

1,376 Central Florida Homes Now Carry Active Price Reductions

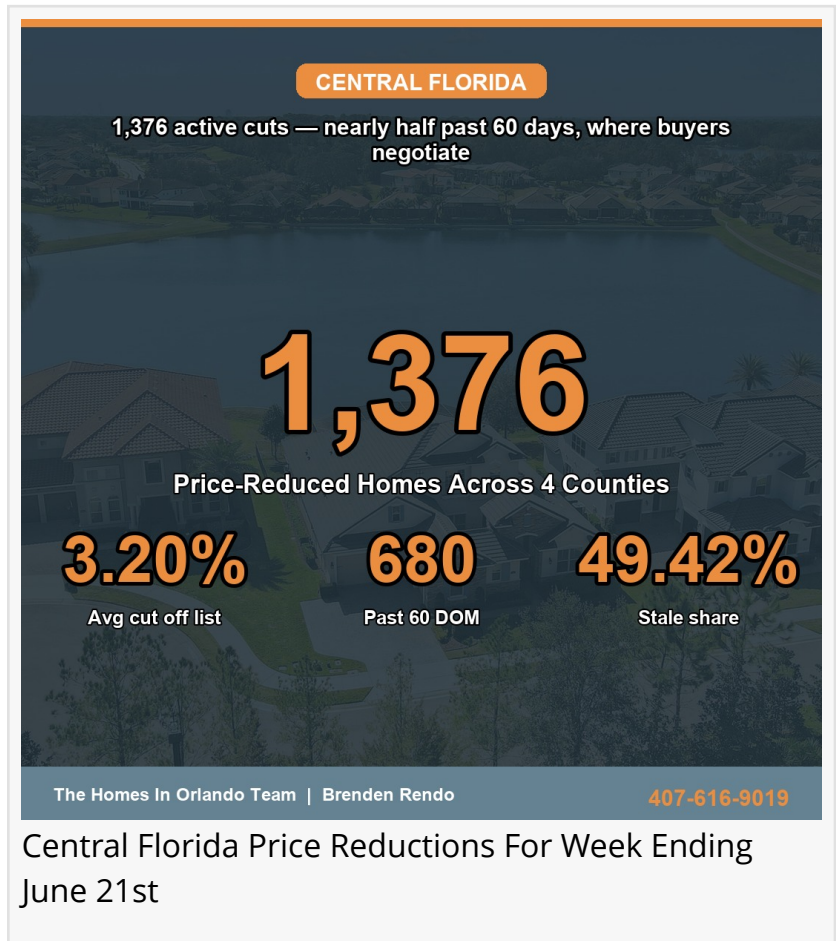
Across Orange, Seminole, Lake, and Volusia Counties, 49.42% of Price-Reduced Listings Have Sat 60-Plus Days - the Buyer-Leverage Tier

ORLANDO, FL, UNITED STATES, June 21, 2026 /EINPresswire.com/ -- A weekly analysis of Stellar MLS data by The Homes In Orlando Team shows 1,376 homes across Orange, Seminole, Lake, and Volusia counties carrying an active price reduction as of June 21, 2026. Of those listings, 680 homes, or 49.42%, have been on the market 60 days or longer — the threshold at which sellers typically begin negotiating beyond price alone, and the tier where four-county buyer leverage concentrates.

The average reduction across the four-county footprint is 3.20% off original list price (weighted), with counties clustering between 3.02% and 3.40%. The structural finding this week is the depth of the 60-plus-day tier: nearly half of all price-reduced inventory now sits in the window where sellers tend to entertain concessions, rate buydowns, and repair credits. The data is pulled directly from the Stellar MLS rather than estimated, and is refreshed weekly.

Week over week, the four counties added a net 29 price-reduced listings, rising from 1,347 on June 14. The movement was uneven: [Orange County](#) added 64 reductions and Lake County added 43, while Volusia pulled back by 53 and Seminole pulled back by 25. The net gain masks a redistribution — inventory built in the two largest counties and contracted along the coast and the SunRail corridor.

