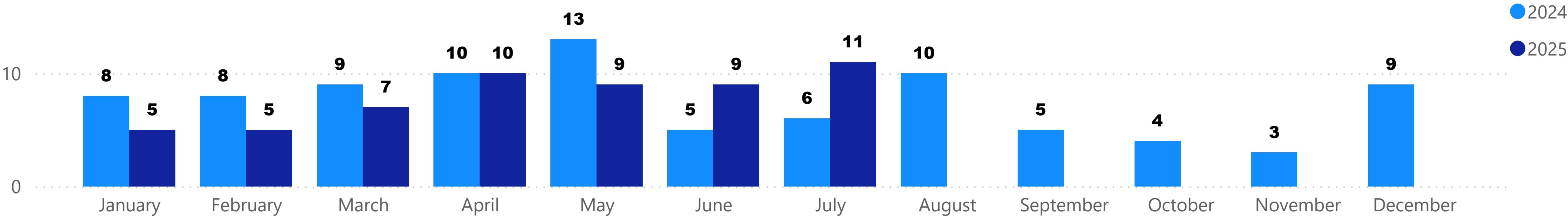




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

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
\$ 90,000 - 99,999													
\$ 100,000 - 119,999					1								1
\$ 120,000 - 139,999						1							1
\$ 140,000 - 159,999			1				1						2
\$ 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						14
\$ 250,000 - 299,999	1					2							3
\$ 300,000 - 349,999	1			1		1	2						5
\$ 350,000 - 399,999		2	2	2	1	2	4						13
\$ 400,000 - 499,999			1	3	1	1	1						7
\$ 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	5	5	7	10	9	9	11						56

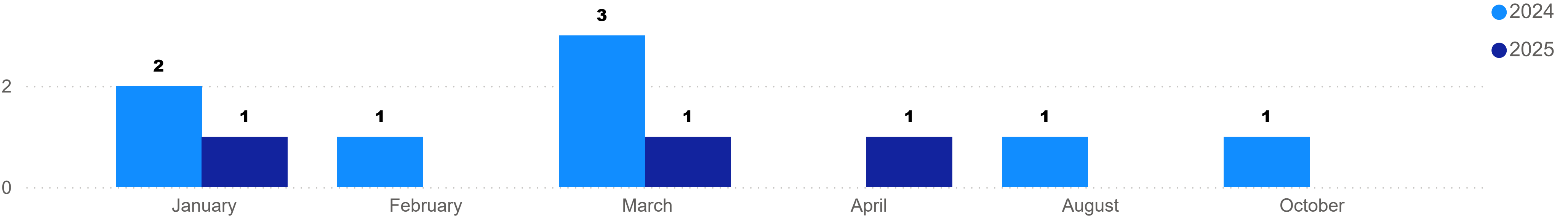




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

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													
\$ 140,000 - 159,999													
\$ 160,000 - 179,999													
\$ 180,000 - 199,999													
\$ 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									3

