



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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April 2026 Real Estate Market Report: Trends in Sarasota and Manatee Counties

SARASOTA, Fla. (May 15, 2026) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its April 2026 real-estate market report. According to data from Florida Realtors®, buyer activity strengthened across both counties in April 2026, as closed sales and pending sales increased in both the single-family and townhouse/condo markets. The condo and townhouse market in Sarasota County posted particularly strong gains. Active inventory declined across all four major segments, marking a shift from the inventory growth seen over the past year. Despite stronger demand and shrinking supply, prices remained mostly stable, pointing to a market that is gaining activity while still offering buyers room to negotiate.

Key Trends in Sarasota/Manatee April 2026:

- **Sales Activity Strengthened:** Closed sales increased across all four major market segments, while pending sales also rose year-over-year. This points to continued buyer demand across Sarasota and Manatee counties, with activity improving in both single-family homes and the townhouse/condo market.
- **Inventory Tightened:** Active listings declined across all four property segments, reversing the recent trend of inventory growth. The drop appears to be driven by stronger buyer activity, along with fewer new listings coming onto the market in several segments.
- **Prices Remained Steady:** Despite rising sales and declining inventory, prices remained relatively stable, with some segments seeing modest year-over-year gains. Since prices often respond more slowly to changes in supply and demand, this will be an important trend to watch in the coming months if inventory continues to shrink. Buyers still appear to have room to negotiate, as shown by the median percent of original list price received.
- **Luxury Market Activity Remained Strong:** Single-family sales increased in the \$1 million-plus category in both Sarasota and Manatee counties. This shift toward higher-priced transactions is reflected in the increase in average sale prices, showing that activity at the upper end of the market played a larger role in April's overall sales picture.

Single-Family

In Sarasota County, April recorded 824 closed single-family sales, an increase of 0.9 percent compared to the same month last year. The median sale price increased 4.3 percent to \$490,000. The average sale price climbed 24.6 percent to \$814,685, reflecting strong activity at the upper end of the market. Cash buyers accounted for 43.9 percent of transactions, with 362 cash sales recorded during the month. Sellers

received a median of 94.3 percent of their original list price. New pending sales rose 17.0 percent year-over-year, suggesting continued momentum heading into the summer.

Inventory levels declined, with active listings falling 26.8 percent to 3,258 homes. This represents a 4.7-month supply of inventory. Homes spent a median of 46 days on the market before going under contract and took about 86 days to close.

In Manatee County, single-family home sales rose 4.8 percent year-over-year, reaching 704 closed sales in April. The median sale price increased 6.1 percent to \$492,500 year-over-year. Cash transactions accounted for 231 sales, or about 32.8 percent of sales. Sellers received a median of 94.6 percent of their original list price. New pending sales rose 4.6 percent compared to last year.

Active inventory declined 9.9 percent to 2,929 listings. This represents a 4.6-month supply of homes. Properties spent a median of 44 days on the market before going under contract and approximately 88 days to close.

Townhomes and Condos

The condo and townhome market in Sarasota County continued to show strong growth in April, with closed sales increasing 18.7 percent year-over-year to 445 transactions. New pending sales surged 35.1 percent compared to a year ago, the largest year-over-year gain in any segment this month. The median sale price held nearly flat, slipping 0.6 percent to \$337,500. Cash transactions remained dominant, representing 70.1 percent of sales with 312 cash purchases. Sellers received a median of 91.1 percent of their original asking price.

Active inventory decreased by 13.3 percent to 2,300 units, representing a 7.7-month supply of inventory. Properties spent a median of 67 days on the market before going under contract and about 103 days to close.

In Manatee County, condo and townhome sales increased by 12.5 percent year-over-year, totaling 307 closed transactions. The median sale price increased 6.6 percent to \$320,000. Cash buyers accounted for 58.6 percent of purchases, or 180 transactions. Sellers received a median of 93.2 percent of their original list price. New pending sales rose 14.6 percent year-over-year.

Active inventory declined 12.9 percent to 1,582 units, equal to a 6.9-month supply of homes. Properties spent a median of 60 days on the market before going under contract and about 103 days to close.

Summary

April's data points to a market that is becoming more active but not overheated. Sales are rising, inventory is tightening, and prices are holding steady across much of the region. If these trends continue, the Sarasota-Manatee market could see increased competition in certain segments, making local expertise especially important for buyers and sellers navigating the months ahead. Consumers should work with a REALTOR® to understand current conditions, evaluate pricing strategies, and make informed decisions in today's market.

Monthly reports are provided by Florida Realtors® with data compiled from Stellar MLS. For comprehensive statistics dating back to 2015, visit www.MyRASM.com/statistics.

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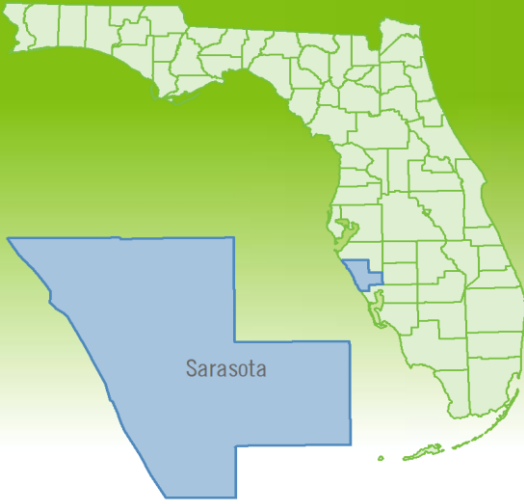
About REALTOR® Association of Sarasota and Manatee

The REALTOR® Association of Sarasota and Manatee (RASM) is the largest real estate trade association in Sarasota and Manatee counties, serving over 9,000 members. RASM provides technology, training, networking, and business support to members, and supports a healthy real estate market by upholding high professional and ethical standards through a Code of Ethics, ongoing education, and certification programs. As the advocate for the real estate brokerage industry, RASM is the Voice for Real Estate® in the Sarasota/Manatee region. For more information, call (941) 952-3400 or visit www.myrasm.com.

