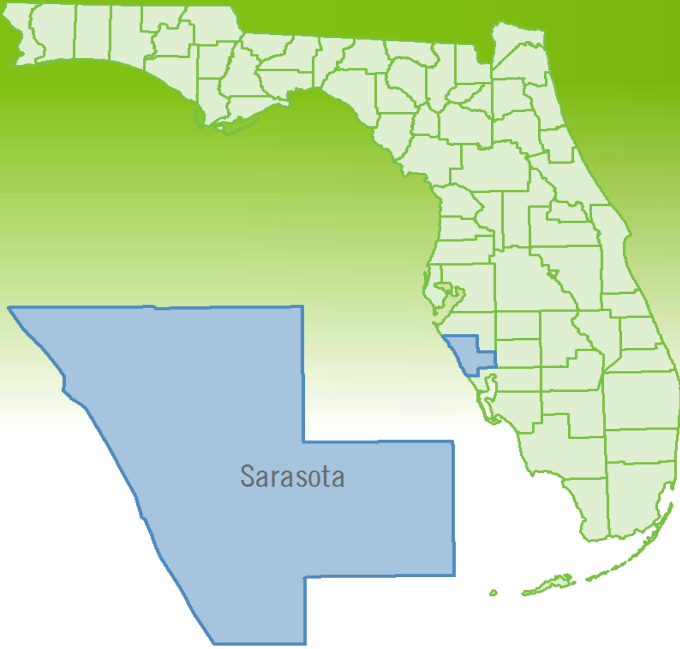


# Monthly Market Detail - September 2025

## Single-Family Homes

### Sarasota County



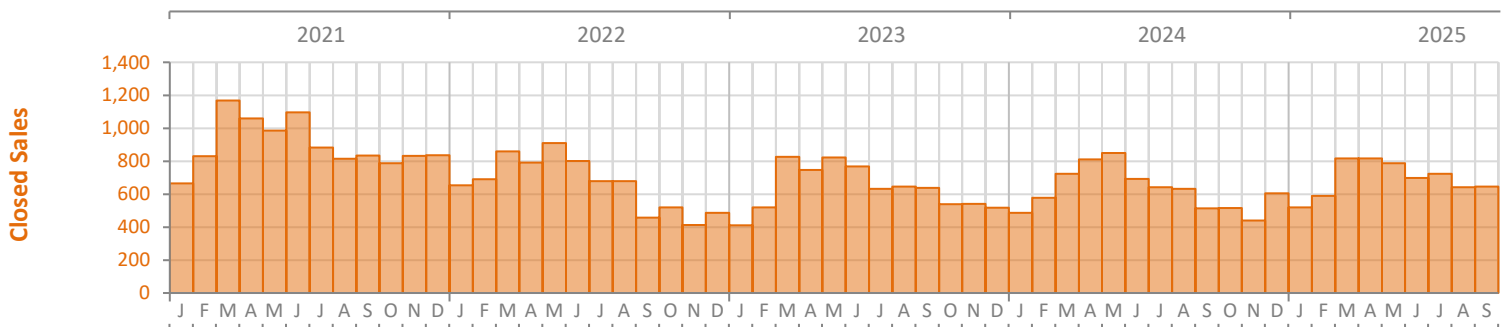
Summary Statistics	September 2025	September 2024	Percent Change Year-over-Year
Closed Sales	646	513	25.9%
Paid in Cash	261	209	24.9%
Median Sale Price	\$450,000	\$490,000	-8.2%
Average Sale Price	\$645,845	\$631,569	2.3%
Dollar Volume	\$417.2 Million	\$324.0 Million	28.8%
Median Percent of Original List Price Received	92.2%	94.0%	-1.9%
Median Time to Contract	64 Days	48 Days	33.3%
Median Time to Sale	105 Days	92 Days	14.1%
New Pending Sales	637	518	23.0%
New Listings	754	749	0.7%
Pending Inventory	826	758	9.0%
Inventory (Active Listings)	3,137	2,841	10.4%
Months Supply of Inventory	4.8	4.5	6.7%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	6,240	5.3%
<b>September 2025</b>	<b>646</b>	<b>25.9%</b>
August 2025	641	1.3%
July 2025	723	12.6%
June 2025	699	1.0%
May 2025	788	-7.3%
April 2025	817	0.7%
March 2025	817	13.0%
February 2025	589	2.1%
January 2025	520	6.8%
December 2024	604	16.6%
November 2024	439	-18.9%
October 2024	515	-4.3%
September 2024	513	-19.6%

