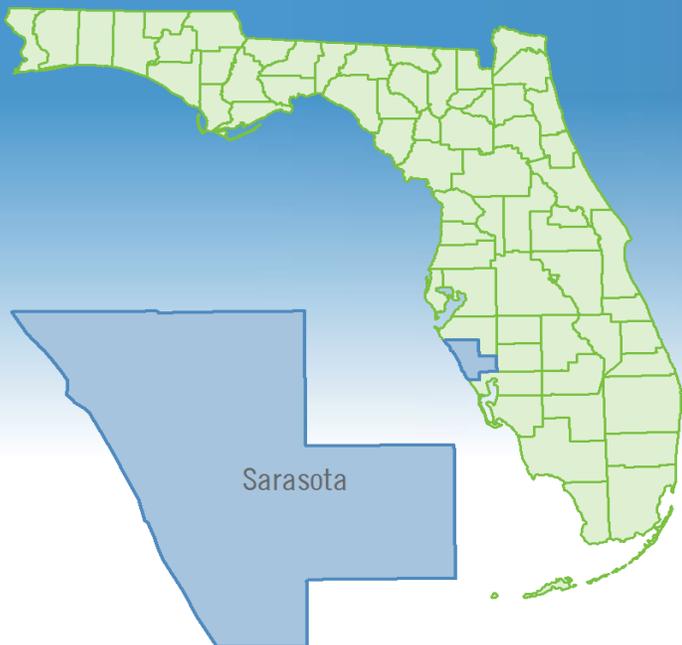


Monthly Market Detail - January 2026

Townhouses and Condos

Sarasota County



Summary Statistics	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	264	242	9.1%
Paid in Cash	182	164	11.0%
Median Sale Price	\$314,175	\$347,000	-9.5%
Average Sale Price	\$496,265	\$732,448	-32.2%
Dollar Volume	\$131.0 Million	\$177.3 Million	-26.1%
Median Percent of Original List Price Received	92.2%	92.5%	-0.3%
Median Time to Contract	66 Days	53 Days	24.5%
Median Time to Sale	110 Days	86 Days	27.9%
New Pending Sales	391	277	41.2%
New Listings	753	849	-11.3%
Pending Inventory	585	472	23.9%
Inventory (Active Listings)	2,449	2,463	-0.6%
Months Supply of Inventory	8.9	8.5	4.7%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	264	9.1%
January 2026	264	9.1%
December 2025	295	15.2%
November 2025	228	-3.4%
October 2025	246	23.0%
September 2025	230	0.0%
August 2025	247	13.3%
July 2025	239	-15.8%
June 2025	290	2.5%
May 2025	342	-19.1%
April 2025	375	-12.8%
March 2025	324	-19.8%
February 2025	237	-12.2%
January 2025	242	15.8%

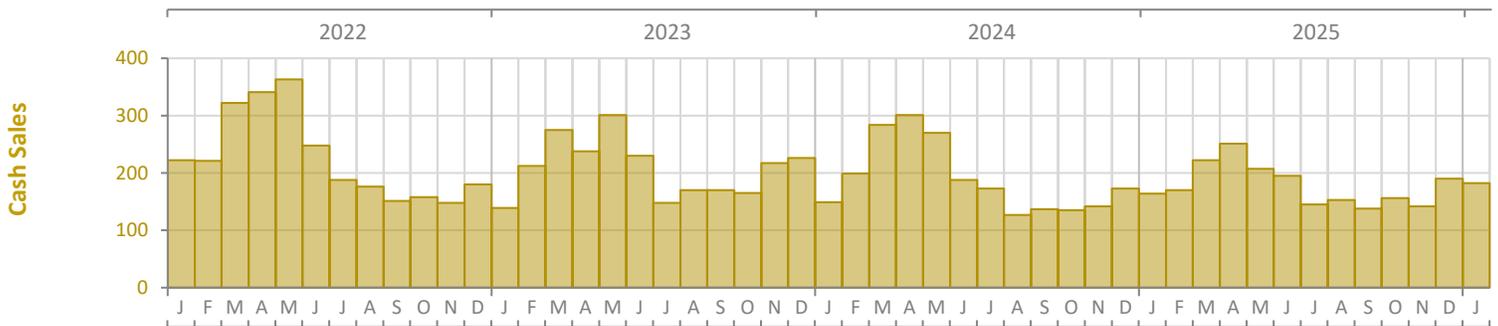


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	182	11.0%
January 2026	182	11.0%
December 2025	190	9.8%
November 2025	142	0.0%
October 2025	156	15.6%
September 2025	138	0.7%
August 2025	153	20.5%
July 2025	145	-16.2%
June 2025	195	3.7%
May 2025	207	-23.3%
April 2025	251	-16.6%
March 2025	222	-21.8%
February 2025	170	-14.6%
January 2025	164	10.1%

