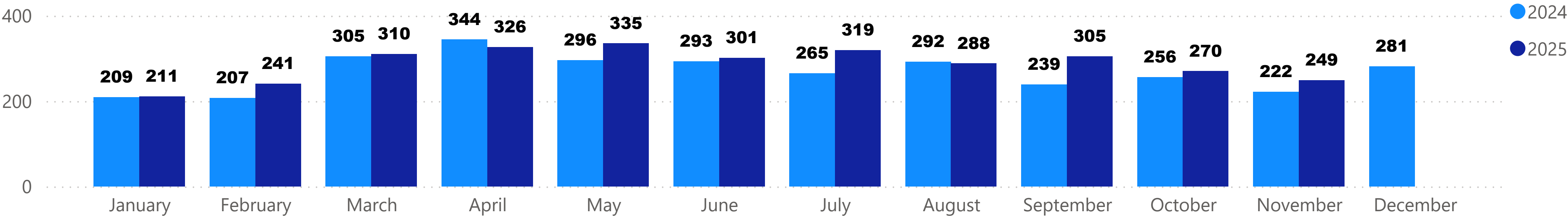




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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		1	2		5
\$ 80,000 - 89,999	1					1				1			3
\$ 90,000 - 99,999	1						1	1	2	1			6
\$ 100,000 - 119,999		1		1	2	1	2		3	2	1		13
\$ 120,000 - 139,999	1	2	1	3	5	4	2	2	2	1	1		24
\$ 140,000 - 159,999	3	1	7	3	2	3	3	4	3	2	1		32
\$ 160,000 - 179,999	4	4	6		5	6	5	2	5	4	2		43
\$ 180,000 - 199,999	5	6	7	7	5	6	7	5	8	9	7		72
\$ 200,000 - 249,999	19	32	36	20	28	27	18	28	26	28	32		294
\$ 250,000 - 299,999	30	36	48	52	64	73	61	57	54	44	53		572
\$ 300,000 - 349,999	43	52	71	82	82	57	84	51	52	57	50		681
\$ 350,000 - 399,999	42	41	48	60	52	45	57	52	53	41	34		525
\$ 400,000 - 499,999	33	36	37	51	36	38	40	39	55	41	37		443
\$ 500,000 - 599,999	9	11	22	18	20	15	18	22	25	23	16		199
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13	5	6	7		93
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4	2	2	2		54
\$ 800,000 - 899,999	4	5		4	4	2	2		6	4	3		34
\$ 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	4	3	1		43
Total	211	241	310	326	335	301	319	288	305	270	249		3155

