Quarterly Market Detail - Q3 2026
Townhouses and Condos
Manatee County

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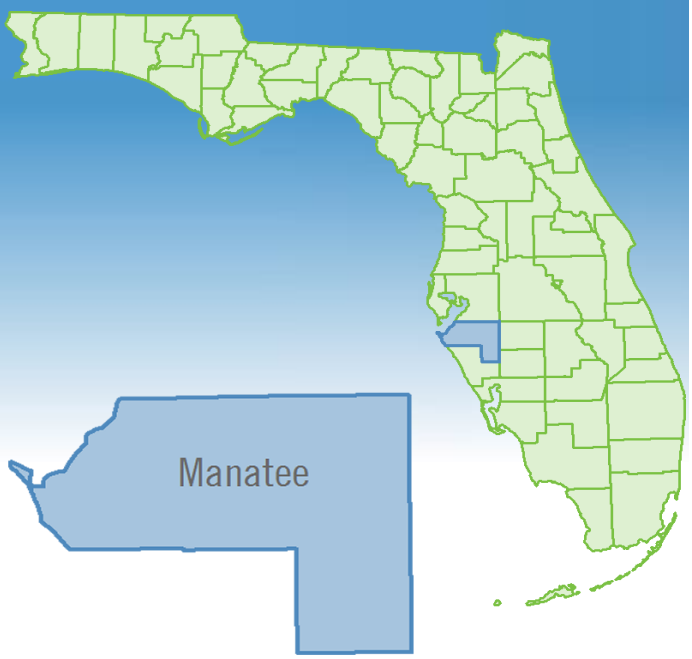


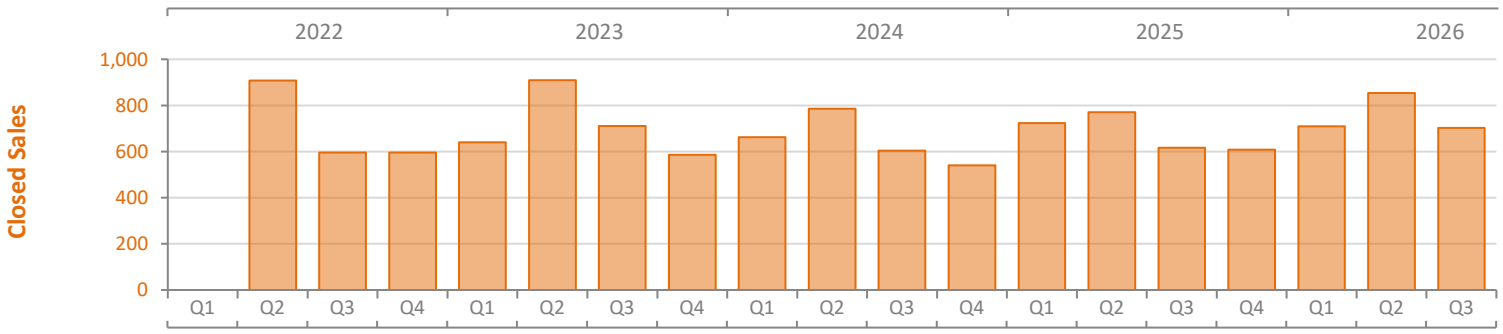
Summary Statistics	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	703	617	13.9%
Paid in Cash	347	315	10.2%
Median Sale Price	$307,000	$300,000	2.3%
Average Sale Price	$348,886	$329,973	5.7%
Dollar Volume	$245.3 Million	$203.6 Million	20.5%
Median Percent of Original List Price Received	92.8%	90.3%	2.8%
Median Time to Contract	73 Days	82 Days	-11.0%
Median Time to Sale	114 Days	125 Days	-8.8%
New Pending Sales	639	558	14.5%
New Listings	837	760	10.1%
Pending Inventory	245	210	16.7%
Inventory (Active Listings)	1,191	1,384	-13.9%
Months Supply of Inventory	5.0	6.3	-20.6%

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	2,266	7.3%
Q3 2026	**703**	**13.9%**
Q2 2026	854	10.8%
Q1 2026	709	-1.9%
Q4 2025	608	12.4%
Q3 2025	617	2.2%
Q2 2025	771	-1.9%
Q1 2025	723	9.0%
Q4 2024	541	-7.7%
Q3 2024	604	-15.0%
Q2 2024	786	-13.5%
Q1 2024	663	3.6%
Q4 2023	586	-1.7%
Q3 2023	711	19.3%



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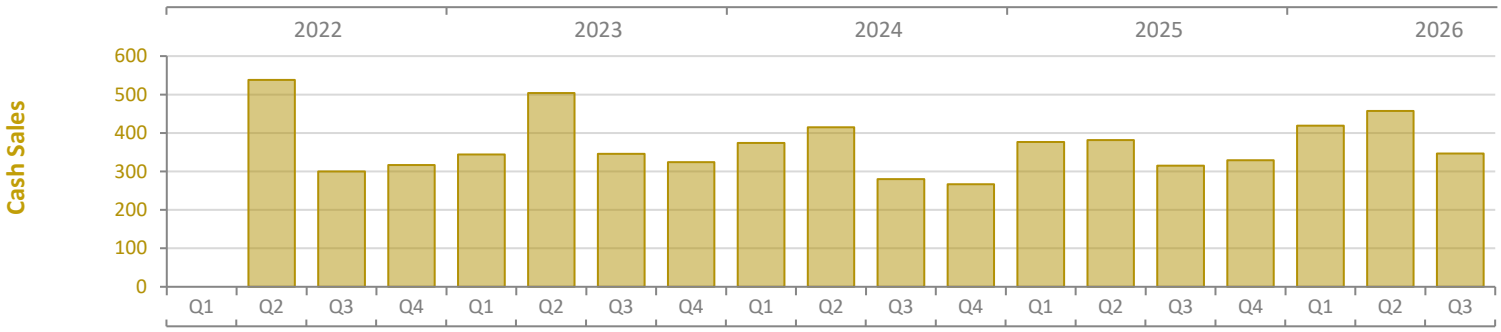
Cash Sales

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	1,223	13.9%
Q3 2026	**347**	**10.2%**
Q2 2026	457	19.6%
Q1 2026	419	11.1%
Q4 2025	329	23.2%
Q3 2025	315	12.5%
Q2 2025	382	-8.0%
Q1 2025	377	0.8%
Q4 2024	267	-17.6%
Q3 2024	280	-19.1%
Q2 2024	415	-17.7%
Q1 2024	374	8.7%
Q4 2023	324	2.2%
Q3 2023	346	15.3%

