

SPANISH SPRINGS AREA MARKET RESEARCH

The Villages, Florida

DATA SNAPSHOT: OCTOBER 15, 2026

*A data-driven review of historical sales,
active inventory, recent closings,
price reductions, and buyer considerations.*



ACTIVE LISTINGS

126



90-DAY CLOSED SALES

115



ACTIVE WITH
REDUCTIONS

59 (46.8%)

PREPARED BY

Kimberly Volean

LPT REALTY

Research reference and video planning booklet. Not a property appraisal, valuation opinion,
or representation that a particular home is a bargain.

01 | Executive market snapshot

The research covers a consistent custom MLS polygon around the Spanish Springs area. It is a study boundary, not an official neighborhood designation. All figures below refer to that search area unless otherwise noted.

MARKET MEASURE	OCTOBER 15, 2026
Active residential listings	126
Median current asking price	\$349,950
Average current asking price	\$416,569
Median active days on market	43 days
Closed sales, prior 90 days	115
Median 90-day sold price	\$315,000
Median 90-day days to contract	37 days
Active listings below original asking price	59 / 126 (46.8%)

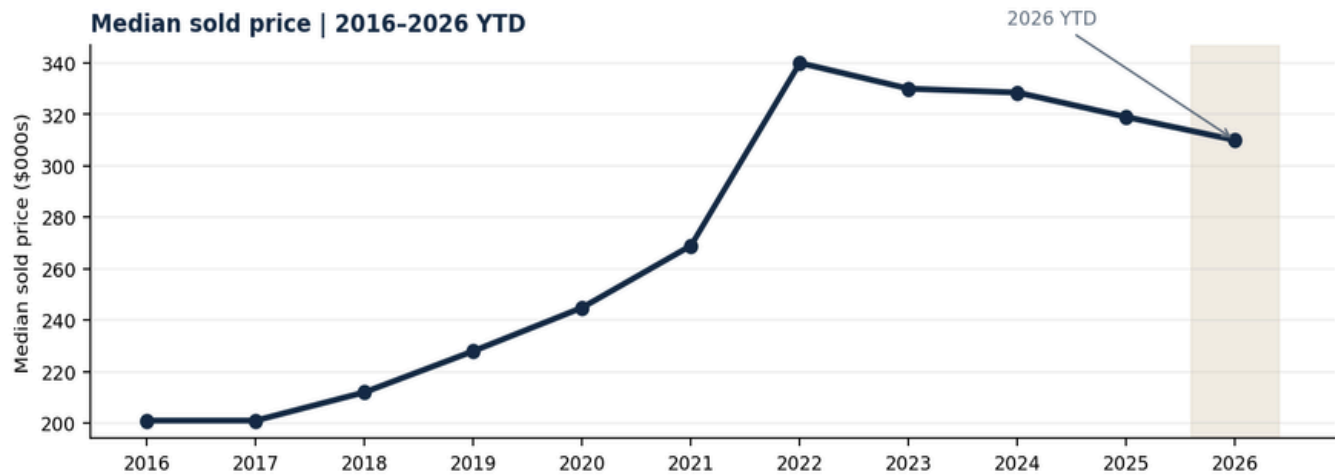
Three useful takeaways

1. The most active recent closed-sale segment was \$300,000–\$399,999 (38 sales), followed by \$250,000–\$299,999 (33 sales).
2. Nearly half of currently active listings are priced below their original list prices. That is a measure of asking-price adjustments, not a direct measure of seller motivation or available negotiating room.
3. The historical median sold price rose from \$201,000 in 2016 to \$310,000 in 2026 YTD, with a peak of \$340,000 in 2022. Changes in the mix of homes sold affect medians.

Indicative supply, not official inventory months

126 active listings divided by 115 closings over 90 days, multiplied by three months, gives approximately 3.3 months of inventory at the recent closing pace. This is a simple snapshot calculation, not a formal months-of-supply series; it excludes pending dynamics and seasonality.

