Monthly Market Detail - September 2026
Townhouses and Condos
North Port-Sarasota-Bradenton MSA

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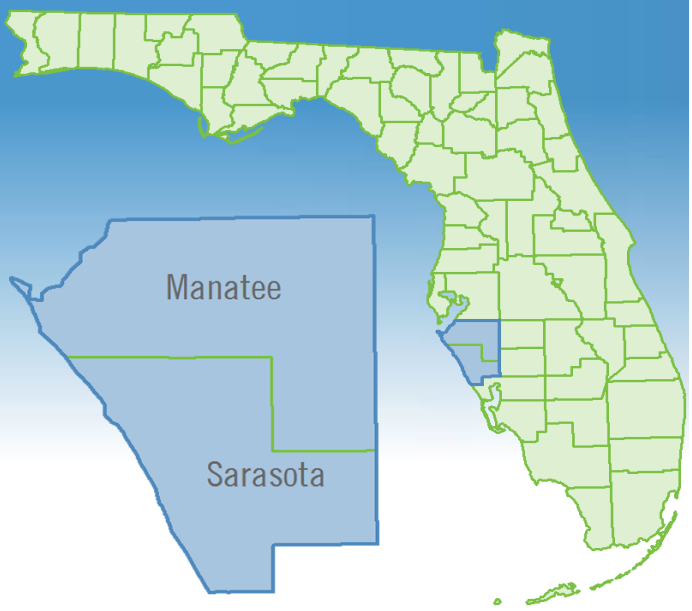


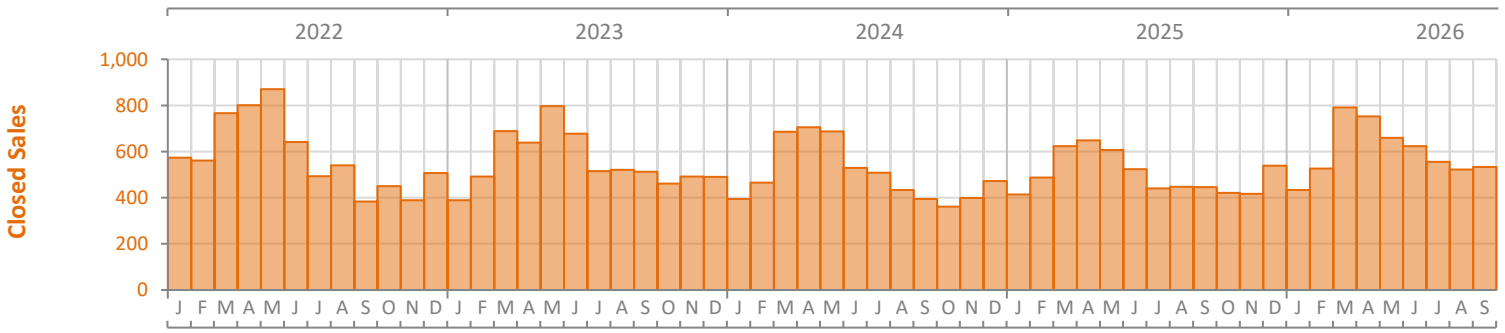
Summary Statistics	September 2026	September 2025	Percent Change Year-over-Year
Closed Sales	533	446	19.5%
Paid in Cash	303	250	21.2%
Median Sale Price	$320,000	$305,000	4.9%
Average Sale Price	$766,316	$364,887	110.0%
Dollar Volume	$408.4 Million	$162.7 Million	151.0%
Median Percent of Original List Price Received	92.3%	88.6%	4.2%
Median Time to Contract	77 Days	97 Days	-20.6%
Median Time to Sale	128 Days	132 Days	-3.0%
New Pending Sales	464	411	12.9%
New Listings	648	602	7.6%
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 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	5,395	16.3%
September 2026	**533**	**19.5%**
August 2026	522	16.8%
July 2026	556	26.4%
June 2026	623	19.1%
May 2026	659	8.6%
April 2026	752	16.0%
March 2026	791	26.8%
February 2026	526	7.8%
January 2026	433	4.6%
December 2025	539	14.2%
November 2025	417	4.5%
October 2025	421	16.3%
September 2025	446	13.2%



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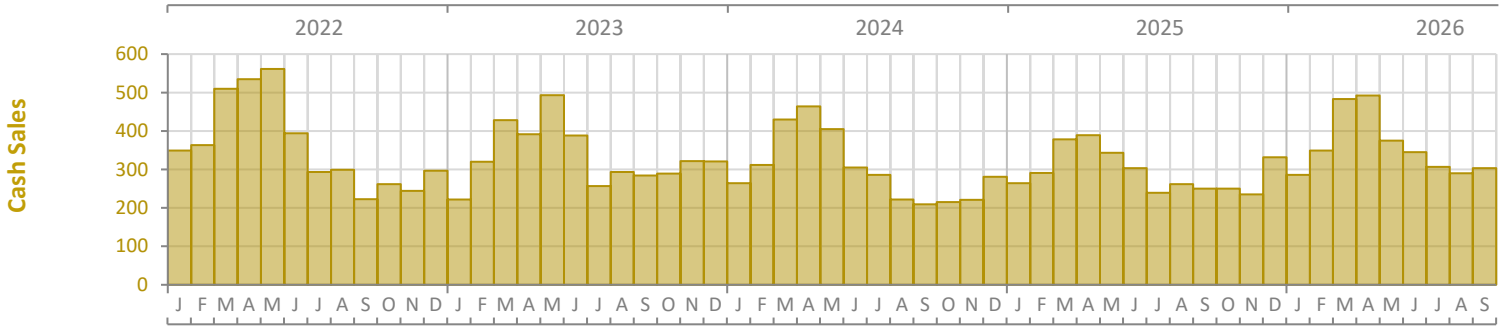
Cash Sales

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	3,230	18.8%
September 2026	**303**	**21.2%**
August 2026	290	10.7%
July 2026	307	28.5%
June 2026	345	13.9%
May 2026	375	9.3%
April 2026	492	26.5%
March 2026	483	27.8%
February 2026	349	19.9%
January 2026	286	8.3%
December 2025	332	18.1%
November 2025	235	6.3%
October 2025	250	16.3%
September 2025	250	19.6%