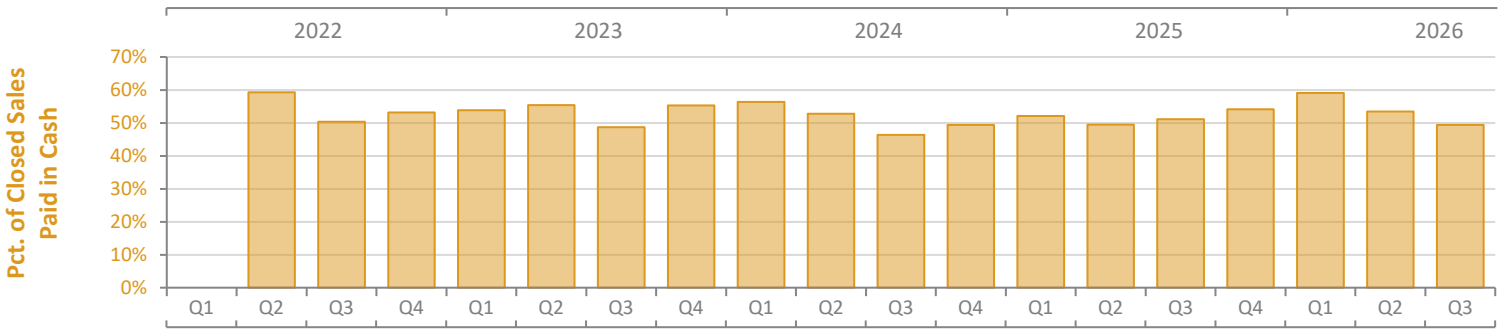


Cash Sales as a Percentage of Closed Sales

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	54.0%	6.1%
Q3 2026	**49.4%**	**-3.3%**
Q2 2026	53.5%	8.1%
Q1 2026	59.1%	13.4%
Q4 2025	54.1%	9.5%
Q3 2025	51.1%	10.1%
Q2 2025	49.5%	-6.3%
Q1 2025	52.1%	-7.6%
Q4 2024	49.4%	-10.7%
Q3 2024	46.4%	-4.7%
Q2 2024	52.8%	-4.7%
Q1 2024	56.4%	4.8%
Q4 2023	55.3%	3.9%
Q3 2023	48.7%	-3.2%



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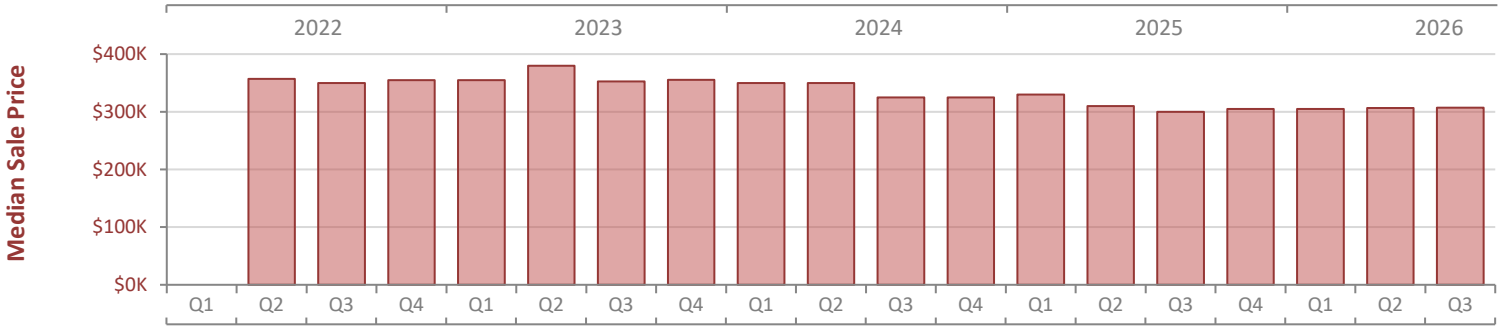
Median Sale Price

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	$306,250	-2.2%
Q3 2026	**$307,000**	**2.3%**
Q2 2026	$306,750	-1.0%
Q1 2026	$305,000	-7.6%
Q4 2025	$305,000	-6.2%
Q3 2025	$300,000	-7.7%
Q2 2025	$310,000	-11.4%
Q1 2025	$330,000	-5.7%
Q4 2024	$324,990	-8.6%
Q3 2024	$324,990	-7.8%
Q2 2024	$350,000	-7.9%
Q1 2024	$349,990	-1.4%
Q4 2023	$355,590	0.2%
Q3 2023	$352,490	0.7%

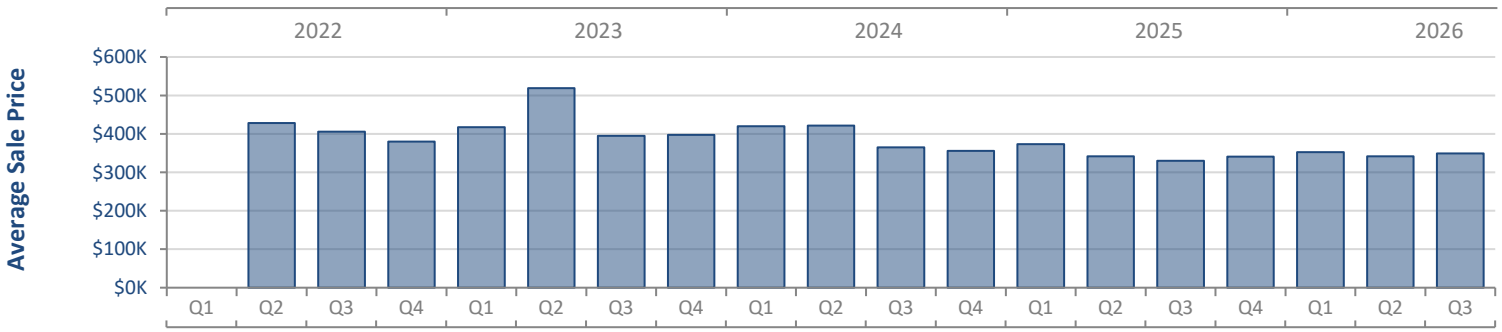


Average Sale Price

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	$347,354	-0.4%
Q3 2026	**$348,886**	**5.7%**
Q2 2026	$342,043	0.2%
Q1 2026	$352,231	-5.5%
Q4 2025	$340,751	-4.2%
Q3 2025	$329,973	-9.6%
Q2 2025	$341,317	-19.0%
Q1 2025	$372,877	-11.2%
Q4 2024	$355,818	-10.4%
Q3 2024	$364,839	-7.6%
Q2 2024	$421,610	-18.7%
Q1 2024	$420,035	0.7%
Q4 2023	$397,097	4.6%
Q3 2023	$394,646	-2.6%



