



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

Contact: Brandon Gay

(941) 952-3405

Brandon@MyRASM.com

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

SARASOTA, Fla. (February 17, 2026) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its January 2026 real-estate market report, providing a snapshot of market conditions across the two counties. According to data from Florida Realtors®, January 2026 reflects a housing market that is adjusting rather than slowing down. In Sarasota County, sales improved in both the single-family and condo markets, while Manatee County experienced softer activity, particularly in single-family homes. Home prices declined in most segments, though Manatee’s single-family market saw a slight increase. Overall inventory levels decreased, keeping the single-family market relatively balanced, while condo and townhome inventory remains higher and gives buyers more options. Pending sales increased across most property types, which typically signals stronger closed sales in the months ahead. Although homes are taking longer to go under contract and close, the market remains active and positioned for steady movement as the year progresses.

“As buyers and sellers evaluate their value propositions, we are seeing the market finding more of a balance and a feeling of confidence that we have settled into a more stable or "new normal" market compared to the swings we saw over the past few years,” said David Crawford, 2026 RASM President and Broker/Owner of Catalist Realty. “This benefits all parties and can be seen in the data with the decrease in active inventory and the increase in pending sales as we move into the spring season.”

Key Trends in Sarasota/Manatee January 2026:

- **Sales Activity:** Sarasota County posted a 0.6 percent year-over-year increase in single-family home sales and a 9.1 percent rise in condo/townhome sales. Manatee County saw the opposite: single-family sales declined 10.8 percent, while condo/townhome sales slipped 1.7 percent.
- **Median Sales Price:** Sarasota’s median sale price fell 7.5 percent for single-family homes and 9.5 percent for condos/townhomes. In Manatee County, the median price for single-family homes edged up 0.1 percent, while condo/townhome prices dropped 9.2 percent.
- **Inventory:** Active listings declined 13.7 percent for Sarasota single-family homes and 2.2 percent for Manatee single-family homes. Condo/townhome inventory slipped 0.6 percent in Sarasota and 4.8 percent in Manatee. Months supply stood at 5.0 for Sarasota single-family, 4.6 for Manatee single-family, 8.9 for Sarasota condos and 7.2 for Manatee condos.
- **Pending Inventory:** Pending inventory rose 10.9 percent for Sarasota single-family homes, 23.9 percent for Sarasota condos/townhomes and 21.4 percent for Manatee single-family homes, while it declined 1.9 percent for Manatee condos/townhomes. An **uptick in pending inventory** is

typically a leading indicator of demand and often translates into **stronger closed sales in the following months.**

Single-Family

In Sarasota County, January 2026 posted 523 closed sales, a slight 0.6 percent increase over the prior year. The median sale price fell 7.5 percent to \$490 000, indicating that sellers are adjusting expectations amid softer demand. Cash buyers made up nearly 45.5 percent of transactions, a sign that well-capitalized buyers remain active, while sellers received a median of 93.7 percent of their original list price.

Inventory tightened 13.7 percent to 3,444 active listings, equating to a 5.0-month supply. A supply of 5.5 months is generally considered balanced, so buyers have more choice but not enough to force dramatic price cuts. Homes spent a median of 48 days under contract and 96 days to close, reflecting a slower yet orderly market.

In Manatee County, closed sales declined 10.8 percent to 444, yet the median sale price edged up 0.1 percent to \$480 495. This slight uptick suggests tight supply and buyer competition are keeping prices stable despite softer demand. Cash purchases accounted for about 32.4 percent, and sellers received a median of 94.2 percent of their list price.

Active listings declined 2.2 percent to 2,843, leaving a consistent 4.6-month supply. However, homes stayed on the market longer, taking a median of 58 days to secure a contract and 105 days to close. The combination of higher prices and longer market times may reflect cautious buyer behavior: buyers are willing to wait, but limited inventory supports prices.

Townhomes and Condos

Sarasota County's condo and townhome segment recorded 264 closed sales in January, up 9.1 percent from a year earlier. Even with stronger sales, the median price dropped 9.5 percent to \$314 175, pointing to increased negotiation power for buyers. Cash deals represented a dominant 68.9 percent of transactions, showing how heavily investors and second-home buyers influence this market. Sellers achieved a median of 92.2 percent of their asking price.

With 2,449 units available and an 8.9-month supply, supply is well above a balanced level. Buyers have abundant choices and this helps explain the longer marketing times of 66 days to contract and 110 days to sale.

In Manatee County, condo and townhome sales slipped 1.7 percent to 169, and the median price fell 9.2 percent to \$305 000. Cash purchases comprised 61.5 percent, underscoring continued investor interest. Sellers received a median of 91.2 percent of the original list price.

Active inventory decreased 4.8 percent to 1,631 units, translating to a 7.2-month supply, which still favors buyers. Median times were 65 days to contract and 110 days to close, indicating a market where patience and strategic pricing remain crucial for sellers.

Summary

Overall, the January 2026 statistics reflect a housing market settling into a more sustainable rhythm. Moderating prices in most segments, longer marketing periods and higher months-supply figures suggest buyers have gained breathing room. With pending sales up sharply in both counties, the coming months could bring an uptick in closed transactions. Buyers who have been waiting on the sidelines may find

more opportunities, while sellers who price realistically can still achieve strong results. As the market transitions away from the extremes of the past few years, balanced conditions should benefit both sides. In such a nuanced environment, partnering with a knowledgeable local REALTOR® can be invaluable, helping clients interpret market data, price homes appropriately, and navigate negotiations to achieve the best possible outcomes.

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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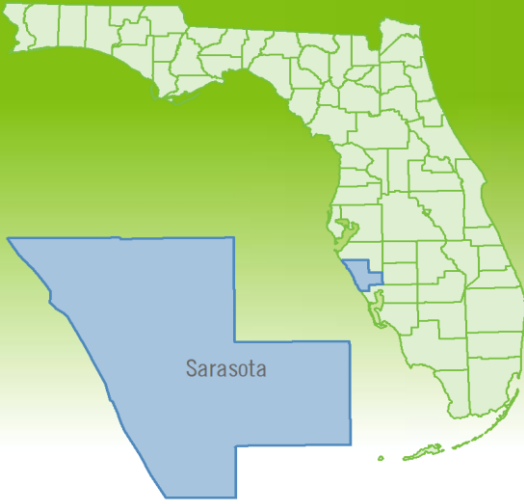
About REALTOR® Association of Sarasota and Manatee

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.

