JULY 2026

SARASOTA COUNTY

MARKET REPORT

SALES UP

INVENTORY DOWN

4.1 MONTHS SUPPLY

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📍 Sarasota County Real Estate Market Update

July 2026 Market Report

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

🏡 Welcome

Welcome to the **July 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 June 2026.

FOR IMMEDIATE RELEASE

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June 2026 Real Estate Market Report: Sales Accelerate Across All Segments as Inventory Continues to Shrink

SARASOTA, Fla. (July 17, 2026) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its June 2026 real estate market report, showing broad-based sales growth, sharply tightening inventory and a widening gap between single-family and condo pricing trends across Sarasota and Manatee counties.

Closed sales increased year-over-year in all four major market segments, with gains ranging from 11.2 percent to 26.2 percent. New pending sales also increased across every county and property type, indicating that buyer demand accelerated heading into the peak of summer.

At the same time, active inventory declined by double digits in all four segments, ranging from a 12.1 percent decline in Sarasota County condos to a 27.4 percent decline in Sarasota County single-family homes. Months supply fell considerably from June 2025 in every segment, pushing both single-family markets down to 4.1 months, further below the level traditionally associated with a balanced market. Condo and townhome buyers continued to have more options, although available supply also tightened substantially in that segment.

Prices told two different stories depending on property type rather than county. Median single-family prices climbed in both Sarasota and Manatee counties, while median condo and townhome prices declined in both counties. Sellers also closed the gap with their original asking prices, with the median percent of original list price received rising year-over-year in three of the four segments, a sign that competition for well-priced homes has intensified.

"June was one of the clearest signals yet that buyers who had been waiting on the sidelines are moving forward," said David Crawford, 2026 RASM President and Broker/Owner of Catalist Realty. "Sales grew across every segment we track, and sellers who priced their homes appropriately were rewarded with faster contracts and stronger offers. At the same time, the growing divide between single-family and condo pricing shows just how important it is to understand the dynamics of each property type before making a decision."

Key Trends in Sarasota/Manatee June 2026:

- **Sales Growth Accelerated:** Closed sales rose across all four market segments, led by a substantial increase in Manatee County single-family homes. New pending sales also increased in every segment, led by a strong jump in Sarasota County condos, pointing to continued momentum ahead.

- **Inventory Tightened Further:** Active listings decreased across every county and property type for the second consecutive month. The largest decline occurred in Sarasota County's single-family market, pushing months supply to its lowest level in years.
- **Prices Diverged by Property Type:** Median single-family prices rose in both Sarasota and Manatee counties, while median condo and townhome prices fell in both counties. This underscores the importance of viewing single-family homes and condos as distinct markets rather than relying on one overall regional trend.

Single-Family

In Sarasota County, 805 single-family homes sold in June, an increase of 15.2 percent compared to June 2025. The median sale price increased 8.2 percent to $492,450, while the average sale price rose 5.7 percent to $732,527. Cash purchases represented 39.0 percent of closed sales, up from 35.8 percent a year earlier. Sellers received a median of 94.4 percent of their original list price, compared to 92.2 percent one year earlier.

Buyer activity remained strong, with new pending sales increasing 4.1 percent to 686, while new listings declined 6.5 percent, contributing to the continued drop in available inventory.

Active listings fell 27.4 percent to 2,870 homes, reducing months supply from 6.3 months in June 2025 to 4.1 months in June 2026. Homes spent a median of 47 days on the market before going under contract and 89 days from listing to closing, both notably shorter than last year.

In Manatee County, single-family closed sales increased 26.2 percent to 890 transactions, the largest year-over-year gain of any segment this month. The median sale price rose 11.4 percent to $490,000, while the average sale price increased 11.2 percent to $648,560. Cash sales represented 25.2 percent of closed sales, down from 28.9 percent a year earlier. Sellers received a median of 95.8 percent of their original list price, up from 94.3 percent in June 2025.

New pending sales increased 22.8 percent to 716, providing a positive indicator for future closings. New listings rose 4.9 percent to 831.

Active inventory fell 15.3 percent to 2,706 homes, while months supply declined from 5.2 months to 4.1 months. Properties spent a median of 45 days on the market before going under contract and approximately 99 days from listing to closing, both shorter than one year ago.

Growth in Manatee County was broad-based across price points. Sales between $800,000 and $899,999 more than doubled, increasing 116.0 percent, while sales between $2 million and $2.99 million increased 162.5 percent and sales between $3 million and $4.99 million increased 166.7 percent.

Townhomes and Condos

The Sarasota County condo and townhome market recorded 364 closed sales in June, an increase of 25.5 percent year-over-year. The median sale price declined 7.5 percent to $343,750, while the average sale price edged down 1.0 percent to $571,877. Cash buyers accounted for 59.1 percent of sales, down from 67.2 percent a year earlier. Sellers received a median of 92.0 percent of their original list price, up from 89.7 percent in June 2025.

New pending sales increased 27.4 percent to 307, while new listings rose 14.0 percent to 359. Active inventory decreased 12.1 percent to 1,959 units. Months supply declined from 8.3 months to 6.3 months, although the segment continued to offer buyers more selection than the single-family market.

Properties spent a median of 71 days on the market before going under contract, nearly unchanged from 72 days last year, and approximately 109 days from listing to closing, five days faster than a year ago.

Higher-priced condo and townhome activity increased considerably. Sarasota County recorded 45 sales of $1 million or more, an increase of 50.0 percent. Sales between $1.25 million and $1.49 million nearly tripled, increasing 175.0 percent, and sales between $2 million and $2.99 million more than doubled, increasing 140.0 percent.

In Manatee County, condo and townhome sales increased 11.2 percent to 259 transactions. The median sale price declined slightly, down 0.9 percent to $310,000, while the average sale price rose 4.7 percent to $349,674. Cash purchases represented 50.2 percent of closed sales, up from 46.4 percent a year earlier. Sellers received a median of 92.1 percent of their original list price, nearly unchanged from the previous year.

New pending sales increased 15.8 percent to 242, while new listings rose 4.6 percent to 271. Active inventory fell 18.2 percent to 1,327 units, lowering months supply to 5.7 months.

Properties spent a median of 84 days on the market before going under contract, up from 68 days last year, and approximately 123 days from listing to closing, both notably longer than a year ago.

Summary

The June 2026 housing market was defined by across-the-board sales growth, tightening inventory and a clear divergence in pricing between single-family homes and condos. Single-family supply tightened further in both counties, while condo and townhome buyers continued to have more selection despite that supply also declining. Median single-family prices rose in both counties even as median condo and townhome prices fell, and rising average prices across most segments show that upper-price transactions continue to shape overall market activity.

These differences reinforce the importance of reviewing housing conditions at the neighborhood, property-type and price-point levels. Buyers and sellers should work with a REALTOR® who can interpret hyper-local data, evaluate current competition and develop a strategy based on the conditions affecting a specific property.

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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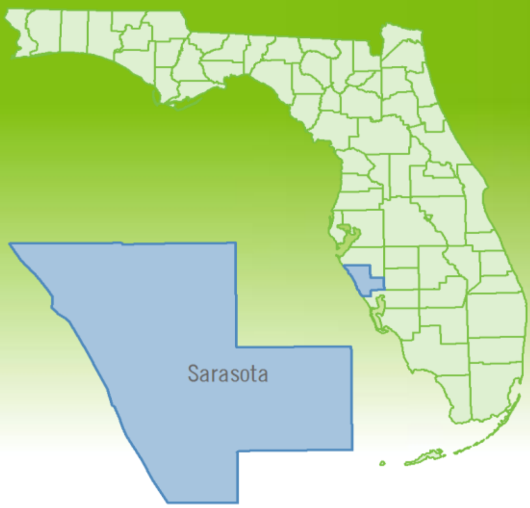
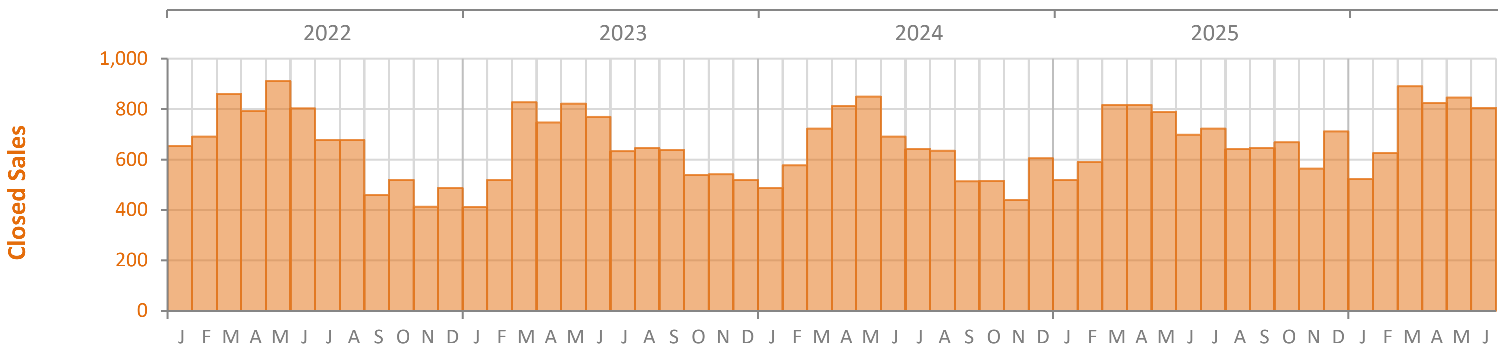
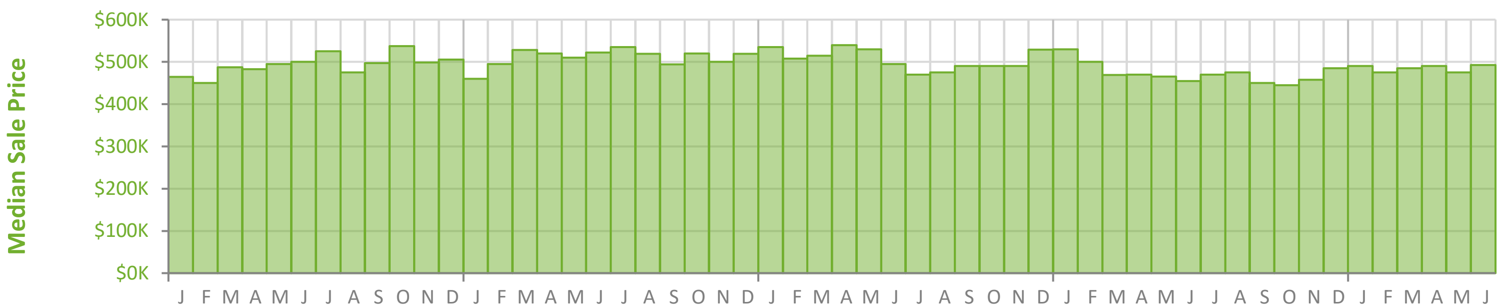
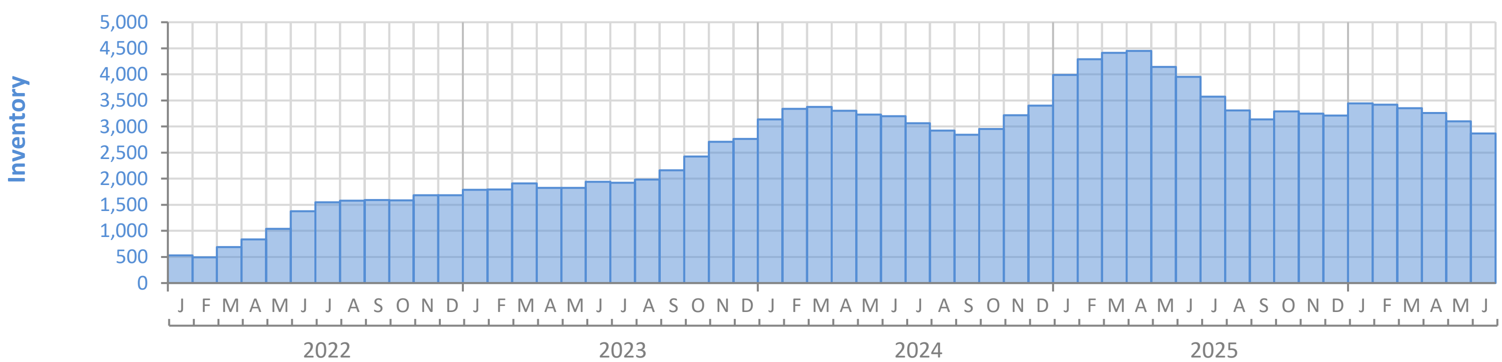
Monthly Market Summary - June 2026
Single-Family Homes
Sarasota County



