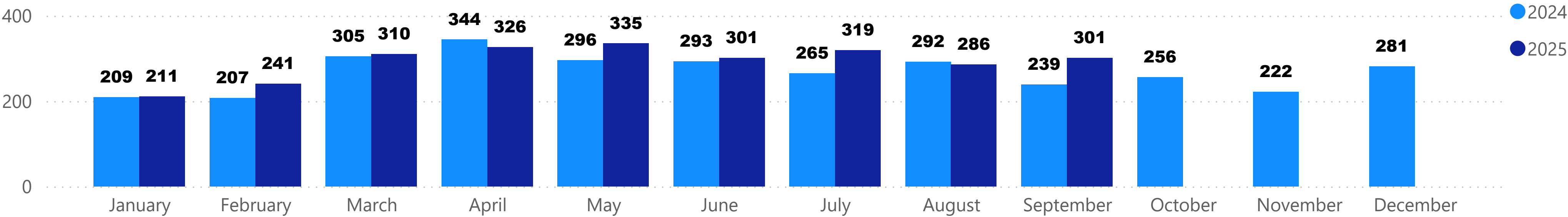




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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	2				5
\$ 100,000 - 119,999		1		1	2	1	2		3				10
\$ 120,000 - 139,999	1	2	1	3	5	4	2	2	2				22
\$ 140,000 - 159,999	3	1	7	3	2	3	3	4	3				29
\$ 160,000 - 179,999	4	4	6		5	6	5	2	5				37
\$ 180,000 - 199,999	5	6	7	7	5	6	7	5	8				56
\$ 200,000 - 249,999	19	32	36	20	28	27	18	27	26				233
\$ 250,000 - 299,999	30	36	48	52	64	73	61	57	53				474
\$ 300,000 - 349,999	43	52	71	82	82	57	84	51	50				572
\$ 350,000 - 399,999	42	41	48	60	52	45	57	51	52				448
\$ 400,000 - 499,999	33	36	37	51	36	38	40	39	55				365
\$ 500,000 - 599,999	9	11	22	18	20	15	18	22	25				160
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13	5				80
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4	2				50
\$ 800,000 - 899,999	4	5		4	4	2	2		6				27
\$ 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				39
Total	211	241	310	326	335	301	319	286	301				2630

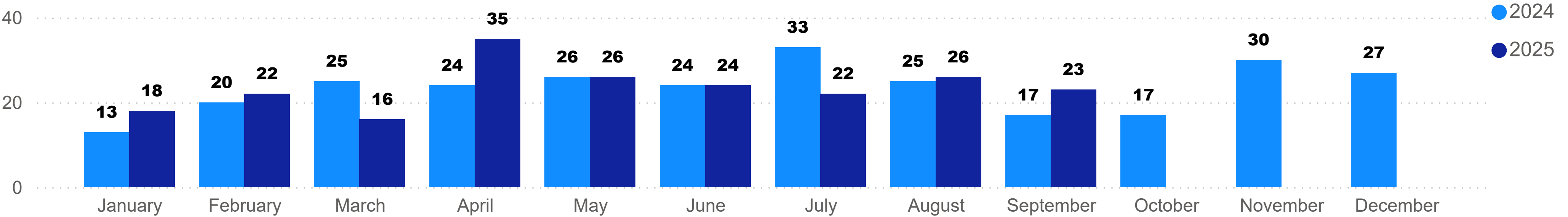




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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				3
\$ 100,000 - 119,999			1	3			1	2	2				9
\$ 120,000 - 139,999		3	1	2	5	3	3	2	2				21
\$ 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						9
\$ 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				36
\$ 250,000 - 299,999	2	5	4	5	6	9	3	7	3				44
\$ 300,000 - 349,999	4	3	4	8	4	1	2	5	6				37
\$ 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									1				1
\$ 900,000 - 999,999													
\$ 1,000,000 - and over													
Total	18	22	16	35	26	24	22	26	23				212