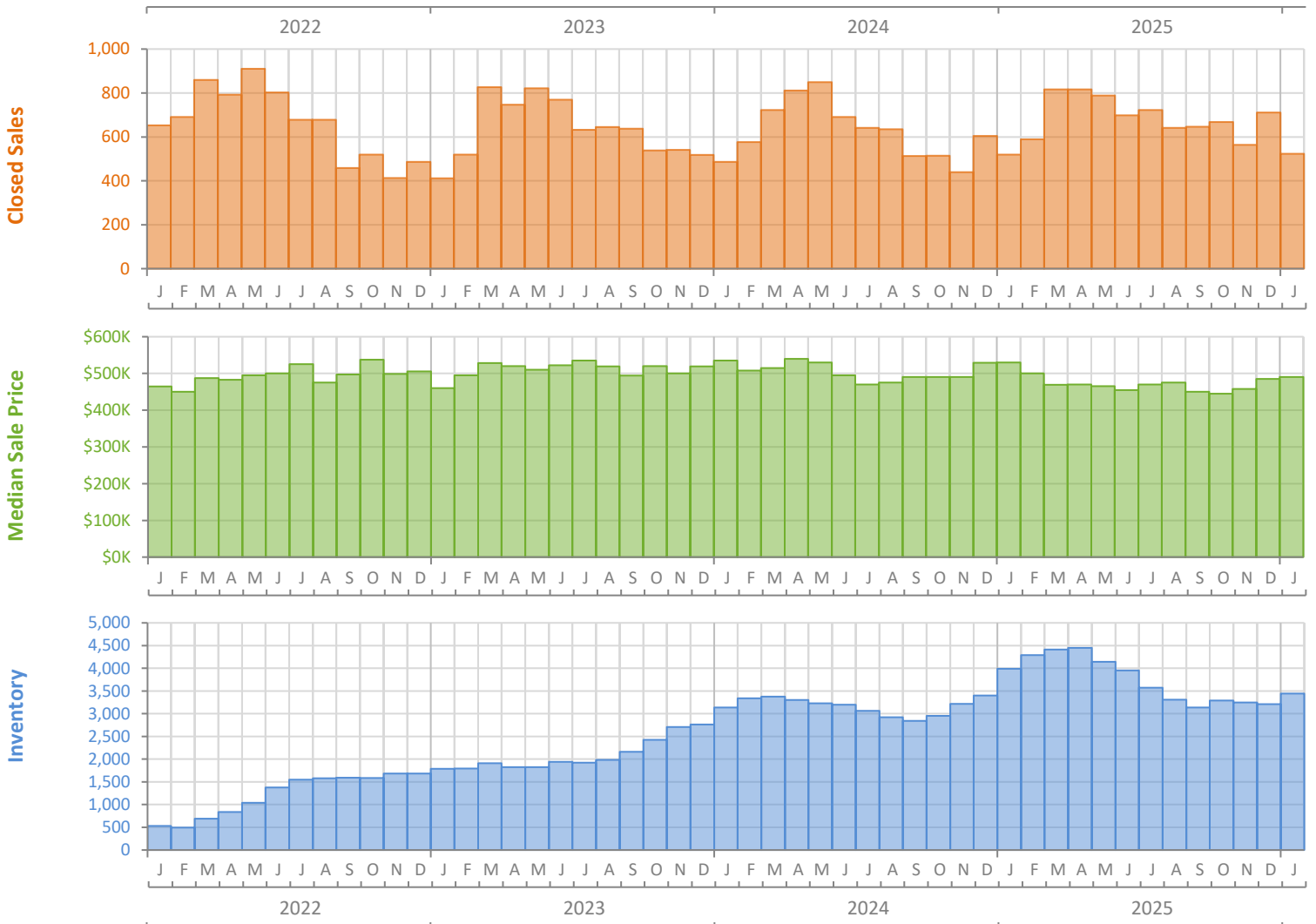
Monthly Market Summary - January 2026

Single-Family Homes

Sarasota County



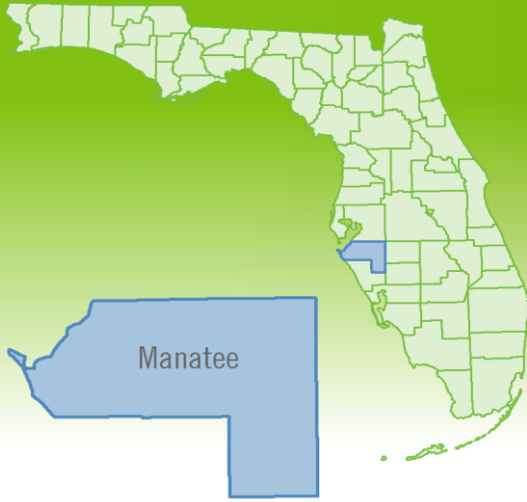
	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	523	520	0.6%
Paid in Cash	238	257	-7.4%
Median Sale Price	\$490,000	\$529,750	-7.5%
Average Sale Price	\$724,234	\$754,675	-4.0%
Dollar Volume	\$378.8 Million	\$392.4 Million	-3.5%
Med. Pct. of Orig. List Price Received	93.7%	94.1%	-0.4%
Median Time to Contract	48 Days	45 Days	6.7%
Median Time to Sale	96 Days	85 Days	12.9%
New Pending Sales	803	690	16.4%
New Listings	1,166	1,452	-19.7%
Pending Inventory	912	822	10.9%
Inventory (Active Listings)	3,444	3,992	-13.7%
Months Supply of Inventory	5.0	6.4	-21.9%



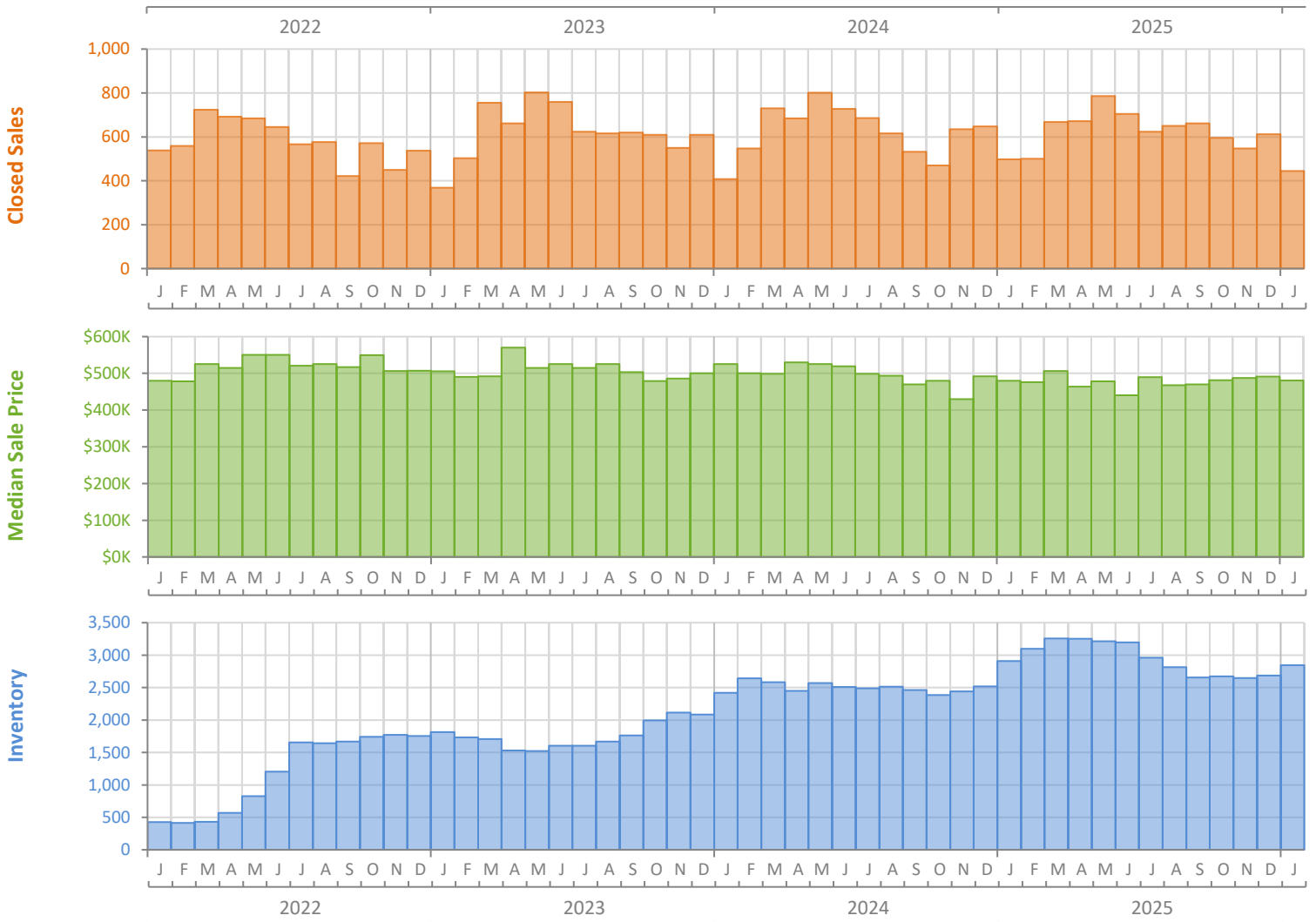
Monthly Market Summary - January 2026

Single-Family Homes

Manatee County



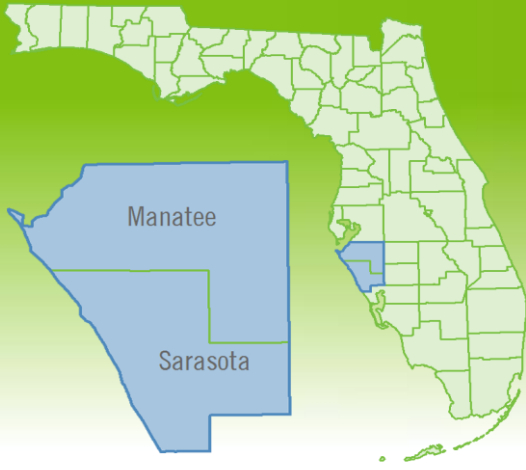
	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	444	498	-10.8%
Paid in Cash	144	169	-14.8%
Median Sale Price	\$480,495	\$480,000	0.1%
Average Sale Price	\$647,324	\$662,504	-2.3%
Dollar Volume	\$287.4 Million	\$329.9 Million	-12.9%
Med. Pct. of Orig. List Price Received	94.2%	94.7%	-0.5%
Median Time to Contract	58 Days	49 Days	18.4%
Median Time to Sale	105 Days	98 Days	7.1%
New Pending Sales	709	604	17.4%
New Listings	1,018	1,121	-9.2%
Pending Inventory	919	757	21.4%
Inventory (Active Listings)	2,843	2,907	-2.2%
Months Supply of Inventory	4.6	4.6	0.0%



