

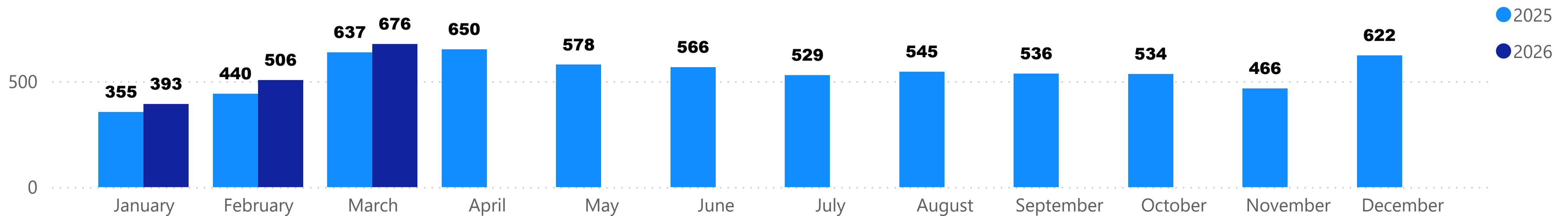


REALTORS® Association of Lake & Sumter Counties

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
\$ 50,000 - 59,999	1		1										2
\$ 60,000 - 69,999													
\$ 70,000 - 79,999	2												2
\$ 80,000 - 89,999	1												1
\$ 90,000 - 99,999													
\$ 100,000 - 119,999	2		5										7
\$ 120,000 - 139,999	4	3	2										9
\$ 140,000 - 159,999	3	5	2										10
\$ 160,000 - 179,999	5	6	2										13
\$ 180,000 - 199,999	1	12	7										20
\$ 200,000 - 249,999	48	57	51										156
\$ 250,000 - 299,999	61	75	105										241
\$ 300,000 - 349,999	60	65	126										251
\$ 350,000 - 399,999	54	74	102										230
\$ 400,000 - 499,999	57	88	120										265
\$ 500,000 - 599,999	39	54	60										153
\$ 600,000 - 699,999	22	29	42										93
\$ 700,000 - 799,999	11	11	18										40
\$ 800,000 - 899,999	6	9	10										25
\$ 900,000 - 999,999	6	6	2										14
\$ 1,000,000 - and over	10	12	20										42
Total	393	506	676										1575

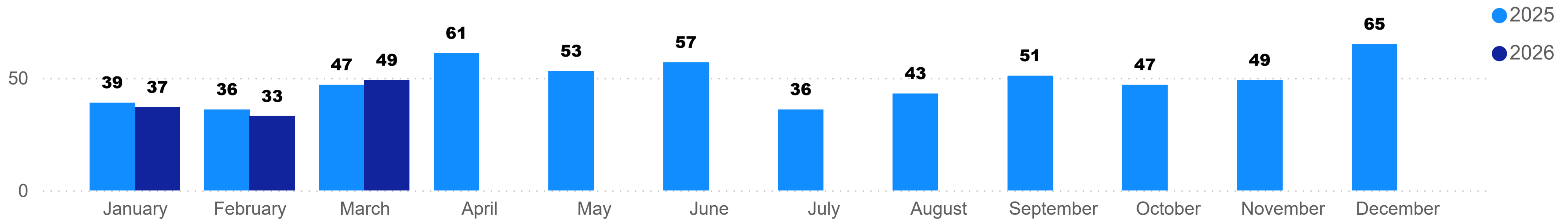


REALTORS® Association of Lake & Sumter Counties

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		1											1
\$ 60,000 - 69,999		1											1
\$ 70,000 - 79,999													
\$ 80,000 - 89,999													
\$ 90,000 - 99,999	2												2
\$ 100,000 - 119,999	1	1											2
\$ 120,000 - 139,999	2	1	1										4
\$ 140,000 - 159,999	2	1											3
\$ 160,000 - 179,999	1	2											3
\$ 180,000 - 199,999	1	2	2										5
\$ 200,000 - 249,999	4	3	15										22
\$ 250,000 - 299,999	6	3	8										17
\$ 300,000 - 349,999	14	11	12										37
\$ 350,000 - 399,999	3	5	4										12
\$ 400,000 - 499,999		2	5										7
\$ 500,000 - 599,999			1										1
\$ 600,000 - 699,999	1												1
\$ 700,000 - 799,999			1										1
\$ 800,000 - 899,999													
\$ 900,000 - 999,999													
\$ 1,000,000 - and over													
Total	37	33	49										119

