

SARASOTA COUNTY

REAL ESTATE MARKET

UPDATE

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PRICES DOWN?

MARKET SHIFT?



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REAL ESTATE

MARCH 2026

Sarasota County Real Estate Market Update

March 2026 Market Report

Your local guide to buying and selling smarter in today's market

Welcome

Welcome to the **March 2026 Sarasota County Real Estate Market Report**, brought to you by **Troy Sacco at Generous Property**.

This monthly report is designed to help you understand what's really happening in our local housing market—so you can make confident, informed decisions whether you're buying, selling, or just watching the trends.

In this edition, we cover:

What's happening with home prices

Inventory levels and market supply

The shift toward buyer leverage

Performance of single-family homes, condos, and luxury properties

The impact of interest rates on activity

If you have any questions about how this data affects your unique situation, we're here to help.

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This report is provided for informational purposes only and reflects data from the REALTOR® Association of Sarasota and Manatee (RASM) as of February 2026.



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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February 2026 Real Estate Market Report: Trends in Sarasota and Manatee Counties

SARASOTA, Fla. (March 16, 2026) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its February 2026 real-estate market report, highlighting shifts across property types and counties. February’s data show the two counties moving in slightly different directions: Manatee County’s single-family market continued to grow, while Sarasota’s single-family market cooled. Buyers are gravitating toward condos and townhomes, especially in Sarasota, contributing to a notable surge in sales for that segment. Despite longer marketing times, healthy levels of inventory and the return of cash buyers suggest opportunities remain for buyers and sellers alike.

“Across both Sarasota and Manatee Counties, and across single-family homes and the condo and townhome market, we’re seeing some variation between segments,” said David Crawford, 2026 RASM President and Broker/Owner of Catalist Realty. “But two trends are clear throughout the region: pending sales are rising year over year, and cash buyers continue to represent a meaningful share of transactions.”

Key Trends in Sarasota/Manatee February 2026:

- **Sales Activity:** Sales trends varied by county and property type. Manatee County saw continued growth in single-family home sales, while Sarasota County experienced stronger activity in the condo and townhome segment. These shifts suggest that buyer preferences are evolving as some purchasers seek more attainable price points or different lifestyle options.
- **Median Sales Price:** Home prices showed mixed movement across the region. In some segments, prices softened slightly, indicating that affordability may be influencing buyer decisions. In others, prices continued to rise, reflecting steady demand and limited inventory in certain areas.
- **Inventory:** Housing supply remained relatively stable overall, though the number of available listings varied between counties and property types. In general, single-family homes remain closer to a balanced market, while the condo and townhome segment offers buyers more choices and negotiating flexibility.
- **Cash Sales:** Cash buyers continued to play a significant role in the local housing market, particularly in the condo and townhome segment. The strong presence of cash transactions suggests ongoing interest from investors, second-home purchasers, and relocation buyers who can move quickly and compete without financing contingencies.

Single-Family

In Sarasota County, February recorded 625 closed single-family sales, an increase of 6.1 percent compared to the same month last year. The median sale price declined 5.0 percent to \$475,000, suggesting that some buyers may be reaching affordability limits. Cash buyers accounted for 47.0 percent of transactions, with 294 cash sales recorded during the month. Sellers received a median of 93.8 percent of their original list price.

Inventory levels declined, with active listings falling 20.3 percent to 3,420 homes. This represents a 5.0-month supply of inventory. Homes spent a median of 59 days on the market before going under contract and took about 94 days to close.

In Manatee County, single-family home sales rose 10.0 percent year-over-year, reaching 550 closed sales in February. The median sale price increased 2.9 percent to \$489,634, reflecting continued buyer demand despite higher prices. Cash transactions accounted for 176 sales, or about 32.0 percent of the market. Sellers received a median of 94.2 percent of their original list price.

Active inventory declined slightly, falling 2.1 percent to 3,031 listings. This represents a 4.8-month supply of homes. Properties spent a median of 65 days on the market before going under contract and approximately 109 days to close.

Townhomes and Condos

The condo and townhome market in Sarasota County experienced strong growth in February, with closed sales increasing 35.9 percent year-over-year to 322 transactions. The median sale price declined slightly by 3.5 percent to \$330,000. Increased inventory and greater buyer choice are giving purchasers more negotiating power in this segment.

Cash transactions remained dominant, representing 68.0 percent of sales with 219 cash purchases. Sellers received a median of 92.1 percent of their original asking price. Active inventory totaled 2,443 units, representing an 8.6-month supply of homes. Properties spent a median of 76 days under contract and about 109 days to close.

In Manatee County, condo and townhome sales declined 18.7 percent year-over-year, totaling 204 closed transactions. The median sale price fell 2.5 percent to \$311,995. Cash buyers accounted for 63.7 percent of purchases, or 130 transactions. Sellers received a median of 93.0 percent of their original list price.

Active inventory declined 8.6 percent to 1,670 units, equal to a 7.5-month supply of homes. Properties spent a median of 67 days on the market before going under contract and about 105 days to close. Despite softer sales and prices, new pending sales increased 6.2 percent, and pending inventory rose 18.5 percent, suggesting potential improvement in future months.

Summary

February 2026 market data highlight how localized and property type specific the Sarasota and Manatee housing markets have become. Manatee County's single-family market continues to show steady growth, supported by rising prices and solid sales activity. In Sarasota County, the single-family market is showing signs of cooling as affordability pressures begin to influence buyer behavior and homes take longer to sell.

At the same time, many buyers are shifting toward condos and townhomes, particularly in Sarasota County. Sales activity in that segment increased significantly and higher inventory levels give buyers more negotiating power. The strong presence of cash buyers, especially in the condo market, also points to continued interest from investors and second home purchasers.

While some segments of the market are adjusting and others remain stable, opportunities still exist for both buyers and sellers who price strategically and work with a knowledgeable REALTOR® to navigate the evolving housing market.

Monthly reports are provided by Florida Realtors® with data compiled from Stellar MLS. For comprehensive statistics dating back to 2015, visit www.MyRASM.com/statistics.

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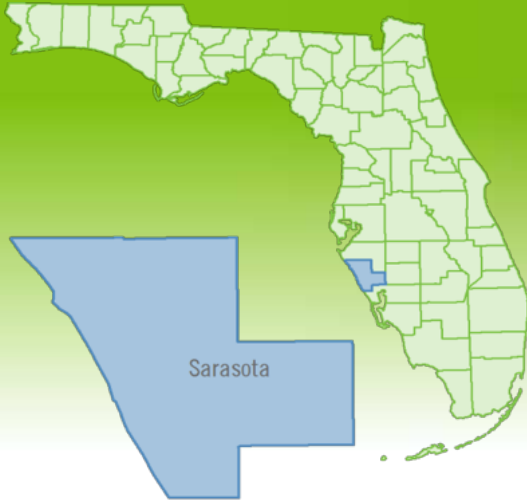
About REALTOR® Association of Sarasota and Manatee

The REALTOR® Association of Sarasota and Manatee (RASM) is the largest real estate trade association in Sarasota and Manatee counties, serving over 9,000 members. RASM provides technology, training, networking, and business support to members, and supports a healthy real estate market by upholding high professional and ethical standards through a Code of Ethics, ongoing education, and certification programs. As the advocate for the real estate brokerage industry, RASM is the Voice for Real Estate® in the Sarasota/Manatee region. For more information, call (941) 952-3400 or visit www.myrasm.com.

