

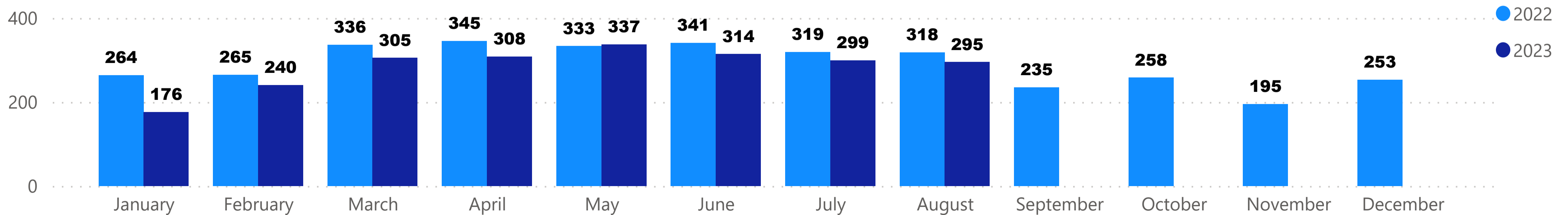


Lakeland REALTORS®

Monthly Sales Trend Indicator 2023

Sales by Price Range - Single Family Homes & Villas

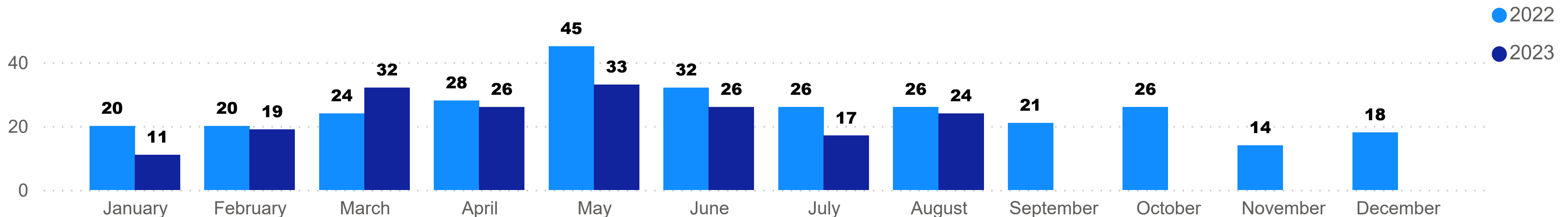
Price Range	January	February	March	April	May	June	July	August	September	October	November	December	Total
\$ 1 - 49,999		1											1
\$ 50,000 - 59,999													
\$ 60,000 - 69,999	1		1					1					3
\$ 70,000 - 79,999		1	1	1		1							4
\$ 80,000 - 89,999		1	2			1		1					5
\$ 90,000 - 99,999			3	1	2	1							7
\$ 100,000 - 119,999	2	1	1	2	1	1	1	1					10
\$ 120,000 - 139,999	1	4	2	1	3	2	2	3					18
\$ 140,000 - 159,999	3	4	2	5	5	3	3	1					26
\$ 160,000 - 179,999	3	4	6	9	2	4	3	6					37
\$ 180,000 - 199,999	4	6	5	9	7	5	6	3					45
\$ 200,000 - 249,999	20	19	36	20	34	30	25	31					215
\$ 250,000 - 299,999	40	55	48	52	55	52	55	56					413
\$ 300,000 - 349,999	34	48	62	80	72	56	68	55					475
\$ 350,000 - 399,999	32	36	45	51	46	59	37	45					351
\$ 400,000 - 499,999	21	39	48	42	61	43	57	55					366
\$ 500,000 - 599,999	8	12	24	21	24	25	20	18					152
\$ 600,000 - 699,999	4	4	8	5	10	11	12	10					64
\$ 700,000 - 799,999		4	5	2	5	5	2	5					28
\$ 800,000 - 899,999	2		3	2	3	8	3	1					22
\$ 900,000 - 999,999		1	2	3	3	5	3	3					20
\$ 1,000,000 - and over	1		1	2	4	2	2						12
Total	176	240	305	308	337	314	299	295					2274



