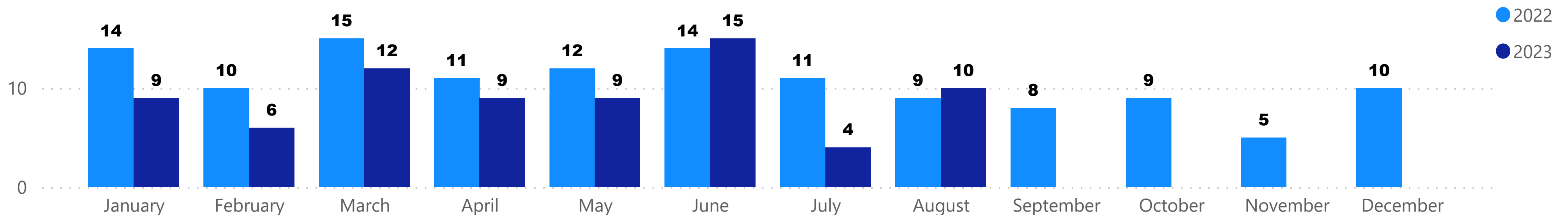


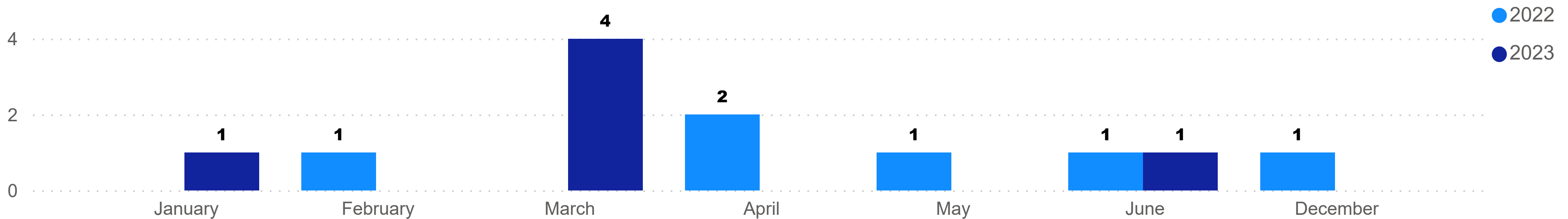
Sales by Price Range - Single Family Homes & Villas

Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999													
\$ 50,000 - 59,999													
\$ 60,000 - 69,999					1								1
\$ 70,000 - 79,999			1										1
\$ 80,000 - 89,999								1					1
\$ 90,000 - 99,999													
\$ 100,000 - 119,999	1							1					2
\$ 120,000 - 139,999				1		1							2
\$ 140,000 - 159,999				2	1	1							4
\$ 160,000 - 179,999	2	1						3					6
\$ 180,000 - 199,999			1	1	1	1							4
\$ 200,000 - 249,999		1	2	1	1	1	1	2					9
\$ 250,000 - 299,999	3	2	1	1	1	1	2	1					12
\$ 300,000 - 349,999		2	1	2	1	4		2					12
\$ 350,000 - 399,999	1		1	1	1								4
\$ 400,000 - 499,999	2		2		1	2							7
\$ 500,000 - 599,999			1		1	3							5
\$ 600,000 - 699,999			2			1	1						4
\$ 700,000 - 799,999													
\$ 800,000 - 899,999													
\$ 900,000 - 999,999													
\$ 1,000,000 - and over													
Total	9	6	12	9	9	15	4	10					74



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			1										1
\$ 90,000 - 99,999	1												1
\$ 100,000 - 119,999													
\$ 120,000 - 139,999													
\$ 140,000 - 159,999			1										1
\$ 160,000 - 179,999			1			1							2
\$ 180,000 - 199,999													
\$ 200,000 - 249,999			1										1
\$ 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	1		4			1							6