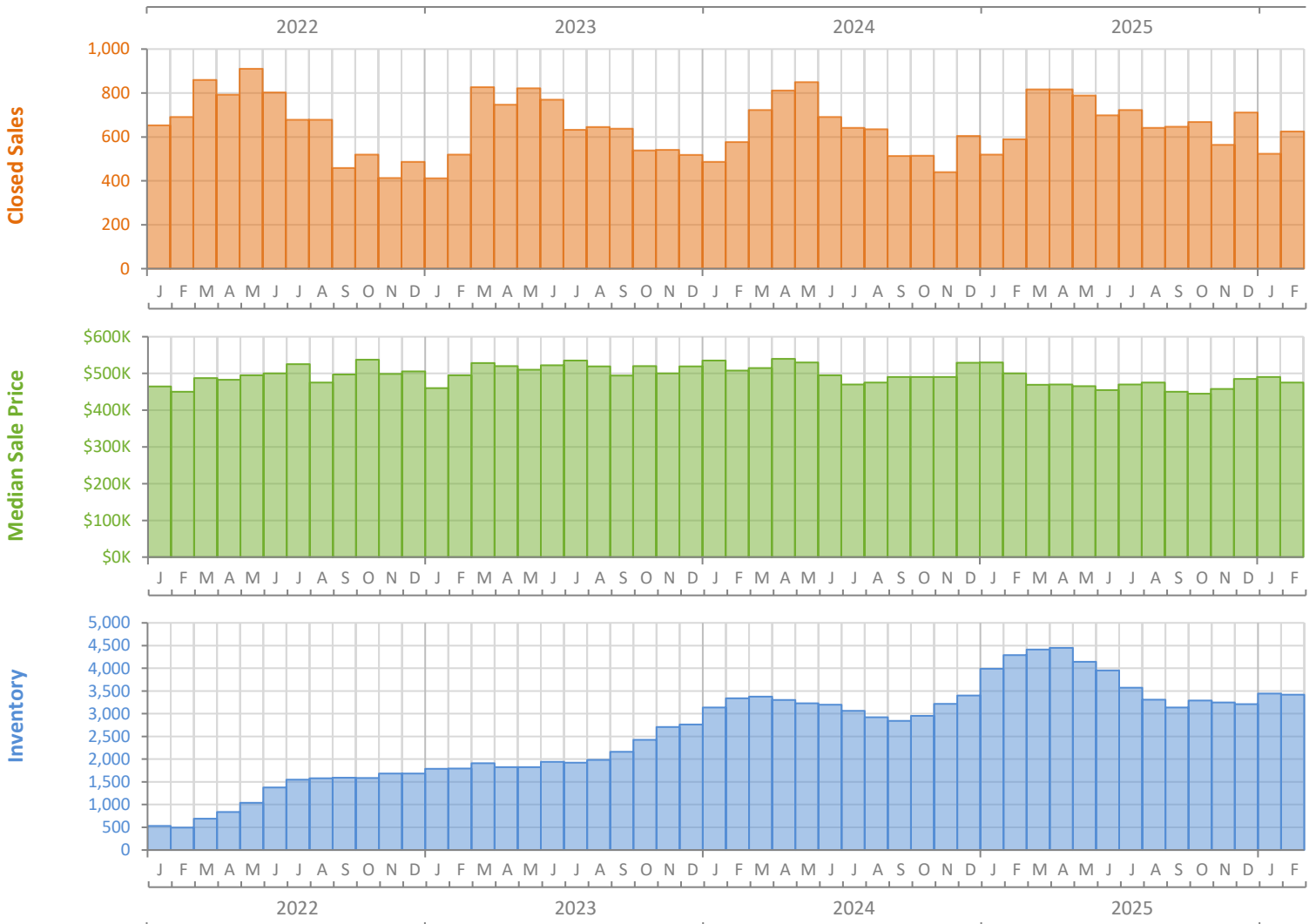
Monthly Market Summary - February 2026

Single-Family Homes

Sarasota County



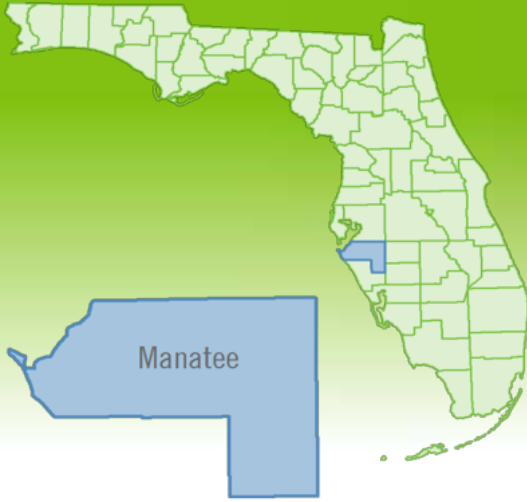
	February 2026	February 2025	Percent Change Year-over-Year
Closed Sales	625	589	6.1%
Paid in Cash	294	258	14.0%
Median Sale Price	\$475,000	\$499,990	-5.0%
Average Sale Price	\$738,588	\$714,923	3.3%
Dollar Volume	\$461.6 Million	\$421.1 Million	9.6%
Med. Pct. of Orig. List Price Received	93.8%	94.5%	-0.7%
Median Time to Contract	59 Days	46 Days	28.3%
Median Time to Sale	94 Days	86 Days	9.3%
New Pending Sales	845	768	10.0%
New Listings	1,005	1,283	-21.7%
Pending Inventory	1,107	1,017	8.8%
Inventory (Active Listings)	3,420	4,292	-20.3%
Months Supply of Inventory	5.0	6.8	-26.5%



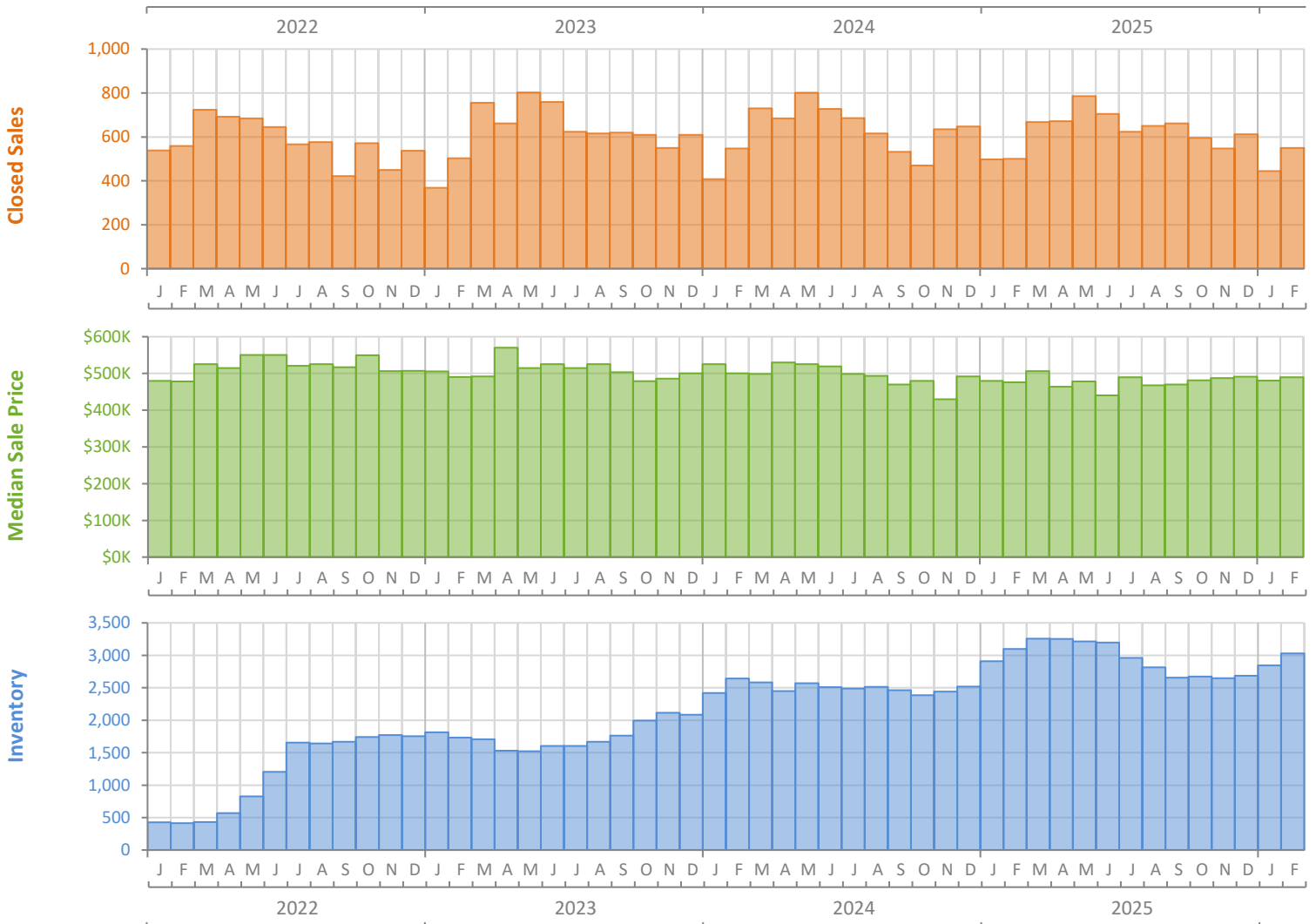
Monthly Market Summary - February 2026

Single-Family Homes

Manatee County



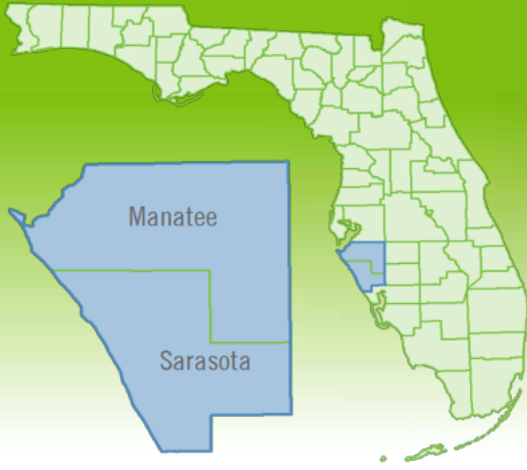
	February 2026	February 2025	Percent Change Year-over-Year
Closed Sales	550	500	10.0%
Paid in Cash	176	166	6.0%
Median Sale Price	\$489,634	\$475,995	2.9%
Average Sale Price	\$673,021	\$656,758	2.5%
Dollar Volume	\$370.2 Million	\$328.4 Million	12.7%
Med. Pct. of Orig. List Price Received	94.2%	95.6%	-1.5%
Median Time to Contract	65 Days	46 Days	41.3%
Median Time to Sale	109 Days	95 Days	14.7%
New Pending Sales	714	643	11.0%
New Listings	1,016	970	4.7%
Pending Inventory	1,062	911	16.6%
Inventory (Active Listings)	3,031	3,097	-2.1%
Months Supply of Inventory	4.8	4.9	-2.0%