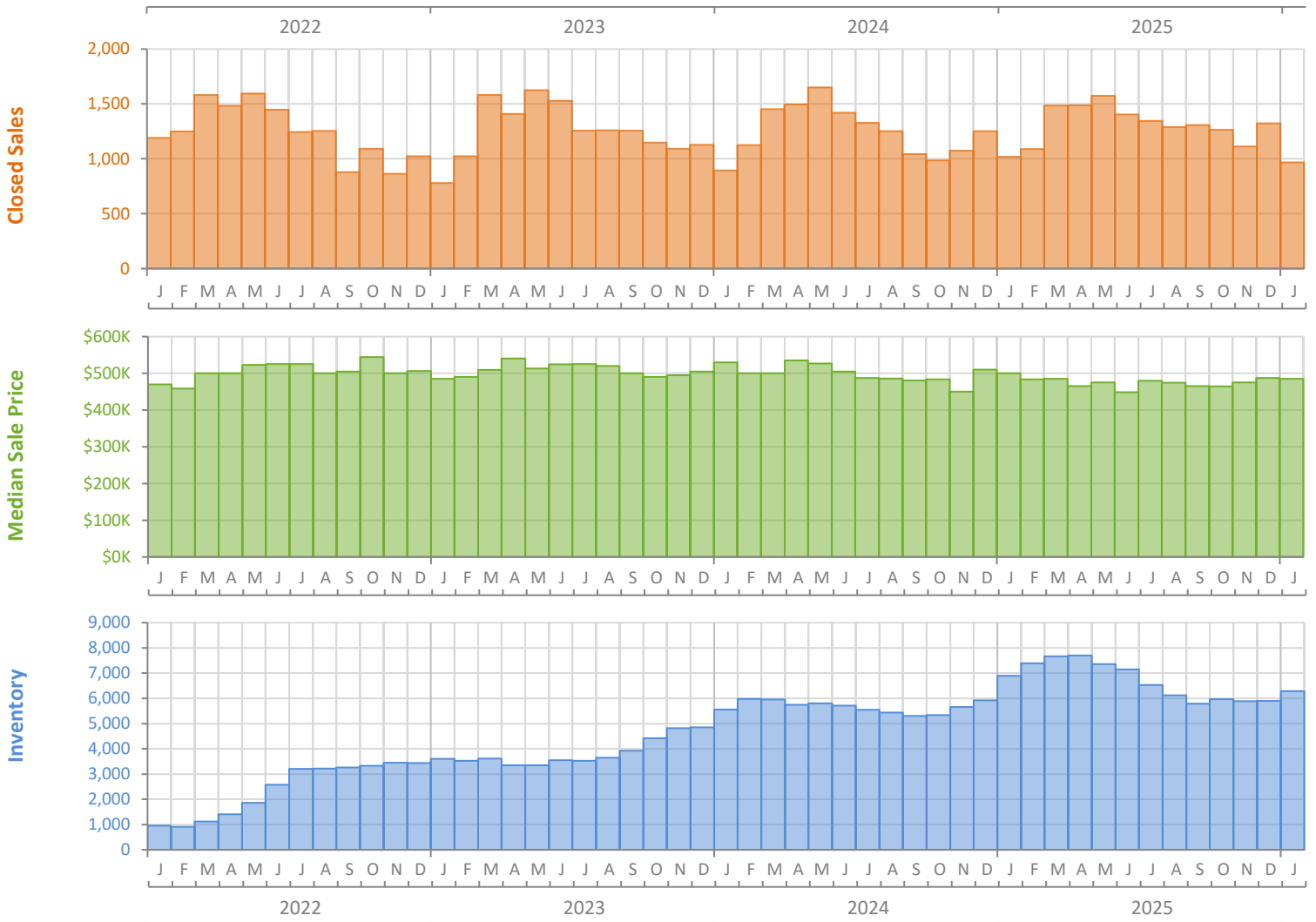
Monthly Market Summary - January 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



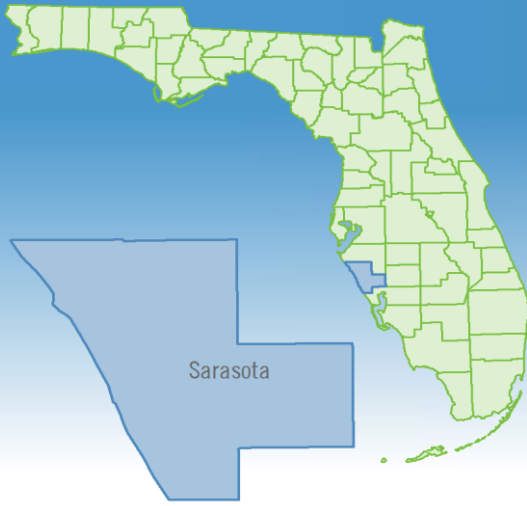
	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	967	1,018	-5.0%
Paid in Cash	382	426	-10.3%
Median Sale Price	\$485,000	\$500,000	-3.0%
Average Sale Price	\$688,921	\$709,632	-2.9%
Dollar Volume	\$666.2 Million	\$722.4 Million	-7.8%
Med. Pct. of Orig. List Price Received	94.0%	94.4%	-0.4%
Median Time to Contract	54 Days	47 Days	14.9%
Median Time to Sale	98 Days	90 Days	8.9%
New Pending Sales	1,512	1,294	16.8%
New Listings	2,184	2,573	-15.1%
Pending Inventory	1,831	1,579	16.0%
Inventory (Active Listings)	6,287	6,899	-8.9%
Months Supply of Inventory	4.8	5.5	-12.7%



