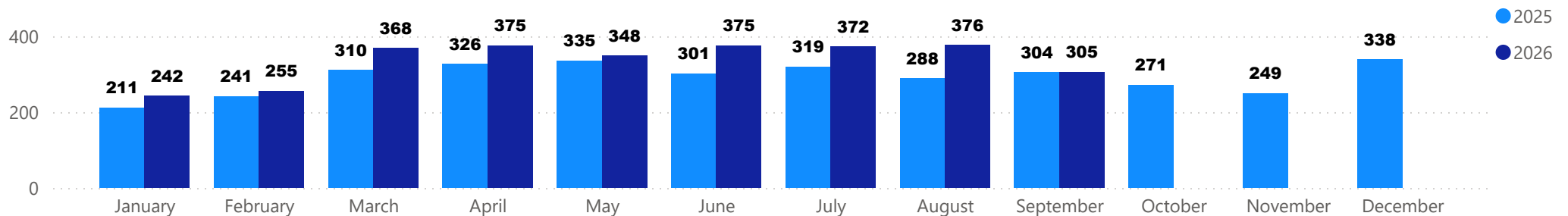


Lakeland REALTORS® Monthly Sales Trend Indicator 2026

Sales by Price Range - Single Family Homes & Villas

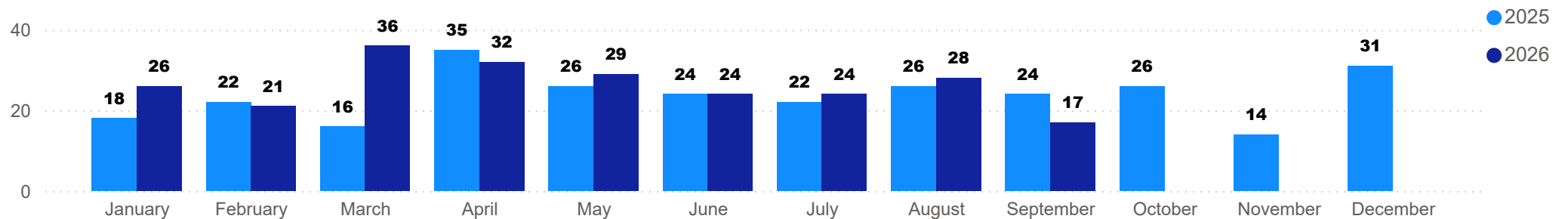
Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999							1	1					2
\$ 50,000 - 59,999								1					1
\$ 60,000 - 69,999							2						2
\$ 70,000 - 79,999			1		1	2	2						6
\$ 80,000 - 89,999			2				1		1				4
\$ 90,000 - 99,999								1	1				2
\$ 100,000 - 119,999		1	3	5	3		3	1	1				17
\$ 120,000 - 139,999	2	2	4	1	5	3	5	1	4				27
\$ 140,000 - 159,999	3	2	1	1	4	3	6	2	2				24
\$ 160,000 - 179,999	5	9	7	7	2	6	1	5	6				48
\$ 180,000 - 199,999	2	2	12	8	5	7	9	9	5				59
\$ 200,000 - 249,999	29	32	41	38	26	33	31	34	29				293
\$ 250,000 - 299,999	34	52	62	73	58	61	73	64	45				522
\$ 300,000 - 349,999	54	47	77	61	57	73	76	76	52				573
\$ 350,000 - 399,999	54	43	69	79	75	83	63	68	71				605
\$ 400,000 - 499,999	29	33	44	61	65	50	52	59	47				440
\$ 500,000 - 599,999	9	9	23	19	23	19	21	21	15				159
\$ 600,000 - 699,999	9	9	13	8	11	11	11	7	13				92
\$ 700,000 - 799,999	4	5	4	8	7	9	7	7	5				56
\$ 800,000 - 899,999	4	4	1	2	3	5	3	6	3				31
\$ 900,000 - 999,999	2		2	1	2	5		6	1				19
\$ 1,000,000 - and over	2	5	2	3	1	5	5	7	4				34
Total	242	255	368	375	348	375	372	376	305				3016



