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REALTOR® Association of Sarasota and Manatee

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Q3 2026 Real Estate Market Report: Trends in Sarasota and Manatee Counties

SARASOTA, Fla. (October 16, 2026) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its Q3 2026 real estate market report, showing growth in closed sales and median sale prices across the single-family and townhouse/condo markets in both counties. Condos and townhomes led the sales gains, while available inventory ended the quarter below year-ago levels.

From July through September, the four major market segments recorded a combined 5,699 closed sales, an increase of 8.0 percent compared to the third quarter of 2025. Condo and townhome sales increased 20.9 percent across the two counties, compared to 3.6 percent for single-family homes.

New listings increased across all four segments during the quarter, yet active inventory and months supply were lower at the end of September than one year earlier. Sellers received a larger share of their original asking prices, and median time to contract shortened in every segment.

September reinforced the strength of condo and townhome activity, particularly in Sarasota County, where closings increased 34.3 percent year-over-year. Single-family results were more mixed, with closed sales increasing in Sarasota and declining in Manatee. New pending single-family sales declined year-over-year in both counties, showing that activity varied as the quarter ended.

“The trend line continues to show a strengthening market across multiple data points,” said David Crawford, 2026 RASM President and REALTOR® with The Catalyst Group at The Keyes Company. “Even with new listings increasing across all segments, inventory continues to shrink, showing buyer demand is outpacing current supply.”

Key Trends in Sarasota/Manatee Q3 2026:

- **Condo and Townhome Sales Led Growth:** Closed sales increased 26.8 percent in Sarasota County and 13.9 percent in Manatee County during Q3. New pending sales also increased in both markets. These figures show more completed transactions and more properties going under contract, pointing to stronger buyer activity in the condo and townhome segment. Pending sales can indicate future closings, although not every contract results in a completed sale.

- **More New Listings, Lower Available Inventory:** New listings increased across both counties and property types during the quarter, but active inventory ended September below year-ago levels. Months supply estimates how long current inventory would last at the recent sales pace. Supply of 3.7 to 3.9 months for single-family homes indicates tighter conditions than the 4.9 to 5.0 months for condos and townhomes, which are closer to balance. Fewer available listings generally mean less competition for sellers and fewer choices for buyers than one year earlier.
- **Prices and Selling Conditions Improved:** Median sale prices increased across all four segments, with gains ranging from 2.3 to 6.4 percent. Sellers received a larger share of their original asking prices, and homes generally reached contract sooner than in Q3 2025. Together, these trends suggest sellers were finding buyers sooner and selling closer to their original asking prices. Median prices reflect the midpoint of homes sold and can also change as the mix of properties sold changes.

Single-Family

In Sarasota County, 2,071 single-family homes sold during the third quarter, an increase of 3.0 percent compared to Q3 2025. The median sale price rose 3.7 percent to \$485,000, while the average sale price increased 20.2 percent to \$807,627. Cash purchases represented 37.6 percent of closed sales. Sellers received a median of 94.4 percent of their original list price, compared to 91.9 percent one year earlier.

At the end of the quarter, active listings were down 16.2 percent year-over-year to 2,629 homes, with months supply declining from 4.8 to 3.7 months. During Q3, homes spent a median of 52 days on the market before going under contract and 92 days from listing to closing, down from 68 and 107 days, respectively. New pending sales increased 1.7 percent to 2,008.

In Manatee County, single-family closed sales increased 4.2 percent to 2,017 transactions during Q3. The median sale price rose 3.2 percent to \$490,000, while the average sale price increased 4.4 percent to \$657,172. Cash purchases represented 27.5 percent of closed sales. Sellers received a median of 95.6 percent of their original list price, compared to 93.8 percent in Q3 2025.

At the end of the quarter, active inventory totaled 2,610 homes, down 1.7 percent year-over-year, while months supply declined from 4.2 to 3.9 months. Properties spent a median of 49 days on the market before going under contract and 99 days from listing to closing during Q3, compared to 59 and 104 days one year earlier. New pending sales were nearly unchanged, declining 0.3 percent to 1,877.

Townhomes and Condos

The Sarasota County condo and townhome market recorded 908 closed sales during Q3, an increase of 26.8 percent year-over-year. The median sale price increased 6.4 percent to \$324,380, while the average sale price rose 77.2 percent to \$718,721. Cash buyers accounted for 60.9 percent of sales. Sellers received a median of 92.0 percent of their original list price, up from 88.4 percent in Q3 2025.

At the end of the quarter, active inventory was down 12.0 percent year-over-year to 1,601 units, lowering months supply from 6.8 to 4.9 months. New pending sales increased 20.0 percent to 870 during Q3. Median time to contract edged down from 87 to 86 days, although median time from listing to closing increased from 129 to 133 days.

In Manatee County, condo and townhome sales increased 13.9 percent to 703 transactions during Q3. The median sale price increased 2.3 percent to \$307,000, while the average sale price rose 5.7 percent to \$348,886. Cash purchases represented 49.4 percent of closed sales. Sellers received a median of 92.8 percent of their original list price, compared to 90.3 percent in Q3 2025.

At the end of the quarter, active inventory was down 13.9 percent year-over-year to 1,191 units, lowering months supply from 6.3 to 5.0 months. During Q3, properties spent a median of 73 days on the market before going under contract and 114 days from listing to closing, down from 82 and 125 days, respectively. New pending sales increased 14.5 percent to 639.

Luxury Highlights

In the single-family market, Sarasota County recorded nine sales of \$10 million or more during Q3, up from one in Q3 2025, an 800 percent increase. Sales from \$5 million to under \$10 million increased 175 percent to 11, compared to four one year earlier. Manatee County also recorded two single-family sales of \$10 million or more, compared to none in Q3 2025.

Sarasota's condo and townhome market also recorded a substantial increase at the highest price points. Ten properties sold for \$10 million or more during Q3, compared to none one year earlier. Another 15 sold for \$5 million to under \$10 million, up from one in Q3 2025. These large transactions are important context for Sarasota's average sale price increases, since averages are more sensitive than medians to a small number of very high-priced sales.

September Highlights

September single-family results were mixed. Sarasota County recorded 681 closings, an increase of 5.4 percent year-over-year, while Manatee County recorded 636, down 3.9 percent. Both counties reported a median sale price of \$485,000, up 7.8 percent in Sarasota and 3.2 percent in Manatee. New pending sales declined in both counties, falling 2.8 percent to 619 in Sarasota and 3.6 percent to 559 in Manatee.

September condo and townhome sales increased year-over-year in both counties. Sarasota recorded 309 closings, up 34.3 percent, and a median sale price of \$335,000, up 6.3 percent. New pending sales increased 19.3 percent to 291. In Manatee, closed sales increased 3.7 percent to 224, the median sale price was unchanged at \$296,500, and new pending sales rose 3.6 percent to 173.

September accounted for five of Sarasota's nine Q3 single-family closings at \$10 million or more and all ten condo and townhome closings at that price level, concentrating much of the quarter's highest-priced activity in its final month.

Summary

The third quarter brought increased closings and higher median sale prices across all four major market segments in Sarasota and Manatee counties. Condos and townhomes accounted for most of the regional sales growth, while both property types ended September with lower inventory than one year earlier. September's mixed single-family results also show that growth was not uniform at the close of the quarter.

Conditions continue to vary by location, property type and price point. Buyers and sellers should work with a REALTOR® who can interpret local data, assess current competition and develop a strategy based on the factors affecting a specific property. Accurate pricing and an understanding of the local market remain essential as sales activity and available inventory change.

Monthly and quarterly reports are provided by Florida Realtors® with data compiled from Stellar MLS. For comprehensive statistics dating back to 2015, visit www.MyRASM.com/statistics.

