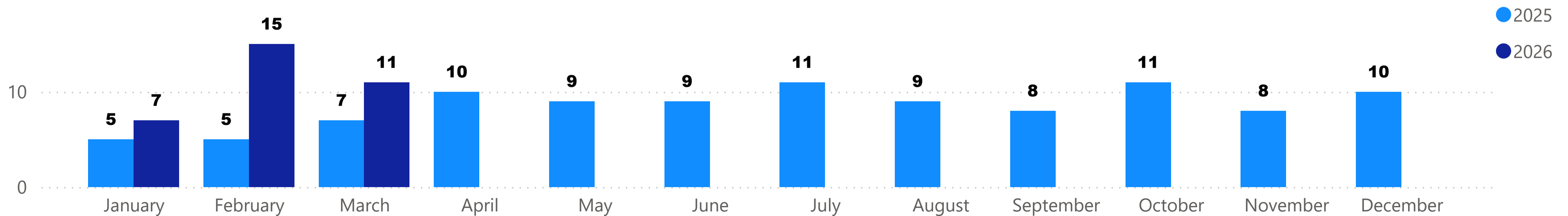




Lake Wales Association of REALTORS® Monthly Sales Trend Indicator 2026

Sales by Price Range - Single Family Homes & Villas

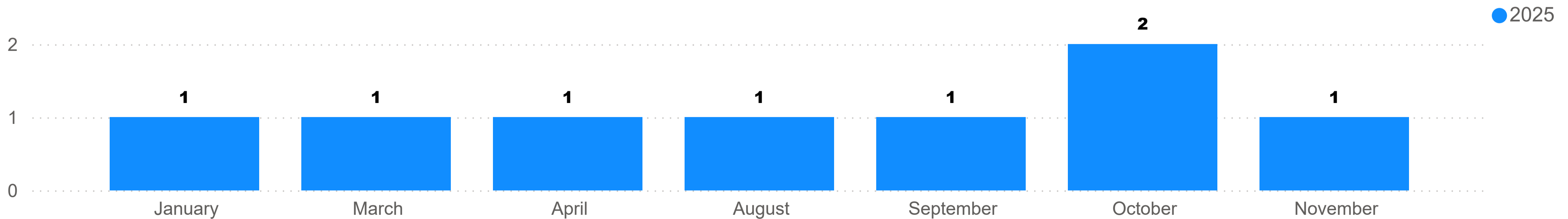
Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999													
\$ 50,000 - 59,999		1											1
\$ 60,000 - 69,999													
\$ 70,000 - 79,999													
\$ 80,000 - 89,999													
\$ 90,000 - 99,999													
\$ 100,000 - 119,999		1											1
\$ 120,000 - 139,999													
\$ 140,000 - 159,999		2											2
\$ 160,000 - 179,999	1	1	1										3
\$ 180,000 - 199,999													
\$ 200,000 - 249,999	1	4	4										9
\$ 250,000 - 299,999	2	3											5
\$ 300,000 - 349,999	1												1
\$ 350,000 - 399,999	1	2	2										5
\$ 400,000 - 499,999			3										3
\$ 500,000 - 599,999		1											1
\$ 600,000 - 699,999													
\$ 700,000 - 799,999			1										1
\$ 800,000 - 899,999													
\$ 900,000 - 999,999	1												1
\$ 1,000,000 - and over													
Total	7	15	11										33



Lake Wales Association of REALTORS® Monthly Sales Trend Indicator All Years

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													
\$ 70,000 - 79,999													
\$ 80,000 - 89,999													
\$ 90,000 - 99,999													
\$ 100,000 - 119,999													
\$ 120,000 - 139,999													
\$ 140,000 - 159,999													
\$ 160,000 - 179,999													
\$ 180,000 - 199,999													
\$ 200,000 - 249,999													
\$ 250,000 - 299,999													
\$ 300,000 - 349,999													
\$ 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													