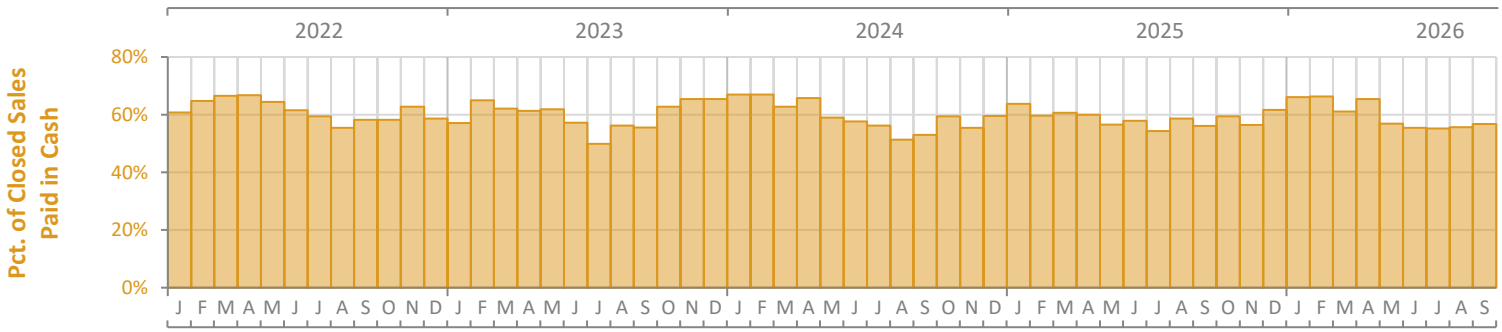


Cash Sales as a Percentage of Closed Sales

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	59.9%	2.2%
September 2026	**56.8%**	**1.2%**
August 2026	55.6%	-5.1%
July 2026	55.2%	1.7%
June 2026	55.4%	-4.3%
May 2026	56.9%	0.7%
April 2026	65.4%	9.0%
March 2026	61.1%	0.8%
February 2026	66.3%	11.2%
January 2026	66.1%	3.6%
December 2025	61.6%	3.5%
November 2025	56.4%	1.8%
October 2025	59.4%	0.0%
September 2025	56.1%	5.8%



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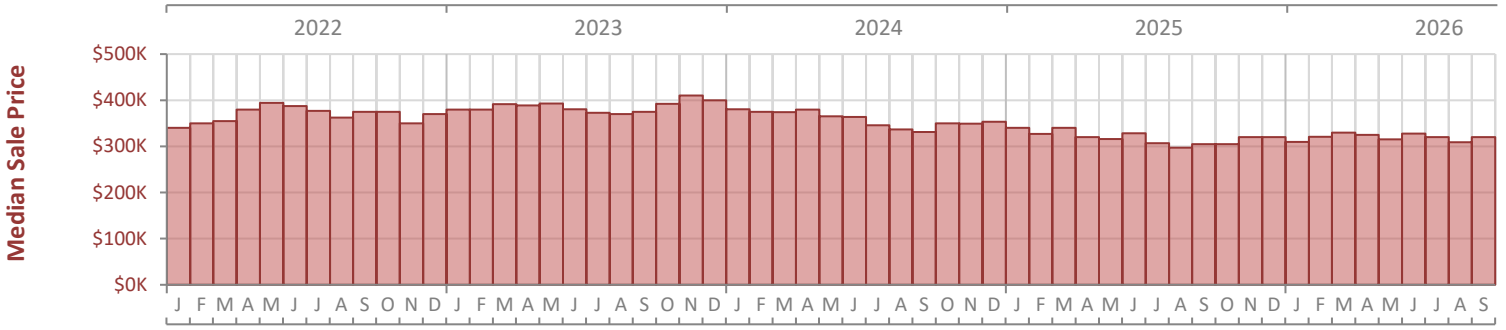
Median Sale Price

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	$320,000	0.0%
September 2026	**$320,000**	**4.9%**
August 2026	$309,225	4.1%
July 2026	$320,000	4.4%
June 2026	$328,000	-0.1%
May 2026	$315,000	-0.3%
April 2026	$325,000	1.6%
March 2026	$330,000	-2.9%
February 2026	$320,500	-2.0%
January 2026	$310,000	-8.8%
December 2025	$320,000	-9.5%
November 2025	$319,990	-8.3%
October 2025	$305,000	-12.8%
September 2025	$305,000	-7.9%

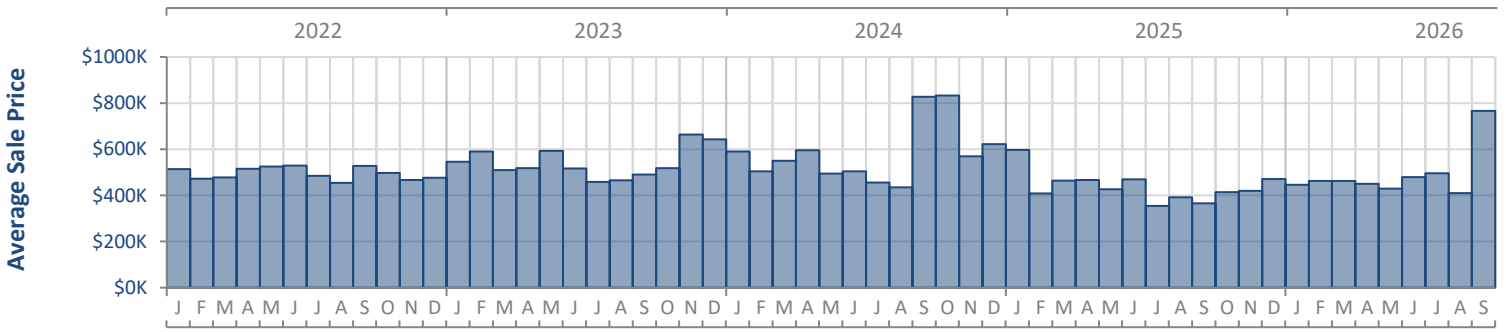


Average Sale Price

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	$485,815	10.6%
September 2026	**$766,316**	**110.0%**
August 2026	$409,717	4.6%
July 2026	$495,587	39.8%
June 2026	$479,501	2.2%
May 2026	$428,945	0.6%
April 2026	$450,820	-3.3%
March 2026	$463,218	-0.3%
February 2026	$462,472	13.1%
January 2026	$445,769	-25.4%
December 2025	$471,434	-24.3%
November 2025	$419,372	-26.4%
October 2025	$413,749	-50.4%
September 2025	$364,887	-55.9%