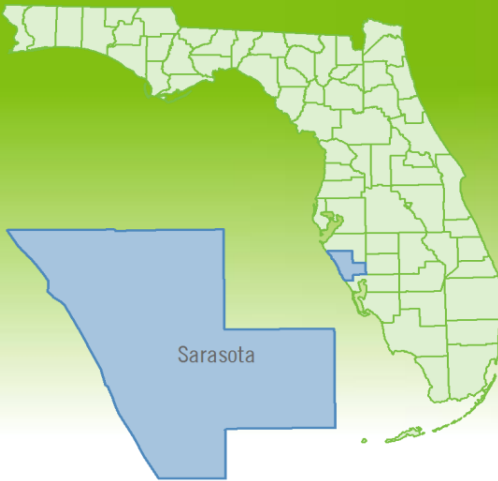
About REALTOR® Association of Sarasota and Manatee

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.

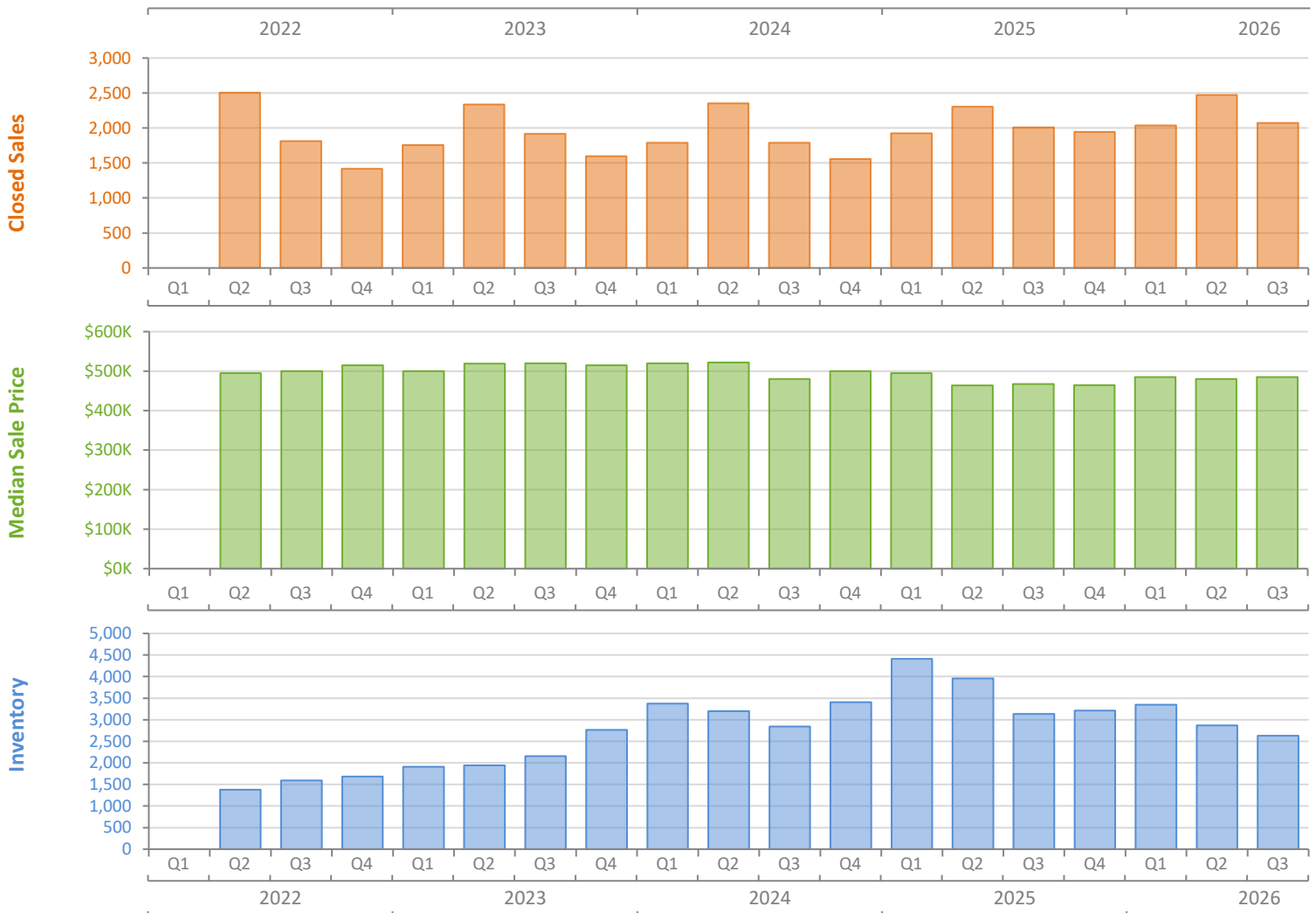
Quarterly Market Summary - Q3 2026

Single-Family Homes

Sarasota County



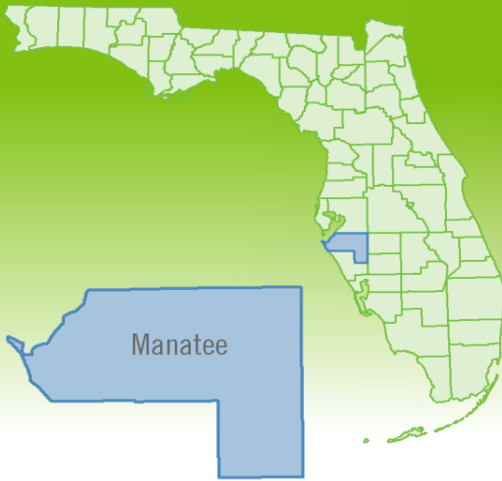
	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	2,071	2,010	3.0%
Paid in Cash	778	767	1.4%
Median Sale Price	\$485,000	\$467,500	3.7%
Average Sale Price	\$807,627	\$671,920	20.2%
Dollar Volume	\$1.7 Billion	\$1.4 Billion	23.8%
Med. Pct. of Orig. List Price Received	94.4%	91.9%	2.7%
Median Time to Contract	52 Days	68 Days	-23.5%
Median Time to Sale	92 Days	107 Days	-14.0%
New Pending Sales	2,008	1,974	1.7%
New Listings	2,354	2,210	6.5%
Pending Inventory	822	826	-0.5%
Inventory (Active Listings)	2,629	3,137	-16.2%
Months Supply of Inventory	3.7	4.8	-22.9%