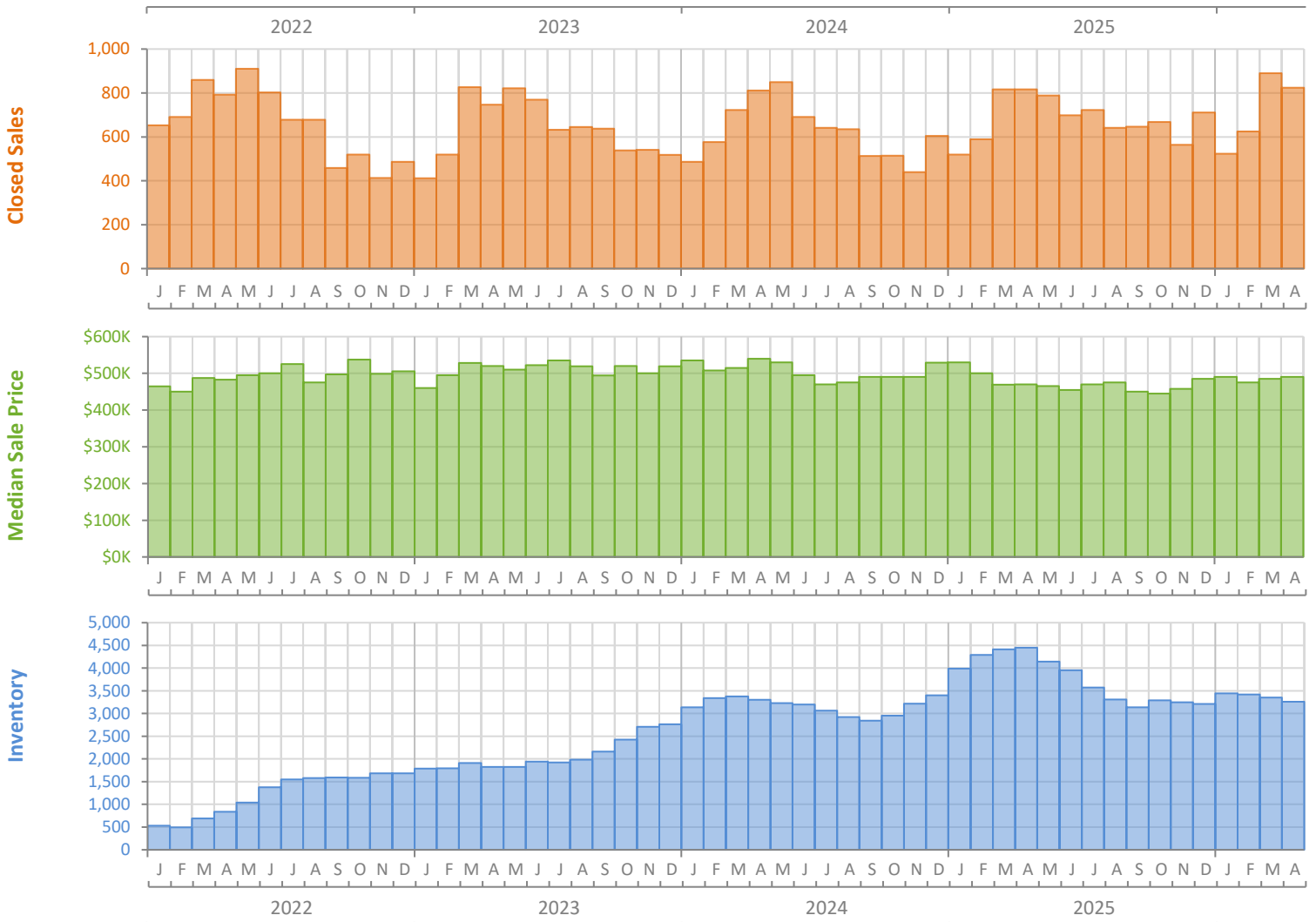
Monthly Market Summary - April 2026

Single-Family Homes

Sarasota County



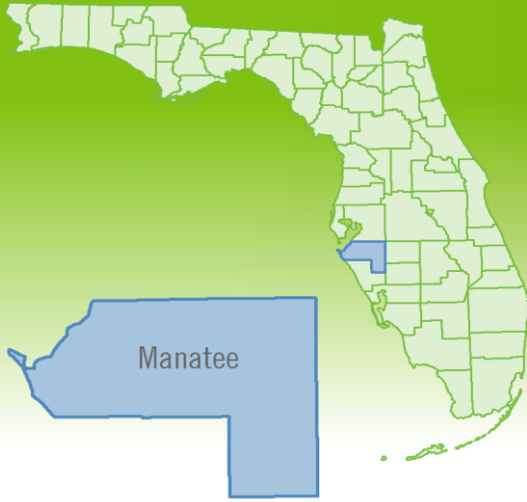
	April 2026	April 2025	Percent Change Year-over-Year
Closed Sales	824	817	0.9%
Paid in Cash	362	377	-4.0%
Median Sale Price	\$490,000	\$470,000	4.3%
Average Sale Price	\$814,685	\$653,747	24.6%
Dollar Volume	\$671.3 Million	\$534.1 Million	25.7%
Med. Pct. of Orig. List Price Received	94.3%	93.1%	1.3%
Median Time to Contract	46 Days	43 Days	7.0%
Median Time to Sale	86 Days	82 Days	4.9%
New Pending Sales	874	747	17.0%
New Listings	989	1,124	-12.0%
Pending Inventory	1,109	987	12.4%
Inventory (Active Listings)	3,258	4,448	-26.8%
Months Supply of Inventory	4.7	7.0	-32.9%