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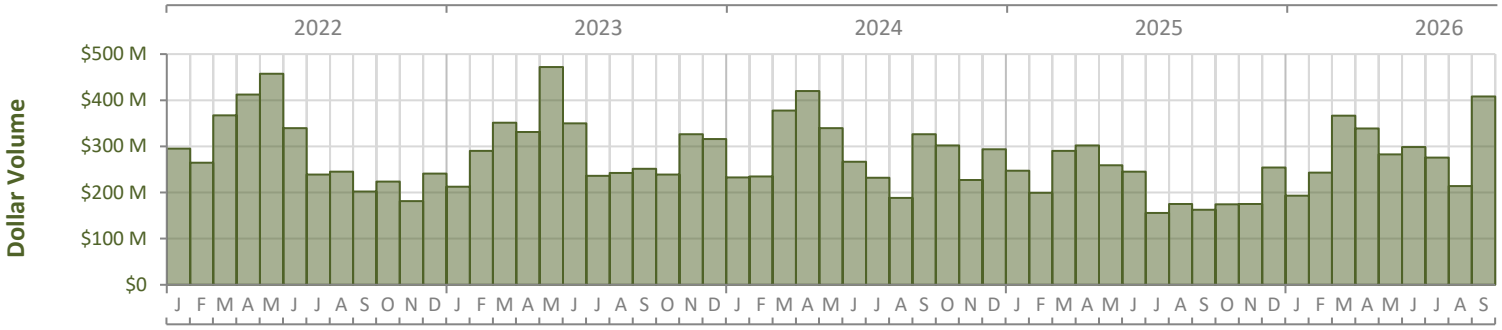
Dollar Volume

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	$2.6 Billion	28.7%
September 2026	**$408.4 Million**	**151.0%**
August 2026	$213.9 Million	22.1%
July 2026	$275.5 Million	76.6%
June 2026	$298.7 Million	21.8%
May 2026	$282.7 Million	9.3%
April 2026	$339.0 Million	12.2%
March 2026	$366.4 Million	26.4%
February 2026	$243.3 Million	21.9%
January 2026	$193.0 Million	-22.0%
December 2025	$254.1 Million	-13.6%
November 2025	$174.9 Million	-23.1%
October 2025	$174.2 Million	-42.3%
September 2025	$162.7 Million	-50.1%

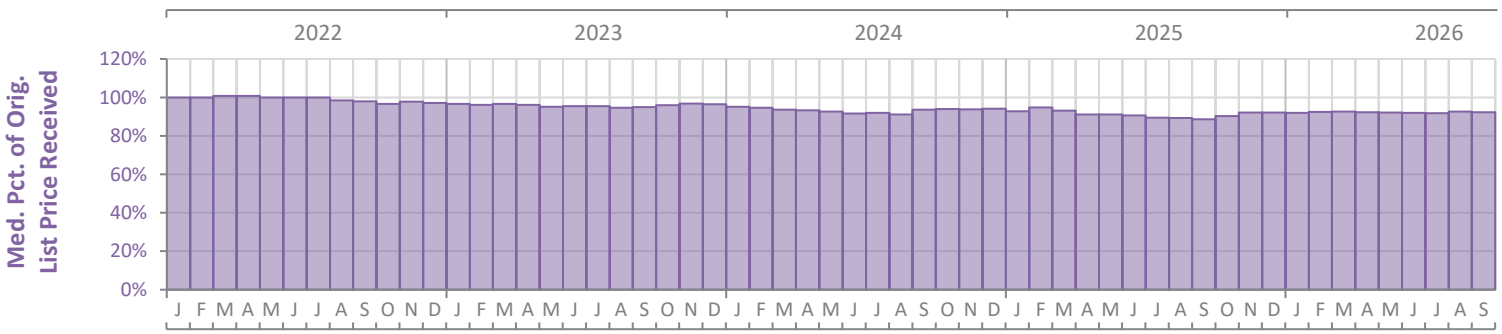


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	92.3%	1.0%
September 2026	**92.3%**	**4.2%**
August 2026	92.7%	3.8%
July 2026	91.8%	2.7%
June 2026	92.0%	1.4%
May 2026	92.1%	1.1%
April 2026	92.3%	1.2%
March 2026	92.7%	-0.5%
February 2026	92.4%	-2.5%
January 2026	92.0%	-0.9%
December 2025	92.2%	-2.0%
November 2025	92.1%	-1.8%
October 2025	90.3%	-3.8%
September 2025	88.6%	-5.3%



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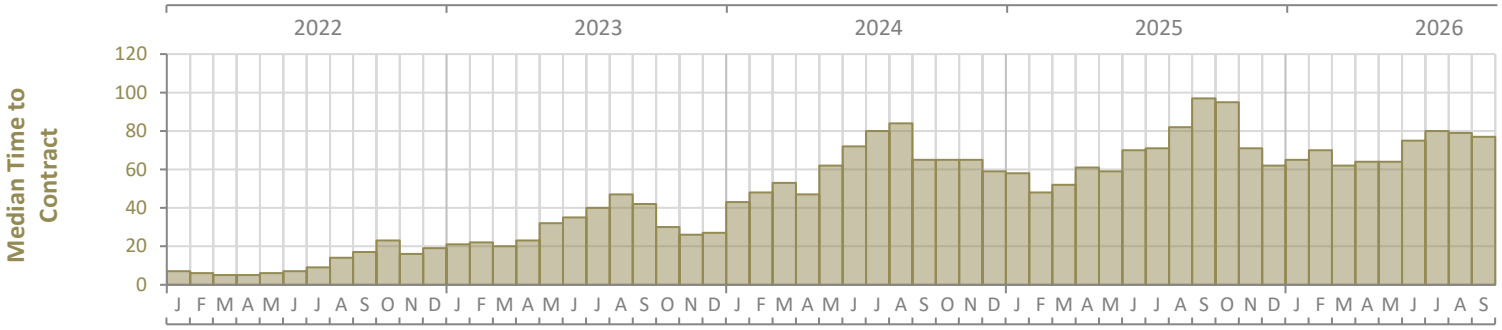
Median Time to Contract

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	80 Days	15.9%
September 2026	**77 Days**	**-20.6%**
August 2026	79 Days	-3.7%
July 2026	80 Days	12.7%
June 2026	75 Days	7.1%
May 2026	64 Days	8.5%
April 2026	64 Days	4.9%
March 2026	62 Days	19.2%
February 2026	70 Days	45.8%
January 2026	65 Days	12.1%
December 2025	62 Days	5.1%
November 2025	71 Days	9.2%
October 2025	95 Days	46.2%
September 2025	97 Days	49.2%