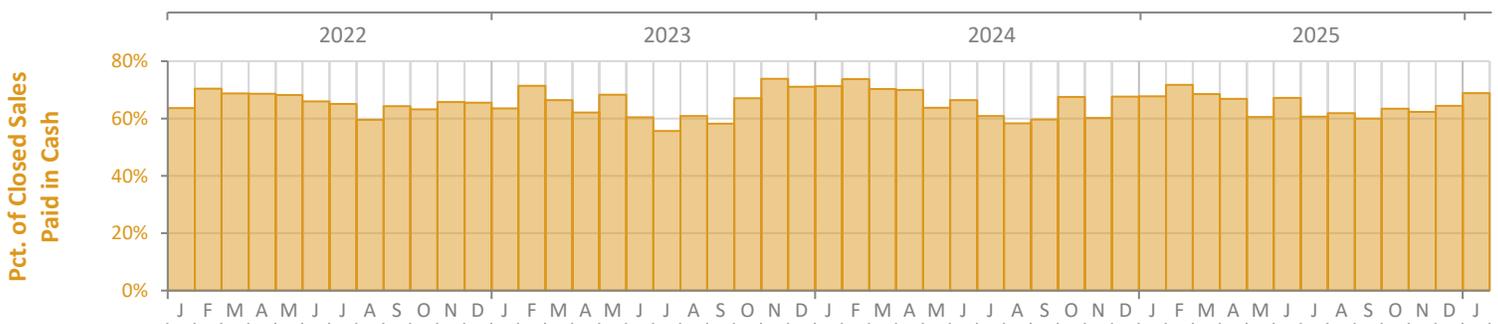


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	68.9%	1.6%
January 2026	68.9%	1.6%
December 2025	64.4%	-4.7%
November 2025	62.3%	3.5%
October 2025	63.4%	-6.1%
September 2025	60.0%	0.7%
August 2025	61.9%	6.2%
July 2025	60.7%	-0.3%
June 2025	67.2%	1.2%
May 2025	60.5%	-5.2%
April 2025	66.9%	-4.4%
March 2025	68.5%	-2.6%
February 2025	71.7%	-2.7%
January 2025	67.8%	-4.9%

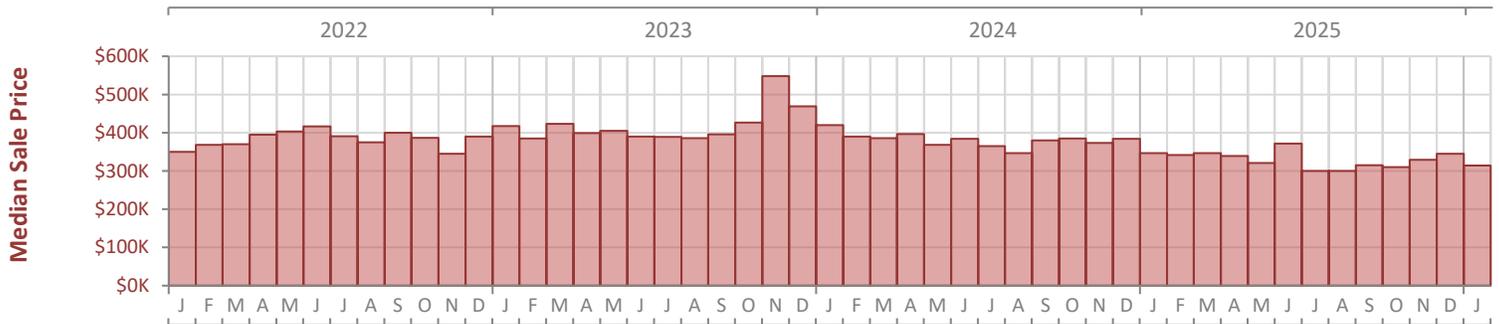


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$314,175	-9.5%
January 2026	\$314,175	-9.5%
December 2025	\$345,000	-10.2%
November 2025	\$329,500	-11.8%
October 2025	\$310,000	-19.5%
September 2025	\$315,000	-17.1%
August 2025	\$300,000	-13.5%
July 2025	\$300,000	-17.8%
June 2025	\$371,750	-3.2%
May 2025	\$321,020	-12.8%
April 2025	\$339,500	-14.5%
March 2025	\$346,500	-10.2%
February 2025	\$342,000	-12.3%
January 2025	\$347,000	-17.4%



Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$496,265	-32.2%
January 2026	\$496,265	-32.2%
December 2025	\$570,164	-32.4%
November 2025	\$491,300	-32.2%
October 2025	\$470,642	-61.4%
September 2025	\$419,617	-64.1%
August 2025	\$421,681	-12.5%
July 2025	\$375,203	-30.1%
June 2025	\$577,550	-0.6%
May 2025	\$488,795	-10.5%
April 2025	\$555,823	-20.4%
March 2025	\$556,446	-12.4%
February 2025	\$463,689	-21.5%
January 2025	\$732,448	1.3%



Monthly Market Detail - January 2026

Townhouses and Condos

Sarasota County

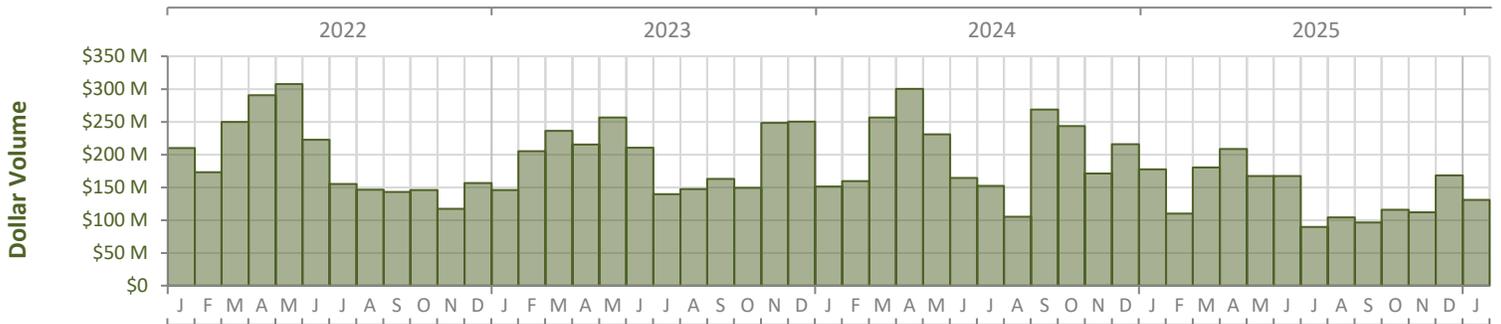


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$131.0 Million	-26.1%
January 2026	\$131.0 Million	-26.1%
December 2025	\$168.2 Million	-22.1%
November 2025	\$112.0 Million	-34.5%
October 2025	\$115.8 Million	-52.5%
September 2025	\$96.5 Million	-64.1%
August 2025	\$104.2 Million	-0.9%
July 2025	\$89.7 Million	-41.2%
June 2025	\$167.5 Million	1.8%
May 2025	\$167.2 Million	-27.6%
April 2025	\$208.4 Million	-30.6%
March 2025	\$180.3 Million	-29.7%
February 2025	\$109.9 Million	-31.1%
January 2025	\$177.3 Million	17.3%

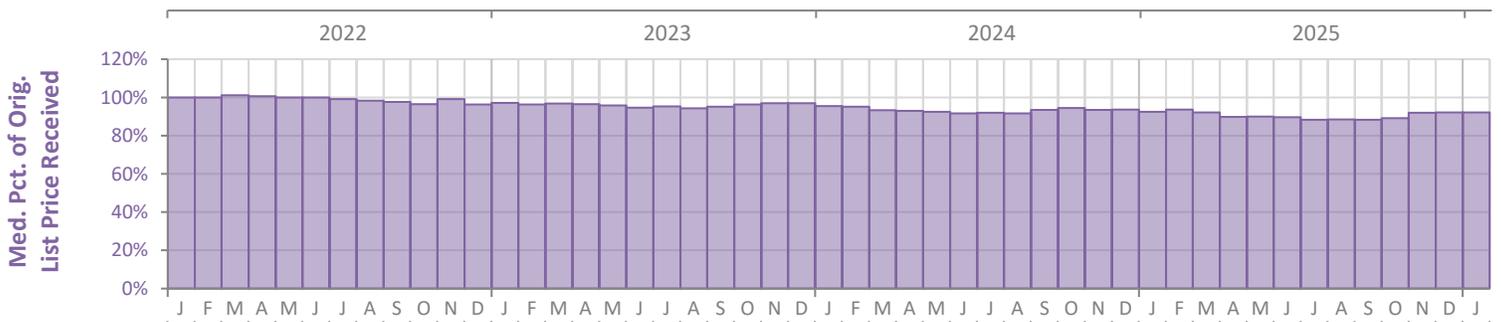


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	92.2%	-0.3%
January 2026	92.2%	-0.3%
December 2025	92.2%	-1.6%
November 2025	92.0%	-1.6%
October 2025	89.2%	-5.5%
September 2025	88.3%	-5.6%
August 2025	88.5%	-3.5%
July 2025	88.3%	-4.0%
June 2025	89.7%	-2.2%
May 2025	90.0%	-2.6%
April 2025	89.8%	-3.4%
March 2025	92.2%	-1.2%
February 2025	93.6%	-1.6%
January 2025	92.5%	-3.1%