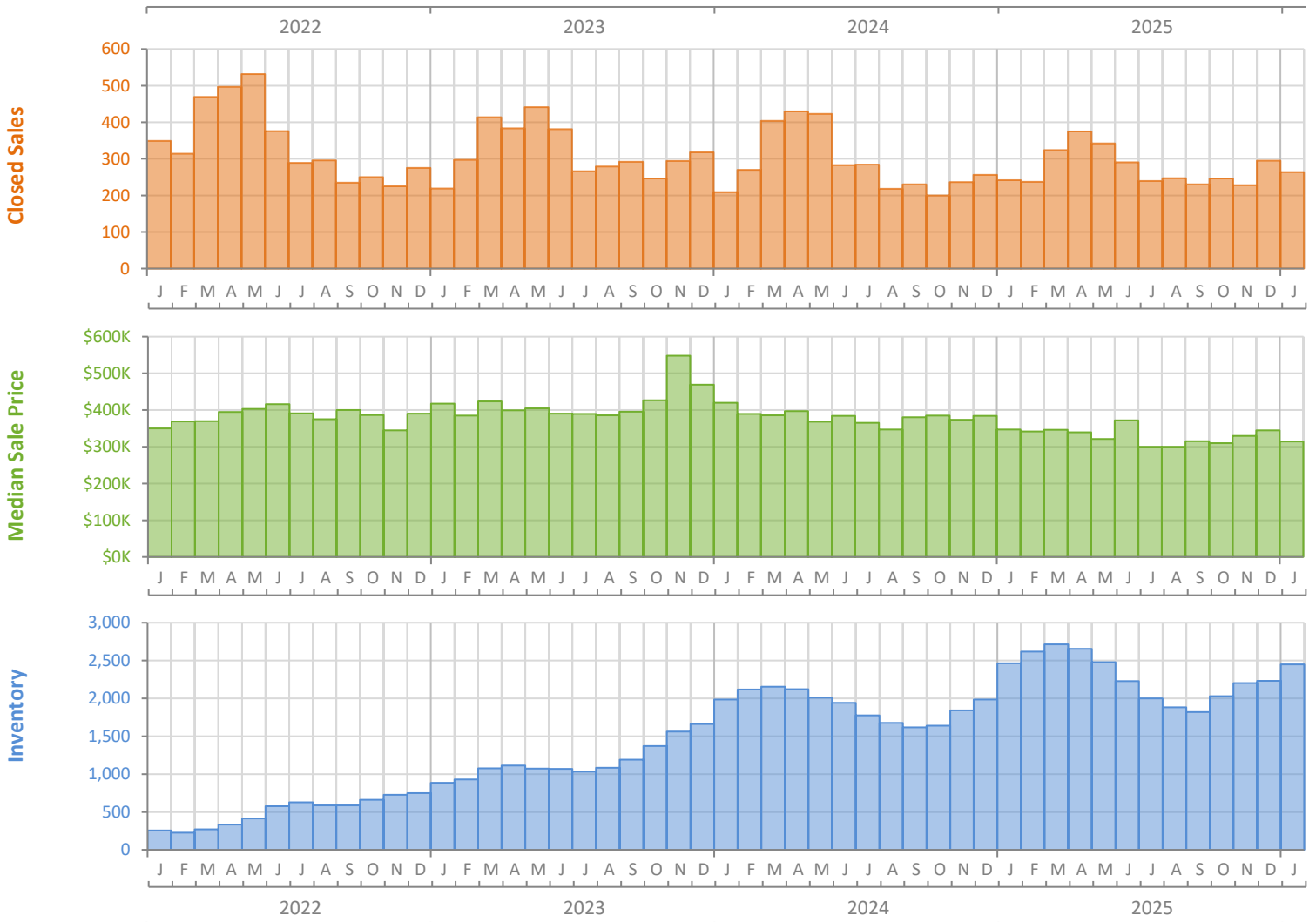
Monthly Market Summary - January 2026

Townhouses and Condos

Sarasota County



	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	264	242	9.1%
Paid in Cash	182	164	11.0%
Median Sale Price	\$314,175	\$347,000	-9.5%
Average Sale Price	\$496,265	\$732,448	-32.2%
Dollar Volume	\$131.0 Million	\$177.3 Million	-26.1%
Med. Pct. of Orig. List Price Received	92.2%	92.5%	-0.3%
Median Time to Contract	66 Days	53 Days	24.5%
Median Time to Sale	110 Days	86 Days	27.9%
New Pending Sales	391	277	41.2%
New Listings	753	849	-11.3%
Pending Inventory	585	472	23.9%
Inventory (Active Listings)	2,449	2,463	-0.6%
Months Supply of Inventory	8.9	8.5	4.7%



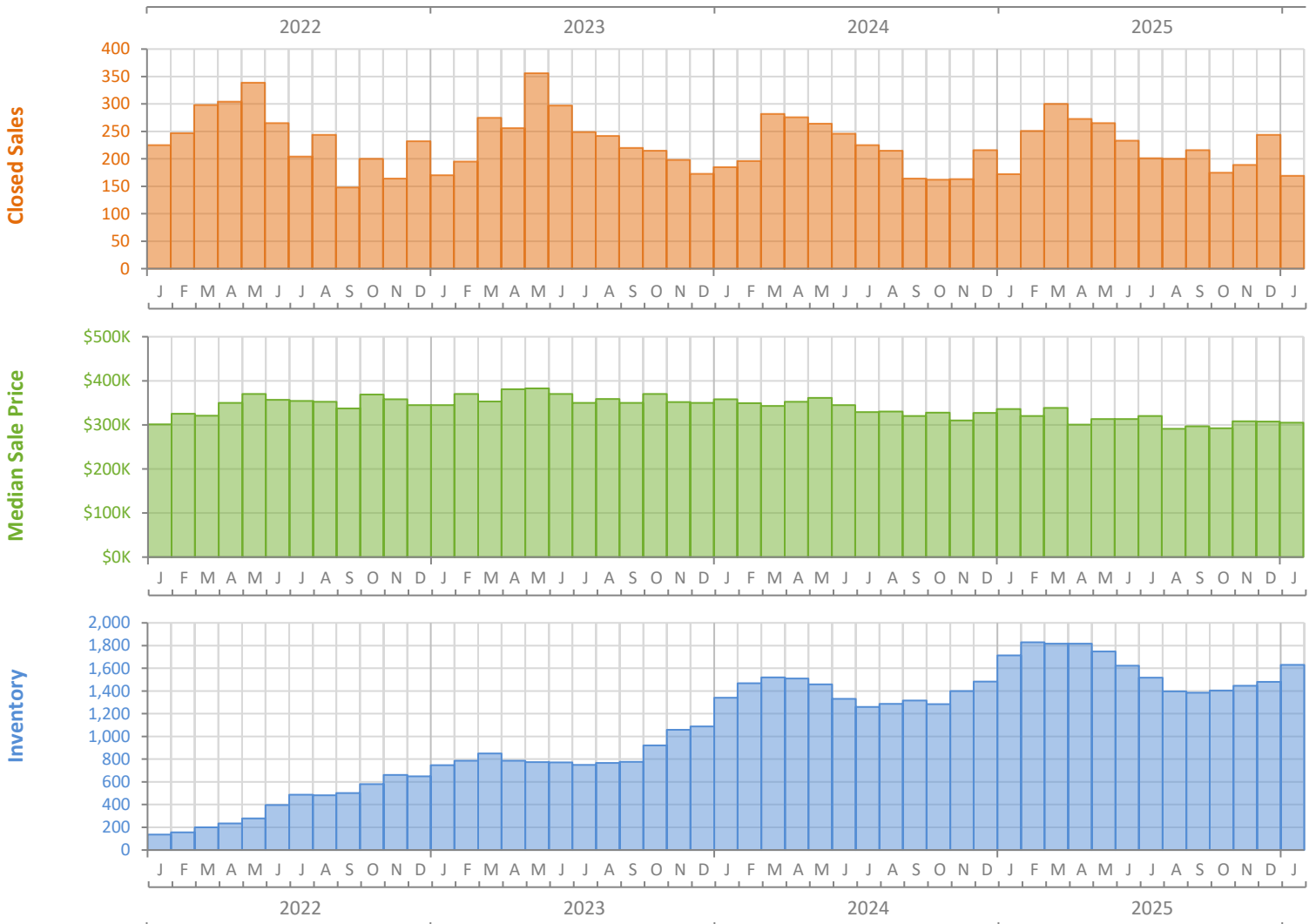
Monthly Market Summary - January 2026

Townhouses and Condos

Manatee County



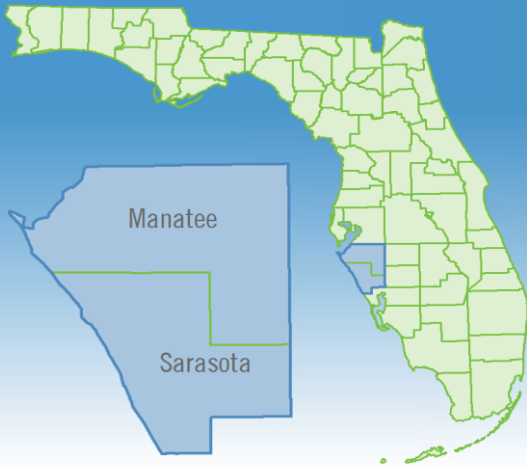
	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	169	172	-1.7%
Paid in Cash	104	100	4.0%
Median Sale Price	\$305,000	\$335,990	-9.2%
Average Sale Price	\$366,887	\$408,238	-10.1%
Dollar Volume	\$62.0 Million	\$70.2 Million	-11.7%
Med. Pct. of Orig. List Price Received	91.2%	93.1%	-2.0%
Median Time to Contract	65 Days	60 Days	8.3%
Median Time to Sale	110 Days	105 Days	4.8%
New Pending Sales	261	253	3.2%
New Listings	488	550	-11.3%
Pending Inventory	315	321	-1.9%
Inventory (Active Listings)	1,631	1,714	-4.8%
Months Supply of Inventory	7.2	8.0	-10.0%