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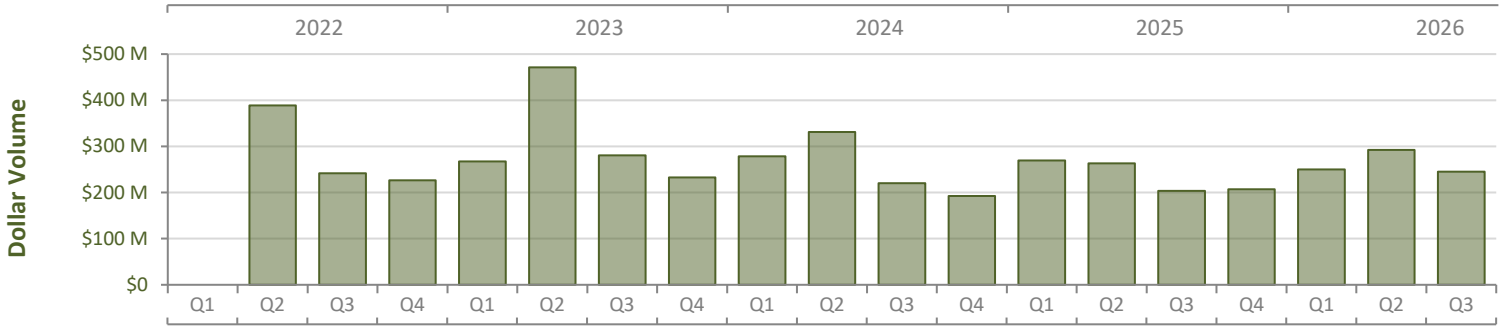
Dollar Volume

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	$787.1 Million	6.9%
Q3 2026	**$245.3 Million**	**20.5%**
Q2 2026	$292.1 Million	11.0%
Q1 2026	$249.7 Million	-7.4%
Q4 2025	$207.2 Million	7.6%
Q3 2025	$203.6 Million	-7.6%
Q2 2025	$263.2 Million	-20.6%
Q1 2025	$269.6 Million	-3.2%
Q4 2024	$192.5 Million	-17.3%
Q3 2024	$220.4 Million	-21.5%
Q2 2024	$331.4 Million	-29.7%
Q1 2024	$278.5 Million	4.3%
Q4 2023	$232.7 Million	2.8%
Q3 2023	$280.6 Million	16.1%

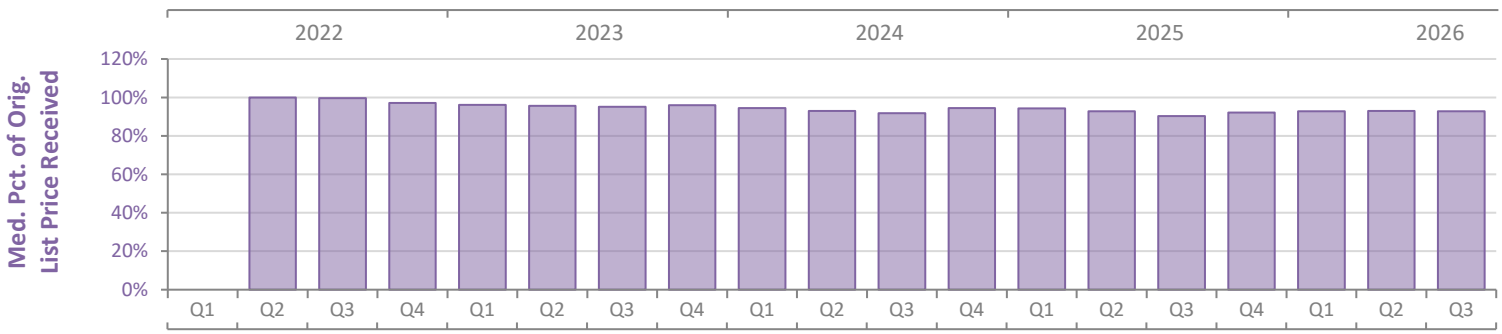


Median Percent of Original List Price Received

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	92.9%	0.1%
Q3 2026	**92.8%**	**2.8%**
Q2 2026	92.9%	0.1%
Q1 2026	92.8%	-1.6%
Q4 2025	92.2%	-2.4%
Q3 2025	90.3%	-1.6%
Q2 2025	92.8%	-0.1%
Q1 2025	94.3%	-0.1%
Q4 2024	94.5%	-1.6%
Q3 2024	91.8%	-3.5%
Q2 2024	92.9%	-2.8%
Q1 2024	94.4%	-1.9%
Q4 2023	96.0%	-1.1%
Q3 2023	95.1%	-4.5%



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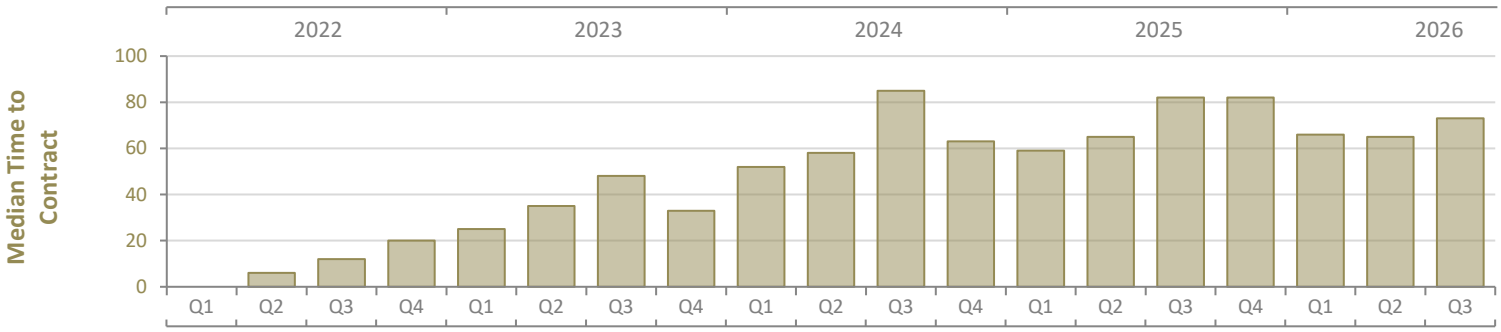
Median Time to Contract

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	73 Days	4.3%
Q3 2026	**73 Days**	**-11.0%**
Q2 2026	65 Days	0.0%
Q1 2026	66 Days	11.9%
Q4 2025	82 Days	30.2%
Q3 2025	82 Days	-3.5%
Q2 2025	65 Days	12.1%
Q1 2025	59 Days	13.5%
Q4 2024	63 Days	90.9%
Q3 2024	85 Days	77.1%
Q2 2024	58 Days	65.7%
Q1 2024	52 Days	108.0%
Q4 2023	33 Days	65.0%
Q3 2023	48 Days	300.0%