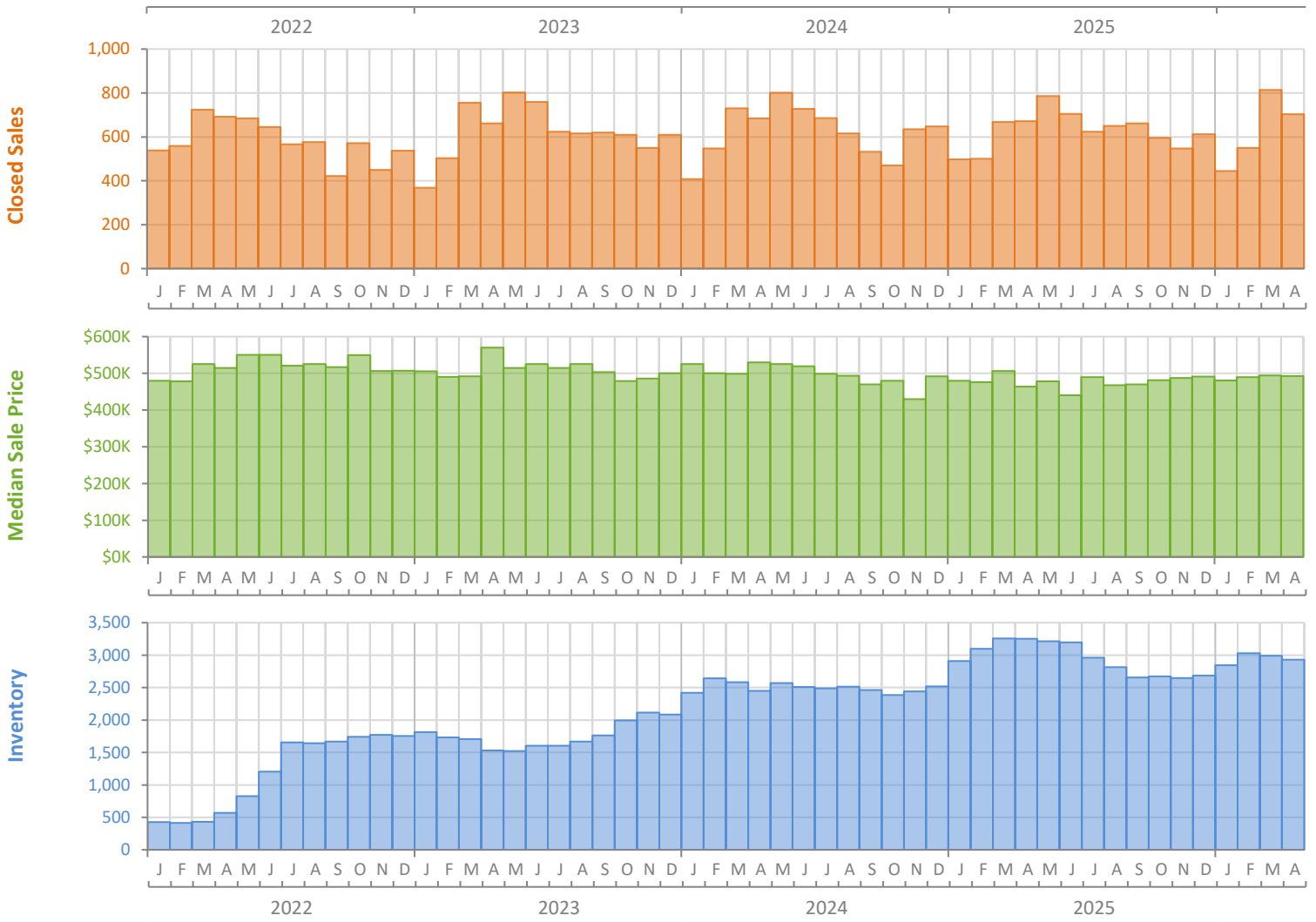
Monthly Market Summary - April 2026

Single-Family Homes

Manatee County



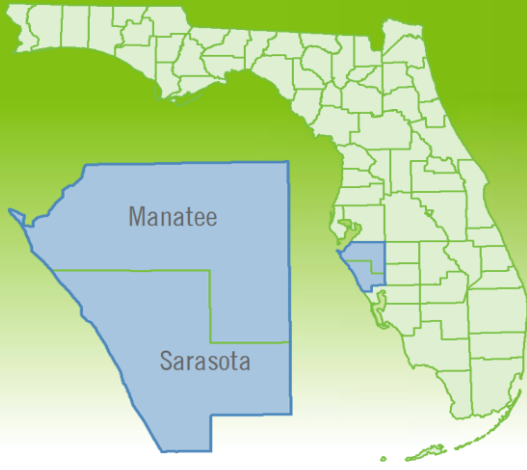
	April 2026	April 2025	Percent Change Year-over-Year
Closed Sales	704	672	4.8%
Paid in Cash	231	201	14.9%
Median Sale Price	\$492,500	\$464,000	6.1%
Average Sale Price	\$760,094	\$618,422	22.9%
Dollar Volume	\$535.1 Million	\$415.6 Million	28.8%
Med. Pct. of Orig. List Price Received	94.6%	94.0%	0.6%
Median Time to Contract	44 Days	50 Days	-12.0%
Median Time to Sale	88 Days	92 Days	-4.3%
New Pending Sales	821	785	4.6%
New Listings	957	979	-2.2%
Pending Inventory	1,156	1,085	6.5%
Inventory (Active Listings)	2,929	3,251	-9.9%
Months Supply of Inventory	4.6	5.2	-11.5%



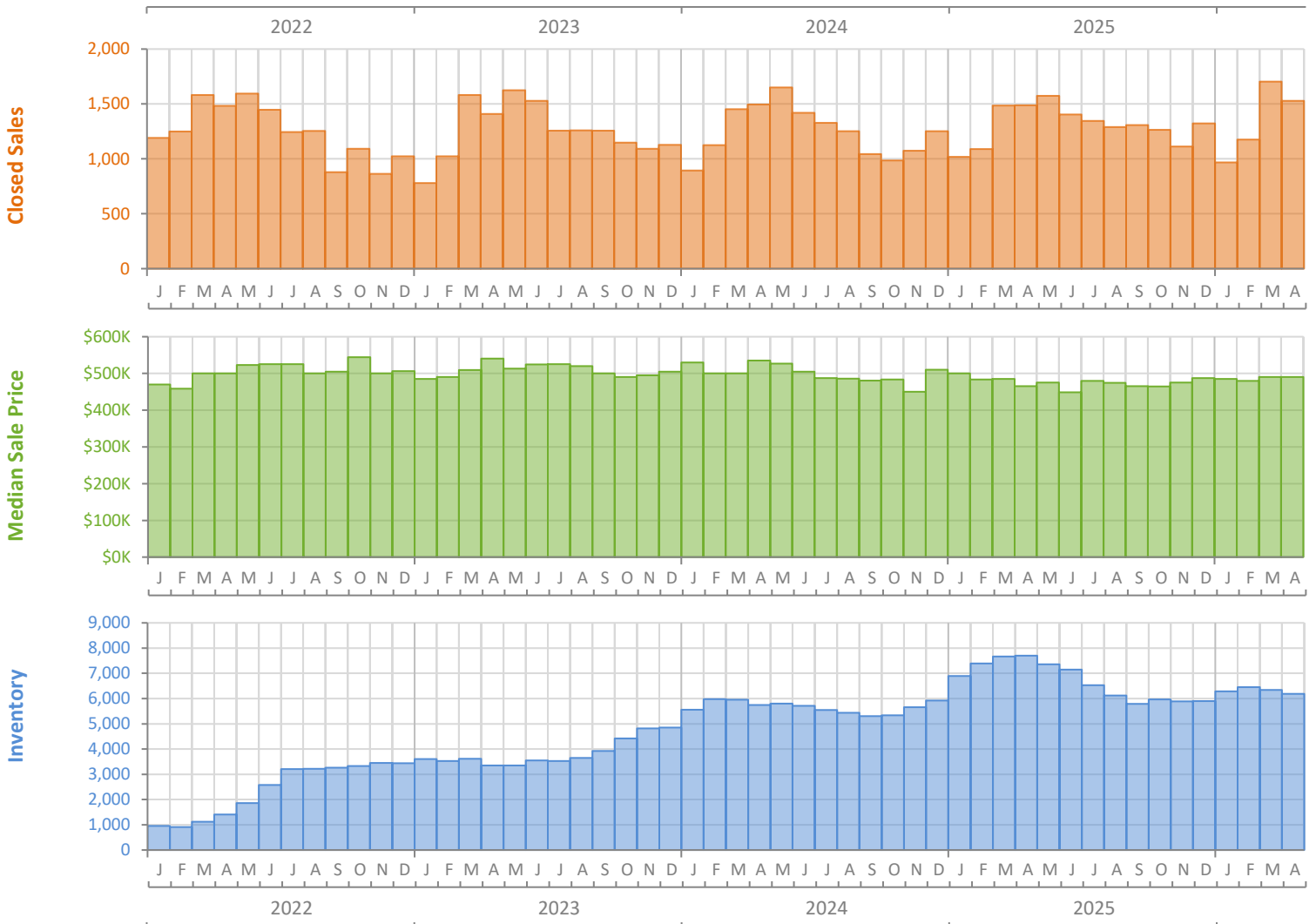
Monthly Market Summary - April 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



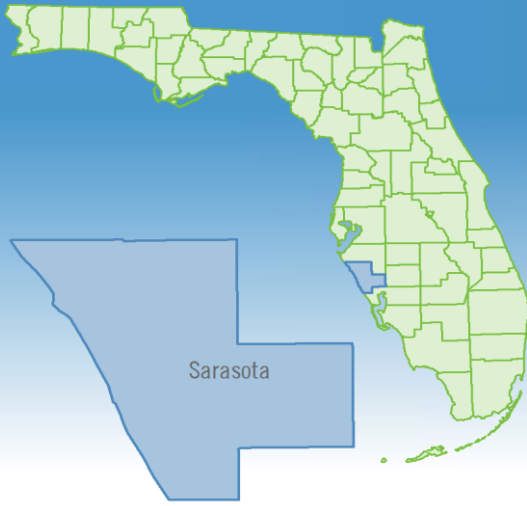
	April 2026	April 2025	Percent Change Year-over-Year
Closed Sales	1,528	1,489	2.6%
Paid in Cash	593	578	2.6%
Median Sale Price	\$490,000	\$465,000	5.4%
Average Sale Price	\$789,517	\$637,820	23.8%
Dollar Volume	\$1.2 Billion	\$949.7 Million	27.0%
Med. Pct. of Orig. List Price Received	94.4%	93.5%	1.0%
Median Time to Contract	45 Days	46 Days	-2.2%
Median Time to Sale	87 Days	86 Days	1.2%
New Pending Sales	1,695	1,532	10.6%
New Listings	1,946	2,103	-7.5%
Pending Inventory	2,265	2,072	9.3%
Inventory (Active Listings)	6,187	7,699	-19.6%
Months Supply of Inventory	4.6	6.1	-24.6%