	June 2026	June 2025	Percent Change Year-over-Year
Closed Sales	805	699	15.2%
Paid in Cash	314	250	25.6%
Median Sale Price	$492,450	$455,000	8.2%
Average Sale Price	$732,527	$692,793	5.7%
Dollar Volume	$589.7 Million	$484.3 Million	21.8%
Med. Pct. of Orig. List Price Received	94.4%	92.2%	2.4%
Median Time to Contract	47 Days	60 Days	-21.7%
Median Time to Sale	89 Days	99 Days	-10.1%
New Pending Sales	686	659	4.1%
New Listings	753	805	-6.5%
Pending Inventory	919	894	2.8%
Inventory (Active Listings)	2,870	3,955	-27.4%
Months Supply of Inventory	4.1	6.3	-34.9%







Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 10th day of the following month.
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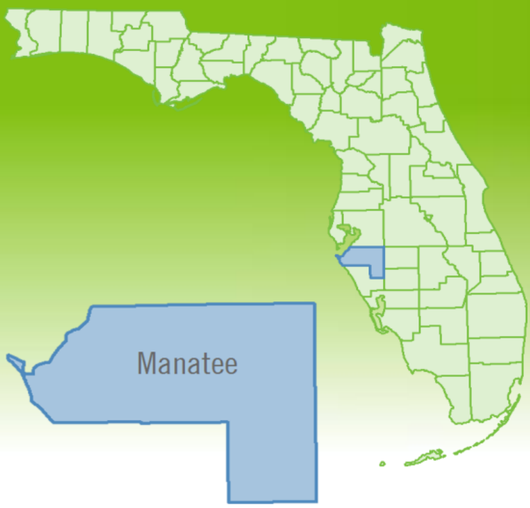
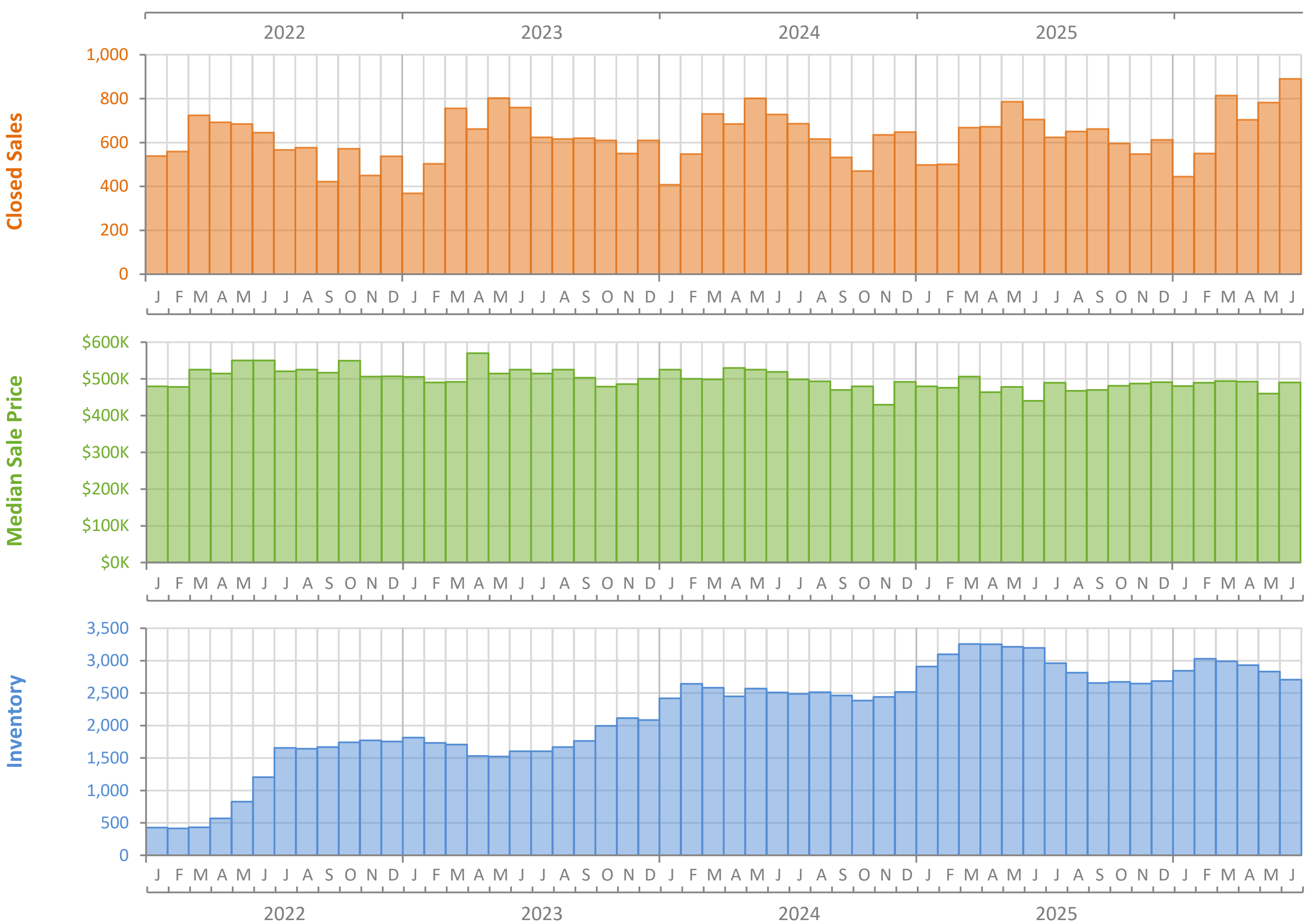
Monthly Market Summary - June 2026
Single-Family Homes
Manatee County



	June 2026	June 2025	Percent Change Year-over-Year
Closed Sales	890	705	26.2%
Paid in Cash	224	204	9.8%
Median Sale Price	$490,000	$440,000	11.4%
Average Sale Price	$648,560	$583,447	11.2%
Dollar Volume	$577.2 Million	$411.3 Million	40.3%
Med. Pct. of Orig. List Price Received	95.8%	94.3%	1.6%
Median Time to Contract	45 Days	56 Days	-19.6%
Median Time to Sale	99 Days	109 Days	-9.2%
New Pending Sales	716	583	22.8%
New Listings	831	792	4.9%
Pending Inventory	1,003	858	16.9%
Inventory (Active Listings)	2,706	3,196	-15.3%
Months Supply of Inventory	4.1	5.2	-21.2%



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Monthly Market Summary - June 2026
Single-Family Homes
North Port-Sarasota-Bradenton MSA