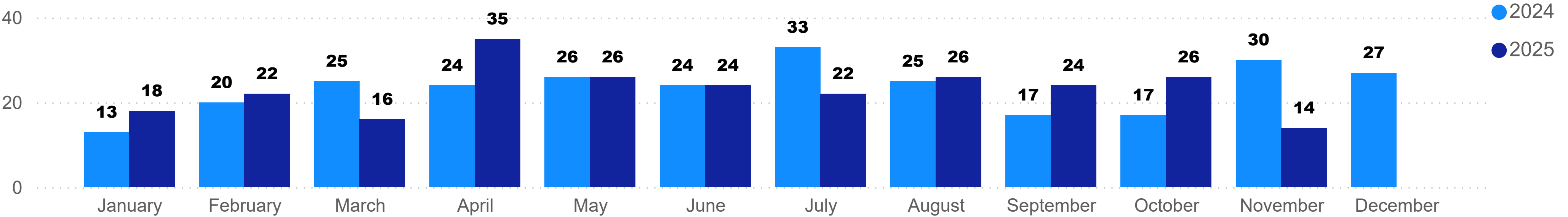




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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											1		1
\$ 90,000 - 99,999								2	1	1	1		5
\$ 100,000 - 119,999			1	3			1	2	2	4	1		14
\$ 120,000 - 139,999		3	1	2	5	3	3	2	2	2			23
\$ 140,000 - 159,999	1	2	1	1	2	4	3	4	5		1		24
\$ 160,000 - 179,999	2	2	1	1	1	1	1			2	1		12
\$ 180,000 - 199,999	1	2	1	4	2	1		2	1		1		15
\$ 200,000 - 249,999	7	3	3	4	4	5	6	2	2	7	2		45
\$ 250,000 - 299,999	2	5	4	5	6	9	3	7	3	2	2		48
\$ 300,000 - 349,999	4	3	4	8	4	1	2	5	6	5	4		46
\$ 350,000 - 399,999		2		4			1		1	1			9
\$ 400,000 - 499,999	1			1	1		2			2			7
\$ 500,000 - 599,999				1	1								2
\$ 600,000 - 699,999													
\$ 700,000 - 799,999													
\$ 800,000 - 899,999									1				1
\$ 900,000 - 999,999													
\$ 1,000,000 - and over													
Total	18	22	16	35	26	24	22	26	24	26	14		253

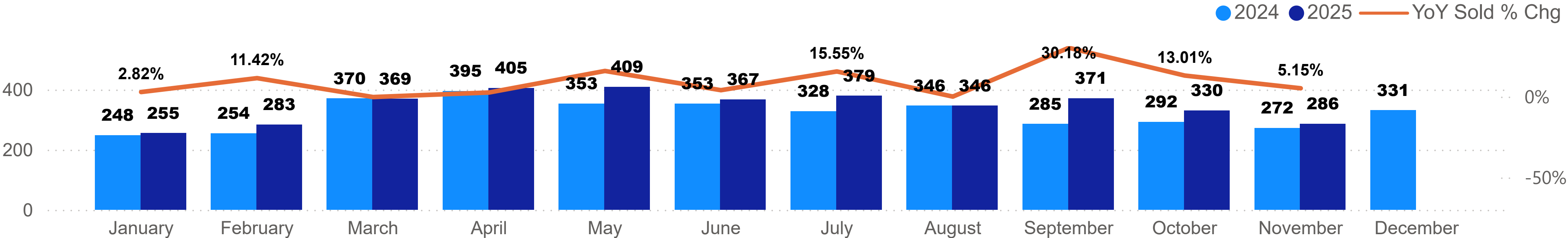




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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	1				4
\$ 50,000 - 59,999				1		1	1		1	1			5
\$ 60,000 - 69,999	2		2	2	1		1	1		1			10
\$ 70,000 - 79,999	1	3	3	1		1	2	1		1	3		16
\$ 80,000 - 89,999	2	1		1	2	3				2	1		12
\$ 90,000 - 99,999	1	1		1	2	2	2	5	8	3	2		27
\$ 100,000 - 119,999	2	3	2	6	4	2	7	3	5	9	4		47
\$ 120,000 - 139,999	4	7	5	10	12	11	7	6	9	6	3		80
\$ 140,000 - 159,999	5	6	11	9	8	12	12	13	10	6	6		98
\$ 160,000 - 179,999	6	7	10	5	11	11	10	7	12	9	5		93
\$ 180,000 - 199,999	10	8	15	14	13	10	8	9	13	12	9		121
\$ 200,000 - 249,999	33	39	51	34	43	34	27	36	33	42	36		408
\$ 250,000 - 299,999	34	42	59	64	78	90	68	69	66	48	60		678
\$ 300,000 - 349,999	50	56	78	91	87	65	91	57	59	64	55		753
\$ 350,000 - 399,999	42	44	49	66	54	47	62	53	54	44	34		549
\$ 400,000 - 499,999	35	36	37	53	37	39	42	40	57	44	37		457
\$ 500,000 - 599,999	9	11	22	19	22	15	18	22	25	23	16		202
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13	5	6	7		93
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4	2	2	3		55
\$ 800,000 - 899,999	4	5		4	4	2	2		7	4	3		35
\$ 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	4	3	2		44
Total	255	283	369	405	409	367	379	346	371	330	286		3800



