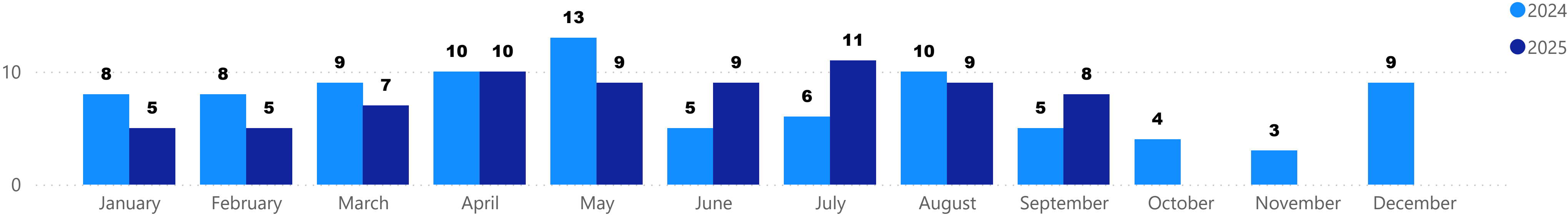




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

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							1
\$ 140,000 - 159,999			1				1		3				5
\$ 160,000 - 179,999				1		1	1						3
\$ 180,000 - 199,999					2	1	1						4
\$ 200,000 - 249,999	3	3	3	2	2		1	2					16
\$ 250,000 - 299,999	1					2		4	1				8
\$ 300,000 - 349,999	1			1		1	2	2	1				8
\$ 350,000 - 399,999		2	2	2	1	2	4		1				14
\$ 400,000 - 499,999			1	3	1	1	1		1				8
\$ 500,000 - 599,999								1					1
\$ 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				73

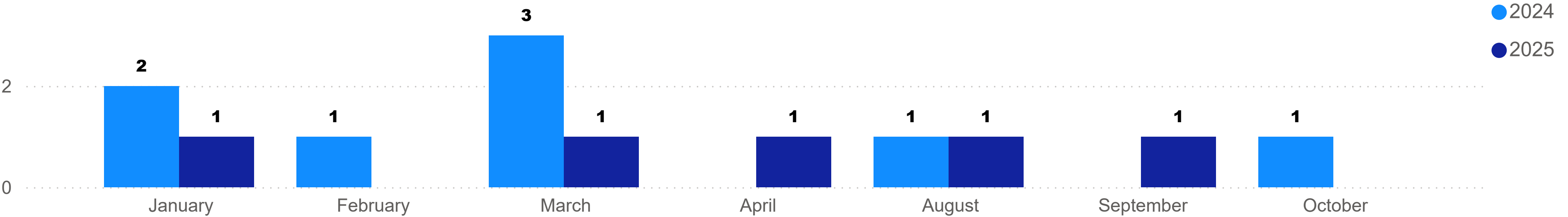




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

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													
\$ 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													
\$ 120,000 - 139,999									1				1
\$ 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				5