Lakeland REALTORS® Monthly Sales Trend Indicator 2026

Sales by Price Range - Condominiums, Townhouses and Co-Ops

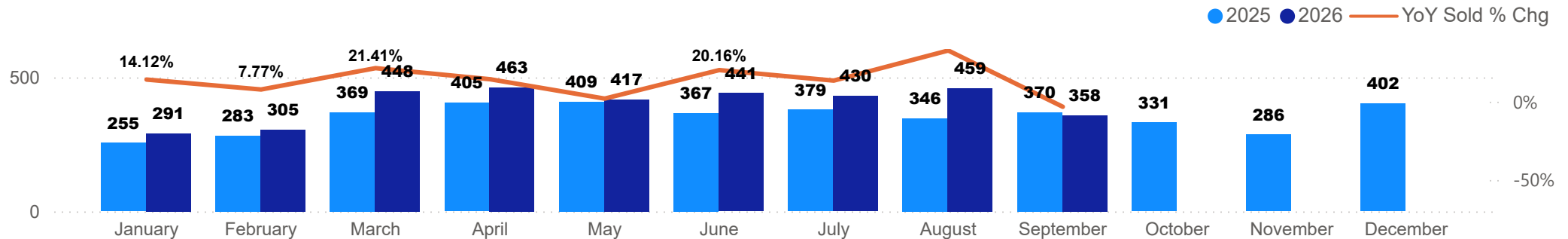
Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999													
\$ 50,000 - 59,999													
\$ 60,000 - 69,999		1							1				2
\$ 70,000 - 79,999		1		1		1	2		1				6
\$ 80,000 - 89,999					2		1	1					4
\$ 90,000 - 99,999	1	1	1		2								5
\$ 100,000 - 119,999	3	2		3		1	3	2					14
\$ 120,000 - 139,999	2	2		1	4	1	1	2					13
\$ 140,000 - 159,999		1	3	1	3	4	2	2	1				17
\$ 160,000 - 179,999	2	1	4	5	2	4	2	4	1				25
\$ 180,000 - 199,999		2	1	1	1		3	1					9
\$ 200,000 - 249,999	4	4	11	5	6	4	6	3	2				45
\$ 250,000 - 299,999	6	3	6	5	3	3	1	2	2				31
\$ 300,000 - 349,999	8	2	7	8	4	3	1	6	5				44
\$ 350,000 - 399,999		1	2	1	2	2	2	5	4				19
\$ 400,000 - 499,999			1										1
\$ 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	26	21	36	32	29	24	24	28	17				237



Lakeland REALTORS® Monthly Sales Trend Indicator 2026

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		1		2	1					7
\$ 50,000 - 59,999		1	1	1			1	1	1				6
\$ 60,000 - 69,999		1	2	1	1	3	2	1	1				12
\$ 70,000 - 79,999		1	2	2	1	3	5	2	1				17
\$ 80,000 - 89,999		2	4		2	1	2	5	2				18
\$ 90,000 - 99,999	1	1	5	4	4	1	2	2	2				22
\$ 100,000 - 119,999	4	4	9	12	5	2	8	8	6				58
\$ 120,000 - 139,999	7	10	8	7	12	10	12	8	9				83
\$ 140,000 - 159,999	5	6	6	7	12	14	11	10	5				76
\$ 160,000 - 179,999	9	11	18	19	6	12	6	13	12				106
\$ 180,000 - 199,999	8	9	13	14	8	10	13	14	8				97
\$ 200,000 - 249,999	38	39	59	55	43	44	44	45	36				403
\$ 250,000 - 299,999	40	58	72	83	65	71	77	75	50				591
\$ 300,000 - 349,999	63	51	86	73	66	79	79	82	59				638
\$ 350,000 - 399,999	55	44	72	82	78	86	65	74	76				632
\$ 400,000 - 499,999	30	33	45	61	66	50	53	61	48				447
\$ 500,000 - 599,999	9	9	23	20	23	20	21	23	16				164
\$ 600,000 - 699,999	9	10	13	8	11	11	12	8	13				95
\$ 700,000 - 799,999	4	5	4	8	7	9	7	7	5				56
\$ 800,000 - 899,999	4	4	1	2	3	5	3	6	3				31
\$ 900,000 - 999,999	2		2	1	2	5		6	1				19
\$ 1,000,000 - and over	2	5	2	3	1	5	5	7	4				34
Total	291	305	448	463	417	441	430	459	358				3612