Lakeland REALTORS® Monthly Sales Trend Indicator 2023

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		1											1
\$ 70,000 - 79,999													
\$ 80,000 - 89,999													
\$ 90,000 - 99,999			1			1							2
\$ 100,000 - 119,999	1			1	3		1	1					7
\$ 120,000 - 139,999		2	4	4	3	1		1					15
\$ 140,000 - 159,999	1	2	4	3	1	2		3					16
\$ 160,000 - 179,999		1	4	3	1	2	1	1					13
\$ 180,000 - 199,999	2	1	3	2	2	1	1						12
\$ 200,000 - 249,999	3	2	10	7	12	7	6	7					54
\$ 250,000 - 299,999	2	7	4	3	4	4	4	8					36
\$ 300,000 - 349,999	2	2		3	3	2	3	2					17
\$ 350,000 - 399,999					2	5	1						8
\$ 400,000 - 499,999		1	1			1		1					4
\$ 500,000 - 599,999					1								1
\$ 600,000 - 699,999			1										1
\$ 700,000 - 799,999													
\$ 800,000 - 899,999													
\$ 900,000 - 999,999													
\$ 1,000,000 - and over					1								1
Total	11	19	32	26	33	26	17	24					188



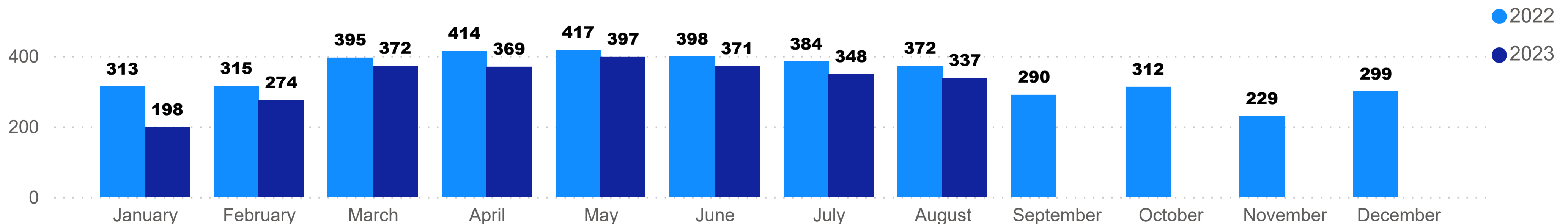


Lakeland REALTORS®

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		1											1
\$ 50,000 - 59,999			1										1
\$ 60,000 - 69,999	1	1	2	1				2					7
\$ 70,000 - 79,999	1	2	1	1	2	1	1	2					11
\$ 80,000 - 89,999		1	3			1		1					6
\$ 90,000 - 99,999	2		4	1	2	2	1	1					13
\$ 100,000 - 119,999	3	1	2	4	4	1	4	4					23
\$ 120,000 - 139,999	4	6	8	9	9	5	4	4					49
\$ 140,000 - 159,999	4	9	13	10	10	7	5	4					62
\$ 160,000 - 179,999	5	8	17	18	5	10	7	11					81
\$ 180,000 - 199,999	7	8	8	13	12	8	16	3					75
\$ 200,000 - 249,999	24	22	54	36	53	47	34	42					312
\$ 250,000 - 299,999	43	66	59	61	63	59	66	67					484
\$ 300,000 - 349,999	36	52	62	85	77	64	72	57					505
\$ 350,000 - 399,999	32	36	45	53	48	64	38	45					361
\$ 400,000 - 499,999	21	40	49	42	61	44	58	57					372
\$ 500,000 - 599,999	8	12	24	21	25	27	20	18					155
\$ 600,000 - 699,999	4	4	9	5	10	11	12	10					65
\$ 700,000 - 799,999		4	5	2	5	5	2	5					28
\$ 800,000 - 899,999	2		3	2	3	8	3	1					22
\$ 900,000 - 999,999		1	2	3	3	5	3	3					20
\$ 1,000,000 - and over	1		1	2	5	2	2						13
Total	198	274	372	369	397	371	348	337					2666



Lakeland REALTORS® Monthly Sales Trend Indicator 2023

Sales by Bedroom Count

Bedrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
0													
1	1	4	7	3	5	5	3	2					30
2	28	43	68	53	72	60	51	49					424
3	102	136	171	191	182	167	176	177					1302
4	62	81	111	113	117	121	95	98					798
5	5	8	15	8	17	15	22	11					101
6+		2		1	4	3	1						11
Total	198	274	372	369	397	371	348	337					2666

