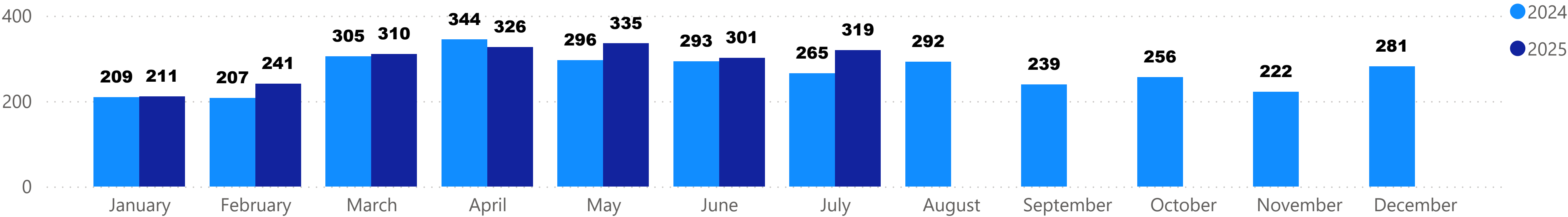




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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
\$ 50,000 - 59,999						1							1
\$ 60,000 - 69,999	1		1	1									3
\$ 70,000 - 79,999			1										1
\$ 80,000 - 89,999	1					1							2
\$ 90,000 - 99,999	1						1						2
\$ 100,000 - 119,999		1		1	2	1	2						7
\$ 120,000 - 139,999	1	2	1	3	5	4	2						18
\$ 140,000 - 159,999	3	1	7	3	2	3	3						22
\$ 160,000 - 179,999	4	4	6		5	6	5						30
\$ 180,000 - 199,999	5	6	7	7	5	6	7						43
\$ 200,000 - 249,999	19	32	36	20	28	27	18						180
\$ 250,000 - 299,999	30	36	48	52	64	73	61						364
\$ 300,000 - 349,999	43	52	71	82	82	57	84						471
\$ 350,000 - 399,999	42	41	48	60	52	45	57						345
\$ 400,000 - 499,999	33	36	37	51	36	38	40						271
\$ 500,000 - 599,999	9	11	22	18	20	15	18						113
\$ 600,000 - 699,999	8	7	9	6	15	7	10						62
\$ 700,000 - 799,999	6	2	11	8	8	6	3						44
\$ 800,000 - 899,999	4	5		4	4	2	2						21
\$ 900,000 - 999,999		1	1	4	3	1	1						11
\$ 1,000,000 - and over	1	4	3	6	4	8	5						31
Total	211	241	310	326	335	301	319						2043

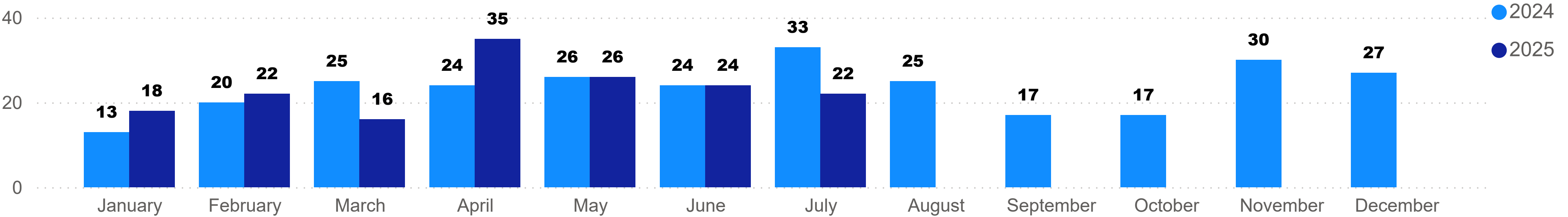




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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													
\$ 100,000 - 119,999			1	3			1						5
\$ 120,000 - 139,999		3	1	2	5	3	3						17
\$ 140,000 - 159,999	1	2	1	1	2	4	3						14
\$ 160,000 - 179,999	2	2	1	1	1	1	1						9
\$ 180,000 - 199,999	1	2	1	4	2	1							11
\$ 200,000 - 249,999	7	3	3	4	4	5	6						32
\$ 250,000 - 299,999	2	5	4	5	6	9	3						34
\$ 300,000 - 349,999	4	3	4	8	4	1	2						26
\$ 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						163

