Quarterly Market Detail - Q3 2026
Townhouses and Condos
North Port-Sarasota-Bradenton MSA

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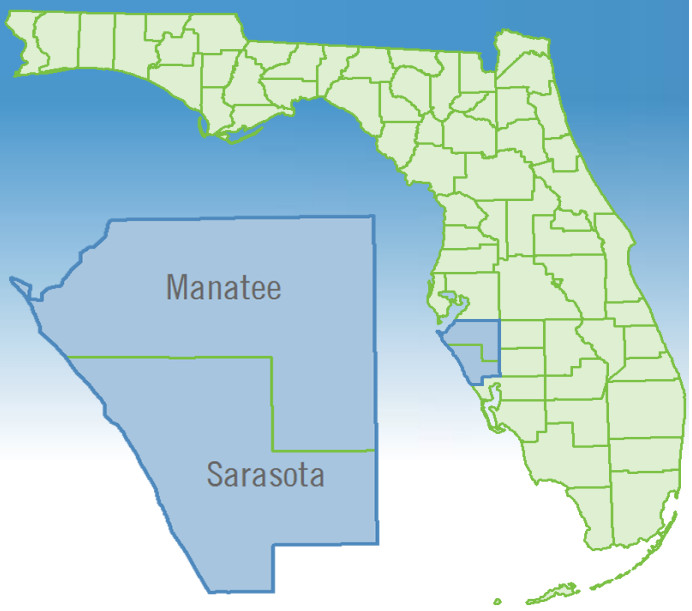


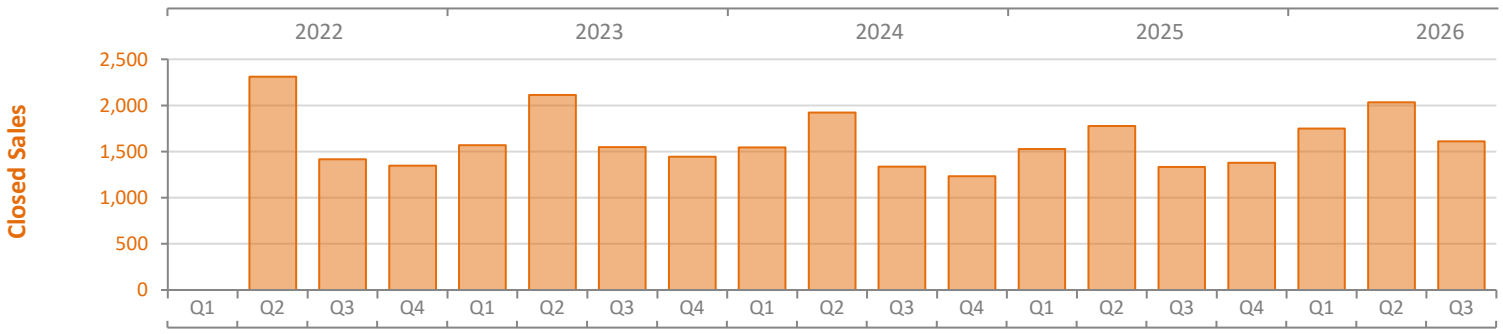
Summary Statistics	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	1,611	1,333	20.9%
Paid in Cash	900	751	19.8%
Median Sale Price	$315,000	$303,900	3.7%
Average Sale Price	$557,334	$370,502	50.4%
Dollar Volume	$897.9 Million	$493.9 Million	81.8%
Median Percent of Original List Price Received	92.3%	89.2%	3.5%
Median Time to Contract	80 Days	85 Days	-5.9%
Median Time to Sale	124 Days	126 Days	-1.6%
New Pending Sales	1,509	1,283	17.6%
New Listings	1,825	1,733	5.3%
Pending Inventory	807	686	17.6%
Inventory (Active Listings)	2,792	3,204	-12.9%
Months Supply of Inventory	4.9	6.5	-24.6%

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	5,395	16.3%
Q3 2026	**1,611**	**20.9%**
Q2 2026	2,034	14.4%
Q1 2026	1,750	14.7%
Q4 2025	1,377	11.7%
Q3 2025	1,333	-0.2%
Q2 2025	1,778	-7.5%
Q1 2025	1,526	-1.3%
Q4 2024	1,233	-14.6%
Q3 2024	1,336	-13.7%
Q2 2024	1,922	-9.1%
Q1 2024	1,546	-1.5%
Q4 2023	1,444	7.3%
Q3 2023	1,548	9.3%



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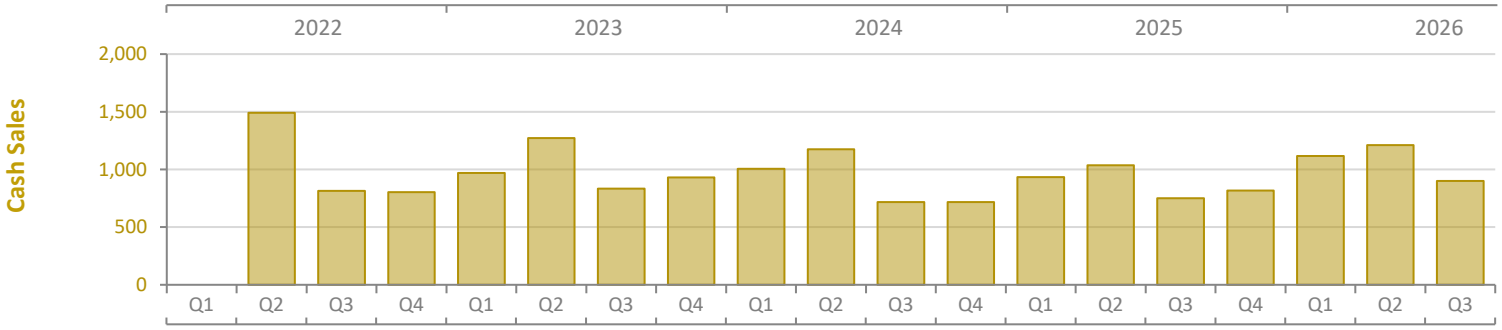
Cash Sales

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	3,230	18.8%
Q3 2026	**900**	**19.8%**
Q2 2026	1,212	17.1%
Q1 2026	1,118	19.8%
Q4 2025	817	13.9%
Q3 2025	751	4.7%
Q2 2025	1,035	-11.8%
Q1 2025	933	-7.3%
Q4 2024	717	-23.1%
Q3 2024	717	-14.0%
Q2 2024	1,174	-7.8%
Q1 2024	1,006	3.7%
Q4 2023	932	16.1%
Q3 2023	834	2.3%