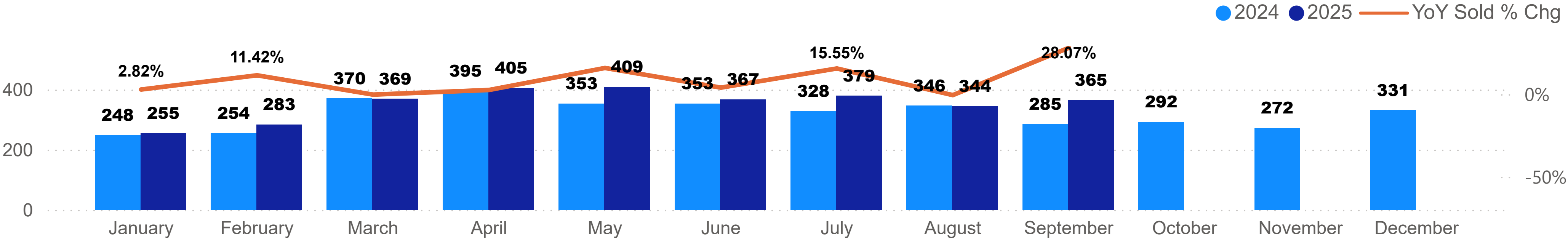




Lakeland REALTORS®
Monthly Sales Trend Indicator 2025

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				4
\$ 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	8				22
\$ 100,000 - 119,999	2	3	2	6	4	2	7	3	5				34
\$ 120,000 - 139,999	4	7	5	10	12	11	7	6	9				71
\$ 140,000 - 159,999	5	6	11	9	8	12	12	13	10				86
\$ 160,000 - 179,999	6	7	10	5	11	11	10	7	11				78
\$ 180,000 - 199,999	10	8	15	14	13	10	8	9	13				100
\$ 200,000 - 249,999	33	39	51	34	43	34	27	35	33				329
\$ 250,000 - 299,999	34	42	59	64	78	90	68	69	65				569
\$ 300,000 - 349,999	50	56	78	91	87	65	91	57	57				632
\$ 350,000 - 399,999	42	44	49	66	54	47	62	52	52				468
\$ 400,000 - 499,999	35	36	37	53	37	39	42	40	57				376
\$ 500,000 - 599,999	9	11	22	19	22	15	18	22	25				163
\$ 600,000 - 699,999	8	7	9	6	15	7	10	13	5				80
\$ 700,000 - 799,999	6	2	11	8	8	6	3	4	2				50
\$ 800,000 - 899,999	4	5		4	4	2	2		7				28
\$ 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				39
Total	255	283	369	405	409	367	379	344	365				3176



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				30
2	46	50	59	62	58	70	59	57	64				525
3	130	132	177	193	204	185	185	167	162				1535
4	63	86	110	122	129	97	127	100	117				951
5	12	13	15	17	14	11	5	12	17				116
6+	2			3	3	2	2	6	1				19
Total	255	283	369	405	409	367	379	344	365				3176

