MARKET REPORT

JULY 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.

(941) 350-0224

SARASOTA COUNTY

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE
$493,500
+5.0% vs. July 2025
+0.2% vs. June 2026

CLOSED SALES
744
+2.9% vs. July 2025
-7.6% vs. June 2026

MEDIAN TIME TO CONTRACT
52 Days
-17.5% vs. July 2025
+5 days vs. June 2026

MONTHS OF INVENTORY
3.9
Down from 5.6 last year
Down from 4.1 in June

DOLLAR VOLUME
$568.6M
+14.8% vs. July 2025
-3.6% vs. June 2026

LIST PRICE RECEIVED
94.2%
+3.2 pts vs. July 2025
-0.2 pts vs. June 2026

Sarasota County single-family inventory is now the tightest in the region. Active listings fell 23.4% year-over-year to 2,736 homes, pulling months of supply down to 3.9, the lowest reading in this data series. The median sale price rose 5.0% to $493,500 and closed sales edged up 2.9% to 744, lifting dollar volume 14.8% to $568.6 million.

Sellers captured a median 94.2% of their original list price, up from 91.0% a year ago, and homes went under contract in a median 52 days versus 63 last July. The luxury tier drove much of the dollar growth: sales at $1 million and above rose 39.1% to 121 transactions, and sales between $3 million and $4.99 million rose 62.5%, pushing the average sale price up 11.6% to $764,307.

> **IF YOU ARE BUYING**
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> Under four months of supply is a seller's market by any standard definition, and Sarasota County is the tightest single-family segment in either county. Well-priced homes are moving in under two months. Come in pre-approved and prepared to decide quickly. The one place leverage still exists is the higher end, where more inventory sits relative to demand than the headline number suggests.

IF YOU ARE SELLING

This is the strongest single-family position in the region. Supply is down more than 23% year-over-year and buyers are paying a larger share of asking than at any point in this series. Note that closings slipped 7.6% from June and days to contract lengthened by five, so the market is tight rather than frantic. Price at market and it should move; price ahead of it and you will sit.

Source: Florida REALTORS® / Stellar MLS (RASM, released August 17, 2026); Florida REALTORS® / Stellar MLS, North Port-Sarasota-Bradenton MSA (released August 17, 2026)

MANATEE COUNTY

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE	CLOSED SALES	MEDIAN TIME TO CONTRACT
$495,000	**694**	**50 Days**
+1.0% vs. July 2025	+11.2% vs. July 2025	Faster than a year ago
+1.0% vs. June 2026	-22.0% vs. June 2026	+5 days vs. June 2026

MONTHS OF INVENTORY	DOLLAR VOLUME	LIST PRICE RECEIVED
4.1	**$469.1M**	**95.2%**
Down year-over-year	+19.1% vs. July 2025	+1.5 pts vs. July 2025
Unchanged from June	-18.7% vs. June 2026	-0.6 pts vs. June 2026

Manatee County posted the strongest sales growth of any single-family segment, with closed sales up 11.2% year-over-year to 694 transactions and dollar volume up 19.1% to $469.1 million. The median sale price rose 1.0% to $495,000, and the average rose 7.1% to $675,943.

Sellers received a median 95.2% of their original list price, the highest share of any segment in either county, up from 93.7% last July. Active inventory fell 7.9% to 2,724 homes and months of supply held at 4.1. New pending sales dipped 2.0% to 653 while new listings rose 9.6% to 821, so the supply pipeline is refilling faster here than in Sarasota County. Sales at $1 million and above rose 14.9% to 77 transactions.

> **IF YOU ARE BUYING**
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> Manatee is the more balanced of the two counties on the single-family side. New listings rose 9.6% while pending sales edged down, which means more choice arriving than in Sarasota County. Supply is still only 4.1 months, so this is not a buyer's market, but you have more room to compare and to be selective than the headline sales growth implies.

IF YOU ARE SELLING

Manatee sellers are capturing 95.2% of original list price, the best ratio in the region. The caution is competition: new listings rose 9.6% year-over-year and closings fell 22% from June, which is a seasonal pattern but a real one. Getting to market ahead of that inflow matters more here than in Sarasota County.

