

MARKET REPORT

AUGUST 2026

MARKET REPORT

Median prices, days on market, and inventory across Sarasota and Manatee counties, with what each number means if you are buying or selling right now.

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(941) 350-0224

SARASOTA COUNTY

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE

\$470,000

-1.1% vs. August 2025
-4.8% vs. July 2026

CLOSED SALES

646

+0.8% vs. August 2025
-13.2% vs. July 2026

MEDIAN TIME TO CONTRACT

47 Days

-31.9% vs. August 2025
-5 days vs. July 2026

MONTHS OF INVENTORY

3.7

Down from 5.2 last year
Down from 3.9 in July

DOLLAR VOLUME

\$433.1M

-1.2% vs. August 2025
-23.8% vs. July 2026

LIST PRICE RECEIVED

94.7%

+2.4 pts vs. August 2025
+0.5 pts vs. July 2026

Sarasota County single-family supply tightened again in August. Active listings fell 20.8% year-over-year to 2,619 homes and months of supply dropped to 3.7, down from 5.2 a year ago and from 3.9 in July, the lowest reading in the reports published on this site. Closed sales edged up 0.8% to 646, new pending sales rose 1.1% to 665, and pending inventory rose 7.3% to 911.

Price was the one soft spot. The median sale price slipped 1.1% to \$470,000 and the average fell 1.9% to \$670,413, making Sarasota County the only single-family segment in the region with a lower median than a year ago. Speed and negotiating position still moved toward sellers: homes went under contract in a median 47 days versus 69 last August, and sellers received 94.7% of original list price, up from 92.3%. The luxury tier was mixed, with sales at \$1 million and above down 8.2% to 78 while the \$1.5 million to \$1.99 million band rose 46.2% to 19.

IF YOU ARE BUYING

Sarasota County has the tightest single-family supply in the region at 3.7 months, and homes are going under contract three weeks faster than a year ago. The slightly lower median is not a sign of a weak market so much as a sign that buyers are holding the line on price. Expect little room on homes that are priced right, and more on the ones that have already sat.

IF YOU ARE SELLING

Supply is down more than 20% year-over-year, yet the median did not rise with it. That is the key read for August: tight inventory is shortening time on market and narrowing the gap to asking, not pushing prices higher on its own. Price to current comparable sales and the speed follows; price ahead of them and buyers wait you out.

Source: Florida REALTORS® / Stellar MLS (RASM, released September 16, 2026); Florida REALTORS® / Stellar MLS, North Port-Sarasota-Bradenton MSA (released September 16, 2026)

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— MANATEE COUNTY

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE

\$495,000

+5.9% vs. August 2025

Unchanged from July 2026

CLOSED SALES

687

+5.7% vs. August 2025

-1.0% vs. July 2026

MEDIAN TIME TO CONTRACT

45 Days

-15.1% vs. August 2025

-5 days vs. July 2026

MONTHS OF INVENTORY

3.9

Down from 4.6 last year

Down from 4.1 in July

DOLLAR VOLUME

\$456.1M

+5.4% vs. August 2025

-2.8% vs. July 2026

LIST PRICE RECEIVED

95.6%

+0.8 pts vs. August 2025

+0.4 pts vs. July 2026

Manatee County posted the strongest single-family price growth in the region in August. The median sale price rose 5.9% year-over-year to \$495,000, closed sales rose 5.7% to 687, and dollar volume rose 5.4% to \$456.1 million. The average sale price was essentially flat, down 0.3% to \$663,878, so the gain came from the middle of the market rather than from a handful of high-end closings.

Sellers received a median 95.6% of original list price, again the strongest ratio of any segment in either county, up from 94.8%. Active inventory fell 7.0% to 2,616 homes and months of supply dropped below four, to 3.9 from 4.6 a year ago. New pending sales rose 4.4% to 665 while new listings fell 3.7% to 735, the reverse of July, when new listings were outpacing pending sales. Sales at \$1 million and above fell 6.6% to 71, though the \$1 million to \$1.24 million band rose 26.1% to 29.

IF YOU ARE BUYING

Manatee single-family is no longer the looser of the two counties. Supply fell to 3.9 months, new listings dropped while pending sales rose, and sellers are getting 95.6% of original asking, the best ratio in the region. The extra choice July offered narrowed in August. Get pre-approved before you start touring, and judge each home on its own comparable sales rather than on the county median.