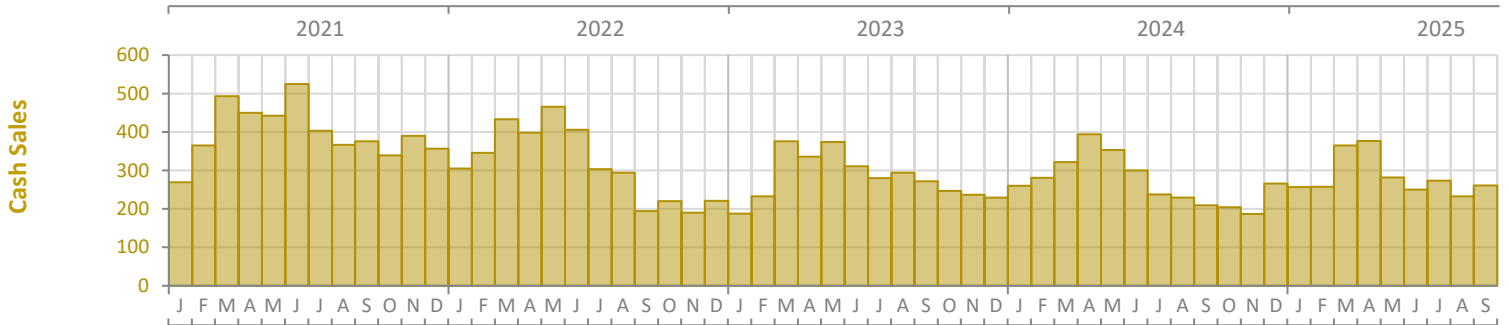


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	2,556	-1.2%
<b>September 2025</b>	<b>261</b>	<b>24.9%</b>
August 2025	233	1.7%
July 2025	273	14.7%
June 2025	250	-16.7%
May 2025	282	-20.1%
April 2025	377	-4.3%
March 2025	365	13.4%
February 2025	258	-8.2%
January 2025	257	-1.2%
December 2024	266	16.2%
November 2024	187	-21.1%
October 2024	204	-17.4%
September 2024	209	-23.2%

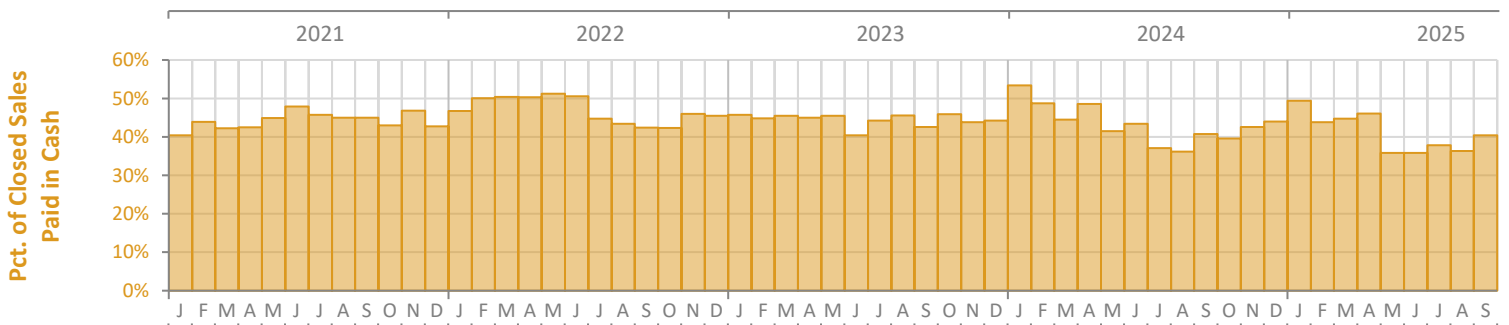


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	41.0%	-6.0%
<b>September 2025</b>	<b>40.4%</b>	<b>-0.7%</b>
August 2025	36.3%	0.3%
July 2025	37.8%	1.9%
June 2025	35.8%	-17.5%
May 2025	35.8%	-13.7%
April 2025	46.1%	-5.1%
March 2025	44.7%	0.4%
February 2025	43.8%	-10.1%
January 2025	49.4%	-7.5%
December 2024	44.0%	-0.5%
November 2024	42.6%	-2.7%
October 2024	39.6%	-13.7%
September 2024	40.7%	-4.5%

