Quarterly Market Detail - Q3 2026
Single-Family Homes
Manatee County

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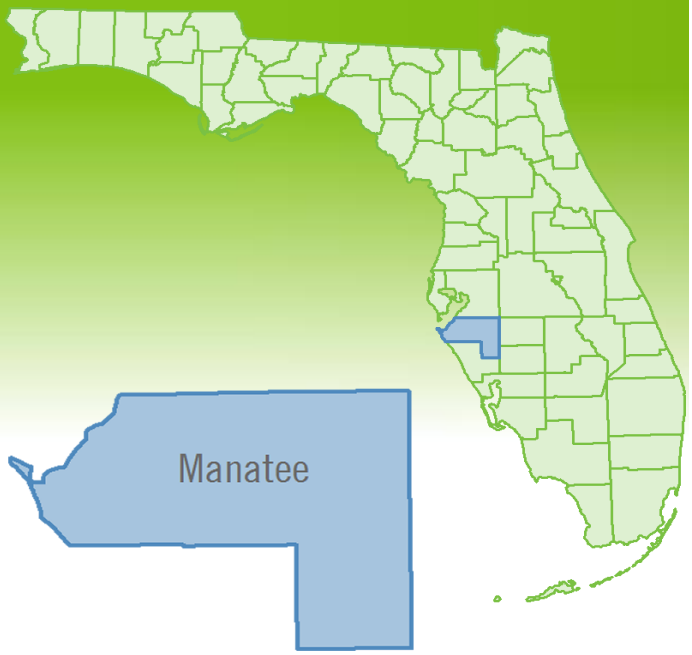


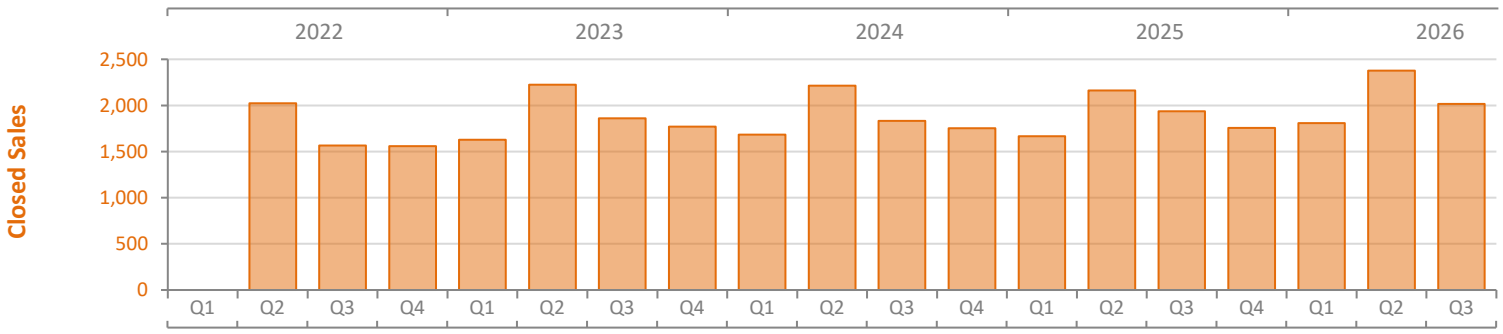
Summary Statistics	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	2,017	1,936	4.2%
Paid in Cash	555	567	-2.1%
Median Sale Price	$490,000	$475,000	3.2%
Average Sale Price	$657,172	$629,726	4.4%
Dollar Volume	$1.3 Billion	$1.2 Billion	8.7%
Median Percent of Original List Price Received	95.6%	93.8%	1.9%
Median Time to Contract	49 Days	59 Days	-16.9%
Median Time to Sale	99 Days	104 Days	-4.8%
New Pending Sales	1,877	1,883	-0.3%
New Listings	2,297	2,193	4.7%
Pending Inventory	820	794	3.3%
Inventory (Active Listings)	2,610	2,656	-1.7%
Months Supply of Inventory	3.9	4.2	-7.1%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	6,201	7.6%
Q3 2026	**2,017**	**4.2%**
Q2 2026	2,376	9.8%
Q1 2026	1,808	8.5%
Q4 2025	1,756	0.2%
Q3 2025	1,936	5.6%
Q2 2025	2,163	-2.3%
Q1 2025	1,666	-1.1%
Q4 2024	1,753	-0.9%
Q3 2024	1,834	-1.4%
Q2 2024	2,214	-0.4%
Q1 2024	1,685	3.6%
Q4 2023	1,769	13.5%
Q3 2023	1,860	18.8%



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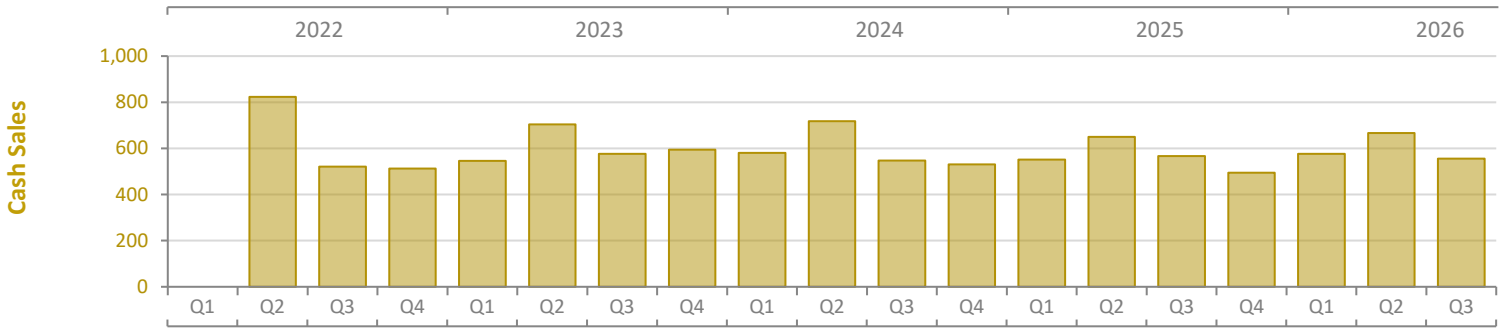
Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,797	1.6%
Q3 2026	**555**	**-2.1%**
Q2 2026	666	2.5%
Q1 2026	576	4.5%
Q4 2025	495	-6.8%
Q3 2025	567	3.7%
Q2 2025	650	-9.5%
Q1 2025	551	-5.2%
Q4 2024	531	-10.8%
Q3 2024	547	-5.2%
Q2 2024	718	2.0%
Q1 2024	581	6.4%
Q4 2023	595	16.2%
Q3 2023	577	10.7%