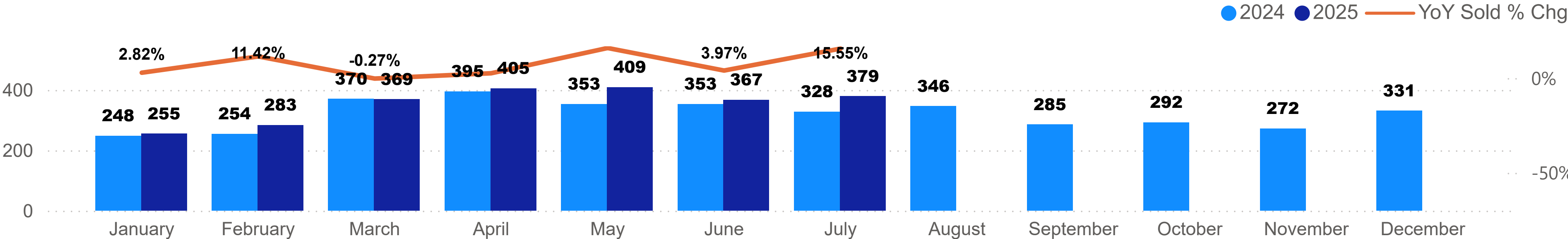




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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								2
\$ 50,000 - 59,999				1		1	1						3
\$ 60,000 - 69,999	2		2	2	1		1						8
\$ 70,000 - 79,999	1	3	3	1		1	2						11
\$ 80,000 - 89,999	2	1		1	2	3							9
\$ 90,000 - 99,999	1	1		1	2	2	2						9
\$ 100,000 - 119,999	2	3	2	6	4	2	7						26
\$ 120,000 - 139,999	4	7	5	10	12	11	7						56
\$ 140,000 - 159,999	5	6	11	9	8	12	12						63
\$ 160,000 - 179,999	6	7	10	5	11	11	10						60
\$ 180,000 - 199,999	10	8	15	14	13	10	8						78
\$ 200,000 - 249,999	33	39	51	34	43	34	27						261
\$ 250,000 - 299,999	34	42	59	64	78	90	68						435
\$ 300,000 - 349,999	50	56	78	91	87	65	91						518
\$ 350,000 - 399,999	42	44	49	66	54	47	62						364
\$ 400,000 - 499,999	35	36	37	53	37	39	42						279
\$ 500,000 - 599,999	9	11	22	19	22	15	18						116
\$ 600,000 - 699,999	8	7	9	6	15	7	10						62
\$ 700,000 - 799,999	6	2	11	8	8	6	3						44
\$ 800,000 - 899,999	4	5		4	4	2	2						21
\$ 900,000 - 999,999		1	1	4	3	1	1						11
\$ 1,000,000 - and over	1	4	3	6	4	8	5						31
Total	255	283	369	405	409	367	379						2467



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						24
2	46	50	59	62	58	70	59						404
3	130	132	177	193	204	185	185						1206
4	63	86	110	122	129	97	127						734
5	12	13	15	17	14	11	5						87
6+	2			3	3	2	2						12
Total	255	283	369	405	409	367	379						2467

