Monthly Market Detail - September 2026
Townhouses and Condos
Manatee County

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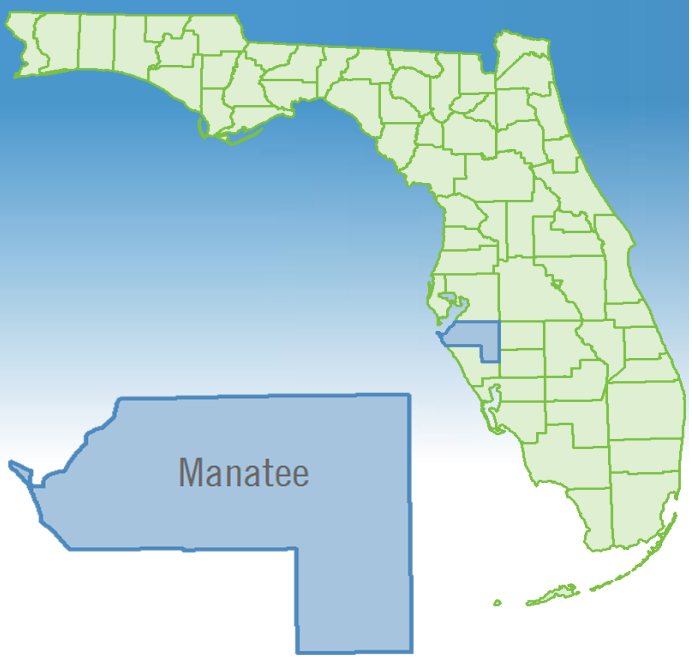


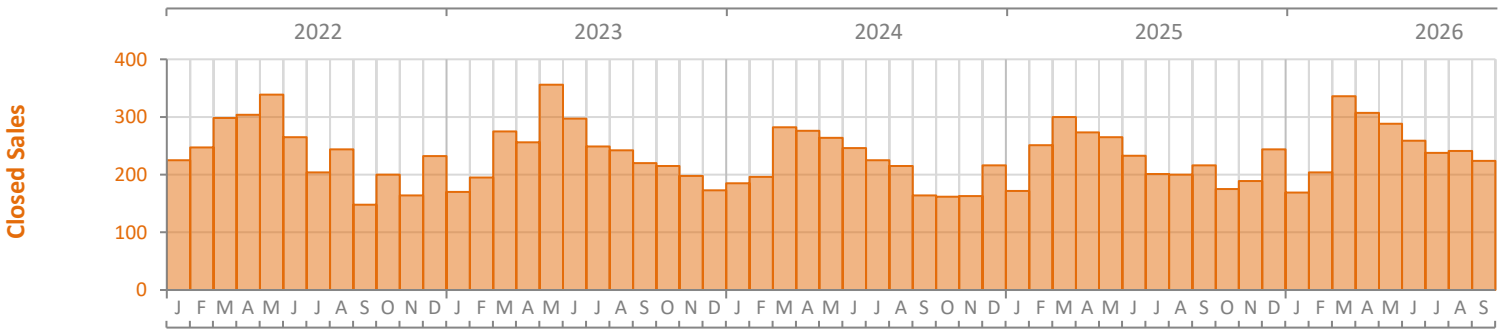
Summary Statistics	September 2026	September 2025	Percent Change Year-over-Year
Closed Sales	224	216	3.7%
Paid in Cash	108	112	-3.6%
Median Sale Price	$296,500	$296,500	0.0%
Average Sale Price	$330,665	$306,864	7.8%
Dollar Volume	$74.1 Million	$66.3 Million	11.7%
Median Percent of Original List Price Received	91.5%	89.8%	1.9%
Median Time to Contract	76 Days	92 Days	-17.4%
Median Time to Sale	125 Days	130 Days	-3.8%
New Pending Sales	173	167	3.6%
New Listings	285	264	8.0%
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 month

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

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	2,266	7.3%
September 2026	**224**	**3.7%**
August 2026	241	20.5%
July 2026	238	18.4%
June 2026	259	11.2%
May 2026	288	8.7%
April 2026	307	12.5%
March 2026	336	12.0%
February 2026	204	-18.7%
January 2026	169	-1.7%
December 2025	244	13.0%
November 2025	189	16.0%
October 2025	175	8.0%
September 2025	216	31.7%



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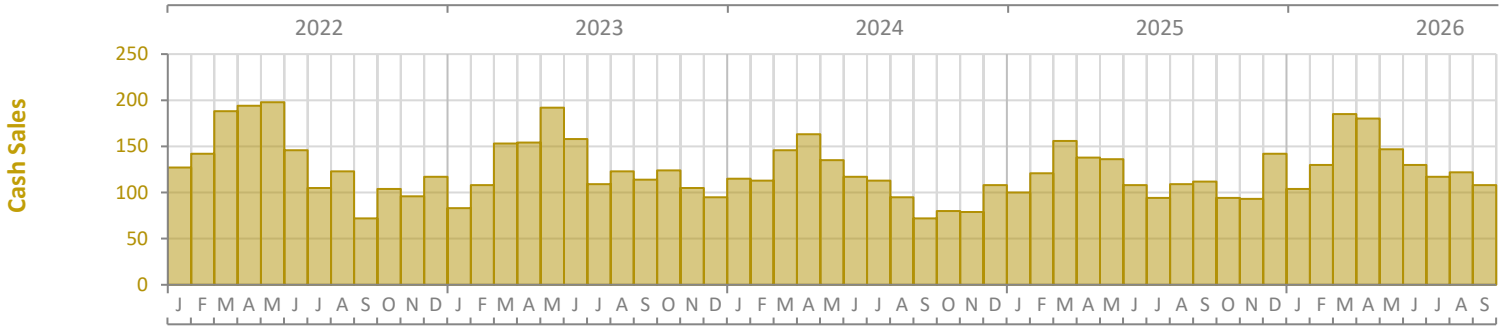
Cash Sales

The number of Closed Sales during the month 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.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,223	13.9%
September 2026	**108**	**-3.6%**
August 2026	122	11.9%
July 2026	117	24.5%
June 2026	130	20.4%
May 2026	147	8.1%
April 2026	180	30.4%
March 2026	185	18.6%
February 2026	130	7.4%
January 2026	104	4.0%
December 2025	142	31.5%
November 2025	93	17.7%
October 2025	94	17.5%
September 2025	112	55.6%