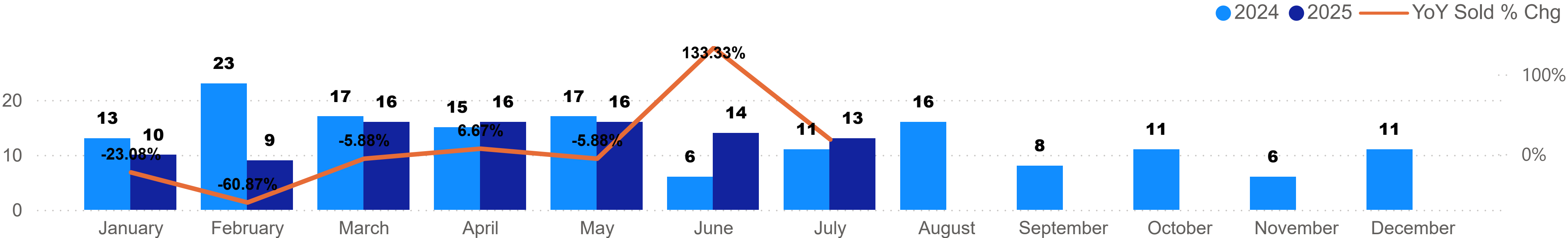




Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

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								4
\$ 90,000 - 99,999					1								1
\$ 100,000 - 119,999					1	1							2
\$ 120,000 - 139,999	1	1	1		2	2							7
\$ 140,000 - 159,999	1	1	2	1			1						6
\$ 160,000 - 179,999				2	1	3	1						7
\$ 180,000 - 199,999				1	2	2	1						6
\$ 200,000 - 249,999	4	4	4	2	4		3						21
\$ 250,000 - 299,999	1		1			2							4
\$ 300,000 - 349,999	1		2	1		1	2						7
\$ 350,000 - 399,999		2	2	2	1	2	4						13
\$ 400,000 - 499,999			1	3	1	1	1						7
\$ 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	10	9	16	16	16	14	13						94





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							11
2	3	4	7	4	6	3	5						32
3	5	5	3	7	6	7	6						39
4			4	2	1	3	2						12
Total	10	9	16	16	16	14	13						94

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						20
2	6	6	11	9	9	12	10						63
3	1	1	2	2		1	2						9
4				1	1								2
Total	10	9	16	16	16	14	13						94

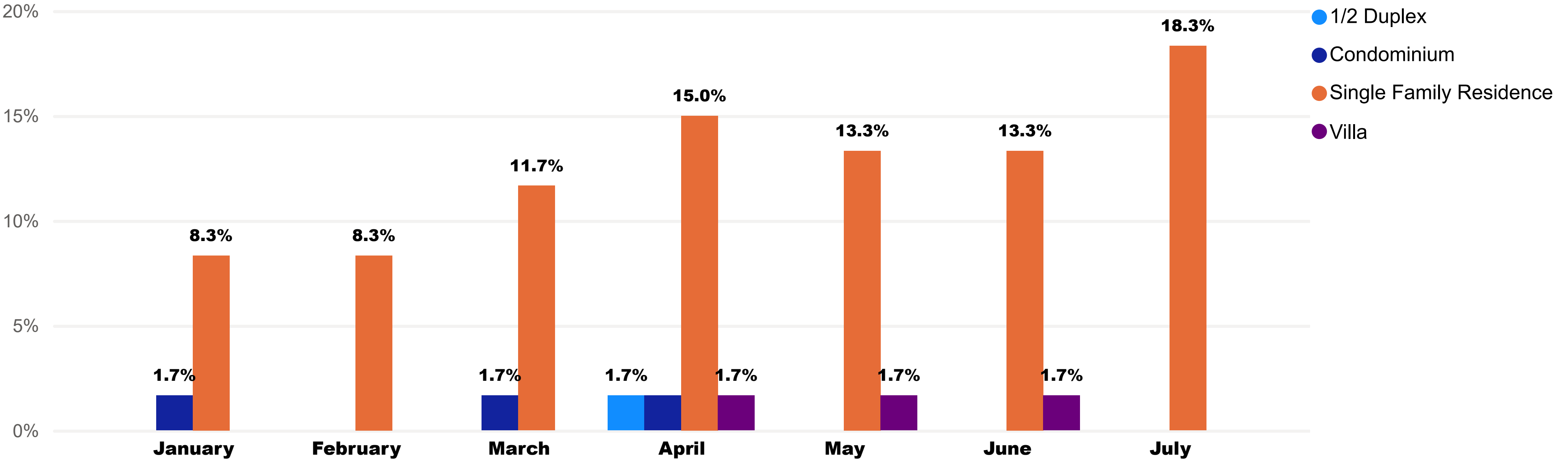


Lake Wales Association of REALTORS®
Monthly Sales Trend Indicator 2025

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									3
Single Family Residence	5	5	7	9	8	8	11						53
Villa				1	1	1							3
Total	6	5	8	12	9	9	11						60