Sales by Bathroom Count

Bathrooms	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	21	20	29	29	27	30	23	28					207
2	128	191	253	257	253	249	239	221					1791
3	45	48	72	70	96	74	69	77					551
4	4	14	14	11	15	14	14	10					96
5		1	4	2	4	3	2	1					17
6+					2	1	1						4
Total	198	274	372	369	397	371	348	337					2666

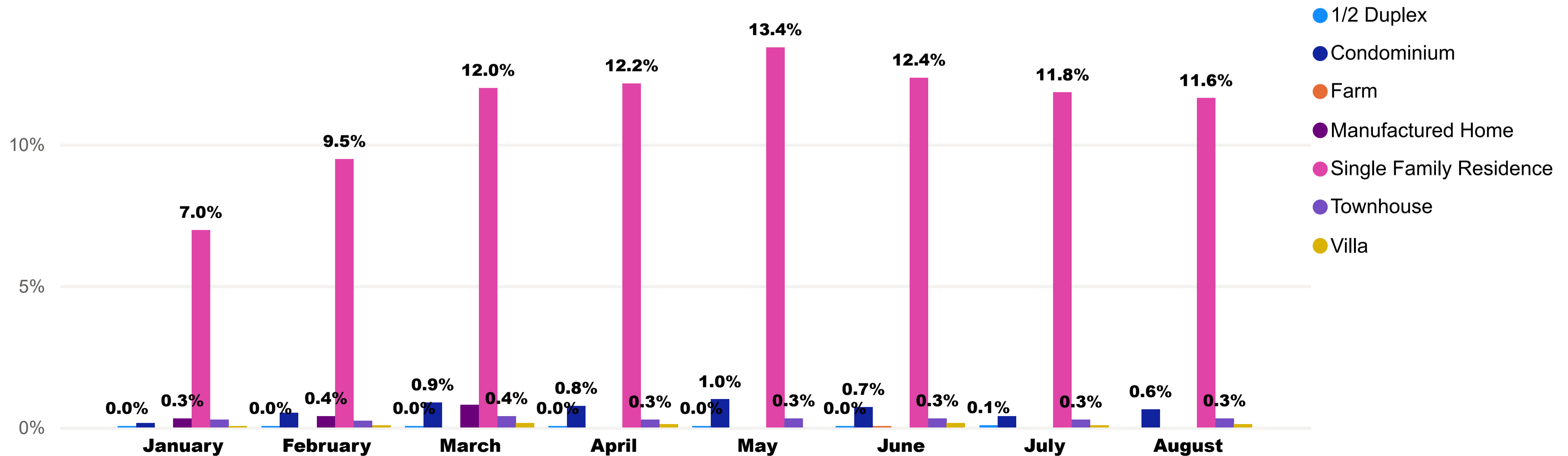
Lakeland REALTORS®

Monthly Sales Trend Indicator 2023

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	1	1	1	2						8
Condominium	4	13	22	19	25	18	10	16					127
Farm						1							1
Manufactured Home	8	10	20										38
Single Family Residence	175	238	301	305	337	310	297	292					2255
Townhouse	7	6	10	7	8	8	7	8					61
Villa	1	2	4	3		4	2	3					19
Total	196	270	358	335	371	342	318	319					2509