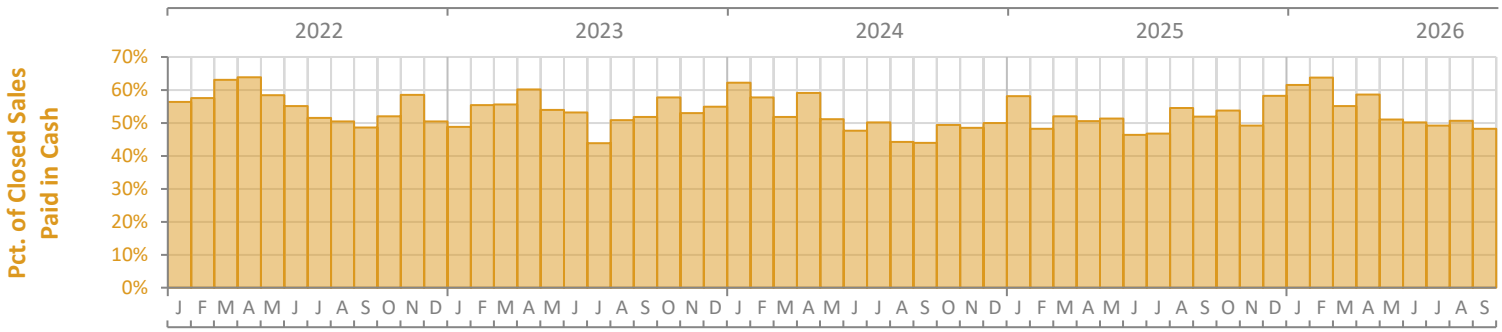


Cash Sales as a Percentage of Closed Sales

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

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	54.0%	6.1%
September 2026	**48.2%**	**-7.1%**
August 2026	50.6%	-7.2%
July 2026	49.2%	5.1%
June 2026	50.2%	8.2%
May 2026	51.0%	-0.6%
April 2026	58.6%	16.0%
March 2026	55.1%	6.0%
February 2026	63.7%	32.2%
January 2026	61.5%	5.9%
December 2025	58.2%	16.4%
November 2025	49.2%	1.4%
October 2025	53.7%	8.7%
September 2025	51.9%	18.2%



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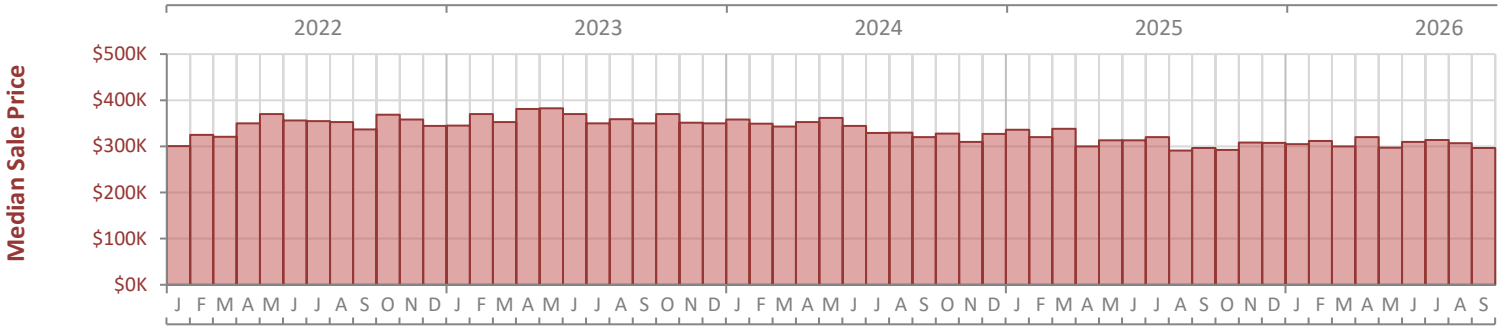
Median Sale Price

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

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	$306,250	-2.2%
September 2026	**$296,500**	**0.0%**
August 2026	$307,000	5.4%
July 2026	$313,950	-1.9%
June 2026	$310,000	-0.9%
May 2026	$297,000	-5.1%
April 2026	$320,000	6.6%
March 2026	$300,000	-11.3%
February 2026	$311,995	-2.5%
January 2026	$305,000	-9.2%
December 2025	$307,500	-6.0%
November 2025	$308,000	-0.6%
October 2025	$292,500	-10.8%
September 2025	$296,500	-7.3%

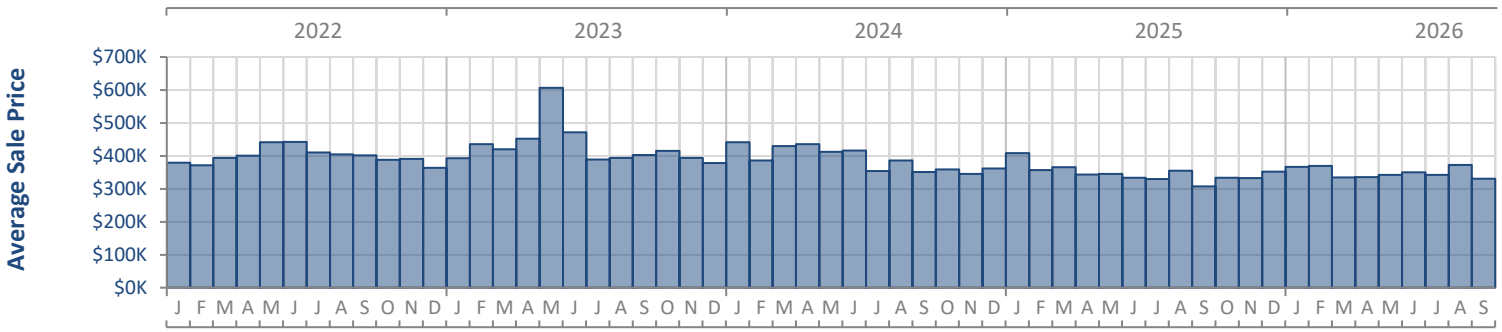


Average Sale Price

The average sale price reported for the month (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.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	$347,354	-0.4%
September 2026	**$330,665**	**7.8%**
August 2026	$372,591	5.0%
July 2026	$342,030	3.7%
June 2026	$349,674	4.7%
May 2026	$341,985	-1.0%
April 2026	$335,660	-2.3%
March 2026	$334,627	-8.5%
February 2026	$369,085	3.3%
January 2026	$366,887	-10.1%
December 2025	$352,068	-2.7%
November 2025	$332,602	-3.6%
October 2025	$333,774	-6.9%
September 2025	$306,864	-12.7%