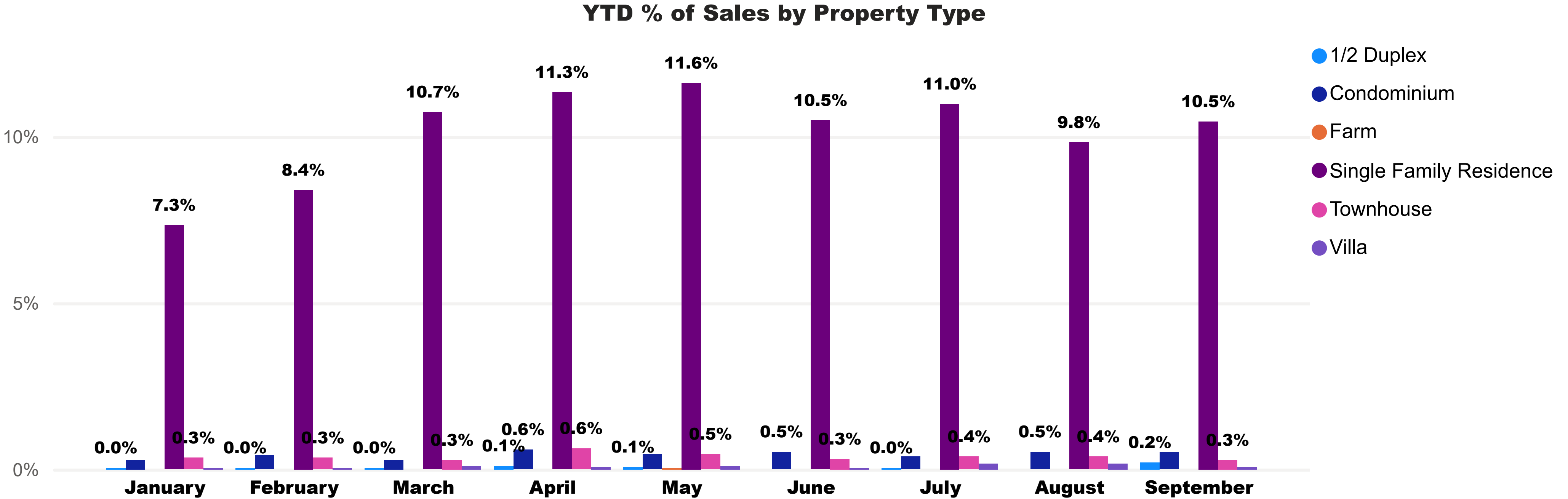
Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	16	26	39	21	18	34	17	21	38				230
2	178	185	237	268	289	259	262	238	219				2135
3	51	58	83	98	80	54	89	71	87				671
4	9	8	6	15	16	15	7	9	16				101
5		4	3	3	3	5	4	2	1				25
6+	1	2	1		3			3	4				14
Total	255	283	369	405	409	367	379	344	365				3176

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				15
Condominium	8	12	8	17	13	15	11	15	15				114
Farm					1								1
Single Family Residence	210	240	307	324	332	300	314	281	299				2607
Townhouse	10	10	8	18	13	9	11	11	8				98
Villa	1	1	3	2	3	1	5	5	2				23
Total	230	264	327	364	364	325	342	312	330				2858





Lakeland REALTORS®

Multiple Listing One Month Sales and Inventory Report - September - 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
\$ 80,000 - 89,999							1
\$ 90,000 - 99,999	3	1%	101,263	96,833	96%	95	1
\$ 100,000 - 119,999	5	2%	120,340	103,860	86%	80	6
\$ 120,000 - 139,999	4	1%	154,625	133,625	86%	40	14
\$ 140,000 - 159,999	9	3%	160,189	145,667	91%	95	22
\$ 160,000 - 179,999	6	2%	165,625	162,674	98%	65	18
\$ 180,000 - 199,999	9	3%	196,811	185,322	94%	33	27
\$ 200,000 - 249,999	31	9%	233,690	229,263	98%	74	128
\$ 250,000 - 299,999	56	17%	281,344	278,181	99%	58	221
\$ 300,000 - 349,999	56	17%	328,172	324,617	99%	56	223
\$ 350,000 - 399,999	52	16%	378,242	376,425	100%	53	204
\$ 400,000 - 499,999	56	17%	450,286	441,251	98%	70	214
\$ 500,000 - 599,999	25	8%	551,039	543,743	99%	73	102
\$ 600,000 - 699,999	5	2%	656,149	640,000	98%	48	59
\$ 700,000 - 799,999	2	1%	864,450	780,200	90%	36	33
\$ 800,000 - 899,999	7	2%	866,386	841,143	97%	71	31
\$ 900,000 - 999,999							11
\$ 1,000,000 - and over	4	1%	1,537,250	1,383,532	90%	64	34
Total	330	100%	372,703	364,313	98%	62	1350