YTD % of Sales by Property Type





Lakeland 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	1	0%	69,000	63,000	91%	75	
\$ 70,000 - 79,999							
\$ 80,000 - 89,999	1	0%	110,000	85,000	77%	117	1
\$ 90,000 - 99,999							
\$ 100,000 - 119,999	2	1%	159,500	117,000	73%	23	2
\$ 120,000 - 139,999	4	1%	126,875	124,750	98%	56	8
\$ 140,000 - 159,999	4	1%	162,200	151,975	94%	24	7
\$ 160,000 - 179,999	7	2%	173,000	169,429	98%	11	8
\$ 180,000 - 199,999	3	1%	209,333	191,667	92%	15	12
\$ 200,000 - 249,999	38	12%	229,892	227,621	99%	20	46
\$ 250,000 - 299,999	64	20%	281,958	279,300	99%	20	83
\$ 300,000 - 349,999	57	18%	329,613	322,461	98%	34	114
\$ 350,000 - 399,999	45	14%	377,190	373,689	99%	41	90
\$ 400,000 - 499,999	56	18%	437,926	432,378	99%	50	137
\$ 500,000 - 599,999	18	6%	553,608	539,374	97%	39	47
\$ 600,000 - 699,999	10	3%	642,470	631,767	98%	44	18
\$ 700,000 - 799,999	5	2%	757,760	734,980	97%	74	19
\$ 800,000 - 899,999	1	0%	875,000	875,000	100%	10	15
\$ 900,000 - 999,999	3	1%	966,567	933,300	97%	23	4
\$ 1,000,000 - and over							25
Total	319	100%	358,975	352,854	98%	34	636

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.



Lakeland 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	1	0.04%	80,900	41,500	51%	104	
\$ 50,000 - 59,999	1	0.04%	55,125	50,000	91%	55	
\$ 60,000 - 69,999	7	0.26%	71,486	65,214	91%	65	
\$ 70,000 - 79,999	11	0.41%	84,718	72,945	86%	33	
\$ 80,000 - 89,999	6	0.23%	109,000	81,667	75%	46	1
\$ 90,000 - 99,999	13	0.49%	105,715	94,577	89%	14	
\$ 100,000 - 119,999	23	0.86%	126,154	111,989	89%	37	2
\$ 120,000 - 139,999	49	1.84%	139,402	128,957	93%	38	8
\$ 140,000 - 159,999	62	2.33%	157,991	148,670	94%	30	7
\$ 160,000 - 179,999	81	3.04%	174,609	168,623	97%	28	8
\$ 180,000 - 199,999	75	2.81%	197,939	189,173	96%	26	12
\$ 200,000 - 249,999	312	11.70%	231,920	227,724	98%	35	46
\$ 250,000 - 299,999	484	18.15%	279,369	275,301	99%	37	83
\$ 300,000 - 349,999	505	18.94%	327,923	323,332	99%	45	114
\$ 350,000 - 399,999	361	13.54%	378,232	372,616	99%	47	90
\$ 400,000 - 499,999	372	13.95%	444,756	438,022	98%	50	137
\$ 500,000 - 599,999	155	5.81%	549,130	537,112	98%	41	47
\$ 600,000 - 699,999	65	2.44%	657,975	643,755	98%	47	18
\$ 700,000 - 799,999	28	1.05%	754,789	740,382	98%	47	19
\$ 800,000 - 899,999	22	0.83%	861,659	837,136	97%	101	15
\$ 900,000 - 999,999	20	0.75%	940,154	939,394	100%	58	4
\$ 1,000,000 - and over	13	0.49%	1,968,308	1,807,846	92%	83	25
Total	2666	100.00%	352,454	345,311	98%	42	636

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.