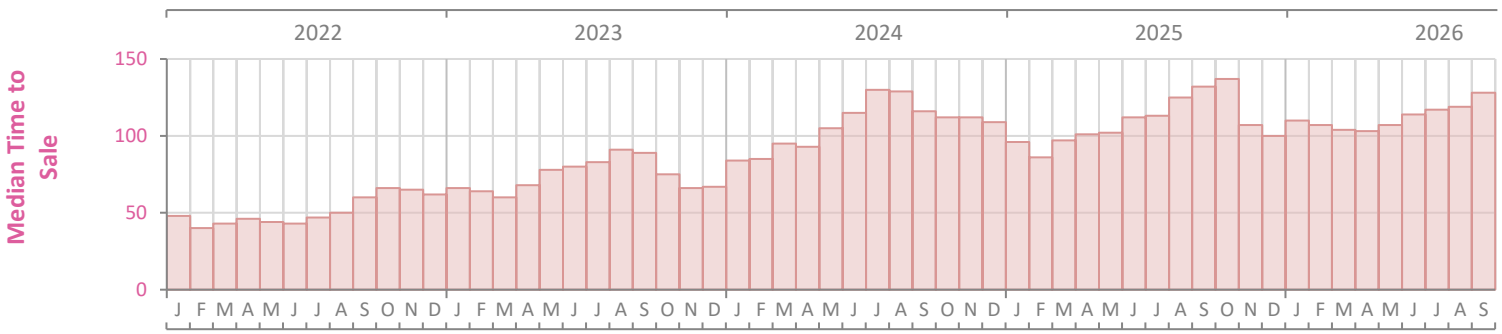


Median Time to Sale

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	124 Days	11.7%
September 2026	**128 Days**	**-3.0%**
August 2026	119 Days	-4.8%
July 2026	117 Days	3.5%
June 2026	114 Days	1.8%
May 2026	107 Days	4.9%
April 2026	103 Days	2.0%
March 2026	104 Days	7.2%
February 2026	107 Days	24.4%
January 2026	110 Days	14.6%
December 2025	100 Days	-8.3%
November 2025	107 Days	-4.5%
October 2025	137 Days	22.3%
September 2025	132 Days	13.8%



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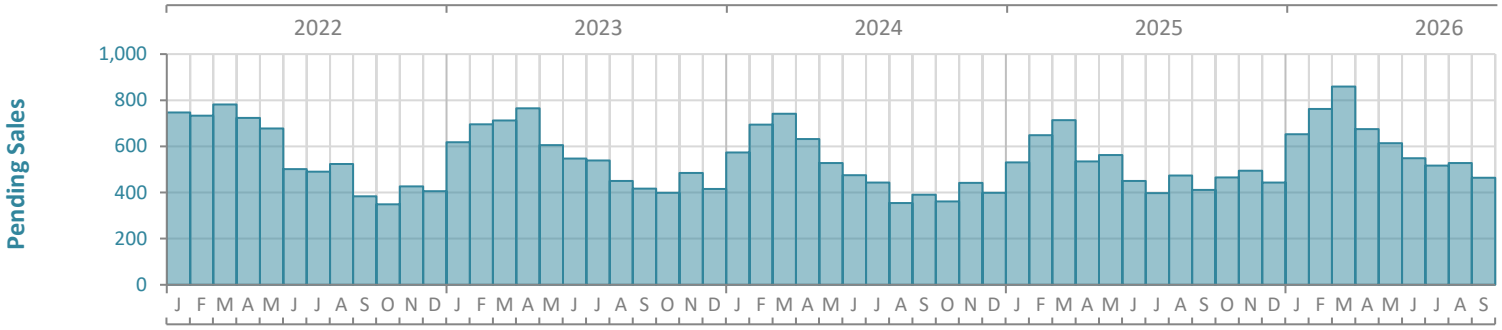
New Pending Sales

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	5,620	19.0%
September 2026	**464**	**12.9%**
August 2026	528	11.4%
July 2026	517	29.9%
June 2026	549	22.0%
May 2026	614	9.3%
April 2026	675	26.2%
March 2026	859	20.3%
February 2026	762	17.4%
January 2026	652	23.0%
December 2025	443	11.0%
November 2025	495	12.0%
October 2025	466	29.1%
September 2025	411	5.4%

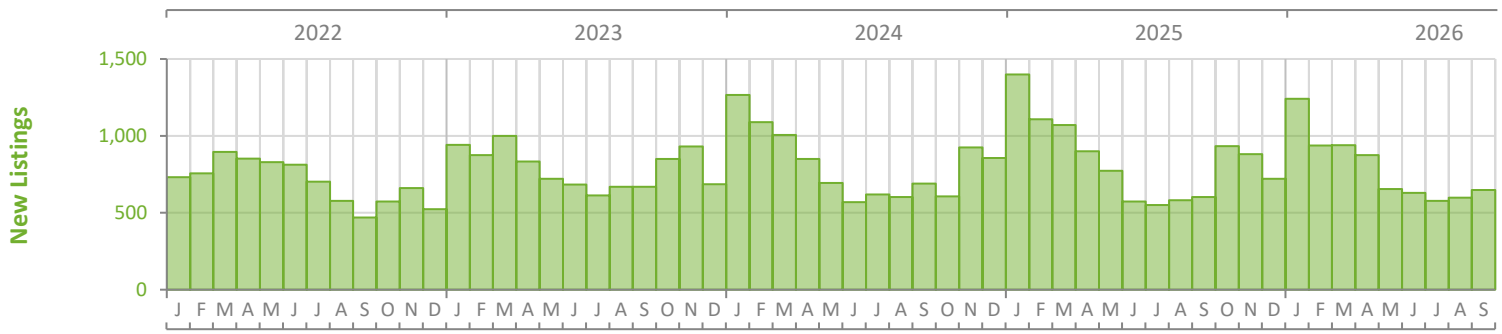


New Listings

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	7,102	-6.0%
September 2026	**648**	**7.6%**
August 2026	599	3.1%
July 2026	578	5.1%
June 2026	630	9.8%
May 2026	654	-15.5%
April 2026	874	-2.8%
March 2026	940	-12.1%
February 2026	938	-15.3%
January 2026	1,241	-11.3%
December 2025	722	-15.7%
November 2025	882	-4.5%
October 2025	934	53.9%
September 2025	602	-12.6%



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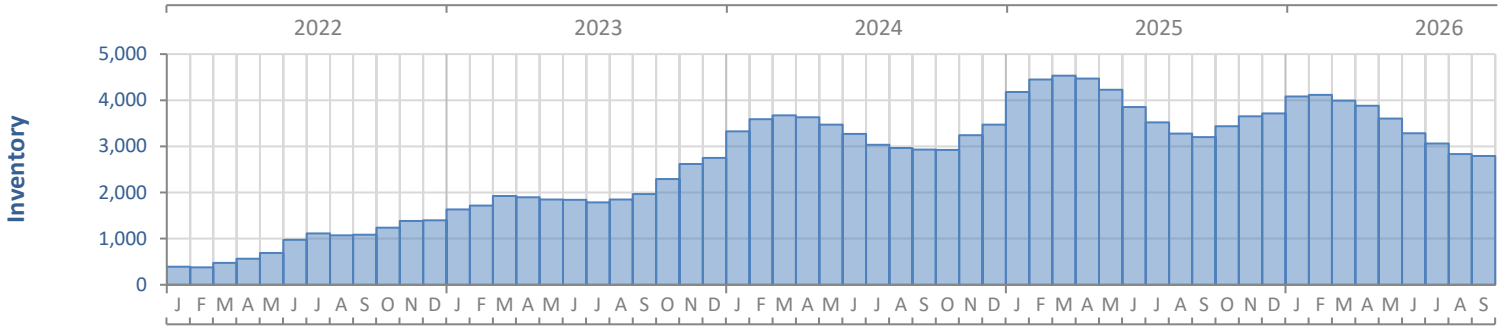
Inventory (Active Listings)