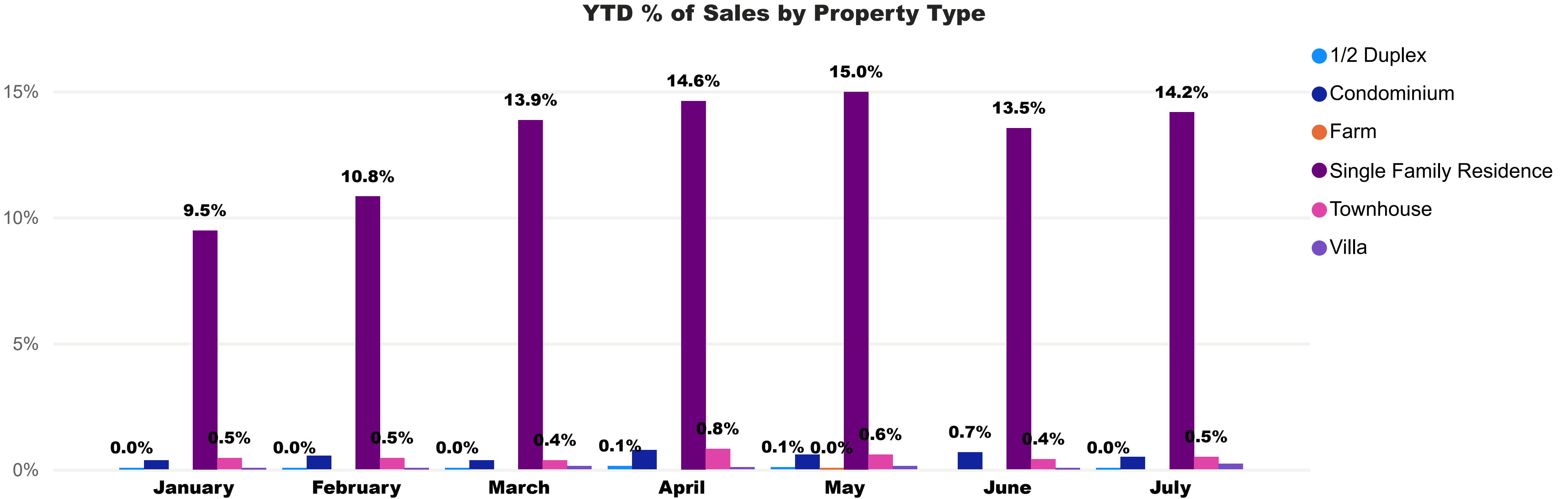
Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	16	26	39	21	18	34	17						171
2	178	185	237	268	289	259	262						1678
3	51	58	83	98	80	54	89						513
4	9	8	6	15	16	15	7						76
5		4	3	3	3	5	4						22
6+	1	2	1		3								7
Total	255	283	369	405	409	367	379						2467

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						84
Farm					1								1
Single Family Residence	210	240	307	324	332	300	314						2027
Townhouse	10	10	8	18	13	9	11						79
Villa	1	1	3	2	3	1	5						16
Total	230	264	327	364	364	325	342						2216



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							1
\$ 50,000 - 59,999							
\$ 60,000 - 69,999							
\$ 70,000 - 79,999							2
\$ 80,000 - 89,999							1
\$ 90,000 - 99,999	1	0%	250,000	90,000	36%	8	4
\$ 100,000 - 119,999	3	1%	110,667	109,000	98%	99	8
\$ 120,000 - 139,999	5	1%	139,600	123,700	89%	32	19
\$ 140,000 - 159,999	6	2%	157,983	150,917	96%	60	26
\$ 160,000 - 179,999	6	2%	177,925	172,167	97%	90	21
\$ 180,000 - 199,999	7	2%	208,507	192,571	92%	92	17
\$ 200,000 - 249,999	24	7%	233,566	227,034	97%	65	126
\$ 250,000 - 299,999	65	19%	279,926	274,847	98%	83	228
\$ 300,000 - 349,999	86	25%	327,669	323,074	99%	84	233
\$ 350,000 - 399,999	58	17%	378,278	372,267	98%	64	213
\$ 400,000 - 499,999	42	12%	455,955	446,578	98%	81	209
\$ 500,000 - 599,999	18	5%	554,611	540,556	97%	76	130
\$ 600,000 - 699,999	10	3%	663,150	648,640	98%	45	48
\$ 700,000 - 799,999	3	1%	747,967	733,333	98%	33	30
\$ 800,000 - 899,999	2	1%	844,450	836,000	99%	53	30
\$ 900,000 - 999,999	1	0%	965,000	950,000	98%	62	13
\$ 1,000,000 - and over	5	1%	1,861,000	1,629,230	88%	50	35
Total	342	100%	376,149	365,358	97%	75	1394

