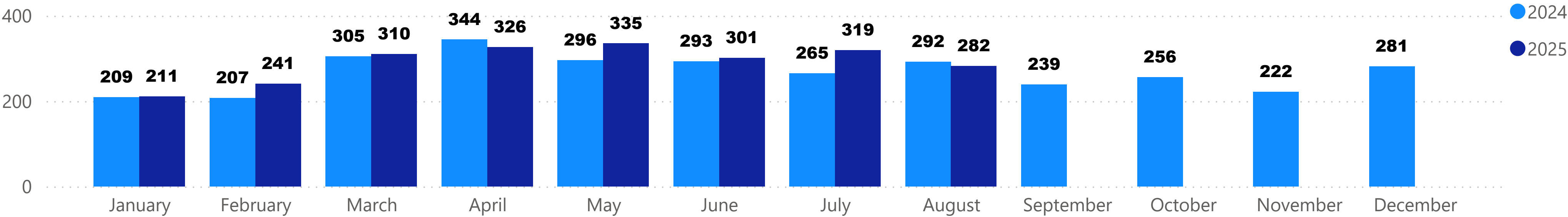




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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			1					1					2
\$ 50,000 - 59,999						1							1
\$ 60,000 - 69,999	1		1	1									3
\$ 70,000 - 79,999			1					1					2
\$ 80,000 - 89,999	1					1							2
\$ 90,000 - 99,999	1						1	1					3
\$ 100,000 - 119,999		1		1	2	1	2						7
\$ 120,000 - 139,999	1	2	1	3	5	4	2	2					20
\$ 140,000 - 159,999	3	1	7	3	2	3	3	4					26
\$ 160,000 - 179,999	4	4	6		5	6	5	2					32
\$ 180,000 - 199,999	5	6	7	7	5	6	7	5					48
\$ 200,000 - 249,999	19	32	36	20	28	27	18	27					207
\$ 250,000 - 299,999	30	36	48	52	64	73	61	56					420
\$ 300,000 - 349,999	43	52	71	82	82	57	84	50					521
\$ 350,000 - 399,999	42	41	48	60	52	45	57	50					395
\$ 400,000 - 499,999	33	36	37	51	36	38	40	38					309
\$ 500,000 - 599,999	9	11	22	18	20	15	18	22					135
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13					75
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4					48
\$ 800,000 - 899,999	4	5		4	4	2	2						21
\$ 900,000 - 999,999		1	1	4	3	1	1	2					13
\$ 1,000,000 - and over	1	4	3	6	4	8	5	4					35
Total	211	241	310	326	335	301	319	282					2325

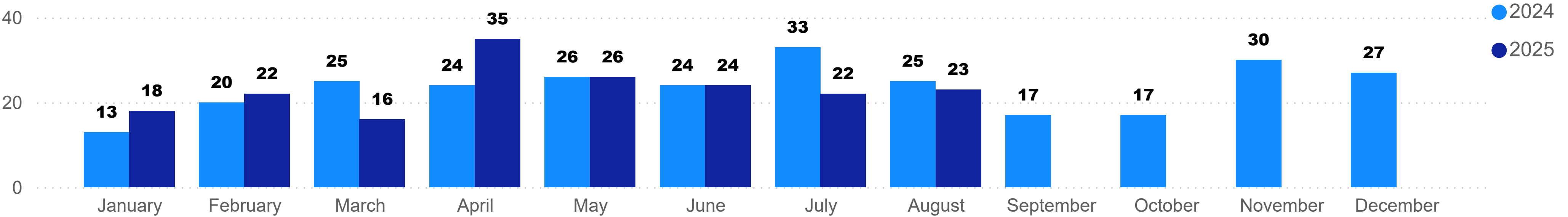




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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													
\$ 90,000 - 99,999								2					2
\$ 100,000 - 119,999			1	3			1	2					7
\$ 120,000 - 139,999		3	1	2	5	3	3	2					19
\$ 140,000 - 159,999	1	2	1	1	2	4	3	4					18
\$ 160,000 - 179,999	2	2	1	1	1	1	1						9
\$ 180,000 - 199,999	1	2	1	4	2	1		2					13
\$ 200,000 - 249,999	7	3	3	4	4	5	6	2					34
\$ 250,000 - 299,999	2	5	4	5	6	9	3	6					40
\$ 300,000 - 349,999	4	3	4	8	4	1	2	3					29
\$ 350,000 - 399,999		2		4			1						7
\$ 400,000 - 499,999	1			1	1		2						5
\$ 500,000 - 599,999				1	1								2
\$ 600,000 - 699,999													
\$ 700,000 - 799,999													
\$ 800,000 - 899,999													
\$ 900,000 - 999,999													
\$ 1,000,000 - and over													
Total	18	22	16	35	26	24	22	23					186