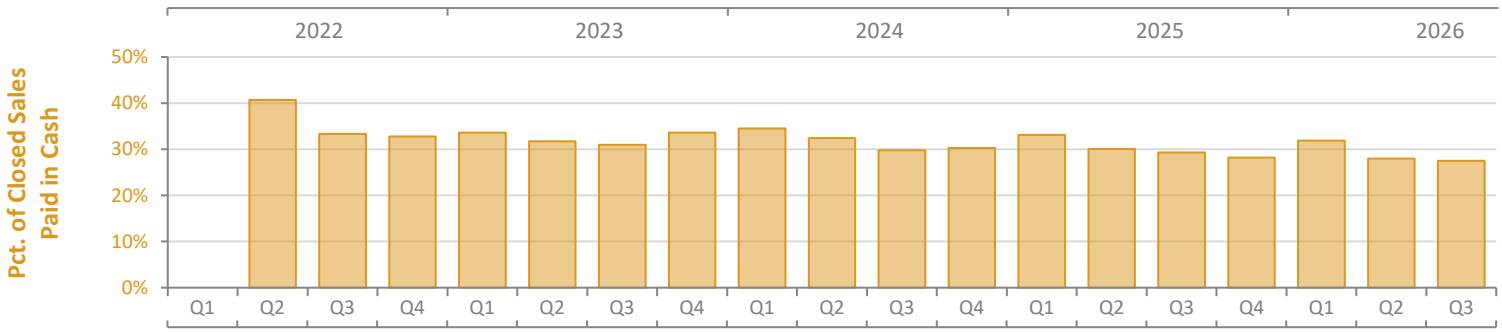


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	29.0%	-5.5%
Q3 2026	**27.5%**	**-6.1%**
Q2 2026	28.0%	-7.0%
Q1 2026	31.9%	-3.6%
Q4 2025	28.2%	-6.9%
Q3 2025	29.3%	-1.7%
Q2 2025	30.1%	-7.1%
Q1 2025	33.1%	-4.1%
Q4 2024	30.3%	-9.8%
Q3 2024	29.8%	-3.9%
Q2 2024	32.4%	2.2%
Q1 2024	34.5%	2.7%
Q4 2023	33.6%	2.4%
Q3 2023	31.0%	-6.9%



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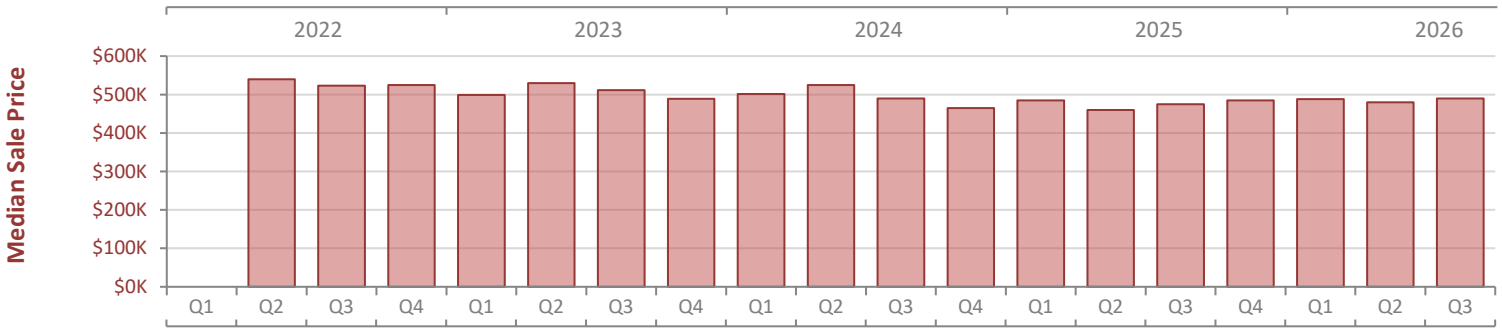
Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	$485,273	2.7%
Q3 2026	**$490,000**	**3.2%**
Q2 2026	$479,495	4.2%
Q1 2026	$488,510	0.7%
Q4 2025	$485,000	4.3%
Q3 2025	$475,000	-2.9%
Q2 2025	$460,000	-12.4%
Q1 2025	$485,000	-3.3%
Q4 2024	$465,000	-4.9%
Q3 2024	$489,400	-4.4%
Q2 2024	$525,000	-0.9%
Q1 2024	$501,638	0.5%
Q4 2023	$488,990	-6.9%
Q3 2023	$511,820	-2.1%

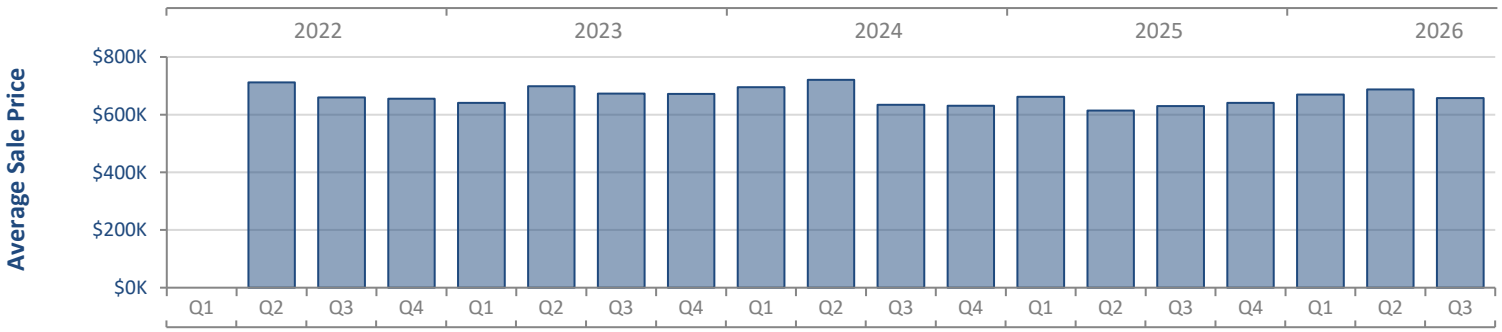


Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	$672,705	6.2%
Q3 2026	**$657,172**	**4.4%**
Q2 2026	$687,842	11.9%
Q1 2026	$670,143	1.3%
Q4 2025	$640,949	1.6%
Q3 2025	$629,726	-0.7%
Q2 2025	$614,447	-14.8%
Q1 2025	$661,730	-4.9%
Q4 2024	$630,616	-6.2%
Q3 2024	$634,111	-5.8%
Q2 2024	$721,102	3.2%
Q1 2024	$695,762	8.5%
Q4 2023	$672,196	2.6%
Q3 2023	$672,945	2.1%