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	4	2	3		35
2	46	50	59	62	58	70	59	57	65	62	40		628
3	130	132	177	193	204	185	185	168	167	143	134		1818
4	63	86	110	122	129	97	127	101	117	106	101		1159
5	12	13	15	17	14	11	5	12	17	15	6		137
6+	2			3	3	2	2	6	1	2	2		23
Total	255	283	369	405	409	367	379	346	371	330	286		3800

Sales by Bathroom Count

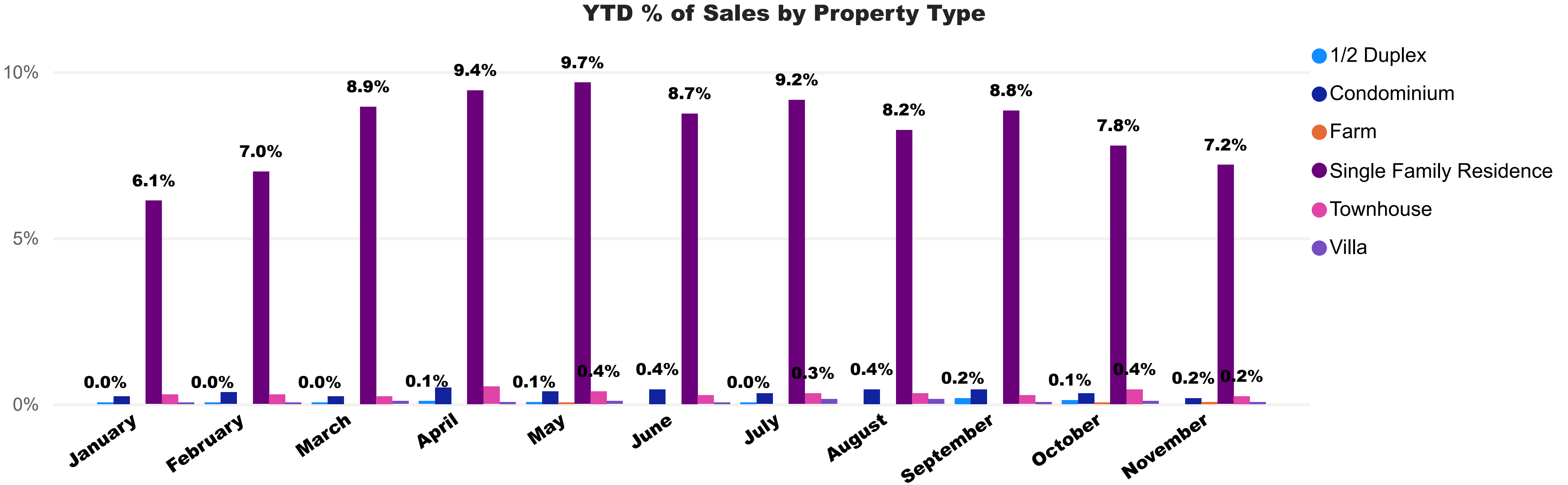
Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	16	26	39	21	18	34	17	21	39	29	21		281
2	178	185	237	268	289	259	262	239	223	200	187		2527
3	51	58	83	98	80	54	89	72	87	82	62		816
4	9	8	6	15	16	15	7	9	17	12	14		128
5		4	3	3	3	5	4	2	1	5	1		31
6+	1	2	1		3			3	4	2	1		17
Total	255	283	369	405	409	367	379	346	371	330	286		3800



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		6	4			19
Condominium	8	12	8	17	13	15	11	15	15	11	6		131
Farm					1					1	2		4
Single Family Residence	210	240	307	324	332	300	314	283	303	267	247		3127
Townhouse	10	10	8	18	13	9	11	11	9	15	8		122
Villa	1	1	3	2	3	1	5	5	2	3	2		28
Total	230	264	327	364	364	325	342	314	335	301	265		3431