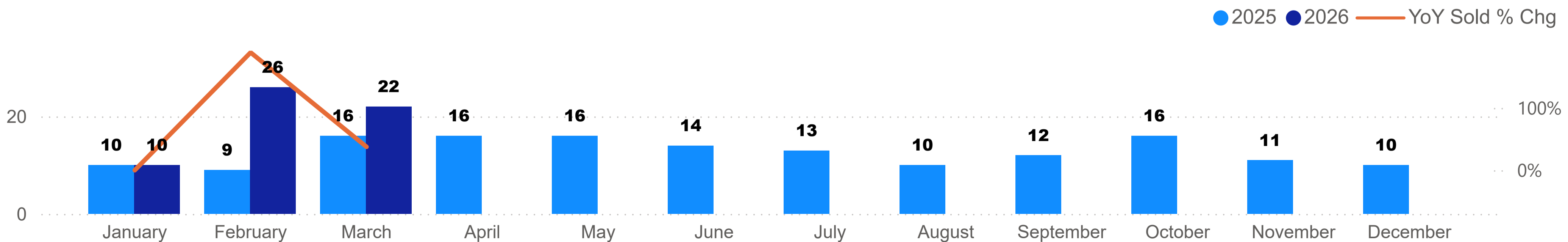


Lake Wales Association of REALTORS®

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
\$ 50,000 - 59,999		2											2
\$ 60,000 - 69,999	1		1										2
\$ 70,000 - 79,999													
\$ 80,000 - 89,999													
\$ 90,000 - 99,999		1	2										3
\$ 100,000 - 119,999		2	1										3
\$ 120,000 - 139,999			2										2
\$ 140,000 - 159,999	1	5	2										8
\$ 160,000 - 179,999	1	1	1										3
\$ 180,000 - 199,999		1											1
\$ 200,000 - 249,999	1	5	6										12
\$ 250,000 - 299,999	3	5	1										9
\$ 300,000 - 349,999	1												1
\$ 350,000 - 399,999	1	2	2										5
\$ 400,000 - 499,999			3										3
\$ 500,000 - 599,999		1											1
\$ 600,000 - 699,999													
\$ 700,000 - 799,999			1										1
\$ 800,000 - 899,999													
\$ 900,000 - 999,999	1												1
\$ 1,000,000 - and over													
Total	10	26	22										58



Lake Wales Association of REALTORS®

Monthly Sales Trend Indicator 2026

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	2	3	1										6
2	1	12	8										21
3	5	9	11										25
4	1	2	1										4
5			1										1
6+	1												1
Total	10	26	22										58

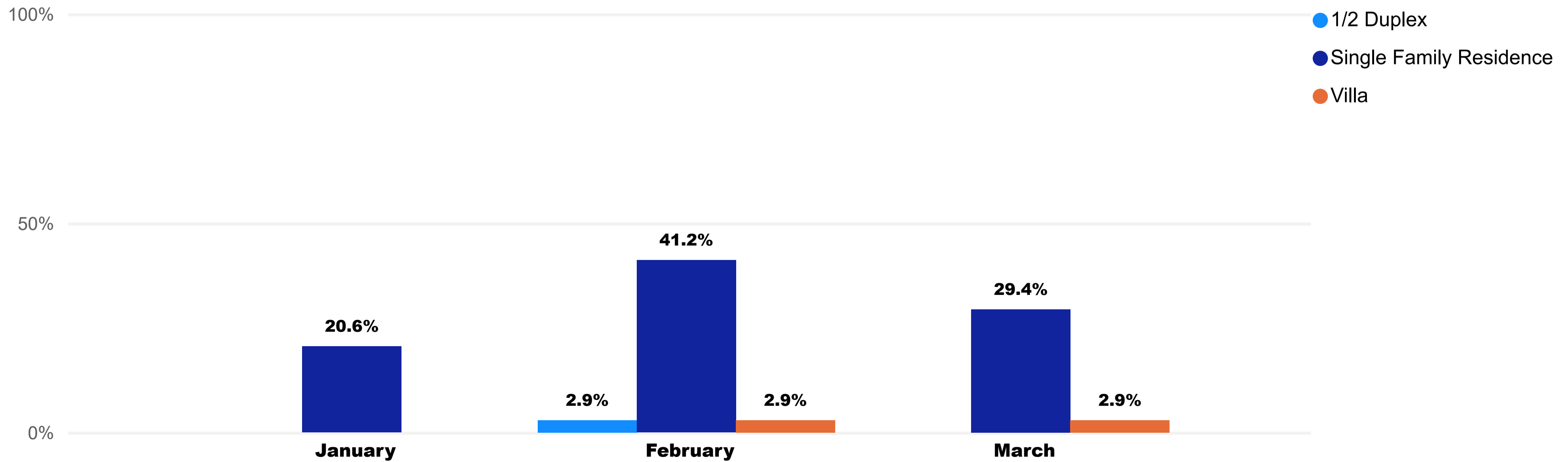
Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	3	5	4										12
2	5	17	14										36
3	1	4	4										9
6+	1												1
Total	10	26	22										58

