



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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

SARASOTA, Fla. (April 17, 2026) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its March 2026 real-estate market report, highlighting shifts across property types and counties. The housing market across Sarasota and Manatee Counties continues to challenge traditional expectations, as rising sales activity coincides with tightening inventory and steady prices. Closed sales increased year-over-year in both single-family homes and the condo and townhouse segment, while inventory declined significantly, signaling that demand continues to outpace supply.

Despite these conditions, prices have remained relatively stable. Median sale prices rose modestly, but not at a pace that reflects the strength in sales, suggesting that sellers are reaching a pricing ceiling. At the same time, longer days on market indicate that buyers are taking a more deliberate approach, carefully evaluating options and negotiating terms rather than reacting to urgency.

This dynamic points to a market where demand is active but disciplined, with buyers increasingly setting the upper limits of pricing, even as inventory tightens and competition persists.

“We are continuing to see increased demand across both counties and across multiple property types, with buyers taking a more calculated approach to their purchasing decisions,” said David Crawford, 2026 RASM President and Broker/Owner of Catalist Realty. “Today’s buyers are focused on value and are approaching the process with less emotion and a more strategic, data-driven mindset.”

Key Trends in Sarasota/Manatee March 2026:

- **Shrinking Inventory:** Inventory declined across all areas and property types, as homes are selling faster than new listings are entering the market.
- **Sales Growth:** Sales activity is increasing, with more homes closing compared to last year. Buyer demand remains steady and continues to support market activity.
- **Price Stabilization:** Prices are holding relatively steady. Despite increased sales, sellers are facing limits on how much they can raise prices, as buyers remain cautious.
- **Longer Days on Market:** Homes are taking longer to go under contract. Buyers are moving more carefully, taking time to evaluate options and negotiate terms before making a decision.

Single-Family

In Sarasota County, March recorded 890 closed single-family sales, an increase of 8.9 percent compared to the same month last year. The median sale price increased 3.3 percent to \$485,000, suggesting that some buyers may be reaching affordability limits. Cash buyers accounted for 42.0 percent of transactions, with 374 cash sales recorded during the month. Sellers received a median of 93.8 percent of their original list price.

Inventory levels declined, with active listings falling 24.0 percent to 3,351 homes. This represents a 4.8-month supply of inventory. Homes spent a median of 49 days on the market before going under contract and took about 88 days to close.

In Manatee County, single-family home sales rose 21.9 percent year-over-year, reaching 814 closed sales in March. The median sale price decreased 2.4 percent to \$494,205 year-over-year. Cash transactions accounted for 256 sales, or about 31.4 percent of sales. Sellers received a median of 94.4 percent of their original list price.

Active inventory declined 8.1 percent to 2,991 listings. This represents a 4.7-month supply of homes. Properties spent a median of 51 days on the market before going under contract and approximately 102 days to close.

Townhomes and Condos

The condo and townhome market in Sarasota County experienced strong growth in March, with closed sales increasing 40.4 percent year-over-year to 455 transactions. The median sale price increased slightly by 3.8 percent to \$359,500. Cash transactions remained dominant, representing 65.5 percent of sales with 298 cash purchases. Sellers received a median of 92.3 percent of their original asking price.

Active inventory decreased by 11.9 percent to 2,392 units, representing an 8.1-month supply of inventory. Properties spent a median of 65 days on the market before going under contract and about 104 days to close.

In Manatee County, condo and townhome sales increased by 12.0 percent year-over-year, totaling 336 closed transactions. The median sale price fell 11.3 percent to \$300,000. Cash buyers accounted for 55.1 percent of purchases, or 185 transactions. Sellers received a median of 92.9 percent of their original list price.

Active inventory declined 12.1 percent to 1,597 units, equal to a 7.1-month supply of homes. Properties spent a median of 61 days on the market before going under contract and about 105 days to close.

Summary

In March 2026, four key trends are defining the current market. Inventory is shrinking across property types, sales activity is increasing, prices have stabilized, and buyers are leveraging time as a primary negotiating tool.

The data suggests a shift away from a fast-moving, seller-driven environment toward a more balanced and strategic market. While demand remains strong, buyers are exercising patience and control, using longer decision timelines and, in many cases, cash offers to strengthen their position.

Market conditions can vary significantly between neighborhoods and property types, making it essential to analyze the data at a hyper-local level. For both buyers and sellers, success will depend on understanding these shifts and adjusting strategies accordingly. Working with a REALTOR® who

understands these evolving market conditions can provide the guidance and expertise needed to navigate today's complex housing landscape.

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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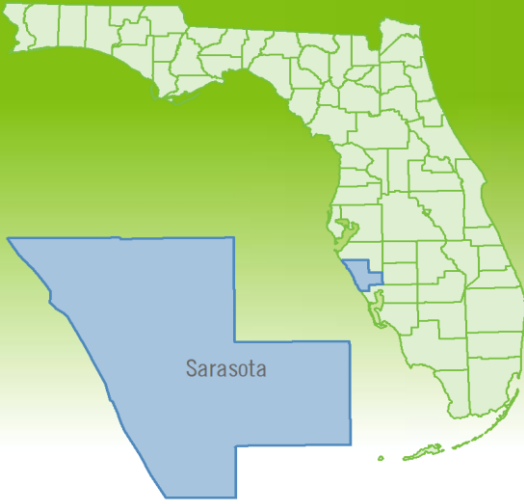
About REALTOR® Association of Sarasota and Manatee

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.