YTD % of Sales by Property Type





Lake Wales Association of REALTORS®

Multiple Listing One Month Sales and Inventory Report - July - 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							1
\$ 70,000 - 79,999							2
\$ 80,000 - 89,999							
\$ 90,000 - 99,999							1
\$ 100,000 - 119,999							4
\$ 120,000 - 139,999							4
\$ 140,000 - 159,999	1	9%	159,500	153,000	96%	42	4
\$ 160,000 - 179,999	1	9%	182,500	176,475	97%	2	3
\$ 180,000 - 199,999	1	9%	199,999	185,000	93%	70	3
\$ 200,000 - 249,999	1	9%	239,900	230,000	96%	304	6
\$ 250,000 - 299,999							10
\$ 300,000 - 349,999	2	18%	309,900	316,750	102%	12	6
\$ 350,000 - 399,999	4	36%	399,745	382,498	96%	51	5
\$ 400,000 - 499,999	1	9%	450,000	435,000	97%	117	4
\$ 500,000 - 599,999							2
\$ 600,000 - 699,999							2
\$ 700,000 - 799,999							
\$ 800,000 - 899,999							
\$ 900,000 - 999,999							
\$ 1,000,000 - and over							1
Total	11	100%	313,698	303,906	97%	69	58

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	2.13%	75,000	57,250	76%	68	
\$ 60,000 - 69,999	2	2.13%	70,000	65,000	93%	40	1
\$ 70,000 - 79,999	4	4.26%	79,850	73,875	93%	54	2
\$ 80,000 - 89,999	4	4.26%	96,975	84,750	87%	292	
\$ 90,000 - 99,999	1	1.06%	99,500	90,000	90%	328	1
\$ 100,000 - 119,999	2	2.13%	124,750	113,000	91%	47	4
\$ 120,000 - 139,999	7	7.45%	136,614	129,529	95%	150	4
\$ 140,000 - 159,999	6	6.38%	157,550	148,650	94%	57	4
\$ 160,000 - 179,999	7	7.45%	179,329	168,554	94%	31	3
\$ 180,000 - 199,999	6	6.38%	200,617	188,317	94%	165	3
\$ 200,000 - 249,999	21	22.34%	241,343	225,948	94%	92	6
\$ 250,000 - 299,999	4	4.26%	269,925	267,250	99%	61	10
\$ 300,000 - 349,999	7	7.45%	317,029	311,500	98%	27	6
\$ 350,000 - 399,999	13	13.83%	398,375	381,184	96%	92	5
\$ 400,000 - 499,999	7	7.45%	453,843	446,071	98%	69	4
\$ 500,000 - 599,999							2
\$ 600,000 - 699,999							2
\$ 700,000 - 799,999	1	1.06%	835,000	792,000	95%	-3	
\$ 800,000 - 899,999							
\$ 900,000 - 999,999							
\$ 1,000,000 - and over							1
Total	94	100.00%	247,498	235,826	95%	92	58