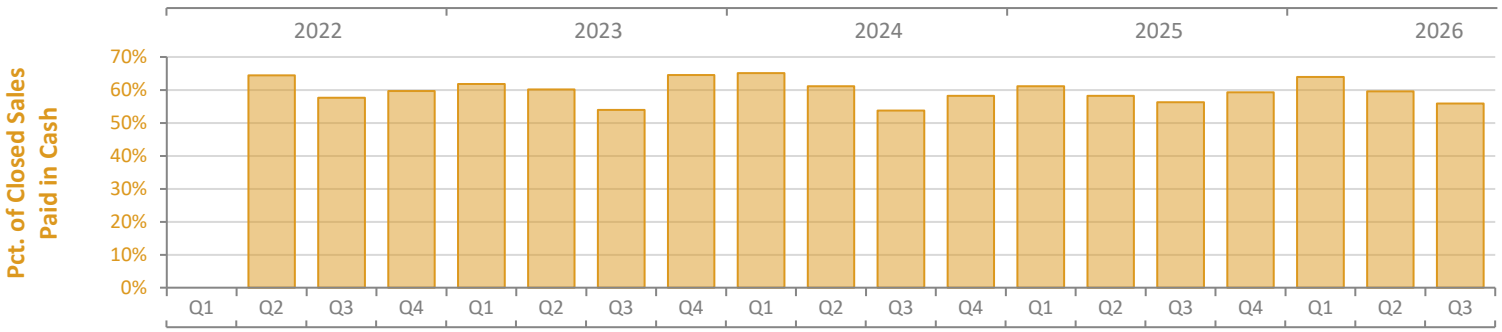


Cash Sales as a Percentage of Closed Sales

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	59.9%	2.2%
Q3 2026	**55.9%**	**-0.7%**
Q2 2026	59.6%	2.4%
Q1 2026	63.9%	4.6%
Q4 2025	59.3%	1.9%
Q3 2025	56.3%	4.8%
Q2 2025	58.2%	-4.7%
Q1 2025	61.1%	-6.1%
Q4 2024	58.2%	-9.8%
Q3 2024	53.7%	-0.4%
Q2 2024	61.1%	1.5%
Q1 2024	65.1%	5.3%
Q4 2023	64.5%	8.0%
Q3 2023	53.9%	-6.4%



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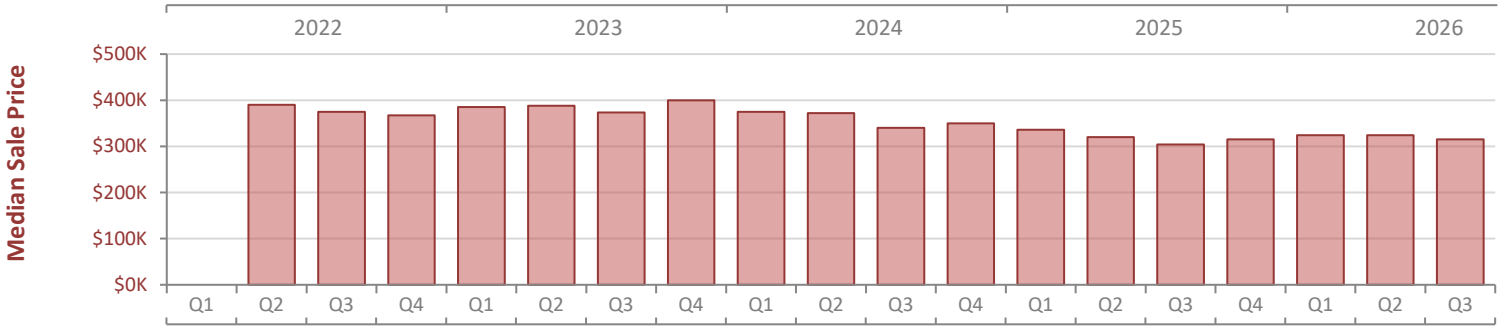
Median Sale Price

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	$320,000	0.0%
Q3 2026	**$315,000**	**3.7%**
Q2 2026	$324,000	1.3%
Q1 2026	$323,995	-3.7%
Q4 2025	$315,000	-10.0%
Q3 2025	$303,900	-10.6%
Q2 2025	$320,000	-14.0%
Q1 2025	$336,375	-10.3%
Q4 2024	$350,000	-12.5%
Q3 2024	$340,000	-8.9%
Q2 2024	$371,995	-4.1%
Q1 2024	$375,000	-2.6%
Q4 2023	$400,000	8.8%
Q3 2023	$373,256	-0.5%

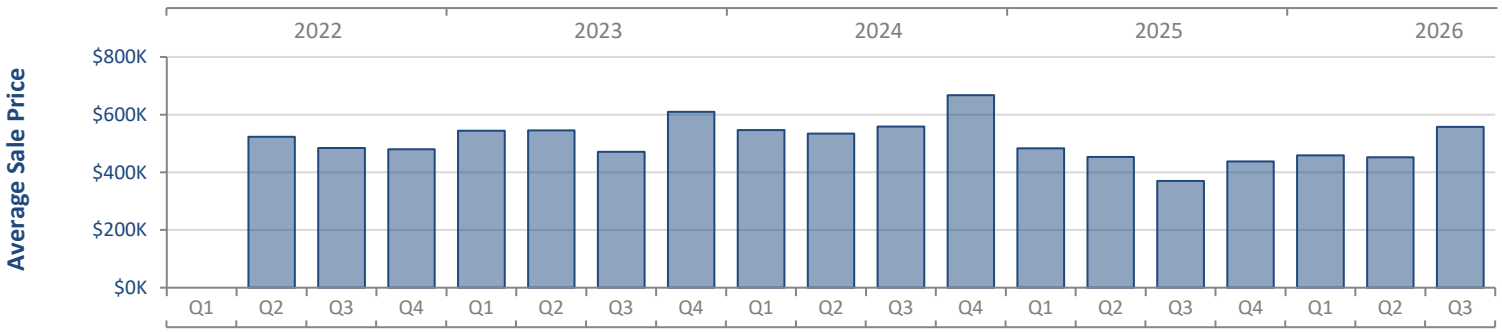


Average Sale Price

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	$485,815	10.6%
Q3 2026	**$557,334**	**50.4%**
Q2 2026	$452,517	-0.2%
Q1 2026	$458,676	-5.0%
Q4 2025	$438,032	-34.4%
Q3 2025	$370,502	-33.7%
Q2 2025	$453,406	-15.1%
Q1 2025	$482,890	-11.7%
Q4 2024	$667,553	9.4%
Q3 2024	$558,678	18.5%
Q2 2024	$534,311	-2.1%
Q1 2024	$546,948	0.6%
Q4 2023	$610,078	27.0%
Q3 2023	$471,501	-2.7%