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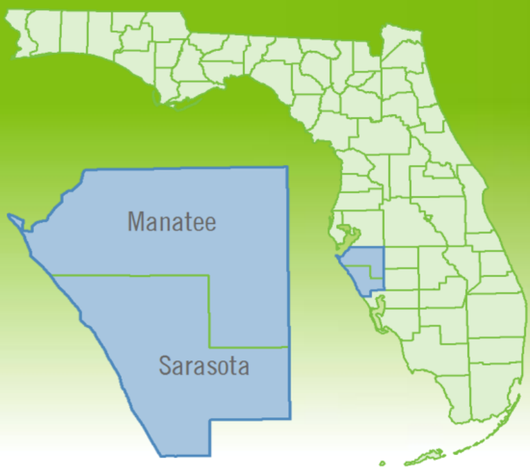
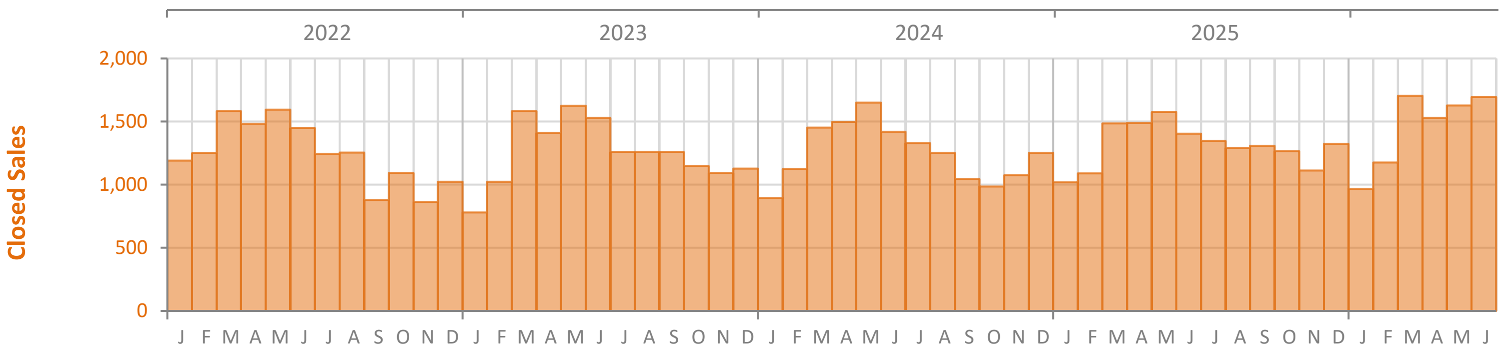
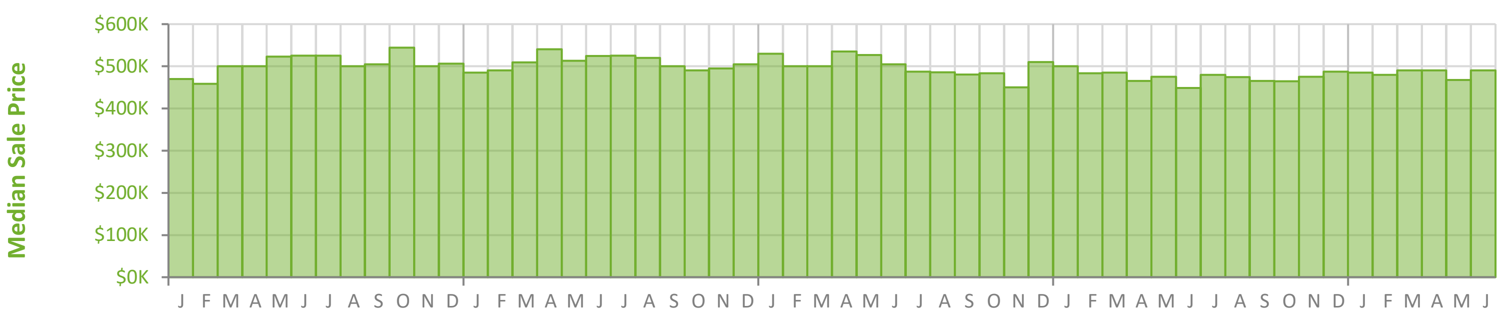
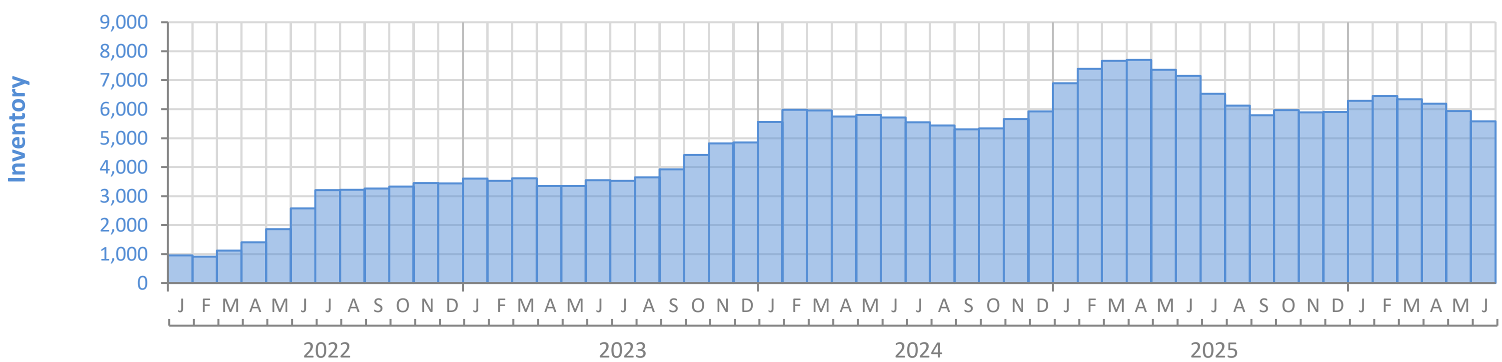


	June 2026	June 2025	Percent Change Year-over-Year
Closed Sales	1,695	1,404	20.7%
Paid in Cash	538	454	18.5%
Median Sale Price	$490,000	$448,500	9.3%
Average Sale Price	$688,438	$637,925	7.9%
Dollar Volume	$1.2 Billion	$895.6 Million	30.3%
Med. Pct. of Orig. List Price Received	95.0%	93.3%	1.8%
Median Time to Contract	46 Days	59 Days	-22.0%
Median Time to Sale	95 Days	105 Days	-9.5%
New Pending Sales	1,402	1,242	12.9%
New Listings	1,584	1,597	-0.8%
Pending Inventory	1,922	1,752	9.7%
Inventory (Active Listings)	5,576	7,151	-22.0%
Months Supply of Inventory	4.1	5.7	-28.1%







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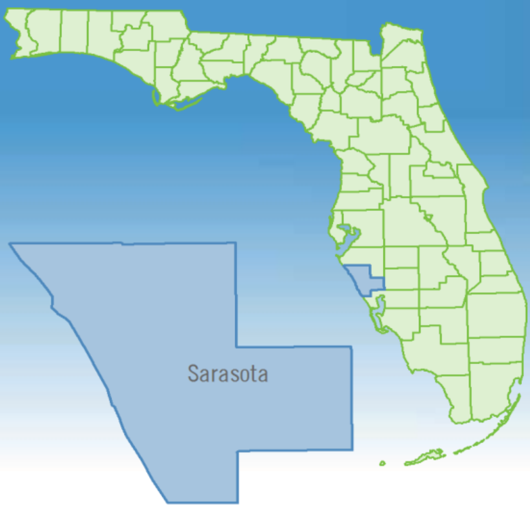
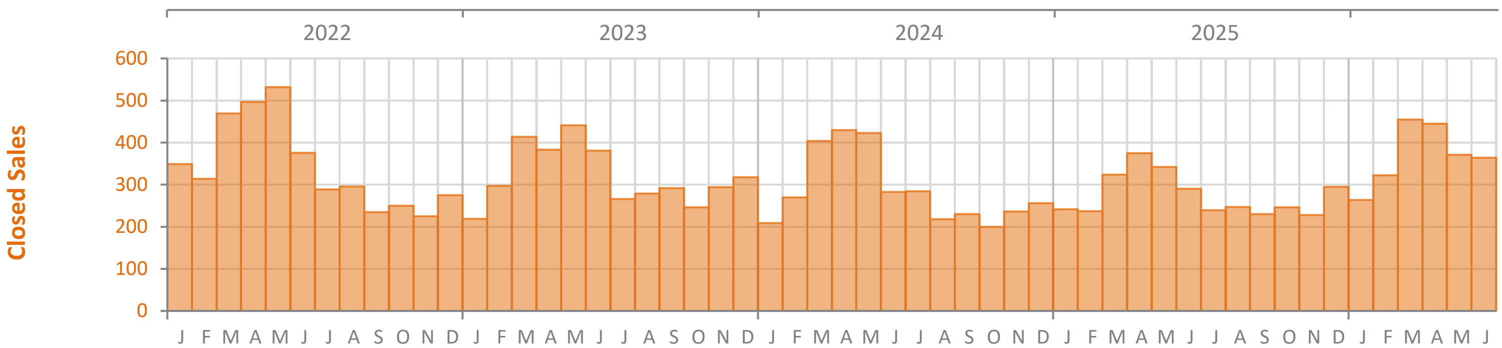
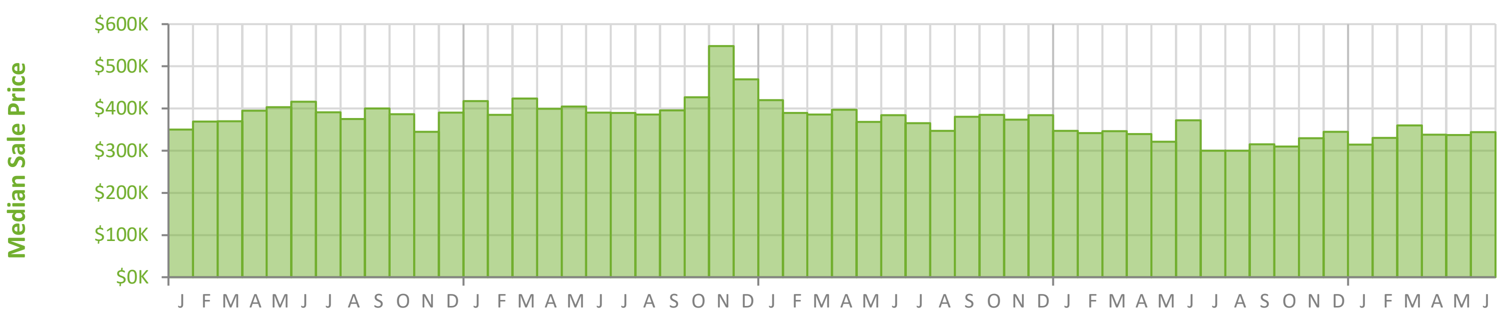
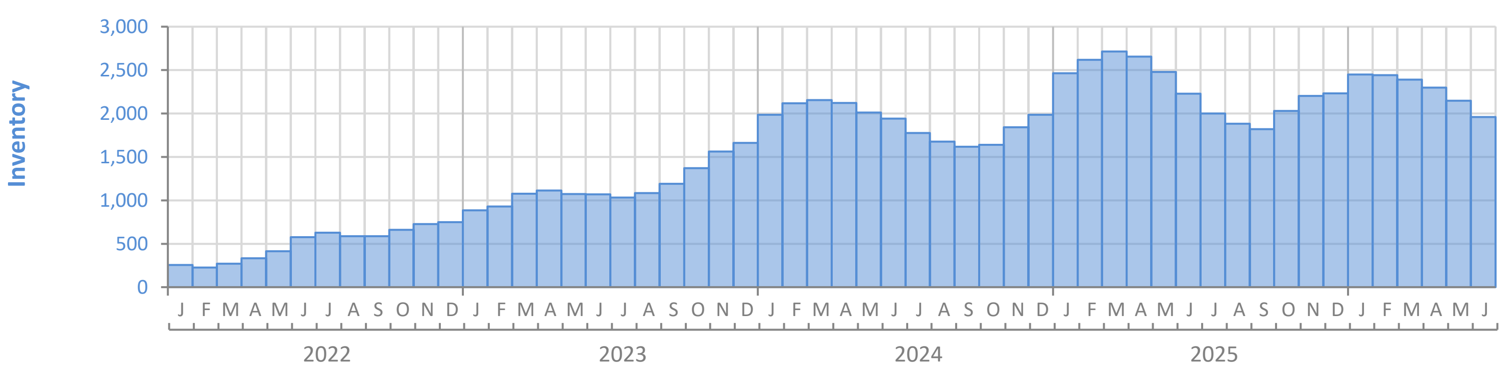
Monthly Market Summary - June 2026
Townhouses and Condos
Sarasota County



	June 2026	June 2025	Percent Change Year-over-Year
Closed Sales	364	290	25.5%
Paid in Cash	215	195	10.3%
Median Sale Price	$343,750	$371,750	-7.5%
Average Sale Price	$571,877	$577,550	-1.0%
Dollar Volume	$208.2 Million	$167.5 Million	24.3%
Med. Pct. of Orig. List Price Received	92.0%	89.7%	2.6%
Median Time to Contract	71 Days	72 Days	-1.4%
Median Time to Sale	109 Days	114 Days	-4.4%
New Pending Sales	307	241	27.4%
New Listings	359	315	14.0%
Pending Inventory	615	487	26.3%
Inventory (Active Listings)	1,959	2,229	-12.1%
Months Supply of Inventory	6.3	8.3	-24.1%