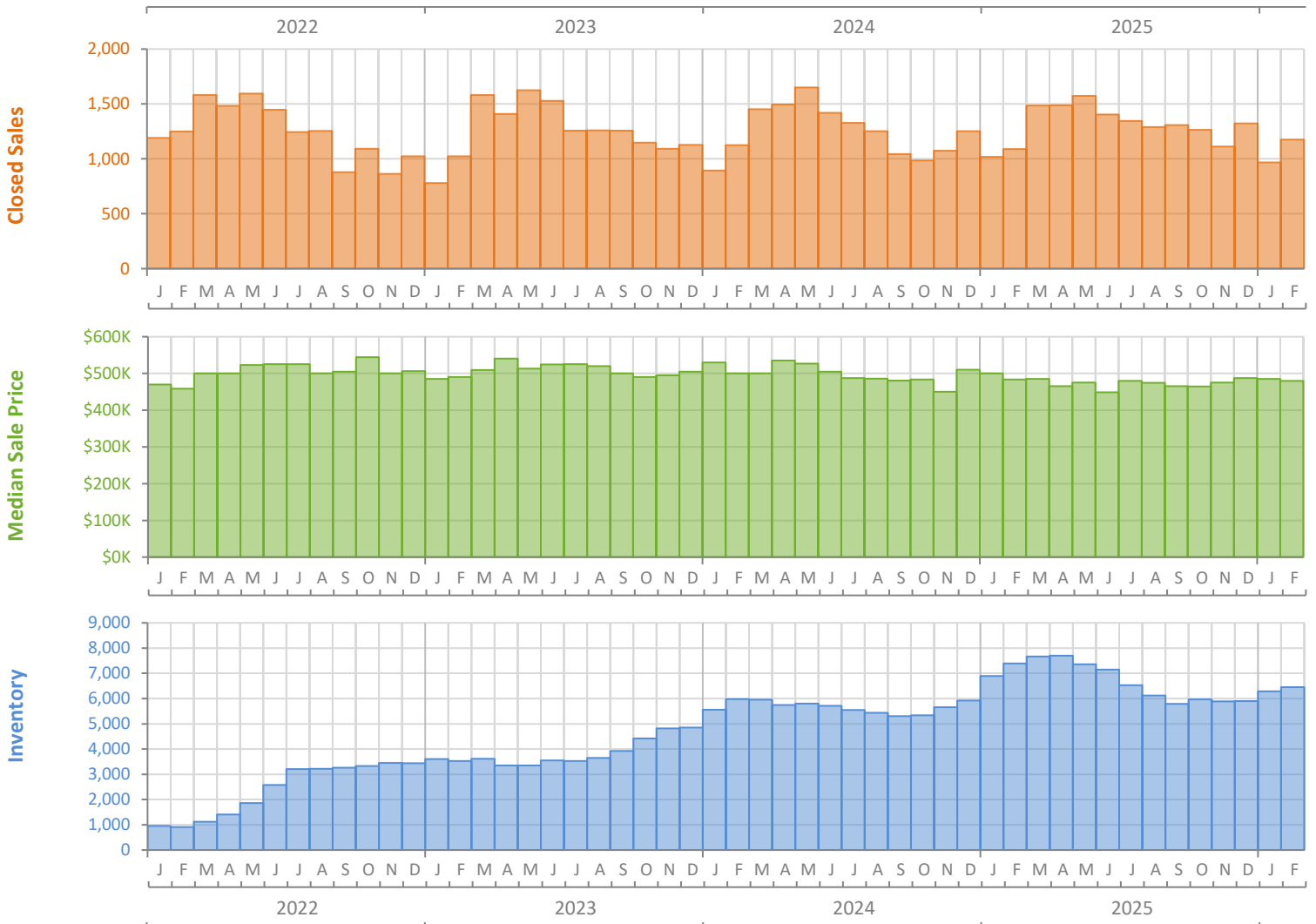
Monthly Market Summary - February 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



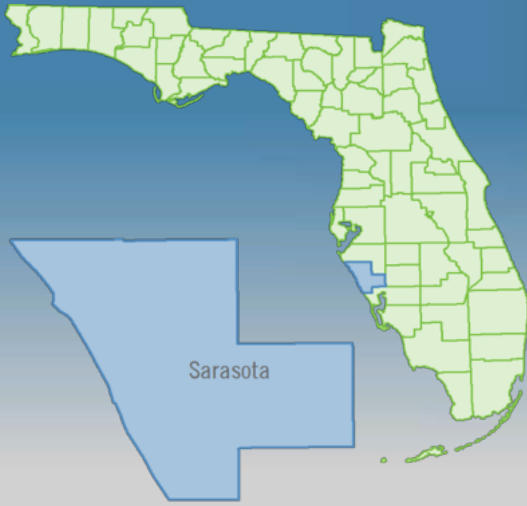
	February 2026	February 2025	Percent Change Year-over-Year
Closed Sales	1,175	1,089	7.9%
Paid in Cash	470	424	10.8%
Median Sale Price	\$480,000	\$483,688	-0.8%
Average Sale Price	\$707,871	\$688,193	2.9%
Dollar Volume	\$831.7 Million	\$749.4 Million	11.0%
Med. Pct. of Orig. List Price Received	93.8%	95.0%	-1.3%
Median Time to Contract	61 Days	46 Days	32.6%
Median Time to Sale	101 Days	89 Days	13.5%
New Pending Sales	1,559	1,411	10.5%
New Listings	2,021	2,253	-10.3%
Pending Inventory	2,169	1,928	12.5%
Inventory (Active Listings)	6,451	7,389	-12.7%
Months Supply of Inventory	4.9	5.9	-16.9%