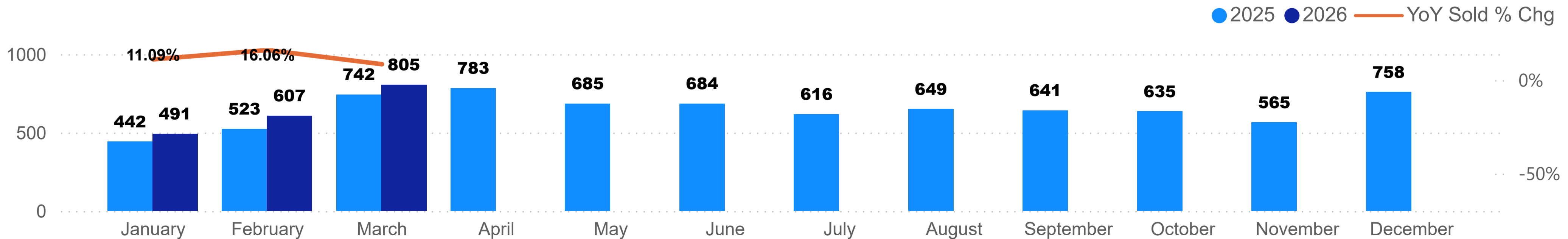


REALTORS® Association of Lake & Sumter Counties

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	2	1	3										6
\$ 50,000 - 59,999	2	2	3										7
\$ 60,000 - 69,999	1	2	1										4
\$ 70,000 - 79,999	2	1	5										8
\$ 80,000 - 89,999	2	2	4										8
\$ 90,000 - 99,999	3	3	5										11
\$ 100,000 - 119,999	7	5	13										25
\$ 120,000 - 139,999	19	13	15										47
\$ 140,000 - 159,999	14	16	9										39
\$ 160,000 - 179,999	12	15	12										39
\$ 180,000 - 199,999	10	19	18										47
\$ 200,000 - 249,999	59	68	74										201
\$ 250,000 - 299,999	69	86	117										272
\$ 300,000 - 349,999	77	78	138										293
\$ 350,000 - 399,999	59	82	106										247
\$ 400,000 - 499,999	58	93	126										277
\$ 500,000 - 599,999	39	54	62										155
\$ 600,000 - 699,999	23	29	43										95
\$ 700,000 - 799,999	11	11	19										41
\$ 800,000 - 899,999	6	9	10										25
\$ 900,000 - 999,999	6	6	2										14
\$ 1,000,000 - and over	10	12	20										42
Total	491	607	805										1903



REALTORS® Association of Lake & Sumter Counties 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	4	10	4										18
2	138	159	189										486
3	228	289	415										932
4	94	114	160										368
5	21	27	28										76
6+	6	8	9										23
Total	491	607	805										1903

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	19	27	25										71
2	344	424	548										1316
3	93	109	182										384
4	28	36	35										99
5	5	9	11										25
6+	2	2	4										8
Total	491	607	805										1903