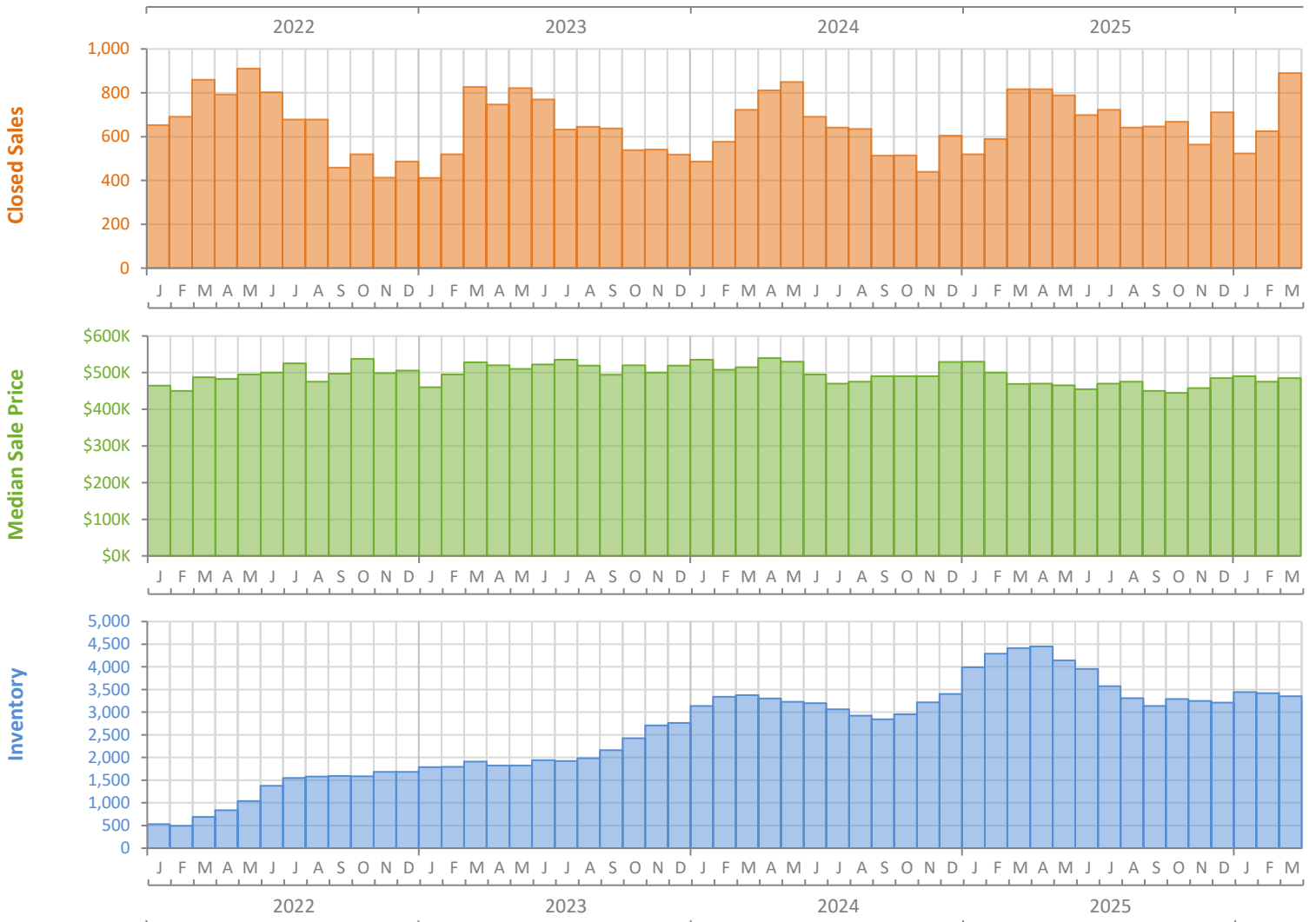
Monthly Market Summary - March 2026

Single-Family Homes

Sarasota County



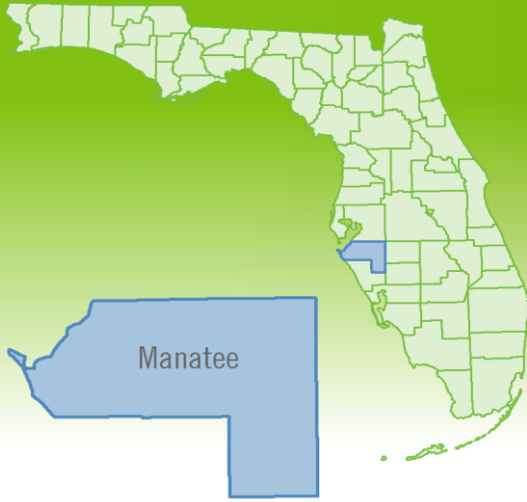
	March 2026	March 2025	Percent Change Year-over-Year
Closed Sales	890	817	8.9%
Paid in Cash	374	365	2.5%
Median Sale Price	\$485,000	\$469,450	3.3%
Average Sale Price	\$706,388	\$727,555	-2.9%
Dollar Volume	\$628.7 Million	\$594.4 Million	5.8%
Med. Pct. of Orig. List Price Received	93.8%	94.2%	-0.4%
Median Time to Contract	49 Days	40 Days	22.5%
Median Time to Sale	88 Days	82 Days	7.3%
New Pending Sales	895	837	6.9%
New Listings	998	1,226	-18.6%
Pending Inventory	1,087	1,051	3.4%
Inventory (Active Listings)	3,351	4,412	-24.0%
Months Supply of Inventory	4.8	6.9	-30.4%



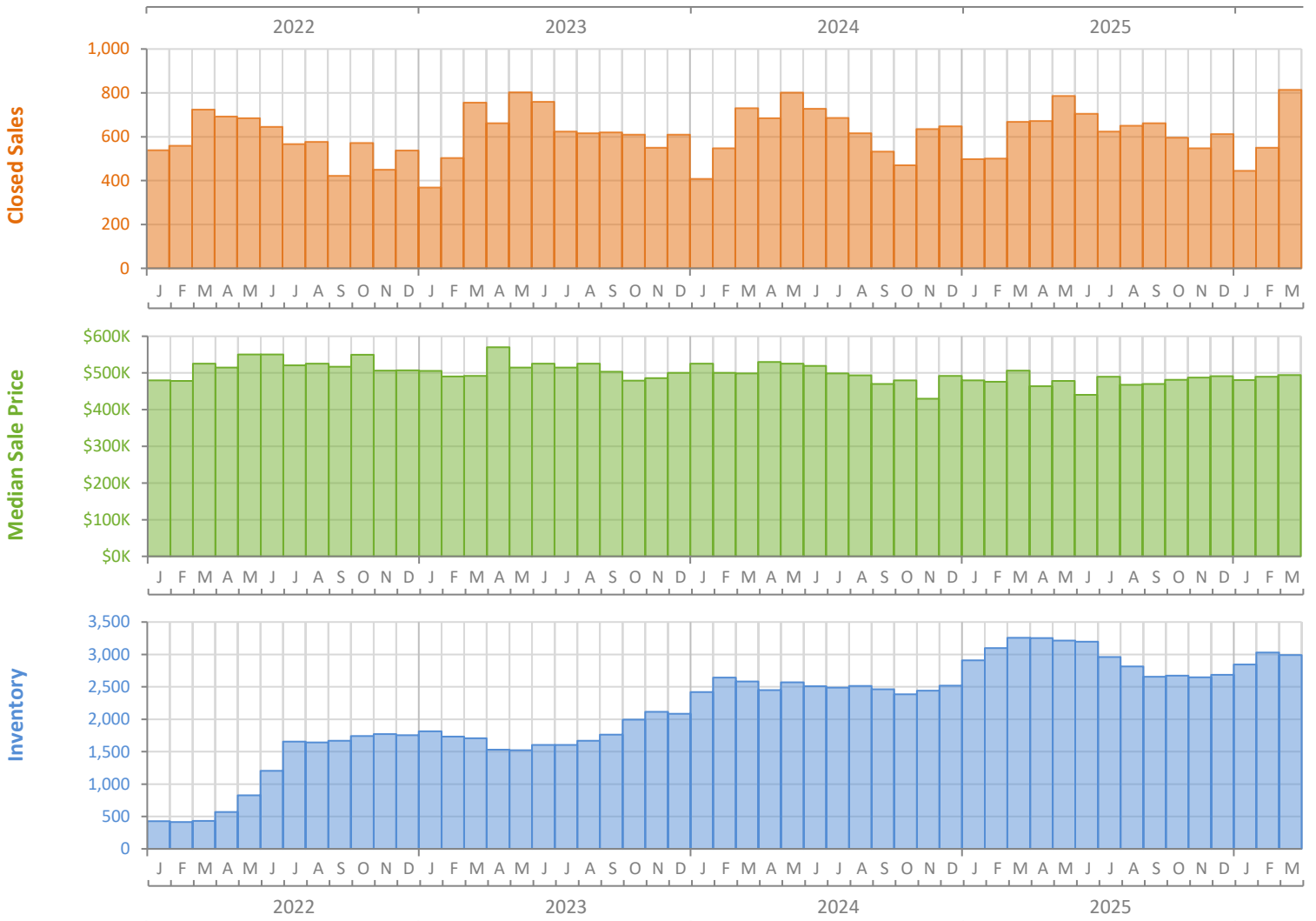
Monthly Market Summary - March 2026

Single-Family Homes

Manatee County



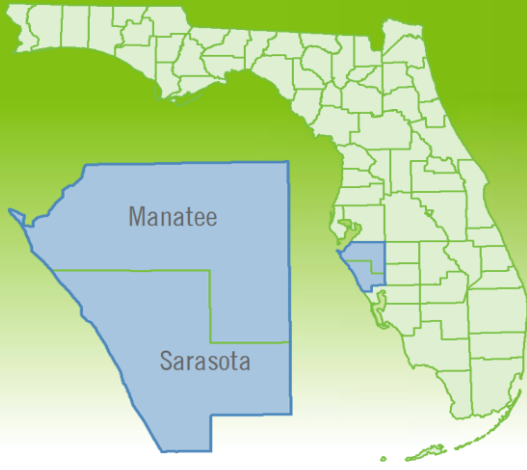
	March 2026	March 2025	Percent Change Year-over-Year
Closed Sales	814	668	21.9%
Paid in Cash	256	216	18.5%
Median Sale Price	\$494,205	\$506,317	-2.4%
Average Sale Price	\$680,646	\$664,874	2.4%
Dollar Volume	\$554.0 Million	\$444.1 Million	24.7%
Med. Pct. of Orig. List Price Received	94.4%	95.8%	-1.5%
Median Time to Contract	51 Days	46 Days	10.9%
Median Time to Sale	102 Days	95 Days	7.4%
New Pending Sales	831	737	12.8%
New Listings	951	1,040	-8.6%
Pending Inventory	1,059	965	9.7%
Inventory (Active Listings)	2,991	3,256	-8.1%
Months Supply of Inventory	4.7	5.2	-9.6%