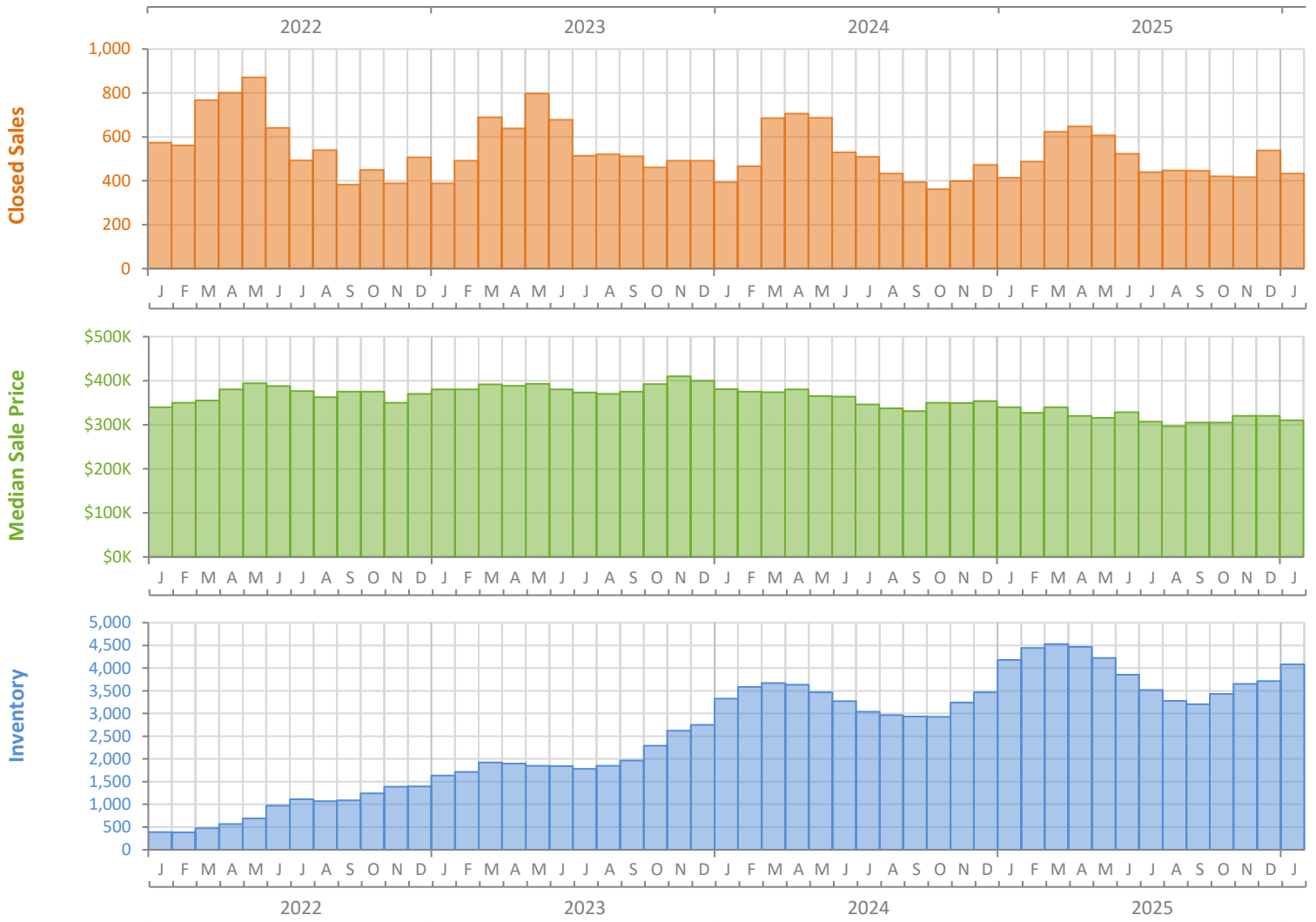
Monthly Market Summary - January 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	433	414	4.6%
Paid in Cash	286	264	8.3%
Median Sale Price	\$310,000	\$340,000	-8.8%
Average Sale Price	\$445,769	\$597,426	-25.4%
Dollar Volume	\$193.0 Million	\$247.3 Million	-22.0%
Med. Pct. of Orig. List Price Received	92.0%	92.8%	-0.9%
Median Time to Contract	65 Days	58 Days	12.1%
Median Time to Sale	110 Days	96 Days	14.6%
New Pending Sales	652	530	23.0%
New Listings	1,241	1,399	-11.3%
Pending Inventory	900	793	13.5%
Inventory (Active Listings)	4,080	4,177	-2.3%
Months Supply of Inventory	8.1	8.3	-2.4%





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FAX: (941) 952-3401

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Sarasota and Manatee Counties

JANUARY 2026

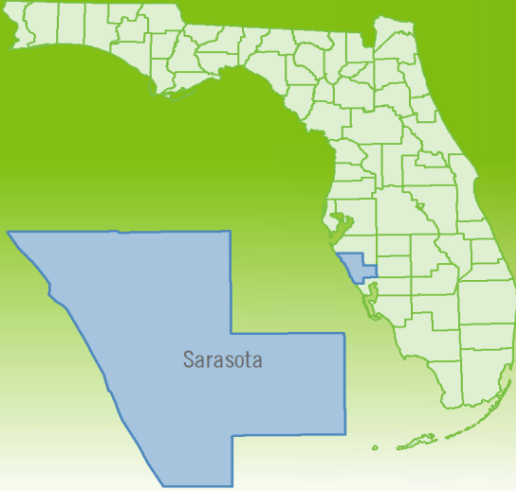
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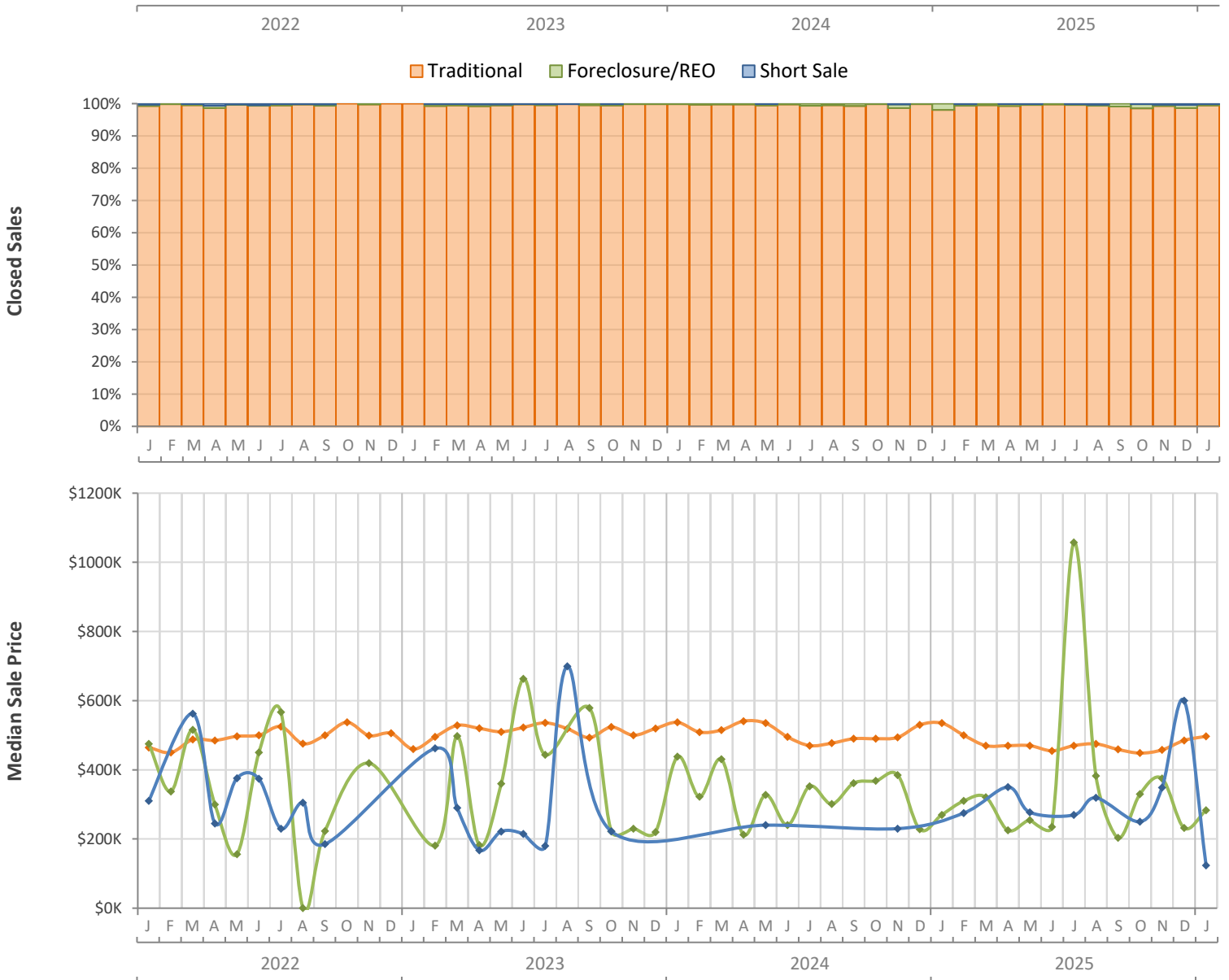
Monthly Distressed Market - January 2026