Lakeland REALTORS® Monthly Sales Trend Indicator 2026

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0							1	1					2
1	4	7	4	4	8	4	7		1				39
2	37	52	79	80	52	72	61	64	52				549
3	151	134	203	232	202	201	198	216	158				1695
4	87	101	149	123	132	139	139	148	123				1141
5	10	9	12	20	20	19	22	26	18				156
6+	2	2	1	4	3	6	2	4	6				30
Total	291	305	448	463	417	441	430	459	358				3612

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	24	22	35	38	31	27	33	24	15				249
2	167	186	288	300	255	280	265	288	230				2259
3	91	81	105	111	112	103	115	111	94				923
4	6	13	17	12	15	24	10	31	16				144
5	2	2	3	2	4	6	6	4	2				31
6+	1	1				1	1	1	1				6
Total	291	305	448	463	417	441	430	459	358				3612

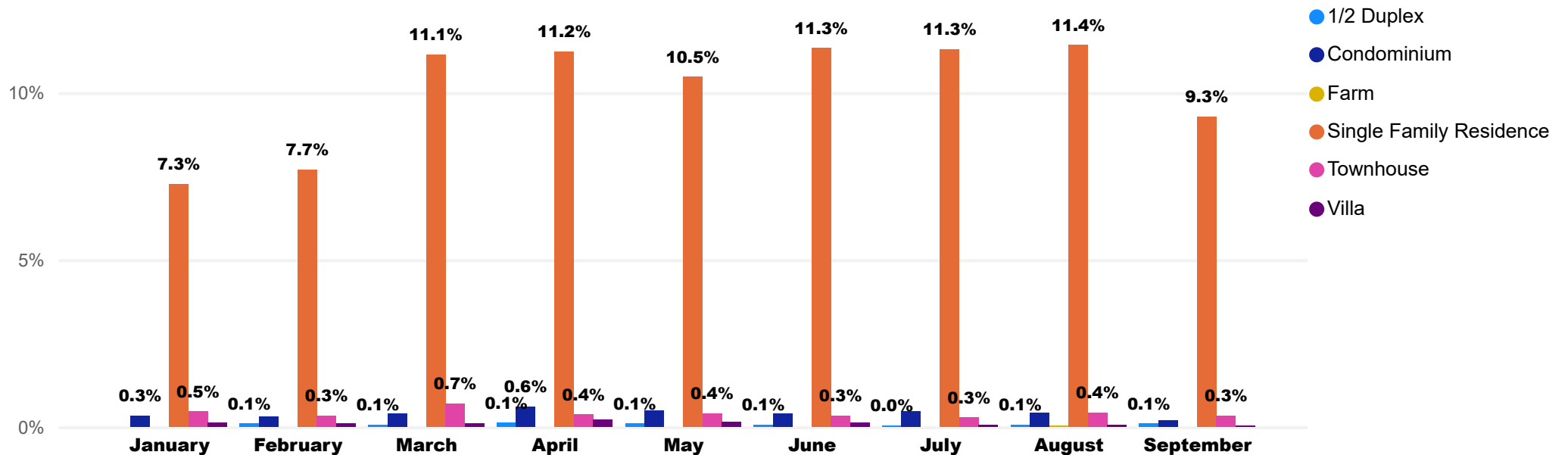
Lakeland REALTORS®

Monthly Sales Trend Indicator 2026

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex		3	2	4	3	2	1	2	3				20
Condominium	11	10	13	20	16	13	15	14	6				118
Farm								1					1
Single Family Residence	238	252	365	368	343	371	370	374	304				2985
Townhouse	15	11	23	12	13	11	9	14	11				119
Villa	4	3	3	7	5	4	2	2	1				31
Total	268	279	406	411	380	401	397	407	325				3274

YTD % of Sales by Property Type





Lakeland REALTORS®

Multiple Listing One Month Sales and Inventory Report - September - 2...