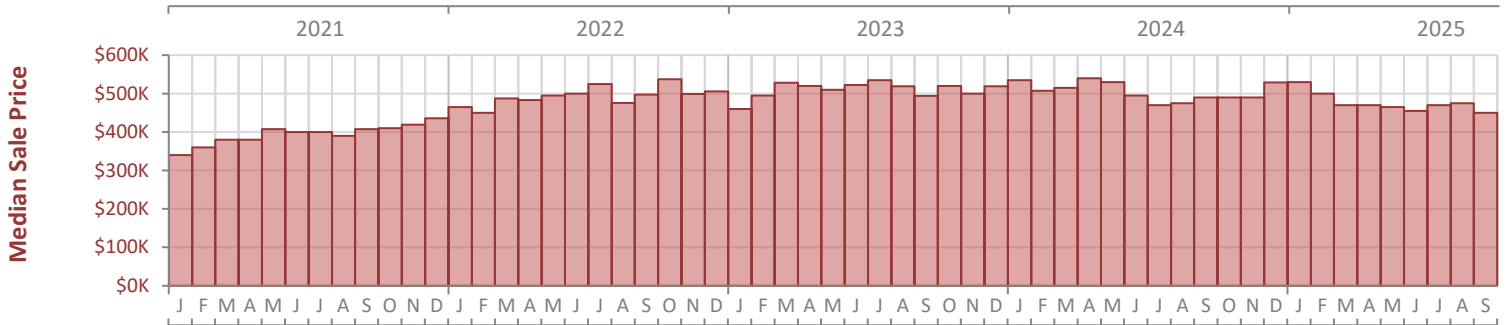


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$475,000	-6.6%
<b>September 2025</b>	<b>\$450,000</b>	<b>-8.2%</b>
August 2025	\$475,000	0.0%
July 2025	\$470,000	0.0%
June 2025	\$455,000	-8.1%
May 2025	\$465,000	-12.3%
April 2025	\$470,000	-13.0%
March 2025	\$469,450	-8.8%
February 2025	\$499,990	-1.5%
January 2025	\$529,750	-1.0%
December 2024	\$528,700	1.9%
November 2024	\$490,000	-2.0%
October 2024	\$490,000	-5.8%
September 2024	\$490,000	-0.8%

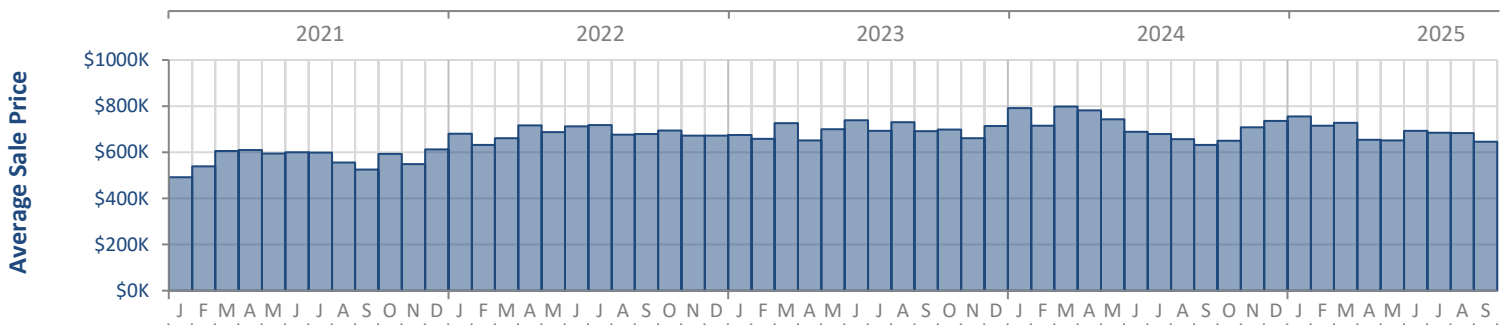


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$687,532	-5.1%
<b>September 2025</b>	<b>\$645,845</b>	<b>2.3%</b>
August 2025	\$683,604	4.0%
July 2025	\$684,858	0.9%
June 2025	\$692,793	0.5%
May 2025	\$651,439	-12.4%
April 2025	\$653,747	-16.3%
March 2025	\$727,555	-8.9%
February 2025	\$714,923	-0.1%
January 2025	\$754,675	-4.7%
December 2024	\$736,508	3.3%
November 2024	\$708,439	7.3%
October 2024	\$650,366	-7.0%
September 2024	\$631,569	-8.6%



# Monthly Market Detail - September 2025

## Single-Family Homes

### Sarasota County

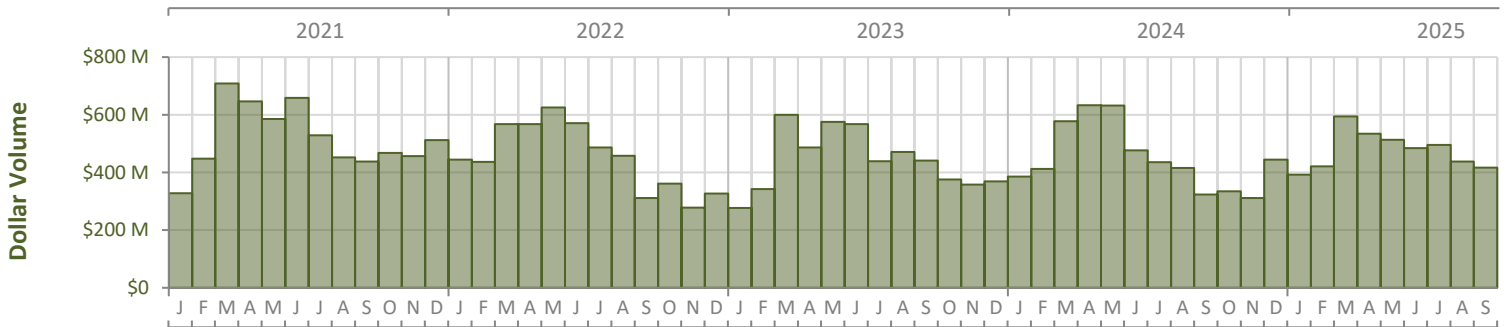


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$4.3 Billion	-0.1%
<b>September 2025</b>	<b>\$417.2 Million</b>	<b>28.8%</b>
August 2025	\$438.2 Million	5.4%
July 2025	\$495.2 Million	13.6%
June 2025	\$484.3 Million	1.5%
May 2025	\$513.3 Million	-18.8%
April 2025	\$534.1 Million	-15.7%
March 2025	\$594.4 Million	2.9%
February 2025	\$421.1 Million	2.0%
January 2025	\$392.4 Million	1.7%
December 2024	\$444.9 Million	20.4%
November 2024	\$311.0 Million	-13.0%
October 2024	\$334.9 Million	-10.9%
September 2024	\$324.0 Million	-26.5%