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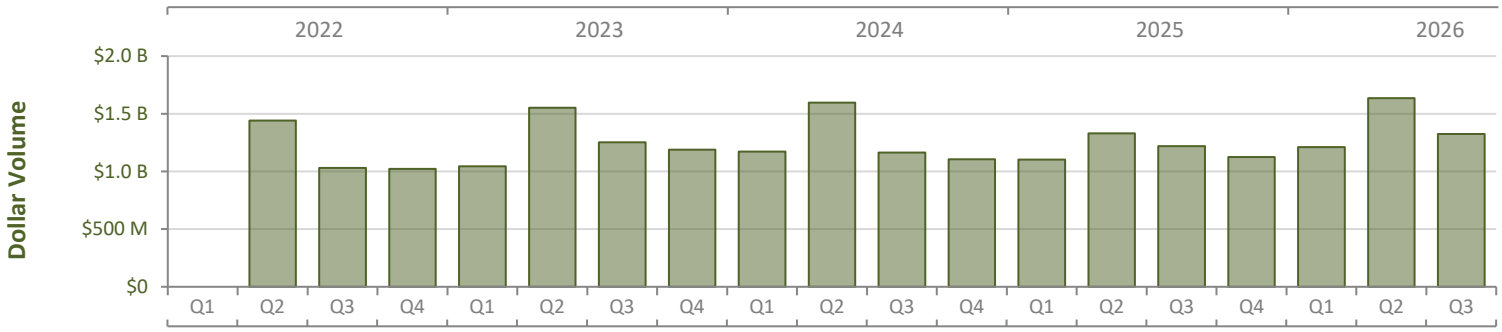
Dollar Volume

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

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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$4.2 Billion	14.3%
Q3 2026	**$1.3 Billion**	**8.7%**
Q2 2026	$1.6 Billion	23.0%
Q1 2026	$1.2 Billion	9.9%
Q4 2025	$1.1 Billion	1.8%
Q3 2025	$1.2 Billion	4.8%
Q2 2025	$1.3 Billion	-16.8%
Q1 2025	$1.1 Billion	-6.0%
Q4 2024	$1.1 Billion	-7.0%
Q3 2024	$1.2 Billion	-7.1%
Q2 2024	$1.6 Billion	2.8%
Q1 2024	$1.2 Billion	12.4%
Q4 2023	$1.2 Billion	16.5%
Q3 2023	$1.3 Billion	21.3%

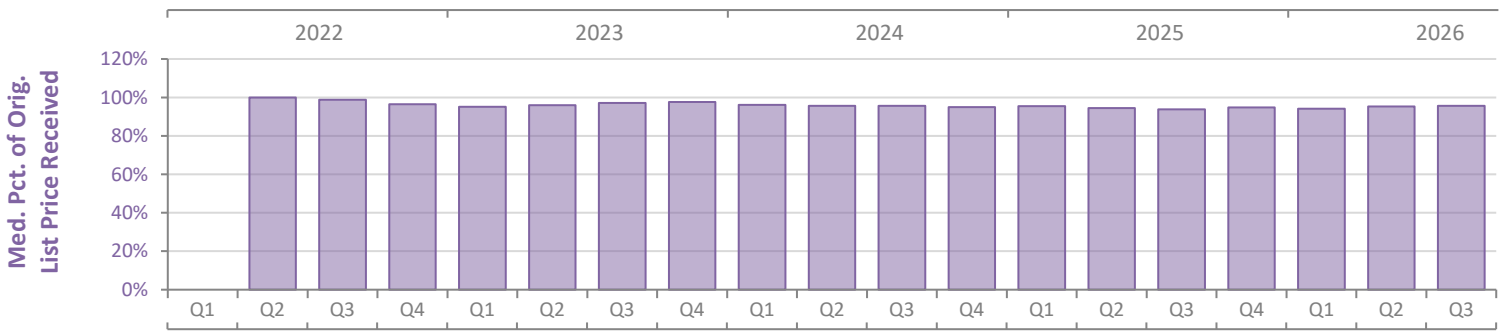


Median Percent of Original List Price Received

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

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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.1%	0.6%
Q3 2026	**95.6%**	**1.9%**
Q2 2026	95.3%	1.0%
Q1 2026	94.2%	-1.3%
Q4 2025	94.8%	-0.1%
Q3 2025	93.8%	-2.0%
Q2 2025	94.4%	-1.3%
Q1 2025	95.4%	-0.7%
Q4 2024	94.9%	-2.8%
Q3 2024	95.7%	-1.4%
Q2 2024	95.6%	-0.4%
Q1 2024	96.1%	0.9%
Q4 2023	97.6%	1.2%
Q3 2023	97.1%	-1.7%



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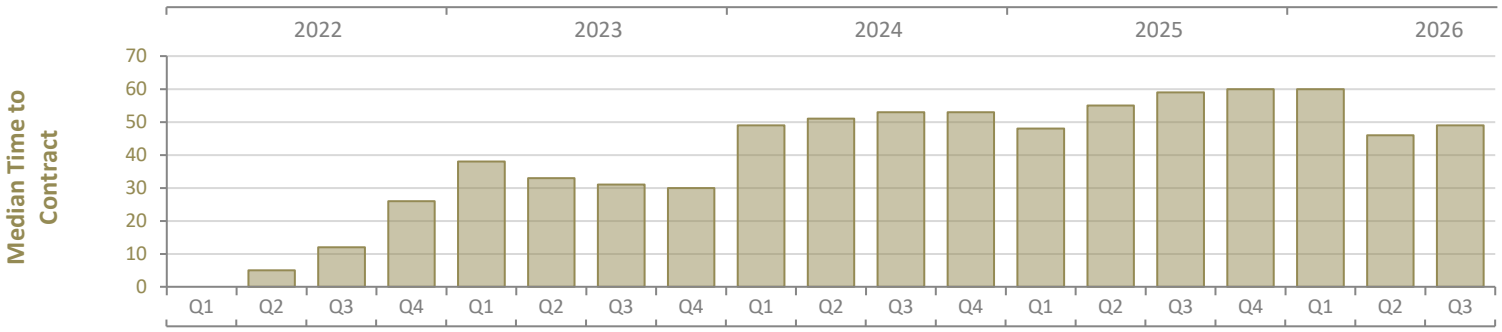
Median Time to Contract

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

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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	49 Days	-12.5%
Q3 2026	**49 Days**	**-16.9%**
Q2 2026	46 Days	-16.4%
Q1 2026	60 Days	25.0%
Q4 2025	60 Days	13.2%
Q3 2025	59 Days	11.3%
Q2 2025	55 Days	7.8%
Q1 2025	48 Days	-2.0%
Q4 2024	53 Days	76.7%
Q3 2024	53 Days	71.0%
Q2 2024	51 Days	54.5%
Q1 2024	49 Days	28.9%
Q4 2023	30 Days	15.4%
Q3 2023	31 Days	158.3%