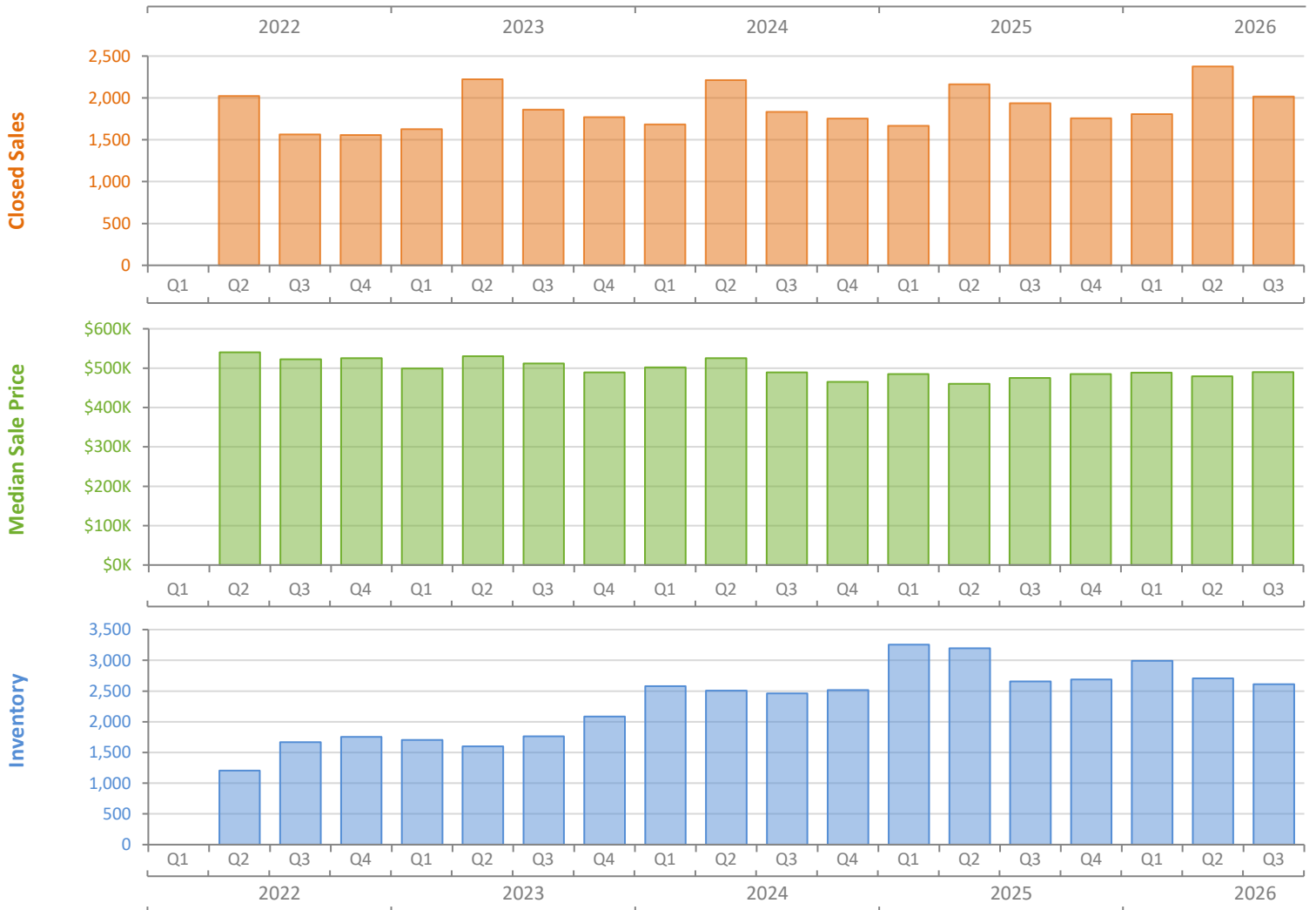
Quarterly Market Summary - Q3 2026

Single-Family Homes

Manatee County



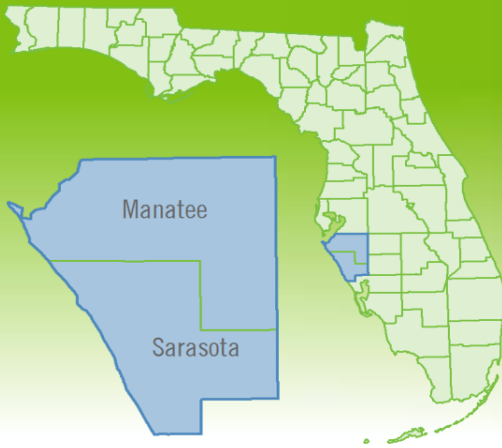
	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	2,017	1,936	4.2%
Paid in Cash	555	567	-2.1%
Median Sale Price	\$490,000	\$475,000	3.2%
Average Sale Price	\$657,172	\$629,726	4.4%
Dollar Volume	\$1.3 Billion	\$1.2 Billion	8.7%
Med. Pct. of Orig. List Price Received	95.6%	93.8%	1.9%
Median Time 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%



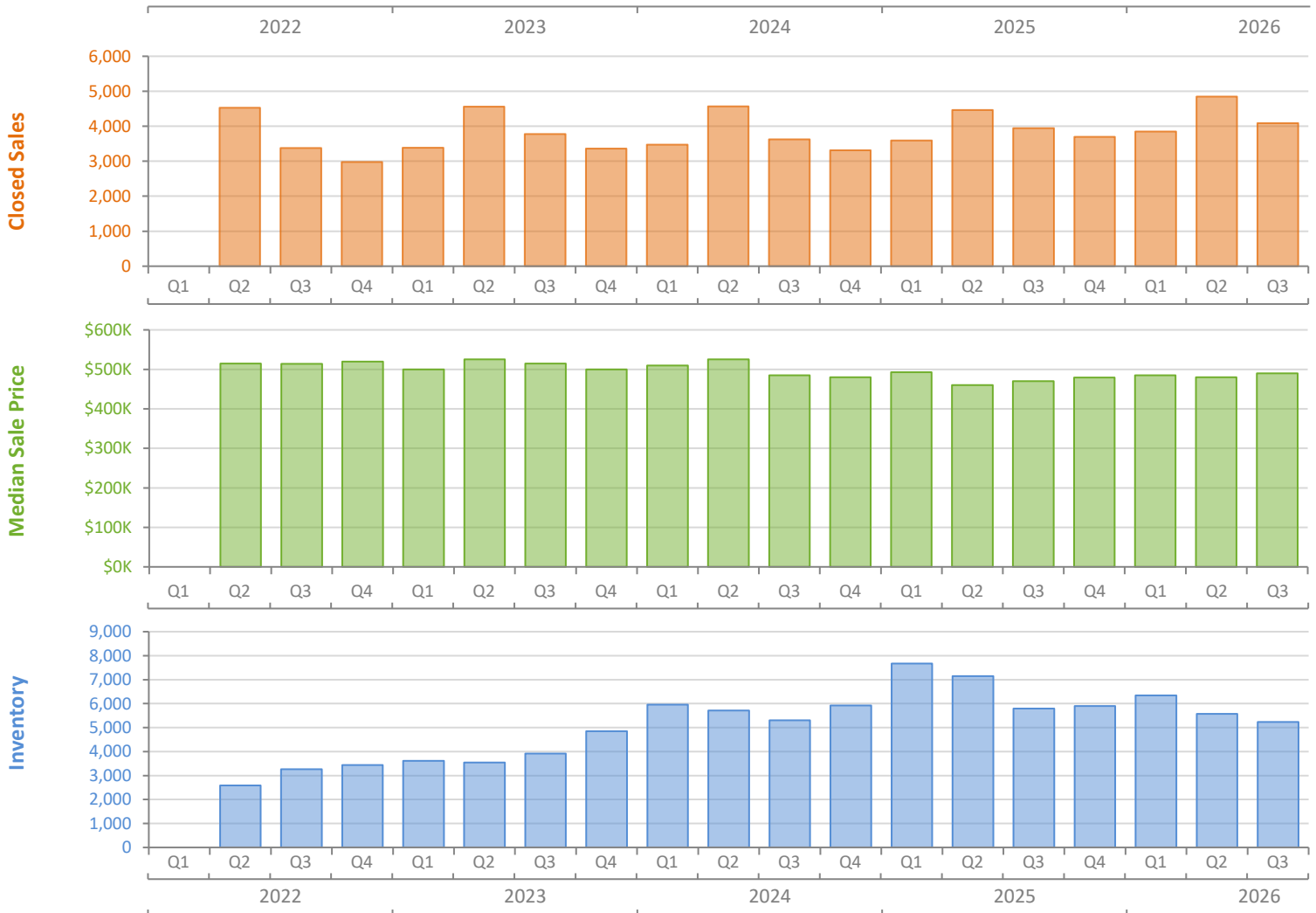
Quarterly Market Summary - Q3 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



