

MARKET REPORT

JUNE 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

\$492,450

+8.2% vs. June 2025

+3.7% vs. May 2026

CLOSED SALES

805

+15.2% vs. June 2025

-4.7% vs. May 2026

MEDIAN TIME TO CONTRACT

47 Days

-21.7% vs. June 2025

-3 days vs. May 2026

MONTHS OF INVENTORY

4.1

Down from 6.3 last year

Down from 4.4 in May

DOLLAR VOLUME

\$589.7M

+21.8% vs. June 2025

+3.6% vs. May 2026

LIST PRICE RECEIVED

94.4%

+2.2 pts vs. June 2025

+0.2 pts vs. May 2026

Sarasota County single-family homes posted their strongest month yet in 2026. The median sale price climbed 8.2% year-over-year to \$492,450, and closed sales rose 15.2% to 805 transactions, pushing total dollar volume up 21.8% to \$589.7 million. Sellers captured 94.4% of their original list price, up from 92.2% a year ago.

Inventory tightened faster than anywhere else in the region. Active listings dropped 27.4% year-over-year to 2,870 homes, pushing months of supply down to 4.1, its lowest level in years, according to RASM. Homes are going under contract in a median of 47 days, three weeks faster than a year ago, and closing in 89 days versus 99 last June. This is now unambiguously a seller's market.

IF YOU ARE BUYING

Inventory just hit its lowest point in years, down 27% from a year ago, and the negotiating leverage buyers had earlier in this cycle is largely gone. Homes priced correctly are going under contract in under seven weeks. Come in with strong pre-approval and be ready to move quickly on well-priced listings; the days of taking your time to decide are over for now.

IF YOU ARE SELLING

This is the strongest position Sarasota single-family sellers have been in for years. Months of supply at 4.1, list price received climbing to 94.4%, and days to contract down three weeks, the data is squarely in your favor. Price at market and expect real competition; overpricing is the only thing standing between you and a fast, strong sale right now.

Source: Florida REALTORS® / Stellar MLS; Florida REALTORS® / Stellar MLS, North Port-Sarasota-Bradenton MSA
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.

SARASOTA COUNTY

TOWNHOUSES & CONDOS

MEDIAN SALE PRICE

\$343,750

-7.5% vs. June 2025

+2.1% vs. May 2026

CLOSED SALES

364

+25.5% vs. June 2025

-1.9% vs. May 2026

MEDIAN TIME TO CONTRACT

71 Days

Nearly unchanged vs. June 2025

+4 days vs. May 2026

MONTHS OF INVENTORY

6.3

Down from 8.3 last year

Down from 7.1 in May

CASH SALES

59.1%

215 of 364 sales

-2.4 pts vs. May 2026

LIST PRICE RECEIVED

92.0%

+2.3 pts vs. June 2025

+0.8 pts vs. May 2026

Sarasota County condos saw a major surge in transaction volume in June. Closed sales rose 25.5% year-over-year to 364 units, and total dollar volume climbed 24.3% to \$208.2 million. The median sale price, however, fell 7.5% to \$343,750, a divergence from the single-family market's continued price growth. Cash buyers made up 59.1% of closings, down from 67.2% a year ago, suggesting financed buyers are returning to the segment.

The top of the condo market told a very different story. Sarasota County recorded 45 condo sales of \$1 million or more in June, up 50.0% year-over-year, with sales between \$1.25 million and \$1.49 million nearly tripling and sales between \$2 million and \$2.99 million more than doubling. Months of supply fell from 8.3 to 6.3 as active listings dropped 12.1%, and sellers captured 92.0% of list price, up 2.3 points from last June.

IF YOU ARE BUYING

The condo median just fell 7.5% even as sales surged, a genuine window if you're shopping under \$500K, where inventory and negotiating room are still real. That said, if you're looking above \$1 million, expect competition: that tier posted 50% sales growth this month. Focus your due diligence on HOA reserves and insurance costs regardless of price point.