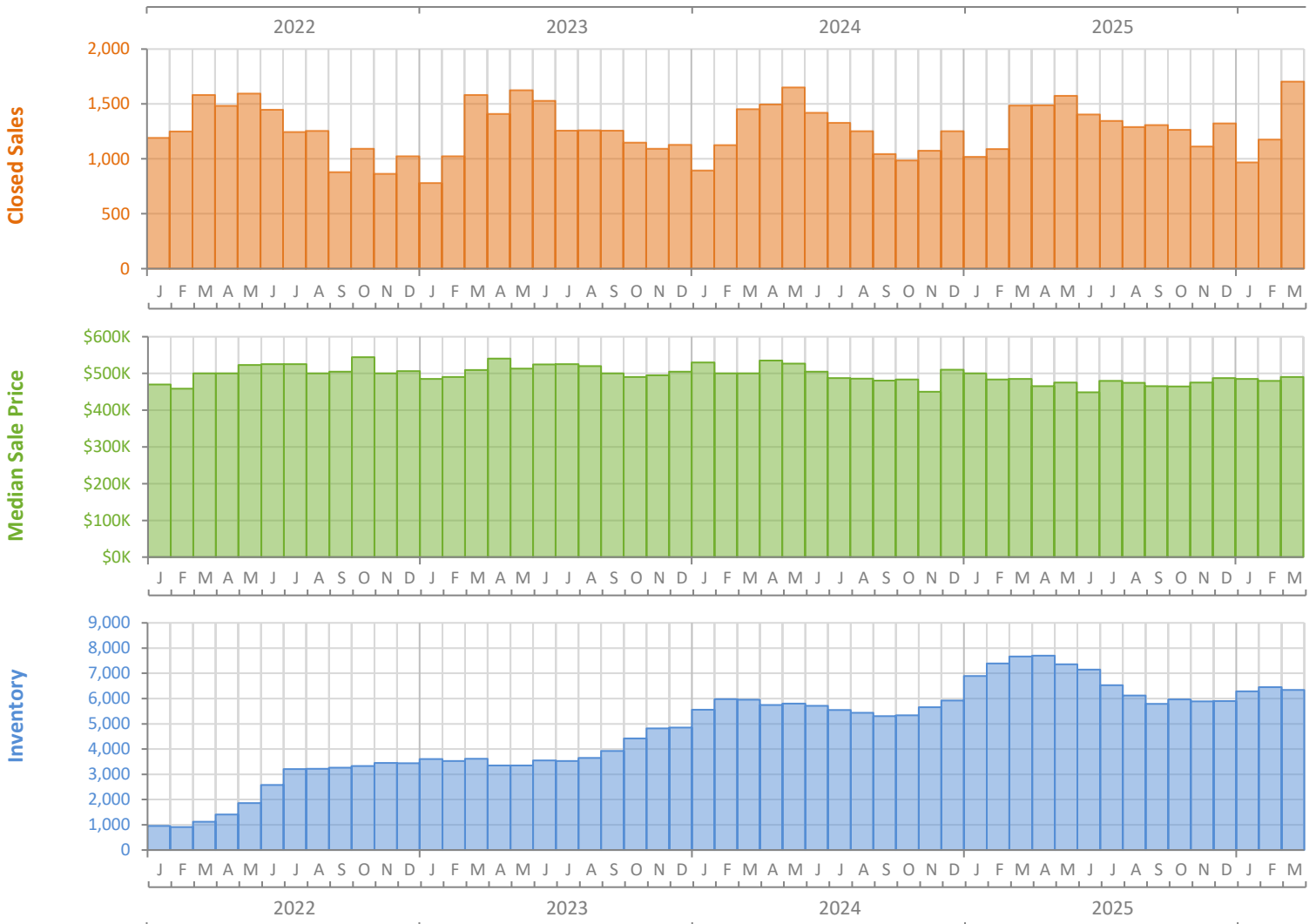
Monthly Market Summary - March 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



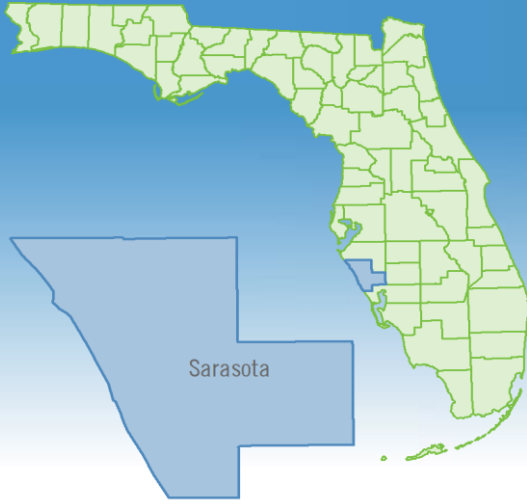
	March 2026	March 2025	Percent Change Year-over-Year
Closed Sales	1,704	1,485	14.7%
Paid in Cash	630	581	8.4%
Median Sale Price	\$490,000	\$485,000	1.0%
Average Sale Price	\$694,091	\$699,340	-0.8%
Dollar Volume	\$1.2 Billion	\$1.0 Billion	13.9%
Med. Pct. of Orig. List Price Received	94.0%	94.9%	-0.9%
Median Time to Contract	50 Days	43 Days	16.3%
Median Time to Sale	95 Days	88 Days	8.0%
New Pending Sales	1,726	1,574	9.7%
New Listings	1,949	2,266	-14.0%
Pending Inventory	2,146	2,016	6.4%
Inventory (Active Listings)	6,342	7,668	-17.3%
Months Supply of Inventory	4.8	6.1	-21.3%



