

The Villages 34762

ZIP code · FL · Florida > Lake County > The Villages

BUYER'S MARKET

\$398K

MEDIAN SALE PRICE

-6.8%

1-YR CHANGE

731

SALES (12 MO)

\$386K

MEDIAN VALUE (AVM)

Market temperature

Buyer's market · 33 / 100



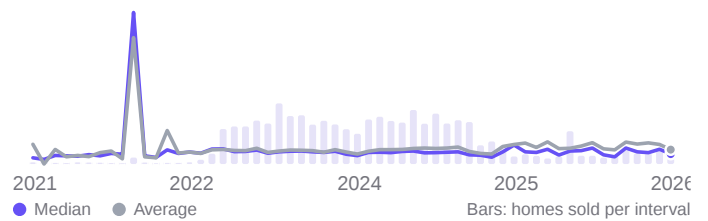
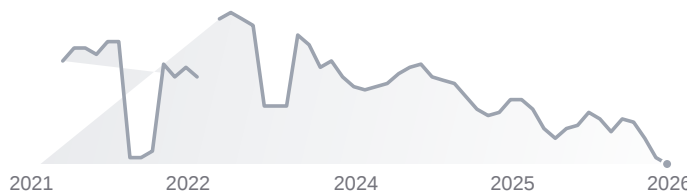
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

33 / 100

Sale prices

Median \$370K · Average \$430K

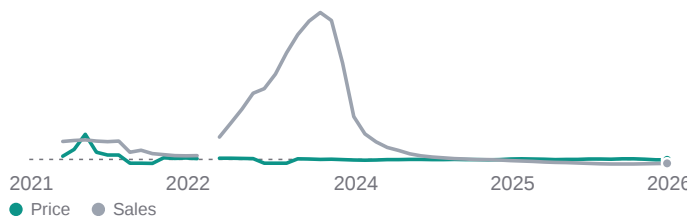


Growth (year over year)

Price -6.8% · Sales -62.4%

Price per square foot

\$234/ft²

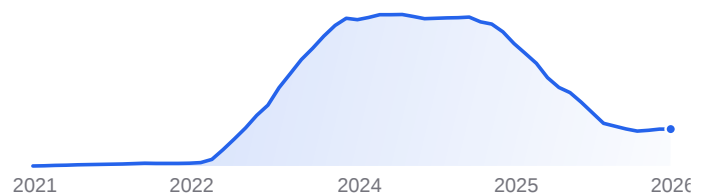


Sale premium vs estimated value

+5.5%

Annual turnover (share of homes sold)

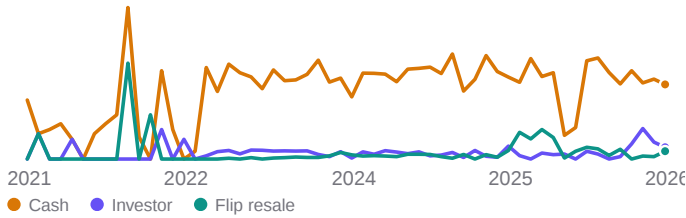
11%



BUYERS & OUTCOMES

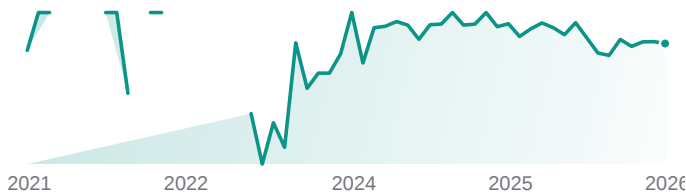
Buyer mix

Cash 42% · Investor 6.7% · Flip resale 4.4%



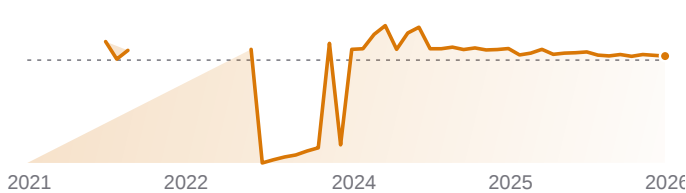
Sellers who sold at a gain

80%

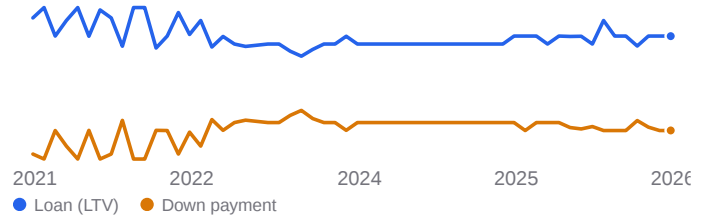


Median annualized return at resale

+3.3%

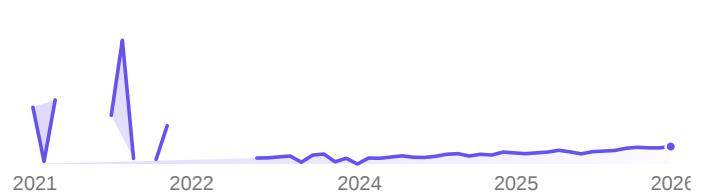


Financing (share of purchase price) Loan (LTV) 80% · Down payment 20%



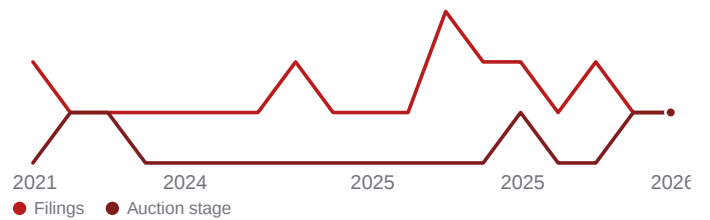
Typical hold before selling

2.3 yrs



Preforeclosure filings

Filings 1 · Auction stage 1



HOUSING STOCK

Homes	6,435
Median value (AVM)	\$386K
Median size	1,578 ft²
Median bedrooms	3
Median year built	2023
Single family	98%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	58%
Underwater (LTV 125% or more)	0.9%
Owner occupied	74%
Company owned	25%
Median loan-to-value	32%
Typical ownership tenure	2.3 yrs

COMMUNITY

Population	2,836
Density	296 / mi²
Median household income	\$56K
Average household income	\$68K
Crime index (US avg 100)	125
Air pollution index (US avg 100)	198
Earthquake index (US avg 100)	24
Homes occupied	81%
Bachelor's or higher	17%
Poverty rate	11.2%
Unemployment	0.4%
Average temp	71°F
Annual precip	51 in
Sunshine	66%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.