Four-County Price-Reduction Snapshot (June 21, 2026)



County	Active Price Reductions		
Avg. Off List	Listed 60+ Days	Week-	Over-Week
Orange	544		
3.19%	48.30% (263)	up	64
Lake	364		
3.02%	50.30% (183)	up	43
Volusia	278		
3.40%	54.30% (151)	down	53
Seminole	190		
3.31%	43.70% (83)	down	25
Total	1,376		
3.20%	49.42% (680)		+29



Brenden Rendo, Realtor

County Detail

[Volusia County](#) offers the clearest buyer leverage in the report this week. It carries both the deepest average reduction at 3.40% off list and the highest stale share at 54.30%, meaning more than half of its price-reduced inventory has crossed the 60-day mark even after the county shed 53 reductions week over week. New Smyrna Beach anchors the coastal opening with 61 price-reduced listings averaging 3.58% off list and 137 days on market at an average list price of \$771,528 — the highest days-on-market tier in the spotlight set and a defined window for investors. DeLand adds 53 reductions averaging 2.93% off list, and Daytona Beach shows 37 at 3.83%.



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Orange County remains the volume center and posted the largest weekly gain at 64 added reductions, reaching 544. Orlando alone accounts for 335 of those reductions, averaging 3.18% off list across 96 days on market at an average list price of \$503,750. Winter Park shows 27 reductions at 4.58% off list, and Windermere shows 19 at 4.79% off list across 122 days on market at an average list price of \$1,731,946.

Lake County added 43 reductions to reach 364, with south Lake leading. Clermont holds the largest single-city inventory in the report at 105 price-reduced listings averaging 2.24% off list across 73 days on market at an average list price of \$530,405 — a fast-moving sub-market where the cuts are shallower and the absorption quicker. Leesburg adds 41 reductions at a deeper 4.46% off list.

[Seminole County](#) is the tightest of the four, with the lowest stale share at 43.70%, meaning its sellers are holding the most ground. The exception is Altamonte Springs, where 22 price-reduced listings average 5.05% off list across 165 days on market at an average list price of \$296,212 — the deepest average cut and the longest

days on market in the spotlight set, paired with the lowest entry price. Sanford anchors county volume at 43 reductions averaging 2.40% off list, and Oviedo shows 35 at 3.58%.

Quote

"The headline count is useful, but the number that matters is the 60-day share," said Brenden Rendo, Realtor with The Homes In Orlando Team. "With 680 of 1,376 listings past 60 days across four counties, nearly half of this inventory sits in the tier where sellers negotiate on concessions, rate buydowns, and repair credits, not just price. Orange and Lake added inventory this week while Volusia and Seminole pulled back, so the leverage is shifting county by county. We track it weekly so the decision is driven by data, not headlines."

What the Data Means by Audience

For buyers: 1,376 active reductions across four counties represent genuine negotiating leverage. The 680 listings past 60 days are where a well-structured, pre-approved offer can land below asking with seller concessions attached. Volusia's 54.30% stale share and New Smyrna Beach's 137-day average mark the deepest runway this week.

For sellers: Price is a positioning decision. With 49.42% of price-reduced listings already past 60 days, a listing that has crossed 45 days without showing activity is receiving a market signal. Seminole's tighter 43.70% stale share shows that disciplined pricing still holds ground in the right sub-market.



For investors: The 60-day tier defines acquisition basis. New Smyrna Beach's 137-day average days on market and Altamonte Springs' 5.05% average cut across 165 days on market are this week's clearest local-investor openings.

Data Access

Full county-level price-reduction data is published and updated weekly:

- Orange County: <https://www.homesinorlando.forsale/orange-county/price-reduced-homes/>
- Seminole County: <https://www.homesinorlando.forsale/real-estate/seminole-county-fl/homes-with-price-reduction/>
- Volusia County: <https://www.homesinorlando.forsale/volusia-county/homes-with-price-reduction/>
- Lake County: <https://www.homesinorlando.forsale/lake-county/priced-reduced-homes/>
- Central Florida market hub: <https://www.homesinorlando.forsale>

About The Homes In Orlando Team

The Homes In Orlando Team, led by Realtor Brenden Rendo, provides data-driven real estate guidance across Orange, Seminole, Lake, and Volusia counties. Brenden brings 30 years across mortgage lending, hard money, fix-and-flip investing, and full-service brokerage, and publishes weekly Central Florida market data sourced directly from the Stellar MLS.

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