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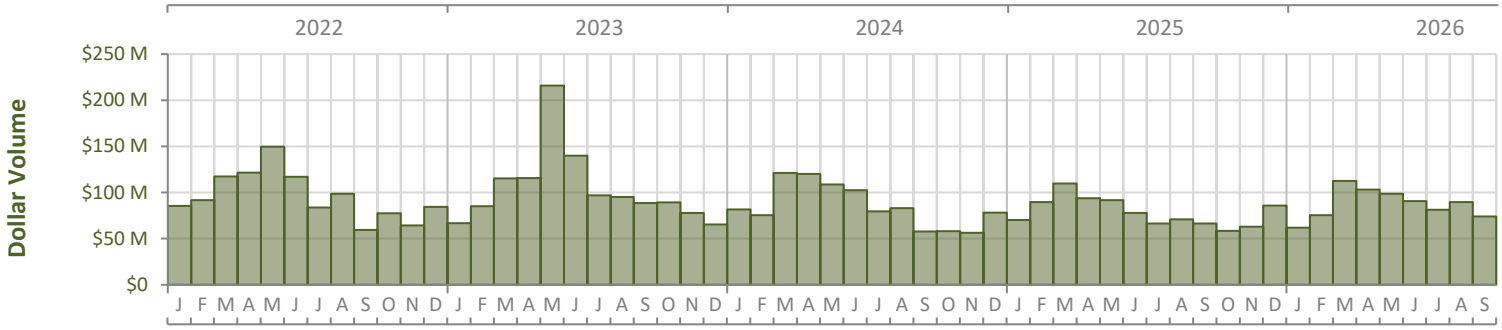
Dollar Volume

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

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.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$787.1 Million	6.9%
September 2026	**$74.1 Million**	**11.7%**
August 2026	$89.8 Million	26.5%
July 2026	$81.4 Million	22.7%
June 2026	$90.6 Million	16.4%
May 2026	$98.5 Million	7.6%
April 2026	$103.0 Million	9.9%
March 2026	$112.4 Million	2.5%
February 2026	$75.3 Million	-16.0%
January 2026	$62.0 Million	-11.7%
December 2025	$85.9 Million	9.9%
November 2025	$62.9 Million	11.8%
October 2025	$58.4 Million	0.5%
September 2025	$66.3 Million	15.0%

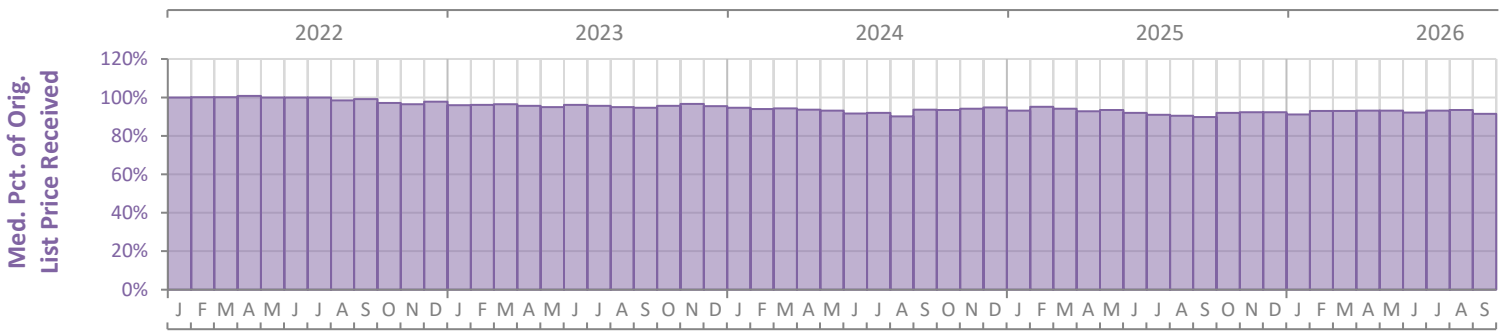


Median Percent of Original List Price Received

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

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.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	92.9%	0.1%
September 2026	**91.5%**	**1.9%**
August 2026	93.4%	3.3%
July 2026	93.2%	2.4%
June 2026	92.1%	0.1%
May 2026	93.2%	-0.2%
April 2026	93.2%	0.4%
March 2026	92.9%	-1.4%
February 2026	93.0%	-2.3%
January 2026	91.2%	-2.0%
December 2025	92.3%	-2.6%
November 2025	92.3%	-2.0%
October 2025	92.0%	-1.6%
September 2025	89.8%	-4.1%



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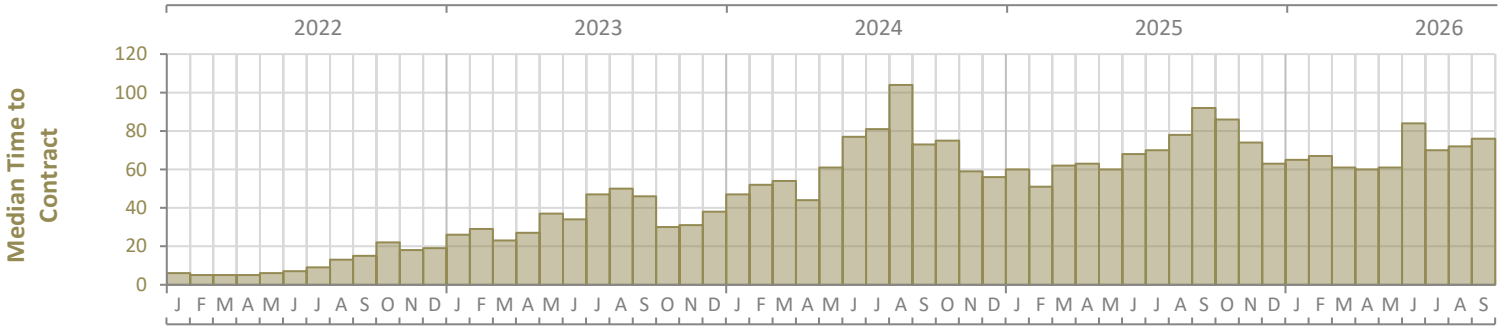
Median Time to Contract

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

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 month. 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.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	73 Days	4.3%
September 2026	**76 Days**	**-17.4%**
August 2026	72 Days	-7.7%
July 2026	70 Days	0.0%
June 2026	84 Days	23.5%
May 2026	61 Days	1.7%
April 2026	60 Days	-4.8%
March 2026	61 Days	-1.6%
February 2026	67 Days	31.4%
January 2026	65 Days	8.3%
December 2025	63 Days	12.5%
November 2025	74 Days	25.4%
October 2025	86 Days	14.7%
September 2025	92 Days	26.0%