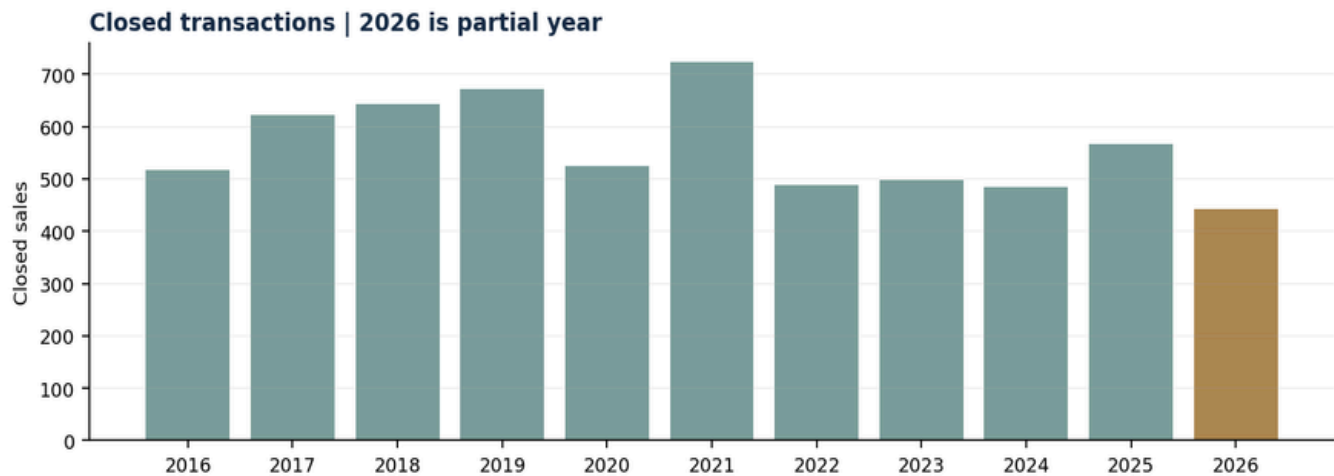
02 | Historical closed sales, 2016-2026



Year	Closed	Avg sold	Median sold	Median days to contract
2016	517	\$222,717	\$201,000	53
2017	623	\$229,123	\$201,000	42
2018	644	\$234,262	\$212,000	34
2019	672	\$242,088	\$228,000	31
2020	524	\$267,246	\$244,900	27
2021	723	\$293,581	\$269,000	13
2022	488	\$386,992	\$340,000	11
2023	498	\$359,069	\$330,000	35
2024	484	\$352,505	\$328,500	40
2025	566	\$339,058	\$319,000	54
2026	443	\$340,677	\$310,000	38

2026 includes January 1–October 15 only; 2016–2025 are full calendar years. Do not compare 2026 transaction volume directly with full-year totals. Prices are unadjusted medians/averages of properties that sold, not repeat-sales appreciation measures.

03 | Sales volume and market cycles



Reading the historical pattern

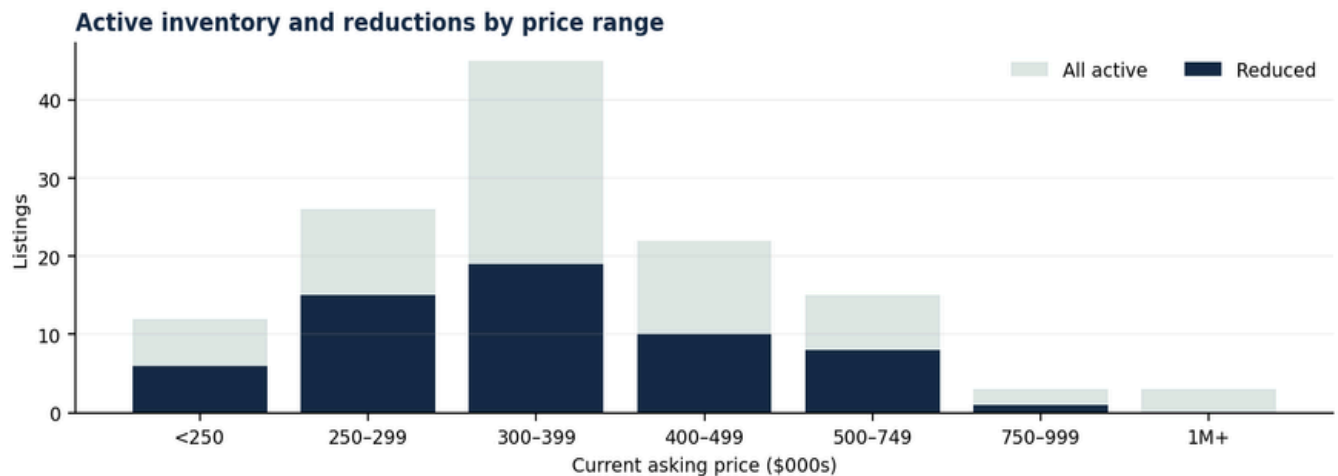
The study area recorded 723 closed sales in 2021, followed by 488 in 2022. Median days to contract fell to 11 in 2022, then rose to 54 in 2025. In 2026 YTD, median days to contract is 38.