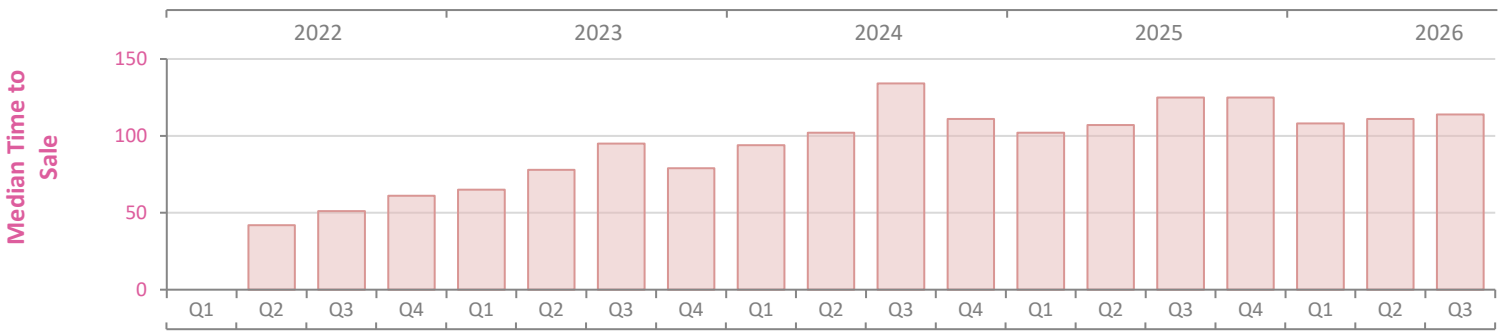


Median Time to Sale

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	114 Days	1.8%
Q3 2026	**114 Days**	**-8.8%**
Q2 2026	111 Days	3.7%
Q1 2026	108 Days	5.9%
Q4 2025	125 Days	12.6%
Q3 2025	125 Days	-6.7%
Q2 2025	107 Days	4.9%
Q1 2025	102 Days	8.5%
Q4 2024	111 Days	40.5%
Q3 2024	134 Days	41.1%
Q2 2024	102 Days	30.8%
Q1 2024	94 Days	44.6%
Q4 2023	79 Days	29.5%
Q3 2023	95 Days	86.3%



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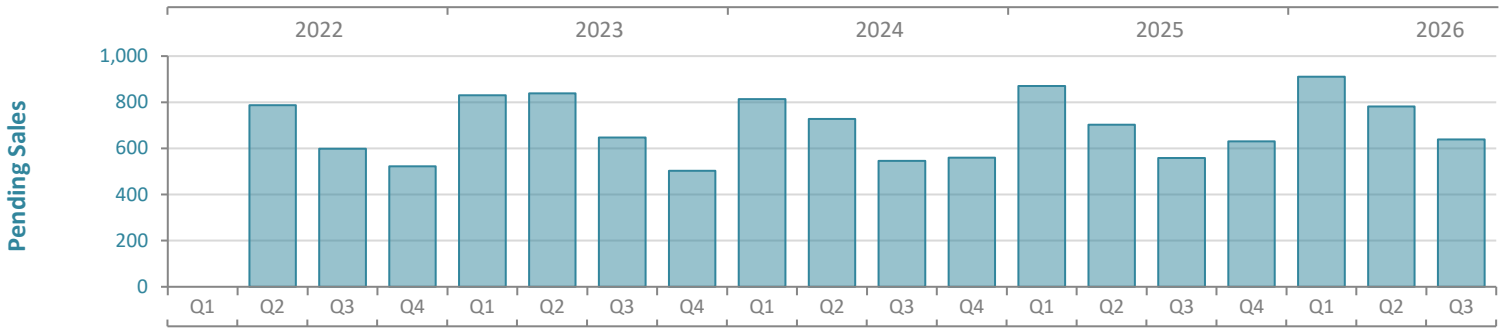
New Pending Sales

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	2,330	9.4%
Q3 2026	**639**	**14.5%**
Q2 2026	781	11.3%
Q1 2026	910	4.6%
Q4 2025	630	12.5%
Q3 2025	558	2.2%
Q2 2025	702	-3.4%
Q1 2025	870	7.0%
Q4 2024	560	11.3%
Q3 2024	546	-15.6%
Q2 2024	727	-13.2%
Q1 2024	813	-2.0%
Q4 2023	503	-3.6%
Q3 2023	647	8.2%

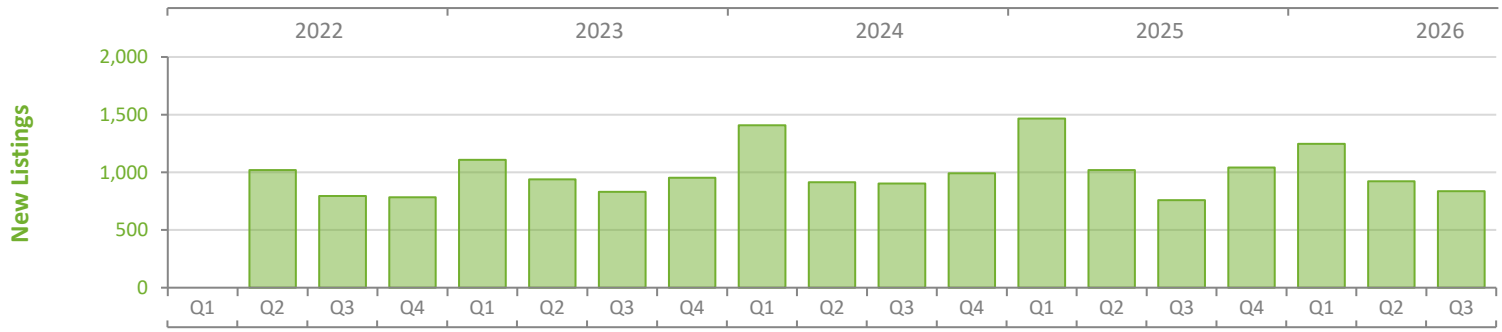


New Listings

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	3,007	-7.3%
Q3 2026	**837**	**10.1%**
Q2 2026	922	-9.5%
Q1 2026	1,248	-14.8%
Q4 2025	1,042	5.1%
Q3 2025	760	-15.8%
Q2 2025	1,019	11.6%
Q1 2025	1,465	4.0%
Q4 2024	991	4.0%
Q3 2024	903	8.7%
Q2 2024	913	-2.9%
Q1 2024	1,409	27.1%
Q4 2023	953	21.4%
Q3 2023	831	4.4%