IF YOU ARE SELLING

Volume is strong and months of supply keeps tightening, but the median price decline means pricing discipline matters more than ever. Lead with your building's financial health, reserve studies, insurance costs, any recent special assessments, and price at today's market, not last year's. If your unit is in the \$1 million-plus range, current demand is genuinely strong.

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— MANATEE COUNTY

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE

\$490,000

+11.4% vs. June 2025

+6.5% vs. May 2026

CLOSED SALES

890

+26.2% vs. June 2025

+13.8% vs. May 2026

MEDIAN TIME TO CONTRACT

45 Days

-19.6% vs. June 2025

-2 days vs. May 2026

MONTHS OF INVENTORY

4.1

Down from 5.2 last year

Down from 4.4 in May

DOLLAR VOLUME

\$577.2M

+40.3% vs. June 2025

LIST PRICE RECEIVED

95.8%

+1.5 pts vs. June 2025

+0.4 pts vs. May 2026

Manatee County posted the strongest sales growth of any segment in Southwest Florida this June. Closed single-family sales jumped 26.2% year-over-year to 890 transactions, the largest gain in the entire report, while the median sale price rose 11.4% to \$490,000, now nearly identical to Sarasota County's. Total dollar volume surged 40.3% to \$577.2 million.

Growth was broad-based across price points. Sales between \$800,000 and \$899,999 more than doubled (+116.0%), sales between \$2 million and \$2.99 million rose 162.5%, and sales between \$3 million and \$4.99 million rose 166.7%. Active inventory fell 15.3% to 2,706 homes, pushing months of supply down to 4.1 from 5.2. Sellers captured 95.8% of list price, the highest ratio of any segment RASM tracks this month.

IF YOU ARE BUYING

Manatee just posted the biggest sales jump of any segment in the region, and luxury tiers in particular are surging, some price bands more than doubled in transaction count. If you're shopping above \$800K, expect genuine competition. Months of supply at 4.1 means less room to negotiate than a year ago across the board.

IF YOU ARE SELLING

This is the strongest month Manatee single-family sellers have had in the current cycle. List price received at 95.8% is the best of any segment in the region, and if your home sits above \$800K, luxury demand is running especially hot, sales in several price bands more than doubled year-over-year. Price at market and expect a fast, competitive process.

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— MANATEE COUNTY

TOWNHOUSES & CONDOS

MEDIAN SALE PRICE**\$310,000**

-0.9% vs. June 2025

+4.4% vs. May 2026

CLOSED SALES**259**

+11.2% vs. June 2025

-10.1% vs. May 2026

MEDIAN TIME TO CONTRACT**84 Days**

+23.5% vs. June 2025

+23 days vs. May 2026

MONTHS OF INVENTORY**5.7**

Down from 7.4 last year

Down from 6.3 in May

CASH SALES**50.2%**

130 of 259 sales

-0.8 pts vs. May 2026

LIST PRICE RECEIVED**92.1%**

Nearly unchanged vs. June 2025

Manatee County condos posted steady, if more modest, growth in June. Closed sales rose 11.2% year-over-year to 259 units, while the median sale price held essentially flat at \$310,000 (-0.9%). Cash purchases rose to 50.2% of closings, up from 46.4% a year ago. Sellers captured 92.1% of list price, nearly unchanged from last June.

The one metric moving in the buyer's favor: days to contract rose from 68 to 84, and time to close stretched from 111 to 123 days. Demand is real underneath that, new pending sales rose 15.8%, but transactions are taking noticeably longer to reach the finish line than a year ago. Months of supply fell from 7.4 to 5.7 as active listings dropped 18.2%, so the segment is still tightening overall, just at a more measured pace than the county's single-family market.

IF YOU ARE BUYING

This is the more patient corner of the Manatee market right now. Prices are essentially flat, and days to contract lengthened by more than two weeks compared to a year ago, real signs of negotiating room if you're not in a rush. New pending sales are still up double digits, though, so that room won't last indefinitely.

IF YOU ARE SELLING

Demand is present, sales up 11% and pending activity up nearly 16%, but the flat median and longer days-to-contract mean patience and accurate pricing matter more than urgency this month. Avoid chasing last year's comps, prepare your HOA financials up front, and expect the process to take a bit longer than it did a year ago.