Single-Family Homes

Sarasota County



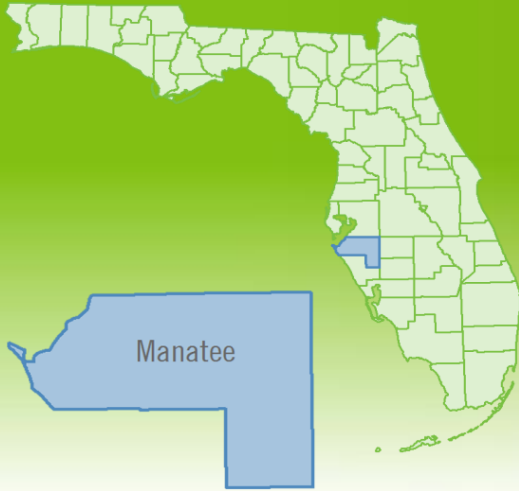
		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	520	510	2.0%
	Median Sale Price	\$497,000	\$535,000	-7.1%
Foreclosure/REO	Closed Sales	2	10	-80.0%
	Median Sale Price	\$283,250	\$269,950	4.9%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$123,500	(No Sales)	N/A



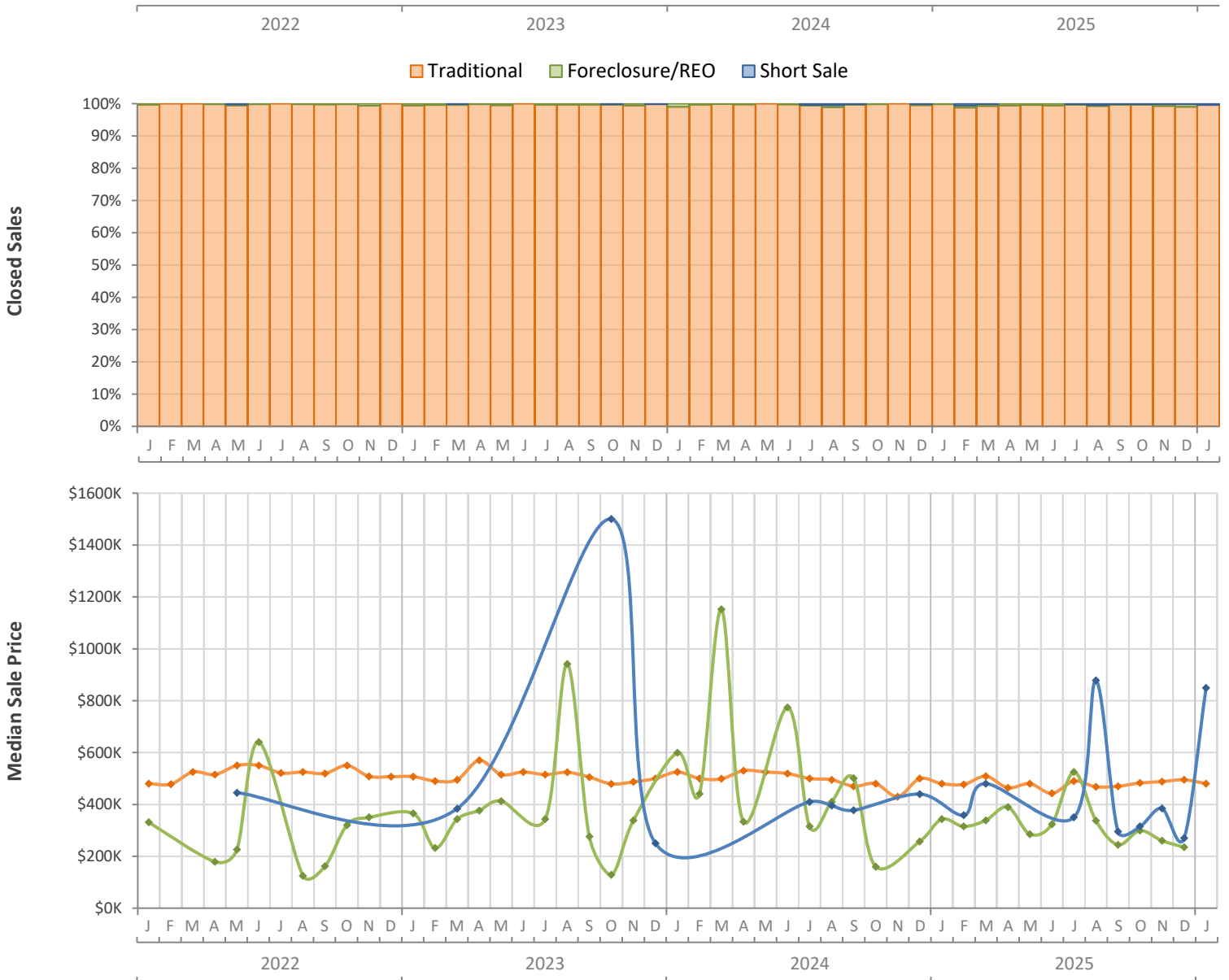
Monthly Distressed Market - January 2026

Single-Family Homes

Manatee County



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	442	497	-11.1%
	Median Sale Price	\$480,000	\$480,000	0.0%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$343,000	N/A
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$849,500	(No Sales)	N/A