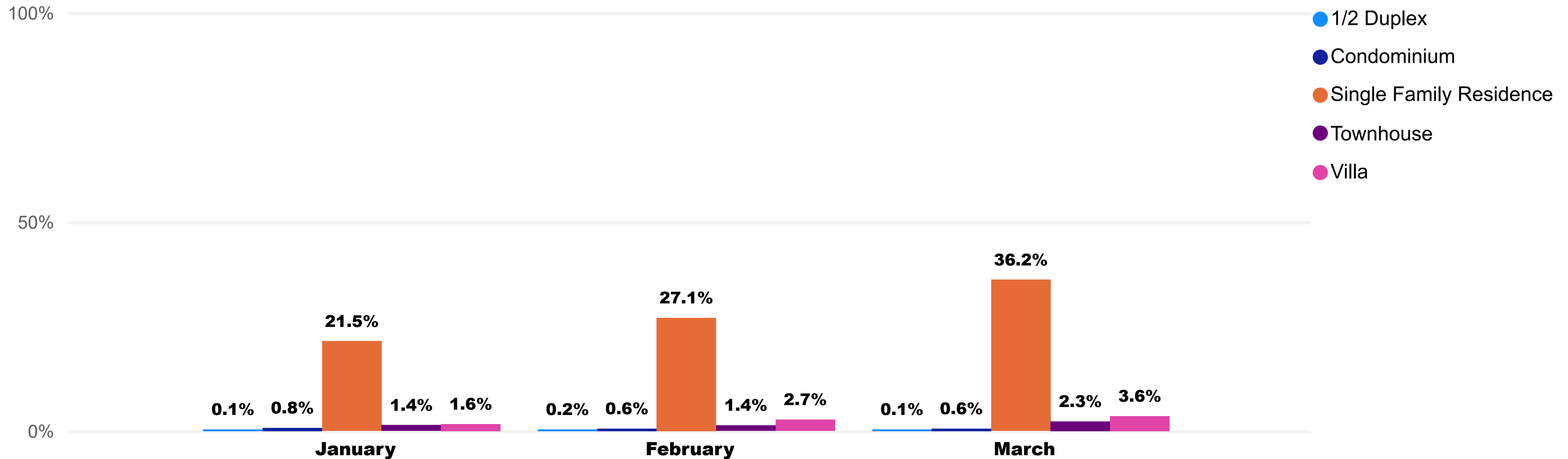
REALTORS® Association of Lake & Sumter Counties

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	2	3	1										6
Condominium	13	10	10										33
Single Family Residence	365	460	615										1440
Townhouse	24	23	39										86
Villa	28	46	61										135
Total	432	542	726										1700

YTD % of Sales by Property Type





REALTORS® Association of Lake & Sumter Counties

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	1	0%	49,900	33,000	66%	48	2
\$ 50,000 - 59,999	1	0%	65,000	55,000	85%	4	1
\$ 60,000 - 69,999							5
\$ 70,000 - 79,999							
\$ 80,000 - 89,999							2
\$ 90,000 - 99,999							4
\$ 100,000 - 119,999	5	1%	122,740	108,050	88%	32	5
\$ 120,000 - 139,999	3	0%	132,800	128,167	97%	126	13
\$ 140,000 - 159,999	2	0%	160,000	155,000	97%	49	19
\$ 160,000 - 179,999	3	0%	182,967	168,333	92%	57	29
\$ 180,000 - 199,999	9	1%	201,311	189,342	94%	40	38
\$ 200,000 - 249,999	66	9%	233,409	227,198	97%	80	214
\$ 250,000 - 299,999	113	16%	281,273	274,692	98%	81	382
\$ 300,000 - 349,999	138	19%	335,198	326,282	97%	85	417
\$ 350,000 - 399,999	106	15%	379,892	372,965	98%	66	385
\$ 400,000 - 499,999	125	17%	457,292	445,713	97%	59	430
\$ 500,000 - 599,999	61	8%	558,325	542,777	97%	63	259
\$ 600,000 - 699,999	42	6%	671,352	649,848	97%	40	166
\$ 700,000 - 799,999	19	3%	773,910	748,914	97%	66	84
\$ 800,000 - 899,999	10	1%	898,513	846,528	94%	45	49
\$ 900,000 - 999,999	2	0%	1,023,905	944,905	92%	15	46
\$ 1,000,000 - and over	20	3%	1,683,516	1,569,671	93%	56	142
Total	726	100%	435,738	421,795	97%	69	2692

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.