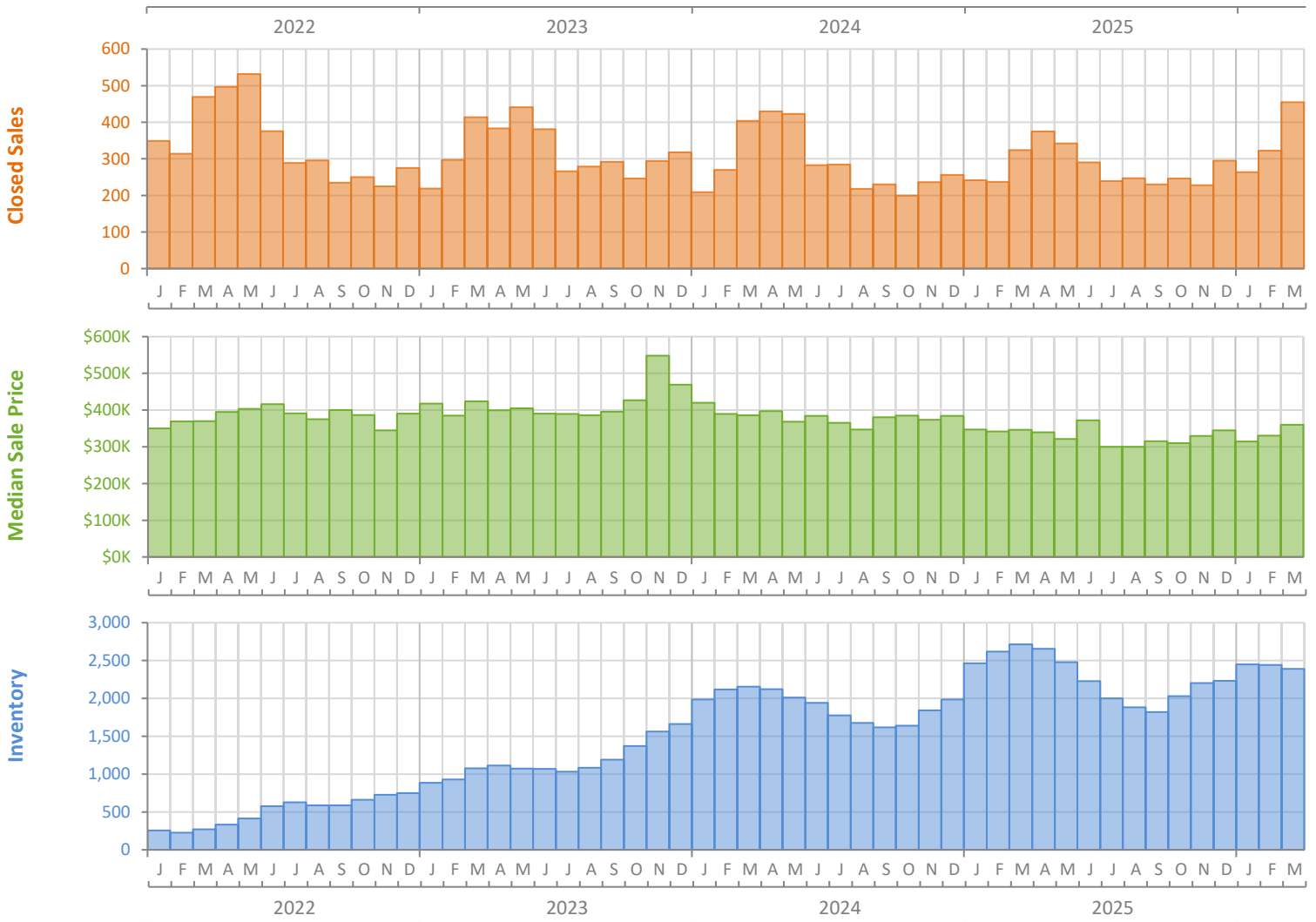
Monthly Market Summary - March 2026

Townhouses and Condos

Sarasota County



	March 2026	March 2025	Percent Change Year-over-Year
Closed Sales	455	324	40.4%
Paid in Cash	298	222	34.2%
Median Sale Price	\$359,500	\$346,500	3.8%
Average Sale Price	\$558,178	\$556,446	0.3%
Dollar Volume	\$254.0 Million	\$180.3 Million	40.9%
Med. Pct. of Orig. List Price Received	92.3%	92.2%	0.1%
Median Time to Contract	65 Days	46 Days	41.3%
Median Time to Sale	104 Days	84 Days	23.8%
New Pending Sales	502	372	34.9%
New Listings	563	634	-11.2%
Pending Inventory	765	660	15.9%
Inventory (Active Listings)	2,392	2,714	-11.9%
Months Supply of Inventory	8.1	9.7	-16.5%



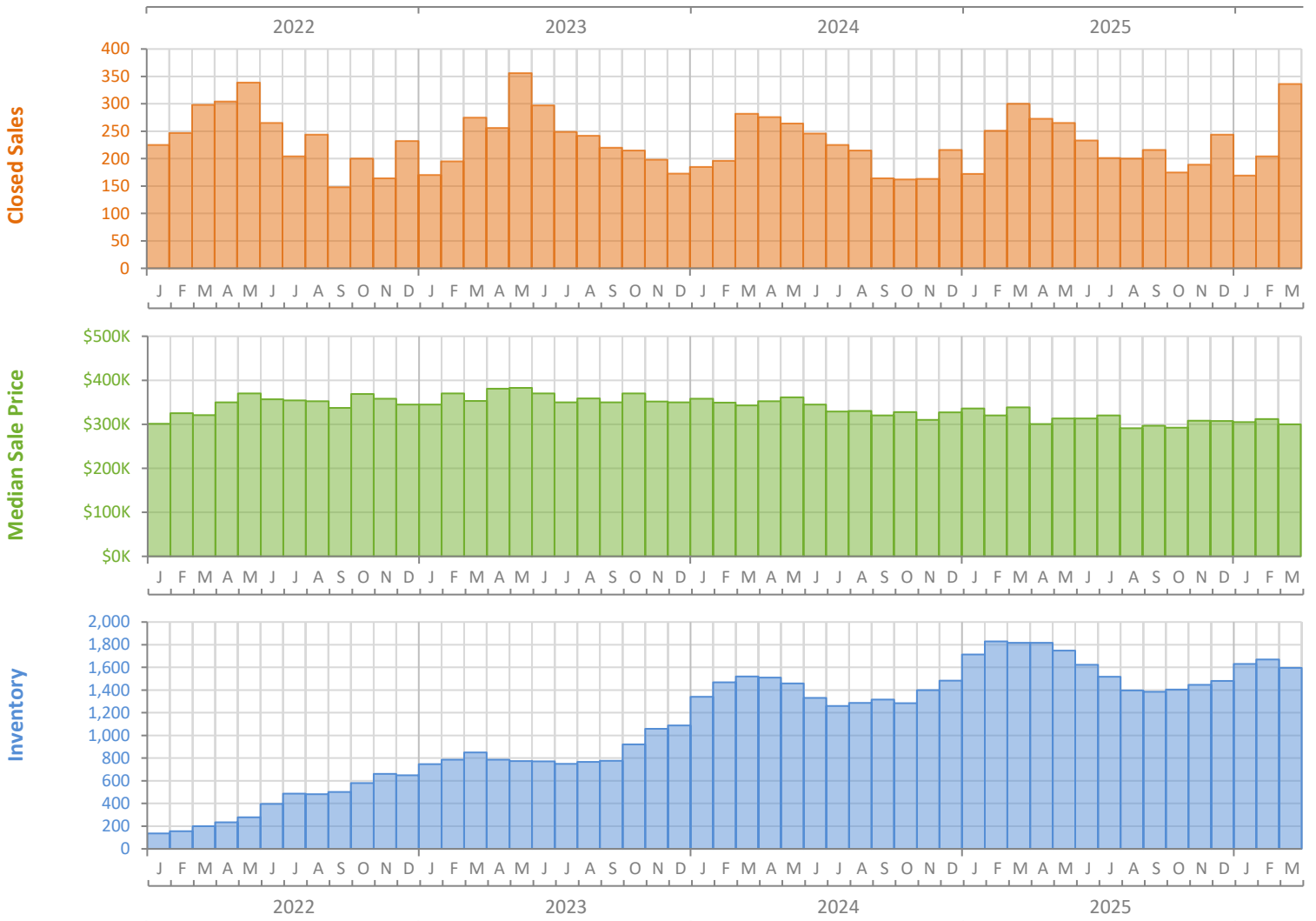
Monthly Market Summary - March 2026

Townhouses and Condos

Manatee County



	March 2026	March 2025	Percent Change Year-over-Year
Closed Sales	336	300	12.0%
Paid in Cash	185	156	18.6%
Median Sale Price	\$300,000	\$338,395	-11.3%
Average Sale Price	\$334,627	\$365,631	-8.5%
Dollar Volume	\$112.4 Million	\$109.7 Million	2.5%
Med. Pct. of Orig. List Price Received	92.9%	94.2%	-1.4%
Median Time to Contract	61 Days	62 Days	-1.6%
Median Time to Sale	105 Days	106 Days	-0.9%
New Pending Sales	357	342	4.4%
New Listings	377	436	-13.5%
Pending Inventory	407	381	6.8%
Inventory (Active Listings)	1,597	1,816	-12.1%
Months Supply of Inventory	7.1	8.2	-13.4%