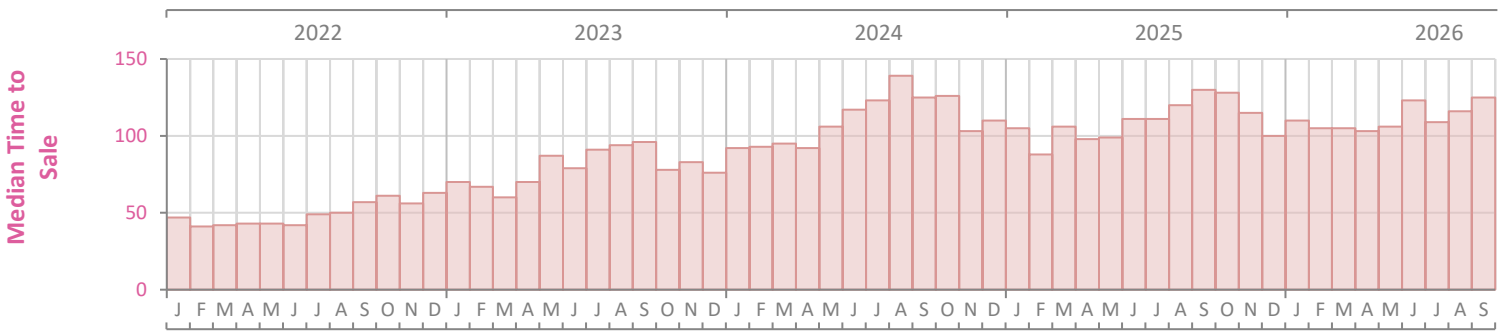


Median Time to Sale

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

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.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	114 Days	1.8%
September 2026	**125 Days**	**-3.8%**
August 2026	116 Days	-3.3%
July 2026	109 Days	-1.8%
June 2026	123 Days	10.8%
May 2026	106 Days	7.1%
April 2026	103 Days	5.1%
March 2026	105 Days	-0.9%
February 2026	105 Days	19.3%
January 2026	110 Days	4.8%
December 2025	100 Days	-9.1%
November 2025	115 Days	11.7%
October 2025	128 Days	1.6%
September 2025	130 Days	4.0%



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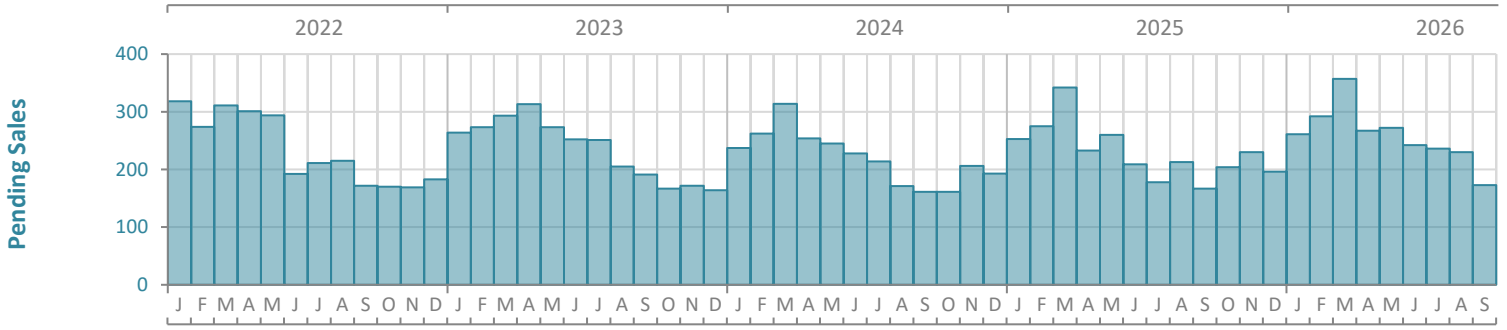
New Pending Sales

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

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.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	2,330	9.4%
September 2026	**173**	**3.6%**
August 2026	230	8.0%
July 2026	236	32.6%
June 2026	242	15.8%
May 2026	272	4.6%
April 2026	267	14.6%
March 2026	357	4.4%
February 2026	292	6.2%
January 2026	261	3.2%
December 2025	196	1.6%
November 2025	230	11.7%
October 2025	204	26.7%
September 2025	167	3.7%

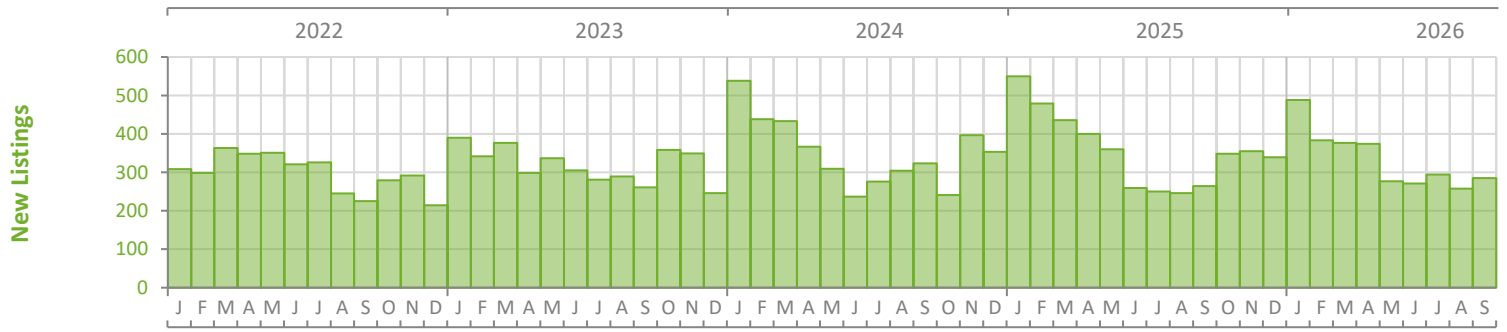


New Listings

The number of properties put onto the market during the month

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.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	3,007	-7.3%
September 2026	**285**	**8.0%**
August 2026	258	4.9%
July 2026	294	17.6%
June 2026	271	4.6%
May 2026	277	-23.1%
April 2026	374	-6.5%
March 2026	377	-13.5%
February 2026	383	-20.0%
January 2026	488	-11.3%
December 2025	339	-4.0%
November 2025	355	-10.6%
October 2025	348	44.4%
September 2025	264	-18.3%