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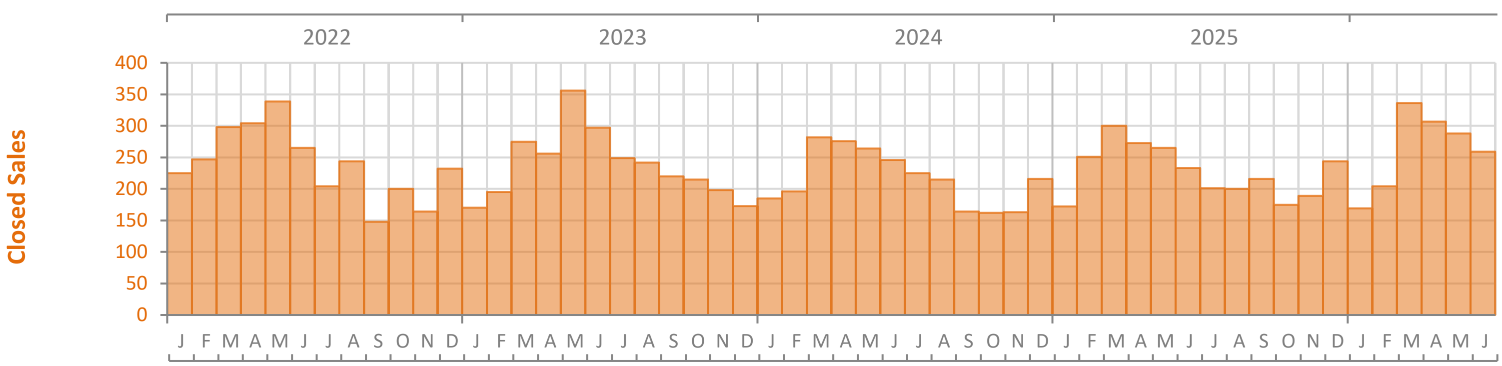
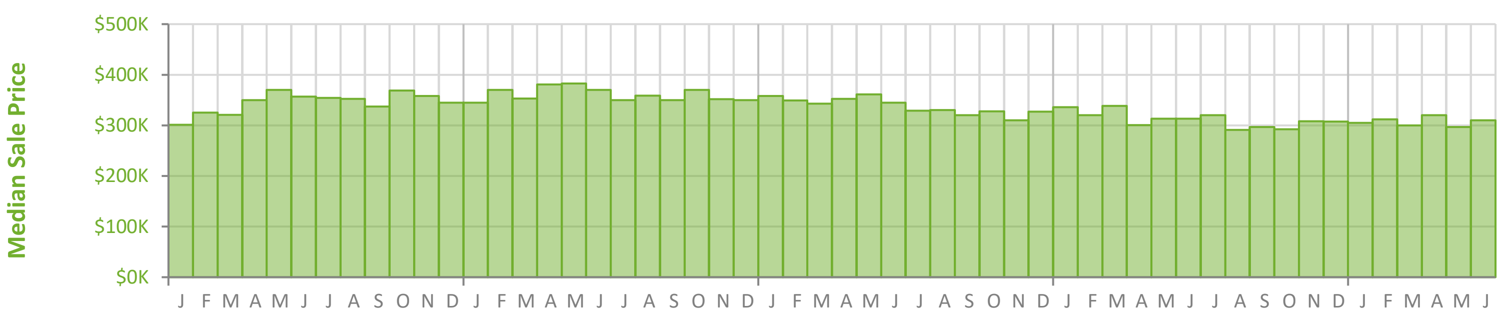
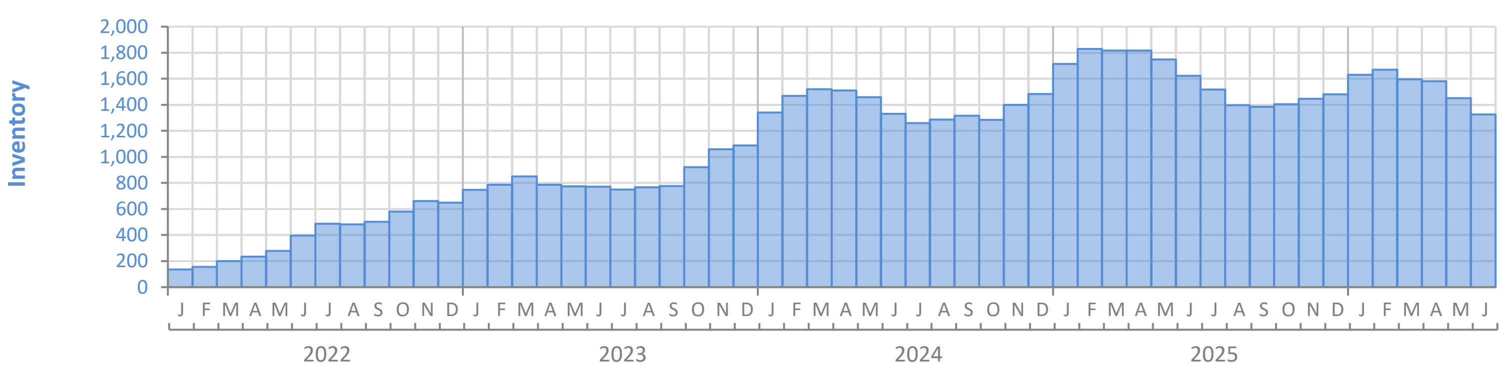
Monthly Market Summary - June 2026
Townhouses and Condos
Manatee County

	June 2026	June 2025	Percent Change Year-over-Year
Closed Sales	259	233	11.2%
Paid in Cash	130	108	20.4%
Median Sale Price	$310,000	$312,900	-0.9%
Average Sale Price	$349,674	$333,877	4.7%
Dollar Volume	$90.6 Million	$77.8 Million	16.4%
Med. Pct. of Orig. List Price Received	92.1%	92.0%	0.1%
Median Time to Contract	84 Days	68 Days	23.5%
Median Time to Sale	123 Days	111 Days	10.8%
New Pending Sales	242	209	15.8%
New Listings	271	259	4.6%
Pending Inventory	314	292	7.5%
Inventory (Active Listings)	1,327	1,623	-18.2%
Months Supply of Inventory	5.7	7.4	-23.0%







Monthly Market Summary - June 2026
Townhouses and Condos
North Port-Sarasota-Bradenton MSA

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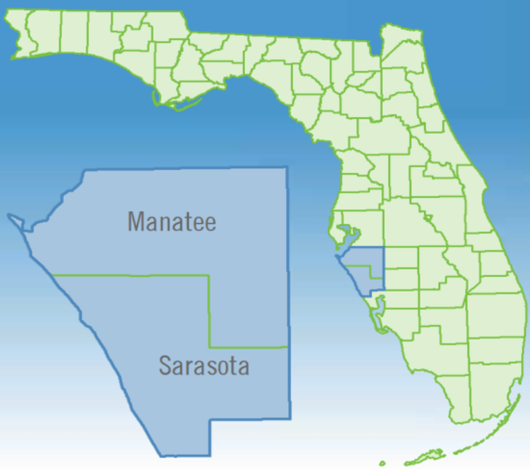
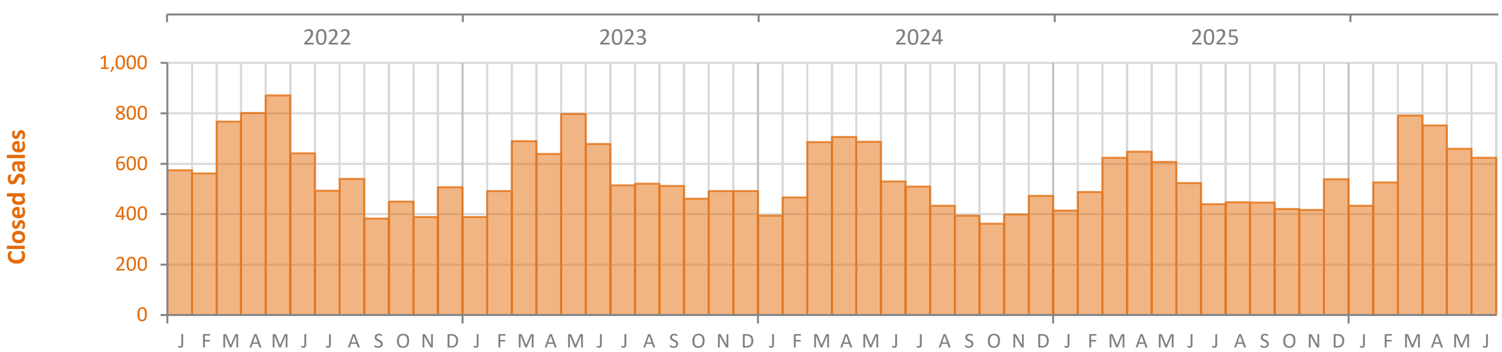
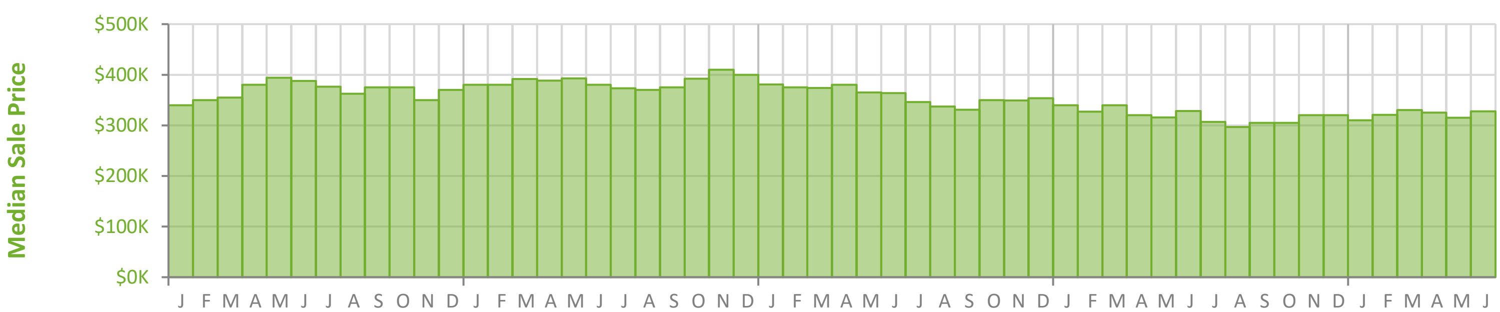
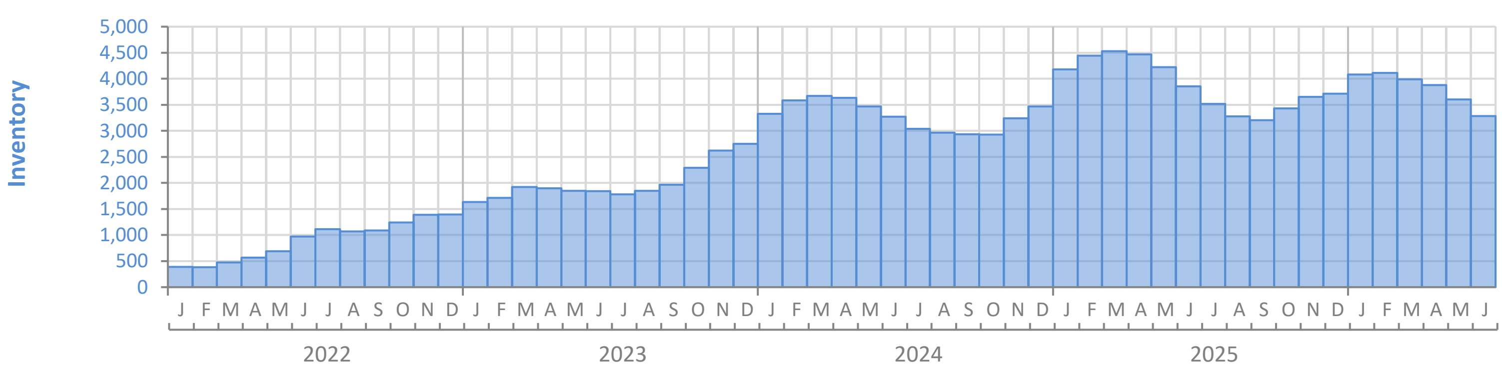