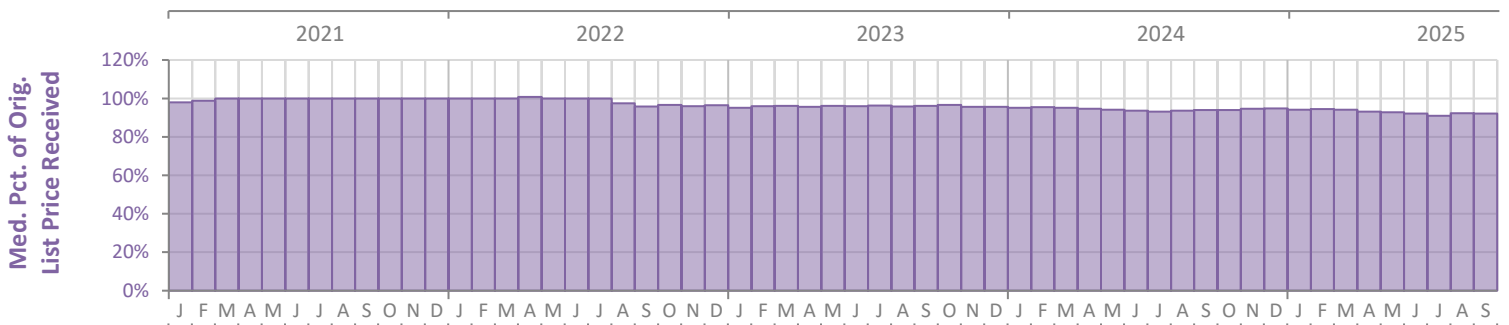


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	93.0%	-1.5%
<b>September 2025</b>	<b>92.2%</b>	<b>-1.9%</b>
August 2025	92.3%	-1.5%
July 2025	91.0%	-2.3%
June 2025	92.2%	-1.5%
May 2025	92.8%	-1.5%
April 2025	93.1%	-1.6%
March 2025	94.2%	-1.1%
February 2025	94.5%	-0.9%
January 2025	94.1%	-1.2%
December 2024	94.8%	-0.8%
November 2024	94.6%	-1.1%
October 2024	94.0%	-2.8%
September 2024	94.0%	-2.3%

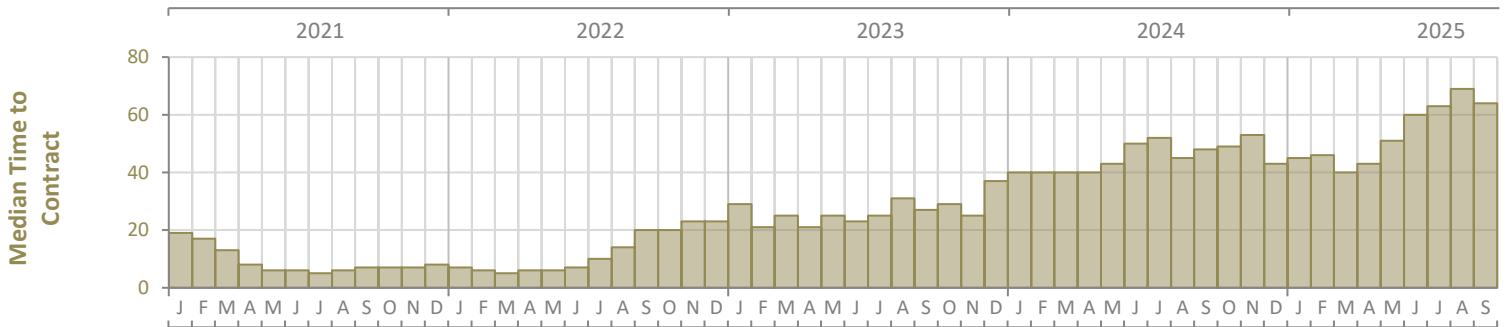


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	56 Days	16.7%
<b>September 2025</b>	<b>64 Days</b>	<b>33.3%</b>
August 2025	69 Days	53.3%
July 2025	63 Days	21.2%
June 2025	60 Days	20.0%
May 2025	51 Days	18.6%
April 2025	43 Days	7.5%
March 2025	40 Days	0.0%
February 2025	46 Days	15.0%
January 2025	45 Days	12.5%
December 2024	43 Days	16.2%
November 2024	53 Days	112.0%
October 2024	49 Days	69.0%
September 2024	48 Days	77.8%