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	2	0.08%	62,500	46,500	74%	28	1
\$ 50,000 - 59,999	3	0.12%	69,967	53,333	76%	70	
\$ 60,000 - 69,999	8	0.32%	74,388	64,050	86%	48	
\$ 70,000 - 79,999	11	0.45%	86,655	73,409	85%	79	2
\$ 80,000 - 89,999	9	0.36%	100,310	84,056	84%	56	1
\$ 90,000 - 99,999	9	0.36%	119,856	94,167	79%	85	4
\$ 100,000 - 119,999	26	1.05%	121,746	108,423	89%	103	8
\$ 120,000 - 139,999	56	2.27%	137,860	128,950	94%	73	19
\$ 140,000 - 159,999	63	2.55%	156,302	148,554	95%	66	26
\$ 160,000 - 179,999	60	2.43%	174,055	168,244	97%	63	21
\$ 180,000 - 199,999	78	3.16%	194,959	189,160	97%	62	17
\$ 200,000 - 249,999	261	10.58%	236,362	227,139	96%	63	126
\$ 250,000 - 299,999	435	17.63%	280,632	276,047	98%	67	228
\$ 300,000 - 349,999	518	21.00%	330,384	324,381	98%	80	233
\$ 350,000 - 399,999	364	14.75%	379,018	372,203	98%	75	213
\$ 400,000 - 499,999	279	11.31%	452,029	442,990	98%	88	209
\$ 500,000 - 599,999	116	4.70%	559,233	544,114	97%	72	130
\$ 600,000 - 699,999	62	2.51%	664,991	644,804	97%	59	48
\$ 700,000 - 799,999	44	1.78%	772,897	744,455	96%	68	30
\$ 800,000 - 899,999	21	0.85%	869,461	833,305	96%	60	30
\$ 900,000 - 999,999	11	0.45%	995,409	949,909	95%	70	13
\$ 1,000,000 - and over	31	1.26%	1,572,961	1,446,134	92%	55	35
Total	2467	100.00%	359,671	349,625	97%	73	1394

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.

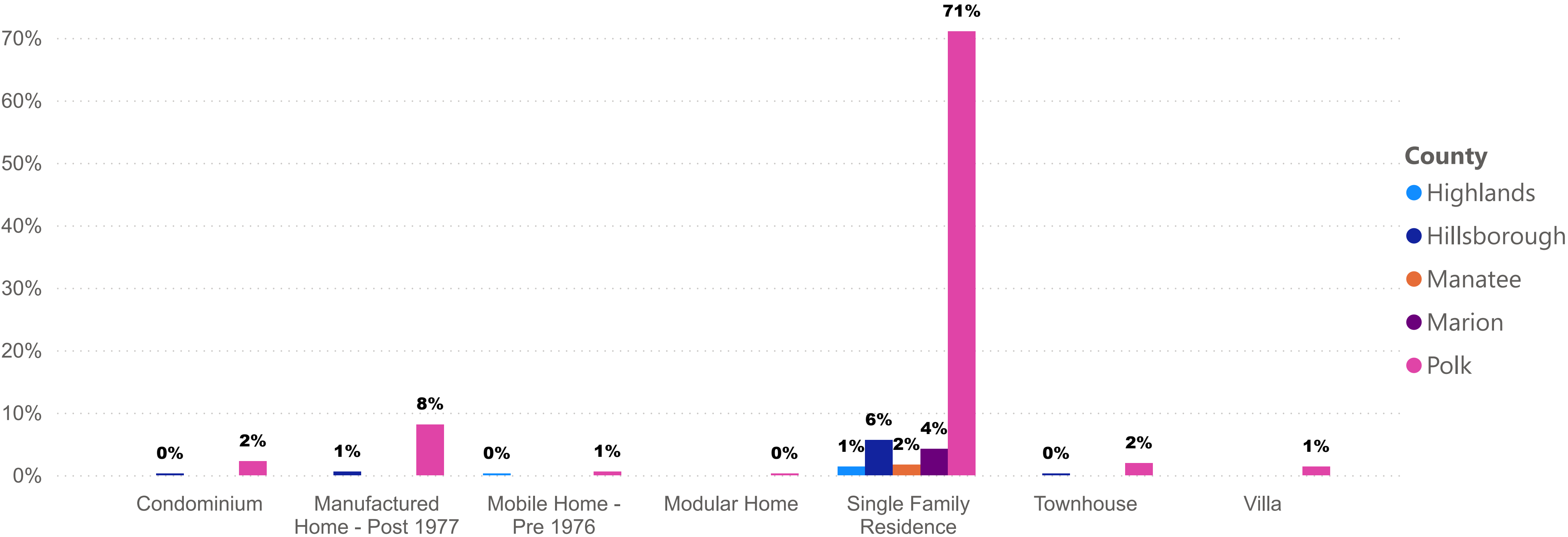
**Four Year Sales and
Inventory History 2021 -
2025. Compiled from
Monthly Sales and
Inventory Reports**