	June 2026	June 2025	Percent Change Year-over-Year
Closed Sales	623	523	19.1%
Paid in Cash	345	303	13.9%
Median Sale Price	$328,000	$328,460	-0.1%
Average Sale Price	$479,501	$468,992	2.2%
Dollar Volume	$298.7 Million	$245.3 Million	21.8%
Med. Pct. of Orig. List Price Received	92.0%	90.7%	1.4%
Median Time to Contract	75 Days	70 Days	7.1%
Median Time to Sale	114 Days	112 Days	1.8%
New Pending Sales	549	450	22.0%
New Listings	630	574	9.8%
Pending Inventory	929	779	19.3%
Inventory (Active Listings)	3,286	3,852	-14.7%
Months Supply of Inventory	6.1	7.9	-22.8%







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Sarasota and Manatee Counties

JUNE 2026

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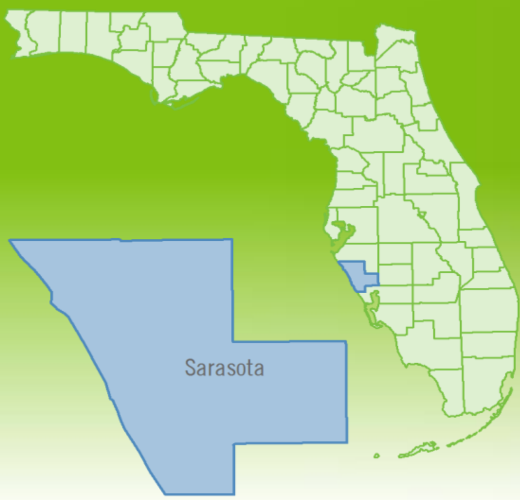
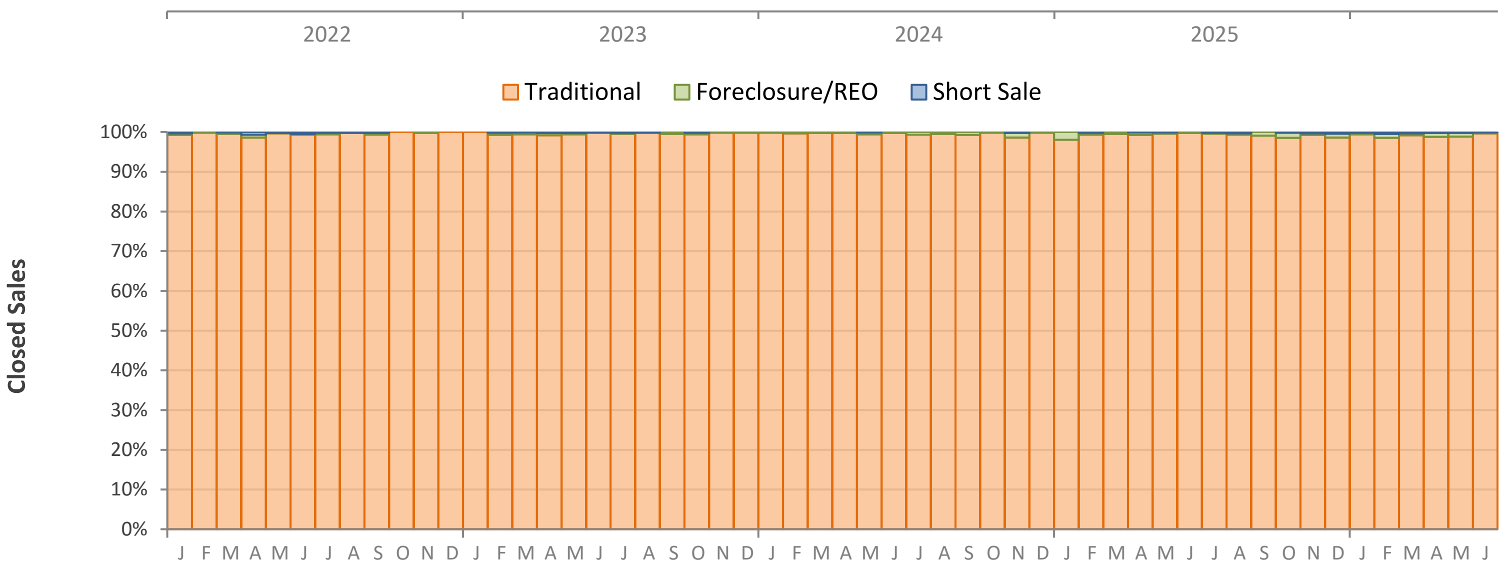
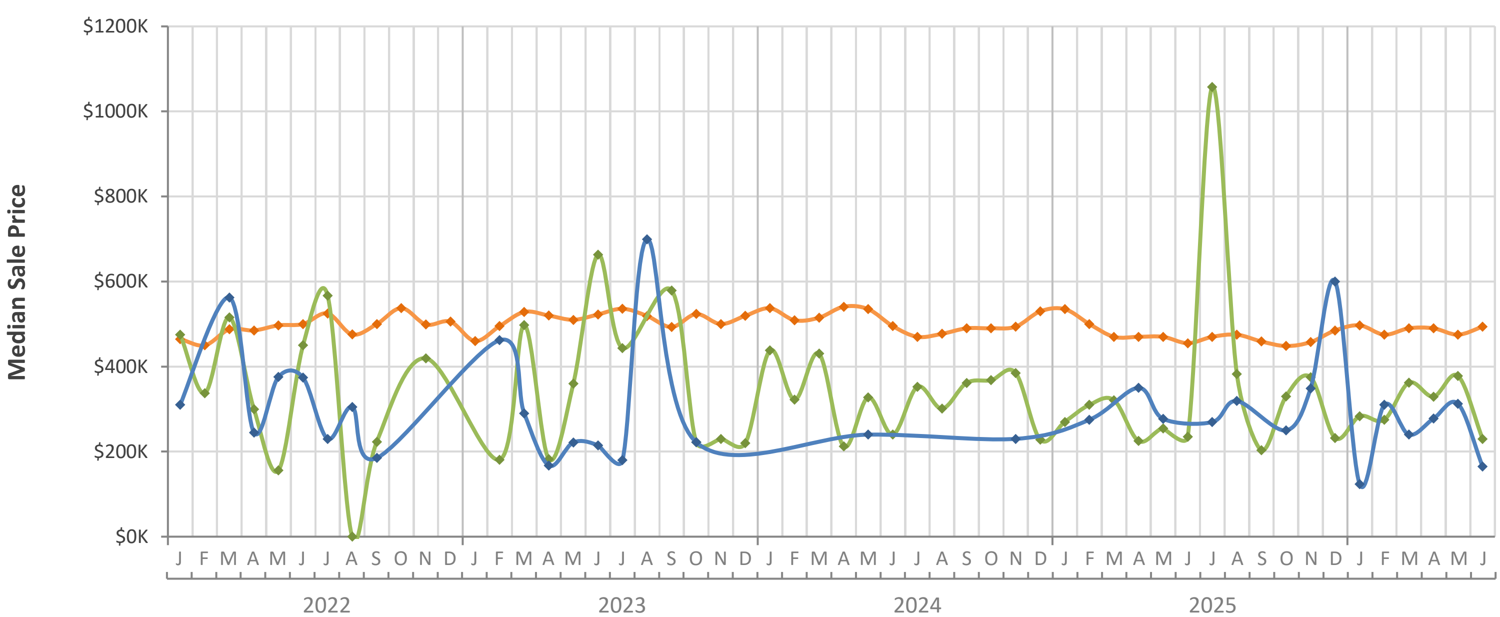
Monthly Distressed Market - June 2026
Single-Family Homes
Sarasota County



		June 2026	June 2025	Percent Change Year-over-Year
Traditional	Closed Sales	802	697	15.1%
	Median Sale Price	$493,750	$455,000	8.5%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	$230,000	$234,950	-2.1%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	$165,000	(No Sales)	N/A