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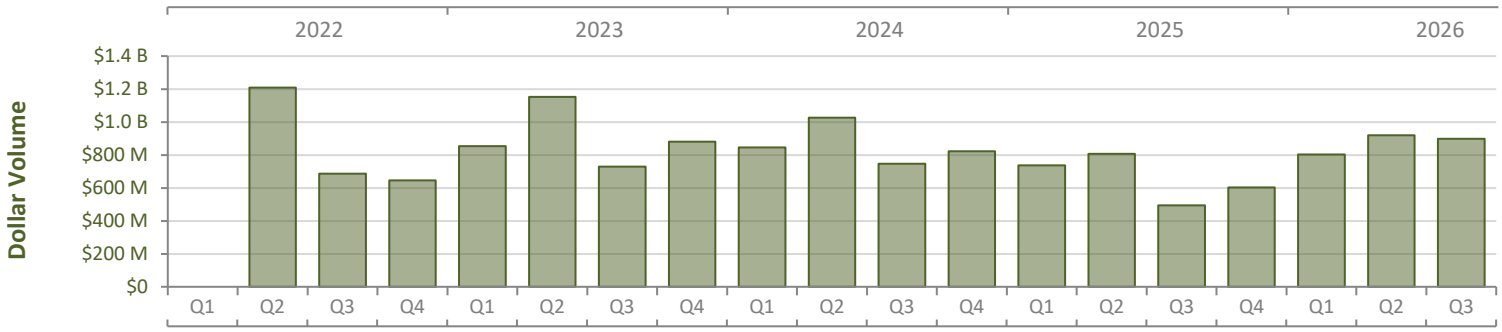
Dollar Volume

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	$2.6 Billion	28.7%
Q3 2026	**$897.9 Million**	**81.8%**
Q2 2026	$920.4 Million	14.2%
Q1 2026	$802.7 Million	8.9%
Q4 2025	$603.2 Million	-26.7%
Q3 2025	$493.9 Million	-33.8%
Q2 2025	$806.2 Million	-21.5%
Q1 2025	$736.9 Million	-12.9%
Q4 2024	$823.1 Million	-6.6%
Q3 2024	$746.4 Million	2.3%
Q2 2024	$1.0 Billion	-11.0%
Q1 2024	$845.6 Million	-1.0%
Q4 2023	$881.0 Million	36.3%
Q3 2023	$729.9 Million	6.4%

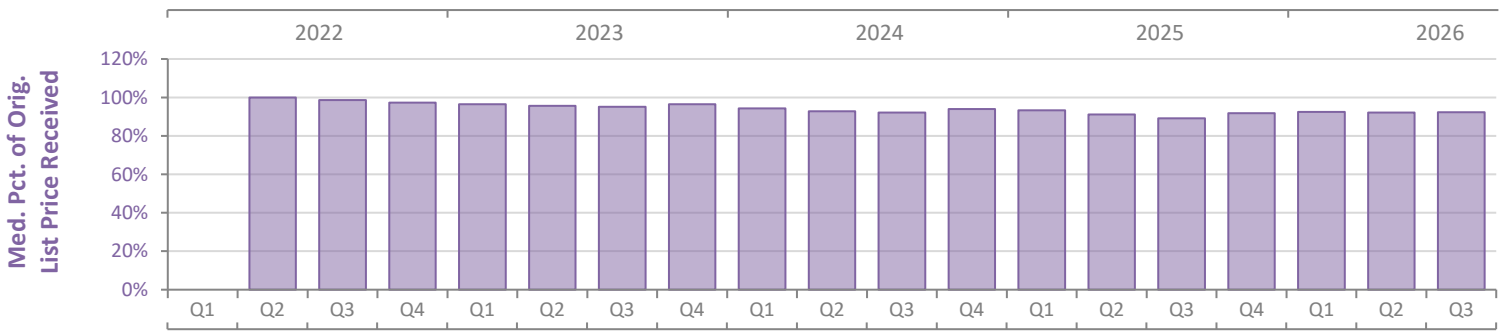


Median Percent of Original List Price Received

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	92.3%	1.0%
Q3 2026	**92.3%**	**3.5%**
Q2 2026	92.2%	1.2%
Q1 2026	92.4%	-1.0%
Q4 2025	91.8%	-2.3%
Q3 2025	89.2%	-3.1%
Q2 2025	91.1%	-1.8%
Q1 2025	93.3%	-1.1%
Q4 2024	94.0%	-2.6%
Q3 2024	92.1%	-3.2%
Q2 2024	92.8%	-2.9%
Q1 2024	94.3%	-2.3%
Q4 2023	96.5%	-0.8%
Q3 2023	95.1%	-3.5%



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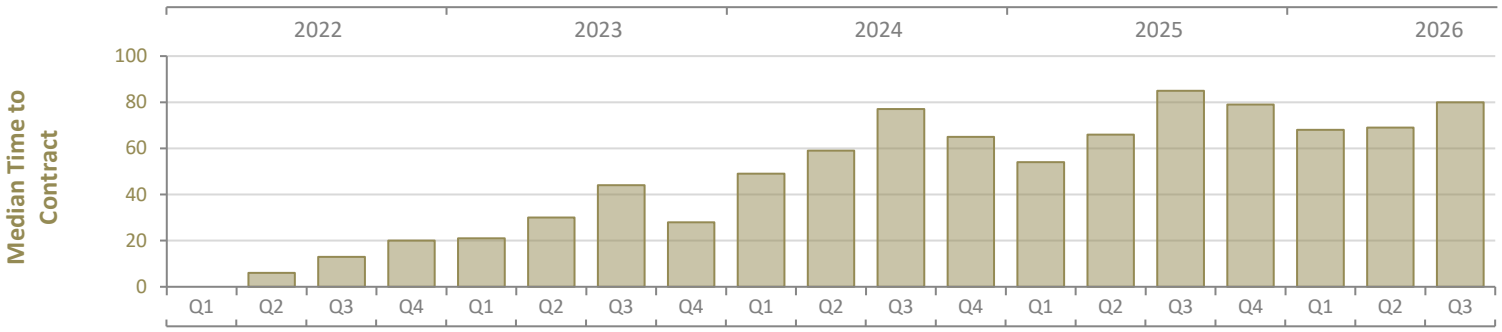
Median Time to Contract

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	80 Days	15.9%
Q3 2026	**80 Days**	**-5.9%**
Q2 2026	69 Days	4.5%
Q1 2026	68 Days	25.9%
Q4 2025	79 Days	21.5%
Q3 2025	85 Days	10.4%
Q2 2025	66 Days	11.9%
Q1 2025	54 Days	10.2%
Q4 2024	65 Days	132.1%
Q3 2024	77 Days	75.0%
Q2 2024	59 Days	96.7%
Q1 2024	49 Days	133.3%
Q4 2023	28 Days	40.0%
Q3 2023	44 Days	238.5%