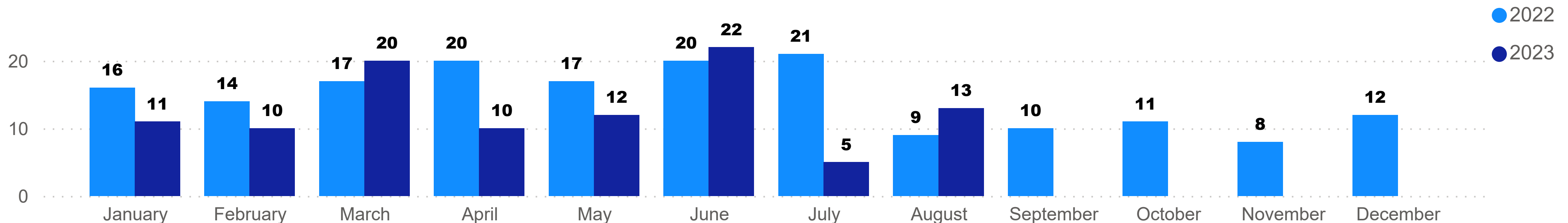


Lake Wales Association of REALTORS®

Monthly Sales Trend Indicator 2023

Sales by Price Range - Overall

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					2	1							3
\$ 70,000 - 79,999		1	2										3
\$ 80,000 - 89,999			2					1					3
\$ 90,000 - 99,999	1					1							2
\$ 100,000 - 119,999	1	1	1	1	1	1		1					7
\$ 120,000 - 139,999		1		1		1							3
\$ 140,000 - 159,999			2	2	1	2	1	1					9
\$ 160,000 - 179,999	2	2	1			1		3					9
\$ 180,000 - 199,999			1	1	1	1							4
\$ 200,000 - 249,999		1	3	1	1	2	1	3					12
\$ 250,000 - 299,999	4	2	1	1	2	1	2	2					15
\$ 300,000 - 349,999		2	1	2	1	4		2					12
\$ 350,000 - 399,999	1		1	1	1								4
\$ 400,000 - 499,999	2		2		1	2							7
\$ 500,000 - 599,999			1		1	3							5
\$ 600,000 - 699,999			2			1	1						4
\$ 700,000 - 799,999													
\$ 800,000 - 899,999													
\$ 900,000 - 999,999													
\$ 1,000,000 - and over													
Total	11	10	20	10	12	22	5	13					103



Lake Wales Association of REALTORS®

Monthly Sales Trend Indicator 2023

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1		1	3			3		1					8
2	6	4	7	4	3	5	3	3					35
3	5	5	8	6	7	12	2	5					50
4			2		1	1		4					8
5						1							1
6+					1								1
Total	11	10	20	10	12	22	5	13					103

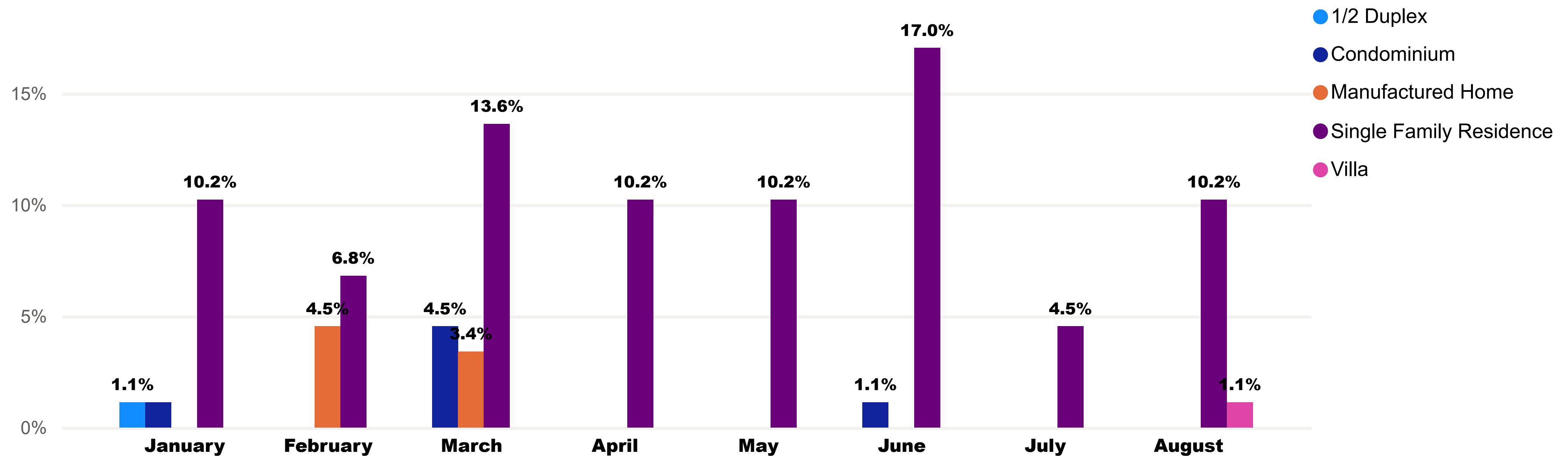
Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	2	1	5	3	3	4		3					21
2	8	8	11	7	8	15	4	10					71
3	1	1	3			3	1						9
4			1										1
5					1								1
Total	11	10	20	10	12	22	5	13					103