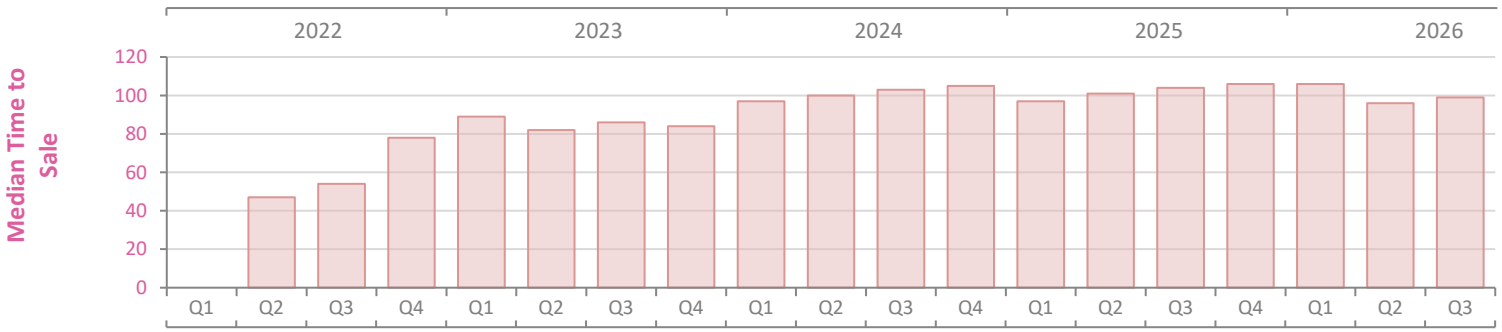


Median Time to Sale

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

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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	99 Days	-2.9%
Q3 2026	**99 Days**	**-4.8%**
Q2 2026	96 Days	-5.0%
Q1 2026	106 Days	9.3%
Q4 2025	106 Days	1.0%
Q3 2025	104 Days	1.0%
Q2 2025	101 Days	1.0%
Q1 2025	97 Days	0.0%
Q4 2024	105 Days	25.0%
Q3 2024	103 Days	19.8%
Q2 2024	100 Days	22.0%
Q1 2024	97 Days	9.0%
Q4 2023	84 Days	7.7%
Q3 2023	86 Days	59.3%



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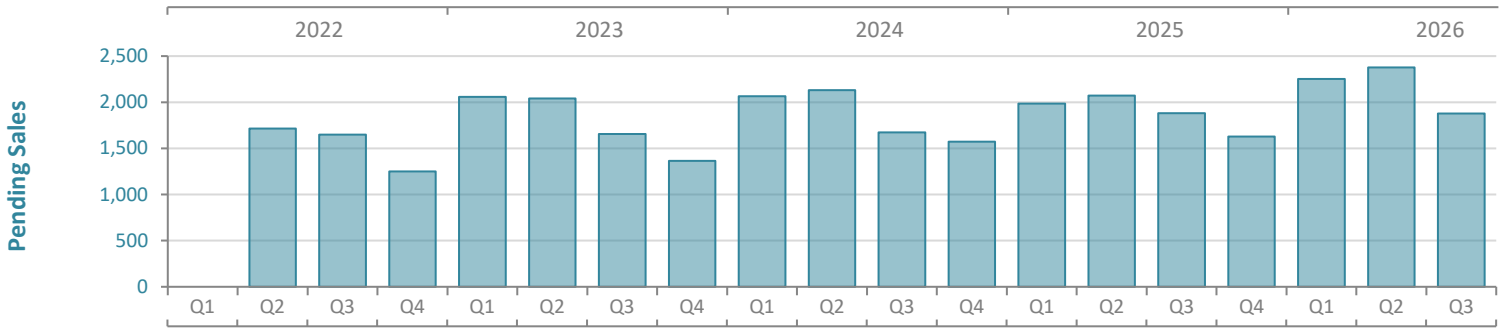
New Pending Sales

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

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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	6,507	9.6%
Q3 2026	**1,877**	**-0.3%**
Q2 2026	2,376	14.7%
Q1 2026	2,254	13.6%
Q4 2025	1,628	3.5%
Q3 2025	1,883	12.5%
Q2 2025	2,072	-2.7%
Q1 2025	1,984	-3.9%
Q4 2024	1,573	15.2%
Q3 2024	1,674	1.0%
Q2 2024	2,130	4.4%
Q1 2024	2,064	0.3%
Q4 2023	1,366	9.3%
Q3 2023	1,657	0.4%

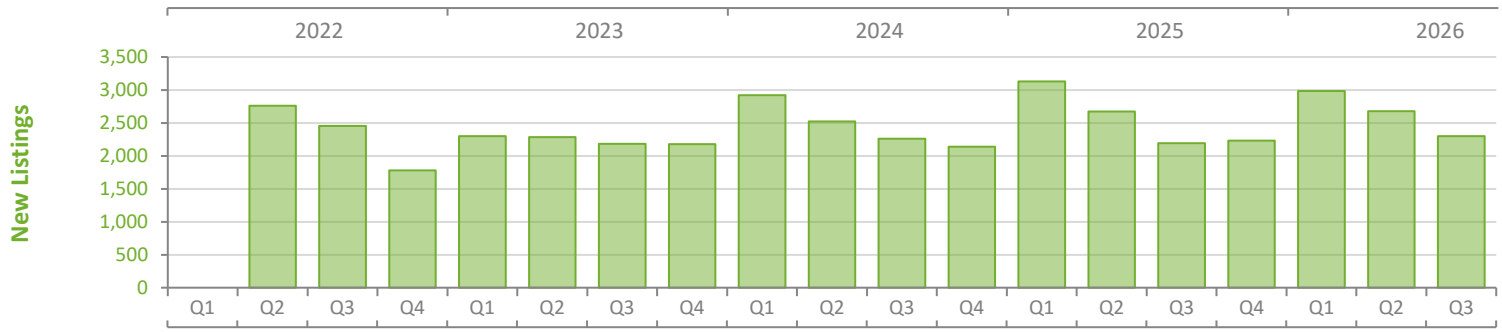


New Listings

The number of properties put onto the market during the quarter

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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	7,959	-0.5%
Q3 2026	**2,297**	**4.7%**
Q2 2026	2,677	0.1%
Q1 2026	2,985	-4.7%
Q4 2025	2,233	4.3%
Q3 2025	2,193	-3.0%
Q2 2025	2,673	6.1%
Q1 2025	3,131	7.2%
Q4 2024	2,140	-1.7%
Q3 2024	2,260	3.7%
Q2 2024	2,520	10.4%
Q1 2024	2,920	26.9%
Q4 2023	2,178	22.5%
Q3 2023	2,180	-11.2%



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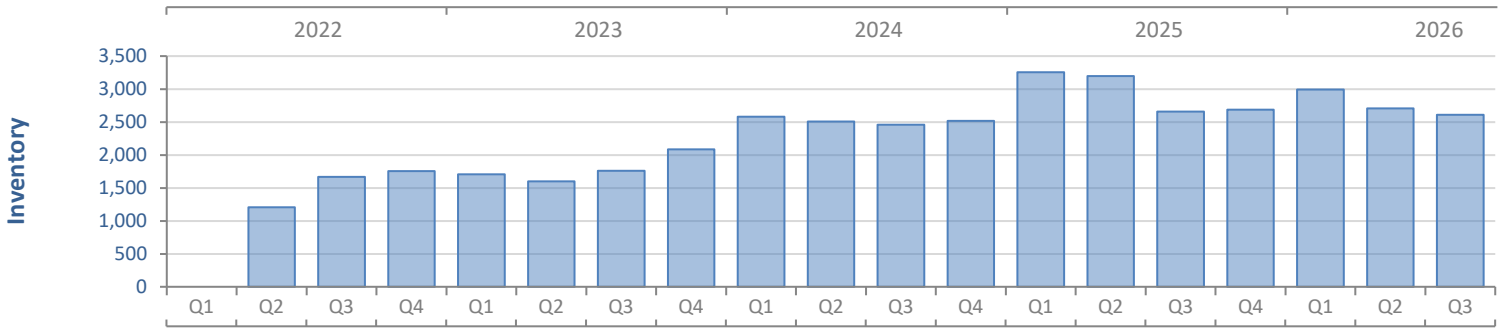
Inventory (Active Listings)