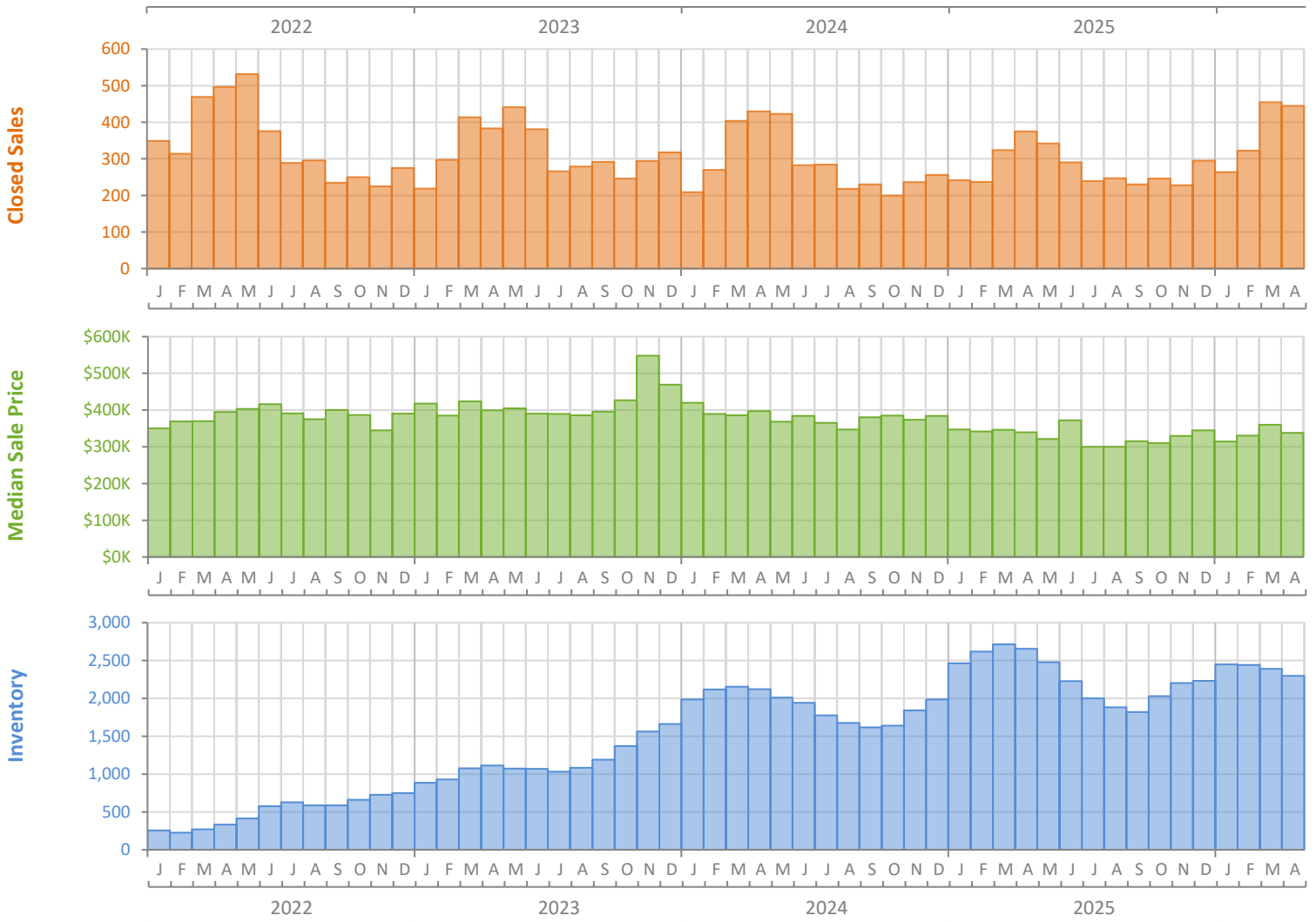
Monthly Market Summary - April 2026

Townhouses and Condos

Sarasota County



	April 2026	April 2025	Percent Change Year-over-Year
Closed Sales	445	375	18.7%
Paid in Cash	312	251	24.3%
Median Sale Price	\$337,500	\$339,500	-0.6%
Average Sale Price	\$530,268	\$555,823	-4.6%
Dollar Volume	\$236.0 Million	\$208.4 Million	13.2%
Med. Pct. of Orig. List Price Received	91.1%	89.8%	1.4%
Median Time to Contract	67 Days	61 Days	9.8%
Median Time to Sale	103 Days	104 Days	-1.0%
New Pending Sales	408	302	35.1%
New Listings	500	499	0.2%
Pending Inventory	719	575	25.0%
Inventory (Active Listings)	2,300	2,654	-13.3%
Months Supply of Inventory	7.7	9.6	-19.8%