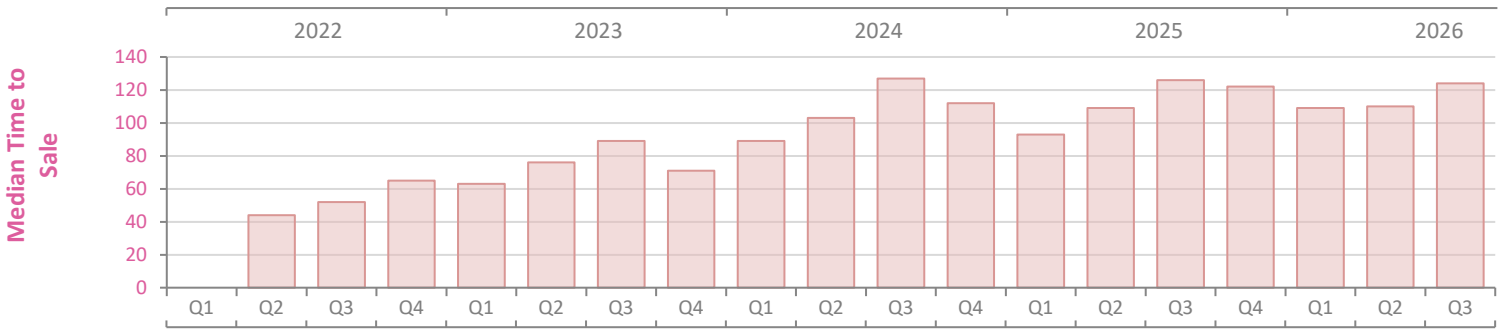


Median Time to Sale

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	124 Days	11.7%
Q3 2026	**124 Days**	**-1.6%**
Q2 2026	110 Days	0.9%
Q1 2026	109 Days	17.2%
Q4 2025	122 Days	8.9%
Q3 2025	126 Days	-0.8%
Q2 2025	109 Days	5.8%
Q1 2025	93 Days	4.5%
Q4 2024	112 Days	57.7%
Q3 2024	127 Days	42.7%
Q2 2024	103 Days	35.5%
Q1 2024	89 Days	41.3%
Q4 2023	71 Days	9.2%
Q3 2023	89 Days	71.2%



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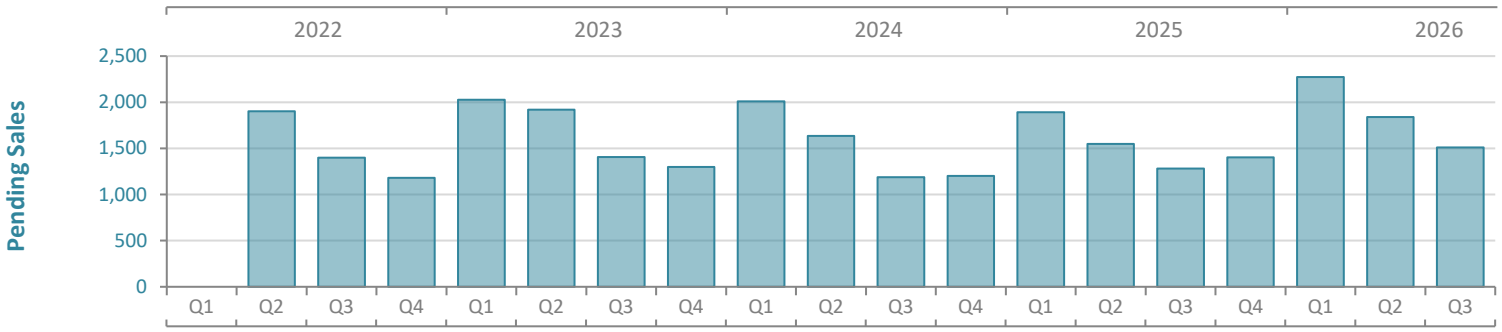
New Pending Sales

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	5,620	19.0%
Q3 2026	**1,509**	**17.6%**
Q2 2026	1,838	18.8%
Q1 2026	2,273	20.1%
Q4 2025	1,404	16.8%
Q3 2025	1,283	8.1%
Q2 2025	1,547	-5.4%
Q1 2025	1,893	-5.8%
Q4 2024	1,202	-7.5%
Q3 2024	1,187	-15.6%
Q2 2024	1,635	-14.8%
Q1 2024	2,009	-0.9%
Q4 2023	1,300	10.0%
Q3 2023	1,406	0.6%

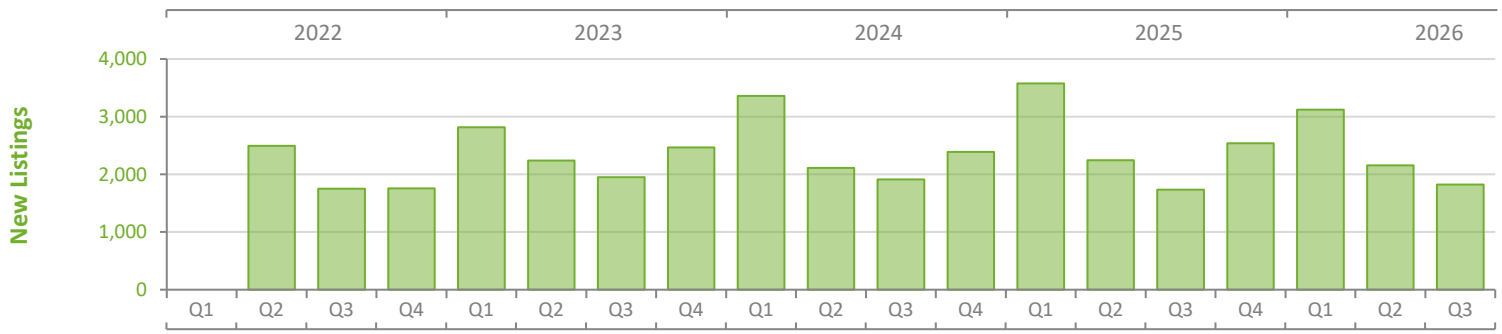


New Listings

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	7,102	-6.0%
Q3 2026	**1,825**	**5.3%**
Q2 2026	2,158	-4.0%
Q1 2026	3,119	-12.8%
Q4 2025	2,538	6.3%
Q3 2025	1,733	-9.3%
Q2 2025	2,247	6.3%
Q1 2025	3,576	6.4%
Q4 2024	2,387	-3.3%
Q3 2024	1,911	-2.0%
Q2 2024	2,113	-5.6%
Q1 2024	3,362	19.4%
Q4 2023	2,469	40.4%
Q3 2023	1,950	11.4%