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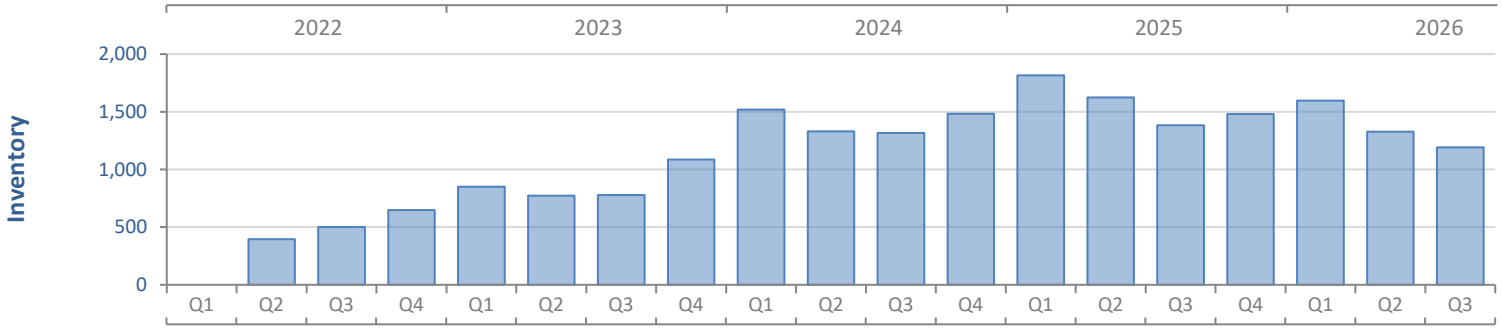
Inventory (Active Listings)

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)	1,433	-13.1%
Q3 2026	**1,191**	**-13.9%**
Q2 2026	1,327	-18.2%
Q1 2026	1,597	-12.1%
Q4 2025	1,480	-0.2%
Q3 2025	1,384	5.2%
Q2 2025	1,623	22.0%
Q1 2025	1,816	19.6%
Q4 2024	1,483	36.4%
Q3 2024	1,316	69.4%
Q2 2024	1,330	72.3%
Q1 2024	1,519	78.9%
Q4 2023	1,087	67.7%
Q3 2023	777	54.8%

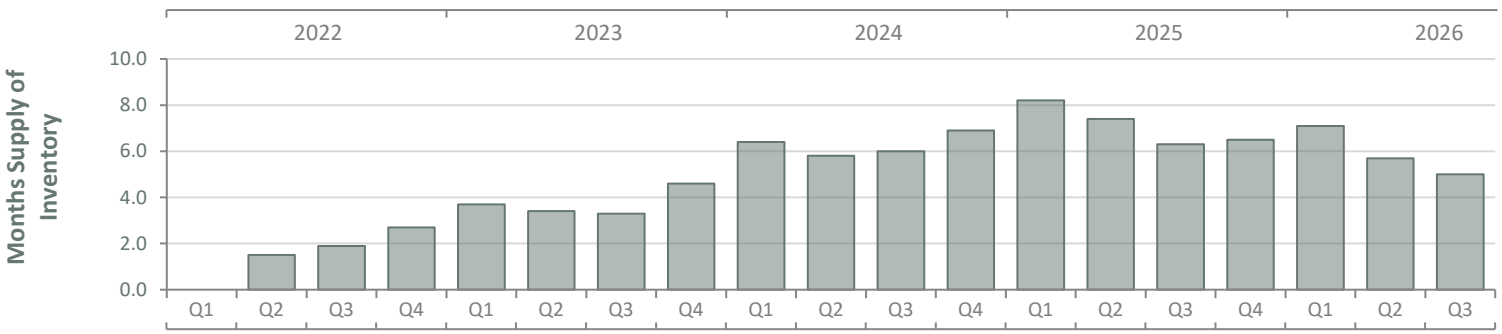


Months Supply of Inventory

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)	6.2	-17.3%
Q3 2026	**5.0**	**-20.6%**
Q2 2026	5.7	-23.0%
Q1 2026	7.1	-13.4%
Q4 2025	6.5	-5.8%
Q3 2025	6.3	5.0%
Q2 2025	7.4	27.6%
Q1 2025	8.2	28.1%
Q4 2024	6.9	50.0%
Q3 2024	6.0	81.8%
Q2 2024	5.8	70.6%
Q1 2024	6.4	73.0%
Q4 2023	4.6	70.4%
Q3 2023	3.3	73.7%



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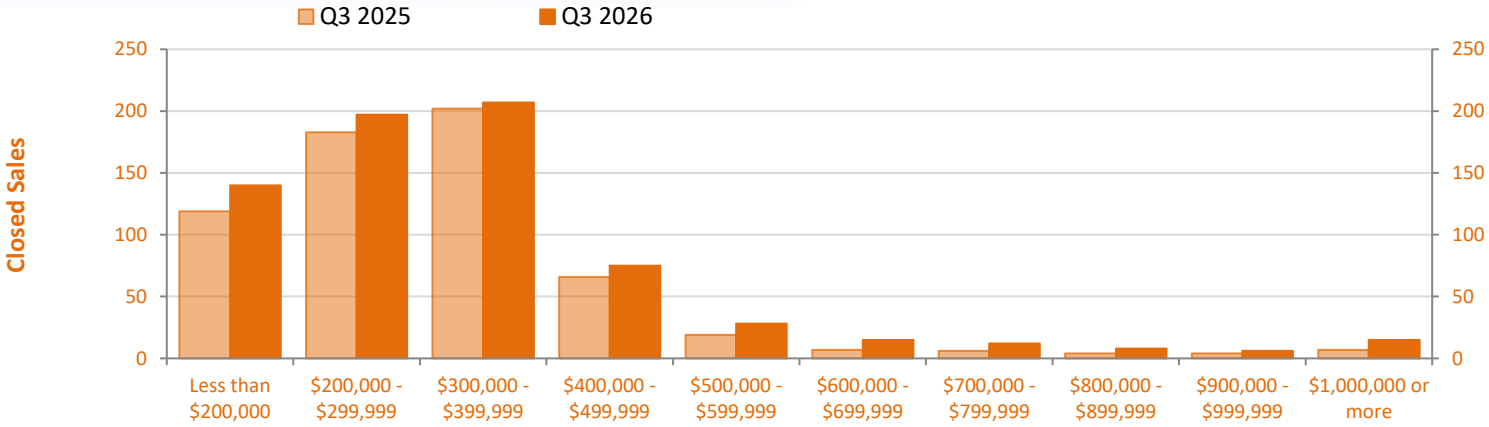
Closed Sales by Sale Price

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.

