MARKET REPORT

Q2 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

MANATEE COUNTY

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE
$479,495
+4.2% vs. Q2 2025
-1.8% vs. Q1 2026

CLOSED SALES
2,376
+9.8% vs. Q2 2025
+31.4% vs. Q1 2026

MEDIAN TIME TO CONTRACT
46 Days
-16.4% vs. Q2 2025
-14 days vs. Q1 2026

MONTHS OF INVENTORY
4.1
Down from 5.2 last year
Down from 4.7 in Q1

DOLLAR VOLUME
$1.6B
+23.0% vs. Q2 2025

LIST PRICE RECEIVED
95.3%
+0.9 pts vs. Q2 2025
+1.1 pts vs. Q1 2026

Manatee County single-family homes closed the quarter with 2,376 sales, up 9.8% year-over-year, and a median price of $479,495, up 4.2%. Total dollar volume climbed 23.0% to $1.6 billion. Sellers captured 95.3% of their original list price, the strongest ratio of any segment in the region this quarter, up from 94.4% a year ago.

Growth reached well beyond the entry-level market. Sales between $2 million and $2.99 million rose 86.7% year-over-year, sales between $3 million and $4.99 million rose 107.1%, and sales between $5 million and $9.99 million rose 60.0%. Active inventory fell 15.3% to 2,706 homes, pushing months of supply down to 4.1 from 5.2, firmly seller-favorable, while homes went under contract in a median of 46 days, down 16.4% from a year ago.

> **IF YOU ARE BUYING**
>
> Manatee single-family demand is broad-based this quarter, not just at the entry level, several luxury price bands more than doubled in transaction count. Months of supply at 4.1 means less room to negotiate than a year ago across the board. Come prepared with financing in order, especially above $800K.

IF YOU ARE SELLING

This is the strongest quarter Manatee single-family sellers have had in the current cycle. List price received at 95.3% leads the region, and if your home sits above $2 million, luxury demand is running especially hot this quarter. Price at market and expect a fast, competitive process.

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

TOWNHOUSES & CONDOS

MEDIAN SALE PRICE
$306,750
-1.0% vs. Q2 2025
+0.6% vs. Q1 2026

CLOSED SALES
854
+10.8% vs. Q2 2025
+20.5% vs. Q1 2026

MEDIAN TIME TO CONTRACT
65 Days
Unchanged vs. Q2 2025
-1 day vs. Q1 2026

MONTHS OF INVENTORY
5.7
Down from 7.4 last year
Down from 7.1 in Q1

CASH SALES
53.5%
457 of 854 sales
-5.5 pts vs. Q1 2026

LIST PRICE RECEIVED
92.9%
+0.1 pts vs. Q2 2025

Manatee County condos closed 854 sales in the second quarter, up 10.8% year-over-year, while the median price held essentially flat at $306,750 (-1.0%). Cash purchases rose to 53.5% of closings, up from 49.5% a year ago. Sellers captured 92.9% of list price, nearly unchanged from last year.

Inventory kept tightening: active listings fell 18.2% year-over-year to 1,327 units, pushing months of supply down to 5.7 from 7.4. Time to contract held steady at 65 days, though time to close stretched from 107 to 111 days. New pending sales rose 11.3%, a solid signal for the quarters ahead even as the median price stays flat.

IF YOU ARE BUYING

Prices are essentially flat and inventory, while tightening, still offers more room than the single-family market. If you're not in a rush, this remains one of the more patient corners of the Manatee market.

IF YOU ARE SELLING

Demand is real, sales up nearly 11% and pending activity up over 11%, but the flat median means accurate, evidence-based pricing matters more than urgency this quarter. Prepare your HOA financials up front and price on today's comps, not last year's.

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SARASOTA COUNTY

TOWNHOUSES & CONDOS

MEDIAN SALE PRICE	CLOSED SALES	MEDIAN TIME TO CONTRACT
$340,000	**1,180**	**73 Days**
+0.3% vs. Q2 2025	+17.2% vs. Q2 2025	+10.6% vs. Q2 2025
+0.8% vs. Q1 2026	+13.4% vs. Q1 2026	+3 days vs. Q1 2026

MONTHS OF INVENTORY	CASH SALES	LIST PRICE RECEIVED
6.3	**64.0%**	**91.4%**
Down from 8.3 last year	755 of 1,180 sales	+1.5 pts vs. Q2 2025
Down from 8.1 in Q1	-3.0 pts vs. Q1 2026	

Sarasota County condos closed 1,180 sales this quarter, up 17.2% year-over-year, the strongest volume growth of any segment in the county, while the median price held essentially flat at $340,000 (+0.3%). New pending sales surged 25.1%, and sellers captured 91.4% of list price, up 1.5 points from a year ago.