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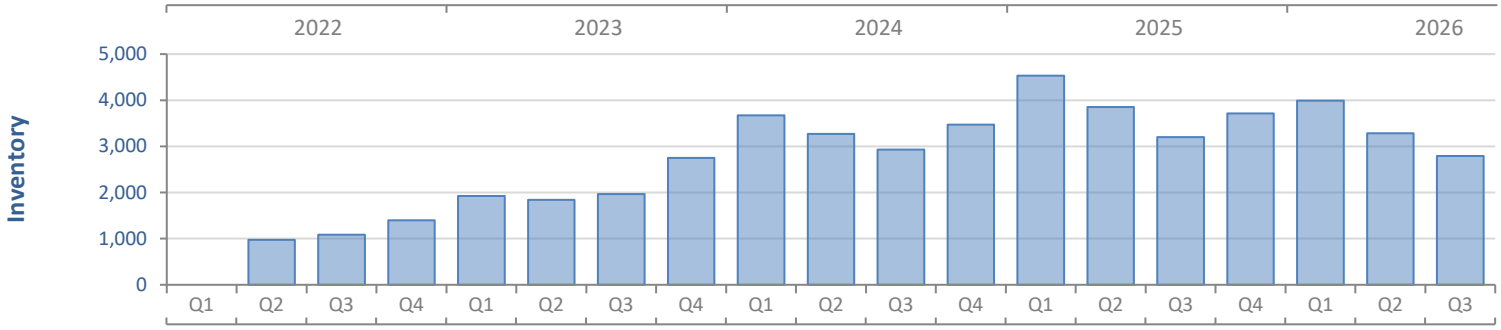
Inventory (Active Listings)

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)	3,515	-11.4%
Q3 2026	**2,792**	**-12.9%**
Q2 2026	3,286	-14.7%
Q1 2026	3,989	-11.9%
Q4 2025	3,711	6.9%
Q3 2025	3,204	9.2%
Q2 2025	3,852	17.8%
Q1 2025	4,530	23.4%
Q4 2024	3,470	26.2%
Q3 2024	2,933	49.2%
Q2 2024	3,271	77.7%
Q1 2024	3,672	90.9%
Q4 2023	2,749	96.8%
Q3 2023	1,966	80.7%

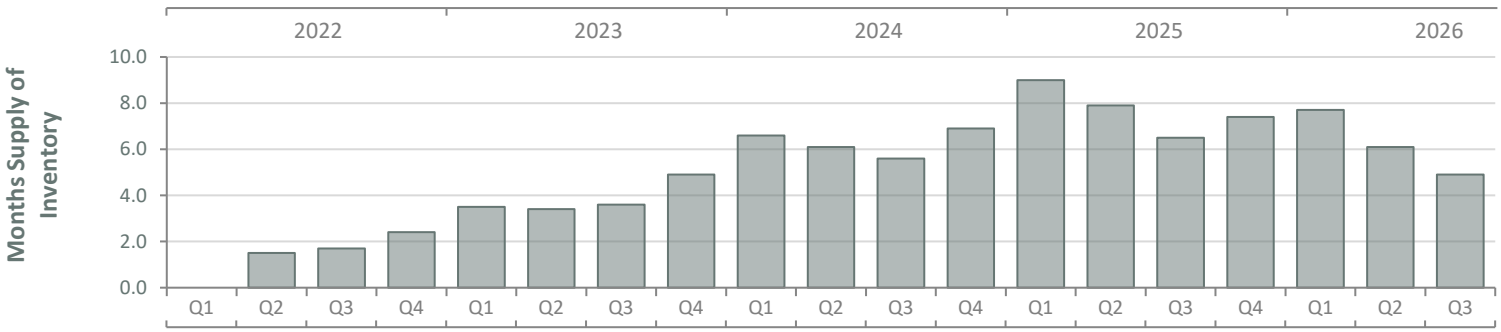


Months Supply of Inventory

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)	6.6	-17.5%
Q3 2026	**4.9**	**-24.6%**
Q2 2026	6.1	-22.8%
Q1 2026	7.7	-14.4%
Q4 2025	7.4	7.2%
Q3 2025	6.5	16.1%
Q2 2025	7.9	29.5%
Q1 2025	9.0	36.4%
Q4 2024	6.9	40.8%
Q3 2024	5.6	55.6%
Q2 2024	6.1	79.4%
Q1 2024	6.6	88.6%
Q4 2023	4.9	104.2%
Q3 2023	3.6	111.8%



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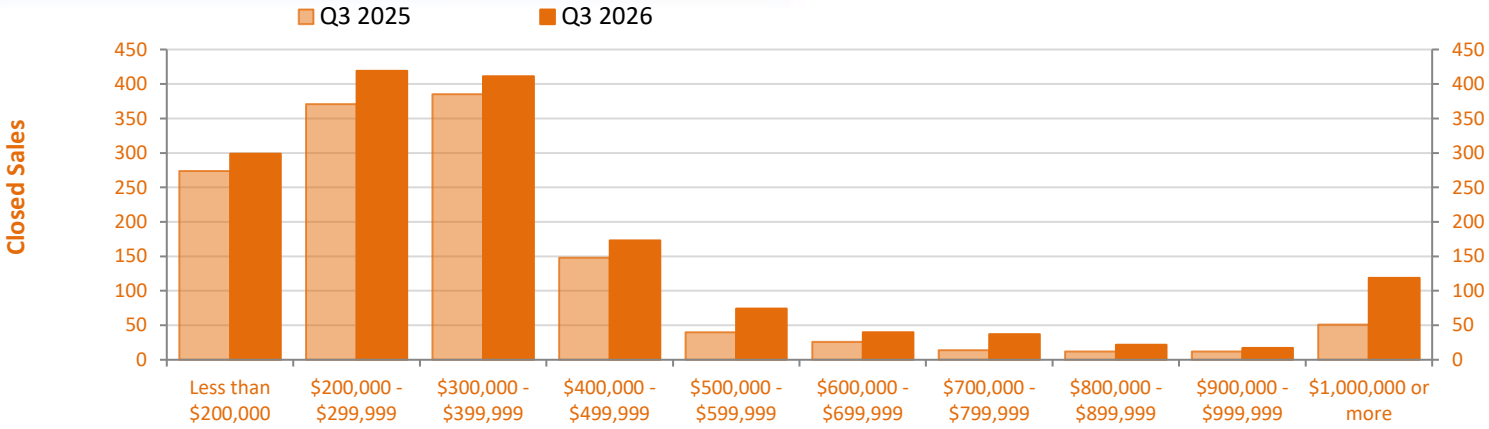
Closed Sales by Sale Price

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.

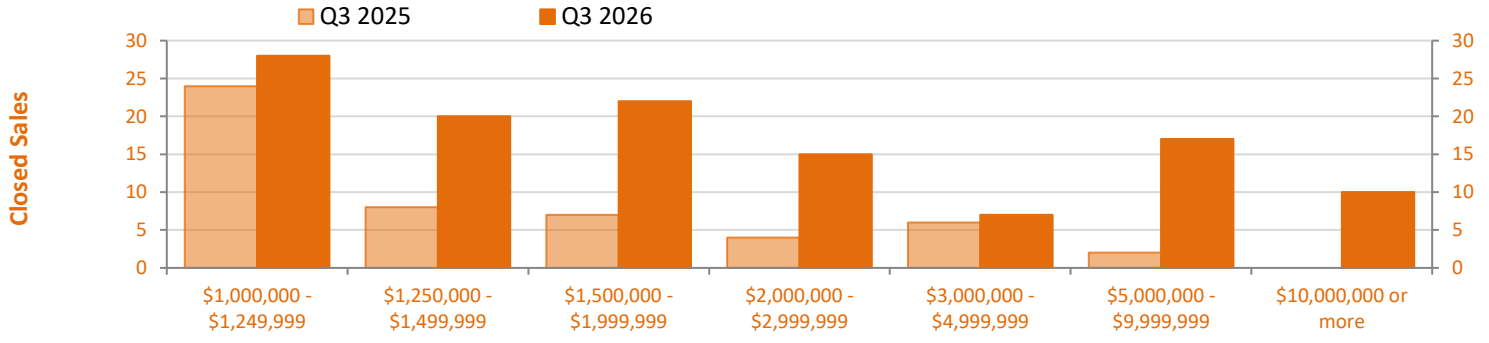
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	299	9.1%
$200,000 - $299,999	419	12.9%
$300,000 - $399,999	411	6.8%
$400,000 - $499,999	173	16.9%
$500,000 - $599,999	74	85.0%
$600,000 - $699,999	40	53.8%
$700,000 - $799,999	37	164.3%
$800,000 - $899,999	22	83.3%
$900,000 - $999,999	17	41.7%
$1,000,000 or more	119	133.3%