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	0%	80,000	68,000	85%	33	
\$ 70,000 - 79,999	1	0%	75,000	75,000	100%	29	2
\$ 80,000 - 89,999	1	0%	87,500	87,500	100%	0	5
\$ 90,000 - 99,999	1	0%	100,000	95,000	95%	112	8
\$ 100,000 - 119,999	1	0%	119,900	119,900	100%	21	16
\$ 120,000 - 139,999	5	2%	143,780	133,000	93%	24	20
\$ 140,000 - 159,999	3	1%	172,967	154,667	89%	56	25
\$ 160,000 - 179,999	8	2%	179,324	168,453	94%	107	36
\$ 180,000 - 199,999	5	2%	217,298	191,800	88%	49	37
\$ 200,000 - 249,999	32	10%	232,673	225,667	97%	68	137
\$ 250,000 - 299,999	47	14%	282,378	278,868	99%	41	205
\$ 300,000 - 349,999	57	18%	326,252	320,009	98%	55	230
\$ 350,000 - 399,999	75	23%	380,239	375,306	99%	67	232
\$ 400,000 - 499,999	47	14%	455,013	444,540	98%	65	222
\$ 500,000 - 599,999	15	5%	552,513	542,570	98%	66	110
\$ 600,000 - 699,999	13	4%	658,215	643,000	98%	93	51
\$ 700,000 - 799,999	5	2%	764,340	749,980	98%	101	35
\$ 800,000 - 899,999	3	1%	859,933	843,333	98%	96	15
\$ 900,000 - 999,999	1	0%	969,900	969,900	100%	3	18
\$ 1,000,000 - and over	4	1%	1,429,300	1,353,000	95%	138	61
Total	325	100%	379,605	371,232	98%	63	1465

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.



Lakeland REALTORS®

Multiple Listing Year to Date Sales and Inventory Report - 2026

Price Range	Sold Units	Market Share	Average List Price	Average Sale Price	% List to Sell	Avg DOM	Inventory
\$ 1 - 49,999	7	0.19%	51,757	41,129	79%	26	
\$ 50,000 - 59,999	6	0.17%	60,967	54,250	89%	116	
\$ 60,000 - 69,999	12	0.33%	79,241	65,533	83%	125	
\$ 70,000 - 79,999	17	0.47%	90,211	73,935	82%	132	2
\$ 80,000 - 89,999	18	0.50%	96,031	83,306	87%	72	5
\$ 90,000 - 99,999	22	0.61%	102,766	93,750	91%	106	8
\$ 100,000 - 119,999	58	1.61%	123,538	109,241	88%	70	16
\$ 120,000 - 139,999	83	2.30%	140,133	128,852	92%	72	20
\$ 140,000 - 159,999	76	2.10%	160,716	150,172	93%	71	25
\$ 160,000 - 179,999	106	2.93%	182,604	168,849	92%	73	36
\$ 180,000 - 199,999	97	2.69%	197,357	189,096	96%	77	37
\$ 200,000 - 249,999	403	11.16%	232,138	225,920	97%	70	137
\$ 250,000 - 299,999	591	16.36%	281,038	276,027	98%	72	205
\$ 300,000 - 349,999	638	17.66%	329,727	324,707	98%	75	230
\$ 350,000 - 399,999	632	17.50%	380,140	375,240	99%	57	232
\$ 400,000 - 499,999	447	12.38%	448,165	440,380	98%	63	222
\$ 500,000 - 599,999	164	4.54%	556,032	543,384	98%	69	110
\$ 600,000 - 699,999	95	2.63%	659,726	640,247	97%	90	51
\$ 700,000 - 799,999	56	1.55%	773,178	750,409	97%	86	35
\$ 800,000 - 899,999	31	0.86%	861,452	836,094	97%	99	15
\$ 900,000 - 999,999	19	0.53%	972,515	939,653	97%	94	18
\$ 1,000,000 - and over	34	0.94%	1,307,676	1,228,206	94%	121	61
Total	3612	100.00%	352,743	344,335	98%	71	1465

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.