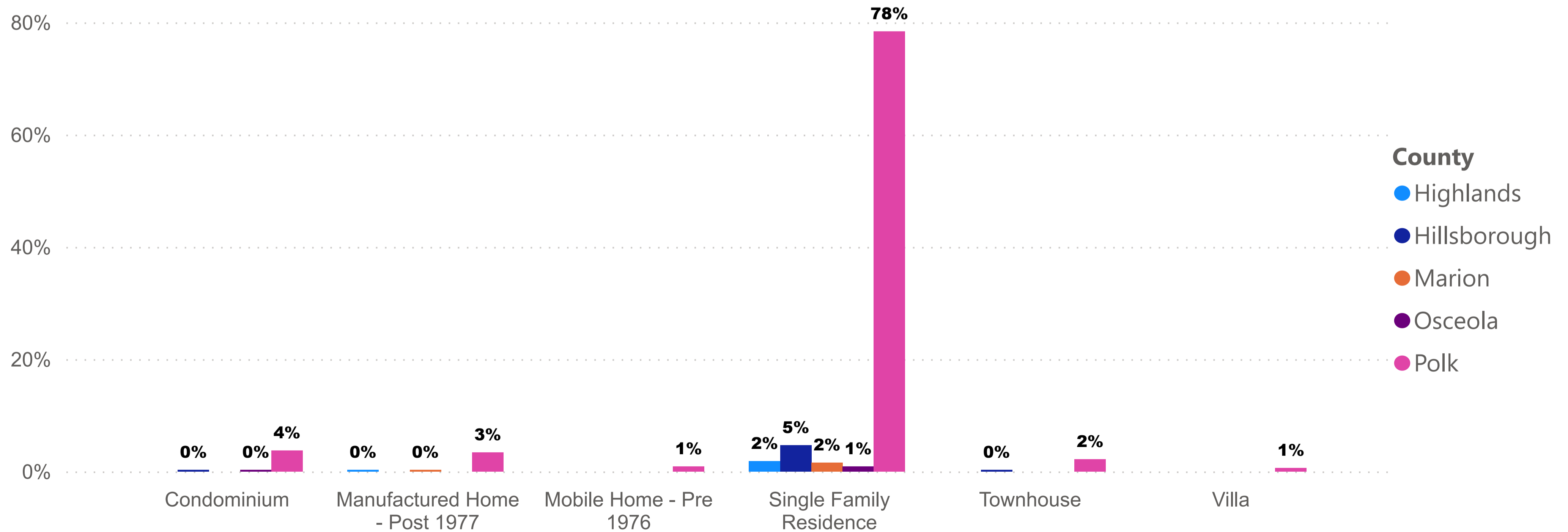
Four Year Sales and Inventory History 2019 - 2023. Compiled from Monthly Sales and Inventory Reports

Month	Monthly Sales	Average List Price	Average Sales Price	% List to Sell	AVG DOM	Inventory	Months Inventory
09/30/2019	399	225,323	221,174	98%	40	919	2.30
10/31/2019	398	220,965	211,830	96%	40	958	2.41
11/30/2019	340	218,776	214,875	98%	43	951	2.80
12/31/2019	370	232,297	225,294	97%	47	899	2.43
01/31/2020	302	204,583	200,221	98%	48	945	3.13
02/29/2020	333	215,371	211,309	98%	64	856	2.57
03/31/2020	443	225,549	217,716	97%	55	873	1.97
04/30/2020	335	238,947	231,065	97%	47	833	2.49
05/31/2020	309	222,313	215,495	97%	45	738	2.39
06/30/2020	424	240,149	235,731	98%	46	685	1.62
07/31/2020	498	233,274	229,358	98%	50	620	1.24
08/31/2020	396	249,342	245,563	98%	41	583	1.47
09/30/2020	425	269,894	261,556	97%	42	531	1.25
10/31/2020	432	260,202	256,085	98%	36	558	1.29
11/30/2020	385	247,570	242,826	98%	30	543	1.41
12/31/2020	452	253,403	249,621	99%	34	471	1.04
01/31/2021	324	263,055	258,540	98%	41	432	1.33
02/28/2021	372	259,899	256,596	99%	29	358	0.96
03/31/2021	452	264,227	261,071	99%	27	309	0.68
04/30/2021	441	257,624	256,348	100%	25	299	0.68
05/31/2021	405	291,254	290,296	100%	26	287	0.71
06/30/2021	501	291,339	291,763	100%	20	370	0.74
07/31/2021	404	287,040	288,879	101%	16	450	1.11
08/31/2021	411	286,422	286,326	100%	14	384	0.93
09/30/2021	396	309,341	308,336	100%	14	365	0.92
10/31/2021	392	305,319	303,580	99%	17	377	0.96
11/30/2021	394	318,826	317,948	100%	20	327	0.83
12/31/2021	387	315,612	312,663	99%	18	261	0.67
01/31/2022	311	323,095	321,184	99%	22	259	0.83
02/28/2022	313	339,024	340,939	101%	19	299	0.96
03/31/2022	392	338,798	338,852	100%	13	303	0.77
04/30/2022	410	370,825	370,456	100%	13	378	0.92
05/31/2022	411	343,859	346,474	101%	16	429	1.04
06/30/2022	395	370,414	370,613	100%	11	527	1.33
07/31/2022	380	348,587	345,053	99%	15	656	1.73
08/31/2022	365	337,662	332,724	99%	20	737	2.02
09/30/2022	288	331,580	324,282	98%	22	765	2.66
10/31/2022	309	344,776	336,031	97%	28	815	2.64
11/30/2022	225	337,651	330,250	98%	30	817	3.63
12/31/2022	297	343,070	335,116	98%	39	777	2.62
01/31/2023	196	333,732	323,277	97%	53	758	3.87
02/28/2023	270	336,680	328,963	98%	58	702	2.60
03/31/2023	358	344,604	336,671	98%	56	651	1.82
04/30/2023	335	359,578	350,631	98%	51	642	1.92
05/31/2023	371	384,071	378,355	99%	41	647	1.74
06/30/2023	342	379,774	374,674	99%	41	637	1.86
07/31/2023	318	374,960	367,479	98%	41	633	1.99
08/31/2023	319	358,975	352,854	98%	36	636	1.99