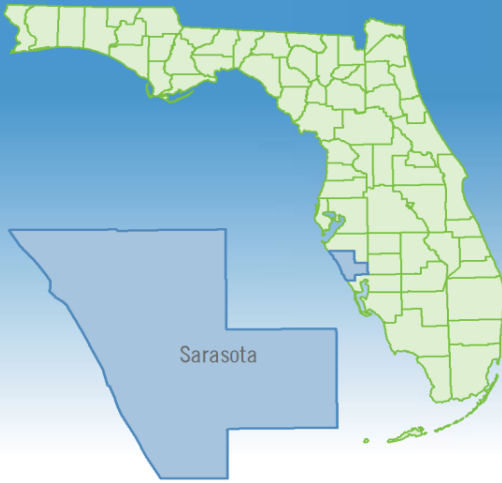
	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	4,088	3,946	3.6%
Paid in Cash	1,333	1,334	-0.1%
Median Sale Price	\$490,000	\$470,000	4.3%
Average Sale Price	\$733,393	\$651,219	12.6%
Dollar Volume	\$3.0 Billion	\$2.6 Billion	16.7%
Med. Pct. of Orig. List Price Received	95.0%	92.9%	2.3%
Median Time to Contract	50 Days	63 Days	-20.6%
Median Time to Sale	96 Days	106 Days	-9.4%
New Pending Sales	3,885	3,857	0.7%
New Listings	4,651	4,403	5.6%
Pending Inventory	1,642	1,620	1.4%
Inventory (Active Listings)	5,239	5,793	-9.6%
Months Supply of Inventory	3.8	4.5	-15.6%



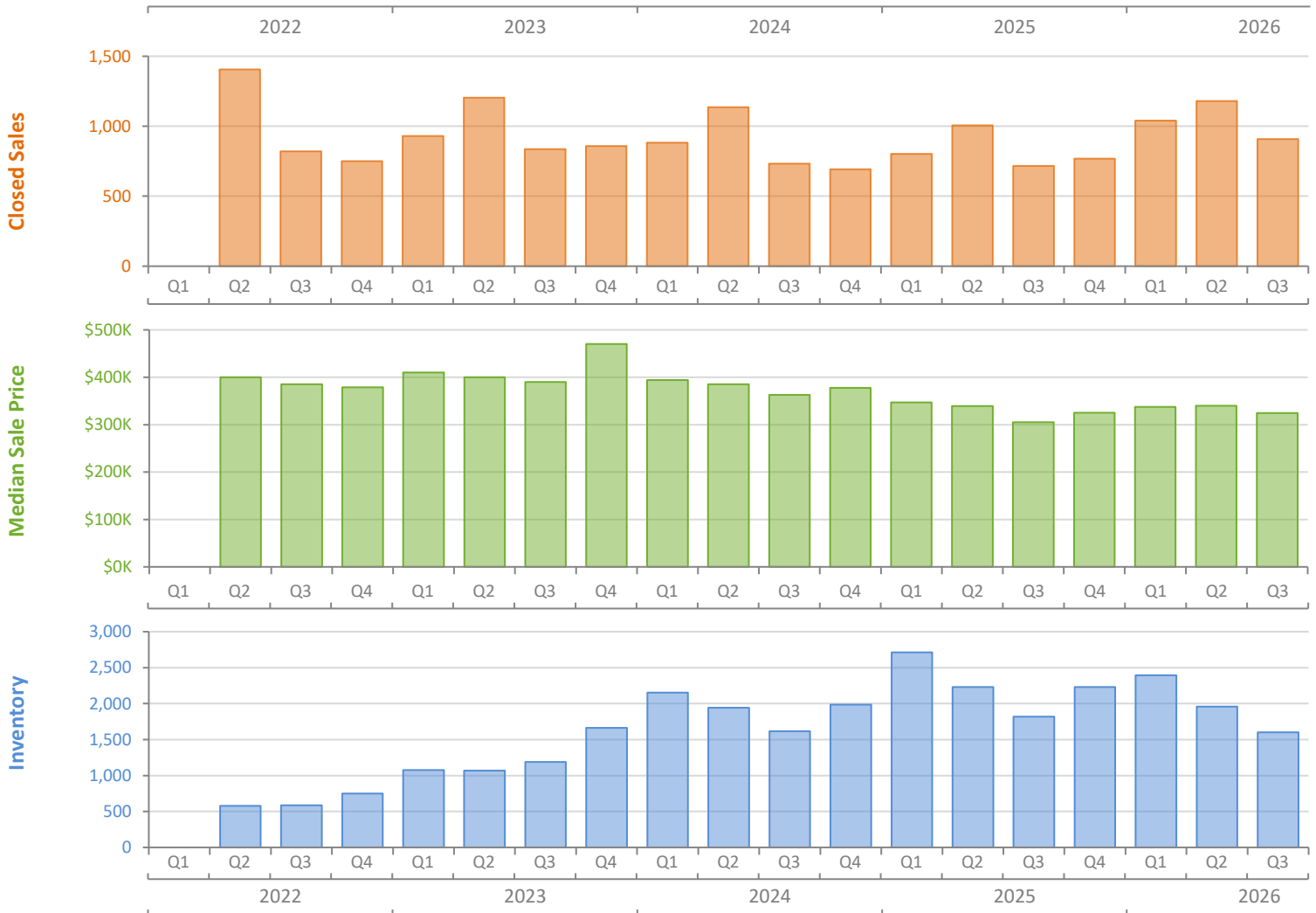
Quarterly Market Summary - Q3 2026

Townhouses and Condos

Sarasota County



	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	908	716	26.8%
Paid in Cash	553	436	26.8%
Median Sale Price	\$324,380	\$305,000	6.4%
Average Sale Price	\$718,721	\$405,504	77.2%
Dollar Volume	\$652.6 Million	\$290.3 Million	124.8%
Med. Pct. of Orig. List Price Received	92.0%	88.4%	4.1%
Median Time to Contract	86 Days	87 Days	-1.1%
Median Time to Sale	133 Days	129 Days	3.1%
New Pending Sales	870	725	20.0%
New Listings	988	973	1.5%
Pending Inventory	562	476	18.1%
Inventory (Active Listings)	1,601	1,820	-12.0%
Months Supply of Inventory	4.9	6.8	-27.9%