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	28	16.7%
$1,250,000 - $1,499,999	20	150.0%
$1,500,000 - $1,999,999	22	214.3%
$2,000,000 - $2,999,999	15	275.0%
$3,000,000 - $4,999,999	7	16.7%
$5,000,000 - $9,999,999	17	750.0%
$10,000,000 or more	10	N/A



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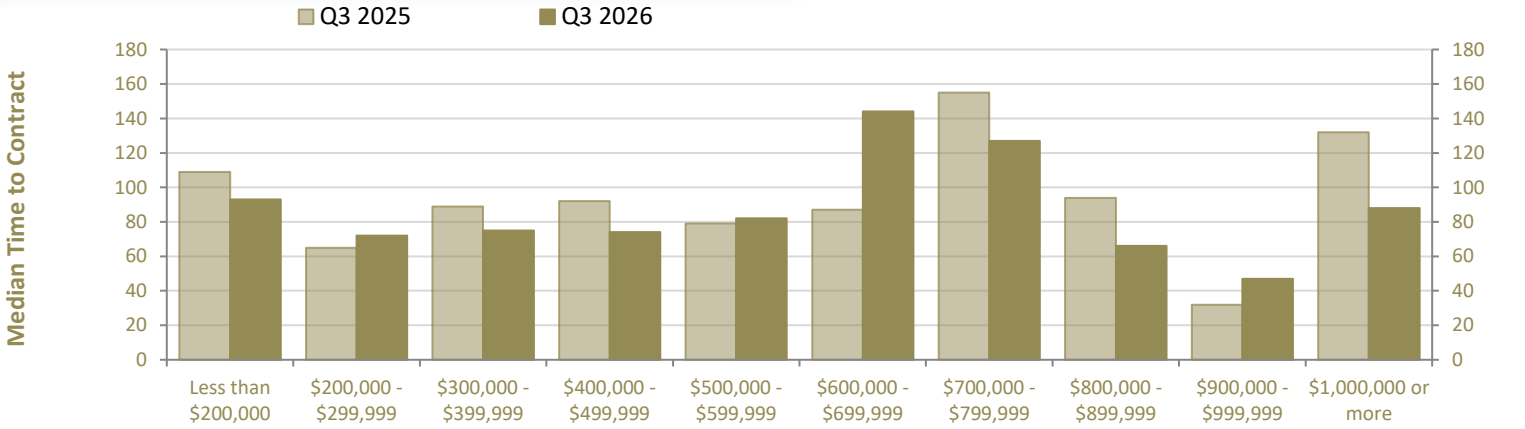
Median Time to Contract by Sale Price

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.

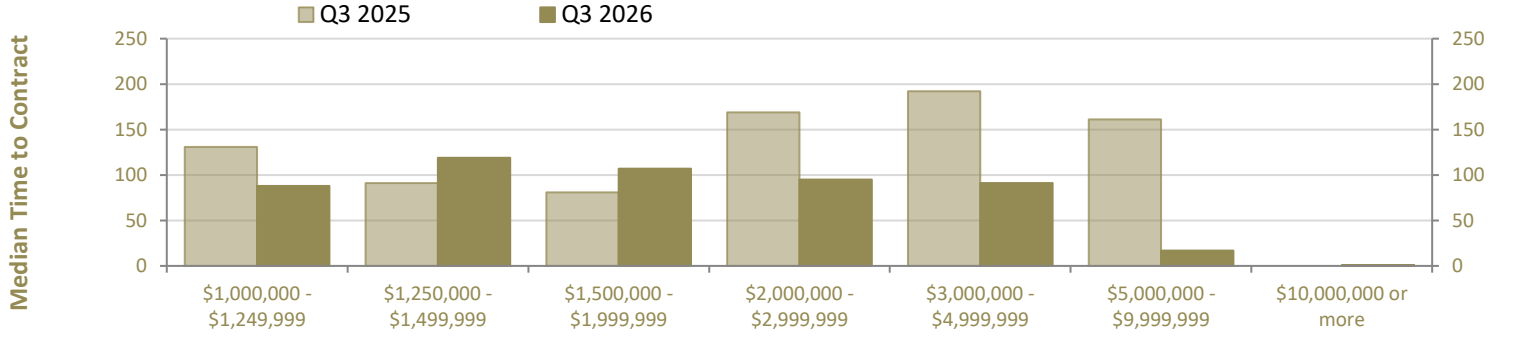
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	93 Days	-14.7%
$200,000 - $299,999	72 Days	10.8%
$300,000 - $399,999	75 Days	-15.7%
$400,000 - $499,999	74 Days	-19.6%
$500,000 - $599,999	82 Days	3.8%
$600,000 - $699,999	144 Days	65.5%
$700,000 - $799,999	127 Days	-18.1%
$800,000 - $899,999	66 Days	-29.8%
$900,000 - $999,999	47 Days	46.9%
$1,000,000 or more	88 Days	-33.3%



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	88 Days	-32.8%
$1,250,000 - $1,499,999	119 Days	30.8%
$1,500,000 - $1,999,999	107 Days	32.1%
$2,000,000 - $2,999,999	95 Days	-43.8%
$3,000,000 - $4,999,999	91 Days	-52.6%
$5,000,000 - $9,999,999	17 Days	-89.4%
$10,000,000 or more	1 Day	N/A