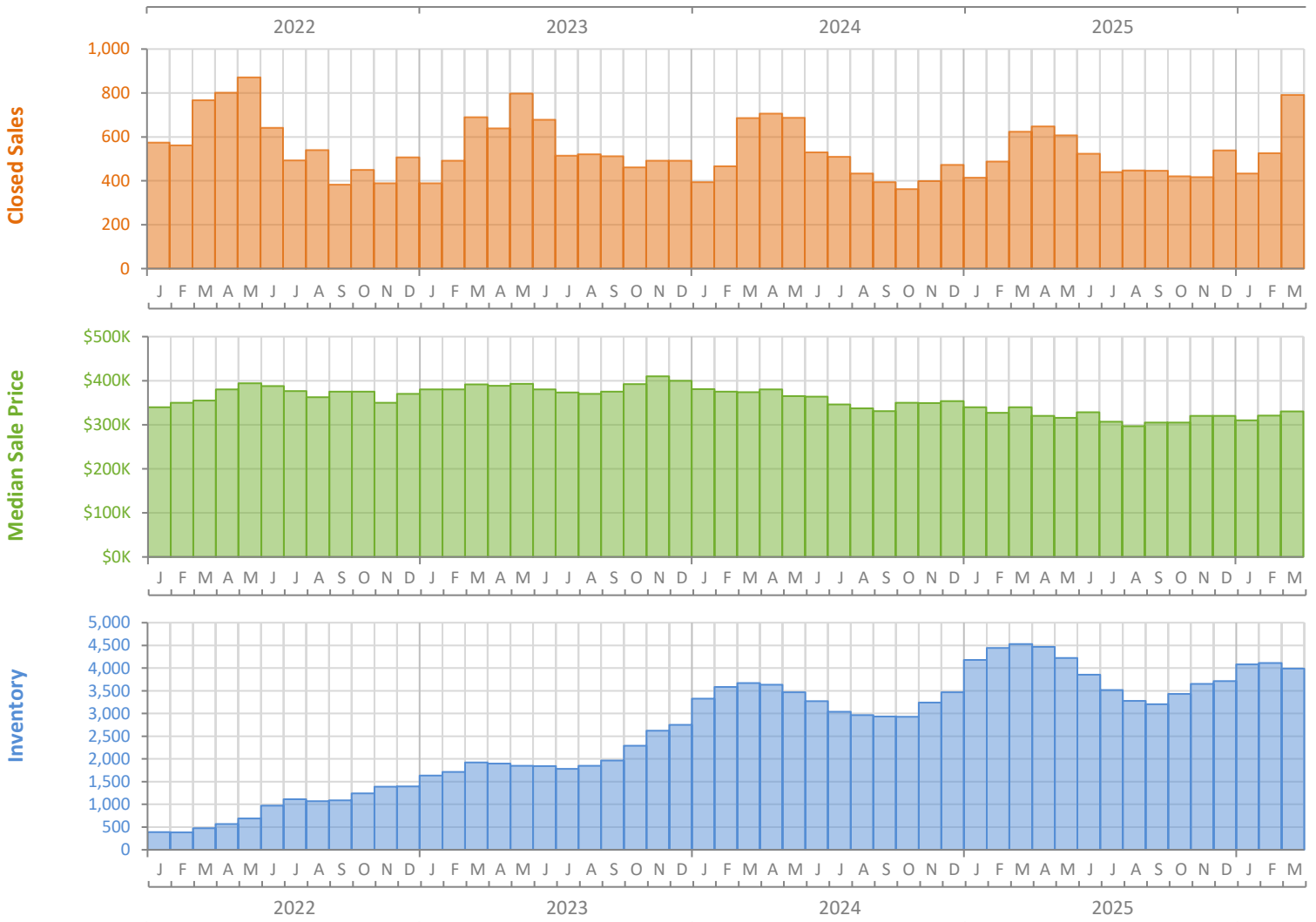
Monthly Market Summary - March 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	March 2026	March 2025	Percent Change Year-over-Year
Closed Sales	791	624	26.8%
Paid in Cash	483	378	27.8%
Median Sale Price	\$330,000	\$340,000	-2.9%
Average Sale Price	\$463,218	\$464,708	-0.3%
Dollar Volume	\$366.4 Million	\$290.0 Million	26.4%
Med. Pct. of Orig. List Price Received	92.7%	93.2%	-0.5%
Median Time to Contract	62 Days	52 Days	19.2%
Median Time to Sale	104 Days	97 Days	7.2%
New Pending Sales	859	714	20.3%
New Listings	940	1,070	-12.1%
Pending Inventory	1,172	1,041	12.6%
Inventory (Active Listings)	3,989	4,530	-11.9%
Months Supply of Inventory	7.7	9.0	-14.4%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

MARCH 2026

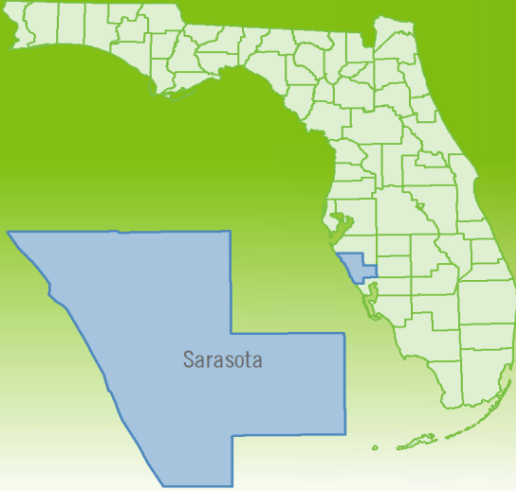
Reach Further With The Market.

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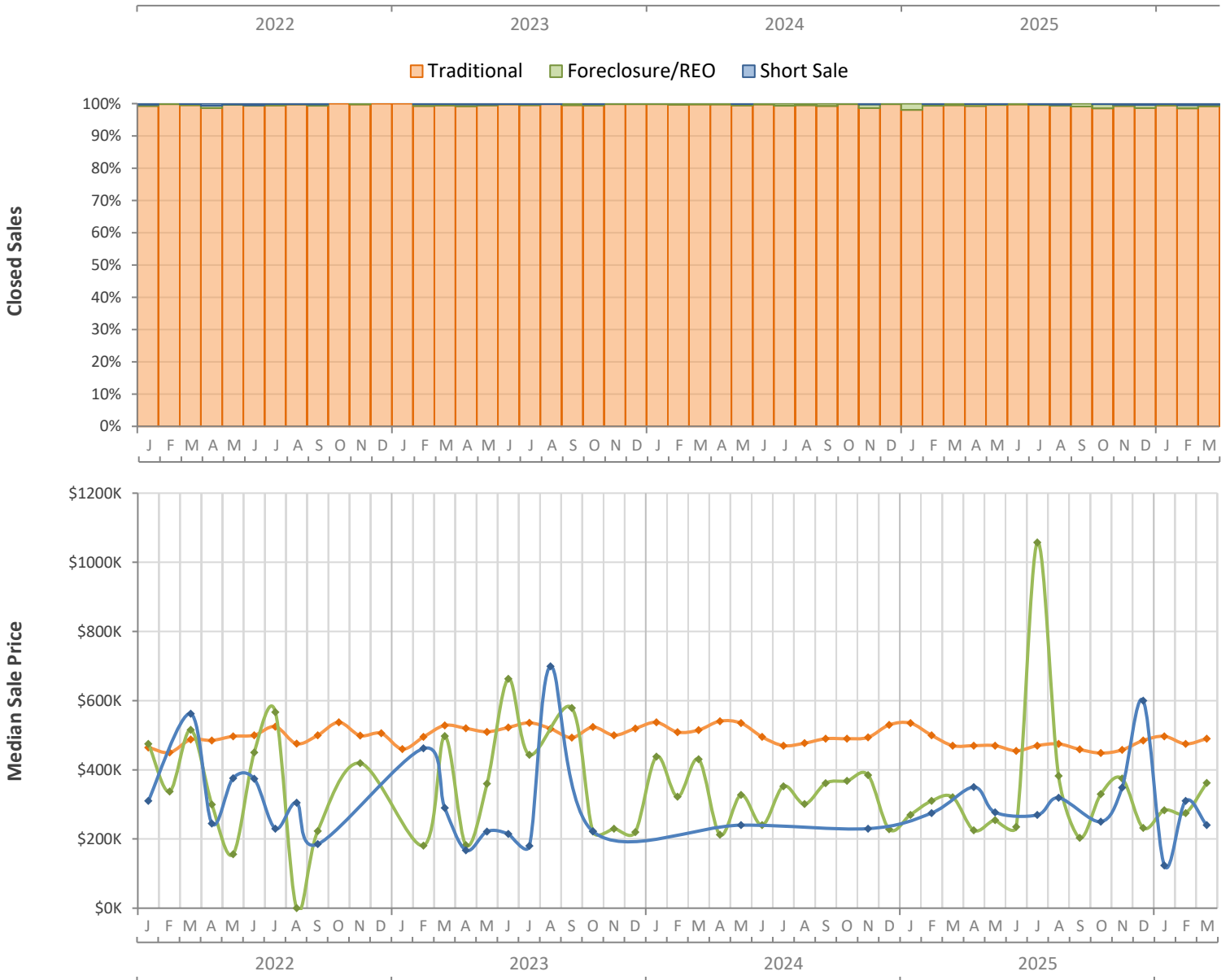
Monthly Distressed Market - March 2026

Single-Family Homes

Sarasota County



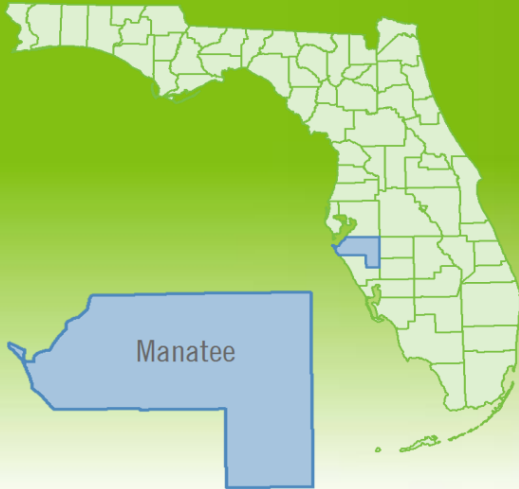
		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	883	813	8.6%
	Median Sale Price	\$490,000	\$469,950	4.3%
Foreclosure/REO	Closed Sales	4	4	0.0%
	Median Sale Price	\$362,000	\$321,000	12.8%
Short Sale	Closed Sales	3	0	N/A
	Median Sale Price	\$240,000	(No Sales)	N/A



