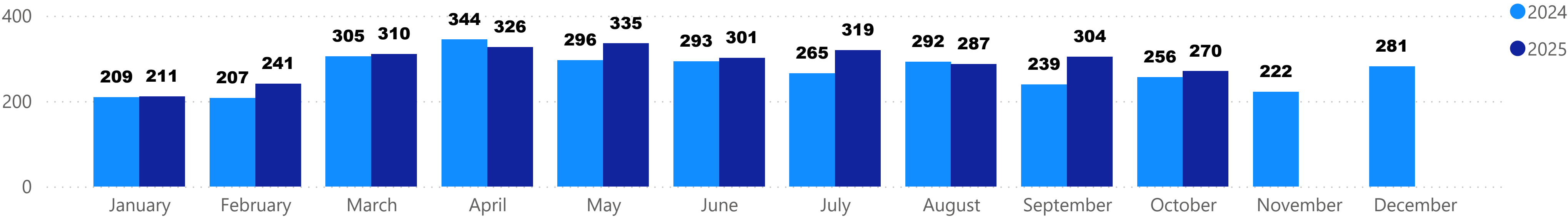




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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			3
\$ 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			12
\$ 120,000 - 139,999	1	2	1	3	5	4	2	2	2	1			23
\$ 140,000 - 159,999	3	1	7	3	2	3	3	4	3	2			31
\$ 160,000 - 179,999	4	4	6		5	6	5	2	5	4			41
\$ 180,000 - 199,999	5	6	7	7	5	6	7	5	8	9			65
\$ 200,000 - 249,999	19	32	36	20	28	27	18	27	26	28			261
\$ 250,000 - 299,999	30	36	48	52	64	73	61	57	54	44			519
\$ 300,000 - 349,999	43	52	71	82	82	57	84	51	51	57			630
\$ 350,000 - 399,999	42	41	48	60	52	45	57	52	53	41			491
\$ 400,000 - 499,999	33	36	37	51	36	38	40	39	55	41			406
\$ 500,000 - 599,999	9	11	22	18	20	15	18	22	25	23			183
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13	5	6			86
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4	2	2			52
\$ 800,000 - 899,999	4	5		4	4	2	2		6	4			31
\$ 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			42
Total	211	241	310	326	335	301	319	287	304	270			2904

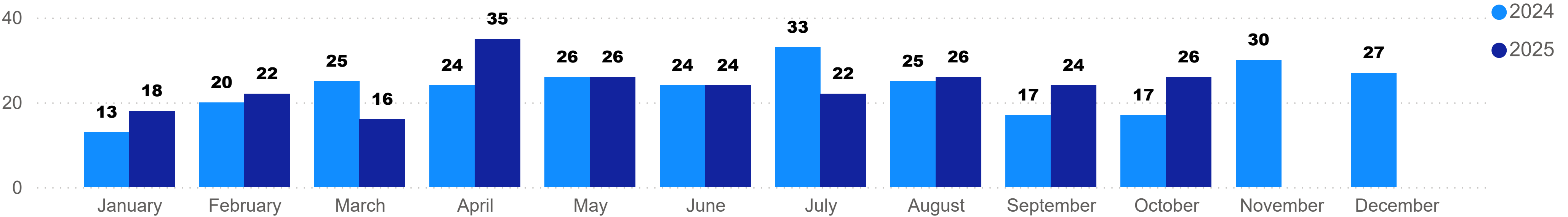




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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	1	1			4
\$ 100,000 - 119,999			1	3			1	2	2	4			13
\$ 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				23
\$ 160,000 - 179,999	2	2	1	1	1	1	1			2			11
\$ 180,000 - 199,999	1	2	1	4	2	1		2	1				14
\$ 200,000 - 249,999	7	3	3	4	4	5	6	2	2	7			43
\$ 250,000 - 299,999	2	5	4	5	6	9	3	7	3	2			46
\$ 300,000 - 349,999	4	3	4	8	4	1	2	5	6	5			42
\$ 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			239