Sales by Housing Style

Property Type	January	February	March	April	May	June	July	August	September	October	November	December	Total
1/2 Duplex	1												1
Condominium	1		4			1							6
Manufactured Home		4	3										7
Single Family Residence	9	6	12	9	9	15	4	9					73
Villa								1					1
Total	11	10	19	9	9	16	4	10					88

YTD % of Sales by Property Type





Lake Wales Association of REALTORS® Multiple Listing One Month Sales and Inventory Report - August - 2023

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							
\$ 80,000 - 89,999	1	10%	87,500	87,000	99%	1	
\$ 90,000 - 99,999							
\$ 100,000 - 119,999	1	10%	180,000	100,000	56%	13	
\$ 120,000 - 139,999							3
\$ 140,000 - 159,999							3
\$ 160,000 - 179,999	3	30%	170,933	167,400	98%	8	1
\$ 180,000 - 199,999							1
\$ 200,000 - 249,999	2	20%	222,450	215,000	97%	51	4
\$ 250,000 - 299,999	1	10%	274,900	250,000	91%	209	4
\$ 300,000 - 349,999	2	20%	384,950	331,688	86%	145	2
\$ 350,000 - 399,999							3
\$ 400,000 - 499,999							4
\$ 500,000 - 599,999							2
\$ 600,000 - 699,999							
\$ 700,000 - 799,999							
\$ 800,000 - 899,999							
\$ 900,000 - 999,999							2
\$ 1,000,000 - and over							
Total	10	100%	227,000	203,258	90%	64	29

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 - 2023

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	1	0.97%	63,300	54,000	85%	16	
\$ 60,000 - 69,999	3	2.91%	78,267	65,333	83%	194	
\$ 70,000 - 79,999	3	2.91%	80,296	75,000	93%	21	
\$ 80,000 - 89,999	3	2.91%	84,533	84,000	99%	1	
\$ 90,000 - 99,999	2	1.94%	99,500	94,750	95%	39	
\$ 100,000 - 119,999	7	6.80%	128,643	107,143	83%	27	
\$ 120,000 - 139,999	3	2.91%	132,600	126,667	96%	59	3
\$ 140,000 - 159,999	9	8.74%	168,144	146,778	87%	48	3
\$ 160,000 - 179,999	9	8.74%	172,300	168,022	98%	31	1
\$ 180,000 - 199,999	4	3.88%	184,850	189,850	103%	51	1
\$ 200,000 - 249,999	12	11.65%	235,358	224,792	96%	92	4
\$ 250,000 - 299,999	15	14.56%	285,760	270,527	95%	53	4
\$ 300,000 - 349,999	12	11.65%	330,700	316,273	96%	76	2
\$ 350,000 - 399,999	4	3.88%	379,975	363,750	96%	53	3
\$ 400,000 - 499,999	7	6.80%	478,114	449,286	94%	144	4
\$ 500,000 - 599,999	5	4.85%	549,500	539,600	98%	14	2
\$ 600,000 - 699,999	4	3.88%	659,750	639,625	97%	54	
\$ 700,000 - 799,999							
\$ 800,000 - 899,999							
\$ 900,000 - 999,999							2
\$ 1,000,000 - and over							
Total	103	100.00%	266,268	252,876	95%	62	29

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.