IF YOU ARE SELLING

Manatee sellers had the strongest pricing in the region in August: the median rose 5.9% while Sarasota County's slipped, and list price received led every segment at 95.6%. New listings fell 3.7% year-over-year, so the inflow of competition that showed up in July eased. Correctly priced, well-prepared homes are going under contract in a median 45 days.

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— SOUTHWEST FLORIDA METRO

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE

\$485,000

+2.2% vs. August 2025
-2.0% vs. July 2026

CLOSED SALES

1,333

+3.3% vs. August 2025
-7.3% vs. July 2026

MEDIAN TIME TO CONTRACT

46 Days

-24.6% vs. August 2025
-4 days vs. July 2026

MONTHS OF INVENTORY

3.8

Down from 4.9 last year
Down from 4.0 in July

DOLLAR VOLUME

\$889.2M

+2.1% vs. August 2025
-14.3% vs. July 2026

LIST PRICE RECEIVED

95.2%

+1.8 pts vs. August 2025
+0.5 pts vs. July 2026

Across the North Port-Sarasota-Bradenton metro, 1,333 single-family homes closed in August, up 3.3% year-over-year, at a median sale price of \$485,000, up 2.2%. Dollar volume rose 2.1% to \$889.2 million and the average sale price fell 1.1% to \$667,045. Unlike July, when luxury closings pushed the average far ahead of the median, the two moved together this month.

Active inventory fell 14.5% to 5,235 homes and months of supply dropped to 3.8 from 4.9. Homes went under contract in a median 46 days, down from 61 a year earlier, and closed a median 93 days from listing. Sellers received 95.2% of original list price, up from 93.4%. New pending sales rose 2.7% to 1,330 and pending inventory rose 4.2% to 1,823. Distressed sales stayed minimal at 12 foreclosures and 4 short sales out of 1,333 closings.

IF YOU ARE BUYING

Metro-wide single-family supply is down to 3.8 months and homes are going under contract more than two weeks faster than a year ago. Prices are rising modestly rather than sharply, so the challenge is competition and speed more than runaway prices. Have financing settled before you tour and know your walk-away number in advance.

IF YOU ARE SELLING

Conditions favor sellers across the metro: less supply, faster contracts, and 95.2% of original list price received. Closings dipped 7.3% from July, the usual late-summer pattern, but pending sales and pending inventory both rose year-over-year, so demand is holding into fall. The market is rewarding accurate pricing with speed, not rewarding ambitious pricing with a premium.

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SARASOTA COUNTY

CONDOS & TOWNHOMES

MEDIAN SALE PRICE

\$310,000

+3.3% vs. August 2025
-8.8% vs. July 2026

CLOSED SALES

281

+13.8% vs. August 2025
-11.6% vs. July 2026

MEDIAN TIME TO CONTRACT

83 Days

-4.6% vs. August 2025
-9 days vs. July 2026

MONTHS OF INVENTORY

5.2

Down from 7.0 last year
Down from 5.6 in July

CASH SALES

59.8%

168 of 281 closings
+0.1 pts vs. July 2026

LIST PRICE RECEIVED

91.6%

+3.1 pts vs. August 2025
+0.8 pts vs. July 2026

Sarasota County condo and townhome sales rose 13.8% year-over-year to 281 closings, and the median sale price rose 3.3% to \$310,000. Active inventory fell 11.8% to 1,659 units and months of supply improved to 5.2 from 7.0 a year ago and 5.6 in July. Dollar volume rose 19.1% to \$124.1 million.

July's luxury surge did not repeat. Sales of \$1 million or more fell back to 21 from 41 in July, still up 10.5% year-over-year, and the average sale price rose a more ordinary 4.7% to \$441,558. The more meaningful change is urgency: median time to contract improved to 83 days from 87 a year ago and 92 in July, sellers received 91.6% of original list price versus 88.5% last August, and pending inventory rose 24.4% to 587.

IF YOU ARE BUYING

Sarasota condos still offer the most negotiating room of any segment in the region, with sellers conceding a median 8.4% off original asking. That room is narrowing: supply is down to 5.2 months and buyers committed faster in August than in July. Use the leverage on price, but spend your diligence on the building. Reserve studies, insurance costs, and assessment history separate a good purchase from an expensive one.