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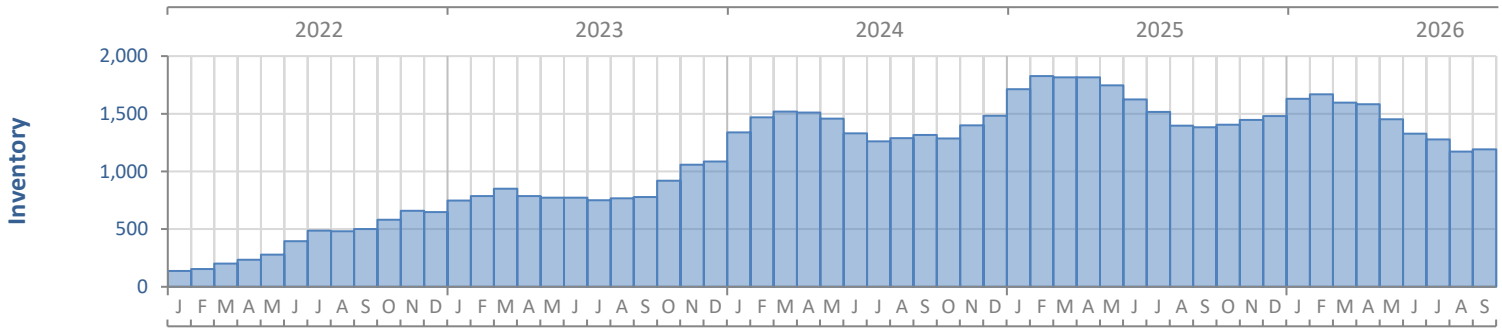
Inventory (Active Listings)

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

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,433	-13.1%
September 2026	**1,191**	**-13.9%**
August 2026	1,171	-16.1%
July 2026	1,277	-15.8%
June 2026	1,327	-18.2%
May 2026	1,452	-16.9%
April 2026	1,582	-12.9%
March 2026	1,597	-12.1%
February 2026	1,670	-8.6%
January 2026	1,631	-4.8%
December 2025	1,480	-0.2%
November 2025	1,447	3.4%
October 2025	1,405	9.3%
September 2025	1,384	5.2%

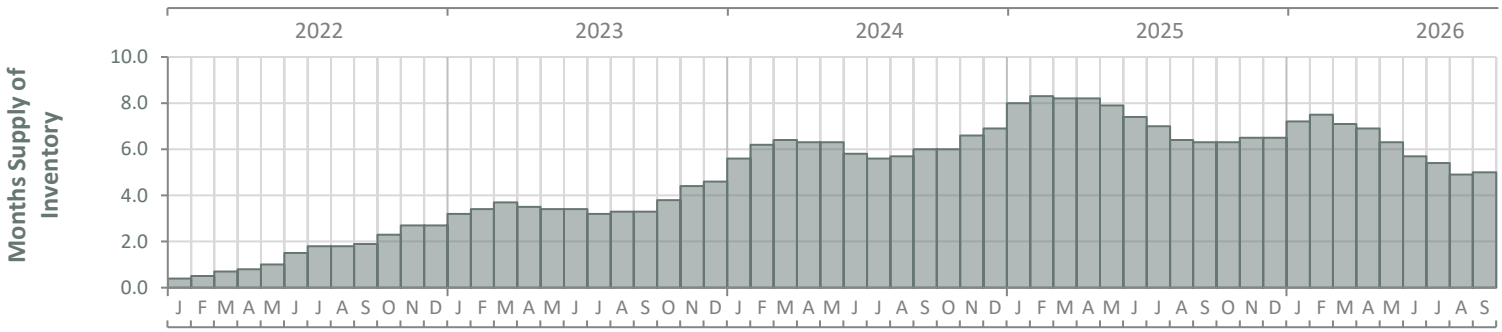


Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	6.2	-17.3%
September 2026	**5.0**	**-20.6%**
August 2026	4.9	-23.4%
July 2026	5.4	-22.9%
June 2026	5.7	-23.0%
May 2026	6.3	-20.3%
April 2026	6.9	-15.9%
March 2026	7.1	-13.4%
February 2026	7.5	-9.6%
January 2026	7.2	-10.0%
December 2025	6.5	-5.8%
November 2025	6.5	-1.5%
October 2025	6.3	5.0%
September 2025	6.3	5.0%



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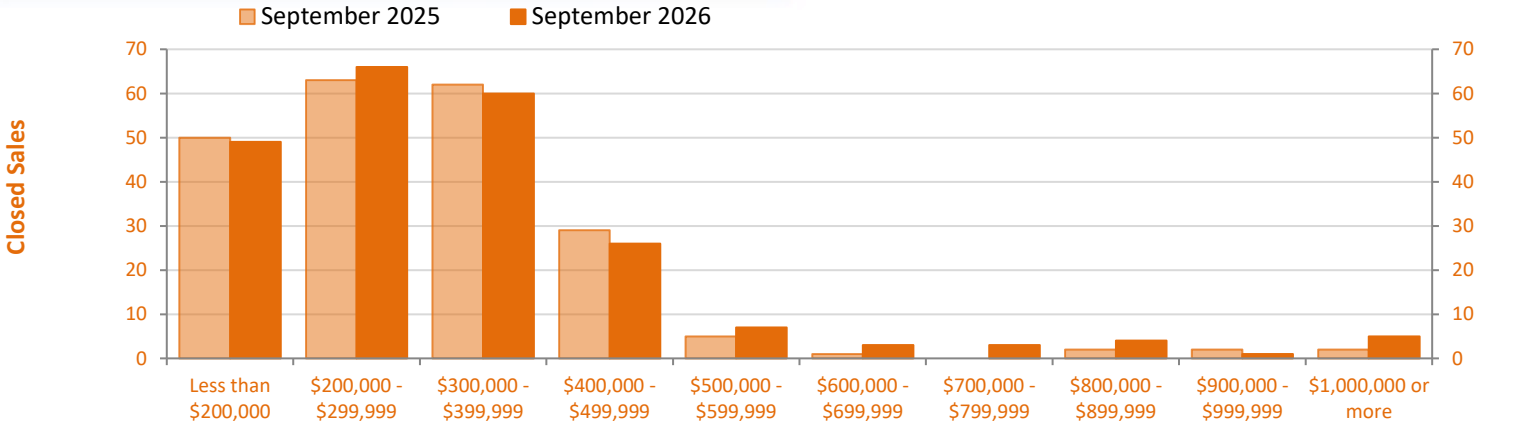
Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