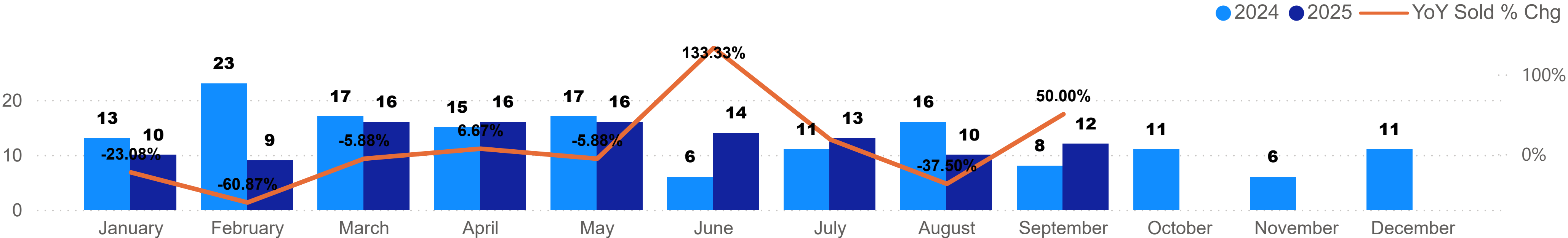




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

Sales by Price Range - Overall

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999													
\$ 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							2
\$ 120,000 - 139,999	1	1	1		2	2			2				9
\$ 140,000 - 159,999	1	1	2	1			1		3				9
\$ 160,000 - 179,999				2	1	3	1						7
\$ 180,000 - 199,999				1	2	2	1	1	1				8
\$ 200,000 - 249,999	4	4	4	2	4		3	2	1				24
\$ 250,000 - 299,999	1		1			2		4	1				9
\$ 300,000 - 349,999	1		2	1		1	2	2	1				10
\$ 350,000 - 399,999		2	2	2	1	2	4		1				14
\$ 400,000 - 499,999			1	3	1	1	1		1				8
\$ 500,000 - 599,999								1					1
\$ 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				116





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				40
3	5	5	3	7	6	7	6	6	6				51
4			4	2	1	3	2	1					13
Total	10	9	16	16	16	14	13	10	12				116

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				24
2	6	6	11	9	9	12	10	6	9				78
3	1	1	2	2		1	2	2	1				12
4				1	1								2
Total	10	9	16	16	16	14	13	10	12				116

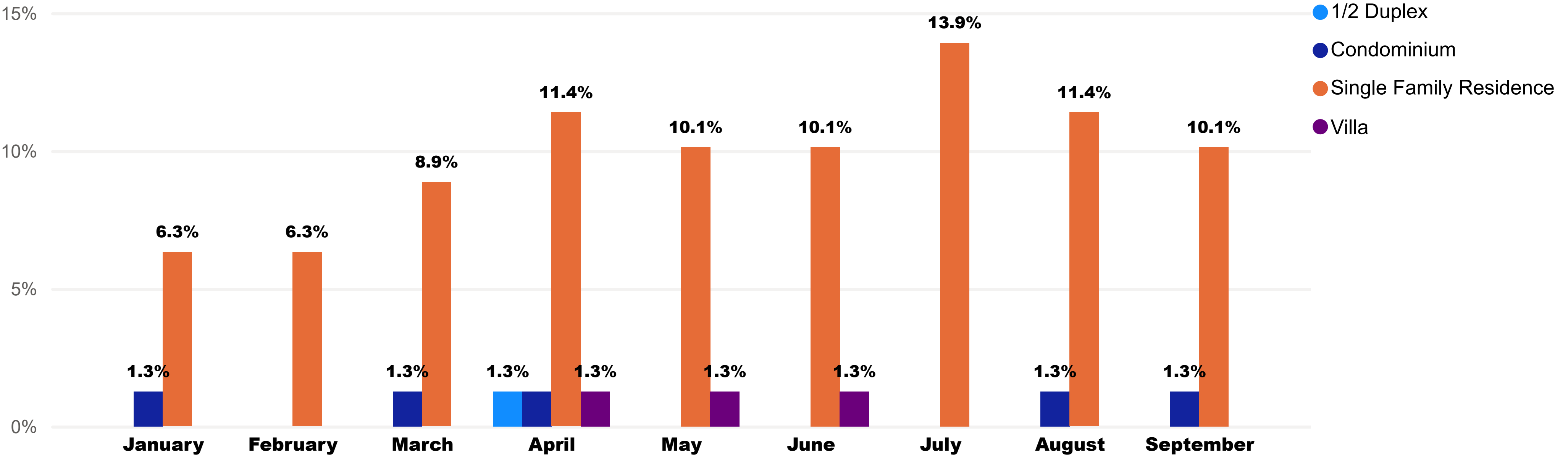


Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

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				5
Single Family Residence	5	5	7	9	8	8	11	9	8				70
Villa				1	1	1							3
Total	6	5	8	12	9	9	11	10	9				79

YTD % of Sales by Property Type





Lake Wales Association of REALTORS®

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							
\$ 60,000 - 69,999							2
\$ 70,000 - 79,999							1
\$ 80,000 - 89,999	1	11%	158,500	80,000	50%	0	
\$ 90,000 - 99,999							1
\$ 100,000 - 119,999							4
\$ 120,000 - 139,999	1	11%	130,000	120,000	92%	39	3
\$ 140,000 - 159,999	3	33%	157,967	151,667	96%	67	3
\$ 160,000 - 179,999							4
\$ 180,000 - 199,999							3
\$ 200,000 - 249,999							9
\$ 250,000 - 299,999	1	11%	275,000	260,000	95%	3	11
\$ 300,000 - 349,999	1	11%	349,000	339,000	97%	37	6
\$ 350,000 - 399,999	1	11%	369,900	350,000	95%	128	6
\$ 400,000 - 499,999	1	11%	400,000	400,000	100%	0	4
\$ 500,000 - 599,999							3
\$ 600,000 - 699,999							1
\$ 700,000 - 799,999							1
\$ 800,000 - 899,999							
\$ 900,000 - 999,999							
\$ 1,000,000 - and over							1
Total	9	100%	239,589	222,667	93%	45	63