REALTORS® Association of Lake & Sumter Counties 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	6	0.32%	44,883	39,333	88%	50	2
\$ 50,000 - 59,999	7	0.37%	68,257	54,893	80%	51	1
\$ 60,000 - 69,999	4	0.21%	86,250	62,625	73%	44	5
\$ 70,000 - 79,999	8	0.42%	106,200	72,775	69%	92	
\$ 80,000 - 89,999	8	0.42%	99,863	83,394	84%	70	2
\$ 90,000 - 99,999	11	0.58%	109,973	94,409	86%	88	4
\$ 100,000 - 119,999	25	1.31%	123,548	108,855	88%	77	5
\$ 120,000 - 139,999	47	2.47%	135,019	129,538	96%	88	13
\$ 140,000 - 159,999	39	2.05%	162,546	149,946	92%	77	19
\$ 160,000 - 179,999	39	2.05%	178,472	168,108	94%	88	29
\$ 180,000 - 199,999	47	2.47%	199,015	190,333	96%	89	38
\$ 200,000 - 249,999	201	10.56%	232,785	226,258	97%	83	214
\$ 250,000 - 299,999	272	14.29%	282,241	274,654	97%	81	382
\$ 300,000 - 349,999	293	15.40%	335,356	325,282	97%	77	417
\$ 350,000 - 399,999	247	12.98%	382,877	374,407	98%	65	385
\$ 400,000 - 499,999	277	14.56%	459,774	446,476	97%	63	430
\$ 500,000 - 599,999	155	8.15%	557,545	542,189	97%	65	259
\$ 600,000 - 699,999	95	4.99%	671,601	648,456	97%	61	166
\$ 700,000 - 799,999	41	2.15%	768,175	745,025	97%	70	84
\$ 800,000 - 899,999	25	1.31%	885,368	846,529	96%	70	49
\$ 900,000 - 999,999	14	0.74%	978,693	938,736	96%	133	46
\$ 1,000,000 - and over	42	2.21%	1,585,092	1,488,882	94%	57	142
Total	1903	100.00%	401,425	387,803	97%	73	2692

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.