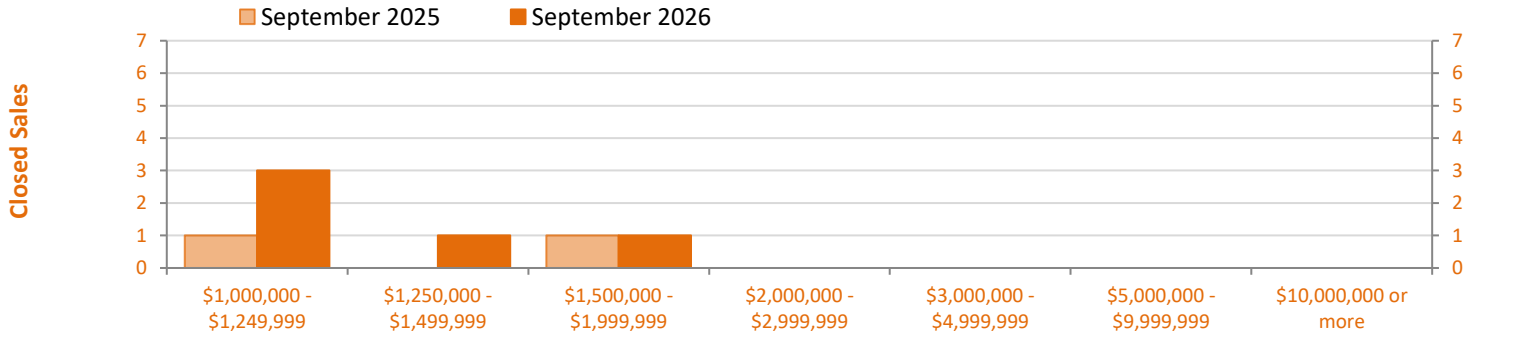
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	49	-2.0%
$200,000 - $299,999	66	4.8%
$300,000 - $399,999	60	-3.2%
$400,000 - $499,999	26	-10.3%
$500,000 - $599,999	7	40.0%
$600,000 - $699,999	3	200.0%
$700,000 - $799,999	3	N/A
$800,000 - $899,999	4	100.0%
$900,000 - $999,999	1	-50.0%
$1,000,000 or more	5	150.0%



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	3	200.0%
$1,250,000 - $1,499,999	1	N/A
$1,500,000 - $1,999,999	1	0.0%
$2,000,000 - $2,999,999	0	N/A
$3,000,000 - $4,999,999	0	N/A
$5,000,000 - $9,999,999	0	N/A
$10,000,000 or more	0	N/A



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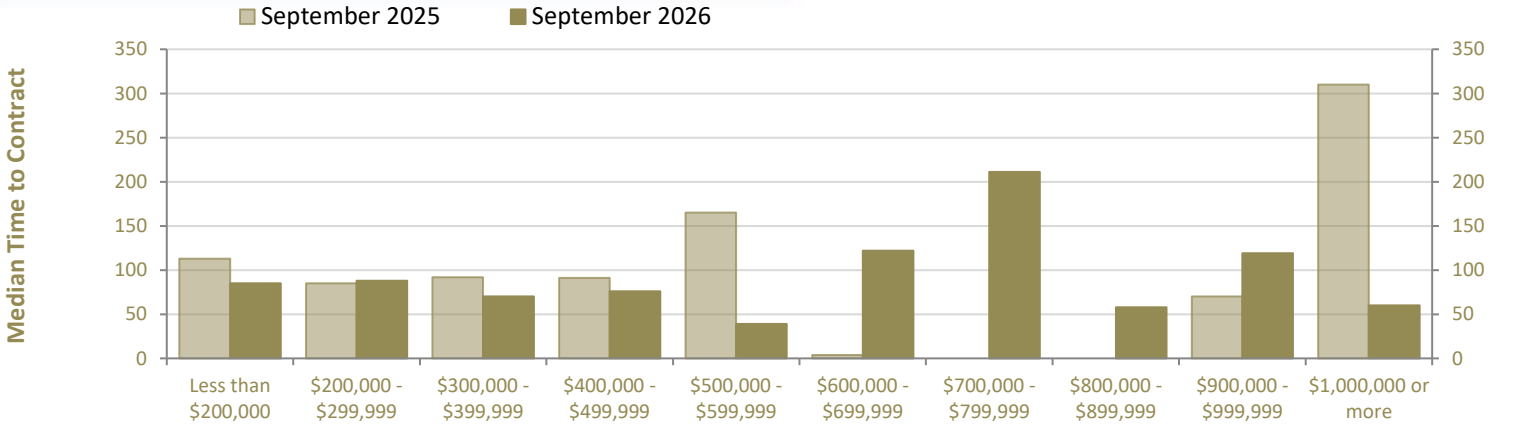
Median Time to Contract by Sale Price

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

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 month. 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.

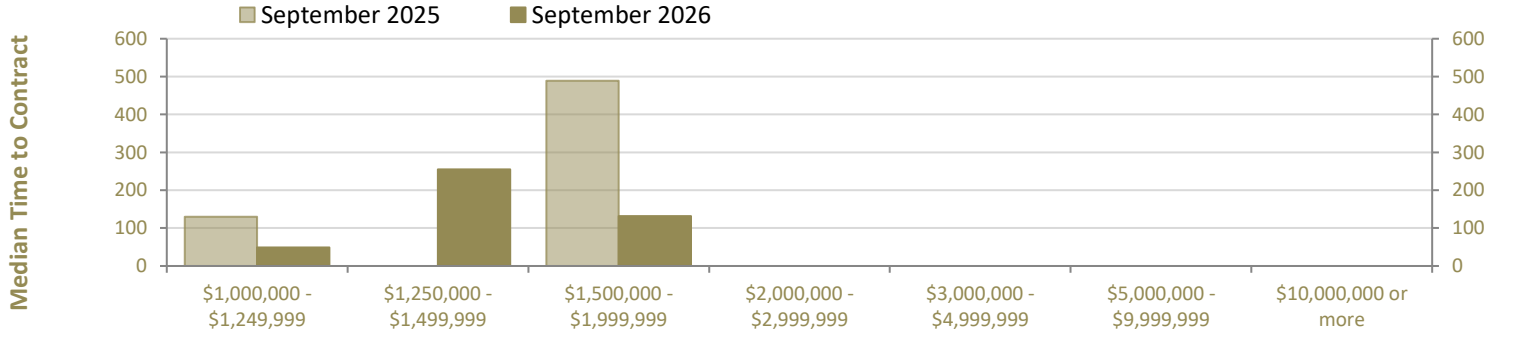
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	85 Days	-24.8%
$200,000 - $299,999	88 Days	3.5%
$300,000 - $399,999	70 Days	-23.9%
$400,000 - $499,999	76 Days	-16.5%
$500,000 - $599,999	39 Days	-76.4%
$600,000 - $699,999	122 Days	2950.0%
$700,000 - $799,999	211 Days	N/A
$800,000 - $899,999	58 Days	N/A
$900,000 - $999,999	119 Days	70.0%
$1,000,000 or more	60 Days	-80.6%



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	49 Days	-62.3%
$1,250,000 - $1,499,999	255 Days	N/A
$1,500,000 - $1,999,999	132 Days	-73.0%
$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	(No Sales)	N/A
$10,000,000 or more	(No Sales)	N/A