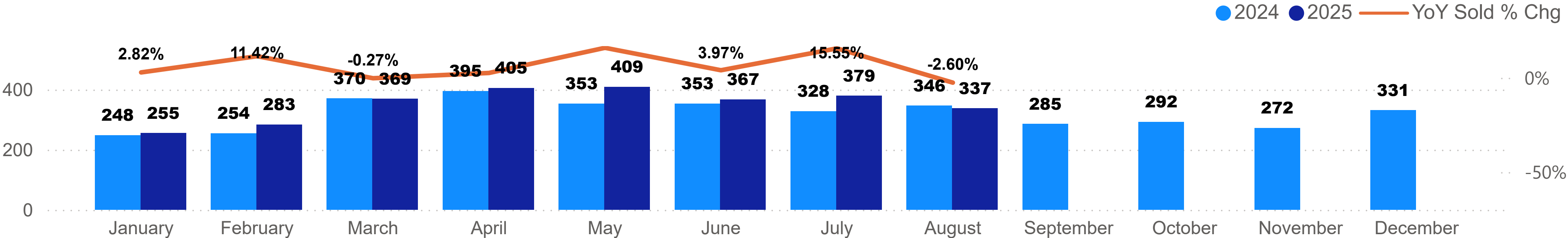




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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			1					3
\$ 50,000 - 59,999				1		1	1						3
\$ 60,000 - 69,999	2		2	2	1		1	1					9
\$ 70,000 - 79,999	1	3	3	1		1	2	1					12
\$ 80,000 - 89,999	2	1		1	2	3							9
\$ 90,000 - 99,999	1	1		1	2	2	2	5					14
\$ 100,000 - 119,999	2	3	2	6	4	2	7	3					29
\$ 120,000 - 139,999	4	7	5	10	12	11	7	6					62
\$ 140,000 - 159,999	5	6	11	9	8	12	12	13					76
\$ 160,000 - 179,999	6	7	10	5	11	11	10	7					67
\$ 180,000 - 199,999	10	8	15	14	13	10	8	9					87
\$ 200,000 - 249,999	33	39	51	34	43	34	27	35					296
\$ 250,000 - 299,999	34	42	59	64	78	90	68	67					502
\$ 300,000 - 349,999	50	56	78	91	87	65	91	54					572
\$ 350,000 - 399,999	42	44	49	66	54	47	62	51					415
\$ 400,000 - 499,999	35	36	37	53	37	39	42	39					318
\$ 500,000 - 599,999	9	11	22	19	22	15	18	22					138
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13					75
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4					48
\$ 800,000 - 899,999	4	5		4	4	2	2						21
\$ 900,000 - 999,999		1	1	4	3	1	1	2					13
\$ 1,000,000 - and over	1	4	3	6	4	8	5	4					35
Total	255	283	369	405	409	367	379	337					2804



Lakeland 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	8	8	1	2	1	2					26
2	46	50	59	62	58	70	59	57					461
3	130	132	177	193	204	185	185	161					1367
4	63	86	110	122	129	97	127	99					833
5	12	13	15	17	14	11	5	12					99
6+	2			3	3	2	2	6					18
Total	255	283	369	405	409	367	379	337					2804