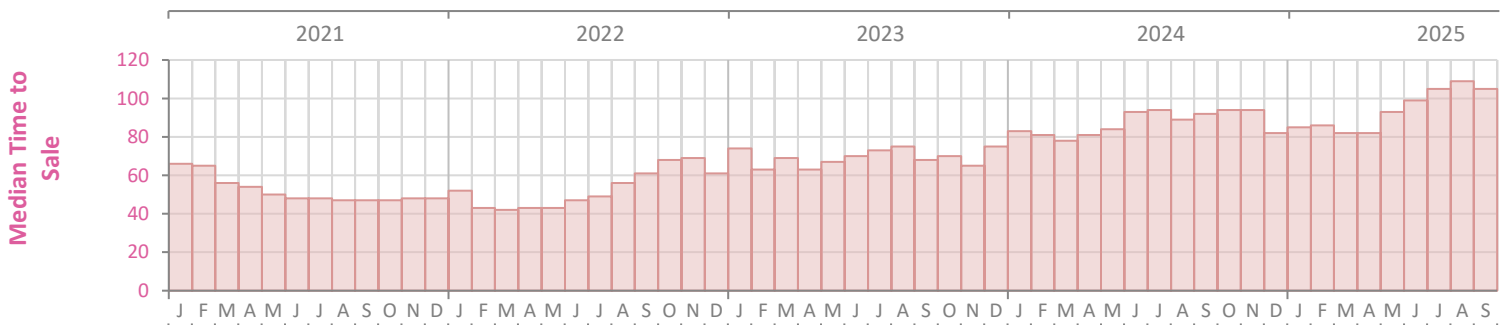


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	98 Days	8.9%
<b>September 2025</b>	<b>105 Days</b>	<b>14.1%</b>
August 2025	109 Days	22.5%
July 2025	105 Days	11.7%
June 2025	99 Days	6.5%
May 2025	93 Days	10.7%
April 2025	82 Days	1.2%
March 2025	82 Days	5.1%
February 2025	86 Days	6.2%
January 2025	85 Days	2.4%
December 2024	82 Days	9.3%
November 2024	94 Days	44.6%
October 2024	94 Days	34.3%
September 2024	92 Days	35.3%

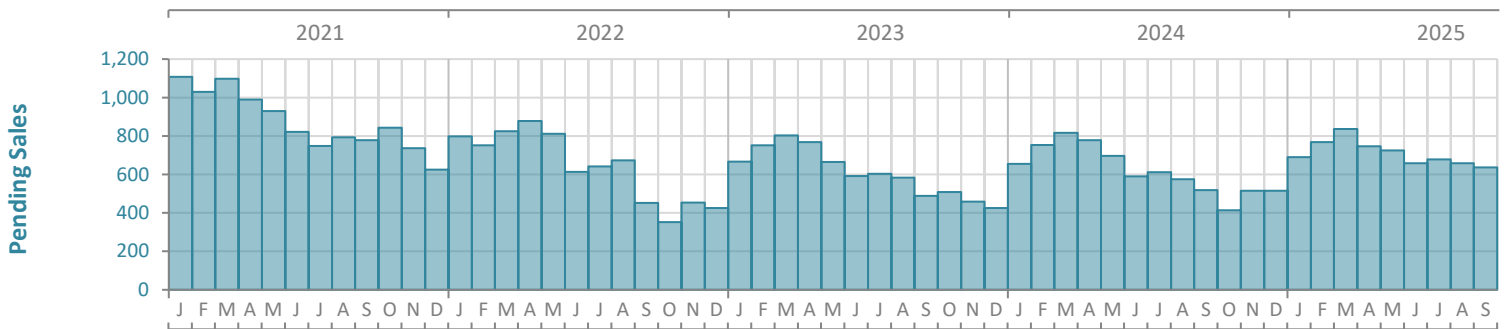


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	6,400	6.8%
<b>September 2025</b>	<b>637</b>	<b>23.0%</b>
August 2025	658	14.4%
July 2025	679	11.1%
June 2025	659	11.7%
May 2025	725	4.0%
April 2025	747	-4.1%
March 2025	837	2.6%
February 2025	768	2.0%
January 2025	690	5.3%
December 2024	516	21.1%
November 2024	516	12.4%
October 2024	414	-18.7%
September 2024	518	5.9%