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)	3,515	-11.4%
September 2026	**2,792**	**-12.9%**
August 2026	2,830	-13.7%
July 2026	3,059	-13.0%
June 2026	3,286	-14.7%
May 2026	3,601	-14.7%
April 2026	3,882	-13.2%
March 2026	3,989	-11.9%
February 2026	4,113	-7.5%
January 2026	4,080	-2.3%
December 2025	3,711	6.9%
November 2025	3,650	12.6%
October 2025	3,434	17.4%
September 2025	3,204	9.2%

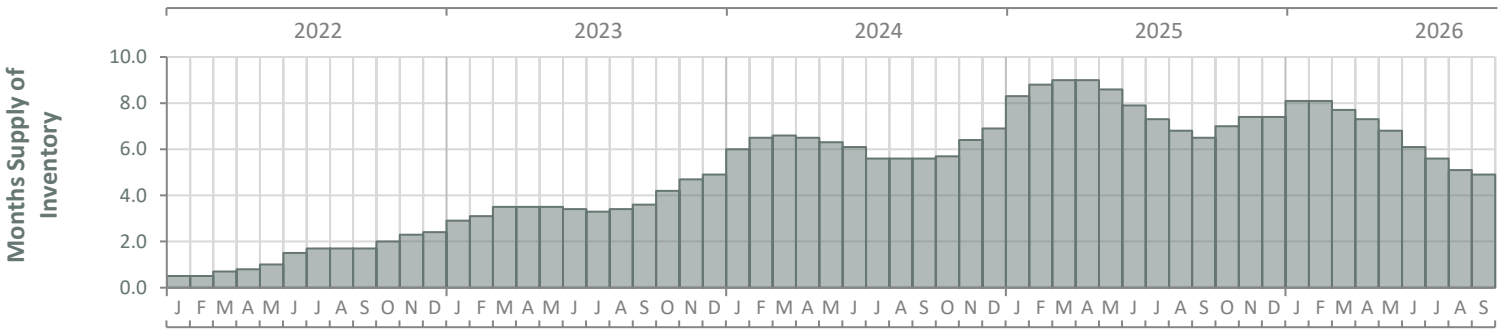


Months Supply of Inventory

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)	6.6	-17.5%
September 2026	**4.9**	**-24.6%**
August 2026	5.1	-25.0%
July 2026	5.6	-23.3%
June 2026	6.1	-22.8%
May 2026	6.8	-20.9%
April 2026	7.3	-18.9%
March 2026	7.7	-14.4%
February 2026	8.1	-8.0%
January 2026	8.1	-2.4%
December 2025	7.4	7.2%
November 2025	7.4	15.6%
October 2025	7.0	22.8%
September 2025	6.5	16.1%



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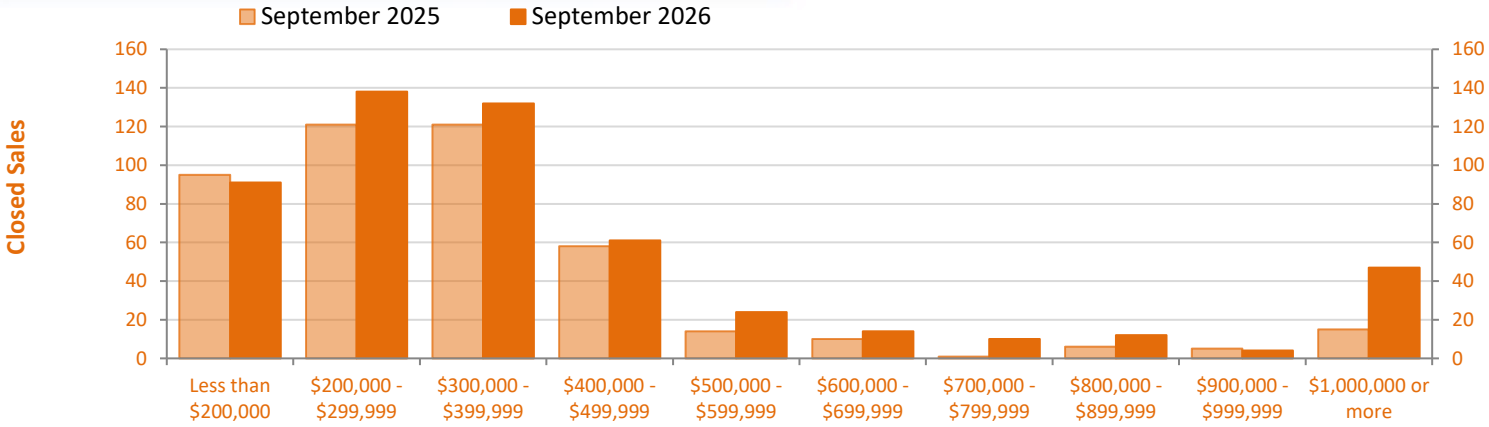
Closed Sales by Sale Price

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.

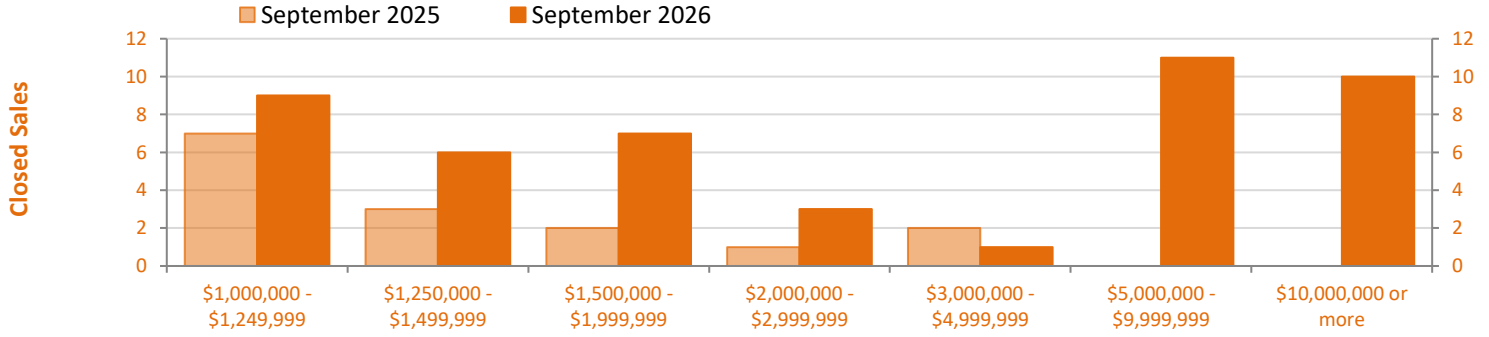
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	91	-4.2%
$200,000 - $299,999	138	14.0%
$300,000 - $399,999	132	9.1%
$400,000 - $499,999	61	5.2%
$500,000 - $599,999	24	71.4%
$600,000 - $699,999	14	40.0%
$700,000 - $799,999	10	900.0%
$800,000 - $899,999	12	100.0%
$900,000 - $999,999	4	-20.0%
$1,000,000 or more	47	213.3%