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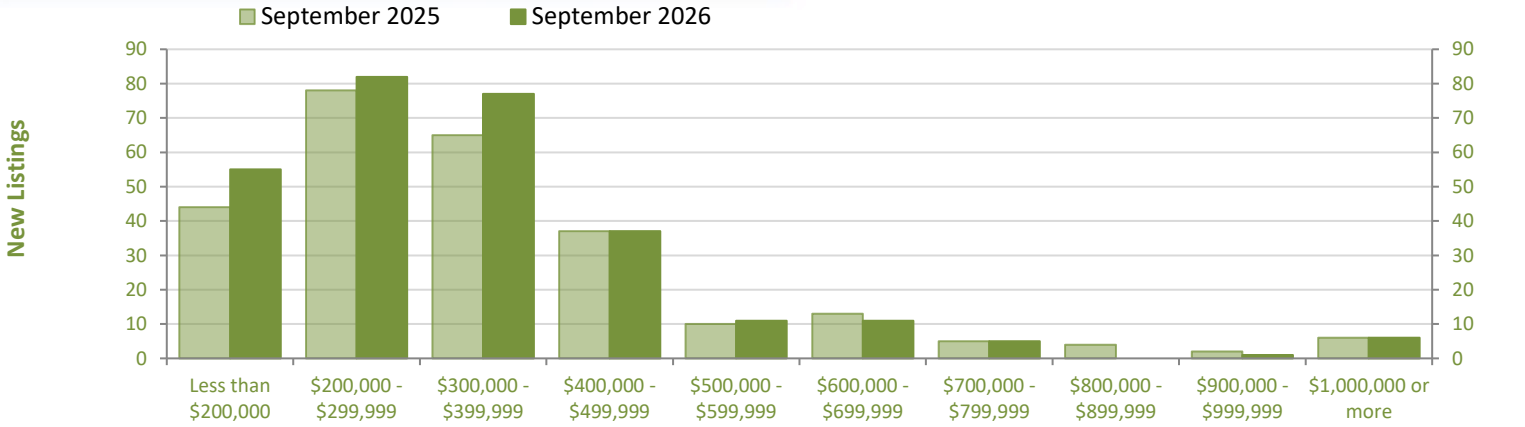
New Listings by Initial Listing Price

The number of properties put onto the market during the month

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.

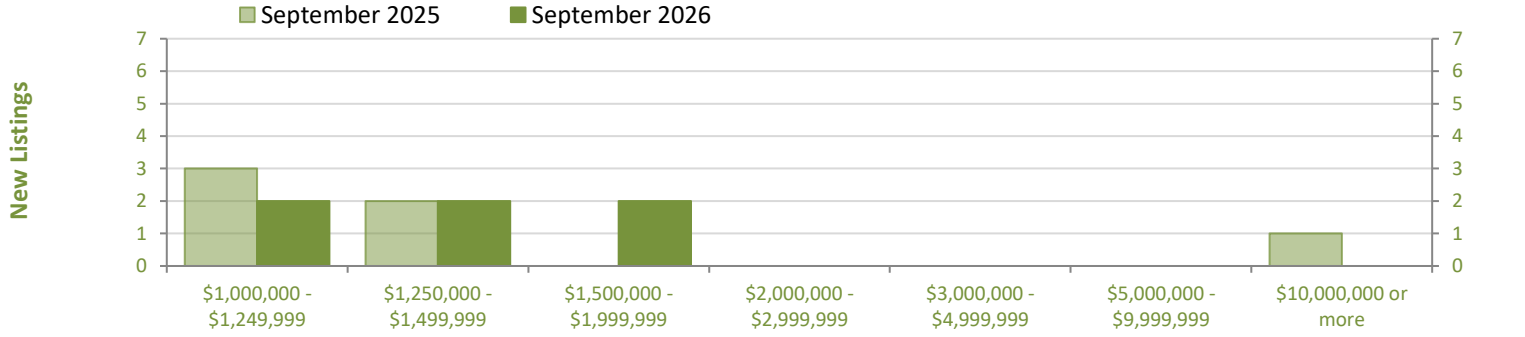
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	55	25.0%
$200,000 - $299,999	82	5.1%
$300,000 - $399,999	77	18.5%
$400,000 - $499,999	37	0.0%
$500,000 - $599,999	11	10.0%
$600,000 - $699,999	11	-15.4%
$700,000 - $799,999	5	0.0%
$800,000 - $899,999	0	-100.0%
$900,000 - $999,999	1	-50.0%
$1,000,000 or more	6	0.0%



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	2	-33.3%
$1,250,000 - $1,499,999	2	0.0%
$1,500,000 - $1,999,999	2	N/A
$2,000,000 - $2,999,999	0	N/A
$3,000,000 - $4,999,999	0	N/A
$5,000,000 - $9,999,999	0	N/A
$10,000,000 or more	0	-100.0%



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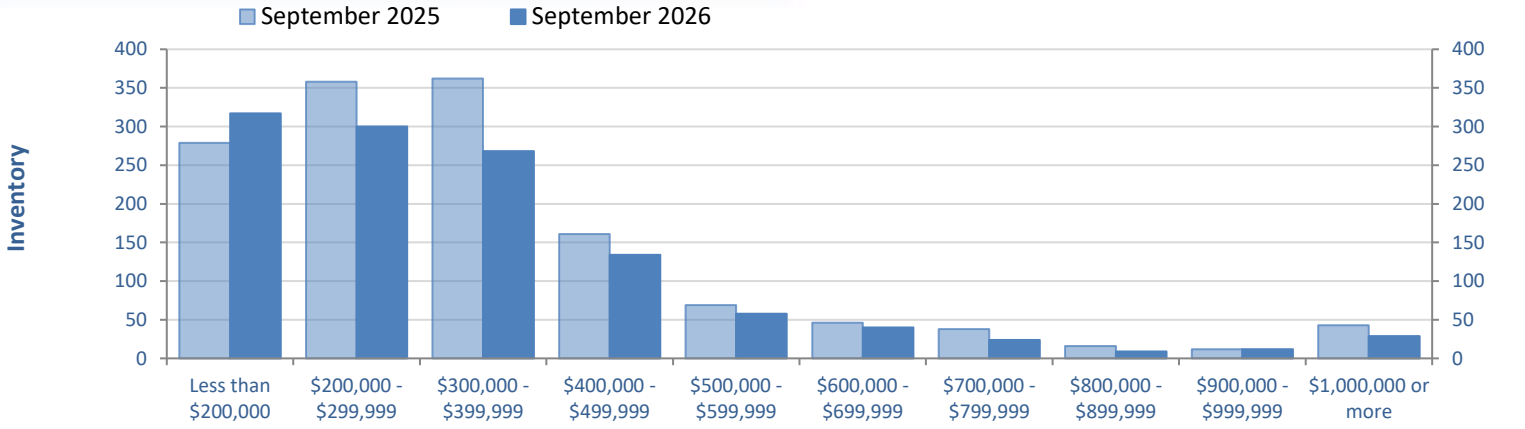
Inventory by Current Listing Price