The median sold price in 2026 YTD (\$310,000) is approximately 8.8% below the 2022 median (\$340,000), and about 54% above the 2016 median (\$201,000). These are comparisons of annual medians, not price changes for the same property.

Suggested video interpretation

“The market has changed considerably since the exceptionally fast-moving years. Today, buyers can evaluate a wider range of pricing histories and recent comparable sales rather than relying on asking prices alone.”

04 | Active listings by asking-price range



Current asking price	Active	Reduced	Share reduced
Under \$250k	12	6	50.0%
\$250k-\$299k	26	15	57.7%
\$300k-\$399k	45	19	42.2%
\$400k-\$499k	22	10	45.5%
\$500k-\$749k	15	8	53.3%
\$750k-\$999k	3	1	33.3%
\$1m+	3	0	0.0%
TOTAL	126	59	46.8%

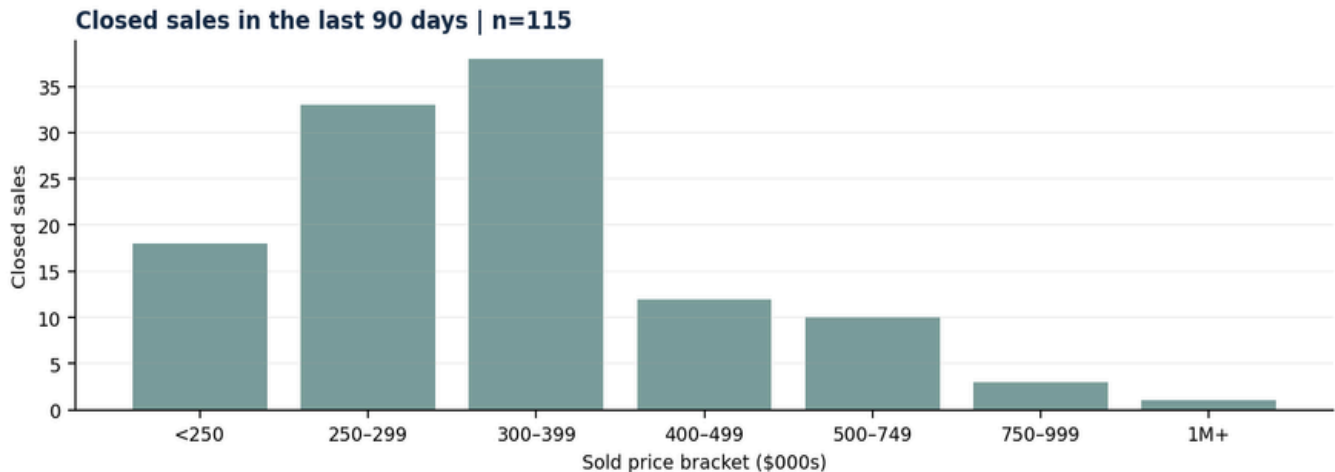
Counts and reduction flags calculated directly from the 126-row custom Matrix CSV export. Price brackets use current asking price; reduction means Current Price is below Original List Price on that listing record.

Active inventory context

Median asking price: \$349,950. Mean asking price: \$416,569 (calculated from CSV; small differences from on-screen Matrix averages may reflect timing or field definitions). Median ADOM: 43 days.

05 | Closed sales: last 90 days

Observation window: approximately July 17–October 15, 2026. Total: 115 closed sales.