Source: Florida REALTORS® / Stellar MLS (RASM, released August 17, 2026); Florida REALTORS® / Stellar MLS, North Port-Sarasota-Bradenton MSA (released August 17, 2026)
Market data is sourced from the MLS and local REALTOR® association reports and is deemed reliable but not guaranteed. Figures reflect the stated property type and area for the period indicated and are provided for general informational purposes only, they are not an appraisal, a guarantee of value, or investment advice. For an analysis specific to your property, request a custom report.

SOUTHWEST FLORIDA METRO

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE **$495,000** +3.1% vs. July 2025 +1.0% vs. June 2026	CLOSED SALES **1,438** +6.8% vs. July 2025 -15.2% vs. June 2026	MEDIAN TIME TO CONTRACT **50 Days** -16.7% vs. July 2025 +4 days vs. June 2026
MONTHS OF INVENTORY **4.0** Down from 5.2 last year Down from 4.1 in June	DOLLAR VOLUME **$1.0B** +16.7% vs. July 2025 -14.7% vs. June 2026	LIST PRICE RECEIVED **94.7%** +2.4 pts vs. July 2025 -0.3 pts vs. June 2026

Across the North Port-Sarasota-Bradenton metro, 1,438 single-family homes closed in July, up 6.8% year-over-year, with dollar volume crossing $1.0 billion for the month, up 16.7%. The median sale price rose 3.1% to $495,000 while the average rose 9.3% to $721,661, a gap that reflects unusually strong luxury activity rather than broad-based appreciation.

Active inventory fell 16.4% to 5,460 homes and months of supply dropped to 4.0 from 5.2 a year ago. Homes went under contract in a median 50 days versus 60 last July, and sellers received 94.7% of original list price, up 2.4 points.

> **IF YOU ARE BUYING**
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> Metro-wide supply of 4.0 months is the tightest in more than a year, and the negotiating room that existed through 2025 has largely closed. The average sale price rising nearly three times faster than the median is worth understanding: that spread is driven by high-end sales, not by every home appreciating 9%. Judge your target price band on its own data.

IF YOU ARE SELLING

Conditions favor sellers metro-wide, with supply down, days to contract down ten, and list-price-received up more than two points. Closings did fall 15.2% from June, the normal late-summer slowdown, so expect a smaller buyer pool than in spring even though each buyer is more serious.

Source: Florida REALTORS® / Stellar MLS (RASM, released August 17, 2026); Florida REALTORS® / Stellar MLS, North Port-Sarasota-Bradenton MSA (released August 17, 2026)

SARASOTA COUNTY

CONDOS & TOWNHOMES

MEDIAN SALE PRICE
$340,000
+13.3% vs. July 2025
-1.1% vs. June 2026

CLOSED SALES
318
+33.1% vs. July 2025
-12.6% vs. June 2026

MEDIAN TIME TO CONTRACT
92 Days
+27.8% vs. July 2025
+21 days vs. June 2026

MONTHS OF INVENTORY
5.6
Down from 7.5 last year
Down from 6.3 in June

CASH SALES
59.7%
190 of 318 closings
+0.6 pts vs. June 2026

LIST PRICE RECEIVED
90.8%
+2.5 pts vs. July 2025
-1.2 pts vs. June 2026

Sarasota County condos posted the largest sales jump of any segment, up 33.1% year-over-year to 318 closings, with the median price up 13.3% to $340,000. Active inventory fell 10.9% to 1,782 units and months of supply improved to 5.6 from 7.5.

The headline averages need context. The average sale price rose 62.7% to $610,513 and dollar volume rose 116.5% to $194.1 million, but that is driven by the luxury tier rather than the broad market: the county recorded 41 sales at $1 million or more, up from 12 a year earlier. At the same time buyers are taking longer to commit, with median time to contract stretching to 92 days from 72.

> **IF YOU ARE BUYING**
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> This is the most nuanced segment in the region. Supply is tightening and prices are up, yet time to contract stretched three weeks and sellers are still conceding 9.2% off original asking, the widest gap of any segment. Buyers have real room to negotiate here, particularly outside the luxury tier. Building financials, reserves, insurance, and assessment history remain the difference between a unit that holds value and one that does not.

IF YOU ARE SELLING

Sales volume is up a third year-over-year, so demand is genuinely back. But 92 days to contract and 90.8% of original list price say buyers are still evaluating carefully. Lead with your building's financial health, reserve study, insurance posture, and assessment history. That documentation now moves condos faster than cosmetic updates do.