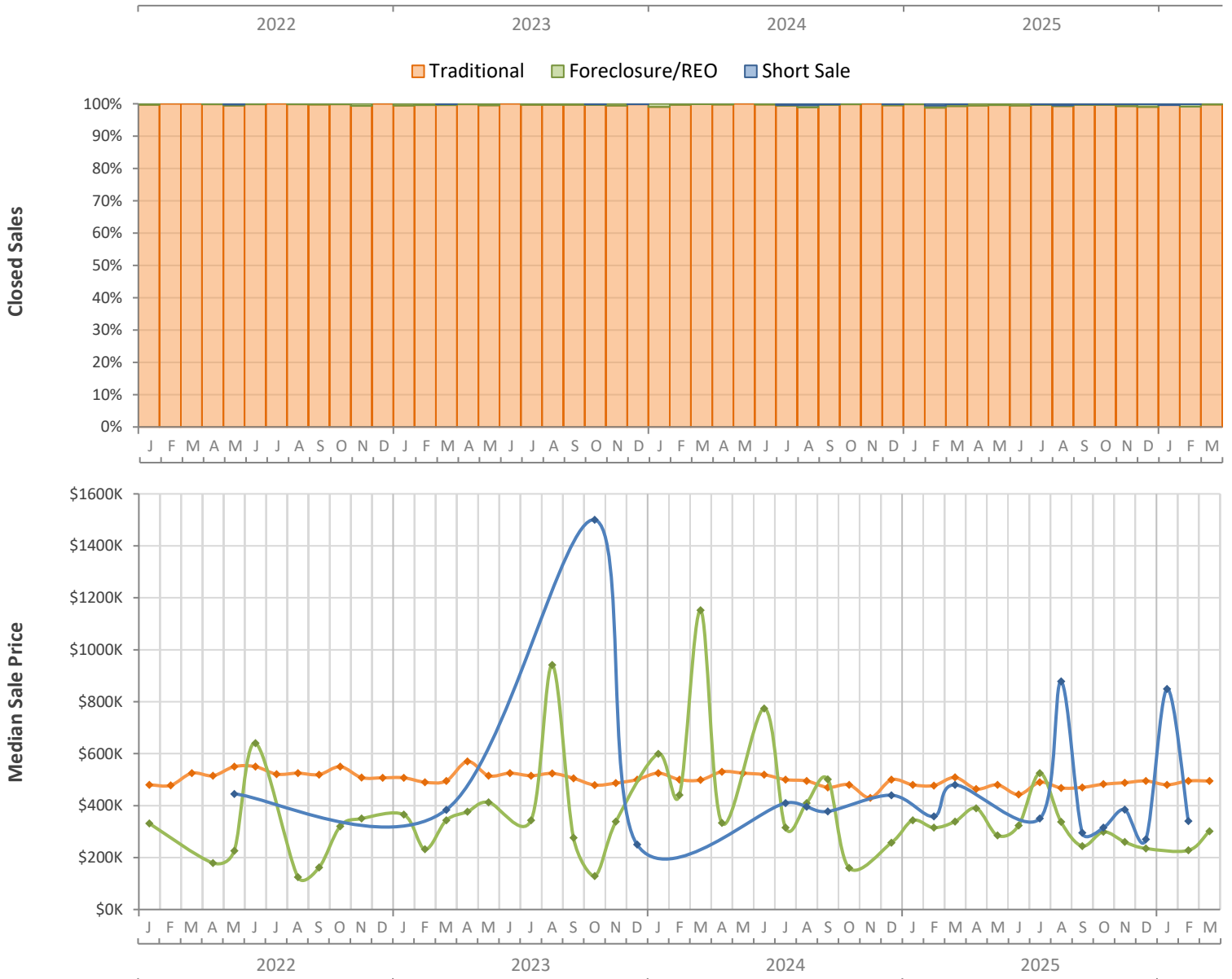
Monthly Distressed Market - March 2026

Single-Family Homes

Manatee County



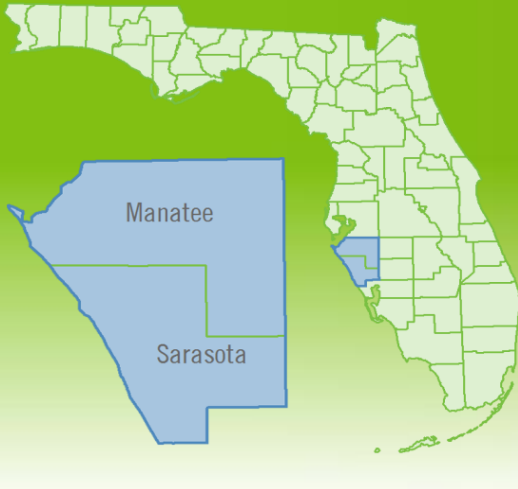
		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	812	663	22.5%
	Median Sale Price	\$494,705	\$508,493	-2.7%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$301,250	\$338,750	-11.1%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$480,000	N/A



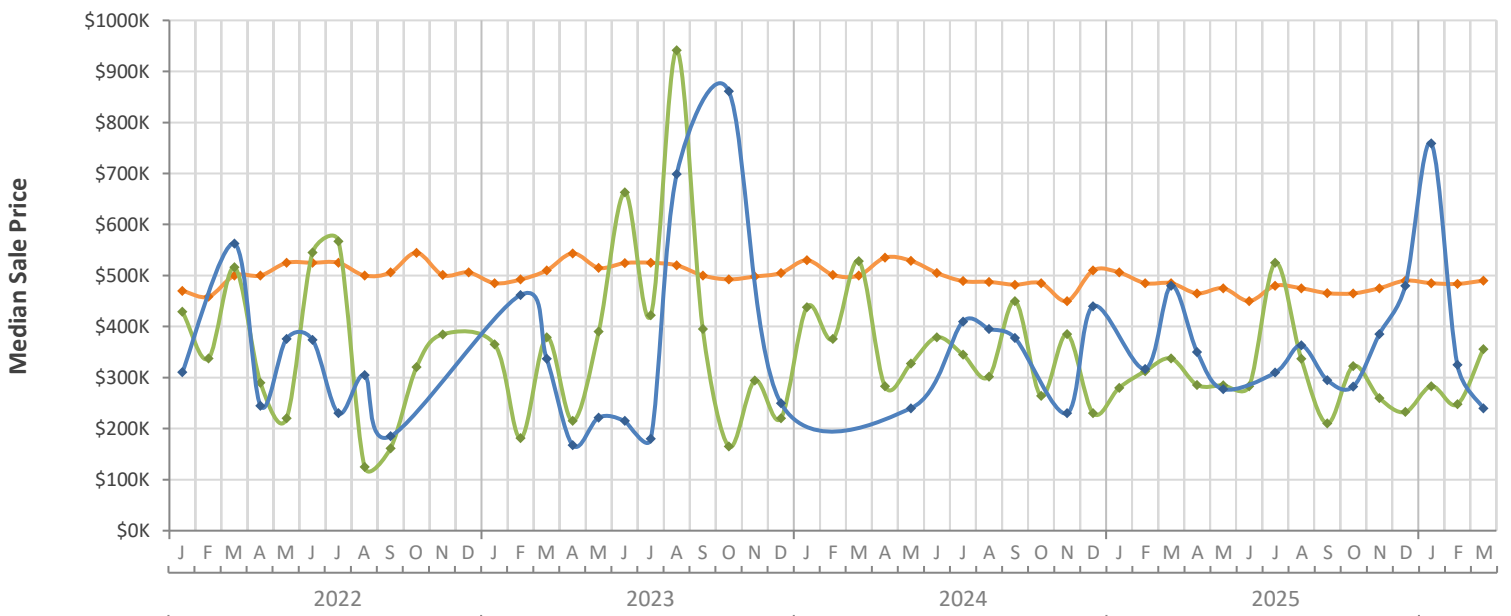
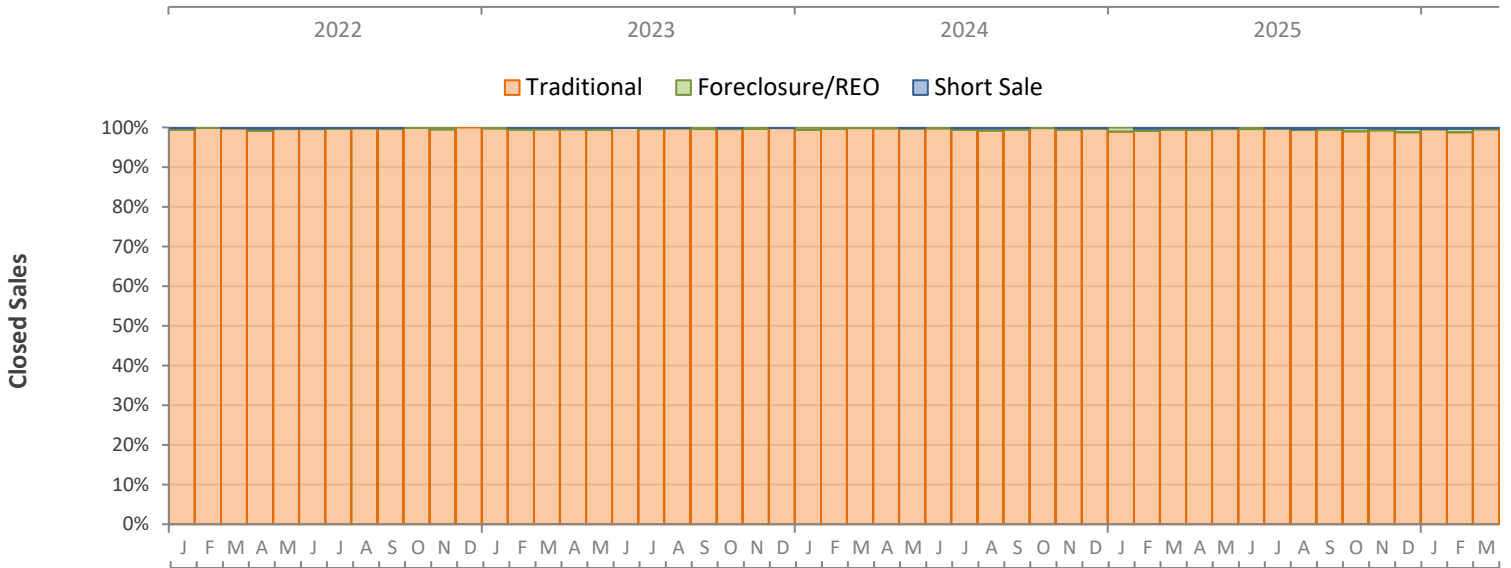
Monthly Distressed Market - March 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