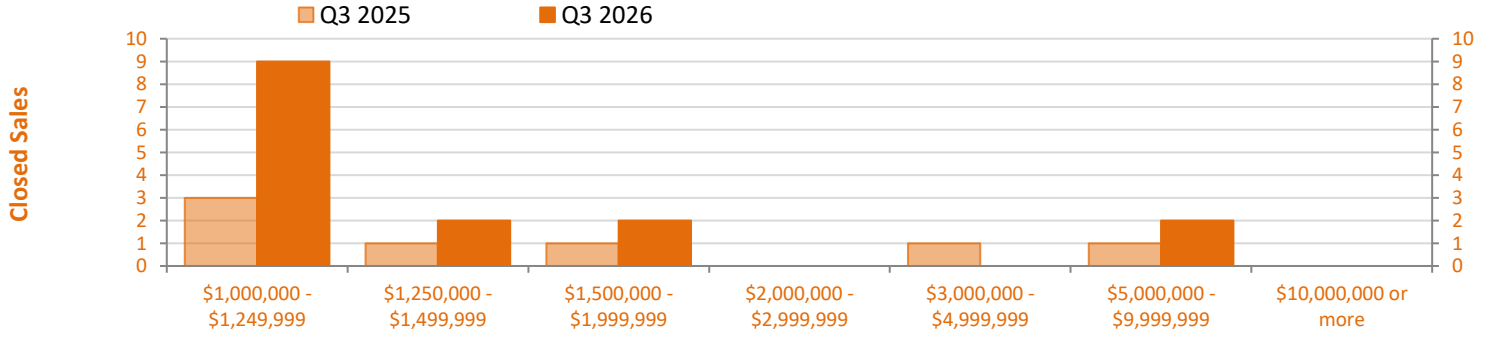
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	140	17.6%
$200,000 - $299,999	197	7.7%
$300,000 - $399,999	207	2.5%
$400,000 - $499,999	75	13.6%
$500,000 - $599,999	28	47.4%
$600,000 - $699,999	15	114.3%
$700,000 - $799,999	12	100.0%
$800,000 - $899,999	8	100.0%
$900,000 - $999,999	6	50.0%
$1,000,000 or more	15	114.3%



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	9	200.0%
$1,250,000 - $1,499,999	2	100.0%
$1,500,000 - $1,999,999	2	100.0%
$2,000,000 - $2,999,999	0	N/A
$3,000,000 - $4,999,999	0	-100.0%
$5,000,000 - $9,999,999	2	100.0%
$10,000,000 or more	0	N/A



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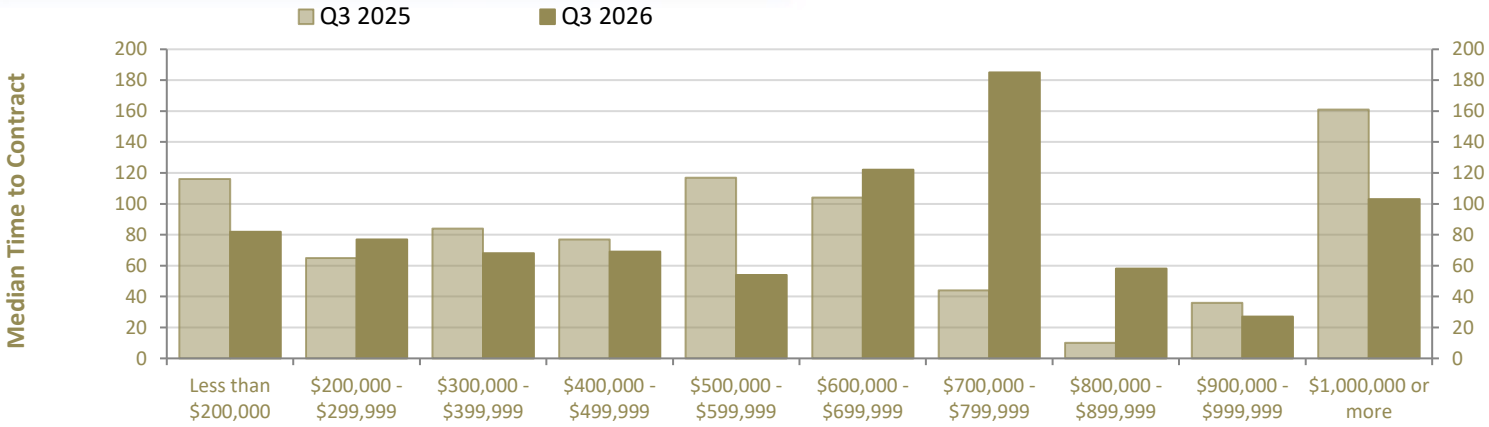
Median Time to Contract by Sale Price

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.

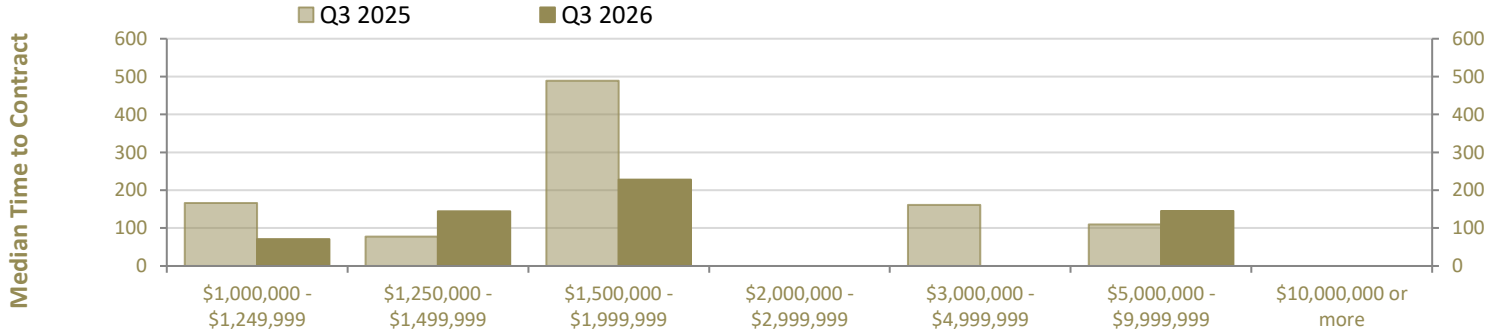
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	82 Days	-29.3%
$200,000 - $299,999	77 Days	18.5%
$300,000 - $399,999	68 Days	-19.0%
$400,000 - $499,999	69 Days	-10.4%
$500,000 - $599,999	54 Days	-53.8%
$600,000 - $699,999	122 Days	17.3%
$700,000 - $799,999	185 Days	320.5%
$800,000 - $899,999	58 Days	480.0%
$900,000 - $999,999	27 Days	-25.0%
$1,000,000 or more	103 Days	-36.0%



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	71 Days	-57.2%
$1,250,000 - $1,499,999	144 Days	84.6%
$1,500,000 - $1,999,999	228 Days	-53.4%
$2,000,000 - $2,999,999	(No Sales)	N/A
$3,000,000 - $4,999,999	(No Sales)	N/A
$5,000,000 - $9,999,999	145 Days	31.8%
$10,000,000 or more	(No Sales)	N/A