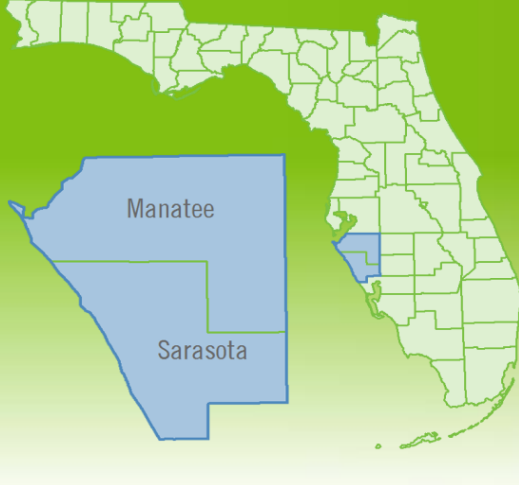


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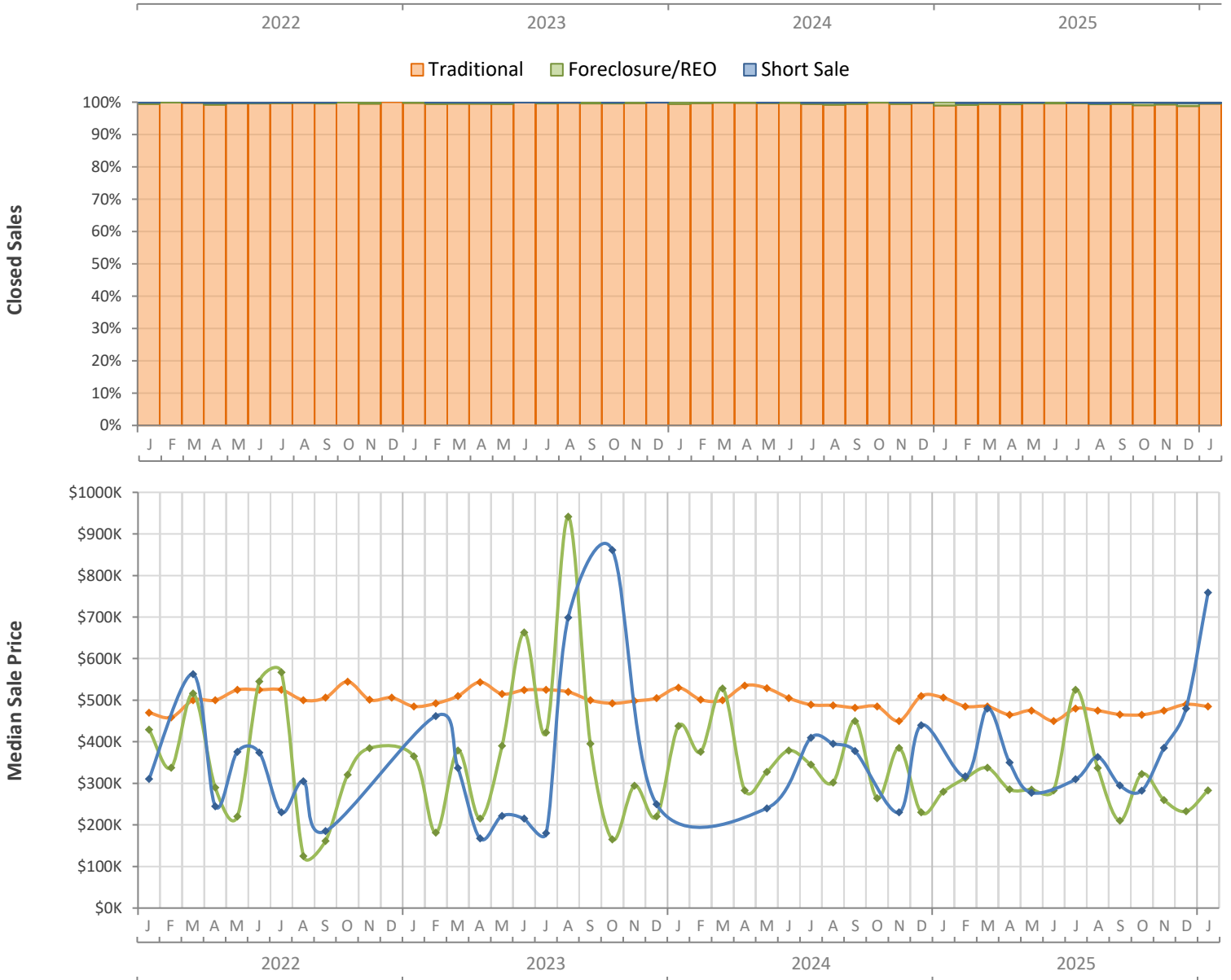
Monthly Distressed Market - January 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	962	1,007	-4.5%
	Median Sale Price	\$485,000	\$505,995	-4.1%
Foreclosure/REO	Closed Sales	2	11	-81.8%
	Median Sale Price	\$283,250	\$279,900	1.2%
Short Sale	Closed Sales	3	0	N/A
	Median Sale Price	\$759,000	(No Sales)	N/A

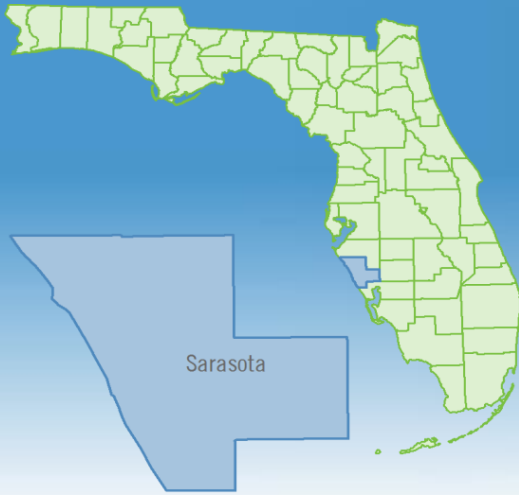


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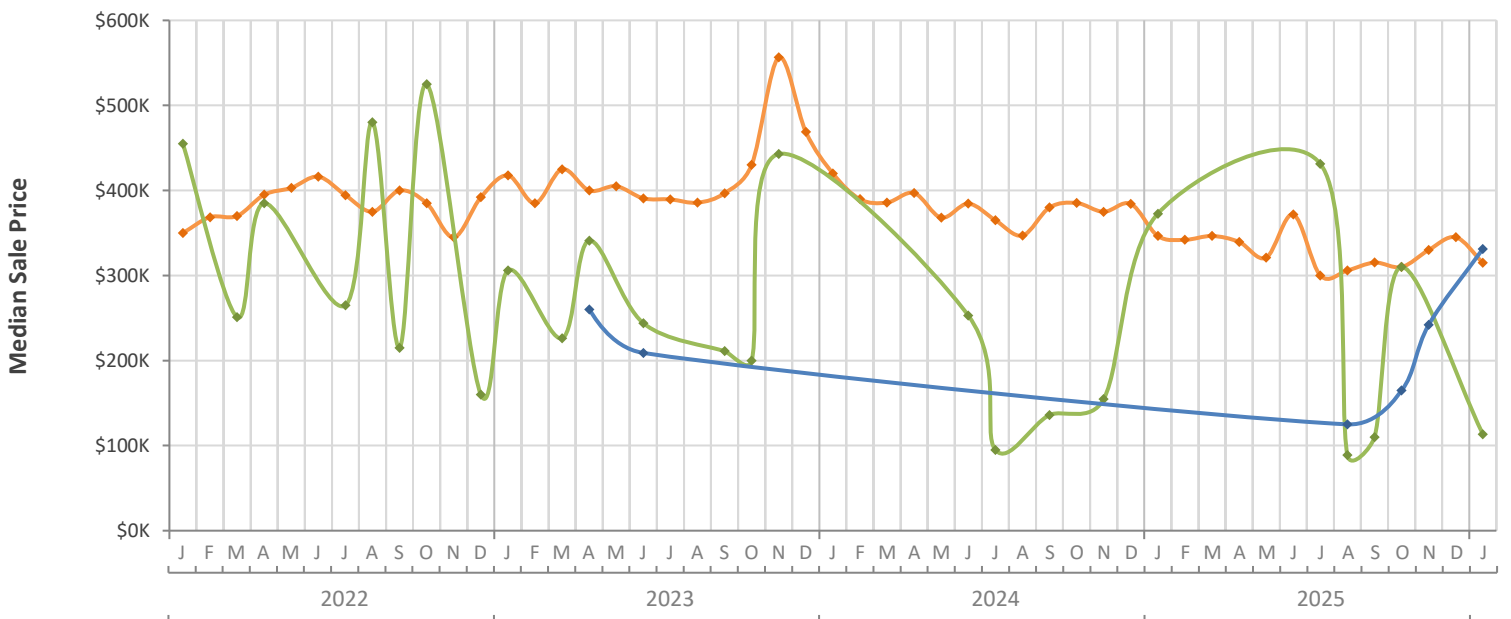
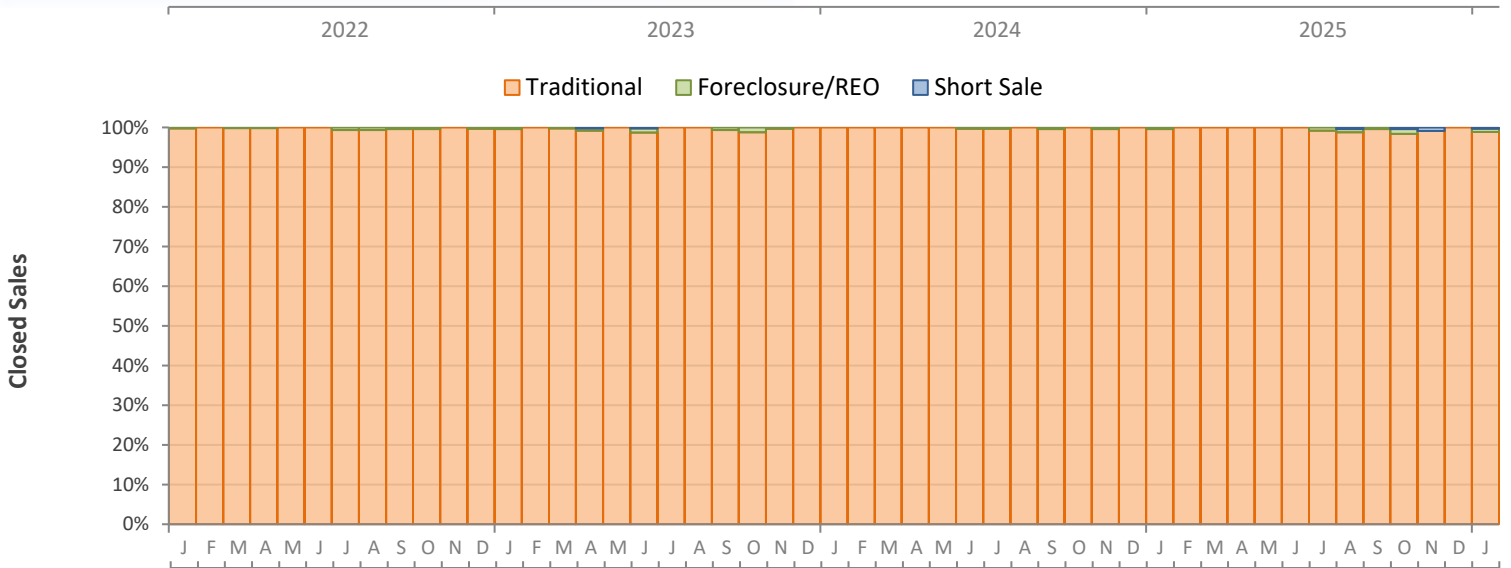
Monthly Distressed Market - January 2026