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	0.13%	57,450	46,475	81%	66	
\$ 50,000 - 59,999	4	0.13%	67,475	53,500	79%	62	
\$ 60,000 - 69,999	9	0.28%	73,900	64,156	87%	46	
\$ 70,000 - 79,999	12	0.38%	88,517	73,542	83%	78	1
\$ 80,000 - 89,999	9	0.28%	100,310	84,056	84%	56	1
\$ 90,000 - 99,999	22	0.69%	111,427	94,159	85%	78	1
\$ 100,000 - 119,999	34	1.07%	121,062	107,715	89%	108	6
\$ 120,000 - 139,999	71	2.24%	139,049	128,910	93%	72	14
\$ 140,000 - 159,999	86	2.71%	158,244	148,591	94%	76	22
\$ 160,000 - 179,999	78	2.46%	173,251	167,627	97%	69	18
\$ 180,000 - 199,999	100	3.15%	195,379	189,078	97%	60	27
\$ 200,000 - 249,999	329	10.36%	235,186	227,105	97%	63	128
\$ 250,000 - 299,999	569	17.92%	281,046	276,596	98%	65	221
\$ 300,000 - 349,999	632	19.90%	330,434	324,537	98%	77	223
\$ 350,000 - 399,999	468	14.74%	379,174	372,892	98%	71	204
\$ 400,000 - 499,999	376	11.84%	451,872	442,843	98%	82	214
\$ 500,000 - 599,999	163	5.13%	558,301	544,611	98%	74	102
\$ 600,000 - 699,999	80	2.52%	666,081	646,214	97%	61	59
\$ 700,000 - 799,999	50	1.57%	776,624	746,463	96%	72	33
\$ 800,000 - 899,999	28	0.88%	868,692	835,264	96%	63	31
\$ 900,000 - 999,999	13	0.41%	989,961	948,385	96%	81	11
\$ 1,000,000 - and over	39	1.23%	1,722,454	1,566,782	91%	68	34
Total	3176	100.00%	361,210	351,104	97%	71	1350

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.

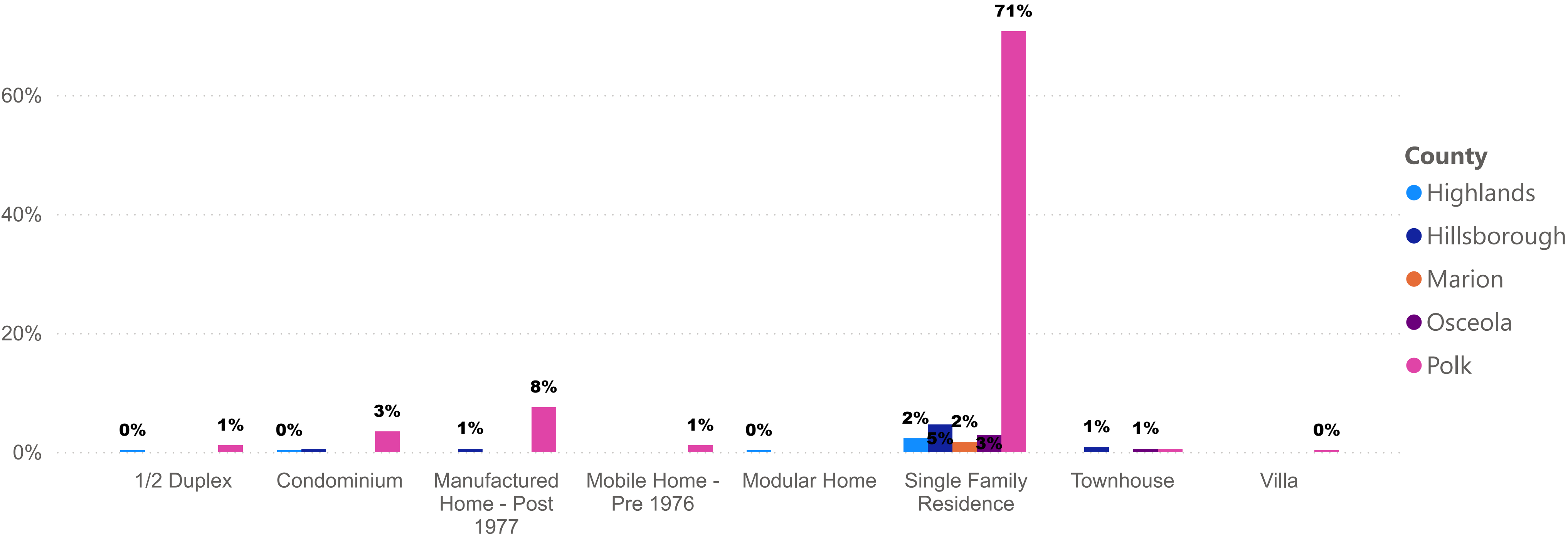
**Four Year Sales and
Inventory History 2021 -
2025. Compiled from
Monthly Sales and
Inventory Reports**