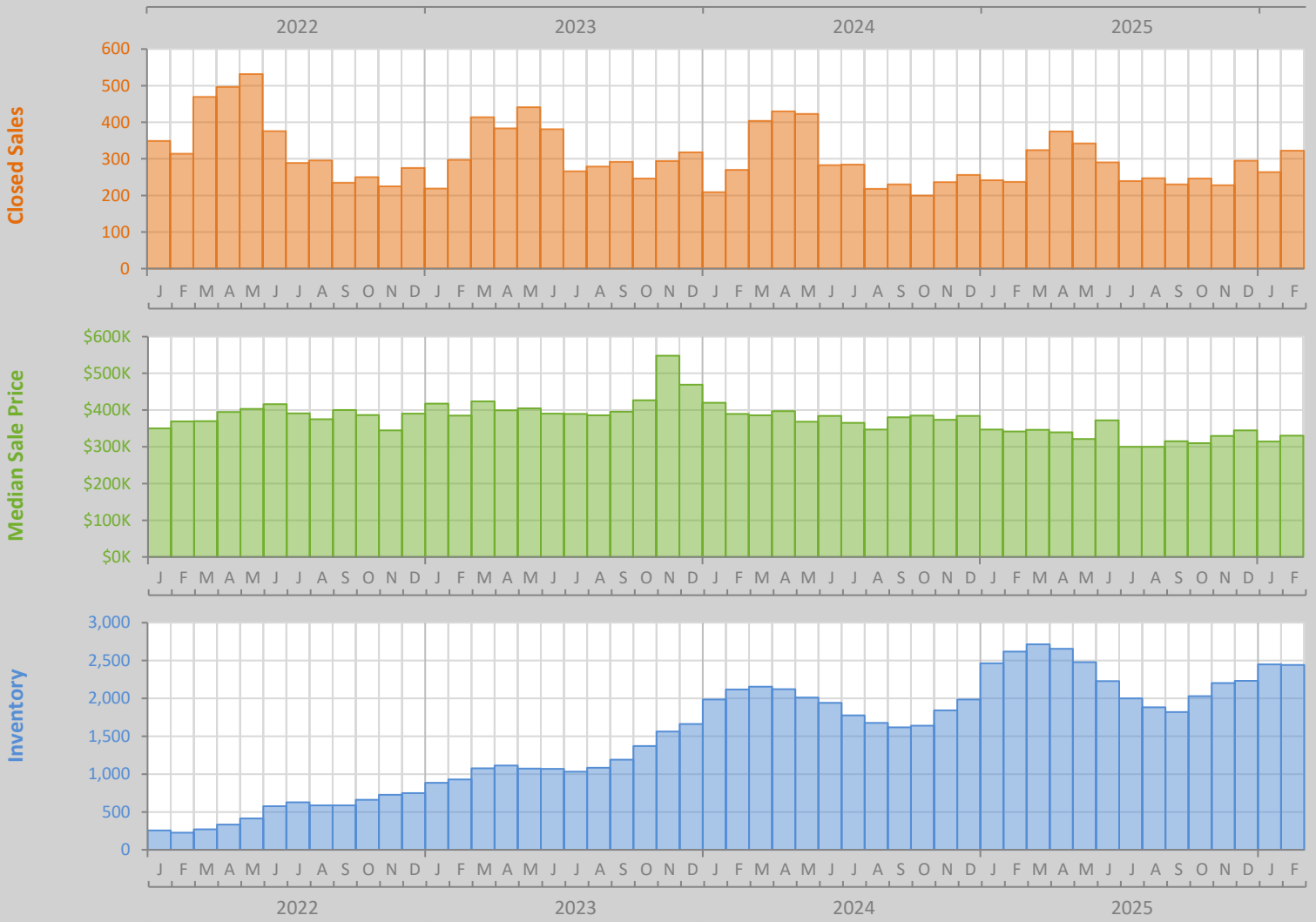
Monthly Market Summary - February 2026

Townhouses and Condos

Sarasota County



	February 2026	February 2025	Percent Change Year-over-Year
Closed Sales	322	237	35.9%
Paid in Cash	219	170	28.8%
Median Sale Price	\$330,000	\$342,000	-3.5%
Average Sale Price	\$521,637	\$463,689	12.5%
Dollar Volume	\$168.0 Million	\$109.9 Million	52.8%
Med. Pct. of Orig. List Price Received	92.1%	93.6%	-1.6%
Median Time to Contract	76 Days	44 Days	72.7%
Median Time to Sale	109 Days	85 Days	28.2%
New Pending Sales	470	374	25.7%
New Listings	555	628	-11.6%
Pending Inventory	728	608	19.7%
Inventory (Active Listings)	2,443	2,618	-6.7%
Months Supply of Inventory	8.6	9.1	-5.5%



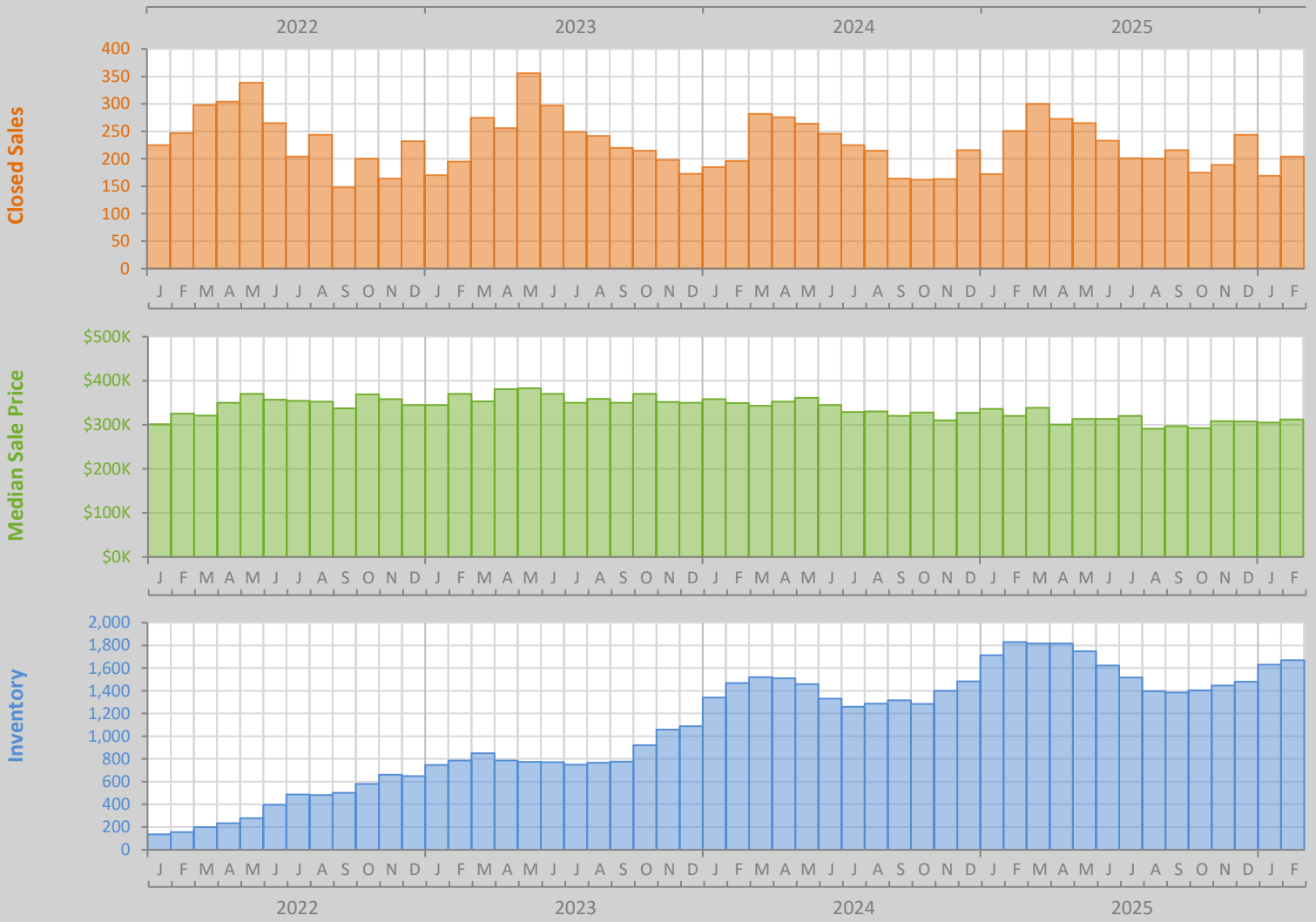
Monthly Market Summary - February 2026

Townhouses and Condos

Manatee County



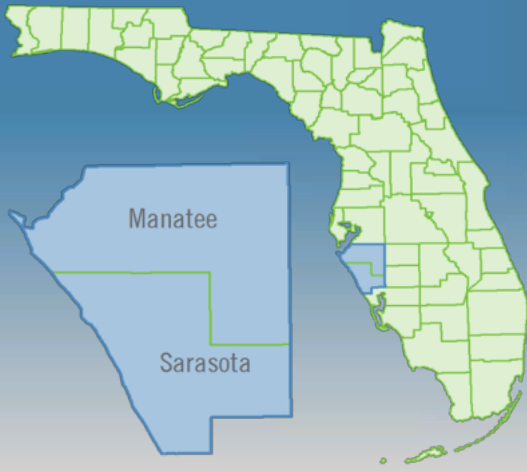
	February 2026	February 2025	Percent Change Year-over-Year
Closed Sales	204	251	-18.7%
Paid in Cash	130	121	7.4%
Median Sale Price	\$311,995	\$319,990	-2.5%
Average Sale Price	\$369,085	\$357,306	3.3%
Dollar Volume	\$75.3 Million	\$89.7 Million	-16.0%
Med. Pct. of Orig. List Price Received	93.0%	95.2%	-2.3%
Median Time to Contract	67 Days	51 Days	31.4%
Median Time to Sale	105 Days	88 Days	19.3%
New Pending Sales	292	275	6.2%
New Listings	383	479	-20.0%
Pending Inventory	398	336	18.5%
Inventory (Active Listings)	1,670	1,828	-8.6%
Months Supply of Inventory	7.5	8.3	-9.6%