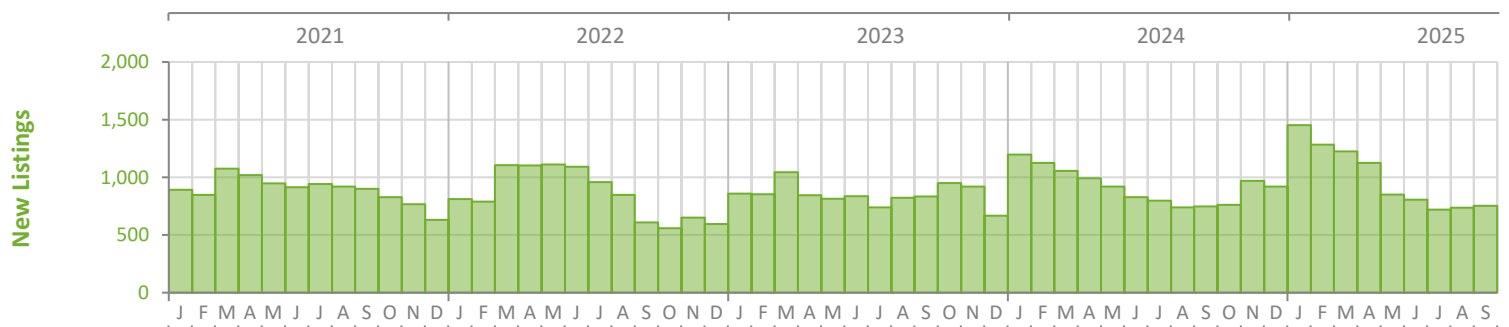


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	8,950	6.5%
<b>September 2025</b>	<b>754</b>	<b>0.7%</b>
August 2025	736	-0.4%
July 2025	720	-9.9%
June 2025	805	-2.8%
May 2025	850	-7.6%
April 2025	1,124	13.4%
March 2025	1,226	16.2%
February 2025	1,283	13.9%
January 2025	1,452	21.4%
December 2024	920	37.9%
November 2024	971	5.5%
October 2024	761	-19.8%
September 2024	749	-10.3%

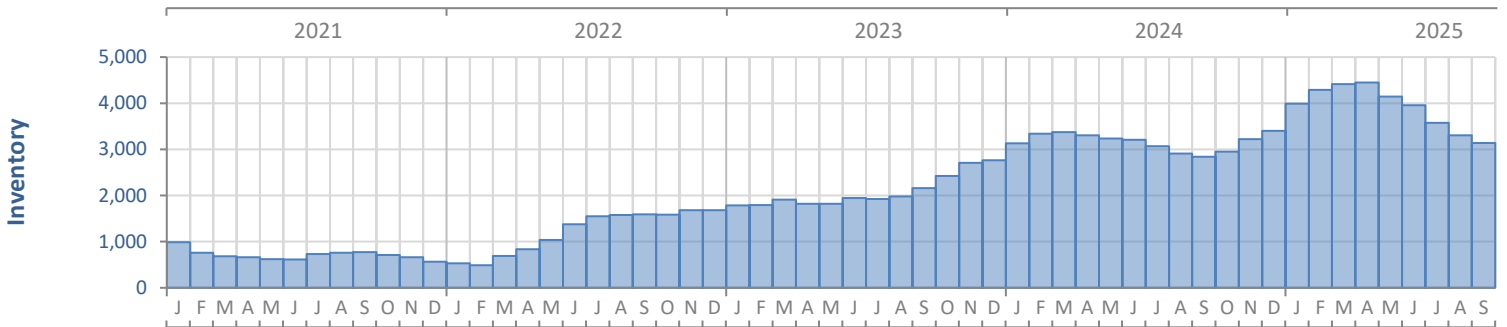


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,918	24.1%
<b>September 2025</b>	<b>3,137</b>	<b>10.4%</b>
August 2025	3,307	13.8%
July 2025	3,574	16.5%
June 2025	3,955	23.2%
May 2025	4,144	27.9%
April 2025	4,448	34.6%
March 2025	4,412	30.8%
February 2025	4,292	28.6%
January 2025	3,992	27.3%
December 2024	3,404	23.2%
November 2024	3,220	18.9%
October 2024	2,952	21.8%
September 2024	2,841	31.6%

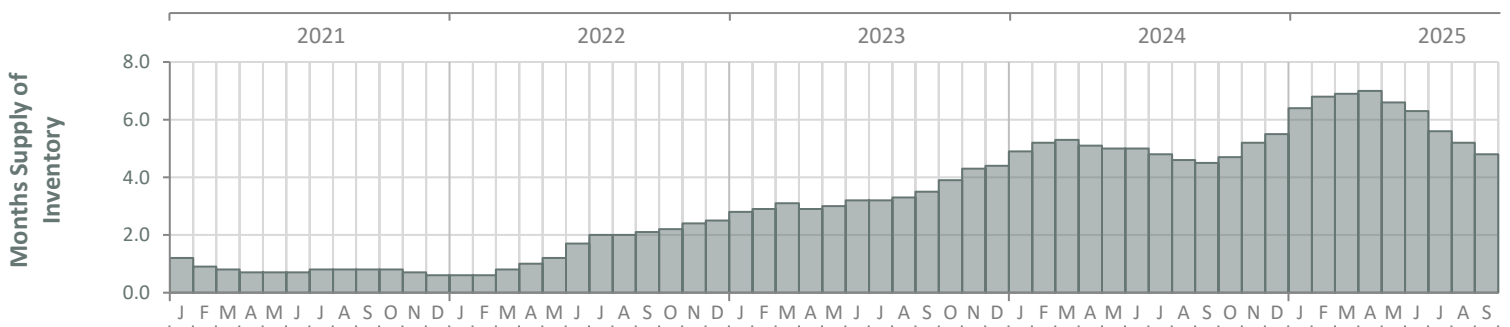


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	6.2	26.5%
<b>September 2025</b>	<b>4.8</b>	<b>6.7%</b>
August 2025	5.2	13.0%
July 2025	5.6	16.7%
June 2025	6.3	26.0%
May 2025	6.6	32.0%
April 2025	7.0	37.3%
March 2025	6.9	30.2%
February 2025	6.8	30.8%
January 2025	6.4	30.6%
December 2024	5.5	25.0%
November 2024	5.2	20.9%
October 2024	4.7	20.5%
September 2024	4.5	28.6%