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
Condominium		0%		0%	4%	4%
Manufactured Home - Post 1977	0%		0%		3%	4%
Mobile Home - Pre 1976					1%	1%
Single Family Residence	2%	5%	2%	1%	78%	88%
Townhouse		0%			2%	3%
Villa					1%	1%
Total	2%	5%	2%	1%	89%	100%



Board/Association: State Month Year
 ▲ Lakeland 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	1			1
\$ 70,000 - 79,999				
\$ 80,000 - 89,999	1			1
\$ 90,000 - 99,999				
\$ 100,000 - 119,999		1		1
\$ 120,000 - 139,999	1	2		3
\$ 140,000 - 159,999		1		1
\$ 160,000 - 179,999	3	2	1	6
\$ 180,000 - 199,999		3		3
\$ 200,000 - 249,999	11	20		31
\$ 250,000 - 299,999	7	45	4	56
\$ 300,000 - 349,999	4	31	20	55
\$ 350,000 - 399,999	1	24	20	45
\$ 400,000 - 499,999		22	33	55
\$ 500,000 - 599,999		5	13	18
\$ 600,000 - 699,999		1	9	10
\$ 700,000 - 799,999	1	1	3	5
\$ 800,000 - 899,999			1	1
\$ 900,000 - 999,999			3	3
\$ 1,000,000 - and over				
Total	30	158	107	295

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	1			1
\$ 120,000 - 139,999	1			1
\$ 140,000 - 159,999	2	1		3
\$ 160,000 - 179,999	1			1
\$ 180,000 - 199,999				
\$ 200,000 - 249,999	7			7
\$ 250,000 - 299,999	4	4		8
\$ 300,000 - 349,999		2		2
\$ 350,000 - 399,999				
\$ 400,000 - 499,999	1			1
\$ 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	17	7		24

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	1	1
\$ 120,000 - 139,999	3	4
\$ 140,000 - 159,999	1	2
\$ 160,000 - 179,999	4	3
\$ 180,000 - 199,999	1	9
\$ 200,000 - 249,999	36	9
\$ 250,000 - 299,999	68	20
\$ 300,000 - 349,999	111	5
\$ 350,000 - 399,999	99	
\$ 400,000 - 499,999	126	4
\$ 500,000 - 599,999	46	2
\$ 600,000 - 699,999	22	1
\$ 700,000 - 799,999	18	1
\$ 800,000 - 899,999	16	
\$ 900,000 - 999,999	5	
\$ 1,000,000 - and over	22	
Total	579	62

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	1	
\$ 90,000 - 99,999	1	
\$ 100,000 - 119,999		
\$ 120,000 - 139,999	5	1
\$ 140,000 - 159,999	4	2
\$ 160,000 - 179,999	5	2
\$ 180,000 - 199,999	11	1
\$ 200,000 - 249,999	42	6
\$ 250,000 - 299,999	59	7
\$ 300,000 - 349,999	77	
\$ 350,000 - 399,999	70	2
\$ 400,000 - 499,999	50	1
\$ 500,000 - 599,999	15	2
\$ 600,000 - 699,999	9	
\$ 700,000 - 799,999	3	
\$ 800,000 - 899,999	5	
\$ 900,000 - 999,999	3	
\$ 1,000,000 - and over	10	1
Total	370	25

Time On Market Sort	M-SF	M-Condo
0 - 30	189	15
31-60	60	7
61-90	20	1
91-120	9	1
121-over	17	
Total	295	24