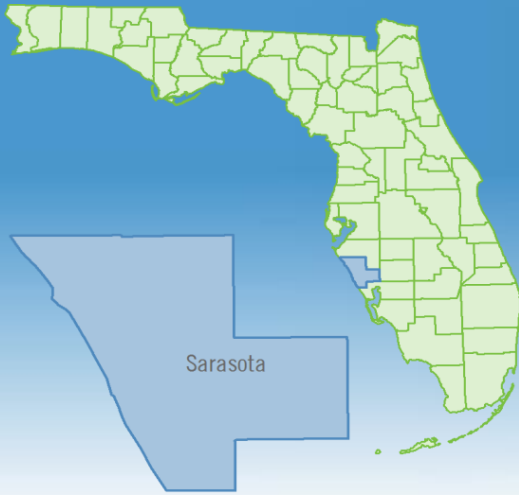
		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,695	1,476	14.8%
	Median Sale Price	\$490,000	\$485,000	1.0%
Foreclosure/REO	Closed Sales	6	8	-25.0%
	Median Sale Price	\$356,000	\$337,250	5.6%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$240,000	\$480,000	-50.0%



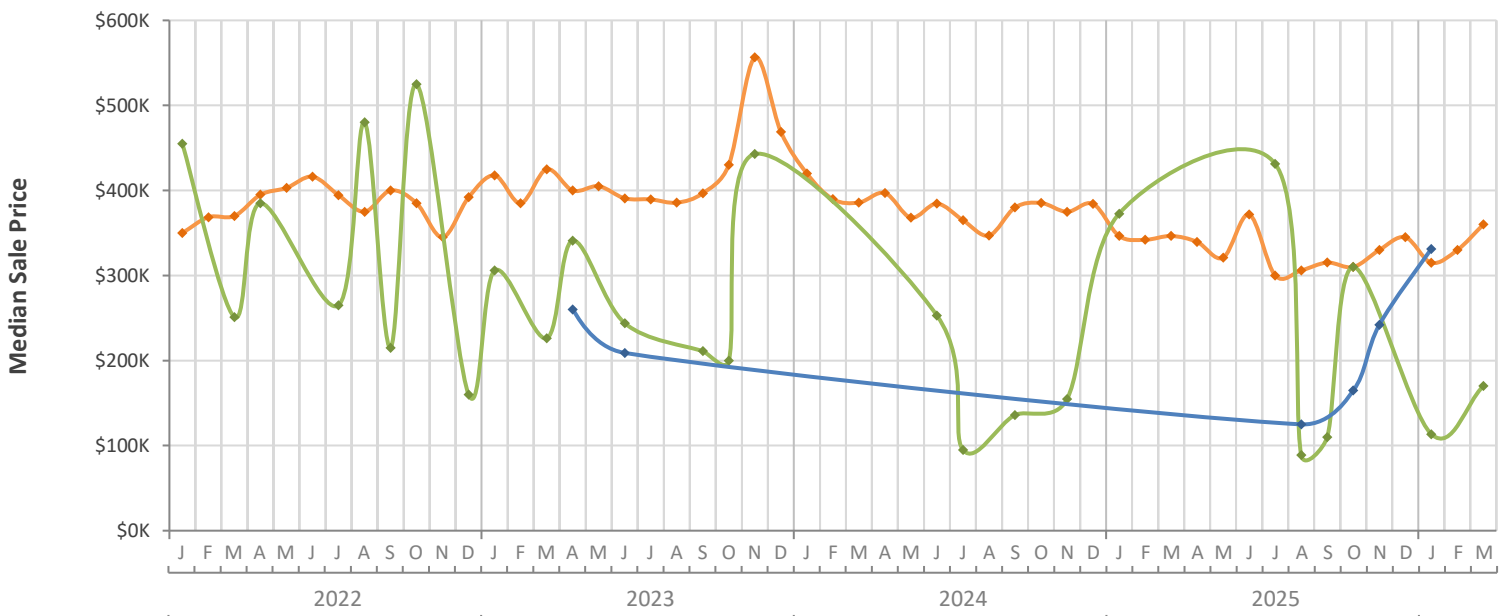
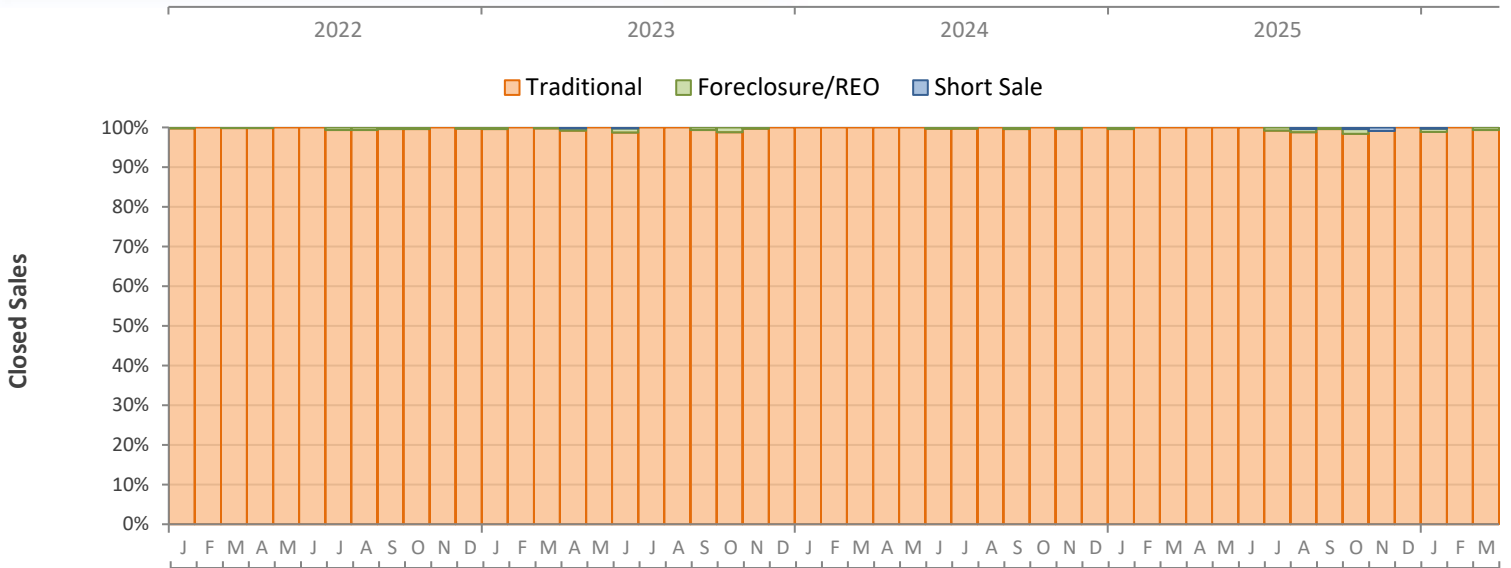
Monthly Distressed Market - March 2026