Sold-price band	Closed	Median sold	Median days to contract	Median sold/list
Under \$250k	18	\$213,500	7	98%
\$250k-\$299k	33	\$270,000	50	98%
\$300k-\$399k	38	\$335,000	37	97%
\$400k-\$499k	12	\$420,000	22	97%
\$500k-\$749k	10	\$614,950	66	98%
\$750k-\$999k	3	\$820,000	23	94%
\$1m+	1	\$1,300,000	66	100%

Aggregate 90-day results

Average sold price: \$355,736 | Median sold price: \$315,000 | Average days to contract: 57 | Median days to contract: 37 | Median sale-to-final-list: 97%.
71 of the 115 sales (61.7%) closed in the \$250,000–\$399,999 bands. 89 of 115 (77.4%) closed below \$400,000. Some upper-price bands have only one to three sales; interpret their medians cautiously.

06 | Active asking-price reductions

PRICE-REDUCTION METRIC	RESULT
Active listings reviewed	126
Current price below original	59 (46.8%)
Current price unchanged	65 (51.6%)
Current price above original	2 (1.6%)
Mean dollar reduction, reduced listings	\$18,105
Median dollar reduction, reduced listings	\$10,100
Mean percent reduction, reduced listings	4.6%
Largest percent reduction	20.0%
Average ADOM, reduced listings	87 days
Average ADOM, others	35 days

How to read this correctly

This is a current-versus-original listing price comparison, not a count of all historical price-change events. It may miss reductions followed by increases, and it does not reconstruct earlier expired or withdrawn listing episodes. ADOM differences are descriptive and do not establish that price cuts caused longer marketing times.

The largest percentage reduction was 20%. The largest dollar reduction in the export was \$75,000. These examples are not evidence that either listing is under market value.

07 | Buyer decision framework

What the data can help a buyer ask

Where is the selection? Begin with the buyer's budget and compare active choices against recent closed-sale counts in the same band.

How is the home priced today? Compare condition, floor plan, lot, location, updates, and recent comparable sales. A price reduction alone is not a discount to market value.

How long has the property been available? Review ADOM, CDOM, listing history, and any previous relists before interpreting time on market.

How much room is there to negotiate? The 90-day median sale-to-final-list ratio was 97%, but each property and price band differs. An offer should be supported by current comparables and the seller's circumstances where known.

Ready-to-use on-camera talking points

"In our Spanish Springs-area MLS search, there were 126 active homes as of October 15. Fifty-nine were priced below their original asking price. That tells us sellers have been making adjustments—but it does not mean every reduced home is a bargain."

"In the last 90 days, 115 homes closed in this same study area. The median sold price was \$315,000, and the median time to contract was 37 days. Let's look at what those numbers mean for your budget."

"You can search available homes on my website, and when you're ready, call me. I'll help you compare neighborhoods, study recent sales, and find the right home throughout The Villages and surrounding communities."

08 | Methods, limitations & source notes

Sources and definitions

Primary data: Stellar MLS Matrix market-analysis screenshots collected October 15, 2026, plus the custom export “Spanish Springs Market Analysis Oct-2026.csv” containing 126 active records. Historical and closed-sale aggregate figures were transcribed from the market-analysis summaries in this research session. Reduction calculations were recomputed from the attached CSV.

Geography: A user-defined MLS polygon in and around Spanish Springs, constrained to residential properties in The Villages. It is not the official boundary of Spanish Springs, and results should be labeled “Spanish Springs area / selected MLS study boundary.”

Dates: Historical annual periods are January 1–December 31, except 2026 YTD January 1–October 15. Recent closed sales cover the approximately 90-day period ending October 15, 2026. Active figures are a point-in-time snapshot.

Price bands: Active categories use current asking prices; sold categories use sold prices. Their populations and price definitions differ, so direct category-to-category differences are descriptive, not causal.

Pricing fields: “Original List Price” refers to the original amount recorded on the current listing, and “Current Price” is the asking price in the exported active record. Price cuts after relisting or changes later reversed may not be fully represented.

Quality notes: The source CSV contains 126 rows, all with numeric original/current price and days-on-market fields. The report deliberately omits street addresses and MLS IDs to remain suitable for a general research binder. Re-run searches before public release to refresh any time-sensitive figures.

Contact / publication footer

Kimberly Volean | LPT Realty

Phone / text: 352-396-3005

Email: Kim@KimberlyVolean.com

Website: KimberlyVolean.com

Prepared for educational market research. Not a guarantee of future price movement or transaction terms. Verify data and comply with applicable MLS attribution and publication requirements before distributing externally.