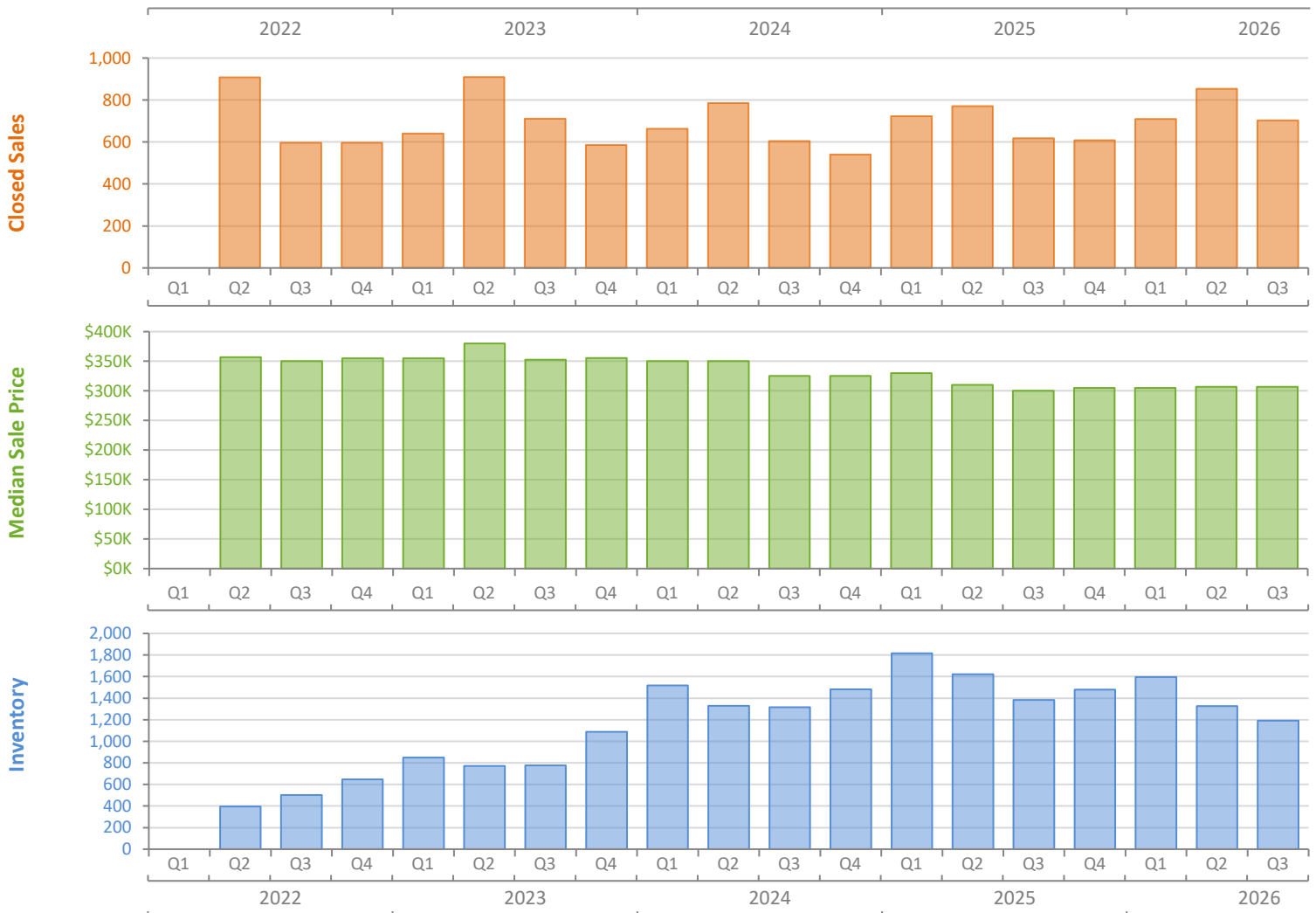
Quarterly Market Summary - Q3 2026

Townhouses and Condos

Manatee County



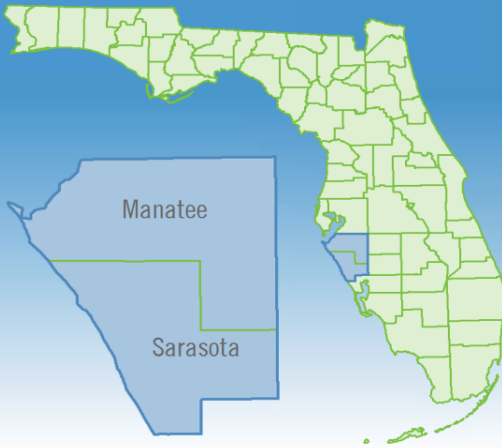
	Q3 2026	Q3 2025	Percent Change Year-over-Year
Closed Sales	703	617	13.9%
Paid in Cash	347	315	10.2%
Median Sale Price	\$307,000	\$300,000	2.3%
Average Sale Price	\$348,886	\$329,973	5.7%
Dollar Volume	\$245.3 Million	\$203.6 Million	20.5%
Med. Pct. of Orig. List Price Received	92.8%	90.3%	2.8%
Median 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%



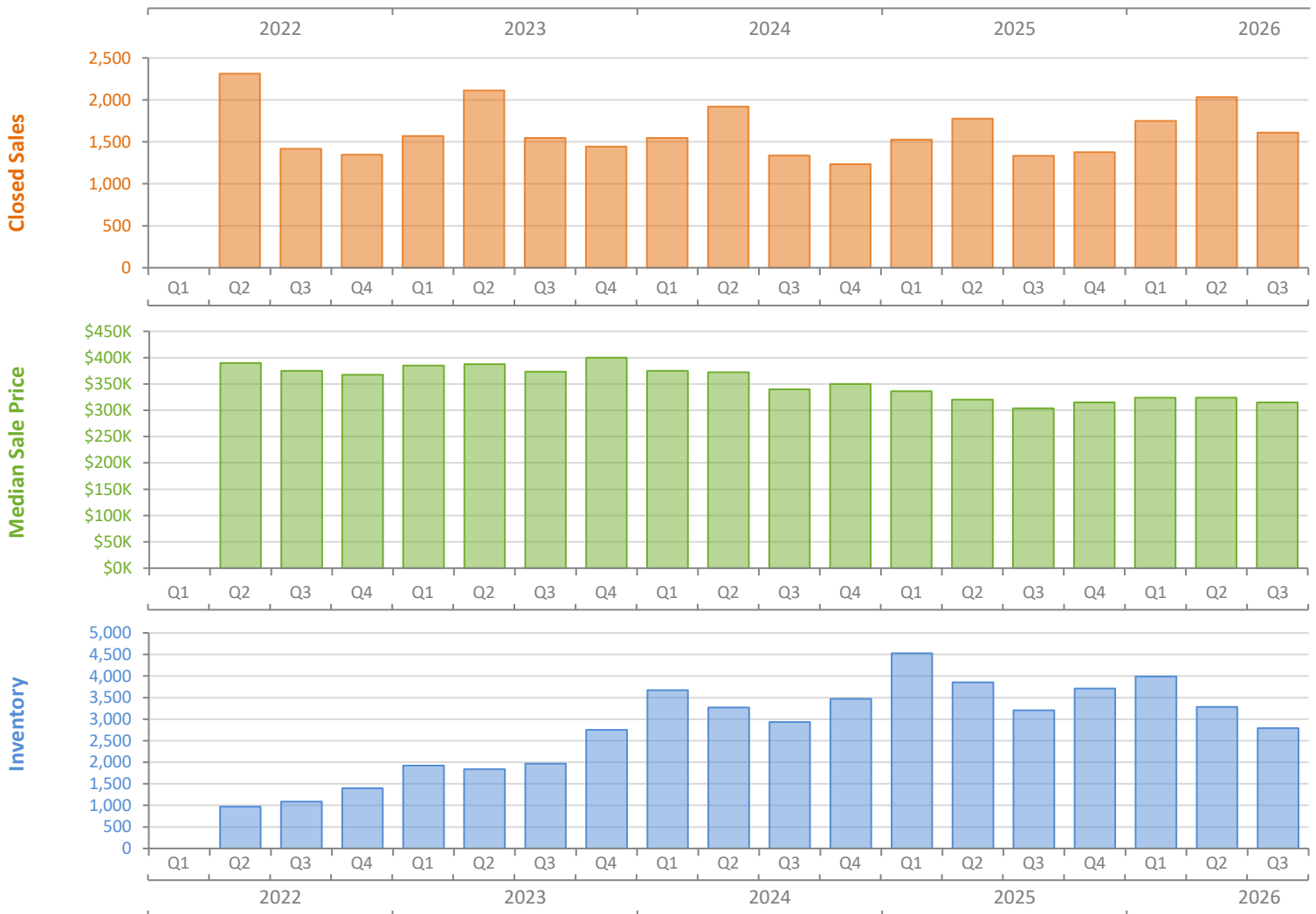
Quarterly Market Summary - Q3 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	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%
Med. Pct. of Orig. 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%





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Sarasota and Manatee Counties