Townhouses and Condos

Sarasota County



		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	452	324	39.5%
	Median Sale Price	\$360,000	\$346,500	3.9%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$170,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



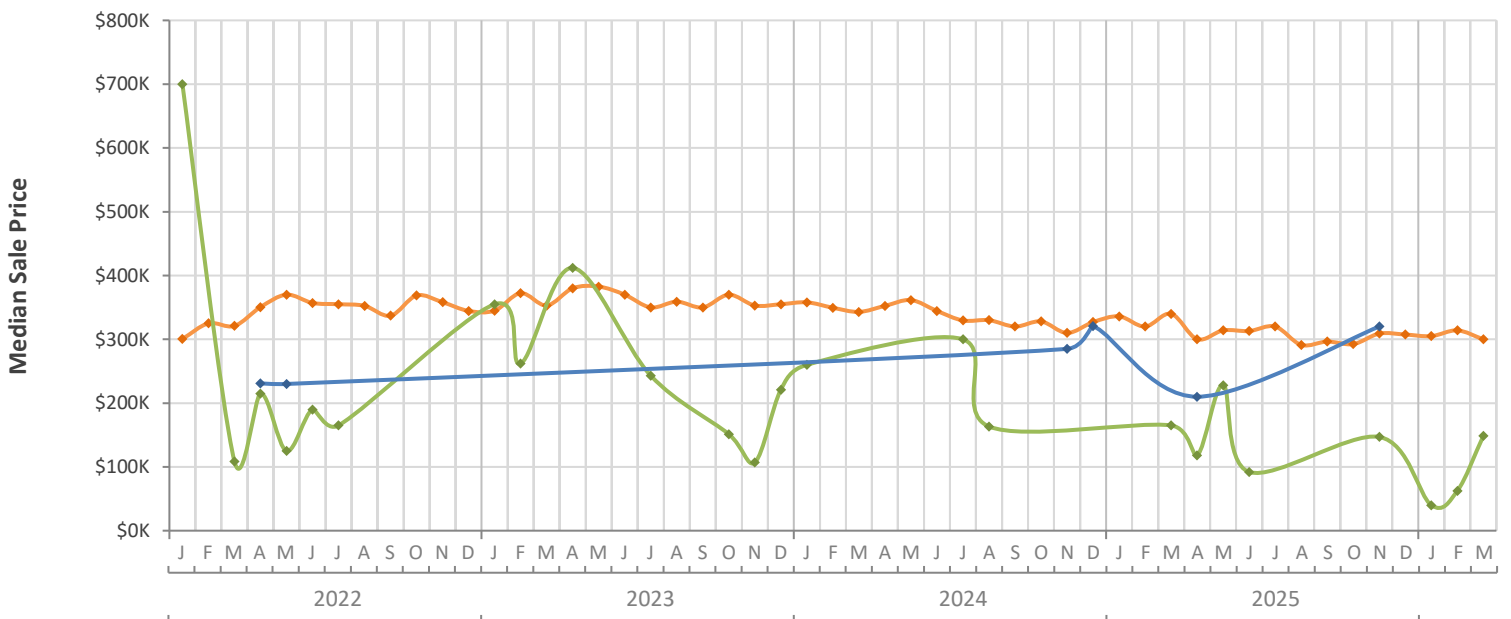
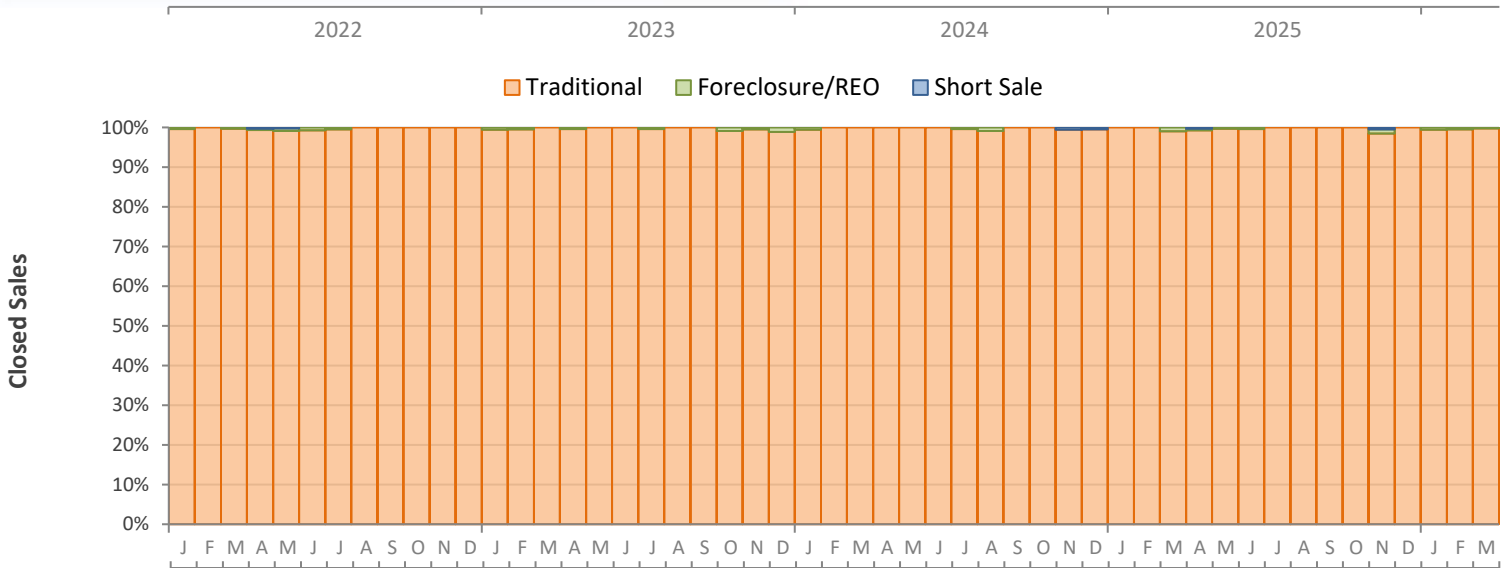
Monthly Distressed Market - March 2026

Townhouses and Condos

Manatee County



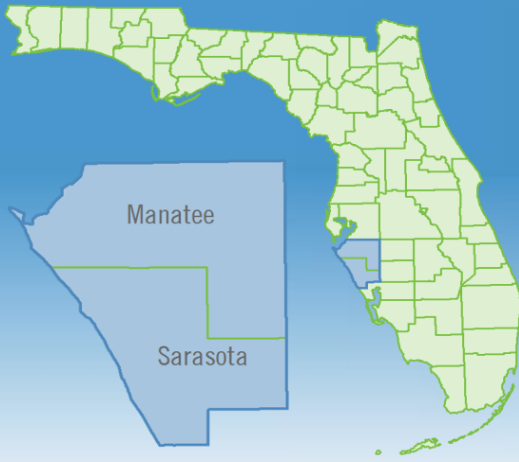
		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	335	297	12.8%
	Median Sale Price	\$300,000	\$339,990	-11.8%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$148,500	\$165,000	-10.0%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - March 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	787	621	26.7%
	Median Sale Price	\$330,000	\$340,000	-2.9%
Foreclosure/REO	Closed Sales	4	3	33.3%
	Median Sale Price	\$161,000	\$165,000	-2.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