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

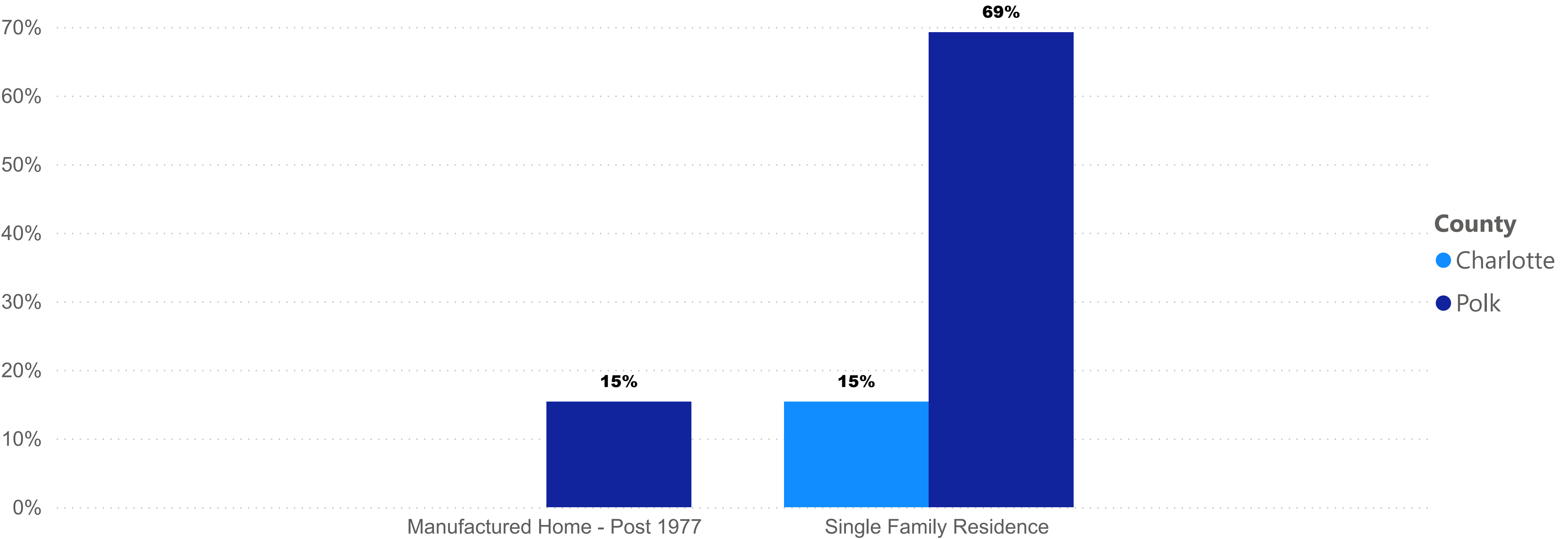
Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
08/31/2021	19	187,542	183,083	98%	34	26	1.37
09/30/2021	16	209,937	203,556	97%	17	29	1.81
10/31/2021	14	208,907	199,855	96%	32	28	2.00
11/30/2021	18	270,028	263,589	98%	25	28	1.56
12/31/2021	11	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	65	7.22
06/30/2025	9	292,456	282,078	96%	117	59	6.56
07/31/2025	11	313,698	303,906	97%	115	58	5.27



Top 5 Unit Sales by County and Property Type

* Counties with the same % of Sales maybe Included.

Property Type	Charlotte	Polk	Total
Manufactured Home - Post 1977		15%	15%
Single Family Residence	15%	69%	85%
Total	15%	85%	100%



Board/Association: State Month Year

▲Lake WalesFLJuly2025

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				
\$ 140,000 - 159,999	1			1
\$ 160,000 - 179,999	1			1
\$ 180,000 - 199,999	1			1
\$ 200,000 - 249,999	1			1
\$ 250,000 - 299,999				
\$ 300,000 - 349,999		2		2
\$ 350,000 - 399,999		3	1	4
\$ 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	4	6	1	11

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		
\$ 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		4
\$ 140,000 - 159,999	2	2
\$ 160,000 - 179,999		2
\$ 180,000 - 199,999	2	
\$ 200,000 - 249,999	6	
\$ 250,000 - 299,999	13	
\$ 300,000 - 349,999	6	
\$ 350,000 - 399,999	3	
\$ 400,000 - 499,999	4	
\$ 500,000 - 599,999	2	
\$ 600,000 - 699,999	2	
\$ 700,000 - 799,999		
\$ 800,000 - 899,999		
\$ 900,000 - 999,999		
\$ 1,000,000 - and over	1	
Total	44	11

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		
\$ 90,000 - 99,999		
\$ 100,000 - 119,999		
\$ 120,000 - 139,999		
\$ 140,000 - 159,999	1	
\$ 160,000 - 179,999	1	
\$ 180,000 - 199,999	1	1
\$ 200,000 - 249,999		
\$ 250,000 - 299,999	1	
\$ 300,000 - 349,999	4	
\$ 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	10	1

Time On Market Sort	M-SF	M-Condo
0 - 30	5	
31-60	1	
61-90	3	
91-120	1	
121-over	1	
Total	11	