The luxury condo tier had a standout quarter: sales between $1.25 million and $1.49 million doubled year-over-year (32 sales, up from 16), and sales between $2 million and $2.99 million rose 32.0% to 33 transactions. Active inventory fell 12.1% to 1,959 units, pushing months of supply down to 6.3 from 8.3. Days to contract lengthened slightly to 73, up 10.6%, even as volume accelerated.

IF YOU ARE BUYING

Condo prices are essentially flat while sales volume surged nearly 17%, genuine activity without the price pressure buyers are seeing in single-family homes. If you're shopping above $1.25 million, though, expect real competition; that tier's transaction count doubled.

IF YOU ARE SELLING

Volume and demand are both up sharply, and buyers are paying closer to asking than a year ago. The luxury tier is a particular bright spot this quarter, if your unit is above $1.25 million, lean into that demand in your pricing and marketing.

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SOUTHWEST FLORIDA METRO

SINGLE-FAMILY HOMES

MEDIAN SALE PRICE **$480,000** +4.3% vs. Q2 2025 -1.1% vs. Q1 2026	**CLOSED SALES** **4,850** +8.6% vs. Q2 2025 +26.1% vs. Q1 2026	**MEDIAN TIME TO CONTRACT** **49 Days** -9.3% vs. Q2 2025 -8 days vs. Q1 2026
MONTHS OF INVENTORY **4.1** Down from 5.7 last year Down from 4.8 in Q1	**DOLLAR VOLUME** **$3.5B** +21.1% vs. Q2 2025	**LIST PRICE RECEIVED** **94.8%** +1.2 pts vs. Q2 2025 +0.8 pts vs. Q1 2026

The North Port-Sarasota-Bradenton metro closed 4,850 single-family sales in the second quarter, up 8.6% year-over-year, at a $480,000 median (+4.3%). Total dollar volume climbed 21.1% to $3.5 billion. Sellers captured 94.8% of their original list price, up 1.2 points from a year ago, and new pending sales rose 12.9%, a strong signal heading into the back half of the year.

The luxury market drove an outsized share of the growth. Sales of $10 million or more jumped from 1 to 6 transactions, a 500% increase. Sales between $3 million and $4.99 million rose 69.4%, and sales between $2 million and $2.99 million rose 65.4%. Active inventory fell 22.0% metro-wide to 5,576 homes, nearly 1,600 fewer than a year ago, pushing months of supply down to 4.1 from 5.7.

> **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. Luxury buyers face genuine competition this quarter, the $2 million-plus tiers posted some of the sharpest growth in the entire report. Come prepared with strong financing and realistic expectations.

IF YOU ARE SELLING

The metro-wide data confirms a seller's market, and a strong one, months of supply at 4.1, list price received climbing, and days to contract down nearly 10%. If your home is priced above $2 million, current demand is exceptional; several luxury bands more than doubled in sales this quarter.

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SOUTHWEST FLORIDA METRO

TOWNHOUSES & CONDOS

MEDIAN SALE PRICE
$324,000
+1.3% vs. Q2 2025
Nearly unchanged vs. Q1 2026

CLOSED SALES
2,034
+14.4% vs. Q2 2025
+16.2% vs. Q1 2026

MEDIAN TIME TO CONTRACT
69 Days
+4.5% vs. Q2 2025
+1 day vs. Q1 2026

MONTHS OF INVENTORY
6.1
Down from 7.9 last year
Down from 7.7 in Q1

CASH SALES
59.6%
1,212 of 2,034 sales
-4.4 pts vs. Q1 2026

LIST PRICE RECEIVED
92.2%
+1.1 pts vs. Q2 2025

The metro-wide condo and townhome market closed the quarter with 2,034 sales, up 14.4% year-over-year, at a $324,000 median (+1.3%). Total dollar volume rose 14.2% to $920.4 million, and sellers captured 92.2% of list price, up 1.1 points from a year ago. New pending sales climbed 18.8%, outpacing new listings, which fell 4.0%.

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 lengthened modestly to 69, up 4.5%, reflecting Sarasota's accelerating volume blended with Manatee's steadier pace this quarter.

> **IF YOU ARE BUYING**
>
> Metro-wide, condo sales are up sharply while prices have moved only modestly, real activity without the pricing pressure single-family buyers are facing. Months of supply at 6.1 still offers meaningfully more selection than the single-family market's 4.1.

IF YOU ARE SELLING

The metro data shows genuine demand, sales up over 14% and inventory down nearly 15%, with prices holding steady rather than surging. An accurate, evidence-based price backed by strong building financials is what separates a fast condo sale from a stale one this quarter.

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