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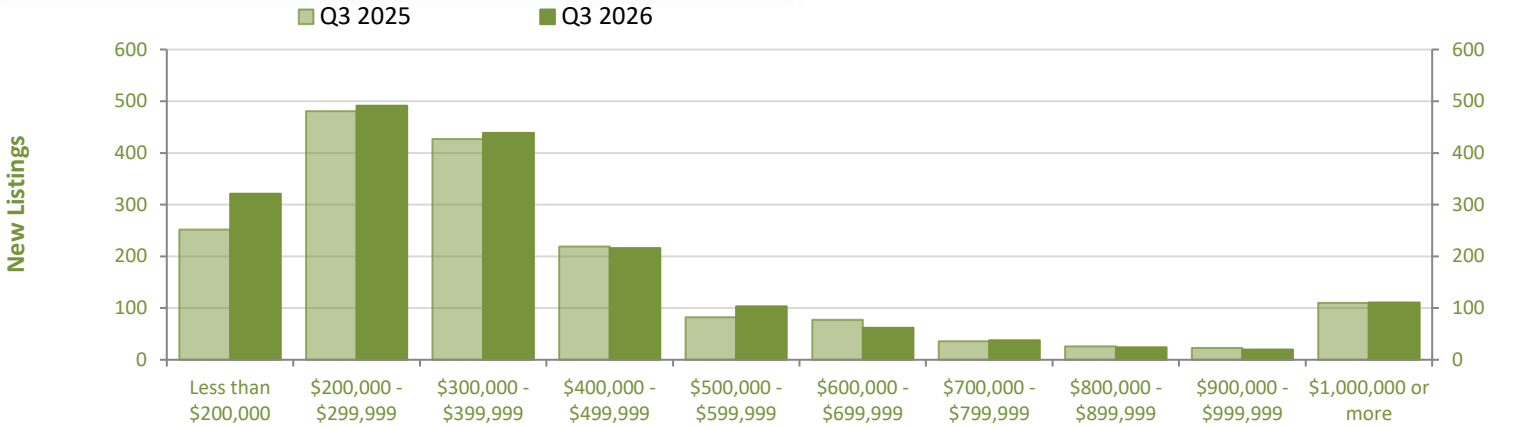
New Listings by Initial Listing Price

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.

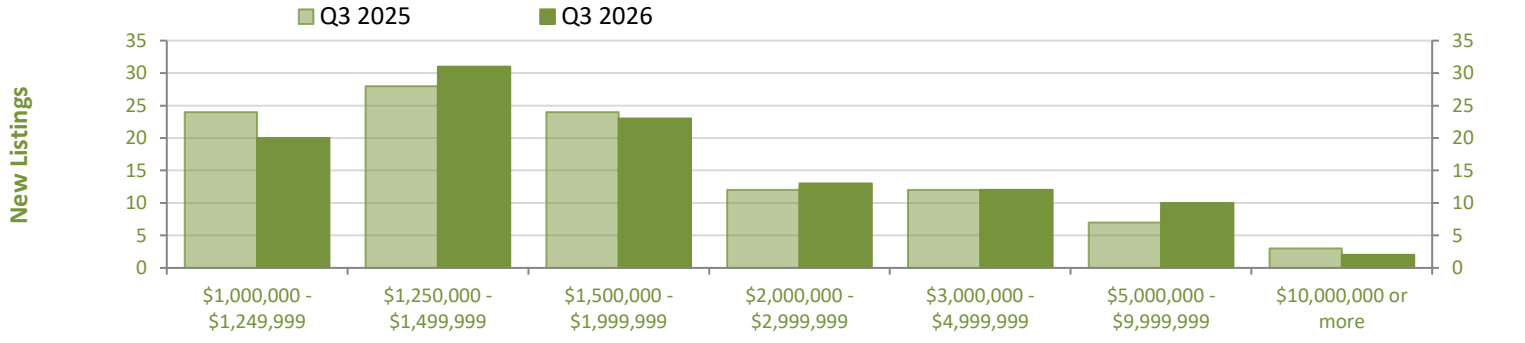
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	321	27.4%
$200,000 - $299,999	491	2.1%
$300,000 - $399,999	439	2.8%
$400,000 - $499,999	216	-1.4%
$500,000 - $599,999	103	25.6%
$600,000 - $699,999	62	-19.5%
$700,000 - $799,999	38	5.6%
$800,000 - $899,999	24	-7.7%
$900,000 - $999,999	20	-13.0%
$1,000,000 or more	111	0.9%



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	20	-16.7%
$1,250,000 - $1,499,999	31	10.7%
$1,500,000 - $1,999,999	23	-4.2%
$2,000,000 - $2,999,999	13	8.3%
$3,000,000 - $4,999,999	12	0.0%
$5,000,000 - $9,999,999	10	42.9%
$10,000,000 or more	2	-33.3%



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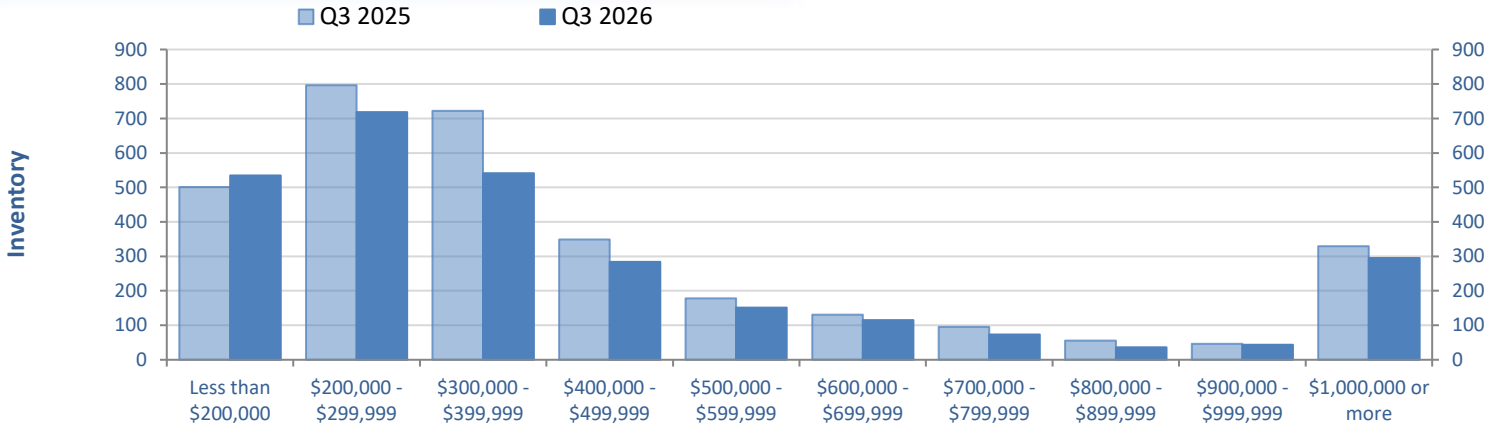
Inventory by Current Listing Price

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.