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

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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	2,809	-7.6%
Q3 2026	**2,610**	**-1.7%**
Q2 2026	2,706	-15.3%
Q1 2026	2,991	-8.1%
Q4 2025	2,687	6.7%
Q3 2025	2,656	7.9%
Q2 2025	3,196	27.4%
Q1 2025	3,256	26.2%
Q4 2024	2,518	20.8%
Q3 2024	2,461	39.8%
Q2 2024	2,509	56.6%
Q1 2024	2,581	51.3%
Q4 2023	2,084	18.7%
Q3 2023	1,761	5.6%

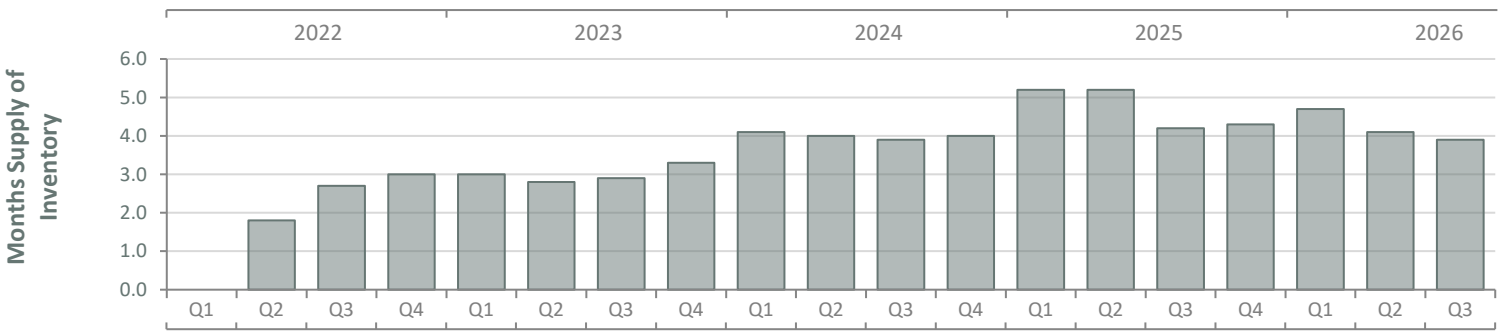


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.3	-12.2%
Q3 2026	**3.9**	**-7.1%**
Q2 2026	4.1	-21.2%
Q1 2026	4.7	-9.6%
Q4 2025	4.3	7.5%
Q3 2025	4.2	7.7%
Q2 2025	5.2	30.0%
Q1 2025	5.2	26.8%
Q4 2024	4.0	21.2%
Q3 2024	3.9	34.5%
Q2 2024	4.0	42.9%
Q1 2024	4.1	36.7%
Q4 2023	3.3	10.0%
Q3 2023	2.9	7.4%



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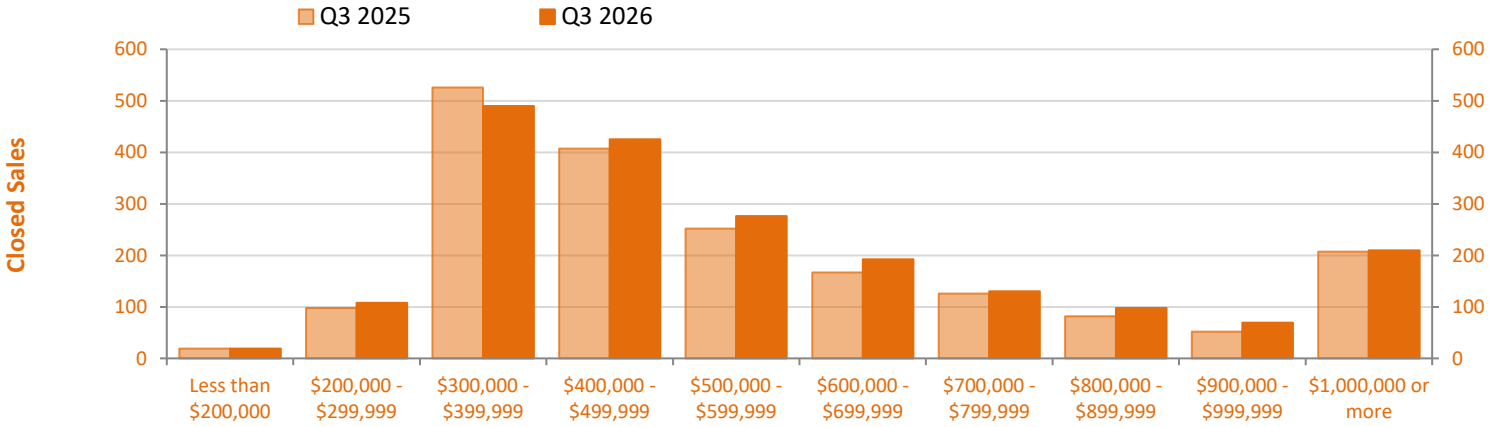
Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

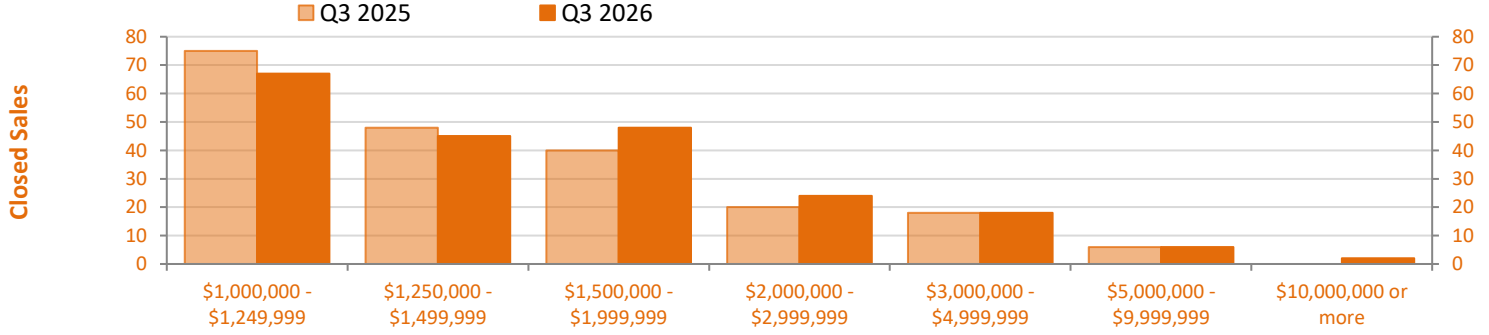
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	19	0.0%
$200,000 - $299,999	108	10.2%
$300,000 - $399,999	490	-6.8%
$400,000 - $499,999	425	4.4%
$500,000 - $599,999	276	9.5%
$600,000 - $699,999	192	15.0%
$700,000 - $799,999	130	3.2%
$800,000 - $899,999	98	19.5%
$900,000 - $999,999	69	32.7%
$1,000,000 or more	210	1.4%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for $1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
$1,000,000 - $1,249,999	67	-10.7%
$1,250,000 - $1,499,999	45	-6.3%
$1,500,000 - $1,999,999	48	20.0%
$2,000,000 - $2,999,999	24	20.0%
$3,000,000 - $4,999,999	18	0.0%
$5,000,000 - $9,999,999	6	0.0%
$10,000,000 or more	2	N/A