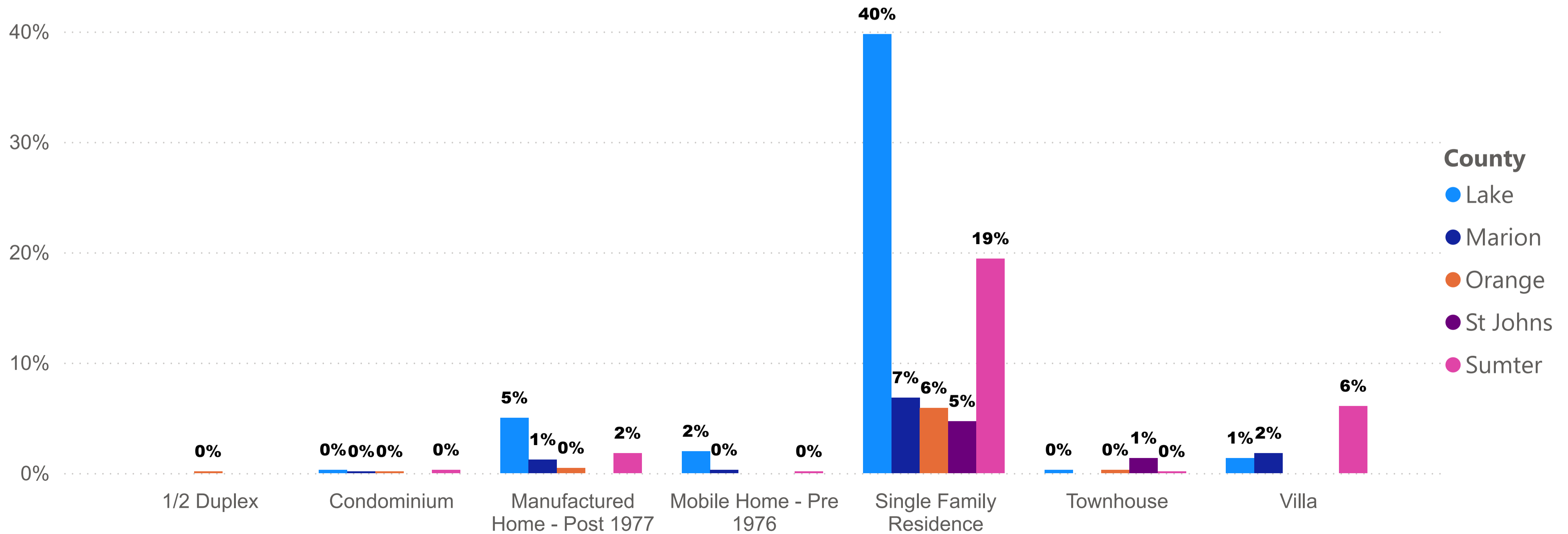
Four Year Sales and Inventory History 2022 - 2026. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
04/30/2022	686	386,001	383,731	99%	21	763	1.11
05/31/2022	673	397,058	394,673	99%	16	1014	1.51
06/30/2022	631	401,118	399,071	99%	15	1294	2.05
07/31/2022	519	405,255	399,503	99%	21	1611	3.10
08/31/2022	591	400,457	386,978	97%	24	1835	3.10
09/30/2022	486	404,819	395,602	98%	29	1866	3.84
10/31/2022	475	399,119	388,374	97%	34	2025	4.26
11/30/2022	397	397,310	385,515	97%	39	1890	4.76
12/31/2022	475	401,007	385,736	96%	46	1757	3.70
01/31/2023	346	401,055	388,111	97%	52	1768	5.11
02/28/2023	466	386,296	371,866	96%	59	1709	3.67
03/31/2023	635	417,239	402,849	97%	59	1695	2.67
04/30/2023	617	413,883	401,056	97%	59	1633	2.65
05/31/2023	645	407,811	396,227	97%	56	1625	2.52
06/30/2023	661	427,631	416,026	97%	54	1652	2.50
07/31/2023	586	421,146	410,155	97%	51	1672	2.85
08/31/2023	581	428,954	419,035	98%	55	1635	2.81
09/30/2023	545	438,435	428,136	98%	56	1794	3.29
10/31/2023	526	442,261	430,854	97%	59	1865	3.55
11/30/2023	475	446,842	434,319	97%	65	1922	4.05
12/31/2023	597	466,307	453,245	97%	70	1914	3.21
01/31/2024	381	434,613	419,461	97%	73	1958	5.14
02/29/2024	519	431,929	419,661	97%	71	1946	3.75
03/31/2024	604	443,439	431,755	97%	66	1937	3.21
04/30/2024	658	444,908	433,475	97%	61	2033	3.09
05/31/2024	671	453,781	441,919	97%	67	2077	3.10
06/30/2024	583	460,519	449,511	98%	61	2244	3.85
07/31/2024	575	451,673	439,019	97%	61	2250	3.91
08/31/2024	547	441,490	427,886	97%	58	2302	4.21
09/30/2024	544	446,412	432,338	97%	61	2354	4.33
10/31/2024	543	424,697	413,228	97%	74	2363	4.35
11/30/2024	548	439,494	425,493	97%	68	2399	4.38
12/31/2024	657	465,267	451,596	97%	64	2387	3.63
01/31/2025	395	448,620	433,221	97%	73	2603	6.59
02/28/2025	477	434,246	420,251	97%	79	2666	5.59
03/31/2025	687	454,725	440,394	97%	76	2687	3.91
04/30/2025	712	440,498	425,218	97%	72	2750	3.86
05/31/2025	633	427,391	412,560	97%	68	2787	4.40
06/30/2025	624	443,666	429,126	97%	70	2885	4.62
07/31/2025	569	437,098	421,905	97%	79	2814	4.95
08/31/2025	590	445,806	430,141	96%	81	2823	4.78
09/30/2025	589	440,060	424,371	96%	77	2759	4.68
10/31/2025	582	444,710	427,601	96%	77	2719	4.67
11/30/2025	517	434,573	419,448	97%	83	2673	5.17
12/31/2025	692	450,189	435,150	97%	70	2666	3.85
01/31/2026	432	418,523	403,094	96%	81	2732	6.32
02/28/2026	542	424,845	412,067	97%	90	2726	5.03
03/31/2026	726	435,738	421,795	97%	83	2692	3.71