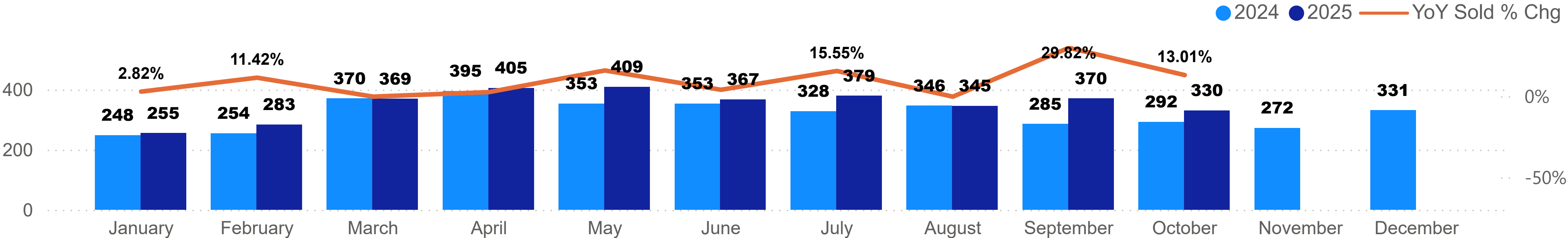




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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			13
\$ 80,000 - 89,999	2	1		1	2	3				2			11
\$ 90,000 - 99,999	1	1		1	2	2	2	5	8	3			25
\$ 100,000 - 119,999	2	3	2	6	4	2	7	3	5	9			43
\$ 120,000 - 139,999	4	7	5	10	12	11	7	6	9	6			77
\$ 140,000 - 159,999	5	6	11	9	8	12	12	13	10	6			92
\$ 160,000 - 179,999	6	7	10	5	11	11	10	7	12	9			88
\$ 180,000 - 199,999	10	8	15	14	13	10	8	9	13	12			112
\$ 200,000 - 249,999	33	39	51	34	43	34	27	35	33	42			371
\$ 250,000 - 299,999	34	42	59	64	78	90	68	69	66	48			618
\$ 300,000 - 349,999	50	56	78	91	87	65	91	57	58	64			697
\$ 350,000 - 399,999	42	44	49	66	54	47	62	53	54	44			515
\$ 400,000 - 499,999	35	36	37	53	37	39	42	40	57	44			420
\$ 500,000 - 599,999	9	11	22	19	22	15	18	22	25	23			186
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13	5	6			86
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4	2	2			52
\$ 800,000 - 899,999	4	5		4	4	2	2		7	4			32
\$ 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			42
Total	255	283	369	405	409	367	379	345	370	330			3512



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			32
2	46	50	59	62	58	70	59	57	65	62			588
3	130	132	177	193	204	185	185	168	166	143			1683
4	63	86	110	122	129	97	127	100	117	106			1057
5	12	13	15	17	14	11	5	12	17	15			131
6+	2			3	3	2	2	6	1	2			21
Total	255	283	369	405	409	367	379	345	370	330			3512