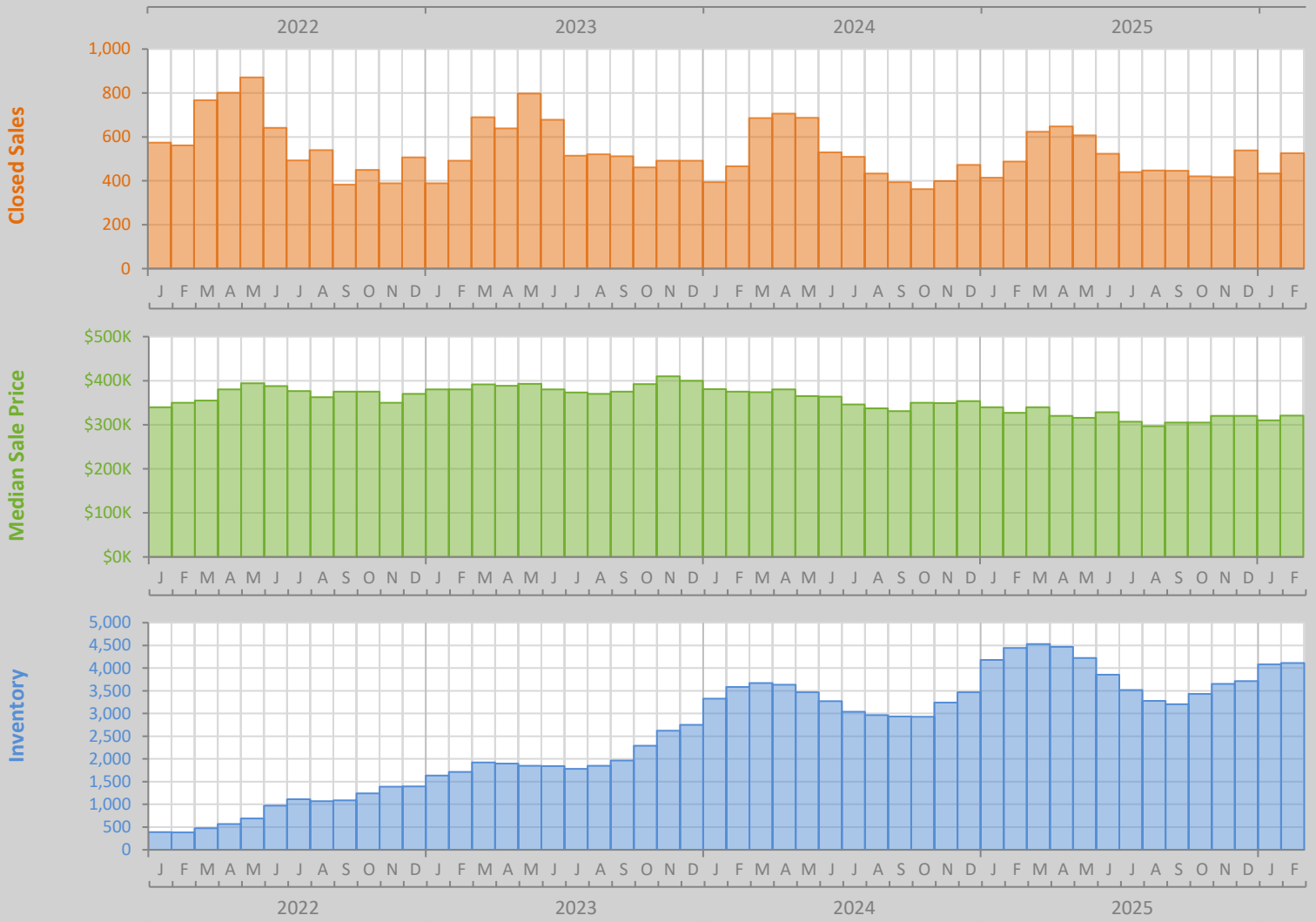
Monthly Market Summary - February 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	February 2026	February 2025	Percent Change Year-over-Year
Closed Sales	526	488	7.8%
Paid in Cash	349	291	19.9%
Median Sale Price	\$320,500	\$326,900	-2.0%
Average Sale Price	\$462,472	\$408,972	13.1%
Dollar Volume	\$243.3 Million	\$199.6 Million	21.9%
Med. Pct. of Orig. List Price Received	92.4%	94.8%	-2.5%
Median Time to Contract	70 Days	48 Days	45.8%
Median Time to Sale	107 Days	86 Days	24.4%
New Pending Sales	762	649	17.4%
New Listings	938	1,107	-15.3%
Pending Inventory	1,126	944	19.3%
Inventory (Active Listings)	4,113	4,446	-7.5%
Months Supply of Inventory	8.1	8.8	-8.0%





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EXPANDED REPORTS

Sarasota and Manatee Counties

FEBRUARY 2026

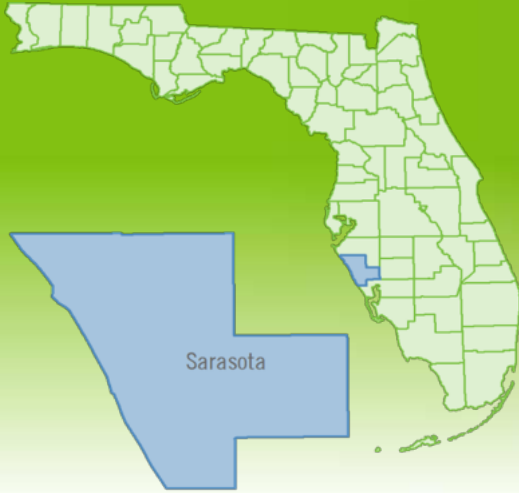
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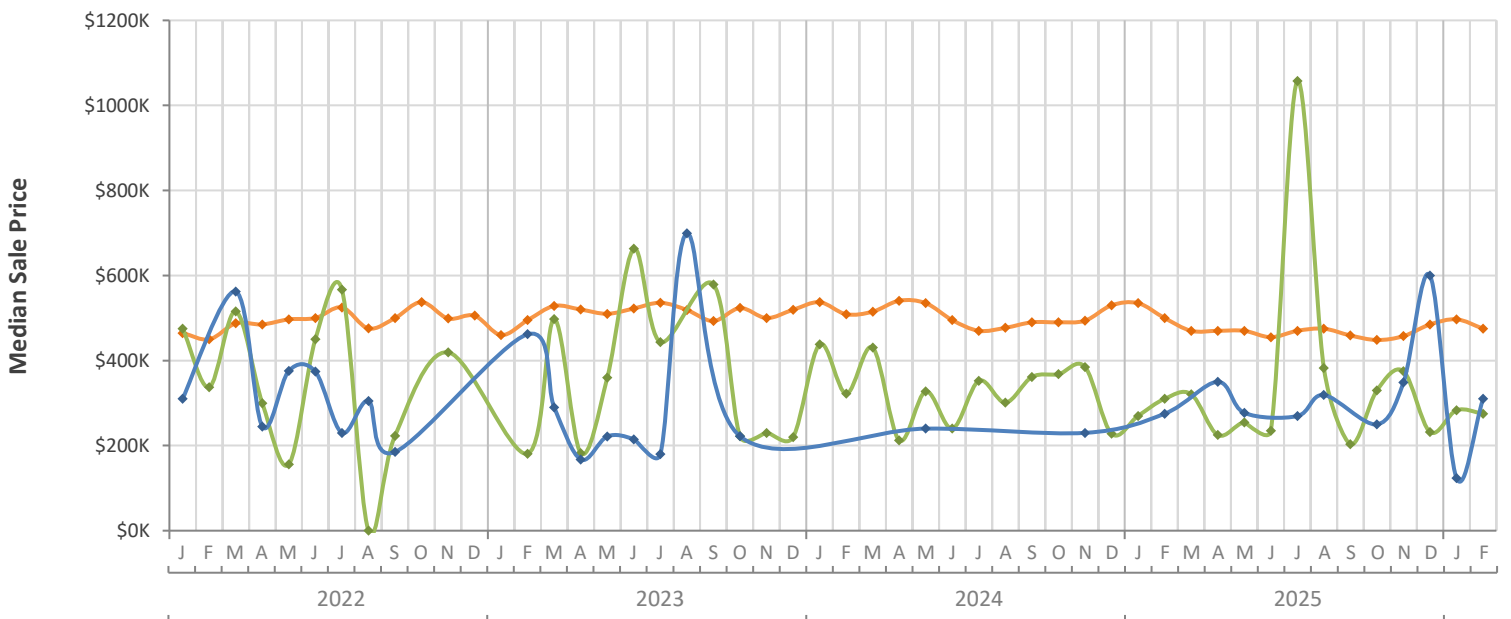
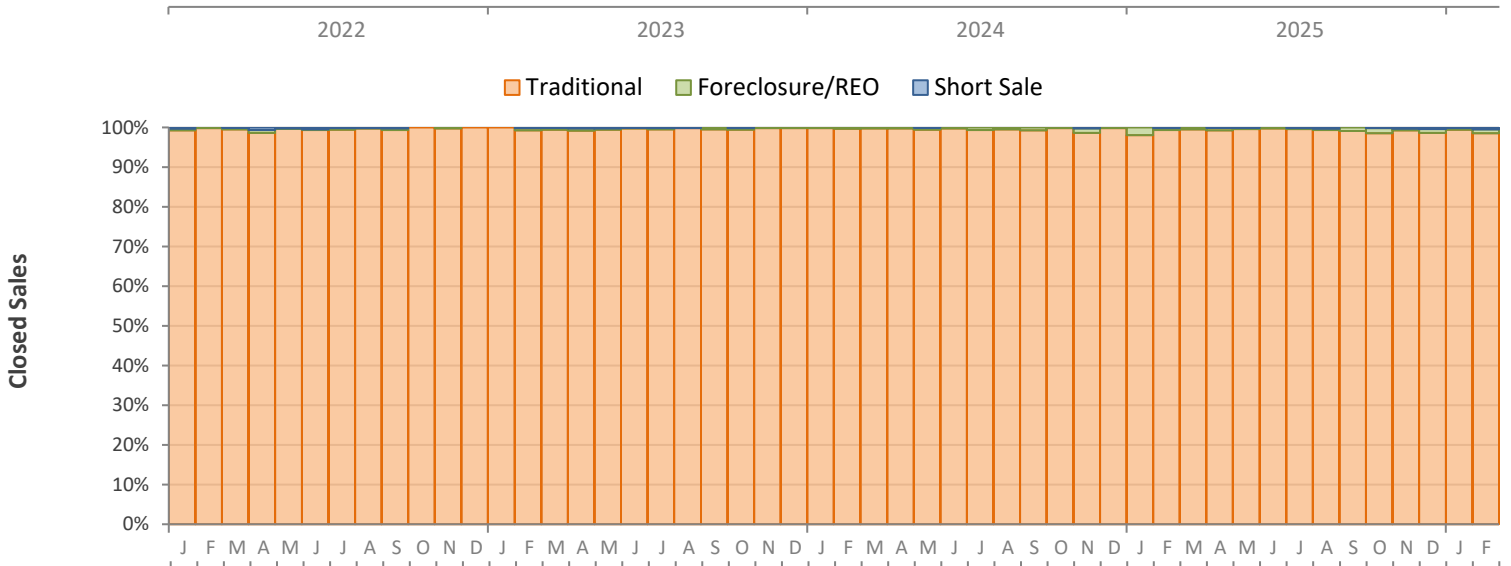
Monthly Distressed Market - February 2026