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

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

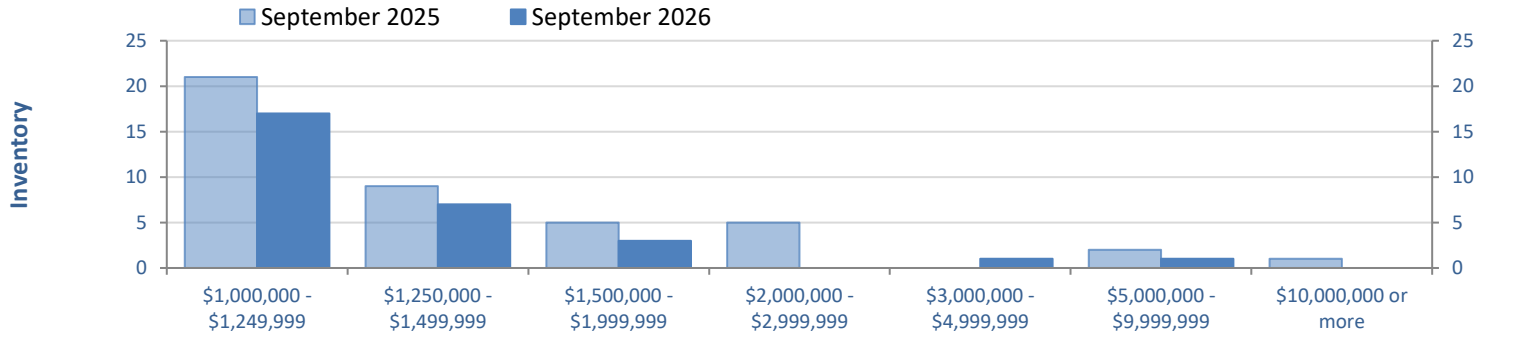
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	317	13.6%
$200,000 - $299,999	300	-16.2%
$300,000 - $399,999	268	-26.0%
$400,000 - $499,999	134	-16.8%
$500,000 - $599,999	58	-15.9%
$600,000 - $699,999	40	-13.0%
$700,000 - $799,999	24	-36.8%
$800,000 - $899,999	9	-43.8%
$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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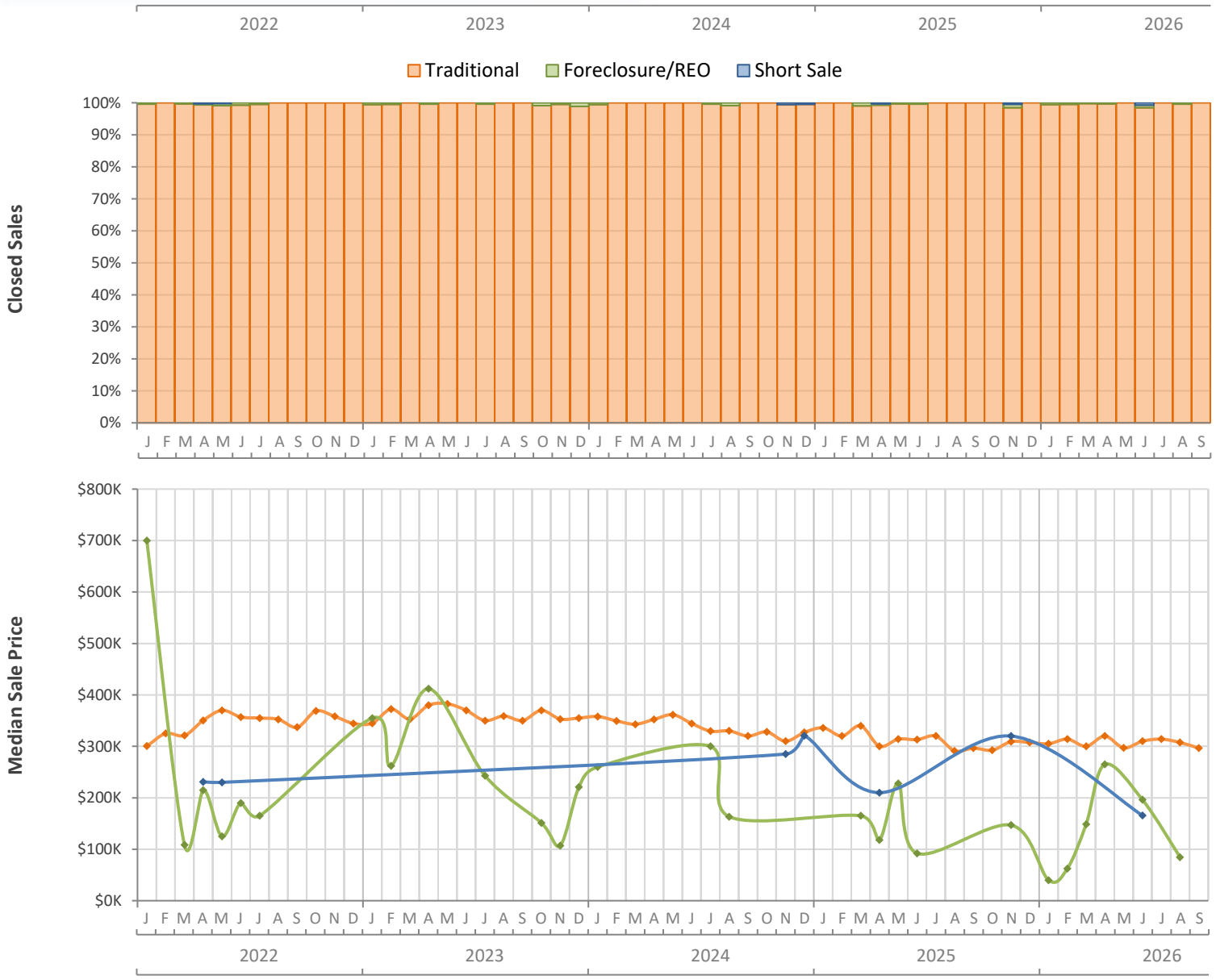
		September 2026	September 2025	Percent Change Year-over-Year
Traditional	Closed Sales	224	216	3.7%
	Median Sale Price	$296,500	$296,500	0.0%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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