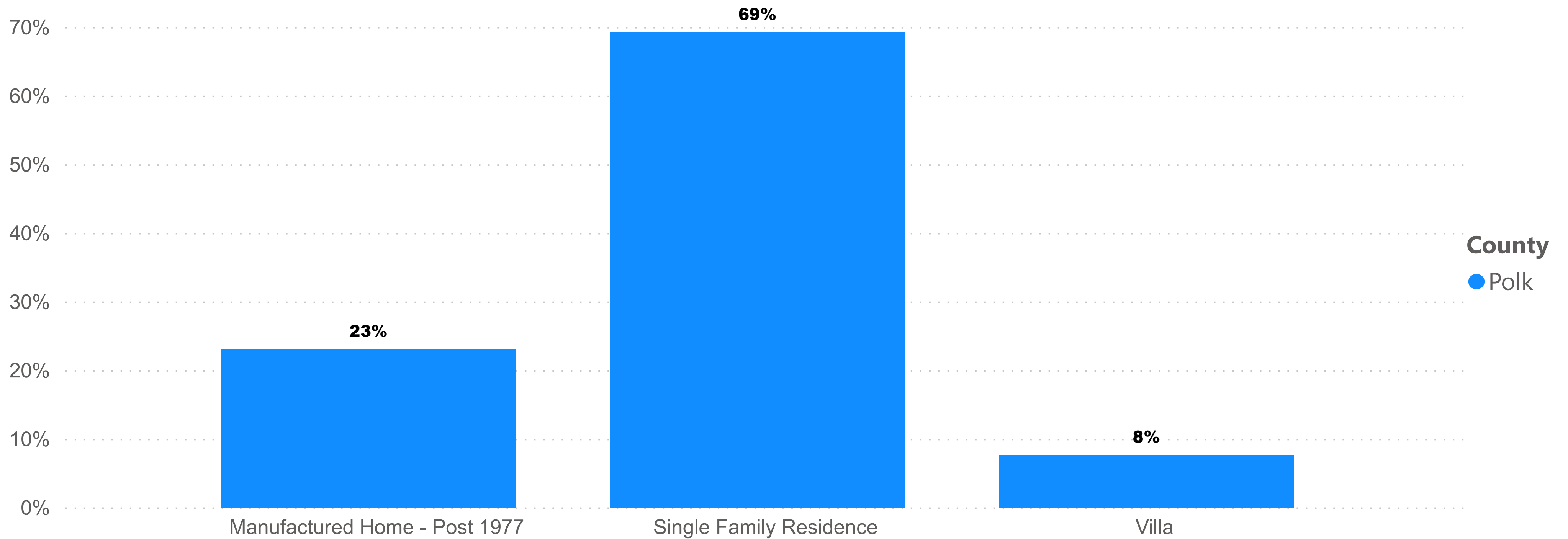
Four Year Sales and Inventory History 2019 - 2023. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
09/30/2019	16	200,219	190,519	95%	55	43	2.69
10/31/2019	16	142,594	138,169	97%	82	51	3.19
11/30/2019	8	132,750	125,938	95%	108	60	7.50
12/31/2019	9	165,933	165,156	100%	119	66	7.33
01/31/2020	11	192,036	188,118	98%	38	66	6.00
02/29/2020	11	142,145	132,456	93%	66	66	6.00
03/31/2020	14	169,549	163,492	96%	75	70	5.00
04/30/2020	17	200,382	195,864	98%	97	65	3.82
05/31/2020	9	128,433	123,433	96%	132	57	6.33
06/30/2020	17	153,512	148,210	97%	154	57	3.35
07/31/2020	20	194,885	187,605	96%	105	46	2.30
08/31/2020	15	156,513	152,627	98%	74	50	3.33
09/30/2020	18	184,950	179,761	97%	126	42	2.33
10/31/2020	33	223,908	216,721	97%	84	33	1.00
11/30/2020	20	204,065	200,880	98%	28	33	1.65
12/31/2020	21	209,490	203,024	97%	51	33	1.57
01/31/2021	8	190,538	186,788	98%	32	38	4.75
02/28/2021	12	255,575	250,208	98%	49	37	3.08
03/31/2021	21	216,576	206,621	95%	29	28	1.33
04/30/2021	27	255,933	245,922	96%	57	17	0.63
05/31/2021	19	199,168	198,321	100%	38	15	0.79
06/30/2021	21	195,171	189,319	97%	36	27	1.29
07/31/2021	11	241,309	238,073	99%	18	28	2.55
08/31/2021	19	187,542	183,083	98%	34	26	1.37
09/30/2021	16	209,937	203,556	97%	17	30	1.88
10/31/2021	14	208,907	199,855	96%	32	29	2.07
11/30/2021	18	270,028	263,589	98%	25	30	1.67
12/31/2021	11	207,655	195,464	94%	24	30	2.73
01/31/2022	16	289,194	273,031	94%	38	34	2.13
02/28/2022	14	235,171	231,964	99%	47	29	2.07
03/31/2022	17	271,124	259,490	96%	62	28	1.65
04/30/2022	20	232,660	229,670	99%	24	28	1.40
05/31/2022	17	276,653	262,024	95%	17	31	1.82
06/30/2022	20	229,785	228,875	100%	11	34	1.70
07/31/2022	19	257,605	249,337	97%	25	35	1.84
08/31/2022	9	241,189	236,333	98%	53	41	4.56
09/30/2022	10	227,630	215,340	95%	32	42	4.20
10/31/2022	11	410,473	399,250	97%	64	43	3.91
11/30/2022	7	296,471	279,271	94%	43	42	6.00
12/31/2022	12	243,408	231,892	95%	34	31	2.58
01/31/2023	11	284,618	265,818	93%	59	29	2.64
02/28/2023	10	217,530	211,150	97%	52	34	3.40
03/31/2023	19	299,510	283,026	94%	68	32	1.68
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