Townhouses and Condos

Sarasota County



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	261	241	8.3%
	Median Sale Price	\$315,000	\$346,500	-9.1%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$113,500	\$372,751	-69.6%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$331,300	(No Sales)	N/A



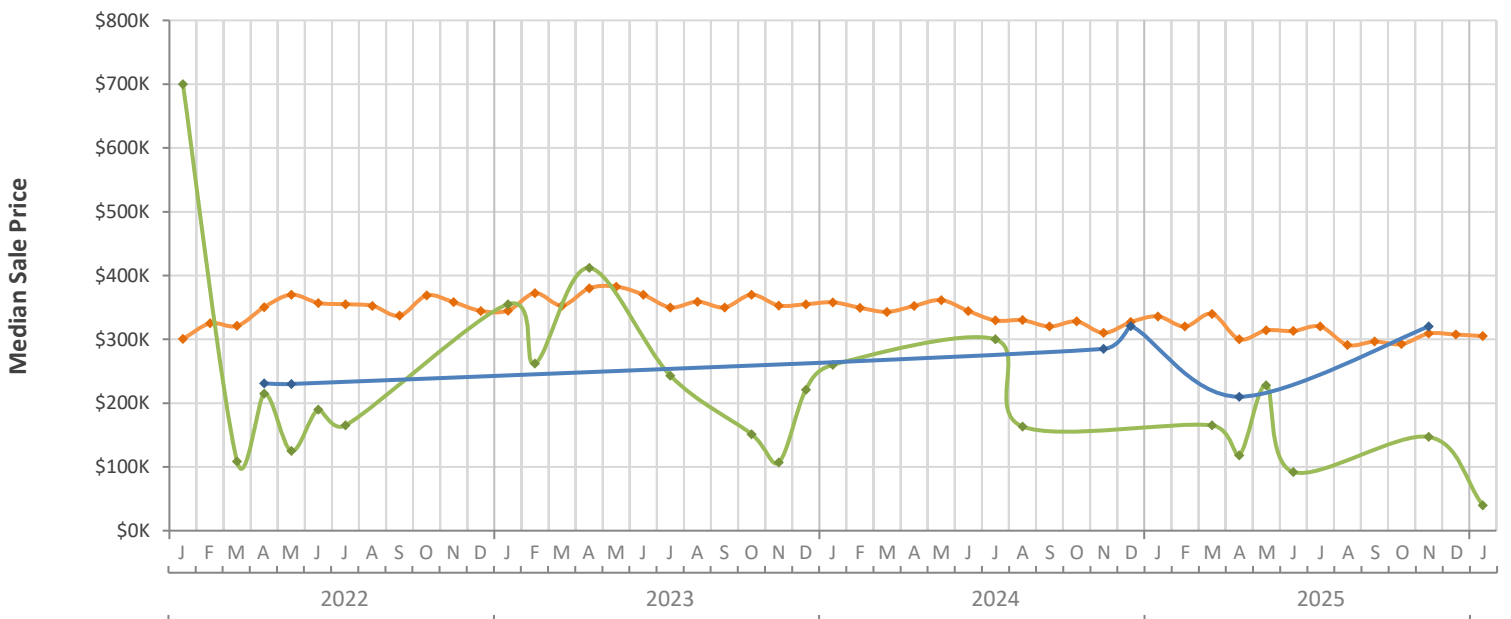
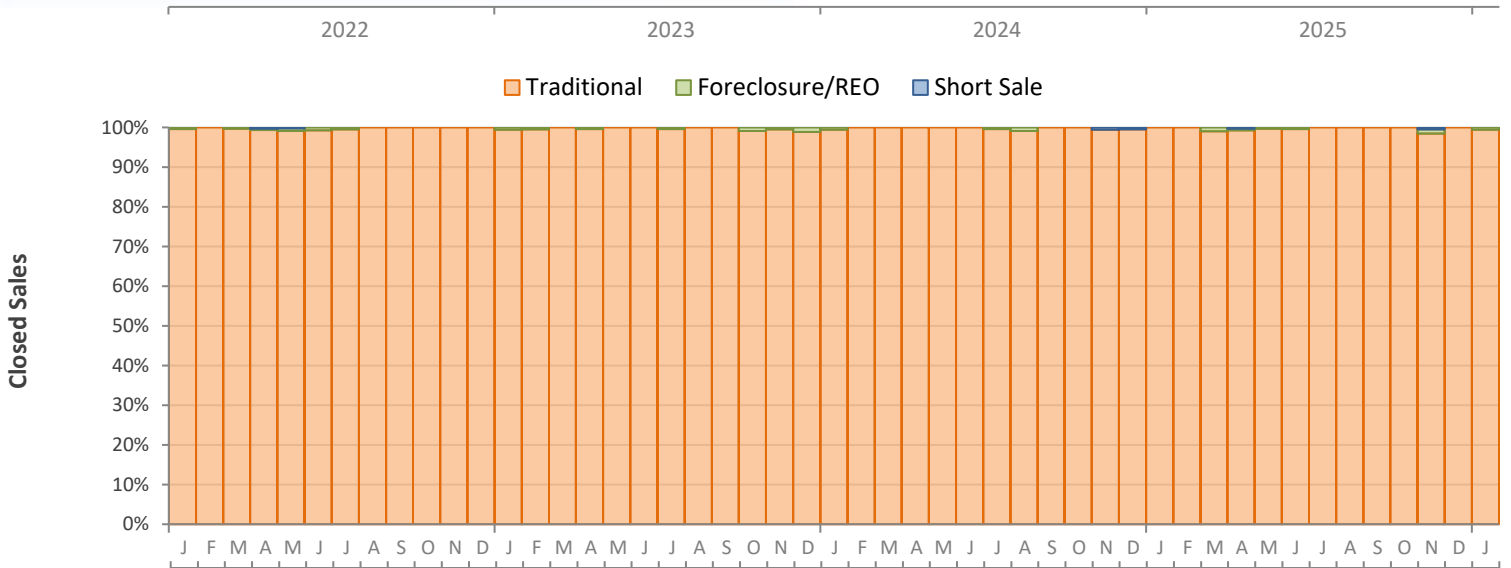
Monthly Distressed Market - January 2026

Townhouses and Condos

Manatee County



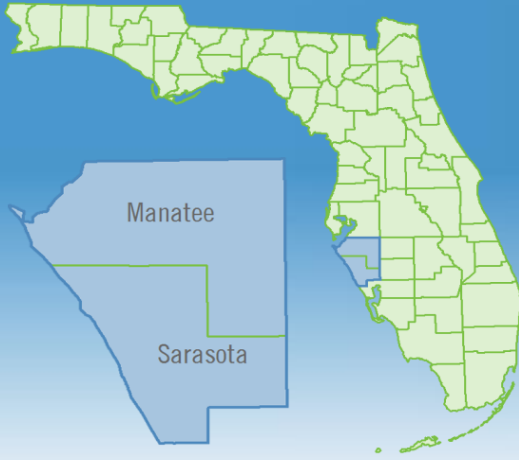
		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	168	172	-2.3%
	Median Sale Price	\$305,000	\$335,990	-9.2%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$40,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - January 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	429	413	3.9%
	Median Sale Price	\$310,000	\$340,000	-8.8%
Foreclosure/REO	Closed Sales	3	1	200.0%
	Median Sale Price	\$92,000	\$372,751	-75.3%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$331,300	(No Sales)	N/A