Single-Family Homes

Sarasota County



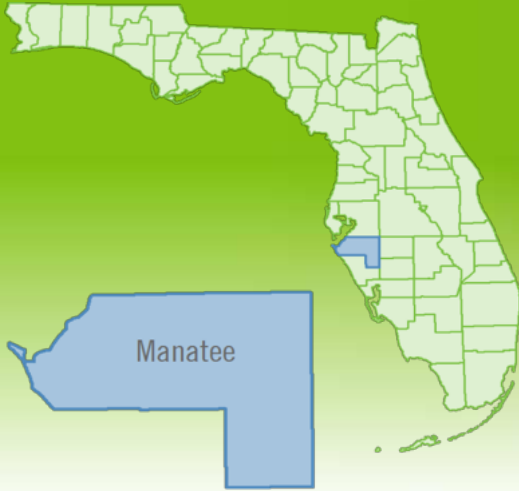
		February 2026	February 2025	Percent Change Year-over-Year
Traditional	Closed Sales	616	585	5.3%
	Median Sale Price	\$475,000	\$499,995	-5.0%
Foreclosure/REO	Closed Sales	6	3	100.0%
	Median Sale Price	\$275,000	\$310,000	-11.3%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$310,000	\$275,000	12.7%



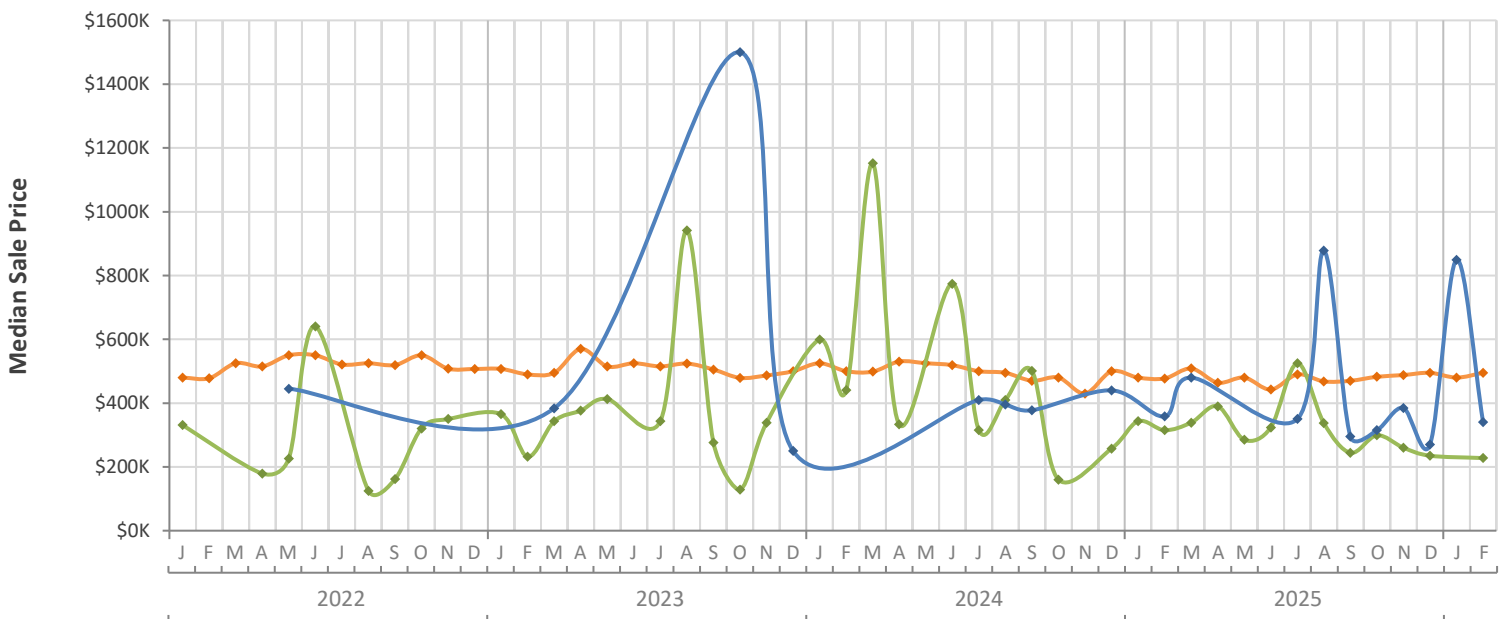
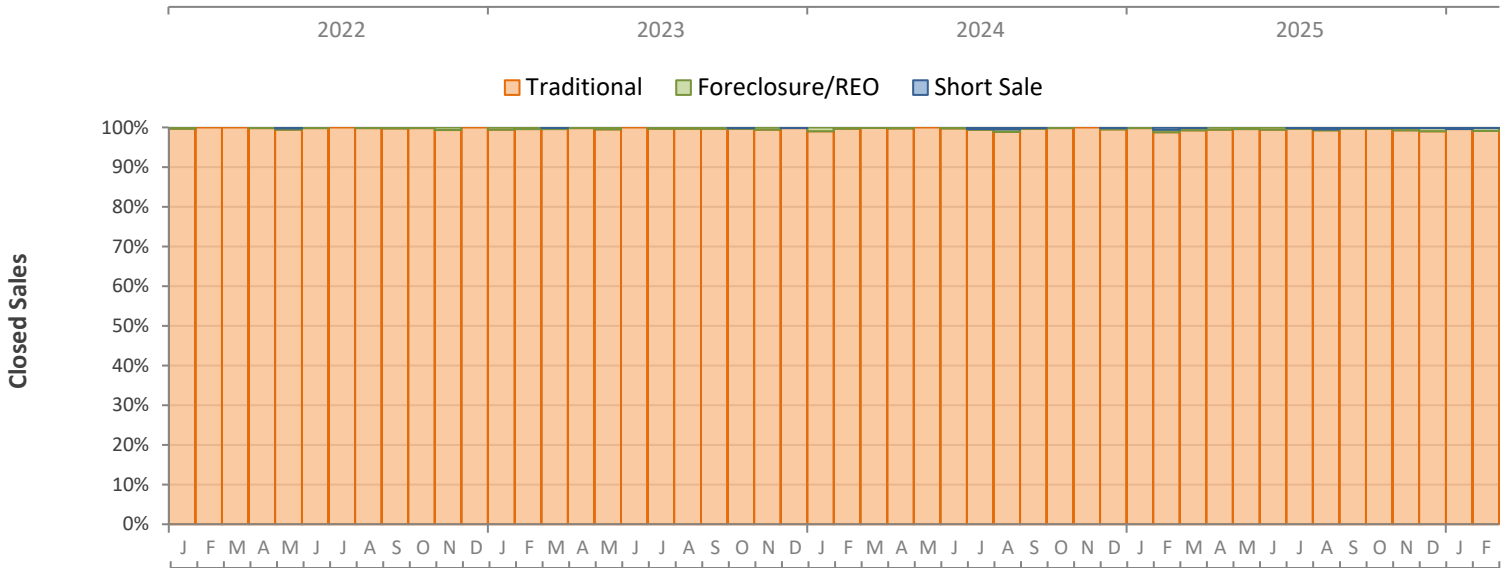
Monthly Distressed Market - February 2026

Single-Family Homes

Manatee County



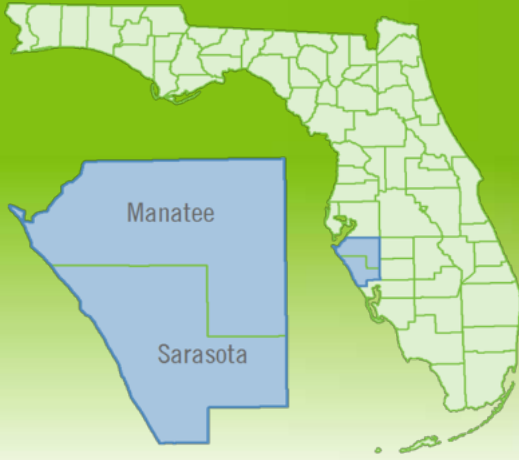
		February 2026	February 2025	Percent Change Year-over-Year
Traditional	Closed Sales	545	494	10.3%
	Median Sale Price	\$495,000	\$477,250	3.7%
Foreclosure/REO	Closed Sales	4	3	33.3%
	Median Sale Price	\$227,600	\$314,900	-27.7%
Short Sale	Closed Sales	1	3	-66.7%
	Median Sale Price	\$340,000	\$358,212	-5.1%