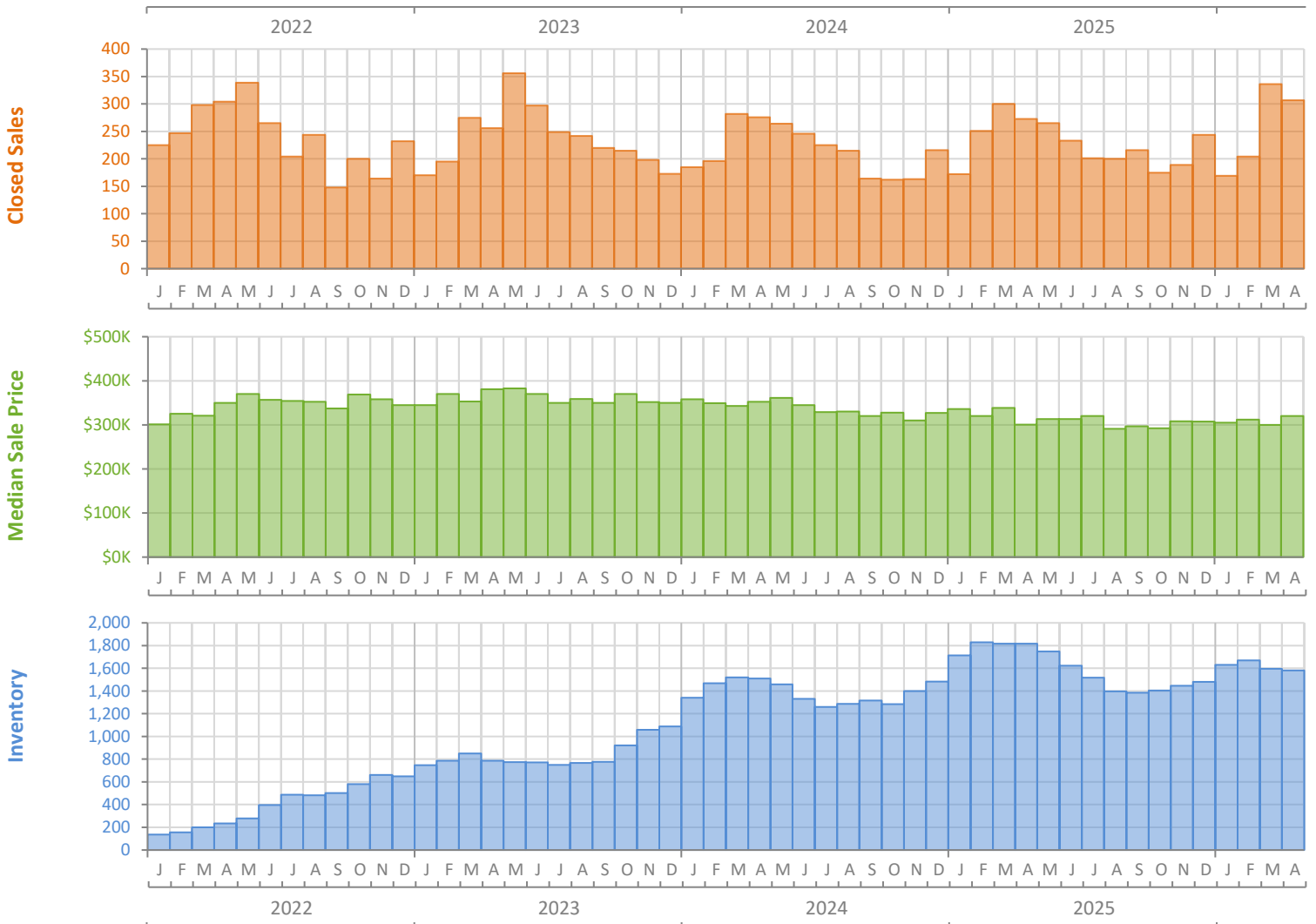
Monthly Market Summary - April 2026

Townhouses and Condos

Manatee County



	April 2026	April 2025	Percent Change Year-over-Year
Closed Sales	307	273	12.5%
Paid in Cash	180	138	30.4%
Median Sale Price	\$320,000	\$300,220	6.6%
Average Sale Price	\$335,660	\$343,558	-2.3%
Dollar Volume	\$103.0 Million	\$93.8 Million	9.9%
Med. Pct. of Orig. List Price Received	93.2%	92.8%	0.4%
Median Time to Contract	60 Days	63 Days	-4.8%
Median Time to Sale	103 Days	98 Days	5.1%
New Pending Sales	267	233	14.6%
New Listings	374	400	-6.5%
Pending Inventory	365	336	8.6%
Inventory (Active Listings)	1,582	1,817	-12.9%
Months Supply of Inventory	6.9	8.2	-15.9%



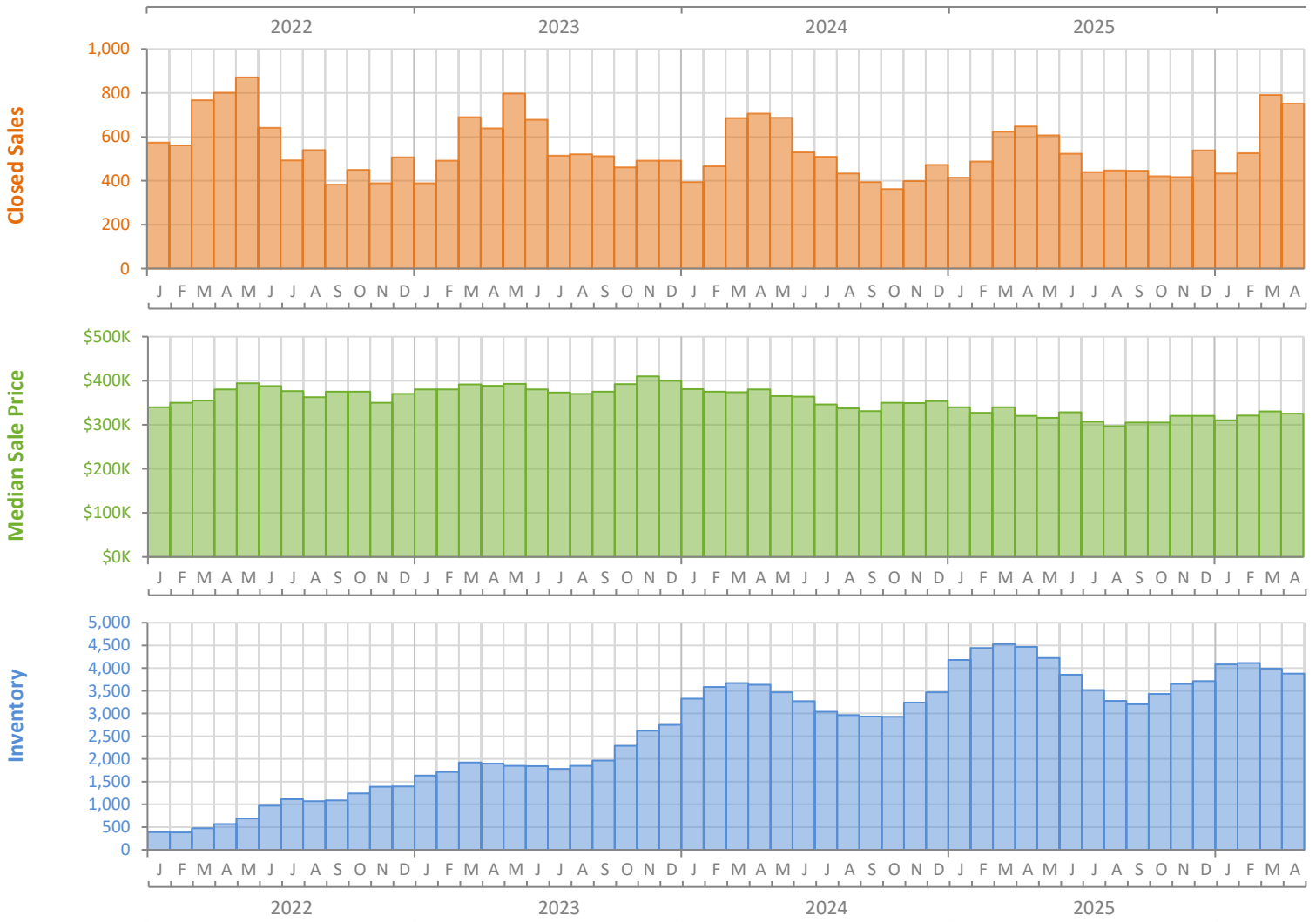
Monthly Market Summary - April 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	April 2026	April 2025	Percent Change Year-over-Year
Closed Sales	752	648	16.0%
Paid in Cash	492	389	26.5%
Median Sale Price	\$325,000	\$320,000	1.6%
Average Sale Price	\$450,820	\$466,258	-3.3%
Dollar Volume	\$339.0 Million	\$302.1 Million	12.2%
Med. Pct. of Orig. List Price Received	92.3%	91.2%	1.2%
Median Time to Contract	64 Days	61 Days	4.9%
Median Time to Sale	103 Days	101 Days	2.0%
New Pending Sales	675	535	26.2%
New Listings	874	899	-2.8%
Pending Inventory	1,084	911	19.0%
Inventory (Active Listings)	3,882	4,471	-13.2%
Months Supply of Inventory	7.3	9.0	-18.9%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

APRIL 2026

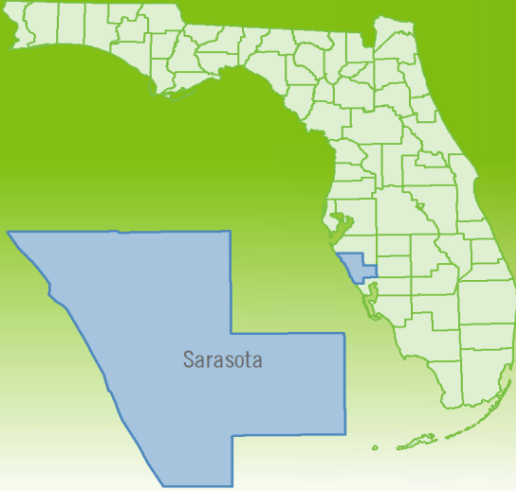
Reach Further With The Market.