Sales by Bathroom Count

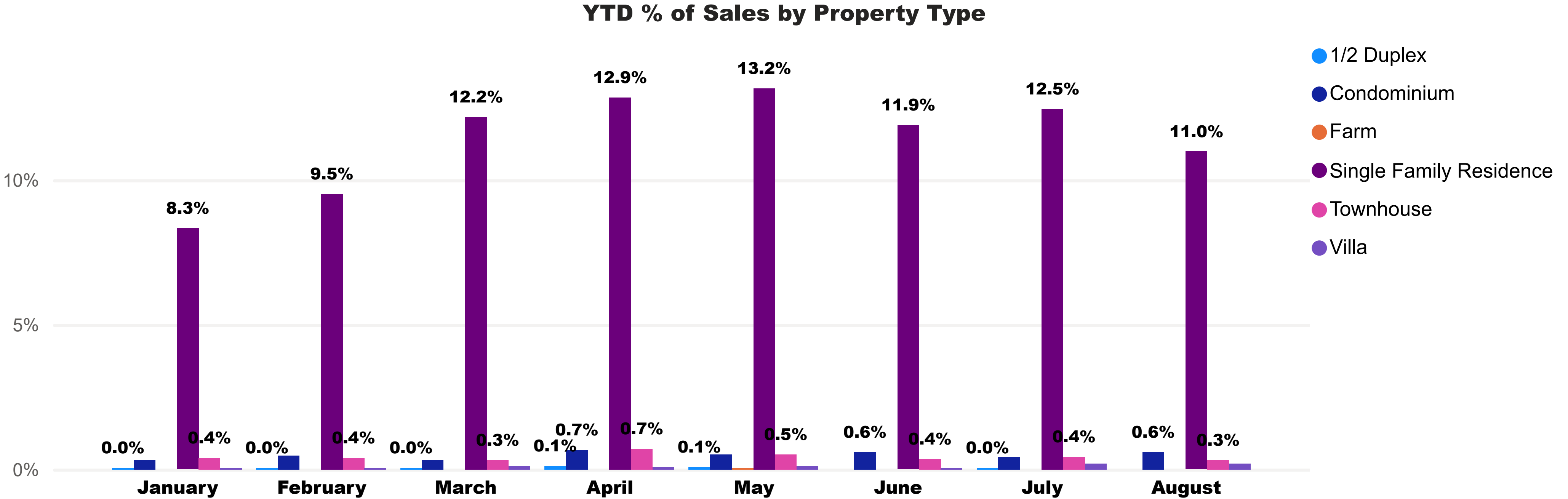
Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	16	26	39	21	18	34	17	21					192
2	178	185	237	268	289	259	262	235					1913
3	51	58	83	98	80	54	89	67					580
4	9	8	6	15	16	15	7	9					85
5		4	3	3	3	5	4	2					24
6+	1	2	1		3		3						10
Total	255	283	369	405	409	367	379	337					2804



Lakeland 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	1	3	2		1						9
Condominium	8	12	8	17	13	15	11	15					99
Farm					1								1
Single Family Residence	210	240	307	324	332	300	314	277					2304
Townhouse	10	10	8	18	13	9	11	8					87
Villa	1	1	3	2	3	1	5	5					21
Total	230	264	327	364	364	325	342	305					2521



Lakeland REALTORS®

Multiple Listing One Month Sales and Inventory Report - August - 2025

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	1	0%	54,900	45,000	82%	12	
\$ 50,000 - 59,999							
\$ 60,000 - 69,999							
\$ 70,000 - 79,999	1	0%	109,000	75,000	69%	70	1
\$ 80,000 - 89,999							
\$ 90,000 - 99,999	3	1%	114,666	94,333	82%	60	3
\$ 100,000 - 119,999	2	1%	109,500	112,000	102%	173	6
\$ 120,000 - 139,999	4	1%	148,475	126,475	85%	85	15
\$ 140,000 - 159,999	8	3%	162,575	150,250	92%	67	20
\$ 160,000 - 179,999	2	1%	181,500	167,500	92%	259	23
\$ 180,000 - 199,999	7	2%	198,457	190,804	96%	54	17
\$ 200,000 - 249,999	29	10%	230,275	227,141	99%	44	123
\$ 250,000 - 299,999	62	20%	283,919	279,467	98%	60	206
\$ 300,000 - 349,999	53	17%	332,434	325,064	98%	64	229
\$ 350,000 - 399,999	50	16%	381,749	374,453	98%	62	202
\$ 400,000 - 499,999	38	12%	453,771	444,634	98%	59	202
\$ 500,000 - 599,999	22	7%	561,640	548,215	98%	79	116
\$ 600,000 - 699,999	13	4%	675,100	655,326	97%	73	55
\$ 700,000 - 799,999	4	1%	773,700	751,681	97%	137	29
\$ 800,000 - 899,999							28
\$ 900,000 - 999,999	2	1%	960,000	940,000	98%	143	9
\$ 1,000,000 - and over	4	1%	3,066,225	2,685,051	88%	169	34
Total	305	100%	396,775	383,520	97%	67	1318

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.