Top 5 Unit Sales by County and Property Type

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

Property Type	Lake	Marion	Orange	St Johns	Sumter	Total
1/2 Duplex			0%			0%
Condominium	0%	0%	0%		0%	1%
Manufactured Home - Post 1977	5%	1%	0%		2%	8%
Mobile Home - Pre 1976	2%	0%			0%	2%
Single Family Residence	40%	7%	6%	5%	19%	77%
Townhouse	0%		0%	1%	0%	2%
Villa	1%	2%			6%	9%
Total	49%	10%	7%	6%	28%	100%



Board/Association: State Month Year
 ▲ Lake and Sumter 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	1			1
\$ 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	3	2		5
\$ 120,000 - 139,999	2			2
\$ 140,000 - 159,999	1		1	2
\$ 160,000 - 179,999	2			2
\$ 180,000 - 199,999	2	5		7
\$ 200,000 - 249,999	24	26	1	51
\$ 250,000 - 299,999	41	52	12	105
\$ 300,000 - 349,999	26	78	22	126
\$ 350,000 - 399,999	7	71	24	102
\$ 400,000 - 499,999	8	71	41	120
\$ 500,000 - 599,999	3	27	30	60
\$ 600,000 - 699,999	1	16	25	42
\$ 700,000 - 799,999		8	10	18
\$ 800,000 - 899,999		3	7	10
\$ 900,000 - 999,999		1	1	2
\$ 1,000,000 - and over		7	13	20
Total	121	368	187	676

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	1			1
\$ 140,000 - 159,999				
\$ 160,000 - 179,999				
\$ 180,000 - 199,999	2			2
\$ 200,000 - 249,999	6	8	1	15
\$ 250,000 - 299,999	3	4	1	8
\$ 300,000 - 349,999	5	6	1	12
\$ 350,000 - 399,999	2	2		4
\$ 400,000 - 499,999		2	3	5
\$ 500,000 - 599,999		1		1
\$ 600,000 - 699,999				
\$ 700,000 - 799,999			1	1
\$ 800,000 - 899,999				
\$ 900,000 - 999,999				
\$ 1,000,000 - and over				
Total	19	23	7	49

Price Range ▲	M-SF	M-Condo
\$ 1 - 49,999	2	
\$ 50,000 - 59,999		1
\$ 60,000 - 69,999	4	1
\$ 70,000 - 79,999	1	
\$ 80,000 - 89,999	1	1
\$ 90,000 - 99,999		4
\$ 100,000 - 119,999		4
\$ 120,000 - 139,999	3	9
\$ 140,000 - 159,999	9	9
\$ 160,000 - 179,999	18	10
\$ 180,000 - 199,999	22	18
\$ 200,000 - 249,999	154	49
\$ 250,000 - 299,999	331	33
\$ 300,000 - 349,999	365	22
\$ 350,000 - 399,999	337	34
\$ 400,000 - 499,999	390	15
\$ 500,000 - 599,999	242	4
\$ 600,000 - 699,999	153	4
\$ 700,000 - 799,999	80	3
\$ 800,000 - 899,999	45	
\$ 900,000 - 999,999	39	
\$ 1,000,000 - and over	133	1
Total	2329	222

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		
\$ 100,000 - 119,999	1	1
\$ 120,000 - 139,999	4	3
\$ 140,000 - 159,999	9	1
\$ 160,000 - 179,999	2	2
\$ 180,000 - 199,999	12	4
\$ 200,000 - 249,999	60	26
\$ 250,000 - 299,999	131	14
\$ 300,000 - 349,999	149	18
\$ 350,000 - 399,999	142	23
\$ 400,000 - 499,999	184	10
\$ 500,000 - 599,999	123	1
\$ 600,000 - 699,999	91	1
\$ 700,000 - 799,999	76	2
\$ 800,000 - 899,999	45	
\$ 900,000 - 999,999	40	
\$ 1,000,000 - and over	38	
Total	1112	106

Time On Market Sort	M-SF	M-Condo
0 - 30	295	23
31-60	98	4
61-90	81	4
91-120	67	5
121-over	135	13
Total	676	49