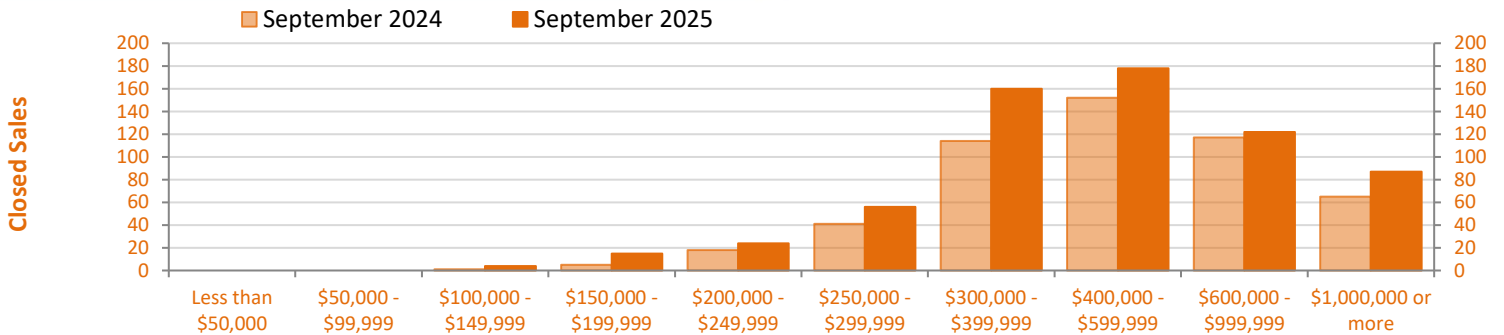


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	4	300.0%
\$150,000 - \$199,999	15	200.0%
\$200,000 - \$249,999	24	33.3%
\$250,000 - \$299,999	56	36.6%
\$300,000 - \$399,999	160	40.4%
\$400,000 - \$599,999	178	17.1%
\$600,000 - \$999,999	122	4.3%
\$1,000,000 or more	87	33.8%

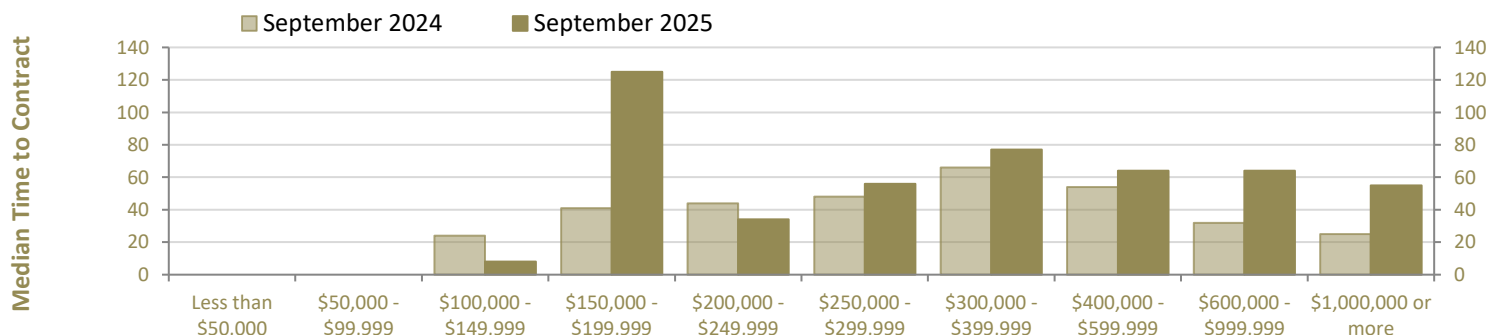


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	8 Days	-66.7%
\$150,000 - \$199,999	125 Days	204.9%
\$200,000 - \$249,999	34 Days	-22.7%
\$250,000 - \$299,999	56 Days	16.7%
\$300,000 - \$399,999	77 Days	16.7%
\$400,000 - \$599,999	64 Days	18.5%
\$600,000 - \$999,999	64 Days	100.0%
\$1,000,000 or more	55 Days	120.0%