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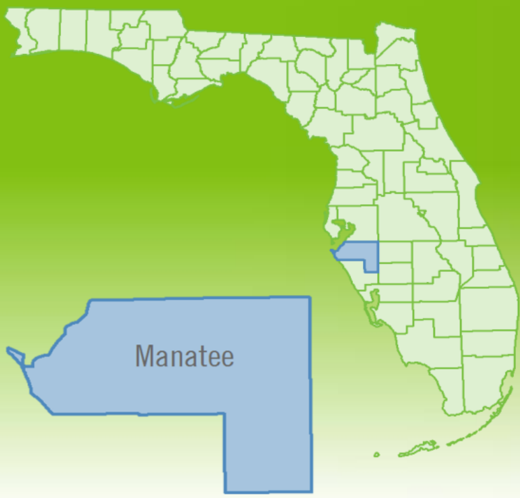
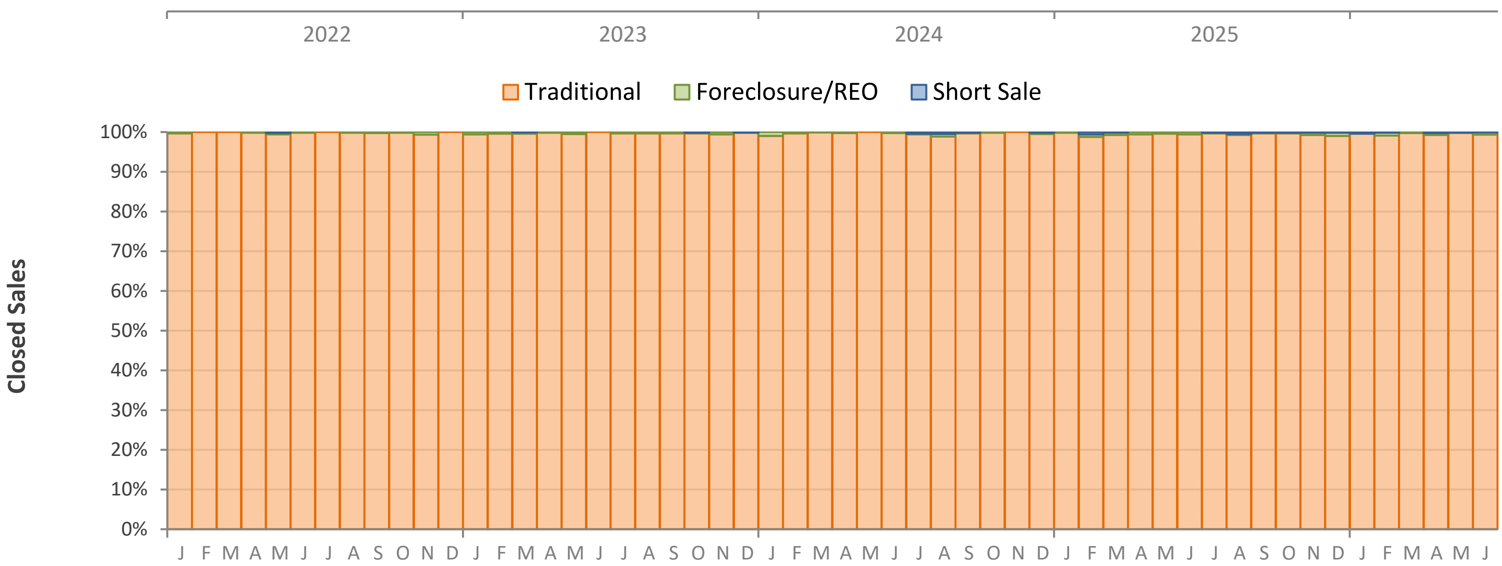
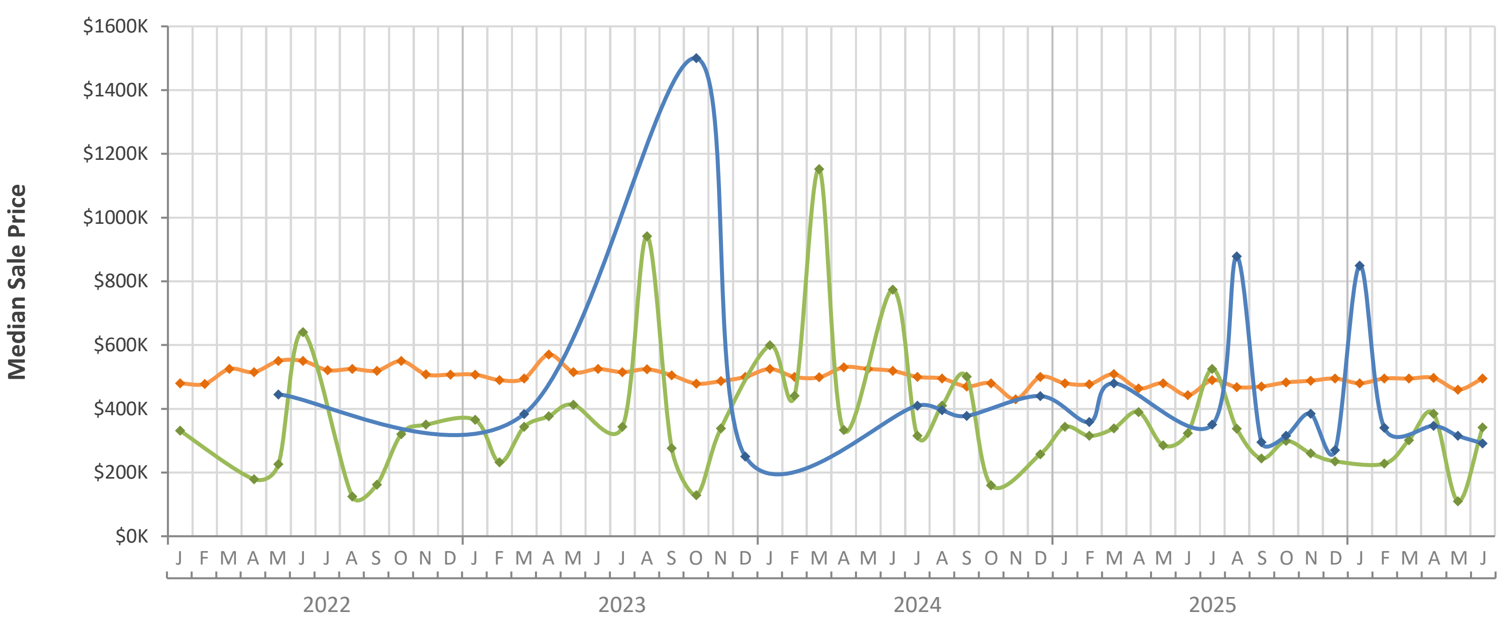
Monthly Distressed Market - June 2026
Single-Family Homes
Manatee County



		June 2026	June 2025	Percent Change Year-over-Year
Traditional	Closed Sales	884	701	26.1%
	Median Sale Price	$495,000	$442,420	11.9%
Foreclosure/REO	Closed Sales	5	4	25.0%
	Median Sale Price	$341,000	$323,625	5.4%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	$291,500	(No Sales)	N/A





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Single-Family Homes
North Port-Sarasota-Bradenton MSA

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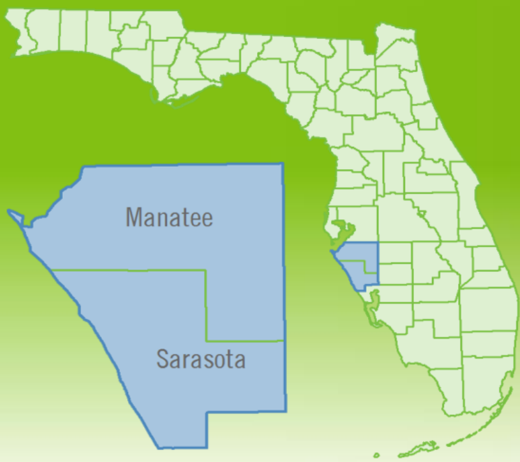
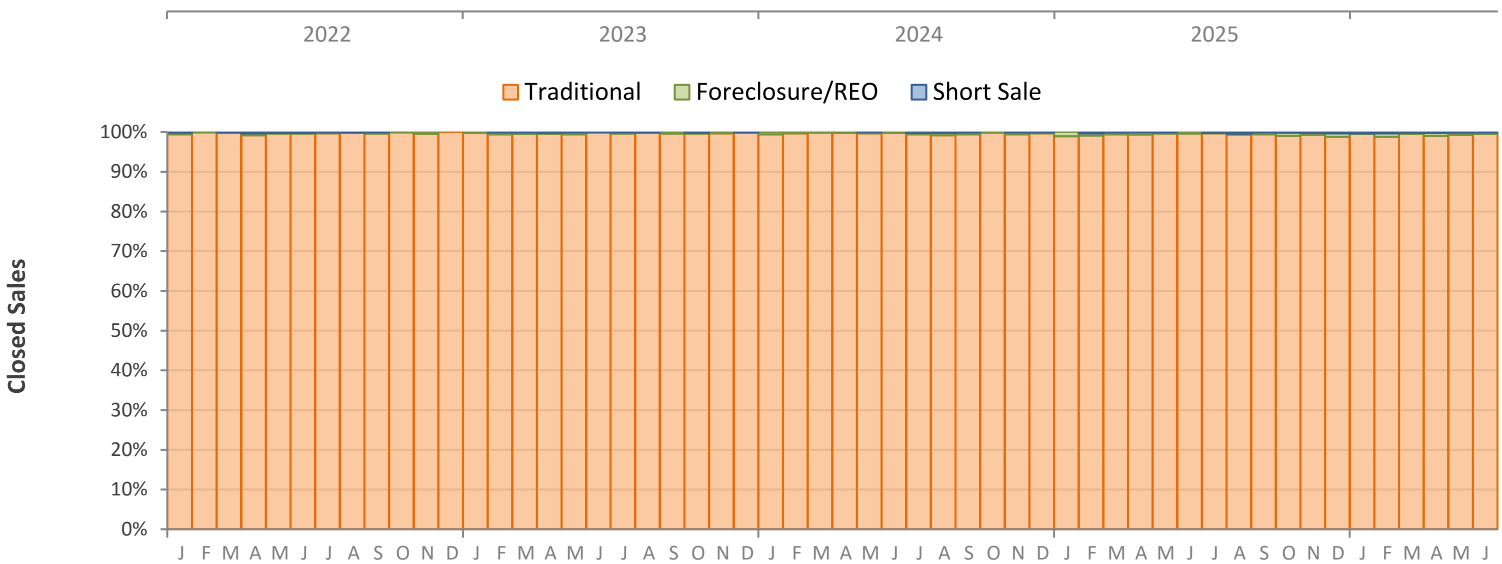
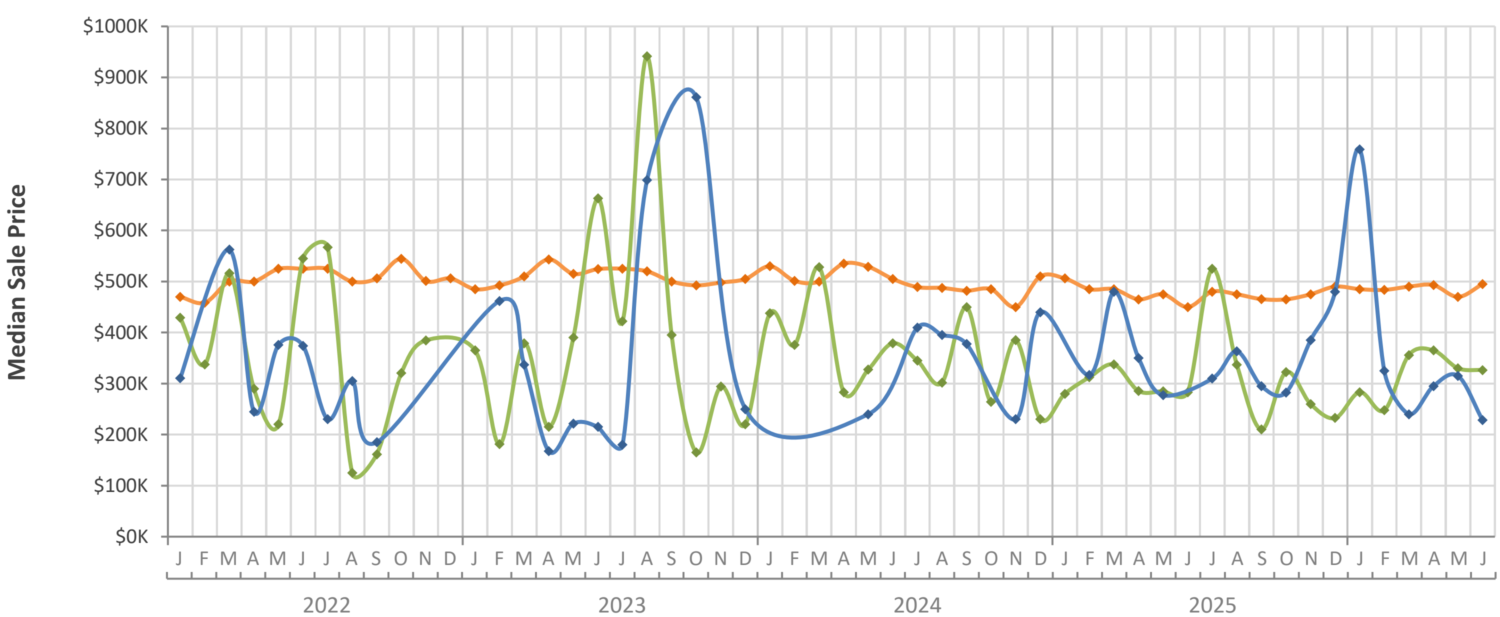