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	28.6%
$1,250,000 - $1,499,999	6	100.0%
$1,500,000 - $1,999,999	7	250.0%
$2,000,000 - $2,999,999	3	200.0%
$3,000,000 - $4,999,999	1	-50.0%
$5,000,000 - $9,999,999	11	N/A
$10,000,000 or more	10	N/A



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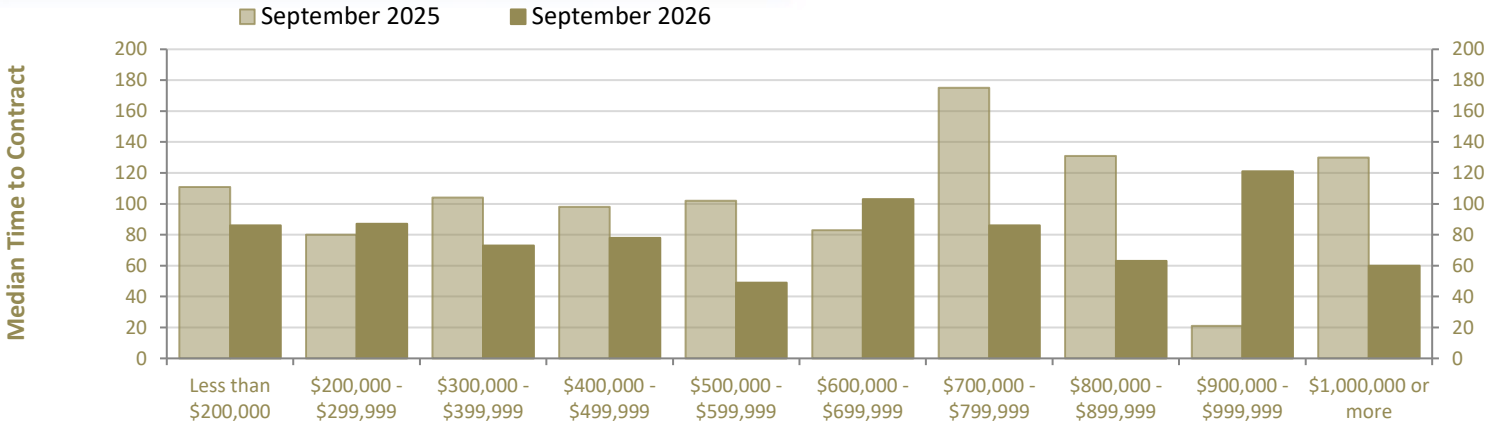
Median Time to Contract by Sale Price

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

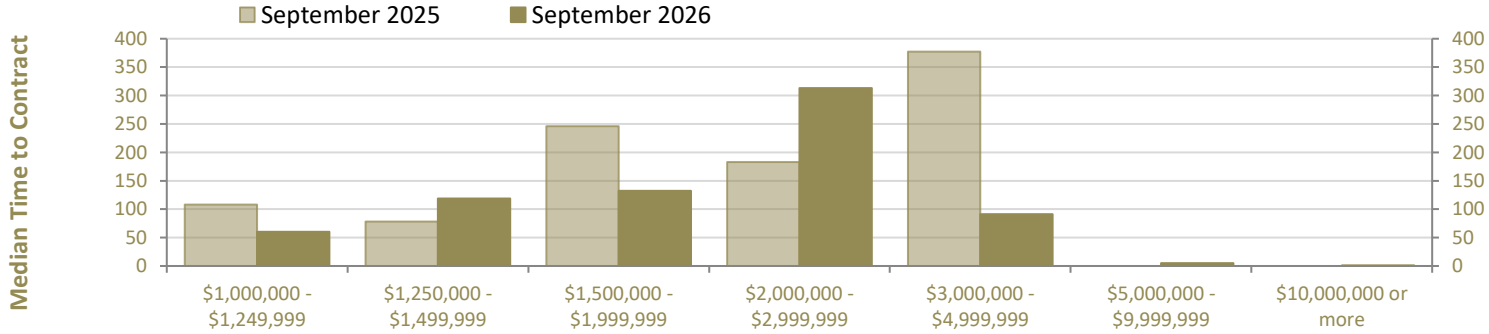
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	86 Days	-22.5%
$200,000 - $299,999	87 Days	8.8%
$300,000 - $399,999	73 Days	-29.8%
$400,000 - $499,999	78 Days	-20.4%
$500,000 - $599,999	49 Days	-52.0%
$600,000 - $699,999	103 Days	24.1%
$700,000 - $799,999	86 Days	-50.9%
$800,000 - $899,999	63 Days	-51.9%
$900,000 - $999,999	121 Days	476.2%
$1,000,000 or more	60 Days	-53.8%



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	60 Days	-44.4%
$1,250,000 - $1,499,999	119 Days	52.6%
$1,500,000 - $1,999,999	132 Days	-46.3%
$2,000,000 - $2,999,999	313 Days	71.0%
$3,000,000 - $4,999,999	91 Days	-75.9%
$5,000,000 - $9,999,999	5 Days	N/A
$10,000,000 or more	1 Day	N/A