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Quarterly Market Detail - Q3 2026
Single-Family Homes
Manatee County

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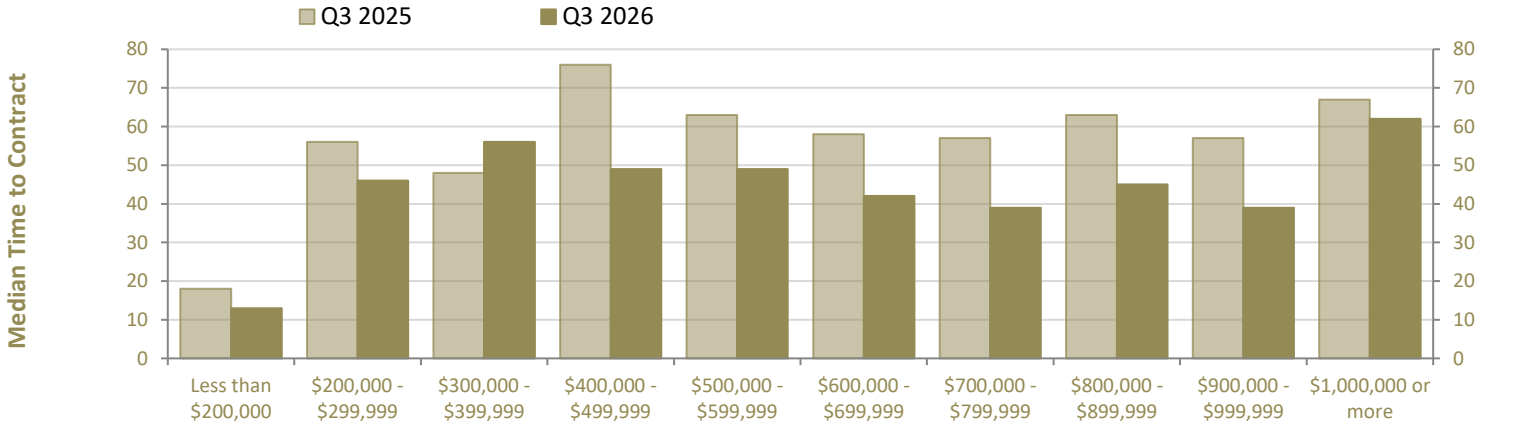
Median Time to Contract by Sale Price

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

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 quarter. 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.

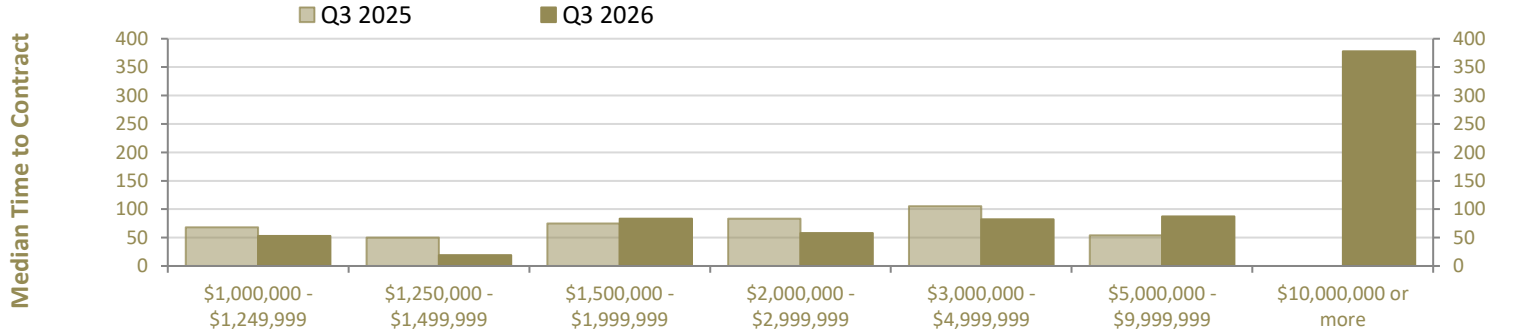
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	13 Days	-27.8%
$200,000 - $299,999	46 Days	-17.9%
$300,000 - $399,999	56 Days	16.7%
$400,000 - $499,999	49 Days	-35.5%
$500,000 - $599,999	49 Days	-22.2%
$600,000 - $699,999	42 Days	-27.6%
$700,000 - $799,999	39 Days	-31.6%
$800,000 - $899,999	45 Days	-28.6%
$900,000 - $999,999	39 Days	-31.6%
$1,000,000 or more	62 Days	-7.5%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for $1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
$1,000,000 - $1,249,999	53 Days	-22.1%
$1,250,000 - $1,499,999	19 Days	-62.0%
$1,500,000 - $1,999,999	83 Days	10.7%
$2,000,000 - $2,999,999	58 Days	-30.1%
$3,000,000 - $4,999,999	82 Days	-21.9%
$5,000,000 - $9,999,999	87 Days	61.1%
$10,000,000 or more	378 Days	N/A