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex		1											1
Single Family Residence	7	14	10										31
Villa		1	1										2
Total	7	16	11										34

YTD % of Sales by Property Type





Lake Wales Association of REALTORS®

Multiple Listing One Month Sales and Inventory Report - March - 2026

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
\$ 70,000 - 79,999							
\$ 80,000 - 89,999							
\$ 90,000 - 99,999							3
\$ 100,000 - 119,999							1
\$ 120,000 - 139,999							4
\$ 140,000 - 159,999							1
\$ 160,000 - 179,999	1	9%	169,000	169,000	100%	29	2
\$ 180,000 - 199,999							3
\$ 200,000 - 249,999	4	36%	213,450	207,500	97%	138	6
\$ 250,000 - 299,999							11
\$ 300,000 - 349,999							8
\$ 350,000 - 399,999	2	18%	377,400	359,950	95%	32	6
\$ 400,000 - 499,999	3	27%	419,633	416,667	99%	86	9
\$ 500,000 - 599,999							2
\$ 600,000 - 699,999							
\$ 700,000 - 799,999	1	9%	729,000	703,000	96%	121	2
\$ 800,000 - 899,999							
\$ 900,000 - 999,999							1
\$ 1,000,000 - and over							1
Total	11	100%	342,318	333,809	98%	93	61

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.



Lake Wales Association of 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	1	1.72%	45,000	45,000	100%	321	
\$ 50,000 - 59,999	2	3.45%	67,250	54,750	81%	18	
\$ 60,000 - 69,999	2	3.45%	70,000	61,000	87%	61	1
\$ 70,000 - 79,999							
\$ 80,000 - 89,999							
\$ 90,000 - 99,999	3	5.17%	95,633	90,500	95%	97	3
\$ 100,000 - 119,999	3	5.17%	116,633	109,800	94%	183	1
\$ 120,000 - 139,999	2	3.45%	144,000	135,000	94%	143	4
\$ 140,000 - 159,999	8	13.79%	157,338	145,375	92%	90	1
\$ 160,000 - 179,999	3	5.17%	166,300	169,167	102%	88	2
\$ 180,000 - 199,999	1	1.72%	199,000	195,000	98%	12	3
\$ 200,000 - 249,999	12	20.69%	223,325	219,642	98%	119	6
\$ 250,000 - 299,999	9	15.52%	271,733	265,600	98%	112	11
\$ 300,000 - 349,999	1	1.72%	349,999	325,000	93%	129	8
\$ 350,000 - 399,999	5	8.62%	369,720	362,760	98%	36	6
\$ 400,000 - 499,999	3	5.17%	419,633	416,667	99%	86	9
\$ 500,000 - 599,999	1	1.72%	530,000	520,000	98%	29	2
\$ 600,000 - 699,999							
\$ 700,000 - 799,999	1	1.72%	729,000	703,000	96%	121	2
\$ 800,000 - 899,999							
\$ 900,000 - 999,999	1	1.72%	960,000	960,000	100%	73	1
\$ 1,000,000 - and over							1
Total	58	100.00%	241,429	234,669	97%	100	61

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.