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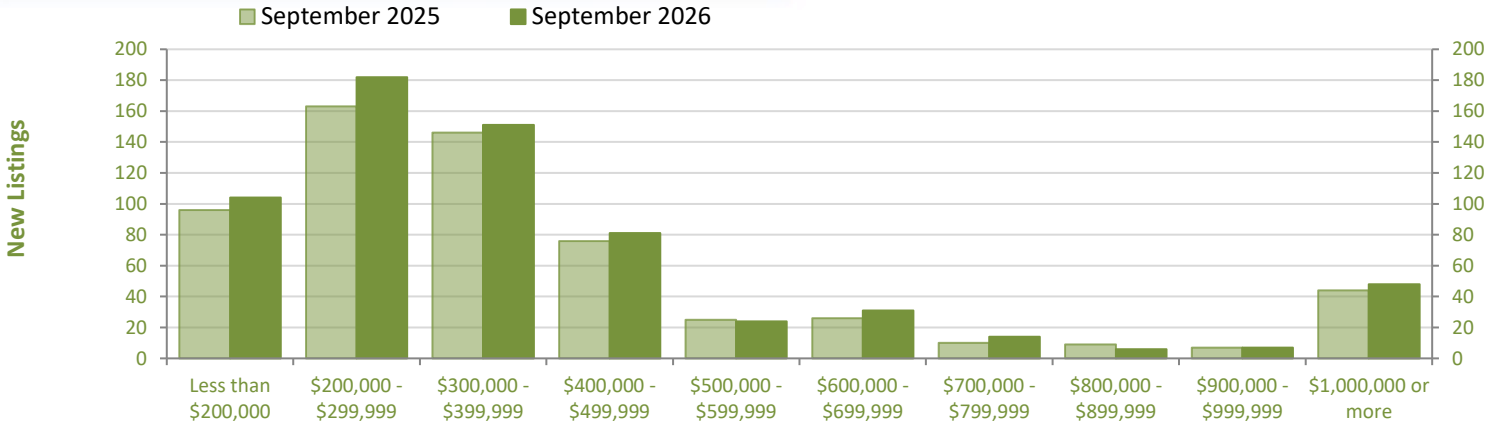
New Listings by Initial Listing Price

The number of properties put onto the market during the 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.

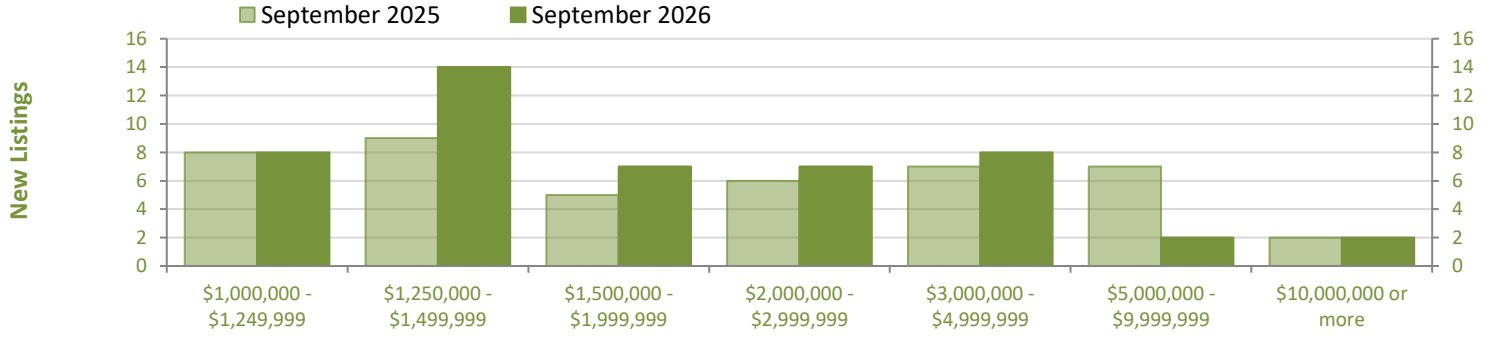
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	104	8.3%
$200,000 - $299,999	182	11.7%
$300,000 - $399,999	151	3.4%
$400,000 - $499,999	81	6.6%
$500,000 - $599,999	24	-4.0%
$600,000 - $699,999	31	19.2%
$700,000 - $799,999	14	40.0%
$800,000 - $899,999	6	-33.3%
$900,000 - $999,999	7	0.0%
$1,000,000 or more	48	9.1%



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	8	0.0%
$1,250,000 - $1,499,999	14	55.6%
$1,500,000 - $1,999,999	7	40.0%
$2,000,000 - $2,999,999	7	16.7%
$3,000,000 - $4,999,999	8	14.3%
$5,000,000 - $9,999,999	2	-71.4%
$10,000,000 or more	2	0.0%



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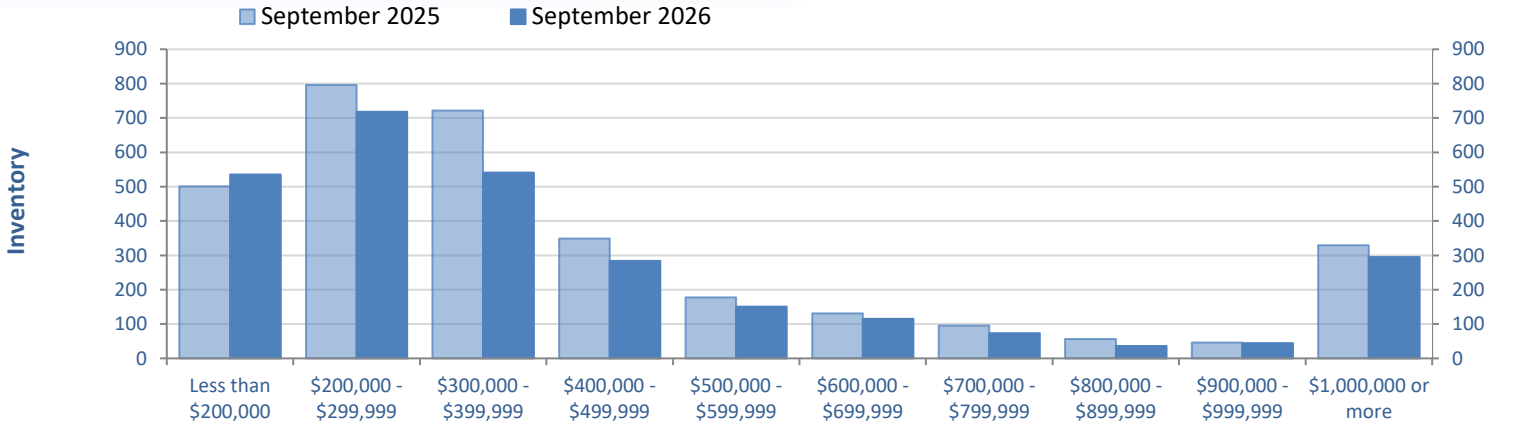
Inventory by Current Listing Price

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.