Source: Florida REALTORS® / Stellar MLS (RASM, released August 17, 2026); Florida REALTORS® / Stellar MLS, North Port-Sarasota-Bradenton MSA (released August 17, 2026)

MANATEE COUNTY

CONDOS & TOWNHOMES

MEDIAN SALE PRICE	CLOSED SALES	MEDIAN TIME TO CONTRACT
$313,950	**238**	**70 Days**
-1.9% vs. July 2025	+18.4% vs. July 2025	Unchanged vs. July 2025
+1.3% vs. June 2026	-8.1% vs. June 2026	-14 days vs. June 2026

MONTHS OF INVENTORY	CASH SALES	LIST PRICE RECEIVED
5.4	**49.2%**	**93.2%**
Down from 7.0 last year	117 of 238 closings	+2.2 pts vs. July 2025
Down from 5.7 in June	-1.0 pts vs. June 2026	+1.1 pts vs. June 2026

Manatee County condos are the last segment still showing a negative median, down 1.9% to $313,950, but nearly every other indicator improved. Closed sales rose 18.4% to 238, new pending sales jumped 32.6% to 236, and dollar volume rose 22.7% to $81.4 million.

Supply is contracting quickly. Active inventory fell 15.8% to 1,277 units and months of supply dropped to 5.4 from 7.0. Sellers received 93.2% of original list price, up from 91.0%, and median time to contract improved by two weeks from June to 70 days, notably faster than Sarasota County condos at 92 days.

> **IF YOU ARE BUYING**
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> This is the best-value condo segment in the region and the only one where the median is still below last year. Supply is falling faster than the price is, which is usually the sequence that precedes a turn, so the discount window here is narrowing rather than widening. As with any Florida condo, reserves, insurance, and assessment history matter more than finishes.

IF YOU ARE SELLING

The median is still slightly below last year, so pricing to the current comparable set rather than to 2025 is essential. Everything else has moved your way: pending sales up nearly a third, supply down 15.8%, list price received up 2.2 points, and homes going under contract two weeks faster than in June.

Source: Florida REALTORS® / Stellar MLS (RASM, released August 17, 2026); Florida REALTORS® / Stellar MLS, North Port-Sarasota-Bradenton MSA (released August 17, 2026)

SOUTHWEST FLORIDA METRO

CONDOS & TOWNHOMES

MEDIAN SALE PRICE
$320,000
+4.4% vs. July 2025
-2.4% vs. June 2026

CLOSED SALES
556
+26.4% vs. July 2025
-10.8% vs. June 2026

MEDIAN TIME TO CONTRACT
80 Days
+12.7% vs. July 2025
+5 days vs. June 2026

MONTHS OF INVENTORY
5.6
Down from 7.3 last year
Down from 6.1 in June

CASH SALES
55.2%
307 of 556 closings
-0.2 pts vs. June 2026

LIST PRICE RECEIVED
91.8%
+2.4 pts vs. July 2025
-0.2 pts vs. June 2026

Metro condo and townhome sales rose 26.4% year-over-year to 556 closings, with the median price up 4.4% to $320,000. Active inventory fell 13.0% to 3,059 units and months of supply improved to 5.6 from 7.3, moving the segment toward balanced conditions after a year of unusually deep buyer selection.

Dollar volume rose 76.6% to $275.5 million and the average sale price rose 39.8% to $495,587, both distorted upward by a surge in luxury closings rather than broad appreciation. Buyers are still deliberate: median time to contract lengthened to 80 days from 71, and sellers conceded 8.2% off original asking.

> **IF YOU ARE BUYING**
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> Condos remain the segment where patience still pays. Supply is nearly a month and a half looser than single-family, sellers are conceding more than eight points off asking, and time to contract is lengthening rather than shortening. Be rigorous about building financials: reserve studies, insurance costs, and assessment history separate the units that recover from the ones that stay discounted.

IF YOU ARE SELLING

Demand has genuinely returned, with sales up more than a quarter year-over-year and supply down sharply. But an 80-day median time to contract means buyers are not rushing. Realistic pricing plus complete, upfront building documentation is what converts interest into a contract in this segment.

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