Lake Wales Association of REALTORS®

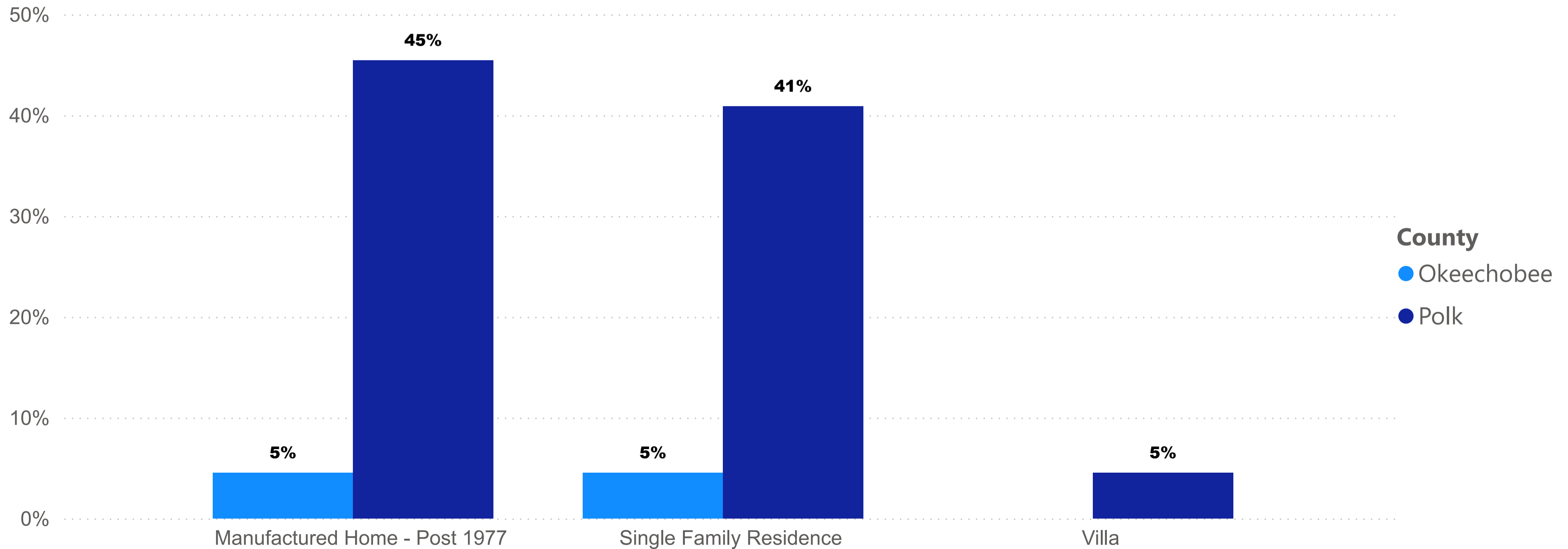
Four Year Sales and Inventory History 2022 - 2026. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
04/30/2022	17	260,747	258,376	99%	25	25	1.47
05/31/2022	13	336,046	317,569	95%	20	29	2.23
06/30/2022	16	257,356	256,250	100%	10	33	2.06
07/31/2022	18	267,528	258,911	97%	22	32	1.78
08/31/2022	9	241,189	236,333	98%	53	39	4.33
09/30/2022	8	258,975	244,925	95%	28	40	5.00
10/31/2022	11	410,473	399,250	97%	64	42	3.82
11/30/2022	7	296,471	279,271	94%	43	40	5.71
12/31/2022	11	257,408	244,845	95%	37	29	2.64
01/31/2023	11	284,618	265,818	93%	59	28	2.55
02/28/2023	7	263,200	255,929	97%	50	34	4.86
03/31/2023	17	323,776	305,676	94%	74	32	1.88
04/30/2023	9	241,444	235,222	97%	41	33	3.67
05/31/2023	9	301,911	288,378	96%	133	28	3.11
06/30/2023	16	346,794	338,331	98%	46	29	1.81
07/31/2023	4	342,450	336,250	98%	36	29	7.25
08/31/2023	10	227,000	203,258	90%	64	29	2.90
09/30/2023	10	300,470	291,539	97%	64	35	3.50
10/31/2023	10	307,240	290,470	95%	49	34	3.40
11/30/2023	9	216,600	214,122	99%	47	41	4.56
12/31/2023	7	194,400	184,021	95%	41	38	5.43
01/31/2024	11	180,164	173,718	96%	54	40	3.64
02/29/2024	9	328,144	313,915	96%	48	36	4.00
03/31/2024	12	233,667	225,183	96%	64	37	3.08
04/30/2024	10	272,280	269,490	99%	47	33	3.30
05/31/2024	13	338,400	312,615	92%	60	38	2.92
06/30/2024	5	400,780	371,700	93%	67	43	8.60
07/31/2024	6	217,150	207,983	96%	37	37	6.17
08/31/2024	11	298,518	291,073	98%	84	45	4.09
09/30/2024	5	434,480	406,200	93%	71	45	9.00
10/31/2024	5	224,800	224,670	100%	63	46	9.20
11/30/2024	3	359,633	346,333	96%	119	39	13.00
12/31/2024	9	348,278	327,033	94%	112	40	4.44
01/31/2025	6	265,217	244,067	92%	99	43	7.17
02/28/2025	5	297,960	285,500	96%	133	50	10.00
03/31/2025	8	284,150	268,925	95%	113	55	6.88
04/30/2025	12	287,642	282,158	98%	67	62	5.17
05/31/2025	9	308,578	292,767	95%	69	69	7.67
06/30/2025	9	292,456	282,078	96%	117	64	7.11
07/31/2025	11	313,698	303,906	97%	115	65	5.91
08/31/2025	10	303,120	296,920	98%	104	68	6.80
09/30/2025	9	239,589	222,667	93%	45	65	7.22
10/31/2025	13	276,969	264,923	96%	103	68	5.23
11/30/2025	9	236,355	221,877	94%	91	68	7.56
12/31/2025	10	277,830	267,140	96%	144	72	7.20
01/31/2026	7	370,500	362,471	98%	161	69	9.86
02/28/2026	16	240,381	234,894	98%	81	74	4.63
03/31/2026	11	342,318	333,809	98%	93	61	5.55