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	3	0.11%	59,967	46,000	77%	22	
\$ 50,000 - 59,999	3	0.11%	69,967	53,333	76%	70	
\$ 60,000 - 69,999	9	0.32%	73,900	64,156	87%	46	
\$ 70,000 - 79,999	12	0.43%	88,517	73,542	83%	78	1
\$ 80,000 - 89,999	9	0.32%	100,310	84,056	84%	56	
\$ 90,000 - 99,999	14	0.50%	116,264	94,321	81%	81	3
\$ 100,000 - 119,999	29	1.03%	121,186	108,379	89%	112	6
\$ 120,000 - 139,999	62	2.21%	138,211	128,663	93%	75	15
\$ 140,000 - 159,999	76	2.71%	157,793	148,918	94%	74	20
\$ 160,000 - 179,999	67	2.39%	174,181	168,280	97%	71	23
\$ 180,000 - 199,999	87	3.10%	195,229	189,162	97%	61	17
\$ 200,000 - 249,999	296	10.56%	235,479	227,011	96%	62	123
\$ 250,000 - 299,999	502	17.90%	281,037	276,458	98%	66	206
\$ 300,000 - 349,999	572	20.40%	330,578	324,428	98%	79	229
\$ 350,000 - 399,999	415	14.80%	379,337	372,480	98%	73	202
\$ 400,000 - 499,999	318	11.34%	452,309	443,303	98%	84	202
\$ 500,000 - 599,999	138	4.92%	559,617	544,768	97%	74	116
\$ 600,000 - 699,999	75	2.67%	666,743	646,628	97%	61	55
\$ 700,000 - 799,999	48	1.71%	772,964	745,057	96%	74	29
\$ 800,000 - 899,999	21	0.75%	869,461	833,305	96%	60	28
\$ 900,000 - 999,999	13	0.46%	989,961	948,385	96%	81	9
\$ 1,000,000 - and over	35	1.25%	1,743,620	1,587,724	91%	68	34
Total	2804	100.00%	361,983	351,619	97%	73	1318

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.

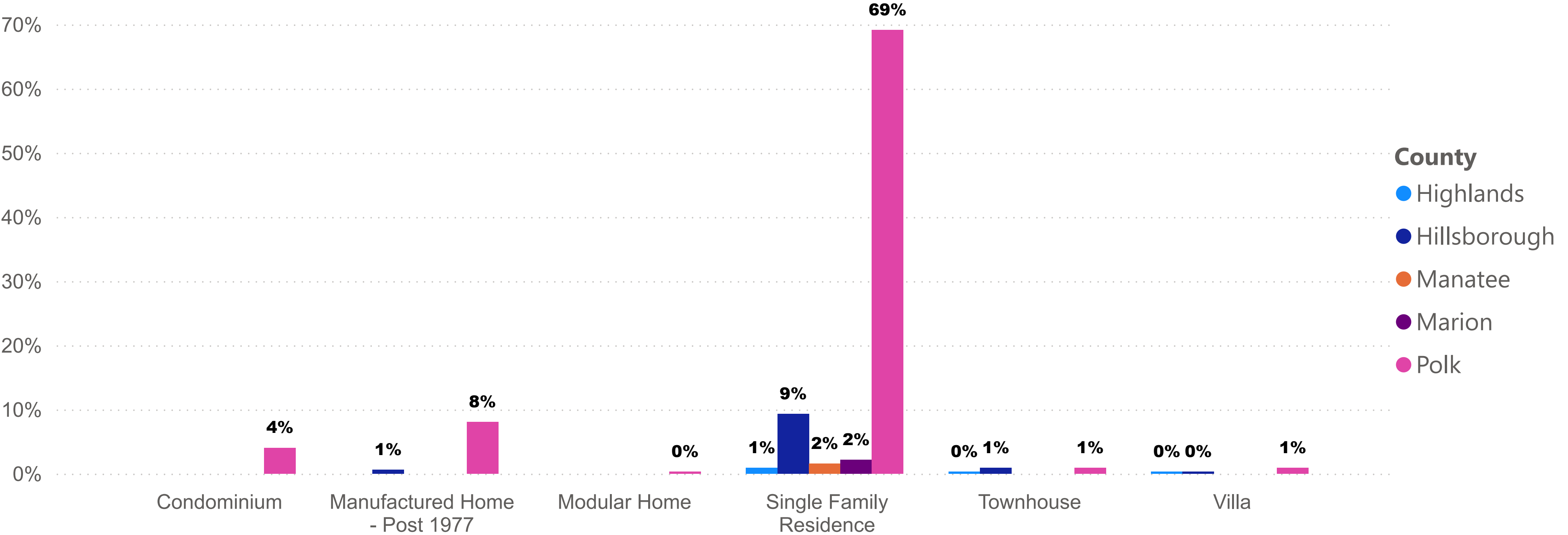
**Four Year Sales and
Inventory History 2021 -
2025. Compiled from
Monthly Sales and
Inventory Reports**