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
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	1395	3.83
05/31/2025	364	382,250	373,054	98%	84	1410	3.87
06/30/2025	325	366,649	357,696	98%	78	1437	4.42
07/31/2025	342	376,149	365,358	97%	87	1424	4.16
08/31/2025	312	395,422	382,465	97%	74	1351	4.33
09/30/2025	330	372,703	364,313	98%	72	1350	4.09

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



Board/Association: State Month Year
▲
Lakeland FL September 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	2			2
\$ 100,000 - 119,999	2		1	3
\$ 120,000 - 139,999		2		2
\$ 140,000 - 159,999		2	1	3
\$ 160,000 - 179,999	2	1	2	5
\$ 180,000 - 199,999	5	2	1	8
\$ 200,000 - 249,999	9	15	2	26
\$ 250,000 - 299,999	7	37	9	53
\$ 300,000 - 349,999	4	32	14	50
\$ 350,000 - 399,999	4	18	30	52
\$ 400,000 - 499,999	1	16	38	55
\$ 500,000 - 599,999	1	5	19	25
\$ 600,000 - 699,999		2	3	5
\$ 700,000 - 799,999		1	1	2
\$ 800,000 - 899,999		2	4	6
\$ 900,000 - 999,999				
\$ 1,000,000 - and over			4	4
Total	37	135	129	301

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	1			1
\$ 100,000 - 119,999	1	1		2
\$ 120,000 - 139,999	2			2
\$ 140,000 - 159,999	5			5
\$ 160,000 - 179,999				
\$ 180,000 - 199,999	1			1
\$ 200,000 - 249,999		2		2
\$ 250,000 - 299,999		3		3
\$ 300,000 - 349,999		6		6
\$ 350,000 - 399,999				
\$ 400,000 - 499,999				
\$ 500,000 - 599,999				
\$ 600,000 - 699,999				
\$ 700,000 - 799,999				
\$ 800,000 - 899,999		1		1
\$ 900,000 - 999,999				
\$ 1,000,000 - and over				
Total	10	13		23

Active Listings
(Unsold Homes)

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	1	
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		
\$ 70,000 - 79,999		1
\$ 80,000 - 89,999	1	1
\$ 90,000 - 99,999		1
\$ 100,000 - 119,999	2	4
\$ 120,000 - 139,999	2	12
\$ 140,000 - 159,999	10	15
\$ 160,000 - 179,999	6	13
\$ 180,000 - 199,999	9	6
\$ 200,000 - 249,999	89	28
\$ 250,000 - 299,999	186	17
\$ 300,000 - 349,999	205	12
\$ 350,000 - 399,999	191	5
\$ 400,000 - 499,999	189	3
\$ 500,000 - 599,999	100	1
\$ 600,000 - 699,999	53	1
\$ 700,000 - 799,999	32	1
\$ 800,000 - 899,999	28	1
\$ 900,000 - 999,999	13	1
\$ 1,000,000 - and over	32	5
Total	1149	128

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		
\$ 90,000 - 99,999	1	
\$ 100,000 - 119,999	2	3
\$ 120,000 - 139,999	1	2
\$ 140,000 - 159,999	2	2
\$ 160,000 - 179,999	4	2
\$ 180,000 - 199,999	12	1
\$ 200,000 - 249,999	38	8
\$ 250,000 - 299,999	81	3
\$ 300,000 - 349,999	79	17
\$ 350,000 - 399,999	73	2
\$ 400,000 - 499,999	62	1
\$ 500,000 - 599,999	26	
\$ 600,000 - 699,999	14	
\$ 700,000 - 799,999	4	
\$ 800,000 - 899,999	7	
\$ 900,000 - 999,999	1	
\$ 1,000,000 - and over	4	
Total	412	41

Time On Market Sort	M-SF	M-Condo
0 - 30	143	11
31-60	61	2
61-90	30	1
91-120	15	3
121-over	52	6
Total	301	23