Sales by Bathroom Count

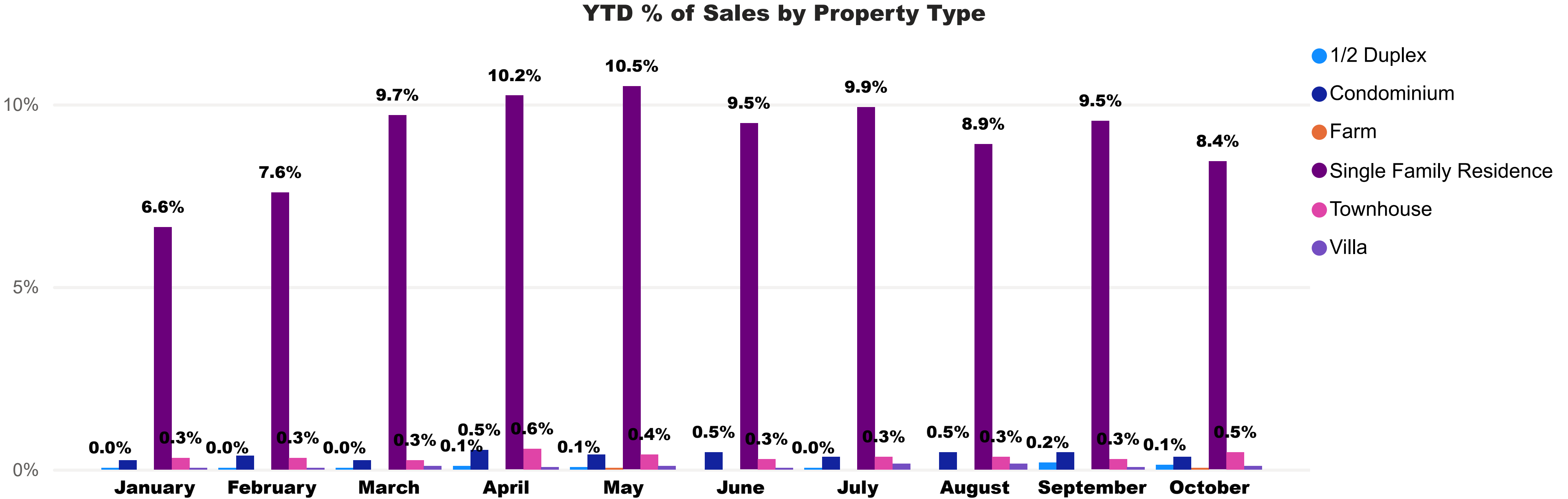
Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	16	26	39	21	18	34	17	21	39	29			260
2	178	185	237	268	289	259	262	239	222	200			2339
3	51	58	83	98	80	54	89	71	87	82			753
4	9	8	6	15	16	15	7	9	17	12			114
5		4	3	3	3	5	4	2	1	5			30
6+	1	2	1		3			3	4	2			16
Total	255	283	369	405	409	367	379	345	370	330			3512



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			125
Farm					1					1			2
Single Family Residence	210	240	307	324	332	300	314	282	302	267			2878
Townhouse	10	10	8	18	13	9	11	11	9	15			114
Villa	1	1	3	2	3	1	5	5	2	3			26
Total	230	264	327	364	364	325	342	313	334	301			3164



Multiple Listing One Month Sales and Inventory Report - October - 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	1	0%	70,000	70,000	100%	10	1
\$ 80,000 - 89,999	1	0%	120,000	83,750	70%	6	
\$ 90,000 - 99,999	2	1%	113,000	90,000	80%	74	3
\$ 100,000 - 119,999	6	2%	112,567	108,000	96%	138	8
\$ 120,000 - 139,999	3	1%	120,333	128,667	107%	95	14
\$ 140,000 - 159,999	2	1%	150,000	145,000	97%	278	28
\$ 160,000 - 179,999	7	2%	167,100	164,700	99%	53	21
\$ 180,000 - 199,999	9	3%	188,538	186,667	99%	42	24
\$ 200,000 - 249,999	37	12%	235,527	228,930	97%	56	133
\$ 250,000 - 299,999	46	15%	279,116	276,245	99%	77	227
\$ 300,000 - 349,999	62	21%	331,512	326,748	99%	85	247
\$ 350,000 - 399,999	43	14%	380,215	375,730	99%	63	226
\$ 400,000 - 499,999	43	14%	452,343	440,091	97%	88	208
\$ 500,000 - 599,999	23	8%	554,951	538,352	97%	66	111
\$ 600,000 - 699,999	6	2%	671,367	657,067	98%	53	55
\$ 700,000 - 799,999	2	1%	782,450	754,238	96%	13	39
\$ 800,000 - 899,999	4	1%	869,925	858,750	99%	46	35
\$ 900,000 - 999,999							11
\$ 1,000,000 - and over	3	1%	2,030,000	1,991,667	98%	77	44
Total	300	100%	368,177	360,833	98%	74	1435