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							
\$ 50,000 - 59,999	2	1.72%	75,000	57,250	76%	68	
\$ 60,000 - 69,999	2	1.72%	70,000	65,000	93%	40	2
\$ 70,000 - 79,999	4	3.45%	79,850	73,875	93%	54	1
\$ 80,000 - 89,999	5	4.31%	109,280	83,800	77%	233	
\$ 90,000 - 99,999	1	0.86%	99,500	90,000	90%	328	1
\$ 100,000 - 119,999	2	1.72%	124,750	113,000	91%	47	4
\$ 120,000 - 139,999	9	7.76%	136,244	128,744	94%	139	3
\$ 140,000 - 159,999	9	7.76%	157,689	149,656	95%	60	3
\$ 160,000 - 179,999	7	6.03%	179,329	168,554	94%	31	4
\$ 180,000 - 199,999	8	6.90%	199,825	188,113	94%	126	3
\$ 200,000 - 249,999	24	20.69%	239,912	225,613	94%	85	9
\$ 250,000 - 299,999	9	7.76%	278,511	273,156	98%	76	11
\$ 300,000 - 349,999	10	8.62%	320,770	312,950	98%	39	6
\$ 350,000 - 399,999	14	12.07%	396,341	378,956	96%	94	6
\$ 400,000 - 499,999	8	6.90%	447,113	440,313	98%	60	4
\$ 500,000 - 599,999	1	0.86%	585,000	595,000	102%	14	3
\$ 600,000 - 699,999							1
\$ 700,000 - 799,999	1	0.86%	835,000	792,000	95%	-3	1
\$ 800,000 - 899,999							
\$ 900,000 - 999,999							
\$ 1,000,000 - and over							1
Total	116	100.00%	250,189	238,645	95%	86	63

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.

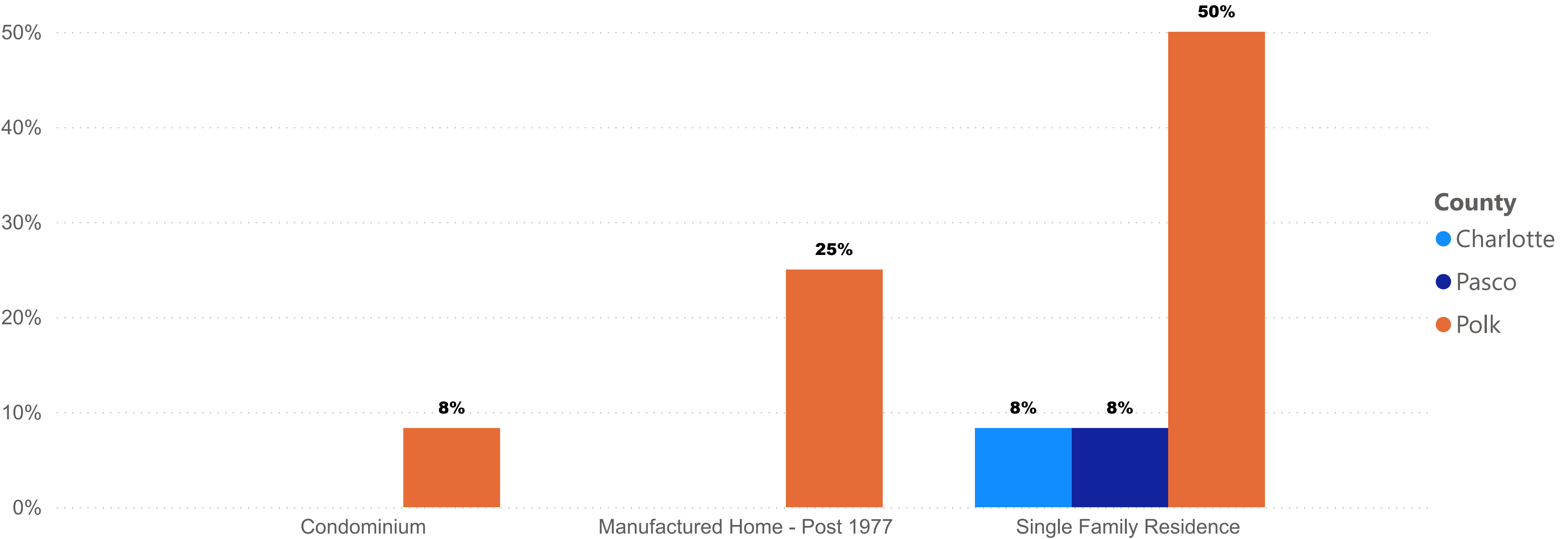
Four Year Sales and Inventory History 2021 - 2025. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
10/31/2021	14	208,907	199,855	96%	32	28	2.00
11/30/2021	18	270,028	263,589	98%	25	28	1.56
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	42	7.00
02/28/2025	5	297,960	285,500	96%	133	49	9.80
03/31/2025	8	284,150	268,925	95%	113	53	6.63
04/30/2025	12	287,642	282,158	98%	67	60	5.00
05/31/2025	9	308,578	292,767	95%	69	66	7.33
06/30/2025	9	292,456	282,078	96%	117	61	6.78
07/31/2025	11	313,698	303,906	97%	115	62	5.64
08/31/2025	10	303,120	296,920	98%	104	64	6.40
09/30/2025	9	239,589	222,667	93%	45	63	7.00