For more detailed reports, visit
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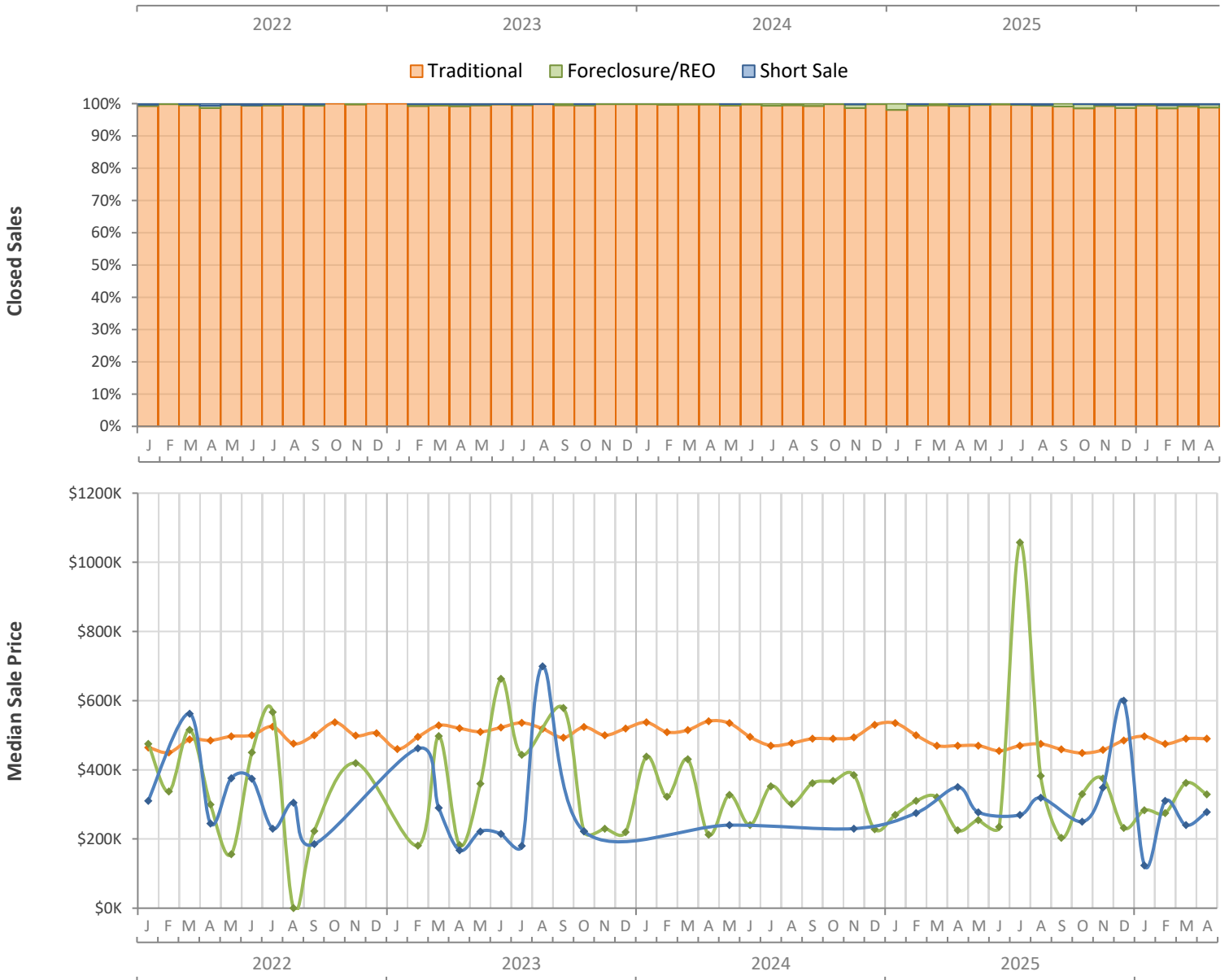
Monthly Distressed Market - April 2026

Single-Family Homes

Sarasota County



		April 2026	April 2025	Percent Change Year-over-Year
Traditional	Closed Sales	814	811	0.4%
	Median Sale Price	\$490,000	\$470,000	4.3%
Foreclosure/REO	Closed Sales	8	5	60.0%
	Median Sale Price	\$329,390	\$225,000	46.4%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$277,500	\$350,000	-20.7%

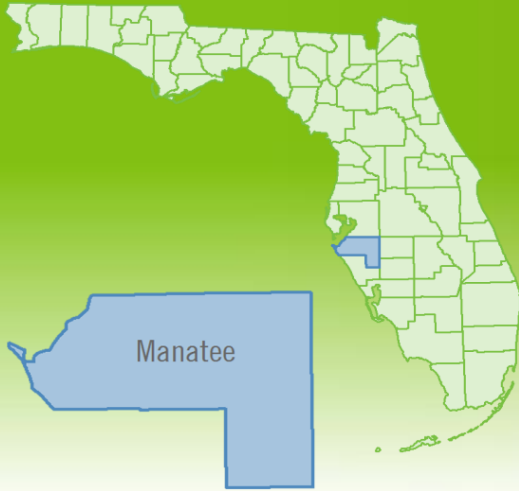


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 10th day of the following month. Data released on Friday, May 15, 2026. Next data release is Tuesday, June 16, 2026.