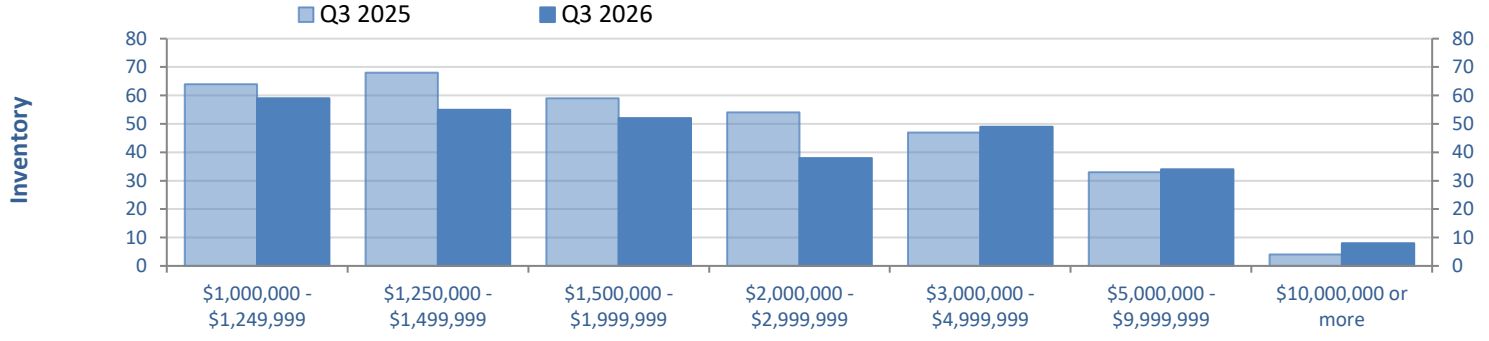
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	535	6.8%
$200,000 - $299,999	718	-9.8%
$300,000 - $399,999	541	-25.1%
$400,000 - $499,999	284	-18.6%
$500,000 - $599,999	151	-15.2%
$600,000 - $699,999	115	-12.2%
$700,000 - $799,999	73	-24.0%
$800,000 - $899,999	36	-35.7%
$900,000 - $999,999	44	-4.3%
$1,000,000 or more	295	-10.3%



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	59	-7.8%
$1,250,000 - $1,499,999	55	-19.1%
$1,500,000 - $1,999,999	52	-11.9%
$2,000,000 - $2,999,999	38	-29.6%
$3,000,000 - $4,999,999	49	4.3%
$5,000,000 - $9,999,999	34	3.0%
$10,000,000 or more	8	100.0%



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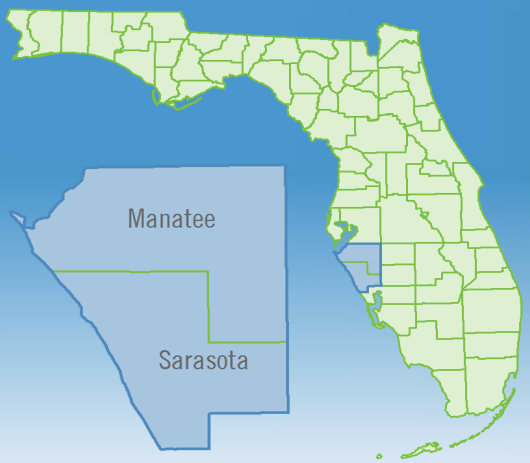
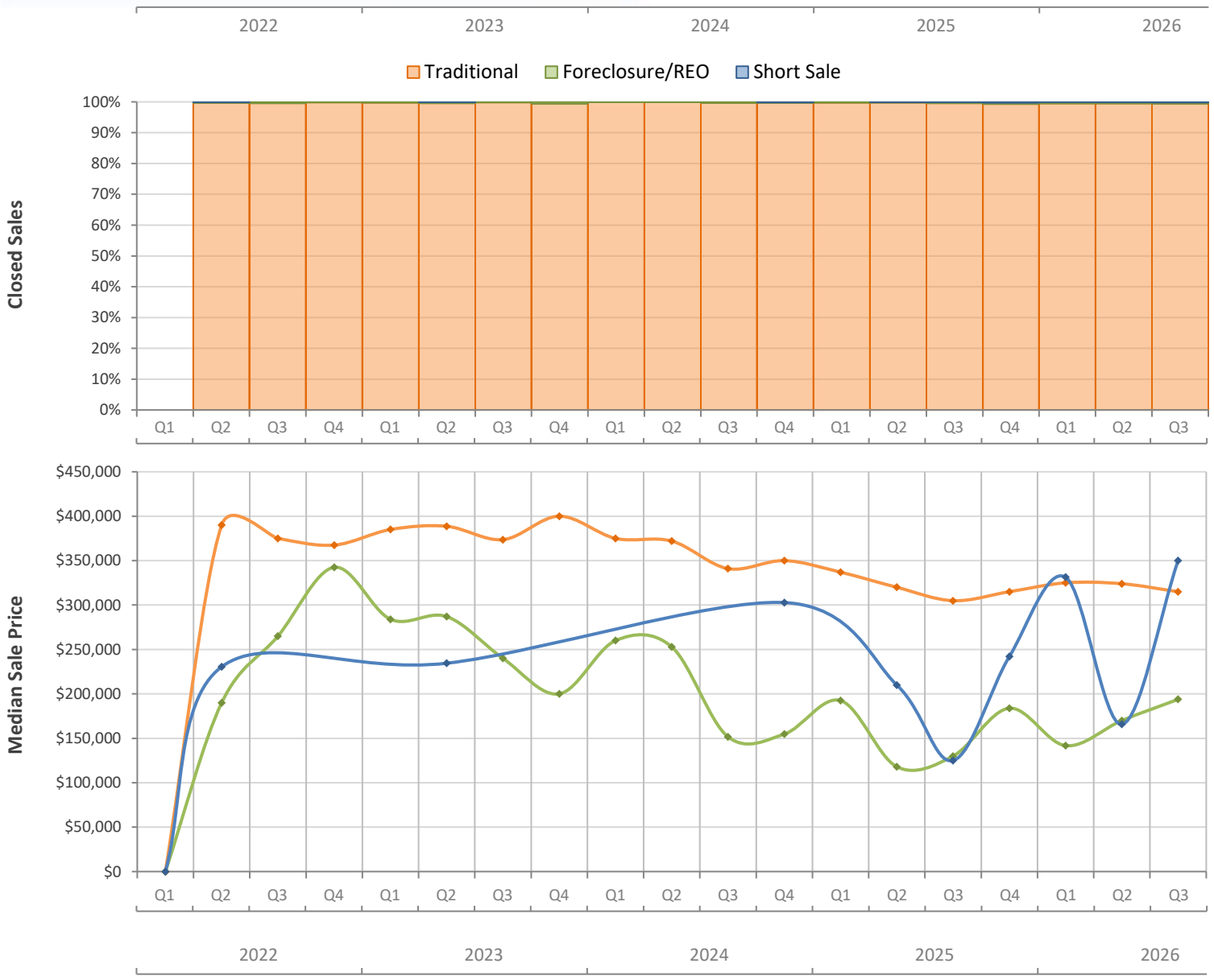


		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,601	1,327	20.6%
	Median Sale Price	$315,000	$304,900	3.3%
Foreclosure/REO	Closed Sales	7	5	40.0%
	Median Sale Price	$193,850	$130,000	49.1%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	$350,000	$125,000	180.0%



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