Top 5 Unit Sales by County and Property Type

* Counties with the same % of Sales maybe Included.

Property Type	Charlotte	Pasco	Polk	Total
Condominium			8%	8%
Manufactured Home - Post 1977			25%	25%
Single Family Residence	8%	8%	50%	67%
Total	8%	8%	83%	100%



Board/Association: State Month Year
Lake Wales 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				
\$ 60,000 - 69,999				
\$ 70,000 - 79,999				
\$ 80,000 - 89,999	1			1
\$ 90,000 - 99,999				
\$ 100,000 - 119,999				
\$ 120,000 - 139,999				
\$ 140,000 - 159,999	1	2		3
\$ 160,000 - 179,999				
\$ 180,000 - 199,999				
\$ 200,000 - 249,999				
\$ 250,000 - 299,999		1		1
\$ 300,000 - 349,999		1		1
\$ 350,000 - 399,999		1		1
\$ 400,000 - 499,999		1		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	2	6		8

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	1			1
\$ 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 ▲	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		1
\$ 100,000 - 119,999	2	1
\$ 120,000 - 139,999	1	2
\$ 140,000 - 159,999		2
\$ 160,000 - 179,999	2	1
\$ 180,000 - 199,999	3	
\$ 200,000 - 249,999	11	
\$ 250,000 - 299,999	8	
\$ 300,000 - 349,999	6	
\$ 350,000 - 399,999	6	
\$ 400,000 - 499,999	5	
\$ 500,000 - 599,999	3	
\$ 600,000 - 699,999	1	
\$ 700,000 - 799,999	1	
\$ 800,000 - 899,999		
\$ 900,000 - 999,999		
\$ 1,000,000 - and over	1	
Total	51	8

Sales Pending
(Under Contract)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		1
\$ 70,000 - 79,999		
\$ 80,000 - 89,999		
\$ 90,000 - 99,999		
\$ 100,000 - 119,999		1
\$ 120,000 - 139,999		
\$ 140,000 - 159,999		1
\$ 160,000 - 179,999	1	
\$ 180,000 - 199,999		
\$ 200,000 - 249,999	4	
\$ 250,000 - 299,999	3	
\$ 300,000 - 349,999	2	
\$ 350,000 - 399,999	1	
\$ 400,000 - 499,999		
\$ 500,000 - 599,999	1	
\$ 600,000 - 699,999		
\$ 700,000 - 799,999		
\$ 800,000 - 899,999		
\$ 900,000 - 999,999		
\$ 1,000,000 - and over		
Total	12	3

Time On Market Sort	M-SF	M-Condo
0 - 30	4	
31-60	2	1
121-over	2	
Total	8	1