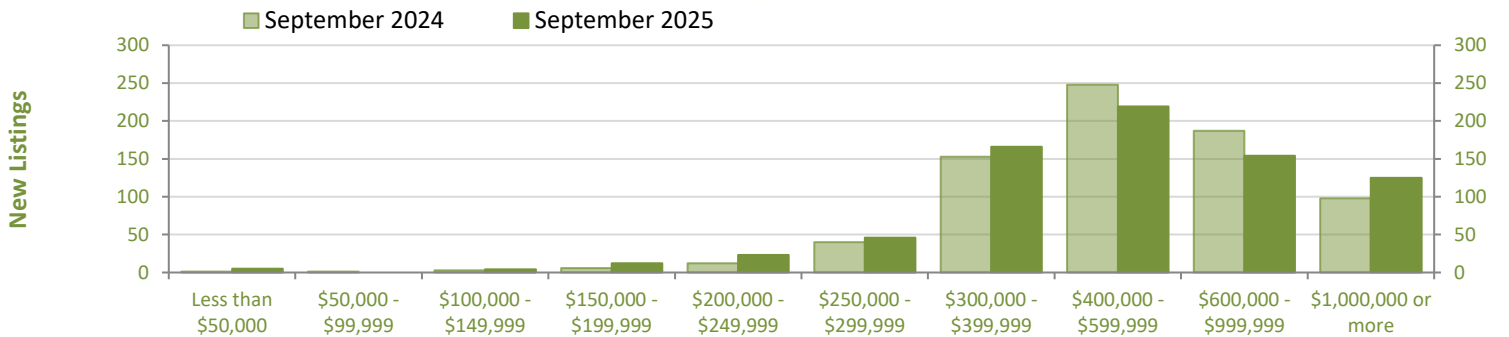


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	5	400.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	4	33.3%
\$150,000 - \$199,999	12	100.0%
\$200,000 - \$249,999	23	91.7%
\$250,000 - \$299,999	46	15.0%
\$300,000 - \$399,999	166	8.5%
\$400,000 - \$599,999	219	-11.7%
\$600,000 - \$999,999	154	-17.6%
\$1,000,000 or more	125	27.6%

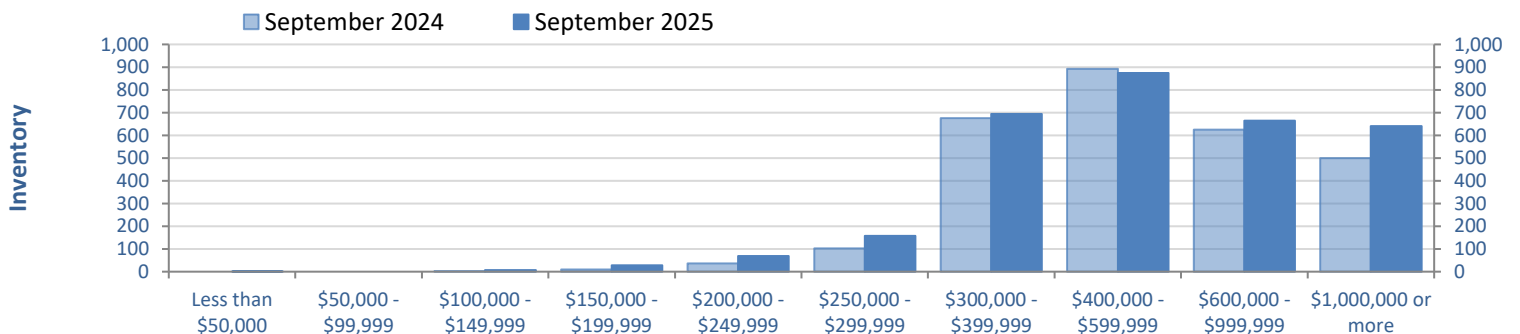


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

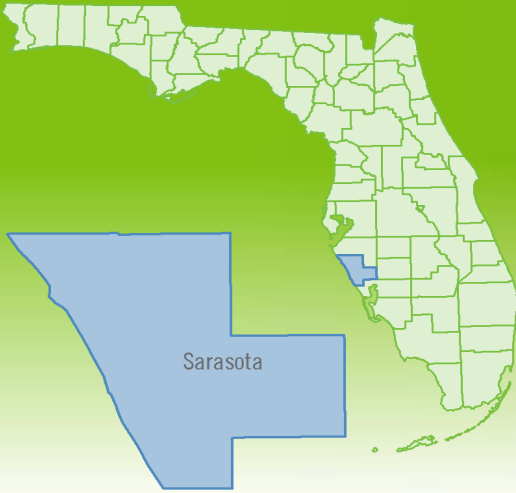
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	7	250.0%
\$150,000 - \$199,999	28	211.1%
\$200,000 - \$249,999	69	91.7%
\$250,000 - \$299,999	158	53.4%
\$300,000 - \$399,999	694	2.8%
\$400,000 - \$599,999	874	-2.0%
\$600,000 - \$999,999	665	6.4%
\$1,000,000 or more	641	28.5%



# Monthly Distressed Market - September 2025

## Single-Family Homes

### Sarasota County



		September 2025	September 2024	Percent Change Year-over-Year
Traditional	Closed Sales	640	509	25.7%
	Median Sale Price	\$459,000	\$490,000	-6.3%
Foreclosure/REO	Closed Sales	6	4	50.0%
	Median Sale Price	\$203,175	\$361,450	-43.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