		June 2026	June 2025	Percent Change Year-over-Year
Traditional	Closed Sales	1,686	1,398	20.6%
	Median Sale Price	$495,000	$450,000	10.0%
Foreclosure/REO	Closed Sales	7	6	16.7%
	Median Sale Price	$326,500	$282,950	15.4%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	$228,250	(No Sales)	N/A





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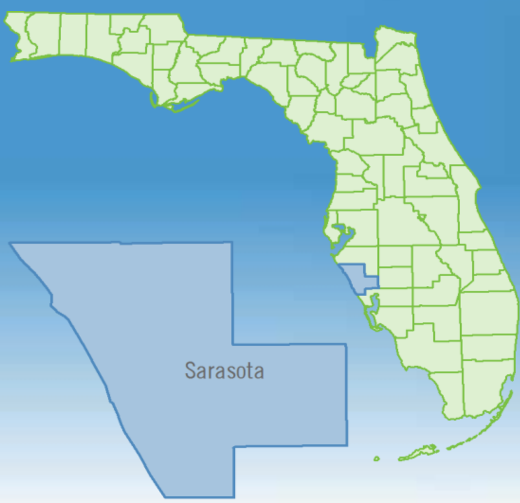
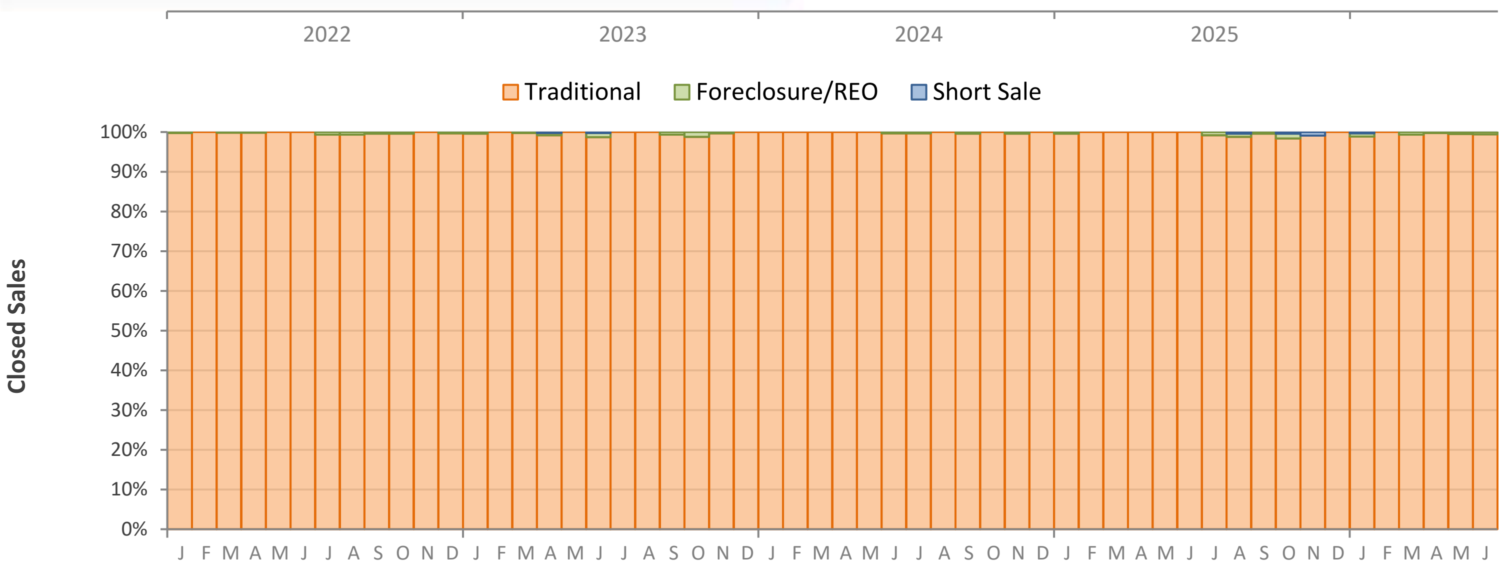
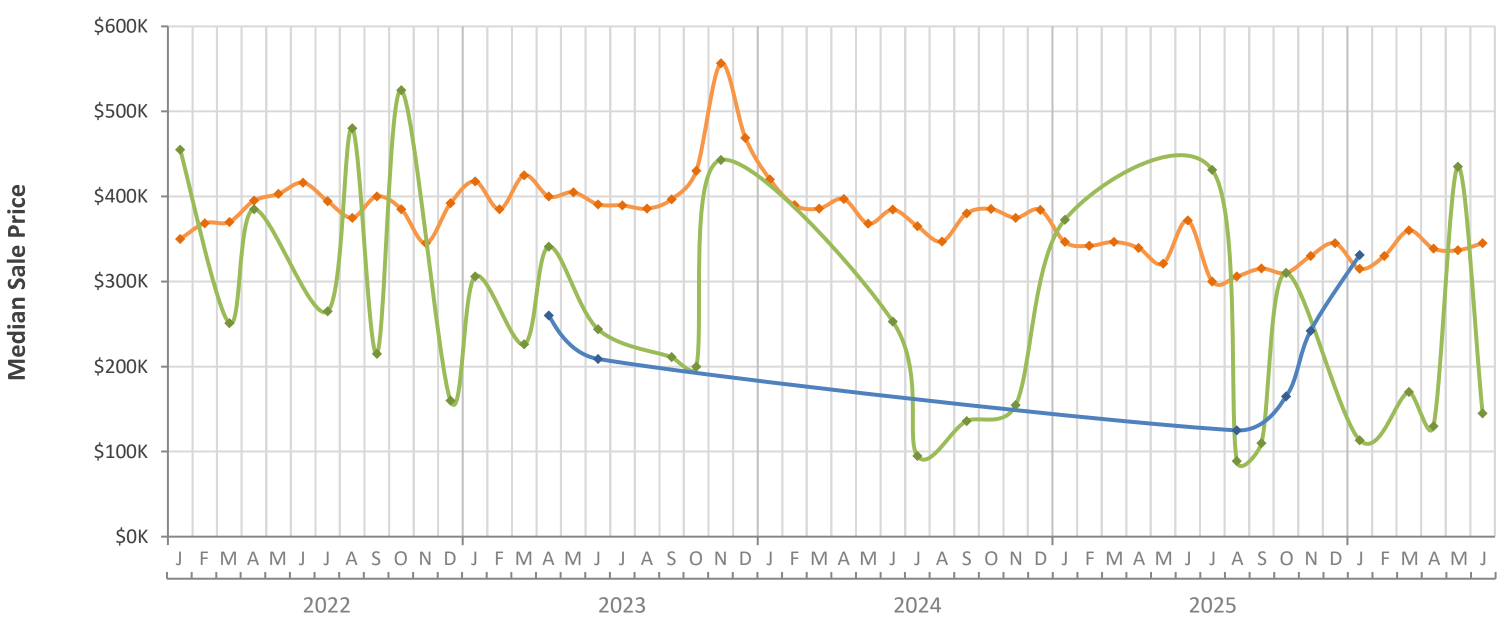
Monthly Distressed Market - June 2026
Townhouses and Condos
Sarasota County



		June 2026	June 2025	Percent Change Year-over-Year
Traditional	Closed Sales	362	290	24.8%
	Median Sale Price	$345,000	$371,750	-7.2%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	$145,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A