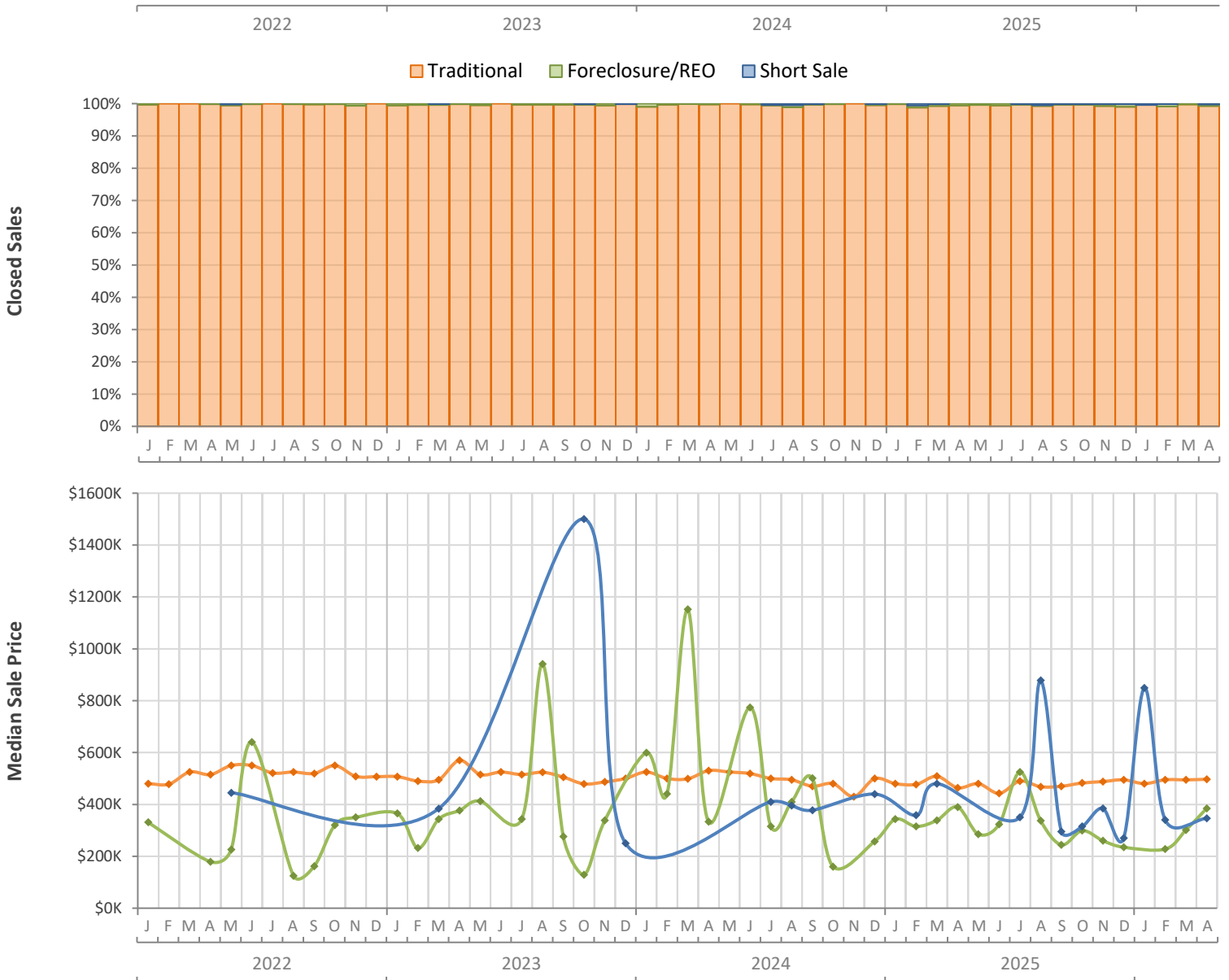
Monthly Distressed Market - April 2026

Single-Family Homes

Manatee County



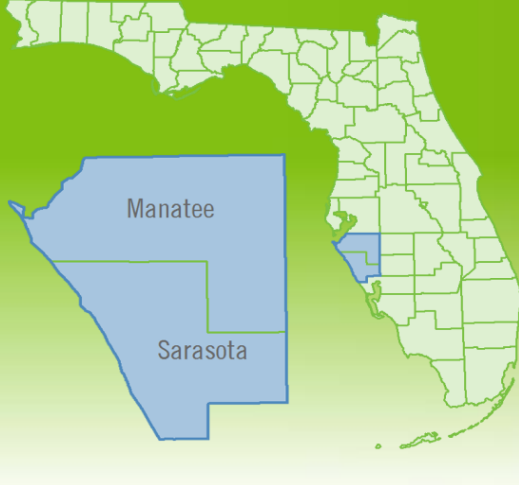
		April 2026	April 2025	Percent Change Year-over-Year
Traditional	Closed Sales	699	668	4.6%
	Median Sale Price	\$497,000	\$464,000	7.1%
Foreclosure/REO	Closed Sales	3	4	-25.0%
	Median Sale Price	\$385,000	\$390,000	-1.3%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$346,500	(No Sales)	N/A



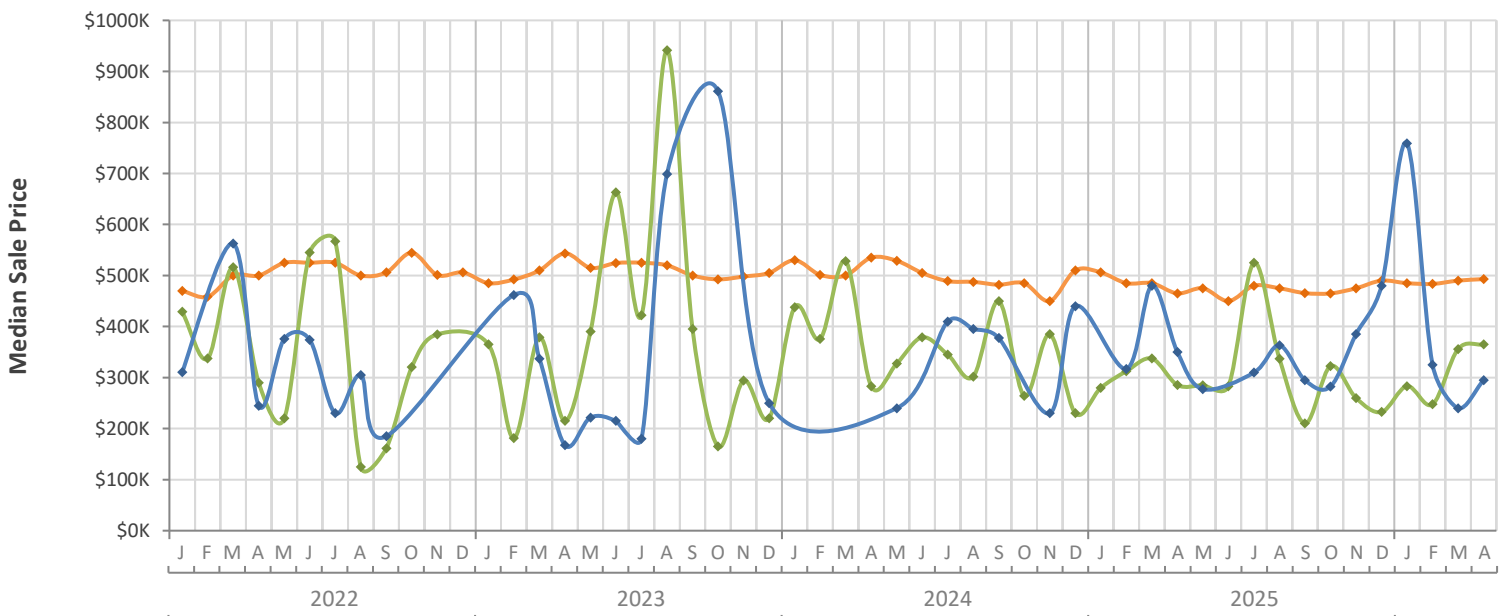
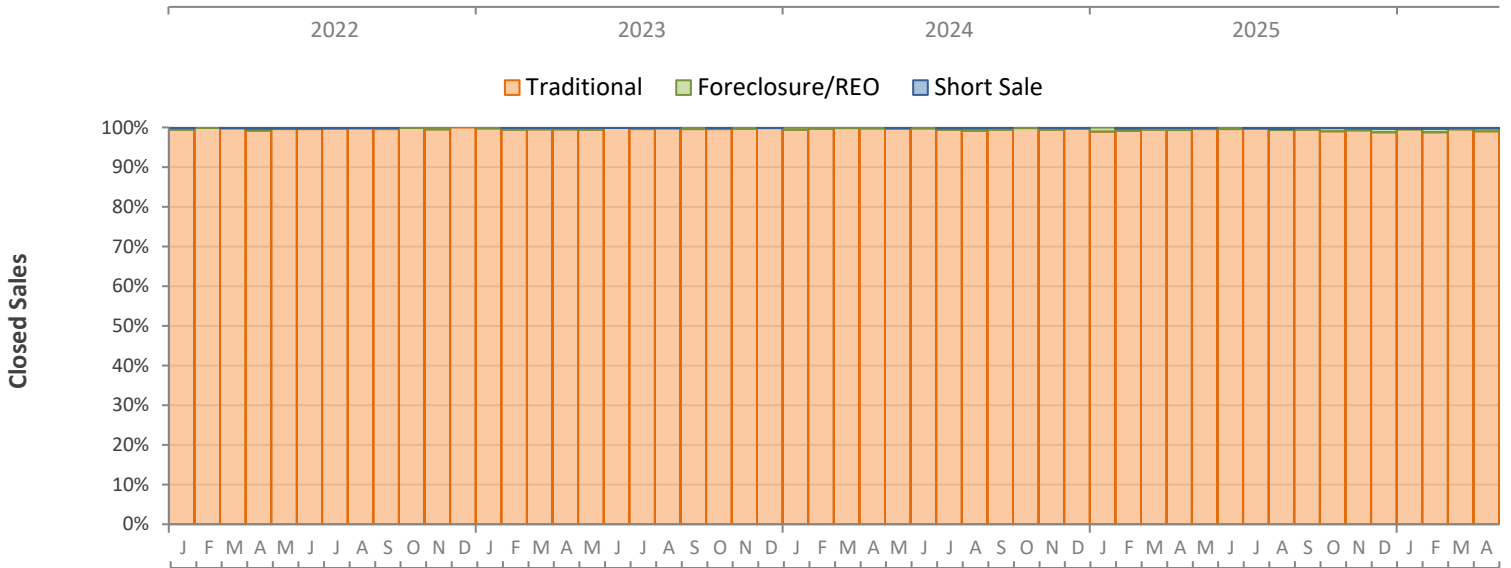
Monthly Distressed Market - April 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