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
09/30/2021	394	310,010	308,992	100%	14	362	0.92
10/31/2021	388	307,036	305,292	99%	17	374	0.96
11/30/2021	388	321,259	320,368	100%	19	322	0.83
12/31/2021	385	316,407	313,456	99%	18	258	0.67
01/31/2022	309	324,281	322,347	99%	22	253	0.82
02/28/2022	309	341,921	343,895	101%	18	297	0.96
03/31/2022	387	341,308	341,408	100%	13	300	0.78
04/30/2022	406	373,324	372,981	100%	13	375	0.92
05/31/2022	407	345,700	348,415	101%	15	428	1.05
06/30/2022	394	370,847	371,046	100%	11	523	1.33
07/31/2022	380	348,587	345,053	99%	15	653	1.72
08/31/2022	363	338,531	333,565	99%	20	736	2.03
09/30/2022	285	333,105	325,760	98%	22	766	2.69
10/31/2022	307	345,736	336,999	97%	28	816	2.66
11/30/2022	224	338,511	331,211	98%	30	817	3.65
12/31/2022	295	343,854	335,854	98%	39	777	2.63
01/31/2023	194	335,766	325,283	97%	53	761	3.92
02/28/2023	269	337,337	329,610	98%	58	707	2.63
03/31/2023	358	345,333	337,386	98%	56	656	1.83
04/30/2023	336	359,844	350,895	98%	51	652	1.94
05/31/2023	370	384,029	378,446	99%	41	661	1.79
06/30/2023	342	379,774	374,674	99%	41	657	1.92
07/31/2023	318	374,960	367,479	98%	41	659	2.07
08/31/2023	319	358,975	352,854	98%	36	697	2.18
09/30/2023	282	383,711	374,425	98%	34	751	2.66
10/31/2023	248	363,187	356,737	98%	39	840	3.39
11/30/2023	254	365,881	358,801	98%	37	869	3.42
12/31/2023	279	370,171	363,603	98%	51	843	3.02
01/31/2024	223	377,097	366,105	97%	47	919	4.12
02/29/2024	227	369,233	358,455	97%	56	999	4.40
03/31/2024	333	413,056	402,198	97%	56	934	2.80
04/30/2024	368	382,108	375,186	98%	53	1041	2.83
05/31/2024	324	376,334	368,827	98%	53	1138	3.51
06/30/2024	318	377,588	372,260	99%	57	1194	3.75
07/31/2024	300	363,555	355,528	98%	55	1286	4.29
08/31/2024	318	387,557	378,339	98%	50	1338	4.21
09/30/2024	256	385,194	373,107	97%	54	1394	5.45
10/31/2024	274	371,382	362,142	98%	60	1373	5.01
11/30/2024	252	358,239	348,695	97%	67	1418	5.63
12/31/2024	312	385,347	373,046	97%	74	1355	4.34
01/31/2025	230	370,619	360,962	97%	87	1445	6.28
02/28/2025	264	368,467	359,458	98%	86	1470	5.57
03/31/2025	327	371,586	360,085	97%	85	1429	4.37
04/30/2025	364	396,069	383,480	97%	83	1394	3.83
05/31/2025	364	382,250	373,054	98%	84	1406	3.86
06/30/2025	325	366,649	357,696	98%	78	1430	4.40
07/31/2025	342	376,149	365,358	97%	87	1413	4.13
08/31/2025	305	396,775	383,520	97%	75	1318	4.32

Top 5 Unit Sales by County and Property Type

* Counties with the same % of Sales maybe Included.