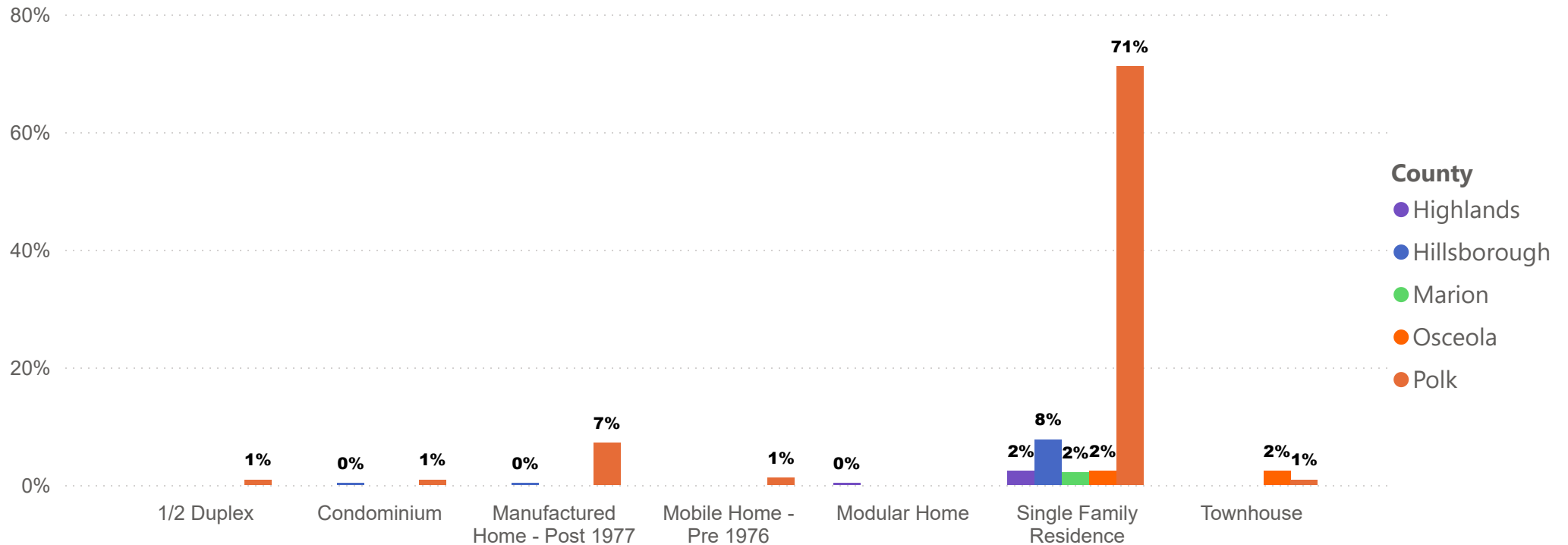
**Four Year Sales and
Inventory History 2022 -
2026. Compiled from
Monthly Sales and
Inventory Reports**

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
10/31/2022	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	778	2.64
01/31/2023	194	335,766	325,283	97%	53	763	3.93
02/28/2023	269	337,337	329,610	98%	58	709	2.64
03/31/2023	358	345,333	337,386	98%	56	658	1.84
04/30/2023	336	359,844	350,895	98%	51	654	1.95
05/31/2023	370	384,029	378,446	99%	41	663	1.79
06/30/2023	342	379,774	374,674	99%	41	660	1.93
07/31/2023	318	374,960	367,793	98%	41	662	2.08
08/31/2023	319	358,975	352,754	98%	36	700	2.19
09/30/2023	282	383,711	374,368	98%	34	754	2.67
10/31/2023	248	363,187	356,777	98%	39	843	3.40
11/30/2023	254	365,881	358,793	98%	37	872	3.43
12/31/2023	279	370,171	363,558	98%	51	847	3.04
01/31/2024	223	377,097	366,105	97%	47	924	4.14
02/29/2024	227	369,233	358,455	97%	56	1005	4.43
03/31/2024	333	413,056	402,198	97%	56	941	2.83
04/30/2024	368	382,108	375,165	98%	53	1049	2.85
05/31/2024	324	376,334	368,827	98%	53	1148	3.54
06/30/2024	318	377,588	372,241	99%	57	1205	3.79
07/31/2024	300	363,555	355,511	98%	55	1298	4.33
08/31/2024	318	387,557	378,301	98%	50	1349	4.24
09/30/2024	256	385,194	373,107	97%	54	1407	5.50
10/31/2024	274	371,382	362,142	98%	60	1388	5.07
11/30/2024	252	358,239	348,692	97%	67	1433	5.69
12/31/2024	312	385,347	373,036	97%	74	1377	4.41
01/31/2025	230	370,619	360,962	97%	87	1474	6.41
02/28/2025	264	368,467	359,421	98%	86	1504	5.70
03/31/2025	327	371,586	360,009	97%	85	1464	4.48
04/30/2025	364	396,069	383,480	97%	83	1442	3.96
05/31/2025	364	382,250	373,054	98%	84	1472	4.04
06/30/2025	325	366,649	357,696	98%	78	1516	4.66
07/31/2025	342	376,149	365,358	97%	87	1535	4.49
08/31/2025	314	395,218	381,945	97%	74	1511	4.81
09/30/2025	334	372,298	363,892	98%	72	1571	4.70
10/31/2025	302	368,437	360,718	98%	85	1633	5.41
11/30/2025	265	365,621	354,698	97%	87	1553	5.86
12/31/2025	371	356,298	347,597	98%	80	1490	4.02
01/31/2026	268	367,183	358,904	98%	83	1529	5.71
02/28/2026	279	367,107	356,891	97%	90	1549	5.55
03/31/2026	406	352,158	344,701	98%	79	1559	3.84
04/30/2026	411	359,587	352,889	98%	87	1552	3.78
05/31/2026	380	368,777	360,988	98%	77	1485	3.91
06/30/2026	401	380,289	371,766	98%	76	1550	3.87
07/31/2026	397	360,281	350,542	97%	72	1513	3.81
08/31/2026	407	384,211	375,313	98%	61	1492	3.67
09/30/2026	325	379,605	371,232	98%	71	1465	4.51