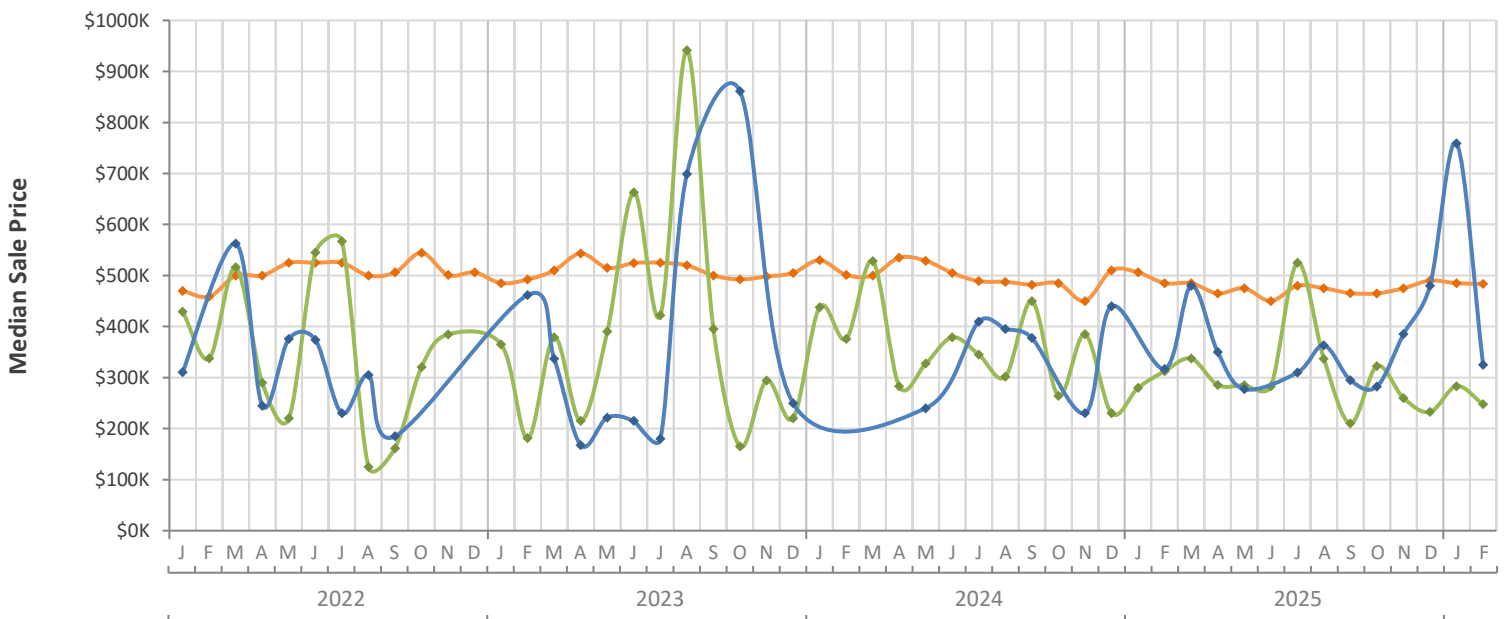
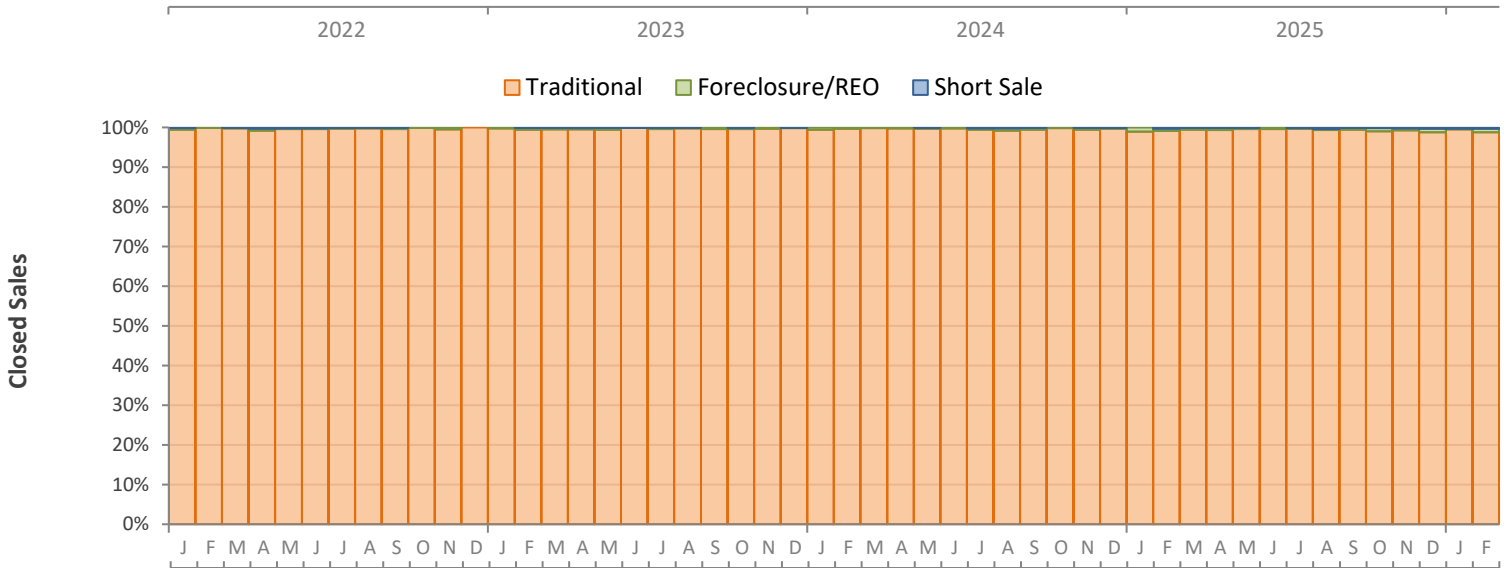
Monthly Distressed Market - February 2026

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		February 2026	February 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,161	1,079	7.6%
	Median Sale Price	\$483,598	\$485,000	-0.3%
Foreclosure/REO	Closed Sales	10	6	66.7%
	Median Sale Price	\$247,600	\$312,450	-20.8%
Short Sale	Closed Sales	4	4	0.0%
	Median Sale Price	\$325,000	\$317,056	2.5%



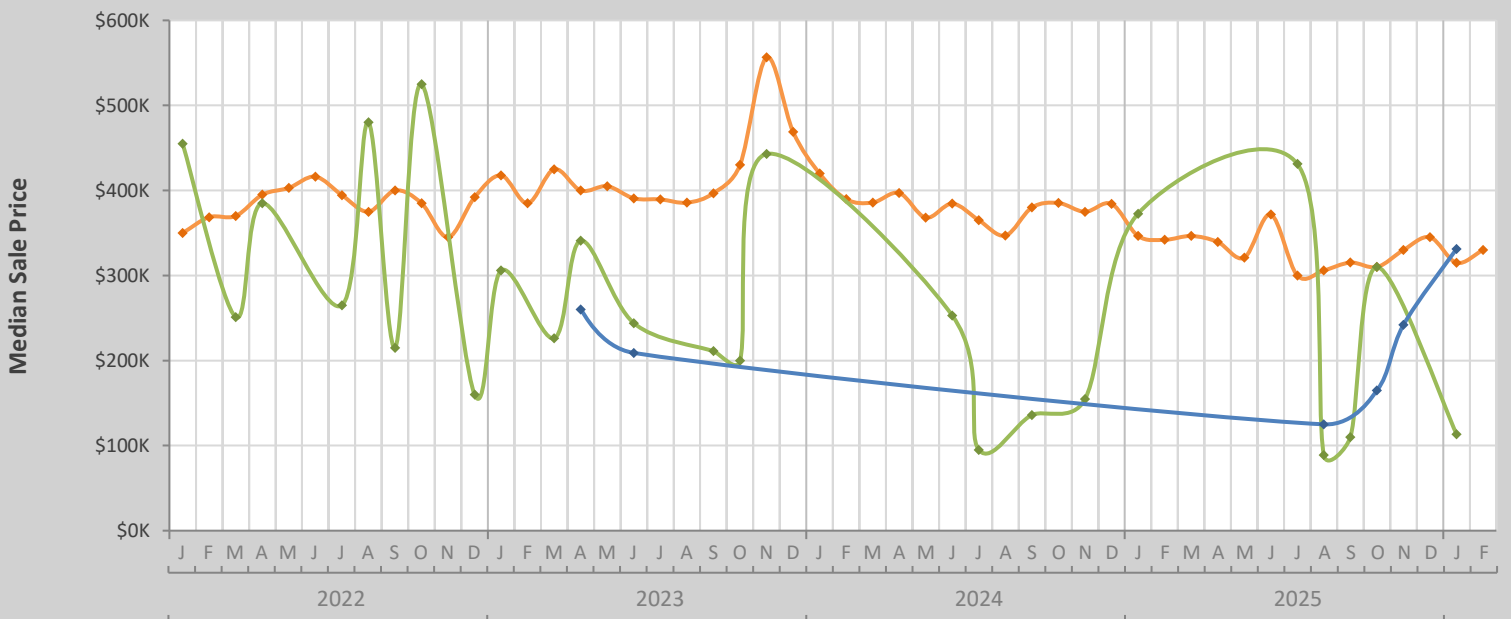
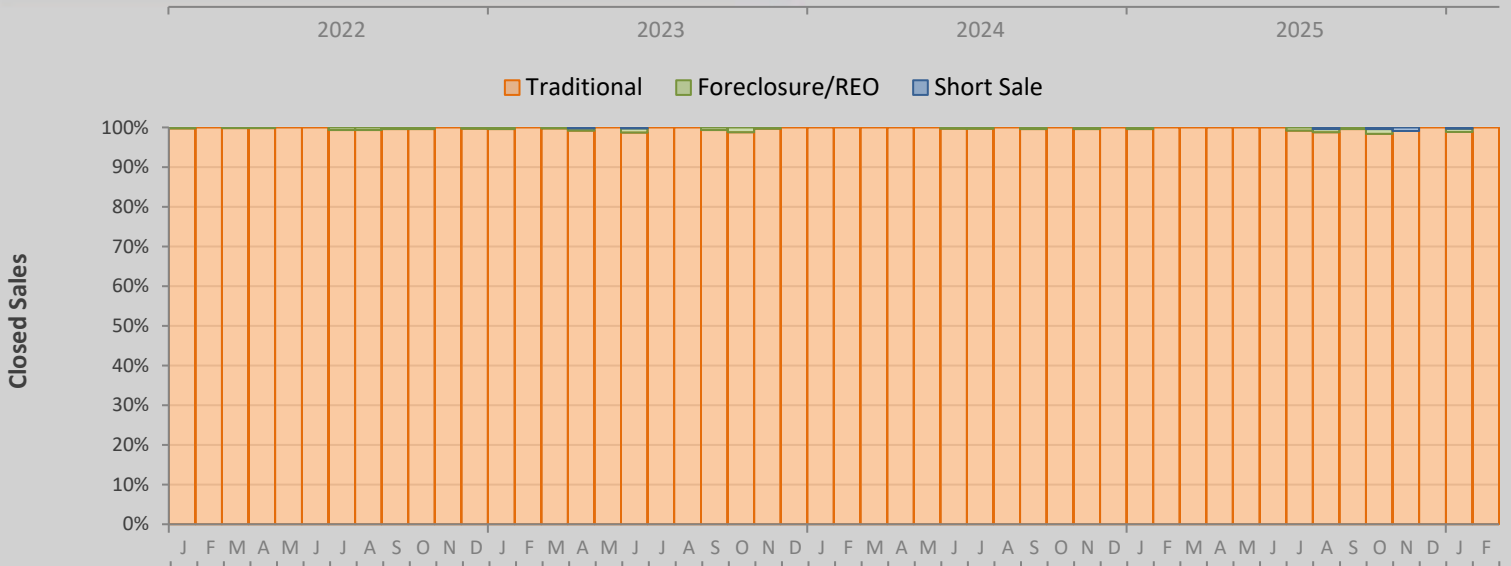
Monthly Distressed Market - February 2026