Property Type	Highlands	Hillsborough	Manatee	Marion	Polk	Total
Condominium					4%	4%
Manufactured Home - Post 1977		1%			8%	9%
Modular Home					0%	0%
Single Family Residence	1%	9%	2%	2%	69%	83%
Townhouse	0%	1%			1%	2%
Villa	0%	0%			1%	2%
Total	2%	11%	2%	2%	83%	100%



Board/Association: State Month Year

Lakeland FL August 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	1			1
\$ 50,000 - 59,999				
\$ 60,000 - 69,999				
\$ 70,000 - 79,999		1		1
\$ 80,000 - 89,999				
\$ 90,000 - 99,999		1		1
\$ 100,000 - 119,999				
\$ 120,000 - 139,999	1	1		2
\$ 140,000 - 159,999		3	1	4
\$ 160,000 - 179,999	1		1	2
\$ 180,000 - 199,999	2	2	1	5
\$ 200,000 - 249,999	12	14	1	27
\$ 250,000 - 299,999	5	46	5	56
\$ 300,000 - 349,999	3	29	18	50
\$ 350,000 - 399,999	2	15	33	50
\$ 400,000 - 499,999	1	14	23	38
\$ 500,000 - 599,999		6	16	22
\$ 600,000 - 699,999		6	7	13
\$ 700,000 - 799,999		1	3	4
\$ 800,000 - 899,999				
\$ 900,000 - 999,999			2	2
\$ 1,000,000 - and over		2	2	4
Total	28	141	113	282

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	2			2
\$ 100,000 - 119,999	2			2
\$ 120,000 - 139,999	2			2
\$ 140,000 - 159,999	3	1		4
\$ 160,000 - 179,999				
\$ 180,000 - 199,999	1	1		2
\$ 200,000 - 249,999	1	1		2
\$ 250,000 - 299,999	4	2		6
\$ 300,000 - 349,999	1	2		3
\$ 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	16	7		23

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		1
\$ 80,000 - 89,999		
\$ 90,000 - 99,999	1	1
\$ 100,000 - 119,999	2	1
\$ 120,000 - 139,999	4	11
\$ 140,000 - 159,999	5	13
\$ 160,000 - 179,999	6	13
\$ 180,000 - 199,999	8	8
\$ 200,000 - 249,999	87	29
\$ 250,000 - 299,999	189	15
\$ 300,000 - 349,999	208	15
\$ 350,000 - 399,999	184	5
\$ 400,000 - 499,999	190	5
\$ 500,000 - 599,999	110	1
\$ 600,000 - 699,999	48	1
\$ 700,000 - 799,999	28	1
\$ 800,000 - 899,999	25	1
\$ 900,000 - 999,999	7	1
\$ 1,000,000 - and over	29	5
Total	1131	127

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		1
\$ 90,000 - 99,999	2	1
\$ 100,000 - 119,999	3	2
\$ 120,000 - 139,999	4	3
\$ 140,000 - 159,999	3	2
\$ 160,000 - 179,999	6	2
\$ 180,000 - 199,999	9	1
\$ 200,000 - 249,999	30	6
\$ 250,000 - 299,999	76	5
\$ 300,000 - 349,999	87	8
\$ 350,000 - 399,999	81	3
\$ 400,000 - 499,999	69	1
\$ 500,000 - 599,999	32	
\$ 600,000 - 699,999	8	
\$ 700,000 - 799,999	4	
\$ 800,000 - 899,999	11	1
\$ 900,000 - 999,999	1	
\$ 1,000,000 - and over	4	
Total	431	36

Time On Market Sort	M-SF	M-Condo
0 - 30	113	11
31-60	63	2
61-90	36	1
91-120	28	2
121-over	42	7
Total	282	23