Top 5 Unit Sales by County and Property Type

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

Property Type	Okeechobee	Polk	Total
Manufactured Home - Post 1977	5%	45%	50%
Single Family Residence	5%	41%	45%
Villa		5%	5%
Total	9%	91%	100%



Board/Association: State Month Year
 ▲ Lake Wales FL March 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**

**Condominium / Cooperative Units
 Number of Bedrooms**

**Active Listings
 (Unsold Homes)**

**Sales Pending
 (Under Contract)**

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				
\$ 120,000 - 139,999				
\$ 140,000 - 159,999				
\$ 160,000 - 179,999		1		1
\$ 180,000 - 199,999				
\$ 200,000 - 249,999	1	3		4
\$ 250,000 - 299,999				
\$ 300,000 - 349,999				
\$ 350,000 - 399,999		2		2
\$ 400,000 - 499,999		2	1	3
\$ 500,000 - 599,999				
\$ 600,000 - 699,999				
\$ 700,000 - 799,999		1		1
\$ 800,000 - 899,999				
\$ 900,000 - 999,999				
\$ 1,000,000 - and over				
Total	1	9	1	11

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				
\$ 120,000 - 139,999				
\$ 140,000 - 159,999				
\$ 160,000 - 179,999				
\$ 180,000 - 199,999				
\$ 200,000 - 249,999				
\$ 250,000 - 299,999				
\$ 300,000 - 349,999				
\$ 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				

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999		
\$ 50,000 - 59,999		
\$ 60,000 - 69,999		1
\$ 70,000 - 79,999		
\$ 80,000 - 89,999		
\$ 90,000 - 99,999	2	1
\$ 100,000 - 119,999		
\$ 120,000 - 139,999	1	2
\$ 140,000 - 159,999		1
\$ 160,000 - 179,999	1	
\$ 180,000 - 199,999	3	
\$ 200,000 - 249,999	5	
\$ 250,000 - 299,999	11	
\$ 300,000 - 349,999	6	1
\$ 350,000 - 399,999	7	
\$ 400,000 - 499,999	10	
\$ 500,000 - 599,999	2	
\$ 600,000 - 699,999	1	
\$ 700,000 - 799,999	2	
\$ 800,000 - 899,999		
\$ 900,000 - 999,999	1	
\$ 1,000,000 - and over	1	
Total	53	6

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		
\$ 100,000 - 119,999		2
\$ 120,000 - 139,999	1	1
\$ 140,000 - 159,999	1	
\$ 160,000 - 179,999	1	
\$ 180,000 - 199,999	1	
\$ 200,000 - 249,999	4	
\$ 250,000 - 299,999	3	
\$ 300,000 - 349,999	2	
\$ 350,000 - 399,999	2	
\$ 400,000 - 499,999	3	
\$ 500,000 - 599,999	1	
\$ 600,000 - 699,999		
\$ 700,000 - 799,999		
\$ 800,000 - 899,999		
\$ 900,000 - 999,999		
\$ 1,000,000 - and over		
Total	19	3

Time On Market Sort	M-SF	M-Condo
0 - 30	4	
31-60	2	
91-120	2	
121-over	3	
Total	11	