Q3 2026

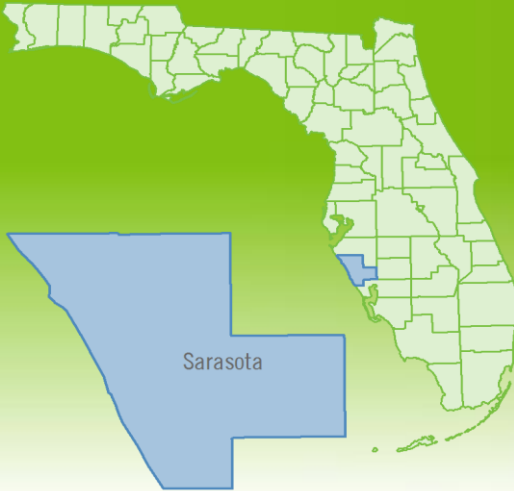
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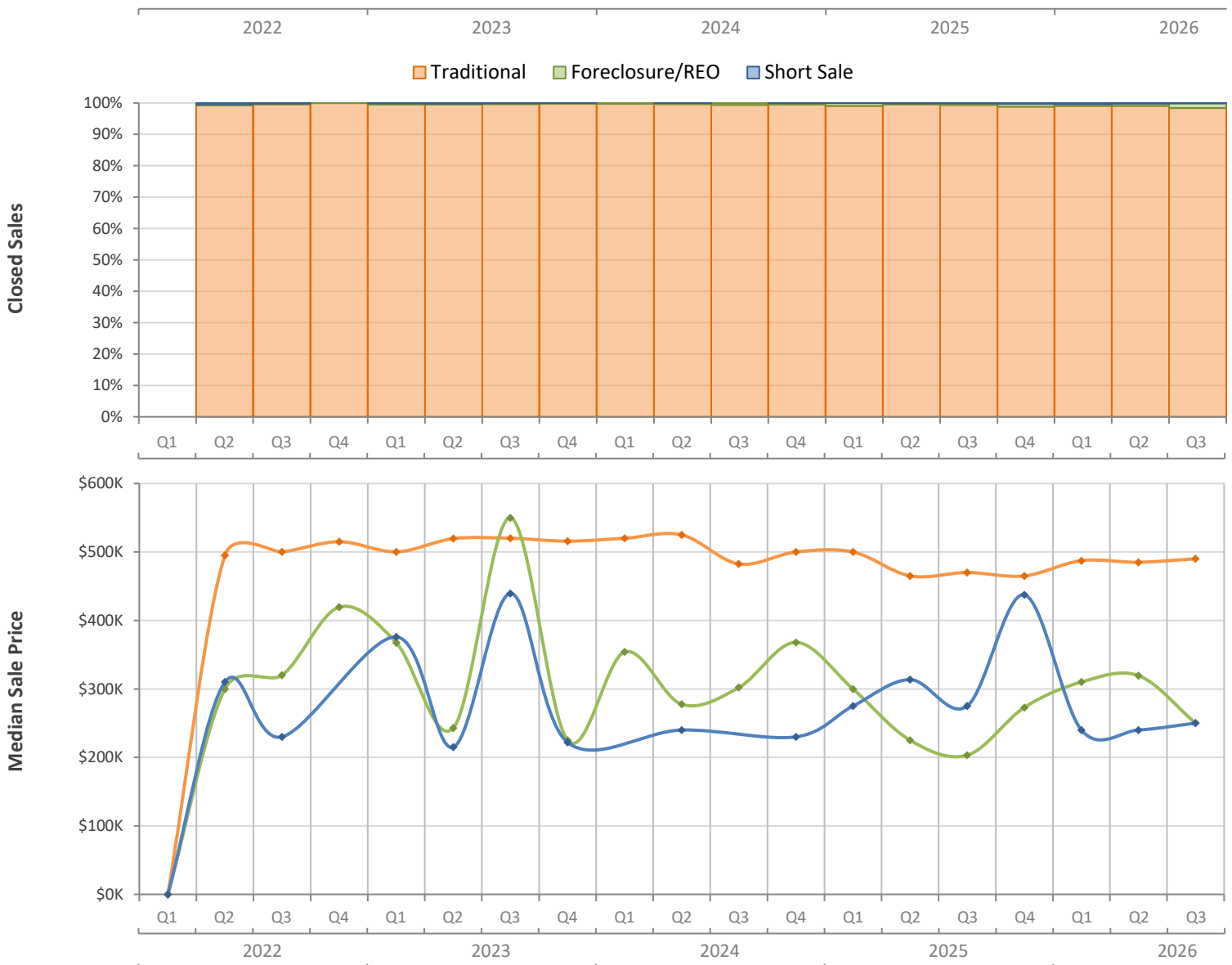
Quarterly Distressed Market - Q3 2026

Single-Family Homes

Sarasota County



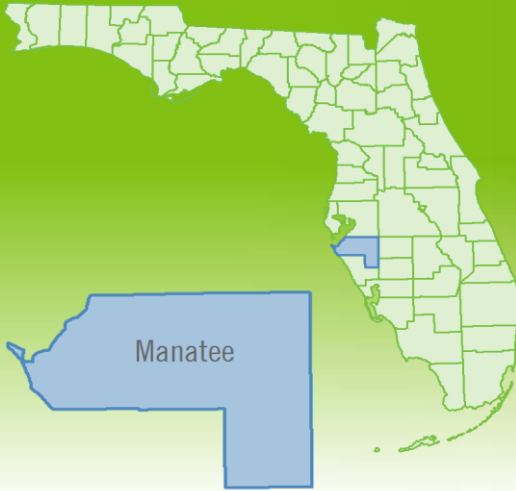
		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	2,037	1,997	2.0%
	Median Sale Price	\$490,000	\$470,000	4.3%
Foreclosure/REO	Closed Sales	31	10	210.0%
	Median Sale Price	\$250,000	\$203,175	23.0%
Short Sale	Closed Sales	3	3	0.0%
	Median Sale Price	\$250,000	\$275,000	-9.1%