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Quarterly Market Detail - Q3 2026
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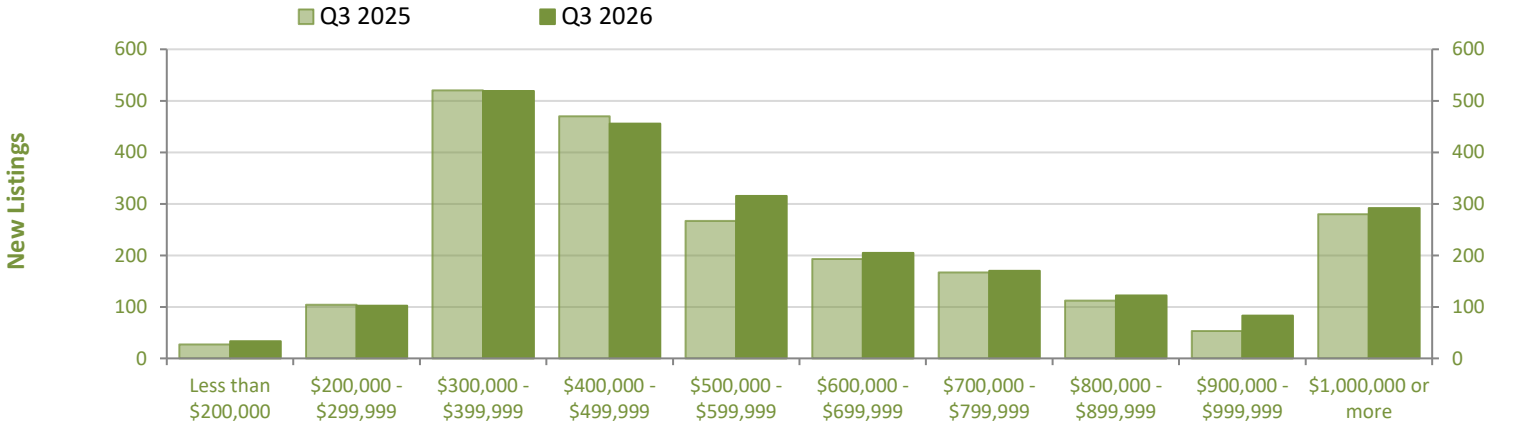
New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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.

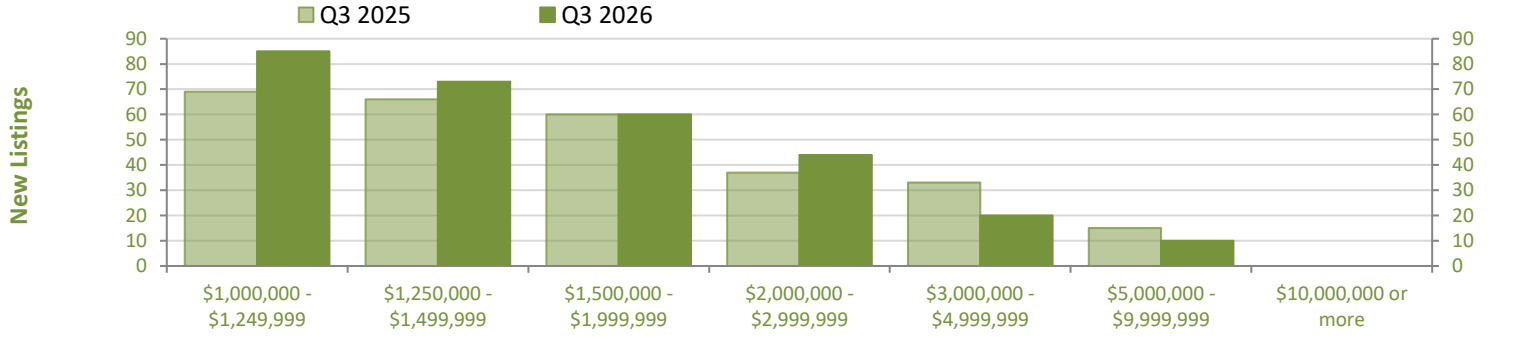
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	33	22.2%
$200,000 - $299,999	102	-1.9%
$300,000 - $399,999	519	-0.2%
$400,000 - $499,999	456	-3.0%
$500,000 - $599,999	315	18.0%
$600,000 - $699,999	205	6.2%
$700,000 - $799,999	170	1.8%
$800,000 - $899,999	122	8.9%
$900,000 - $999,999	83	56.6%
$1,000,000 or more	292	4.3%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for $1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
$1,000,000 - $1,249,999	85	23.2%
$1,250,000 - $1,499,999	73	10.6%
$1,500,000 - $1,999,999	60	0.0%
$2,000,000 - $2,999,999	44	18.9%
$3,000,000 - $4,999,999	20	-39.4%
$5,000,000 - $9,999,999	10	-33.3%
$10,000,000 or more	0	N/A



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Quarterly Market Detail - Q3 2026
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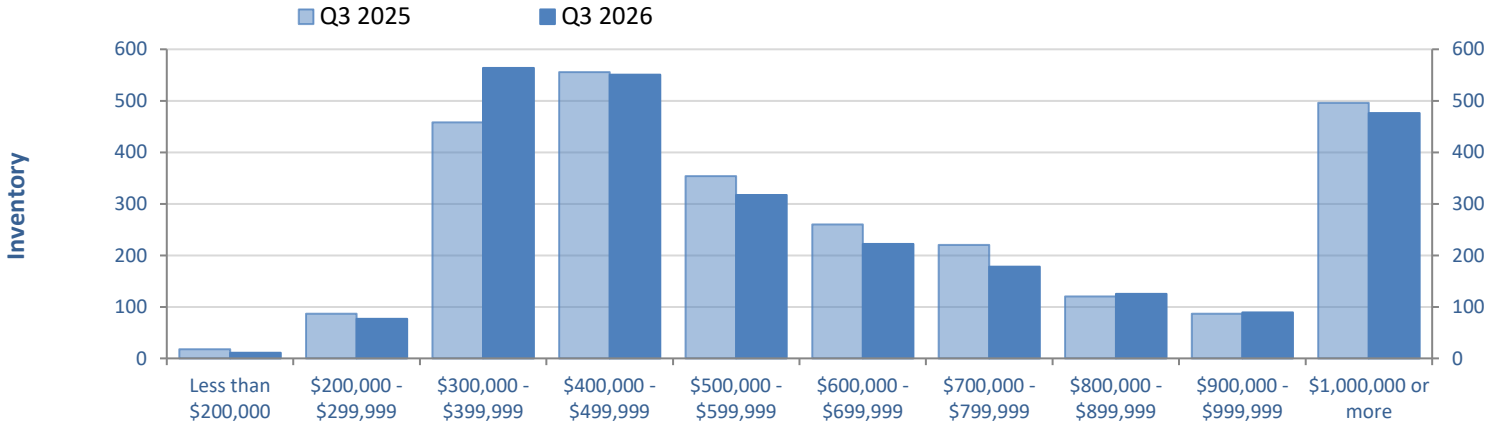
Inventory by Current Listing Price

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

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 quarter, and hold this number to compare with the same quarter 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.