Top 5 Unit Sales by County and Property Type

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

Property Type	Polk	Total
Manufactured Home - Post 1977	23%	23%
Single Family Residence	69%	69%
Villa	8%	8%
Total	100%	100%



Board/Association: State Month Year
 ▲ Lake Wales FL August 2023

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	1			1
\$ 90,000 - 99,999				
\$ 100,000 - 119,999		1		1
\$ 120,000 - 139,999				
\$ 140,000 - 159,999				
\$ 160,000 - 179,999	1	2		3
\$ 180,000 - 199,999				
\$ 200,000 - 249,999	1		1	2
\$ 250,000 - 299,999			1	1
\$ 300,000 - 349,999		1	1	2
\$ 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	3	4	3	10

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		
\$ 70,000 - 79,999		
\$ 80,000 - 89,999		
\$ 90,000 - 99,999	1	
\$ 100,000 - 119,999		
\$ 120,000 - 139,999	2	
\$ 140,000 - 159,999	1	2
\$ 160,000 - 179,999	2	
\$ 180,000 - 199,999	1	
\$ 200,000 - 249,999	3	
\$ 250,000 - 299,999	5	
\$ 300,000 - 349,999	2	
\$ 350,000 - 399,999	2	
\$ 400,000 - 499,999	5	
\$ 500,000 - 599,999	1	
\$ 600,000 - 699,999		
\$ 700,000 - 799,999		
\$ 800,000 - 899,999	1	
\$ 900,000 - 999,999	2	1
\$ 1,000,000 - and over		
Total	28	3

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	1	
\$ 120,000 - 139,999		2
\$ 140,000 - 159,999	1	1
\$ 160,000 - 179,999		
\$ 180,000 - 199,999	1	
\$ 200,000 - 249,999	2	
\$ 250,000 - 299,999	2	
\$ 300,000 - 349,999		
\$ 350,000 - 399,999	1	
\$ 400,000 - 499,999	2	
\$ 500,000 - 599,999	1	
\$ 600,000 - 699,999		
\$ 700,000 - 799,999	1	
\$ 800,000 - 899,999		
\$ 900,000 - 999,999		
\$ 1,000,000 - and over		
Total	12	3

Time On Market Sort	M-SF	M-Condo
0 - 30	5	
31-60	2	
91-120	1	
121-over	2	
Total	10	