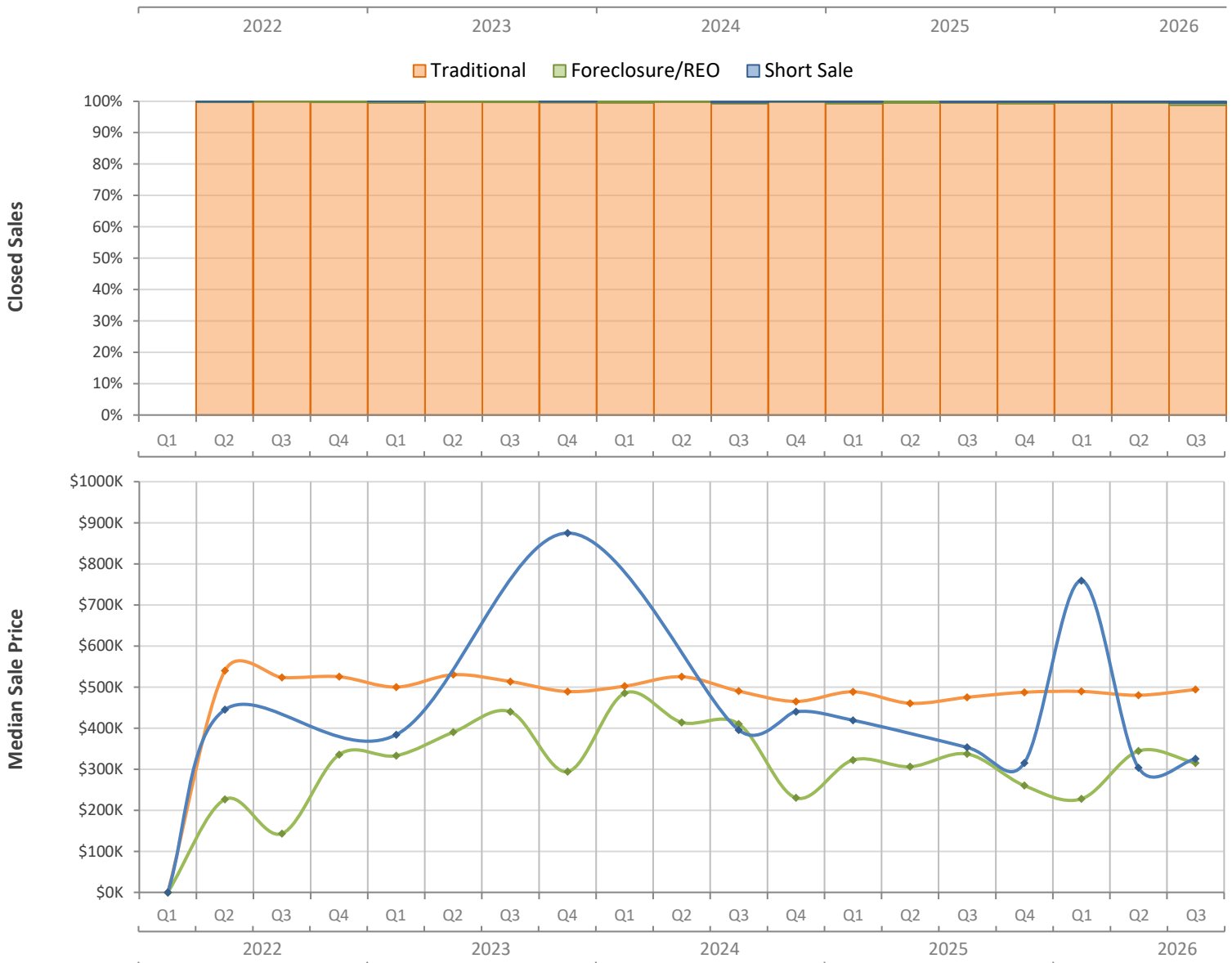
Quarterly Distressed Market - Q3 2026

Single-Family Homes

Manatee County



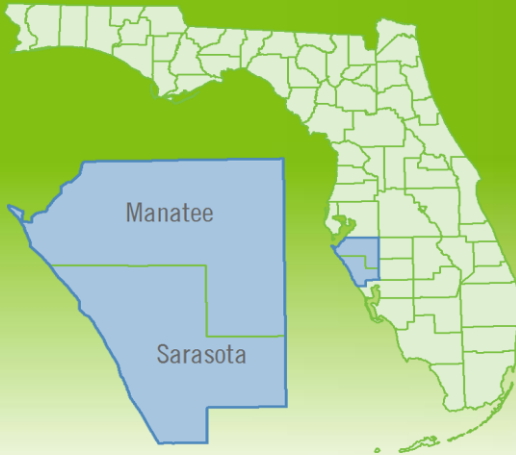
		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,992	1,927	3.4%
	Median Sale Price	\$493,832	\$475,000	4.0%
Foreclosure/REO	Closed Sales	14	4	250.0%
	Median Sale Price	\$315,000	\$337,000	-6.5%
Short Sale	Closed Sales	11	5	120.0%
	Median Sale Price	\$325,000	\$353,000	-7.9%



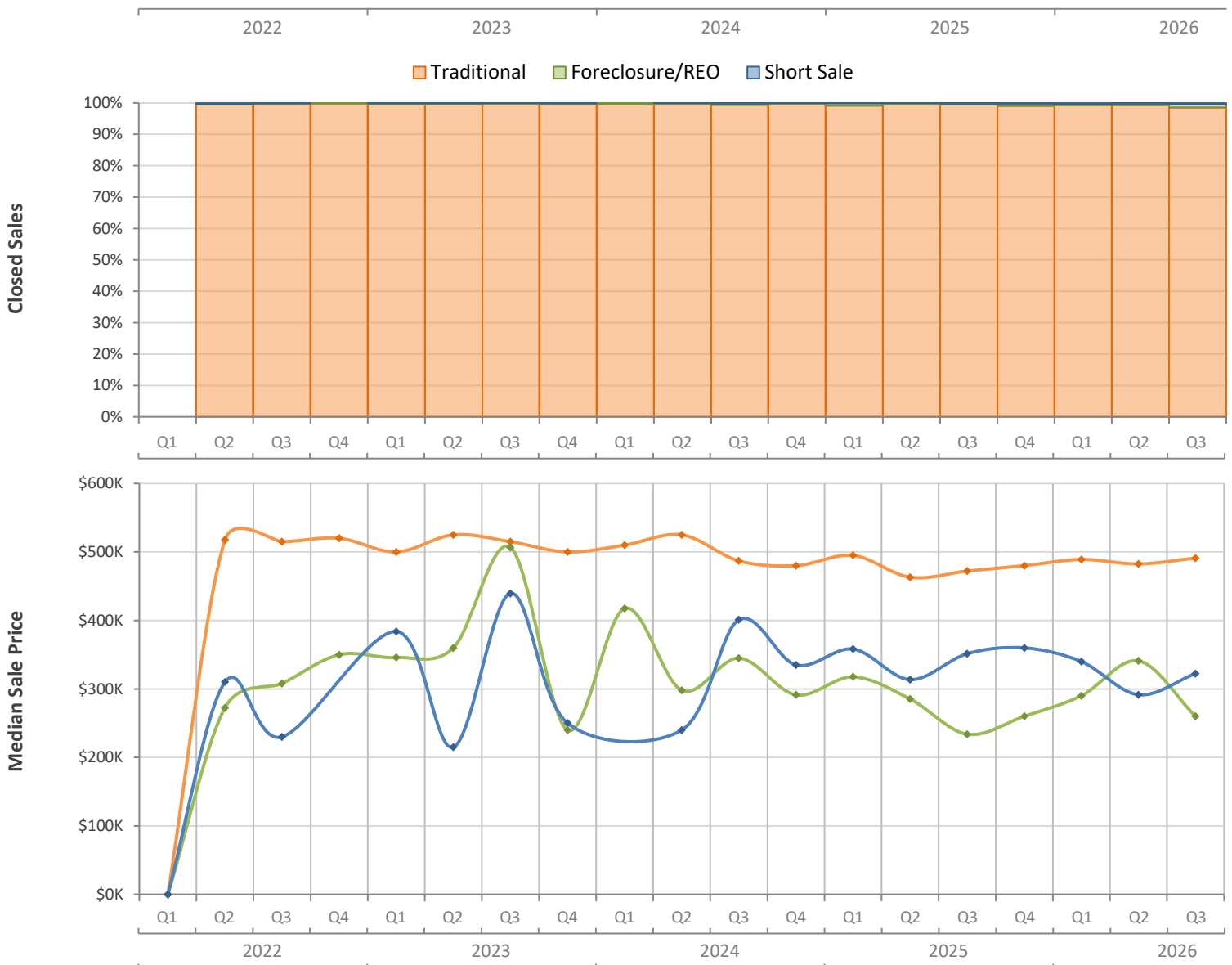
Quarterly Distressed Market - Q3 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	4,029	3,924	2.7%
	Median Sale Price	\$491,000	\$472,145	4.0%
Foreclosure/REO	Closed Sales	45	14	221.4%
	Median Sale Price	\$259,900	\$233,838	11.1%
Short Sale	Closed Sales	14	8	75.0%
	Median Sale Price	\$322,500	\$351,500	-8.3%



