$ 70,000 - 79,999      | 1    |         |
| \$ 80,000 - 89,999      |      |         |
| \$ 90,000 - 99,999      |      |         |
| \$ 100,000 - 119,999    | 3    | 3       |
| \$ 120,000 - 139,999    |      | 3       |
| \$ 140,000 - 159,999    |      | 2       |
| \$ 160,000 - 179,999    | 1    | 1       |
| \$ 180,000 - 199,999    | 1    |         |
| \$ 200,000 - 249,999    | 12   |         |
| \$ 250,000 - 299,999    | 9    |         |
| \$ 300,000 - 349,999    | 3    | 1       |
| \$ 350,000 - 399,999    | 5    |         |
| \$ 400,000 - 499,999    | 7    |         |
| \$ 500,000 - 599,999    |      |         |
| \$ 600,000 - 699,999    | 1    |         |
| \$ 700,000 - 799,999    | 1    |         |
| \$ 800,000 - 899,999    | 1    |         |
| \$ 900,000 - 999,999    |      |         |
| \$ 1,000,000 - and over | 1    |         |
| Total                   | 46   | 11      |

Sales Pending  
(Under Contract)

| Price Range<br>▲        | M-SF | M-Condo |
|-------------------------|------|---------|
| \$ 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    | 1    |         |
| \$ 160,000 - 179,999    |      |         |
| \$ 180,000 - 199,999    | 2    |         |
| \$ 200,000 - 249,999    | 3    |         |
| \$ 250,000 - 299,999    | 4    |         |
| \$ 300,000 - 349,999    | 2    |         |
| \$ 350,000 - 399,999    | 3    |         |
| \$ 400,000 - 499,999    | 1    |         |
| \$ 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   |         |

| Time On Market Sort | M-SF | M-Condo |
|---------------------|------|---------|
| 0 - 30              | 1    |         |
| 31-60               | 3    |         |
| 61-90               | 2    |         |
| 121-over            | 2    | 1       |
| Total               | 8    | 1       |