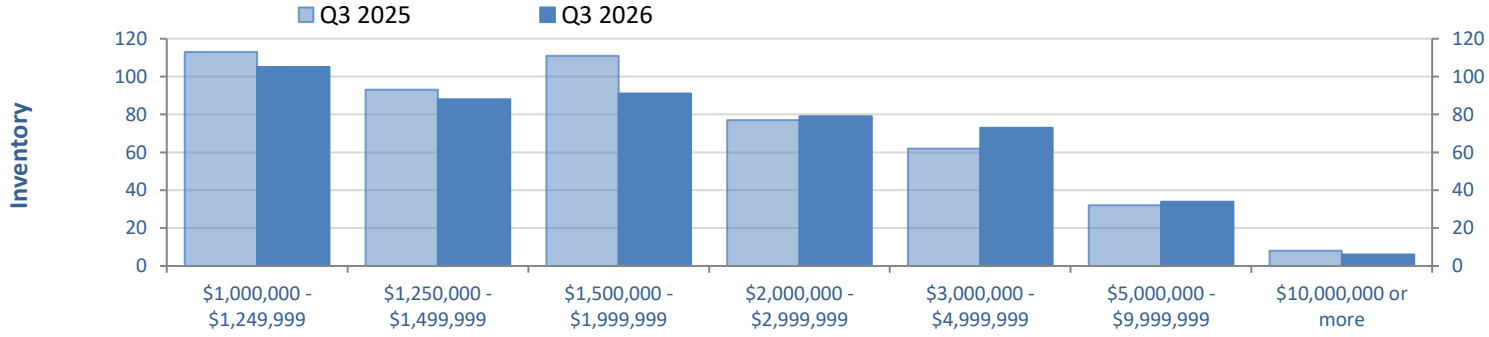
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	11	-38.9%
$200,000 - $299,999	77	-11.5%
$300,000 - $399,999	564	23.1%
$400,000 - $499,999	551	-0.9%
$500,000 - $599,999	317	-10.5%
$600,000 - $699,999	222	-14.6%
$700,000 - $799,999	178	-19.1%
$800,000 - $899,999	125	4.2%
$900,000 - $999,999	89	2.3%
$1,000,000 or more	476	-4.0%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for $1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
$1,000,000 - $1,249,999	105	-7.1%
$1,250,000 - $1,499,999	88	-5.4%
$1,500,000 - $1,999,999	91	-18.0%
$2,000,000 - $2,999,999	79	2.6%
$3,000,000 - $4,999,999	73	17.7%
$5,000,000 - $9,999,999	34	6.3%
$10,000,000 or more	6	-25.0%



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Quarterly Distressed Market - Q3 2026
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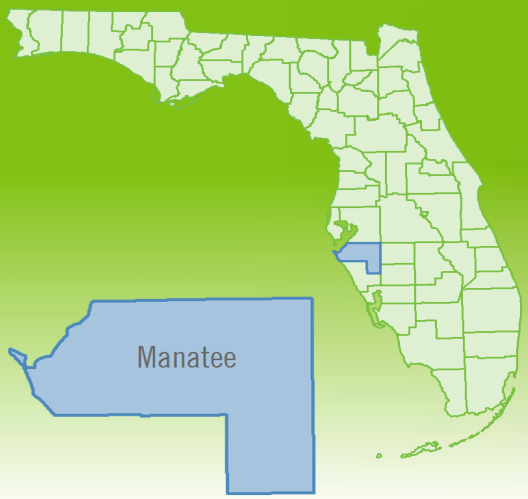
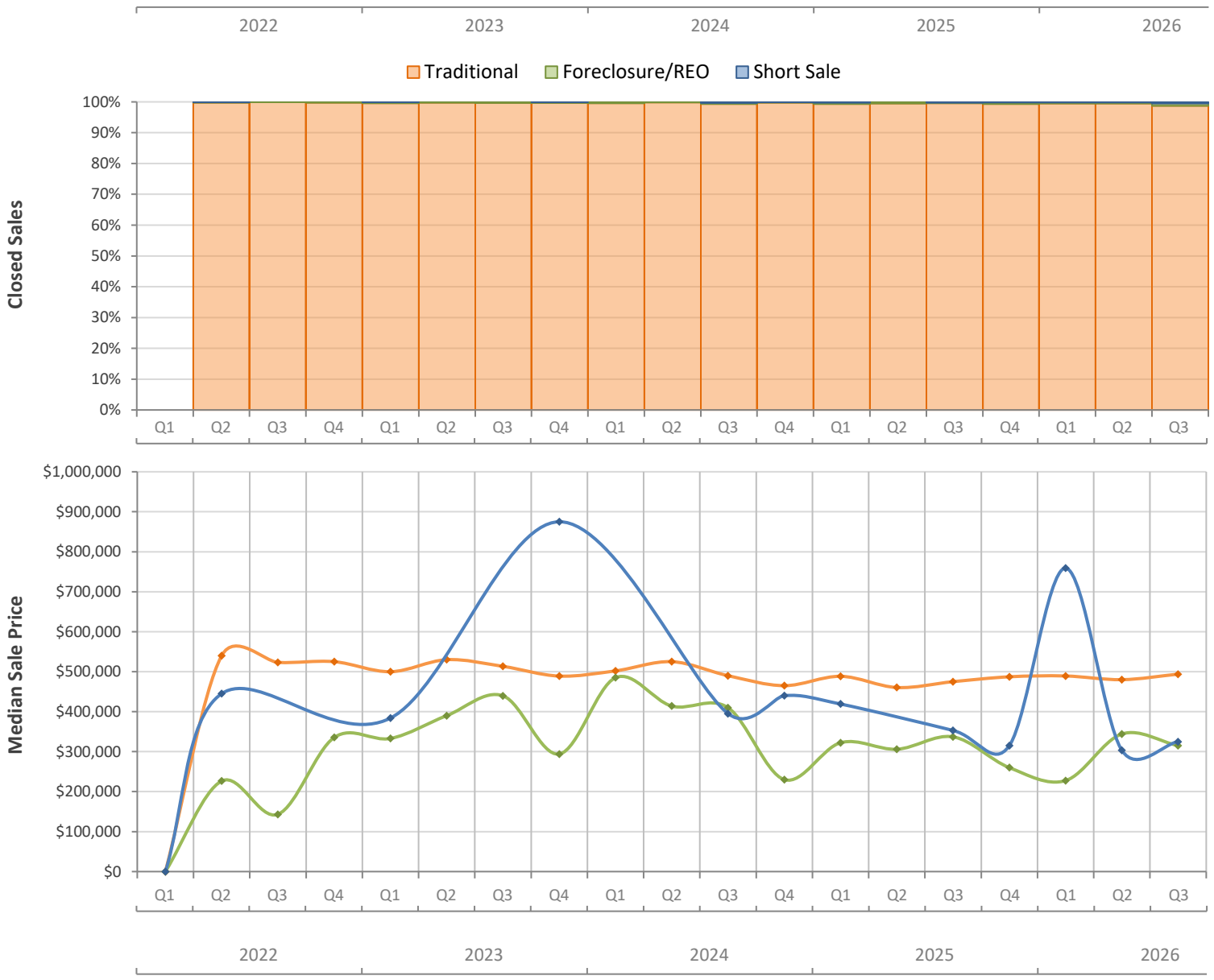


		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,992	1,927	3.4%
	Median Sale Price	$493,832	$475,000	4.0%
Foreclosure/REO	Closed Sales	14	4	250.0%
	Median Sale Price	$315,000	$337,000	-6.5%
Short Sale	Closed Sales	11	5	120.0%
	Median Sale Price	$325,000	$353,000	-7.9%



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