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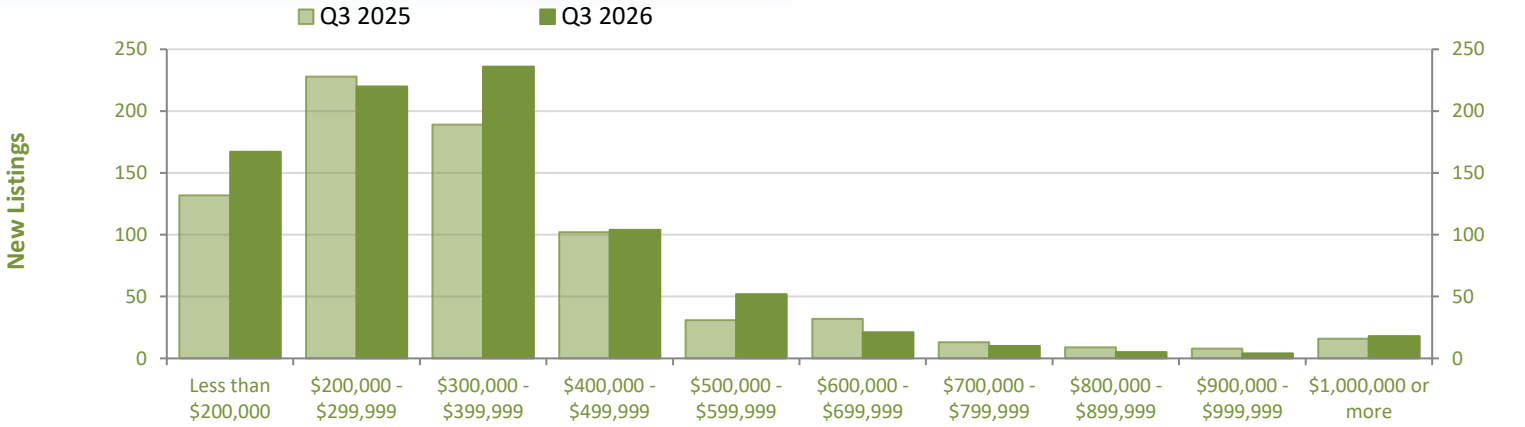
New Listings by Initial Listing Price

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.

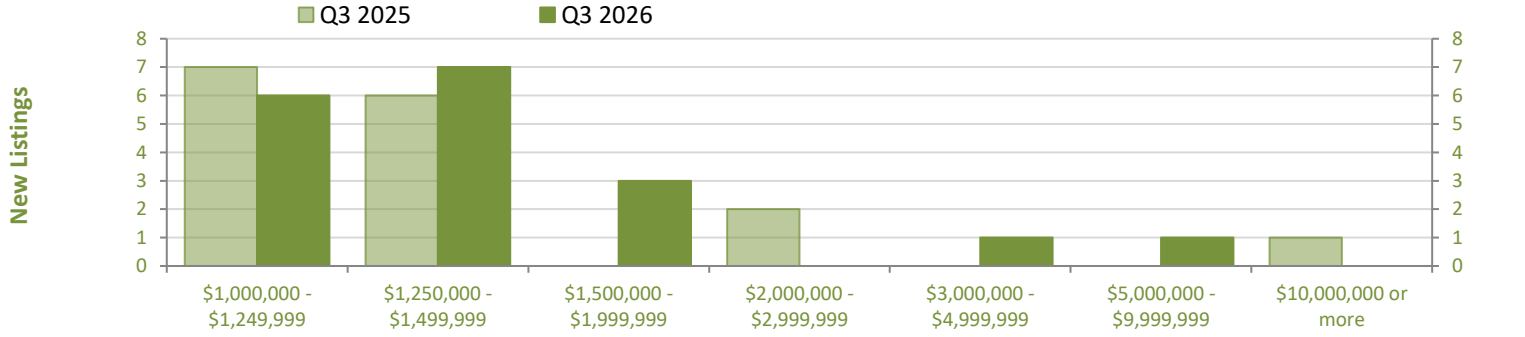
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	167	26.5%
$200,000 - $299,999	220	-3.5%
$300,000 - $399,999	236	24.9%
$400,000 - $499,999	104	2.0%
$500,000 - $599,999	52	67.7%
$600,000 - $699,999	21	-34.4%
$700,000 - $799,999	10	-23.1%
$800,000 - $899,999	5	-44.4%
$900,000 - $999,999	4	-50.0%
$1,000,000 or more	18	12.5%



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	6	-14.3%
$1,250,000 - $1,499,999	7	16.7%
$1,500,000 - $1,999,999	3	N/A
$2,000,000 - $2,999,999	0	-100.0%
$3,000,000 - $4,999,999	1	N/A
$5,000,000 - $9,999,999	1	N/A
$10,000,000 or more	0	-100.0%



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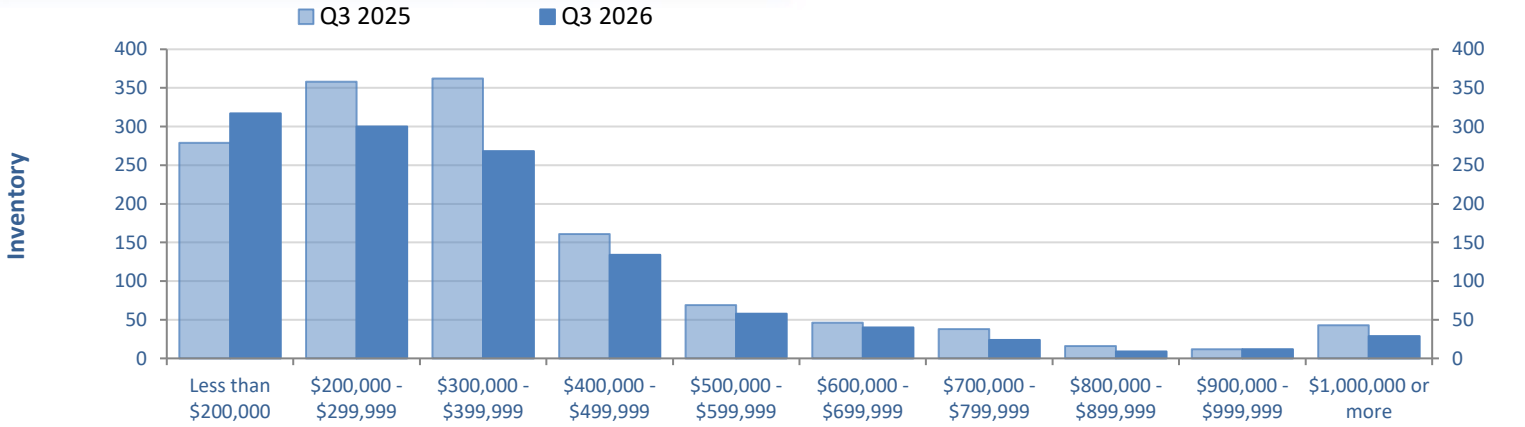
Inventory by Current Listing Price

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.