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	0.14%	68,560	53,900	79%	76	
\$ 60,000 - 69,999	10	0.28%	73,310	63,740	87%	55	
\$ 70,000 - 79,999	13	0.37%	87,092	73,269	84%	73	1
\$ 80,000 - 89,999	11	0.31%	102,981	83,841	81%	46	
\$ 90,000 - 99,999	25	0.71%	110,696	93,660	85%	74	3
\$ 100,000 - 119,999	43	1.22%	120,733	107,963	89%	108	8
\$ 120,000 - 139,999	77	2.19%	138,122	128,953	93%	76	14
\$ 140,000 - 159,999	92	2.62%	158,140	148,628	94%	79	28
\$ 160,000 - 179,999	88	2.51%	172,799	167,350	97%	66	21
\$ 180,000 - 199,999	112	3.19%	194,675	188,855	97%	61	24
\$ 200,000 - 249,999	371	10.56%	235,079	227,269	97%	63	133
\$ 250,000 - 299,999	618	17.60%	280,933	276,579	98%	66	227
\$ 300,000 - 349,999	697	19.85%	330,485	324,698	98%	77	247
\$ 350,000 - 399,999	515	14.66%	379,265	373,110	98%	70	226
\$ 400,000 - 499,999	420	11.96%	452,273	442,674	98%	83	208
\$ 500,000 - 599,999	186	5.30%	557,887	543,837	97%	73	111
\$ 600,000 - 699,999	86	2.45%	666,450	646,971	97%	60	55
\$ 700,000 - 799,999	52	1.48%	776,848	746,762	96%	70	39
\$ 800,000 - 899,999	32	0.91%	868,847	838,200	96%	61	35
\$ 900,000 - 999,999	13	0.37%	989,961	948,385	96%	81	11
\$ 1,000,000 - and over	42	1.20%	1,744,421	1,596,654	92%	68	44
Total	3512	100.00%	360,363	350,484	97%	72	1435

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.

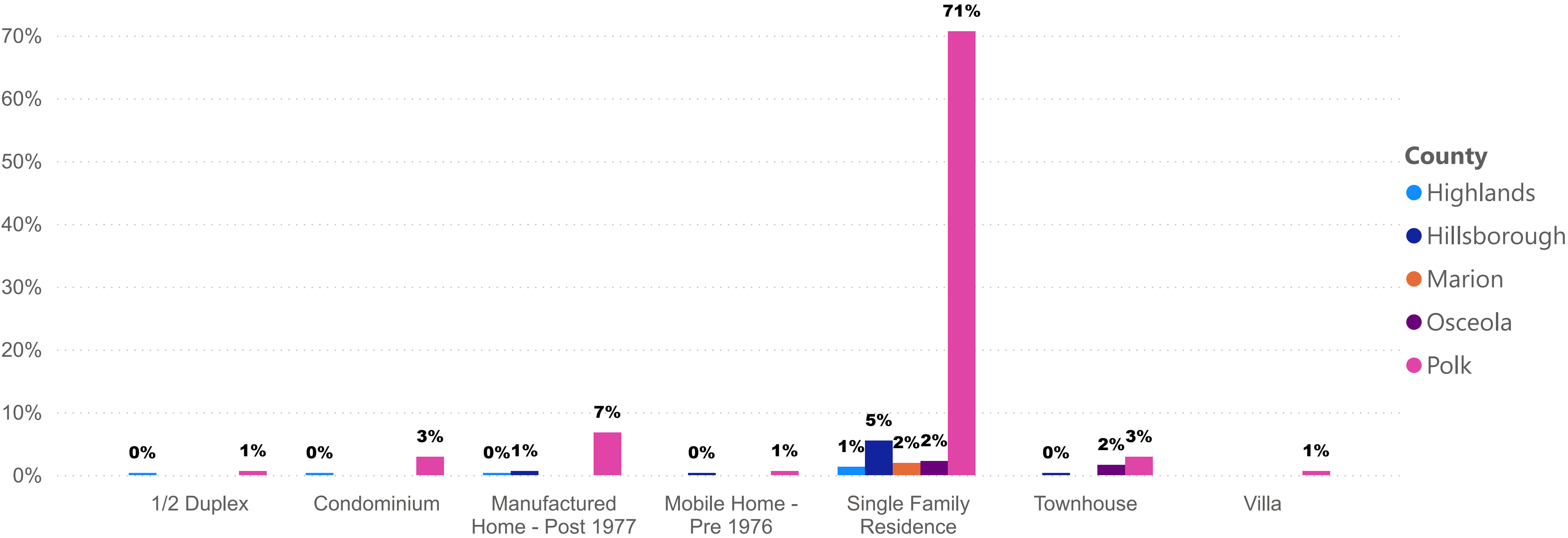
**Four Year Sales and
Inventory History 2021 -
2025. Compiled from
Monthly Sales and
Inventory Reports**