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— SOUTHWEST FLORIDA METRO

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE

\$490,000

+9.3% vs. June 2025

+4.8% vs. May 2026

CLOSED SALES

1,695

+20.7% vs. June 2025

+4.2% vs. May 2026

MEDIAN TIME TO CONTRACT

46 Days

-22.0% vs. June 2025

-3 days vs. May 2026

MONTHS OF INVENTORY

4.1

Down from 5.7 last year

Down from 4.4 in May

DOLLAR VOLUME

\$1.2B

+30.3% vs. June 2025

+9.1% vs. May 2026

LIST PRICE RECEIVED

95.0%

+1.8 pts vs. June 2025

+0.2 pts vs. May 2026

The North Port-Sarasota-Bradenton metro posted broad-based single-family growth in June. Closed sales rose 20.7% year-over-year to 1,695 transactions, the median sale price climbed 9.3% to \$490,000, and total dollar volume surged 30.3% to \$1.2 billion. Sellers captured 95.0% of their original list price, up 1.8 points from last June.

Inventory contracted sharply across the metro. Active listings fell 22.0% year-over-year to 5,576 homes, nearly 1,600 fewer options than a year ago, pushing months of supply down to 4.1 from 5.7. Homes are going under contract in a median of 46 days, 22.0% faster than last June. Notably, Sarasota and Manatee counties converged on an identical 4.1 months of supply this month, despite arriving there from different starting points and at different speeds.

IF YOU ARE BUYING

The metro lost nearly 1,600 single-family homes from its active inventory over the past year, and demand absorbed nearly all of it, pending sales and closed sales are both up sharply. Whatever leverage existed earlier in this cycle has largely shifted to sellers. Come prepared with strong financing and realistic expectations, and expect to move quickly on well-priced listings.

IF YOU ARE SELLING

The metro-wide data confirms what both counties are showing individually: this is a seller's market again, and a strong one. Months of supply at 4.1, list price received climbing, and days to contract down by three weeks, the fundamentals support listing now. Price at market and expect competitive interest.

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— SOUTHWEST FLORIDA METRO

TOWNHOUSES & CONDOS

MEDIAN SALE PRICE**\$328,000**

Nearly unchanged vs. June 2025

+4.1% vs. May 2026

CLOSED SALES**623**

+19.1% vs. June 2025

-5.5% vs. May 2026

MEDIAN TIME TO CONTRACT**75 Days**

+7.1% vs. June 2025

+11 days vs. May 2026

MONTHS OF INVENTORY**6.1**

Down from 7.9 last year

Down from 6.8 in May

CASH SALES**55.4%**

345 of 623 sales

-1.6 pts vs. May 2026

LIST PRICE RECEIVED**92.0%**

+1.3 pts vs. June 2025

The metro-wide condo and townhome market posted strong transaction growth in June alongside essentially flat pricing. Closed sales rose 19.1% year-over-year to 623 units, while the median sale price held nearly steady at \$328,000, down just 0.1% from a year ago. Total dollar volume climbed 21.8% to \$298.7 million. Sellers captured 92.0% of list price, up 1.3 points from last June.

Inventory continued to tighten, though more gradually than the single-family market. Active listings fell 14.7% year-over-year to 3,286 units, pushing months of supply down to 6.1 from 7.9. Days to contract rose modestly, from 70 to 75, reflecting Sarasota's steady pace blended with Manatee's longer timelines this month. The metro condo market is absorbing supply and holding price levels, a healthier picture than the county-level median declines might suggest on their own.

IF YOU ARE BUYING

Metro-wide, condo prices are essentially flat while sales volume is up nearly 20%, a market with real activity but without the price pressure buyers are seeing in single-family homes. Months of supply at 6.1 still offers more selection than the single-family market's 4.1. This remains the more patient, more negotiable segment across the region.

IF YOU ARE SELLING

The metro data shows genuine demand, sales up 19% and inventory down nearly 15%, even though the median price hasn't moved much. An accurate, evidence-based price backed by strong building financials is what separates a fast condo sale from a stale one right now.

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