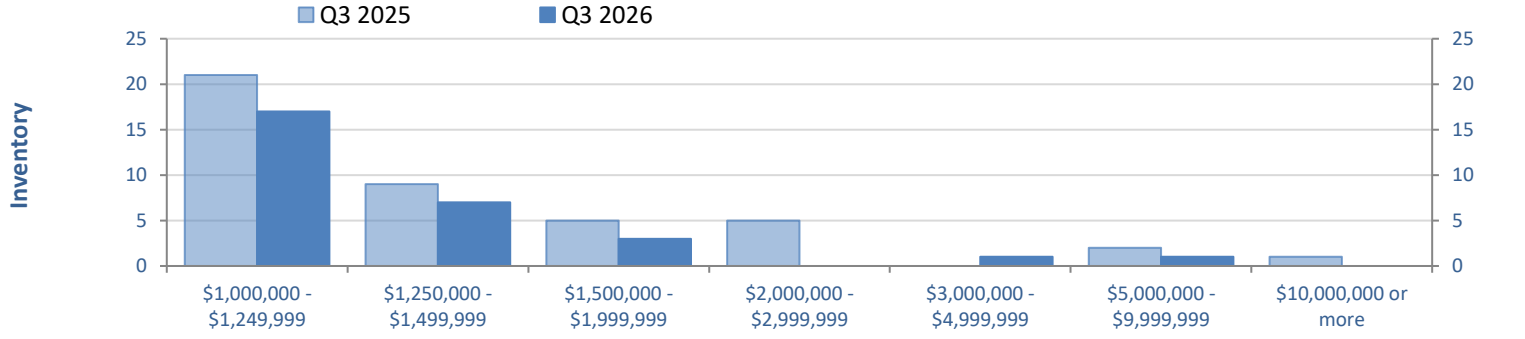
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	317	13.6%
$200,000 - $299,999	300	-16.2%
$300,000 - $399,999	268	-26.0%
$400,000 - $499,999	134	-16.8%
$500,000 - $599,999	58	-15.9%
$600,000 - $699,999	40	-13.0%
$700,000 - $799,999	24	-36.8%
$800,000 - $899,999	9	-43.8%
$900,000 - $999,999	12	0.0%
$1,000,000 or more	29	-32.6%



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	17	-19.0%
$1,250,000 - $1,499,999	7	-22.2%
$1,500,000 - $1,999,999	3	-40.0%
$2,000,000 - $2,999,999	0	-100.0%
$3,000,000 - $4,999,999	1	N/A
$5,000,000 - $9,999,999	1	-50.0%
$10,000,000 or more	0	-100.0%



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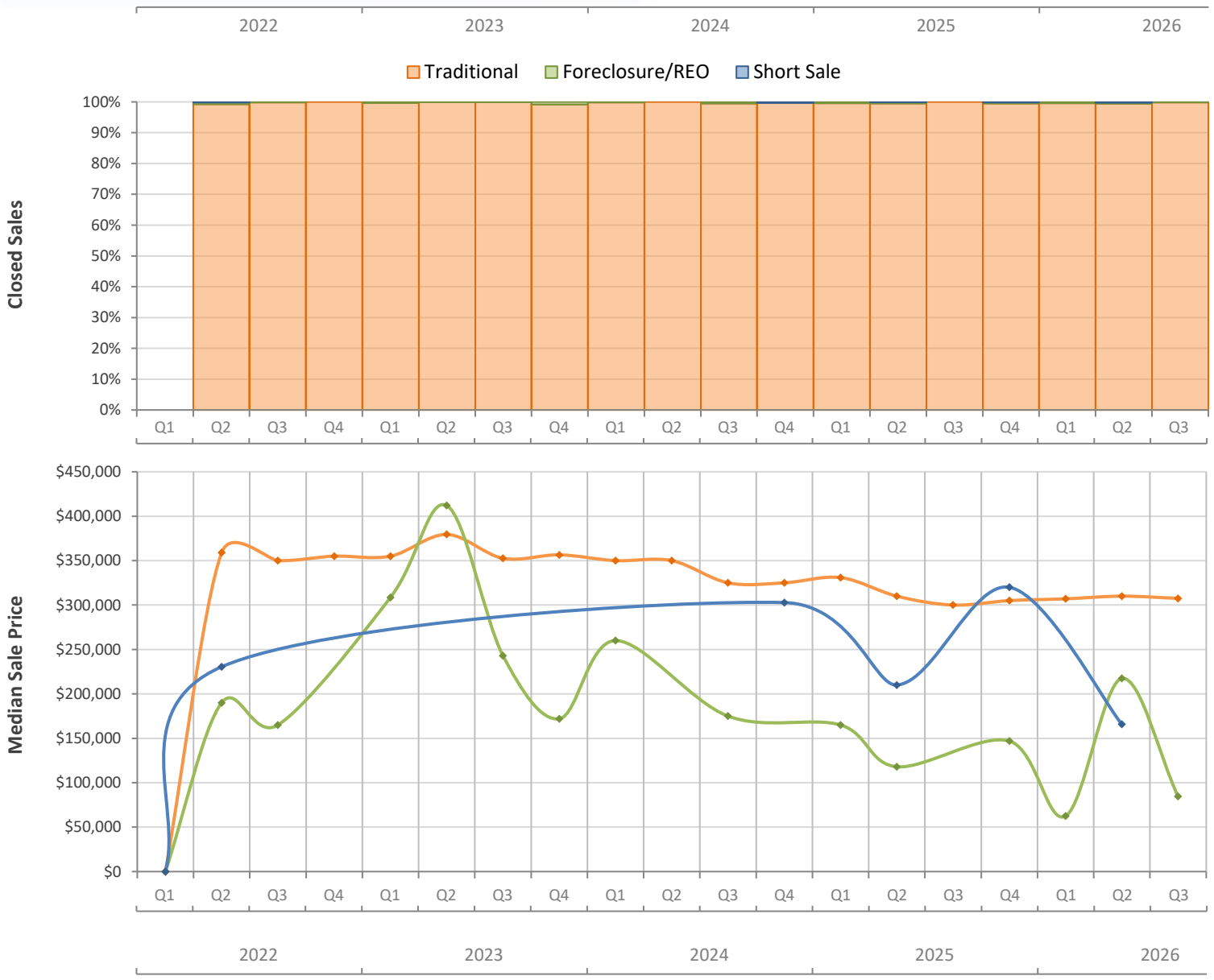
		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	702	617	13.8%
	Median Sale Price	$307,500	$300,000	2.5%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	$84,525	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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