Lakeland REALTORS®

Multiple Listing One Month Sales and Inventory Report - November - 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							
\$ 70,000 - 79,999	2	1%	82,000	72,500	88%	57	1
\$ 80,000 - 89,999	1	0%	87,500	87,500	100%	9	2
\$ 90,000 - 99,999	1	0%	107,000	95,000	89%	28	3
\$ 100,000 - 119,999	2	1%	114,500	101,500	89%	4	13
\$ 120,000 - 139,999	1	0%	125,000	120,500	96%	0	18
\$ 140,000 - 159,999	2	1%	154,500	152,500	99%	32	26
\$ 160,000 - 179,999	3	1%	169,633	164,333	97%	16	25
\$ 180,000 - 199,999	8	3%	217,350	186,063	86%	63	27
\$ 200,000 - 249,999	34	13%	226,907	222,791	98%	62	137
\$ 250,000 - 299,999	55	21%	281,140	276,816	98%	90	244
\$ 300,000 - 349,999	54	21%	334,476	325,753	97%	98	254
\$ 350,000 - 399,999	34	13%	383,757	378,389	99%	80	232
\$ 400,000 - 499,999	37	14%	458,069	448,394	98%	66	207
\$ 500,000 - 599,999	16	6%	558,712	540,390	97%	78	102
\$ 600,000 - 699,999	7	3%	655,257	639,429	98%	49	59
\$ 700,000 - 799,999	2	1%	774,900	748,500	97%	12	38
\$ 800,000 - 899,999	3	1%	959,600	808,333	84%	121	33
\$ 900,000 - 999,999							19
\$ 1,000,000 - and over	1	0%	2,250,000	2,100,000	93%	58	49
Total	263	100%	360,112	349,536	97%	77	1489

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	4	0.11%	57,450	46,475	81%	66	
\$ 50,000 - 59,999	5	0.13%	68,560	53,900	79%	76	
\$ 60,000 - 69,999	10	0.26%	73,310	63,740	87%	55	
\$ 70,000 - 79,999	16	0.42%	86,631	73,281	85%	67	1
\$ 80,000 - 89,999	12	0.32%	101,691	84,146	83%	43	2
\$ 90,000 - 99,999	27	0.71%	110,533	93,759	85%	78	3
\$ 100,000 - 119,999	47	1.24%	120,330	107,349	89%	100	13
\$ 120,000 - 139,999	80	2.11%	138,518	128,936	93%	74	18
\$ 140,000 - 159,999	98	2.58%	158,905	148,642	94%	80	26
\$ 160,000 - 179,999	93	2.45%	172,850	167,423	97%	64	25
\$ 180,000 - 199,999	121	3.18%	196,217	188,639	96%	61	27
\$ 200,000 - 249,999	408	10.74%	234,721	226,964	97%	62	137
\$ 250,000 - 299,999	678	17.84%	280,823	276,533	98%	68	244
\$ 300,000 - 349,999	753	19.82%	330,715	324,722	98%	79	254
\$ 350,000 - 399,999	549	14.45%	379,543	373,437	98%	70	232
\$ 400,000 - 499,999	457	12.03%	452,742	443,137	98%	82	207
\$ 500,000 - 599,999	202	5.32%	557,952	543,564	97%	73	102
\$ 600,000 - 699,999	93	2.45%	665,607	646,403	97%	59	59
\$ 700,000 - 799,999	55	1.45%	777,107	745,975	96%	68	38
\$ 800,000 - 899,999	35	0.92%	876,625	835,640	95%	66	33
\$ 900,000 - 999,999	13	0.34%	989,961	948,385	96%	81	19
\$ 1,000,000 - and over	44	1.16%	1,747,743	1,602,875	92%	69	49
Total	3800	100.00%	359,813	349,819	97%	72	1489

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.