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
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	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	659	1.93
07/31/2023	318	374,960	367,479	98%	41	661	2.08
08/31/2023	319	358,975	352,854	98%	36	699	2.19
09/30/2023	282	383,711	374,425	98%	34	753	2.67
10/31/2023	248	363,187	356,737	98%	39	842	3.40
11/30/2023	254	365,881	358,801	98%	37	871	3.43
12/31/2023	279	370,171	363,603	98%	51	845	3.03
01/31/2024	223	377,097	366,105	97%	47	921	4.13
02/29/2024	227	369,233	358,455	97%	56	1001	4.41
03/31/2024	333	413,056	402,198	97%	56	936	2.81
04/30/2024	368	382,108	375,186	98%	53	1044	2.84
05/31/2024	324	376,334	368,827	98%	53	1141	3.52
06/30/2024	318	377,588	372,260	99%	57	1197	3.76
07/31/2024	300	363,555	355,528	98%	55	1289	4.30
08/31/2024	318	387,557	378,339	98%	50	1341	4.22
09/30/2024	256	385,194	373,107	97%	54	1398	5.46
10/31/2024	274	371,382	362,142	98%	60	1377	5.03
11/30/2024	252	358,239	348,695	97%	67	1422	5.64
12/31/2024	312	385,347	373,046	97%	74	1361	4.36
01/31/2025	230	370,619	360,962	97%	87	1453	6.32
02/28/2025	264	368,467	359,458	98%	86	1479	5.60
03/31/2025	327	371,586	360,024	97%	85	1438	4.40
04/30/2025	364	396,069	383,480	97%	83	1407	3.87
05/31/2025	364	382,250	373,054	98%	84	1427	3.92
06/30/2025	325	366,649	357,696	98%	78	1458	4.49
07/31/2025	342	376,149	365,358	97%	87	1456	4.26
08/31/2025	313	395,293	382,367	97%	74	1401	4.48
09/30/2025	334	372,329	363,932	98%	72	1431	4.28
10/31/2025	301	368,947	361,262	98%	85	1435	4.77

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	0%				1%	1%
Condominium	0%				3%	3%
Manufactured Home - Post 1977	0%	1%			7%	8%
Mobile Home - Pre 1976		0%			1%	1%
Single Family Residence	1%	5%	2%	2%	71%	82%
Townhouse		0%		2%	3%	5%
Villa					1%	1%
Total	2%	7%	2%	4%	85%	100%