IF YOU ARE SELLING

Demand is up and the pace improved, with 83 days to contract versus 92 in July and pending inventory up 24.4% year-over-year. Buyers are not skipping due diligence, though, and cash buyers made up 59.8% of sales. Have your reserve study, insurance details, and assessment history ready before you list, and price off the median rather than July's luxury-inflated average.

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— MANATEE COUNTY

CONDOS & TOWNHOMES

MEDIAN SALE PRICE

\$307,000

+5.4% vs. August 2025
-2.2% vs. July 2026

CLOSED SALES

241

+20.5% vs. August 2025
+1.3% vs. July 2026

MEDIAN TIME TO CONTRACT

72 Days

-7.7% vs. August 2025
+2 days vs. July 2026

MONTHS OF INVENTORY

4.9

Down from 6.4 last year
Down from 5.4 in July

CASH SALES

50.6%

122 of 241 closings
+1.4 pts vs. July 2026

LIST PRICE RECEIVED

93.4%

+3.0 pts vs. August 2025
+0.2 pts vs. July 2026

Manatee County condos turned positive on price in August. The median sale price rose 5.4% year-over-year to \$307,000, after July's 1.9% decline had left this as the last segment in the region with a negative median. Closed sales rose 20.5% to 241, the strongest sales growth of any segment in the report, and dollar volume rose 26.5% to \$89.8 million.

Supply is falling quickly. Active inventory dropped 16.1% to 1,171 units and months of supply fell to 4.9 from 6.4, the tightest condo supply in the region. Sellers received 93.4% of original list price, up from 90.4%, and median time to contract improved to 72 days from 78 a year ago. New pending sales rose 8.0% to 230 and pending inventory rose 12.8% to 299.

IF YOU ARE BUYING

The discount window in Manatee condos is closing. July was the last month with a year-over-year price decline; August reversed it, with the median up 5.4% and supply down to 4.9 months, tighter than Sarasota County condos. There is still more room here than in single-family, just less than a few months ago. As with any Florida condo, the building's reserves, insurance, and assessment history matter more than the finishes.

IF YOU ARE SELLING

Nearly every indicator moved your way in August: sales up 20.5%, median up 5.4%, supply down 16.1%, and list price received up three points. Price to current comparables rather than to the softer numbers from earlier this summer, and have the building documents ready so a contract stays on track.

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— SOUTHWEST FLORIDA METRO

CONDOS & TOWNHOMES

MEDIAN SALE PRICE

\$309,225

+4.1% vs. August 2025
-3.4% vs. July 2026

CLOSED SALES

522

+16.8% vs. August 2025
-6.1% vs. July 2026

MEDIAN TIME TO CONTRACT

79 Days

-3.7% vs. August 2025
-1 day vs. July 2026

MONTHS OF INVENTORY

5.1

Down from 6.8 last year
Down from 5.6 in July

CASH SALES

55.6%

290 of 522 closings
+0.4 pts vs. July 2026

LIST PRICE RECEIVED

92.7%

+3.4 pts vs. August 2025
+0.9 pts vs. July 2026

Metro condo and townhome sales rose 16.8% year-over-year to 522 closings, with the median price up 4.1% to \$309,225 and the average up 4.6% to \$409,717. Dollar volume rose 22.1% to \$213.9 million. With the average and the median moving in step, August's gains look broad-based rather than driven by a few luxury sales.

Active inventory fell 13.7% to 2,830 units and months of supply dropped to 5.1 from 6.8 a year ago. Median time to contract improved to 79 days from 82, and sellers received 92.7% of original list price, up 3.4 points. Pending inventory rose 20.2% to 886, the largest pipeline gain of any metro segment.

IF YOU ARE BUYING

Condos remain the more patient segment, with 5.1 months of supply and sellers still conceding more than 7% off original asking. But supply is down sharply and pending inventory is up about a fifth year-over-year, so the room to negotiate is shrinking. Look at the building's financial health first: reserves, insurance, and assessment history protect your resale value.

IF YOU ARE SELLING

Condo demand is broad and rising: sales up 16.8%, pending inventory up 20.2%, and list price received up more than three points. Buyers are still deliberate at a 79-day median time to contract, so realistic pricing and complete building documentation up front are what turn interest into a closed sale.

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