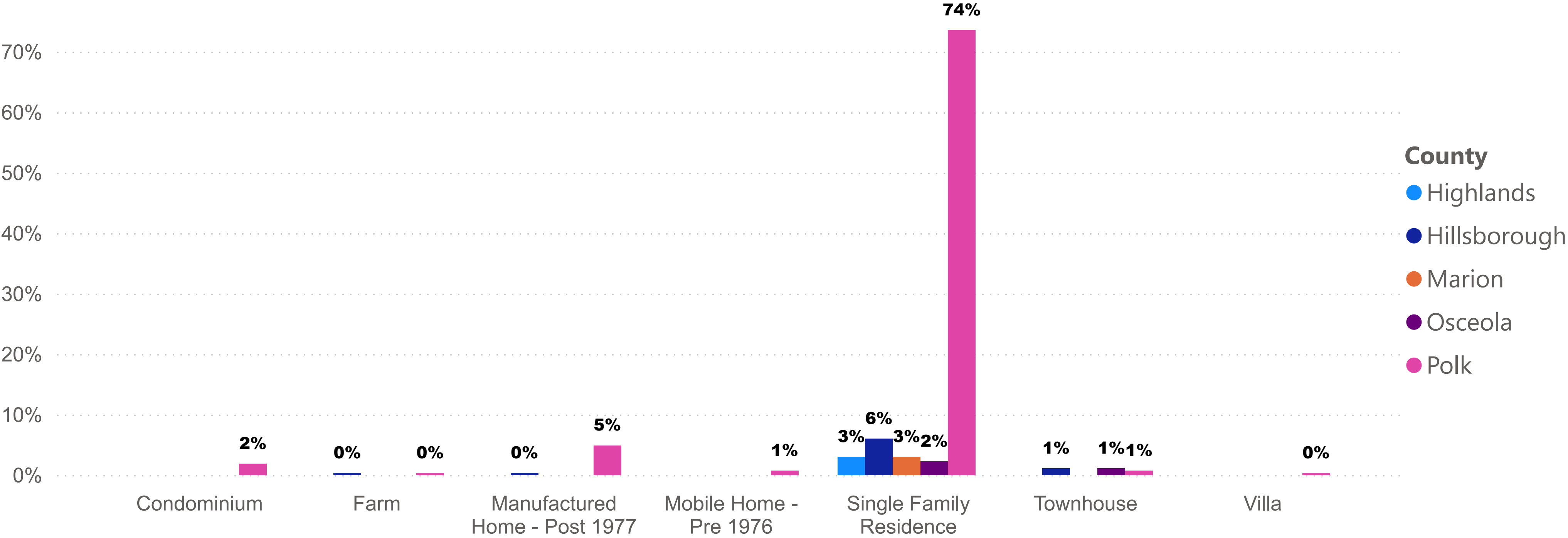
**Four Year Sales and
Inventory History 2021 -
2025. Compiled from
Monthly Sales and
Inventory Reports**

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
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	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	367,479	98%	41	662	2.08
08/31/2023	319	358,975	352,854	98%	36	700	2.19
09/30/2023	282	383,711	374,425	98%	34	754	2.67
10/31/2023	248	363,187	356,737	98%	39	843	3.40
11/30/2023	254	365,881	358,801	98%	37	872	3.43
12/31/2023	279	370,171	363,603	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	1004	4.42
03/31/2024	333	413,056	402,198	97%	56	940	2.82
04/30/2024	368	382,108	375,186	98%	53	1048	2.85
05/31/2024	324	376,334	368,827	98%	53	1146	3.54
06/30/2024	318	377,588	372,260	99%	57	1203	3.78
07/31/2024	300	363,555	355,528	98%	55	1296	4.32
08/31/2024	318	387,557	378,339	98%	50	1347	4.24
09/30/2024	256	385,194	373,107	97%	54	1405	5.49
10/31/2024	274	371,382	362,142	98%	60	1385	5.05
11/30/2024	252	358,239	348,695	97%	67	1430	5.67
12/31/2024	312	385,347	373,046	97%	74	1374	4.40
01/31/2025	230	370,619	360,962	97%	87	1471	6.40
02/28/2025	264	368,467	359,458	98%	86	1502	5.69
03/31/2025	327	371,586	360,024	97%	85	1461	4.47
04/30/2025	364	396,069	383,480	97%	83	1439	3.95
05/31/2025	364	382,250	373,054	98%	84	1467	4.03
06/30/2025	325	366,649	357,696	98%	78	1508	4.64
07/31/2025	342	376,149	365,358	97%	87	1525	4.46
08/31/2025	314	395,218	381,945	97%	74	1500	4.78
09/30/2025	335	372,172	363,771	98%	72	1558	4.65
10/31/2025	301	368,947	361,262	98%	85	1603	5.33
11/30/2025	265	365,621	354,698	97%	87	1489	5.62