Single-Family Units Number of Bedrooms					Condominium / Cooperative Units Number of Bedrooms					Active Listings (Unsold Homes)			Sales Pending (Under Contract)		
Price Range ▲	2 or Less	3	4 or More	Total	Price Range	2 or Less	3	4 or More	Total	Price Range ▲	M-SF	M-Condo	Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999					\$ 1 - 49,999					\$ 1 - 49,999			\$ 1 - 49,999		
\$ 50,000 - 59,999					\$ 50,000 - 59,999					\$ 50,000 - 59,999			\$ 50,000 - 59,999		
\$ 60,000 - 69,999					\$ 60,000 - 69,999					\$ 60,000 - 69,999			\$ 60,000 - 69,999		
\$ 70,000 - 79,999	1			1	\$ 70,000 - 79,999					\$ 70,000 - 79,999		1	\$ 70,000 - 79,999		
\$ 80,000 - 89,999	1			1	\$ 80,000 - 89,999					\$ 80,000 - 89,999	1		\$ 80,000 - 89,999	1	
\$ 90,000 - 99,999		1		1	\$ 90,000 - 99,999	1			1	\$ 90,000 - 99,999	3	2	\$ 90,000 - 99,999		
\$ 100,000 - 119,999	1	1		2	\$ 100,000 - 119,999	4			4	\$ 100,000 - 119,999	1	6	\$ 100,000 - 119,999	2	1
\$ 120,000 - 139,999	1			1	\$ 120,000 - 139,999	2			2	\$ 120,000 - 139,999	4	11	\$ 120,000 - 139,999	3	1
\$ 140,000 - 159,999		2		2	\$ 140,000 - 159,999					\$ 140,000 - 159,999	10	13	\$ 140,000 - 159,999	3	2
\$ 160,000 - 179,999	3	1		4	\$ 160,000 - 179,999	2			2	\$ 160,000 - 179,999	4	16	\$ 160,000 - 179,999	7	1
\$ 180,000 - 199,999	5	3	1	9	\$ 180,000 - 199,999					\$ 180,000 - 199,999	12	11	\$ 180,000 - 199,999	14	2
\$ 200,000 - 249,999	11	16	1	28	\$ 200,000 - 249,999	2	5		7	\$ 200,000 - 249,999	91	26	\$ 200,000 - 249,999	54	6
\$ 250,000 - 299,999	6	33	5	44	\$ 250,000 - 299,999	1	1		2	\$ 250,000 - 299,999	199	15	\$ 250,000 - 299,999	77	4
\$ 300,000 - 349,999	4	28	25	57	\$ 300,000 - 349,999		5		5	\$ 300,000 - 349,999	215	19	\$ 300,000 - 349,999	84	17
\$ 350,000 - 399,999	1	16	24	41	\$ 350,000 - 399,999			1	1	\$ 350,000 - 399,999	201	5	\$ 350,000 - 399,999	75	1
\$ 400,000 - 499,999	2	7	32	41	\$ 400,000 - 499,999			2	2	\$ 400,000 - 499,999	199	3	\$ 400,000 - 499,999	66	
\$ 500,000 - 599,999		7	16	23	\$ 500,000 - 599,999					\$ 500,000 - 599,999	109	2	\$ 500,000 - 599,999	16	
\$ 600,000 - 699,999		3	3	6	\$ 600,000 - 699,999					\$ 600,000 - 699,999	50	1	\$ 600,000 - 699,999	12	
\$ 700,000 - 799,999			2	2	\$ 700,000 - 799,999					\$ 700,000 - 799,999	37		\$ 700,000 - 799,999	5	
\$ 800,000 - 899,999			4	4	\$ 800,000 - 899,999					\$ 800,000 - 899,999	31	1	\$ 800,000 - 899,999	7	
\$ 900,000 - 999,999					\$ 900,000 - 999,999					\$ 900,000 - 999,999	9	1	\$ 900,000 - 999,999	2	
\$ 1,000,000 - and over			3	3	\$ 1,000,000 - and over					\$ 1,000,000 - and over	38	4	\$ 1,000,000 - and over	2	
Total	36	118	116	270	Total	12	11	3	26	Total	1214	137	Total	430	35

Time On Market Sort	M-SF	M-Condo
0 - 30	125	11
31-60	46	3
61-90	27	2
91-120	20	2
121-over	52	8
Total	270	26