Top 5 Unit Sales by County and Property Type

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

Property Type	Highlands	Hillsborough	Marion	Osceola	Polk	Total
1/2 Duplex					1%	1%
Condominium		0%			1%	1%
Manufactured Home - Post 1977		0%			7%	7%
Mobile Home - Pre 1976					1%	1%
Modular Home	0%					0%
Single Family Residence	2%	8%	2%	2%	71%	86%
Townhouse				2%	1%	3%
Total	3%	8%	2%	5%	82%	100%



Board/Association: State Month Year
 ▲ Lakeland FL September 2026

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	1			1
\$ 100,000 - 119,999		1		1
\$ 120,000 - 139,999	2	1	1	4
\$ 140,000 - 159,999	1	1		2
\$ 160,000 - 179,999	3	2	1	6
\$ 180,000 - 199,999	2	3		5
\$ 200,000 - 249,999	7	20	2	29
\$ 250,000 - 299,999	6	31	8	45
\$ 300,000 - 349,999	5	29	18	52
\$ 350,000 - 399,999	3	23	45	71
\$ 400,000 - 499,999		14	33	47
\$ 500,000 - 599,999	1	5	9	15
\$ 600,000 - 699,999		3	10	13
\$ 700,000 - 799,999			5	5
\$ 800,000 - 899,999			3	3
\$ 900,000 - 999,999			1	1
\$ 1,000,000 - and over			4	4
Total	32	133	140	305

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		1		1
\$ 70,000 - 79,999	1			1
\$ 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				
\$ 200,000 - 249,999	1	1		2
\$ 250,000 - 299,999	1	1		2
\$ 300,000 - 349,999		5		5
\$ 350,000 - 399,999		4		4
\$ 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	5	12		17

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	1
\$ 80,000 - 89,999	5	1
\$ 90,000 - 99,999	2	6
\$ 100,000 - 119,999		14
\$ 120,000 - 139,999	3	18
\$ 140,000 - 159,999	8	15
\$ 160,000 - 179,999	13	19
\$ 180,000 - 199,999	31	6
\$ 200,000 - 249,999	106	21
\$ 250,000 - 299,999	186	20
\$ 300,000 - 349,999	215	13
\$ 350,000 - 399,999	224	11
\$ 400,000 - 499,999	208	9
\$ 500,000 - 599,999	107	
\$ 600,000 - 699,999	50	
\$ 700,000 - 799,999	35	
\$ 800,000 - 899,999	13	1
\$ 900,000 - 999,999	17	2
\$ 1,000,000 - and over	54	5
Total	1278	162

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	1	1
\$ 80,000 - 89,999		1
\$ 90,000 - 99,999	1	2
\$ 100,000 - 119,999		
\$ 120,000 - 139,999	1	2
\$ 140,000 - 159,999	4	3
\$ 160,000 - 179,999	7	2
\$ 180,000 - 199,999	6	3
\$ 200,000 - 249,999	40	5
\$ 250,000 - 299,999	61	1
\$ 300,000 - 349,999	66	5
\$ 350,000 - 399,999	96	8
\$ 400,000 - 499,999	77	
\$ 500,000 - 599,999	21	
\$ 600,000 - 699,999	12	
\$ 700,000 - 799,999	12	
\$ 800,000 - 899,999	6	
\$ 900,000 - 999,999		
\$ 1,000,000 - and over	5	
Total	417	33

Time On Market Sort	M-SF	M-Condo
0 - 30	145	8
31-60	58	3
61-90	32	1
91-120	18	1
121-over	52	4
Total	305	17