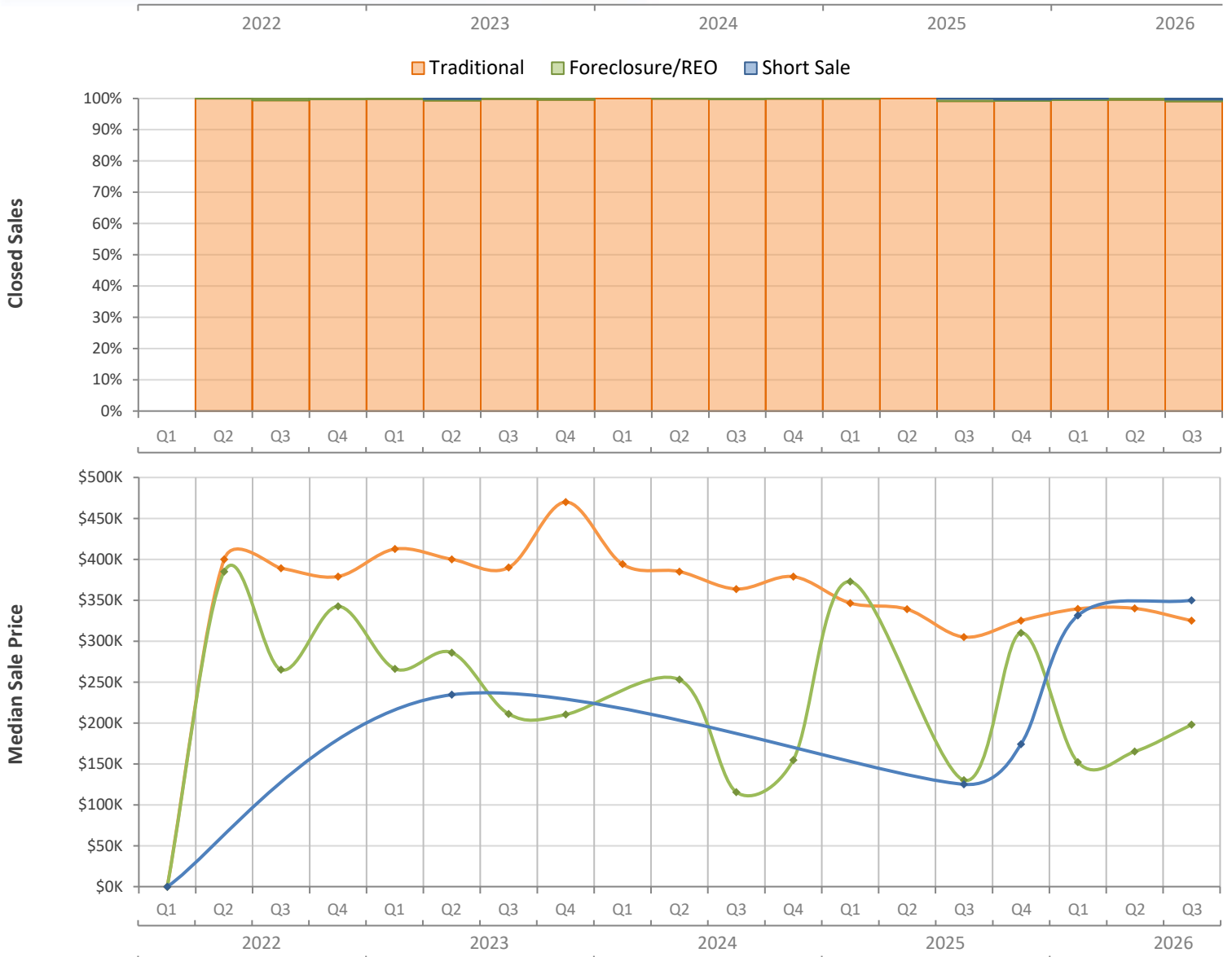
Quarterly Distressed Market - Q3 2026

Townhouses and Condos

Sarasota County



		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	899	710	26.6%
	Median Sale Price	\$324,950	\$305,000	6.5%
Foreclosure/REO	Closed Sales	6	5	20.0%
	Median Sale Price	\$197,925	\$130,000	52.3%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$350,000	\$125,000	180.0%



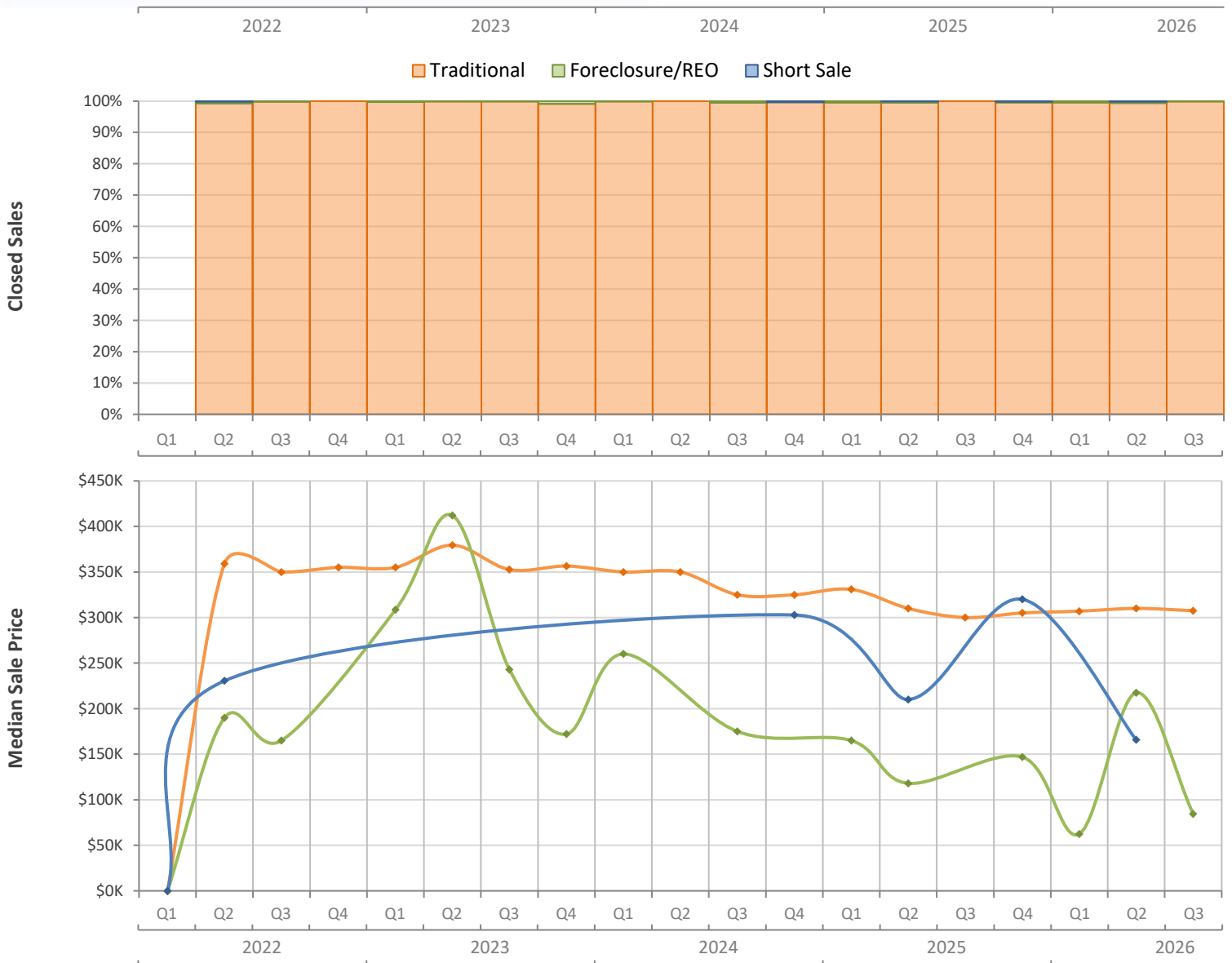
Quarterly Distressed Market - Q3 2026

Townhouses and Condos

Manatee County



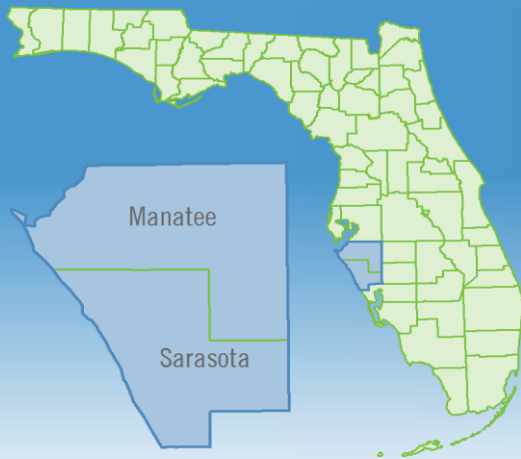
		Q3 2026	Q3 2025	Percent Change Year-over-Year
Traditional	Closed Sales	702	617	13.8%
	Median Sale Price	\$307,500	\$300,000	2.5%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$84,525	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Quarterly Distressed Market - Q3 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		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%