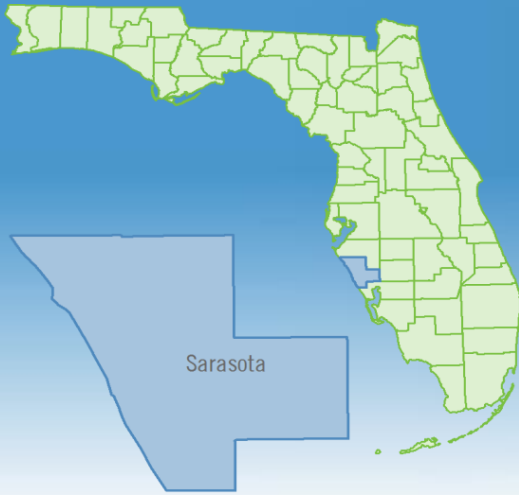
		April 2026	April 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,513	1,479	2.3%
	Median Sale Price	\$493,000	\$465,000	6.0%
Foreclosure/REO	Closed Sales	11	9	22.2%
	Median Sale Price	\$365,000	\$285,500	27.8%
Short Sale	Closed Sales	4	1	300.0%
	Median Sale Price	\$295,000	\$350,000	-15.7%



Monthly Distressed Market - April 2026

Townhouses and Condos

Sarasota County



		April 2026	April 2025	Percent Change Year-over-Year
Traditional	Closed Sales	444	375	18.4%
	Median Sale Price	\$338,750	\$339,500	-0.2%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$130,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



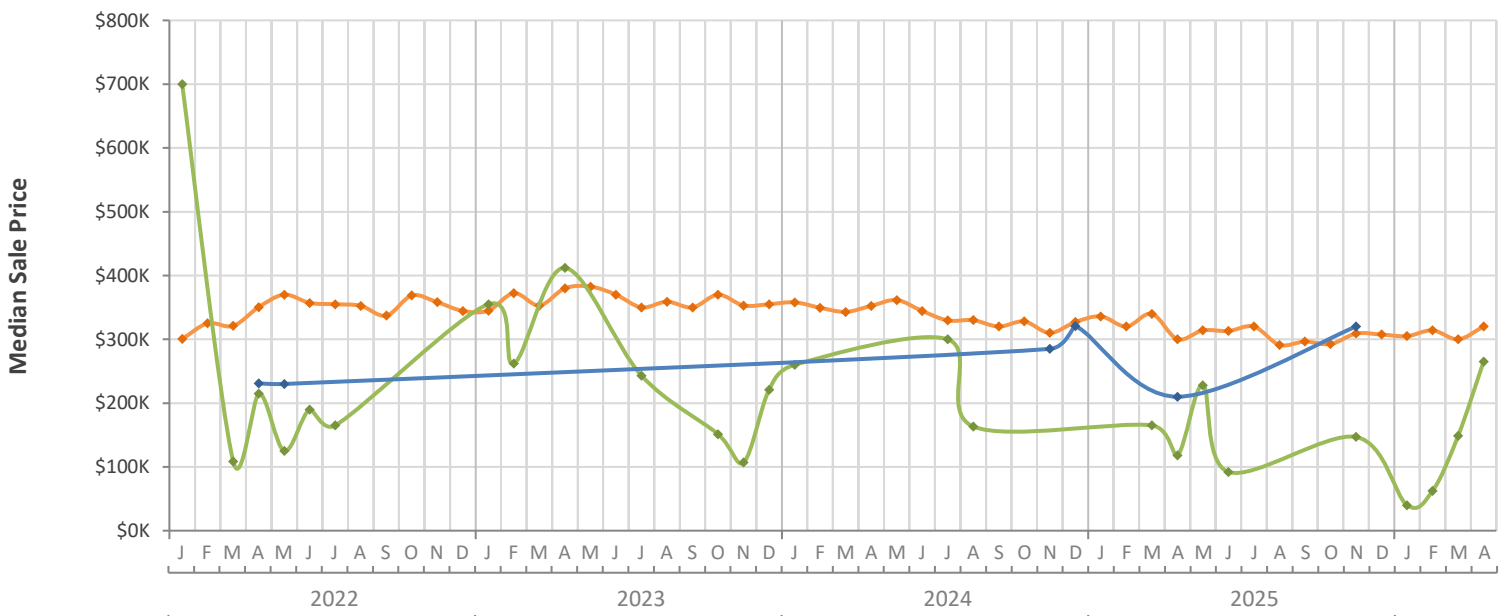
Monthly Distressed Market - April 2026

Townhouses and Condos

Manatee County



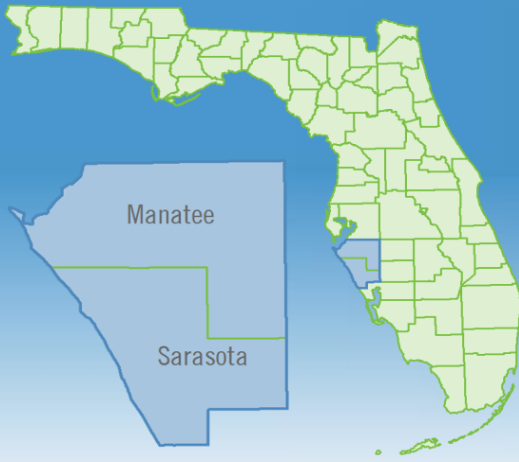
		April 2026	April 2025	Percent Change Year-over-Year
Traditional	Closed Sales	306	271	12.9%
	Median Sale Price	\$320,000	\$300,220	6.6%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$265,000	\$118,000	124.6%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$210,000	N/A



Monthly Distressed Market - April 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		April 2026	April 2025	Percent Change Year-over-Year
Traditional	Closed Sales	750	646	16.1%
	Median Sale Price	\$325,245	\$320,000	1.6%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$197,500	\$118,000	67.4%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$210,000	N/A