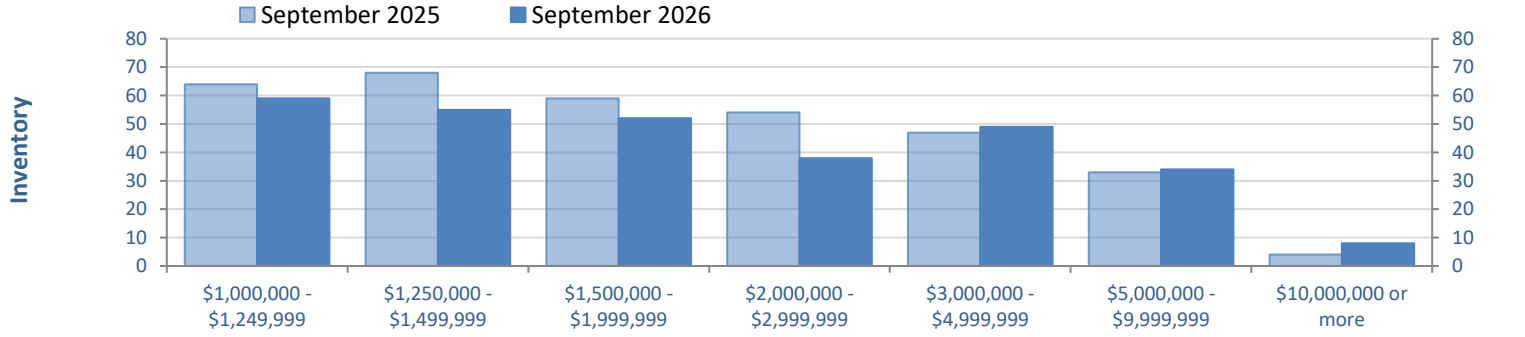
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	535	6.8%
$200,000 - $299,999	718	-9.8%
$300,000 - $399,999	541	-25.1%
$400,000 - $499,999	284	-18.6%
$500,000 - $599,999	151	-15.2%
$600,000 - $699,999	115	-12.2%
$700,000 - $799,999	73	-24.0%
$800,000 - $899,999	36	-35.7%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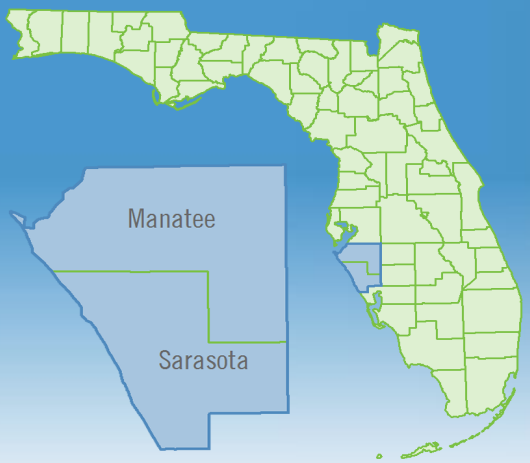
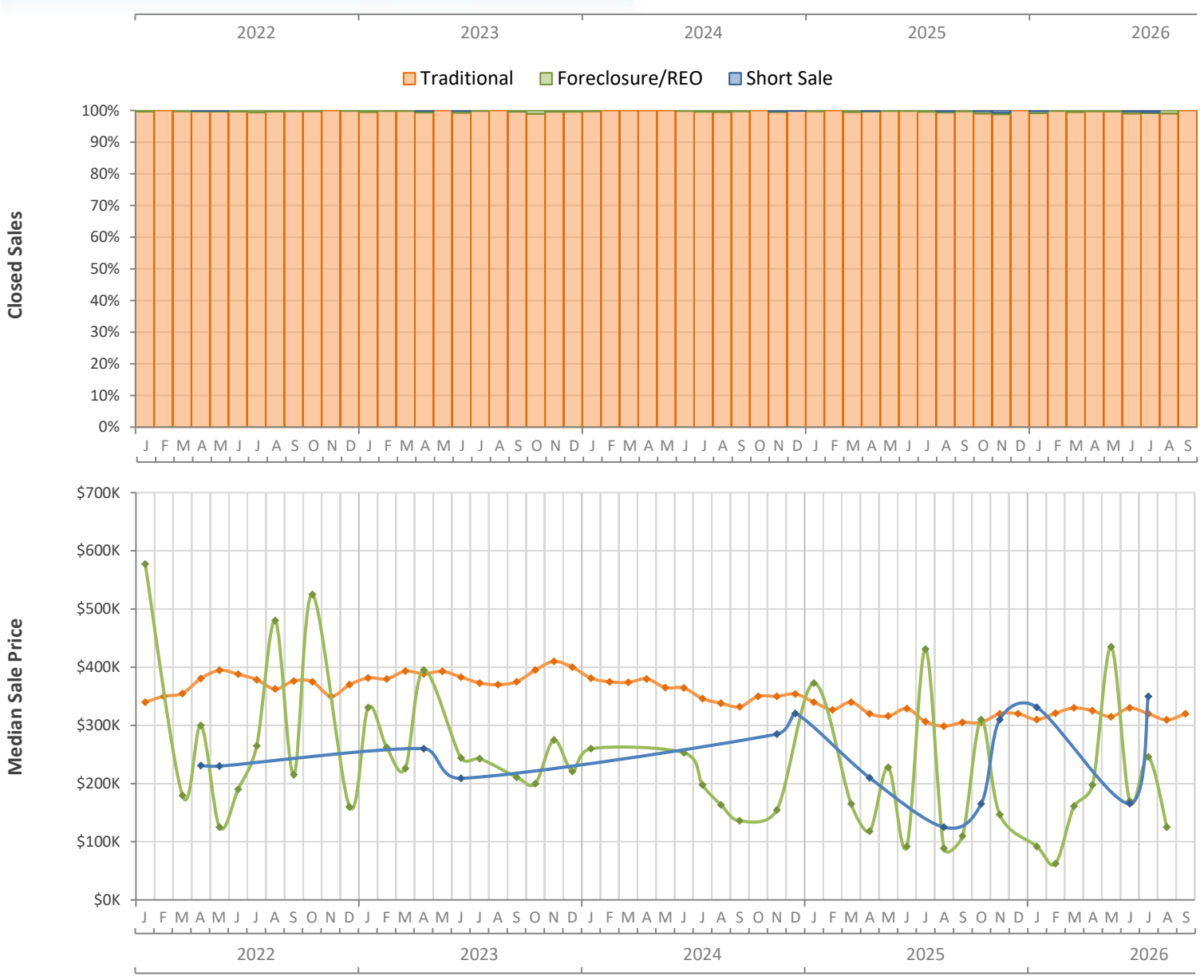


		September 2026	September 2025	Percent Change Year-over-Year
Traditional	Closed Sales	533	445	19.8%
	Median Sale Price	$320,000	$305,000	4.9%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	$110,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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