Townhouses and Condos

Sarasota County



		February 2026	February 2025	Percent Change Year-over-Year
Traditional	Closed Sales	322	237	35.9%
	Median Sale Price	\$330,000	\$342,000	-3.5%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



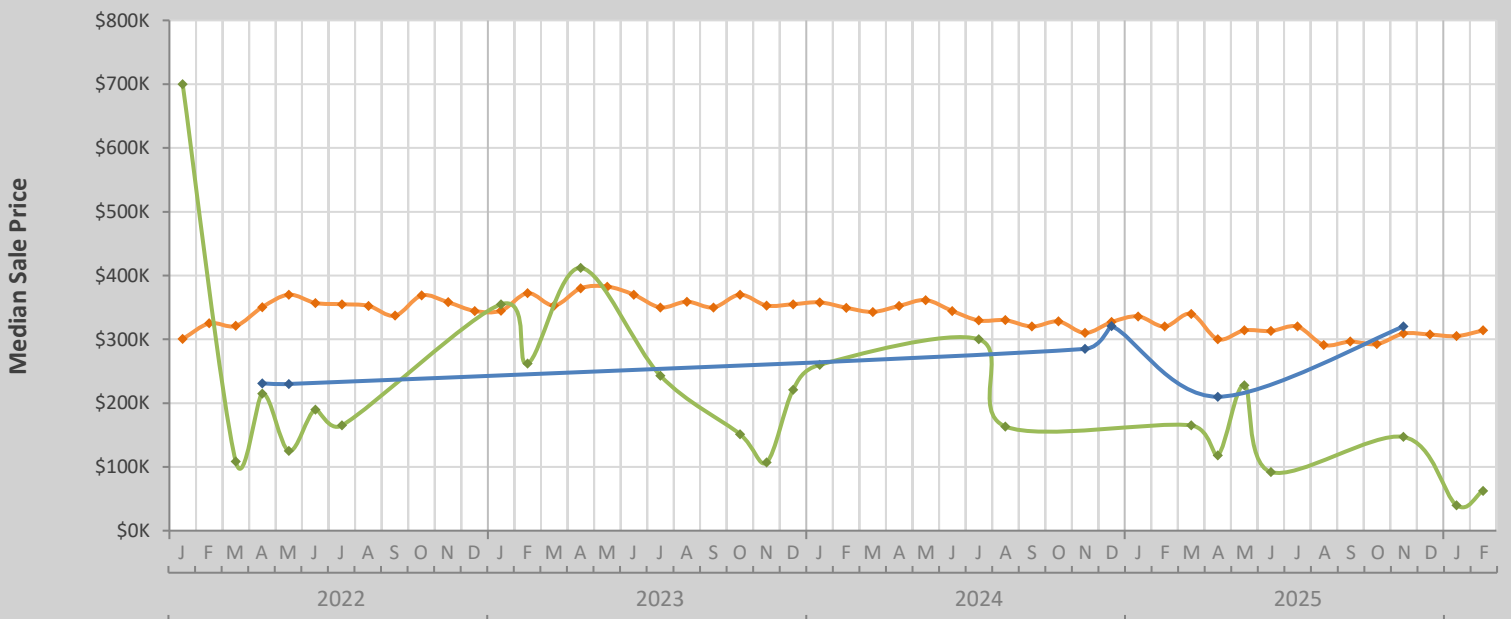
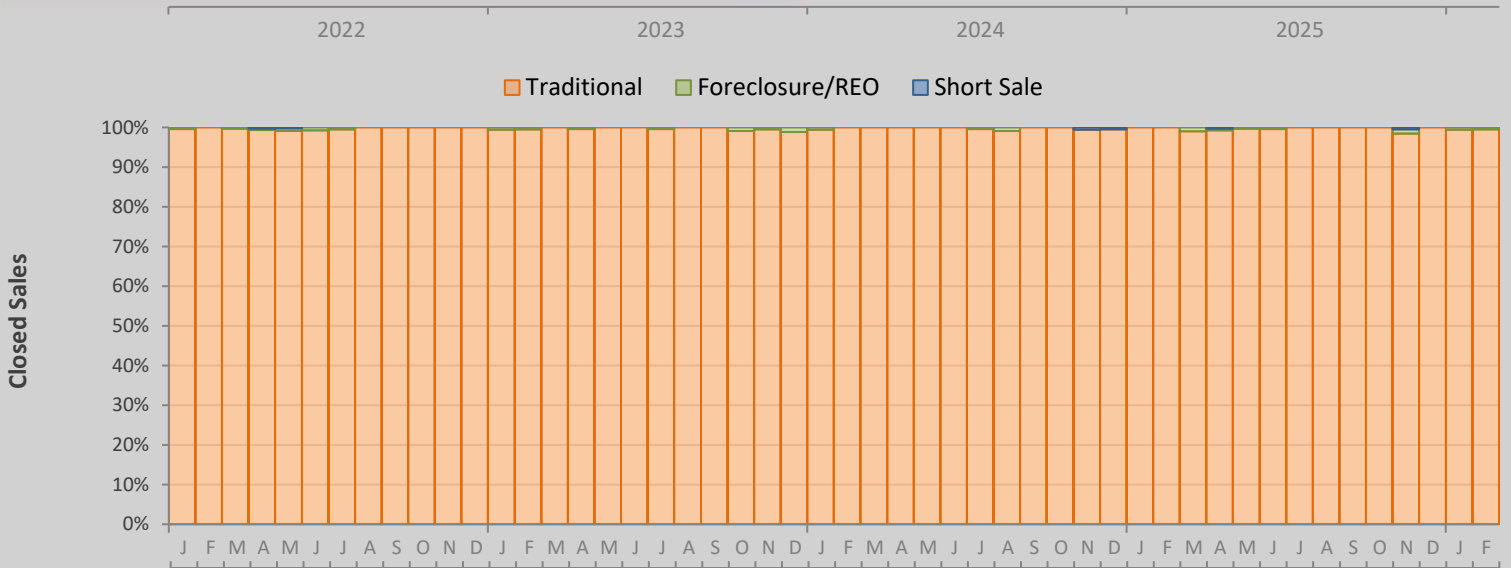
Monthly Distressed Market - February 2026

Townhouses and Condos

Manatee County



		February 2026	February 2025	Percent Change Year-over-Year
Traditional	Closed Sales	203	251	-19.1%
	Median Sale Price	\$313,990	\$319,990	-1.9%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$62,475	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - February 2026

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		February 2026	February 2025	Percent Change Year-over-Year
Traditional	Closed Sales	525	488	7.6%
	Median Sale Price	\$321,000	\$326,900	-1.8%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$62,475	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