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
08/31/2021	408	287,626	287,519	100%	14	380	0.93
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	1393	3.83
05/31/2025	364	382,250	373,054	98%	84	1403	3.85
06/30/2025	325	366,649	357,696	98%	78	1423	4.38
07/31/2025	342	376,149	365,358	97%	87	1394	4.08

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		0%			2%	3%
Manufactured Home - Post 1977		1%			8%	9%
Mobile Home - Pre 1976	0%				1%	1%
Modular Home					0%	0%
Single Family Residence	1%	6%	2%	4%	71%	84%
Townhouse		0%			2%	2%
Villa					1%	1%
Total	2%	7%	2%	4%	86%	100%



Board/Association: State Month Year
▲
Lakeland FL July 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				
\$ 90,000 - 99,999		1		1
\$ 100,000 - 119,999	1	1		2
\$ 120,000 - 139,999	2			2
\$ 140,000 - 159,999	2	1		3
\$ 160,000 - 179,999	2	3		5
\$ 180,000 - 199,999	2	5		7
\$ 200,000 - 249,999	5	13		18
\$ 250,000 - 299,999	10	40	11	61
\$ 300,000 - 349,999	4	44	36	84
\$ 350,000 - 399,999		29	28	57
\$ 400,000 - 499,999	1	16	23	40
\$ 500,000 - 599,999	1	3	14	18
\$ 600,000 - 699,999		3	7	10
\$ 700,000 - 799,999		1	2	3
\$ 800,000 - 899,999			2	2
\$ 900,000 - 999,999		1		1
\$ 1,000,000 - and over		1	4	5
Total	30	162	127	319

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	1			1
\$ 120,000 - 139,999	3			3
\$ 140,000 - 159,999	3			3
\$ 160,000 - 179,999	1			1
\$ 180,000 - 199,999				
\$ 200,000 - 249,999	4	2		6
\$ 250,000 - 299,999		3		3
\$ 300,000 - 349,999	2			2
\$ 350,000 - 399,999		1		1
\$ 400,000 - 499,999			2	2
\$ 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	14	6	2	22

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	1	
\$ 90,000 - 99,999	1	2
\$ 100,000 - 119,999	3	3
\$ 120,000 - 139,999	5	13
\$ 140,000 - 159,999	7	12
\$ 160,000 - 179,999	5	14
\$ 180,000 - 199,999	5	8
\$ 200,000 - 249,999	88	28
\$ 250,000 - 299,999	192	15
\$ 300,000 - 349,999	215	14
\$ 350,000 - 399,999	188	7
\$ 400,000 - 499,999	189	7
\$ 500,000 - 599,999	124	
\$ 600,000 - 699,999	47	2
\$ 700,000 - 799,999	26	1
\$ 800,000 - 899,999	26	1
\$ 900,000 - 999,999	12	2
\$ 1,000,000 - and over	28	5
Total	1162	135

Sales Pending
(Under Contract)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999	1	
\$ 60,000 - 69,999		
\$ 70,000 - 79,999	1	
\$ 80,000 - 89,999		
\$ 90,000 - 99,999	1	1
\$ 100,000 - 119,999	1	2
\$ 120,000 - 139,999	2	1
\$ 140,000 - 159,999	5	4
\$ 160,000 - 179,999	5	1
\$ 180,000 - 199,999	7	1
\$ 200,000 - 249,999	36	4
\$ 250,000 - 299,999	74	7
\$ 300,000 - 349,999	74	11
\$ 350,000 - 399,999	79	1
\$ 400,000 - 499,999	63	
\$ 500,000 - 599,999	35	
\$ 600,000 - 699,999	16	
\$ 700,000 - 799,999	8	
\$ 800,000 - 899,999	7	
\$ 900,000 - 999,999	2	
\$ 1,000,000 - and over	5	
Total	422	33

Time On Market Sort	M-SF	M-Condo
0 - 30	128	9
31-60	66	4
61-90	29	1
91-120	31	3
121-over	65	5
Total	319	22