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
Condominium					2%	2%
Farm		0%			0%	1%
Manufactured Home - Post 1977		0%			5%	5%
Mobile Home - Pre 1976					1%	1%
Single Family Residence	3%	6%	3%	2%	74%	88%
Townhouse		1%		1%	1%	3%
Villa					0%	0%
Total	3%	8%	3%	3%	83%	100%



Board/Association: State Month Year
▲
Lakeland FL November 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	1		1	2
\$ 80,000 - 89,999				
\$ 90,000 - 99,999				
\$ 100,000 - 119,999		1		1
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999		1		1
\$ 160,000 - 179,999	1		1	2
\$ 180,000 - 199,999	4	2	1	7
\$ 200,000 - 249,999	6	23	3	32
\$ 250,000 - 299,999	7	38	8	53
\$ 300,000 - 349,999	4	21	25	50
\$ 350,000 - 399,999		12	22	34
\$ 400,000 - 499,999	3	10	24	37
\$ 500,000 - 599,999		7	9	16
\$ 600,000 - 699,999		2	5	7
\$ 700,000 - 799,999		1	1	2
\$ 800,000 - 899,999		1	2	3
\$ 900,000 - 999,999				
\$ 1,000,000 - and over			1	1
Total	27	119	103	249

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	1			1
\$ 90,000 - 99,999	1			1
\$ 100,000 - 119,999	1			1
\$ 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		2
\$ 250,000 - 299,999		2		2
\$ 300,000 - 349,999		4		4
\$ 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	6	8		14

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	4	
\$ 90,000 - 99,999	1	1
\$ 100,000 - 119,999	2	9
\$ 120,000 - 139,999	7	12
\$ 140,000 - 159,999	10	12
\$ 160,000 - 179,999	10	15
\$ 180,000 - 199,999	13	9
\$ 200,000 - 249,999	89	29
\$ 250,000 - 299,999	201	18
\$ 300,000 - 349,999	226	11
\$ 350,000 - 399,999	215	4
\$ 400,000 - 499,999	201	4
\$ 500,000 - 599,999	95	2
\$ 600,000 - 699,999	46	
\$ 700,000 - 799,999	36	
\$ 800,000 - 899,999	31	1
\$ 900,000 - 999,999	17	1
\$ 1,000,000 - and over	42	5
Total	1246	134

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		2
\$ 100,000 - 119,999	2	1
\$ 120,000 - 139,999	2	3
\$ 140,000 - 159,999	5	3
\$ 160,000 - 179,999	9	3
\$ 180,000 - 199,999	11	1
\$ 200,000 - 249,999	56	7
\$ 250,000 - 299,999	85	3
\$ 300,000 - 349,999	78	18
\$ 350,000 - 399,999	78	1
\$ 400,000 - 499,999	61	
\$ 500,000 - 599,999	29	
\$ 600,000 - 699,999	16	
\$ 700,000 - 799,999	9	
\$ 800,000 - 899,999	4	
\$ 900,000 - 999,999	1	
\$ 1,000,000 - and over	7	
Total	453	42

Time On Market Sort	M-SF	M-Condo
0 - 30	113	9
31-60	45	3
61-90	21	
91-120	16	1
121-over	54	1
Total	249	14