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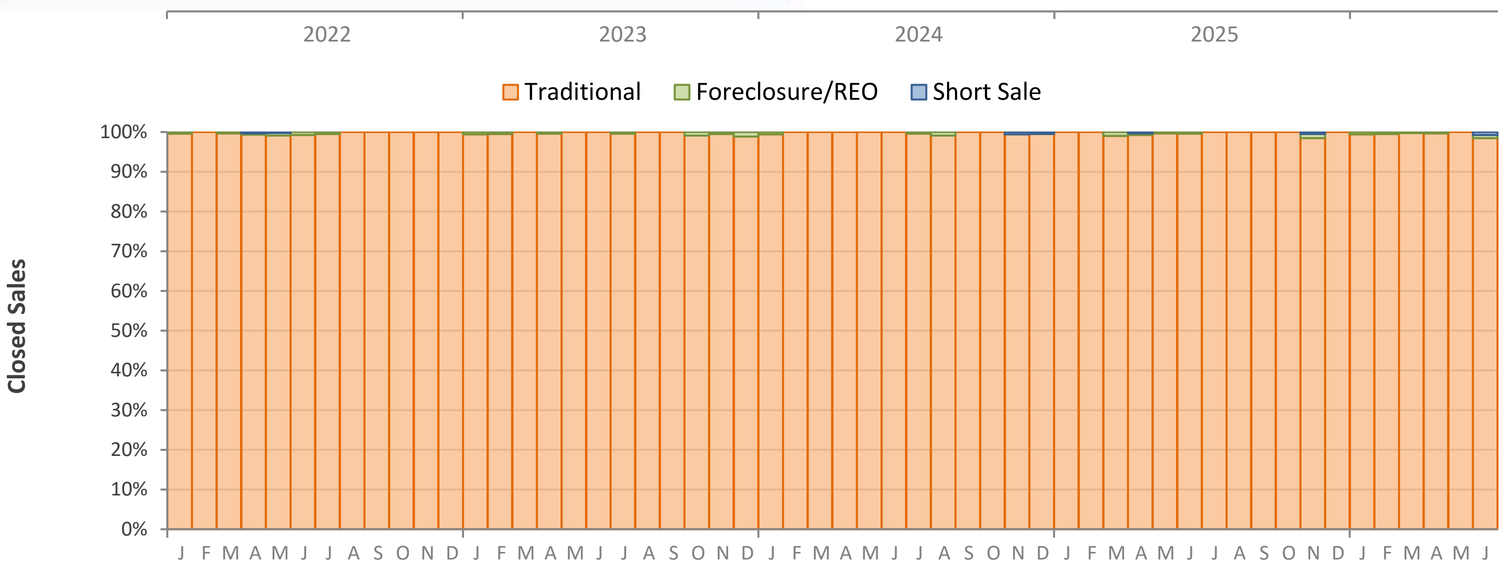
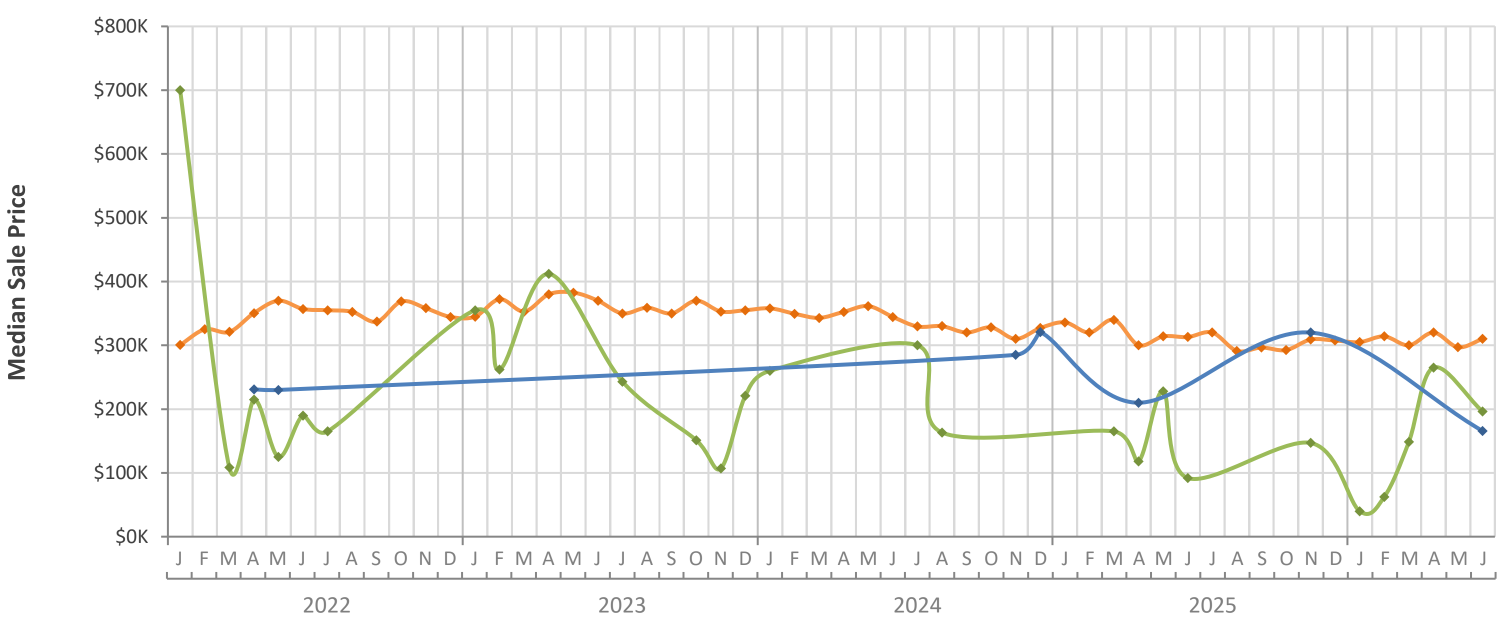
Monthly Distressed Market - June 2026
Townhouses and Condos
Manatee County

		June 2026	June 2025	Percent Change Year-over-Year
Traditional	Closed Sales	255	232	9.9%
	Median Sale Price	$310,000	$312,950	-0.9%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	$196,195	$92,000	113.3%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	$165,750	(No Sales)	N/A





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Monthly Distressed Market - June 2026
Townhouses and Condos
North Port-Sarasota-Bradenton MSA

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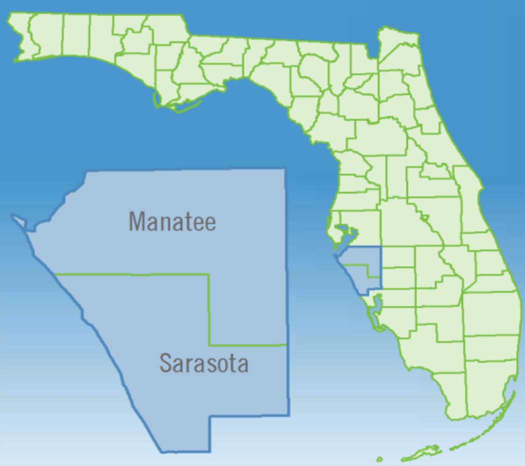
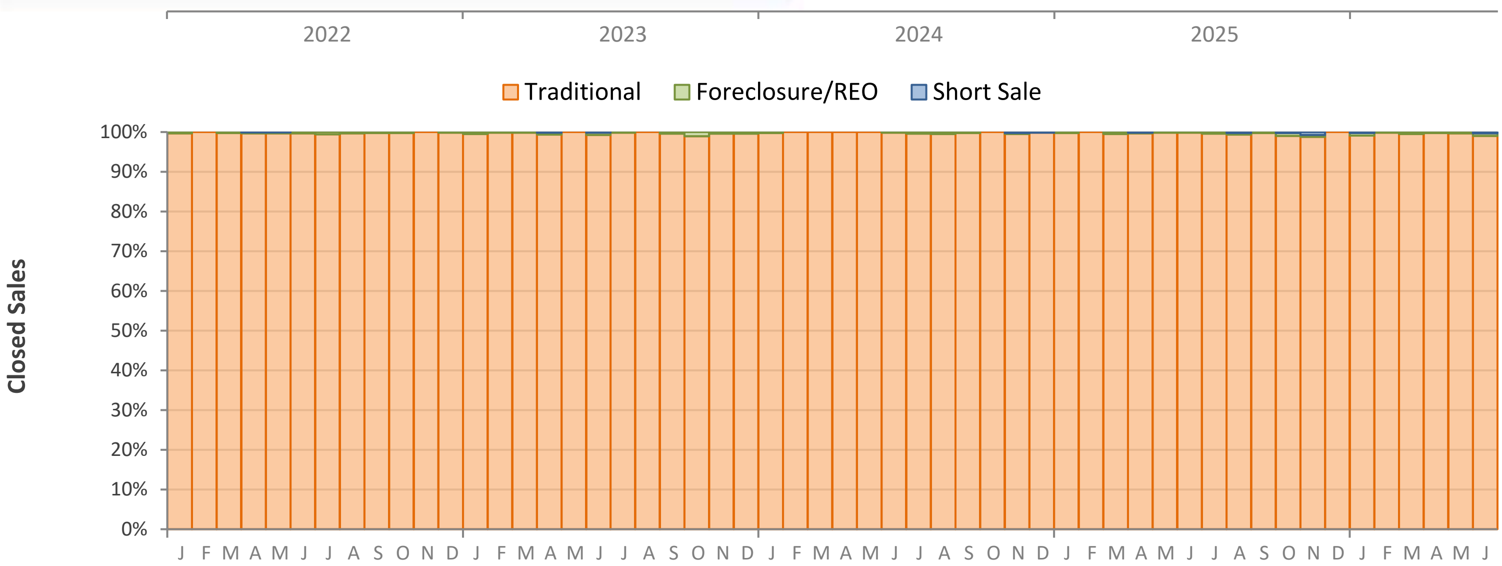
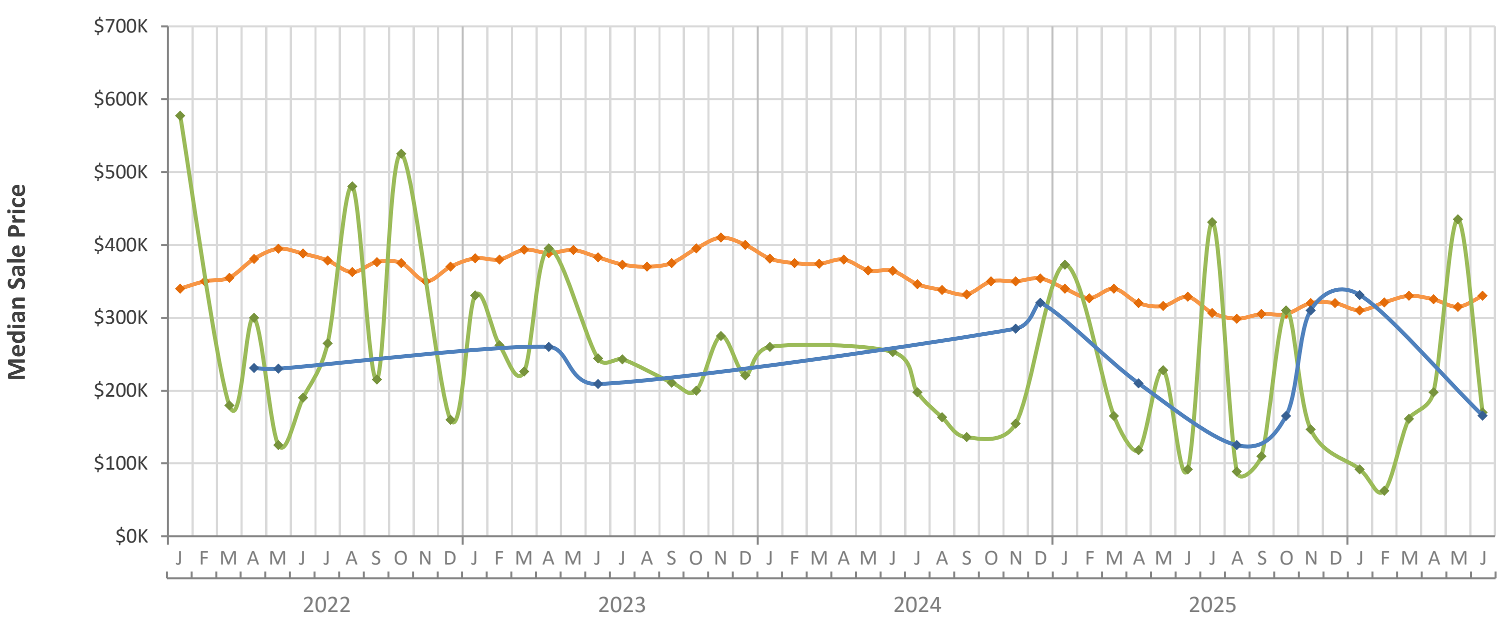


		June 2026	June 2025	Percent Change Year-over-Year
Traditional	Closed Sales	617	522	18.2%
	Median Sale Price	$330,000	$328,730	0.4%
Foreclosure/REO	Closed Sales	4	1	300.0%
	Median Sale Price	$170,000	$92,000	84.8%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	$165,750	(No Sales)	N/A





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