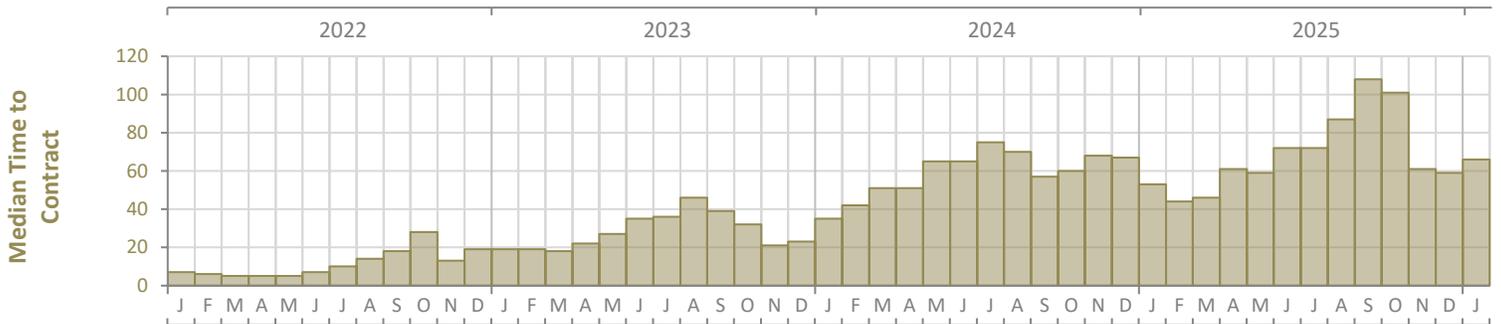


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	66 Days	24.5%
January 2026	66 Days	24.5%
December 2025	59 Days	-11.9%
November 2025	61 Days	-10.3%
October 2025	101 Days	68.3%
September 2025	108 Days	89.5%
August 2025	87 Days	24.3%
July 2025	72 Days	-4.0%
June 2025	72 Days	10.8%
May 2025	59 Days	-9.2%
April 2025	61 Days	19.6%
March 2025	46 Days	-9.8%
February 2025	44 Days	4.8%
January 2025	53 Days	51.4%

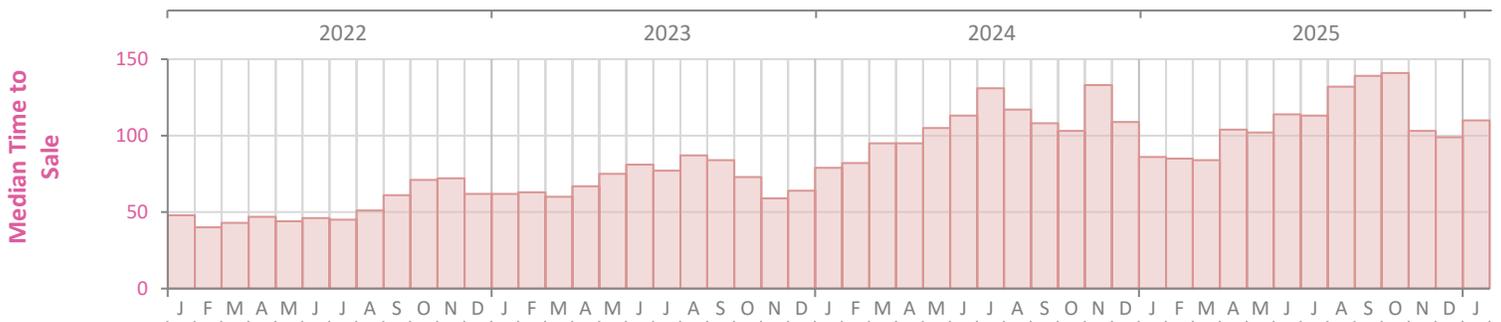


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	110 Days	27.9%
January 2026	110 Days	27.9%
December 2025	99 Days	-9.2%
November 2025	103 Days	-22.6%
October 2025	141 Days	36.9%
September 2025	139 Days	28.7%
August 2025	132 Days	12.8%
July 2025	113 Days	-13.7%
June 2025	114 Days	0.9%
May 2025	102 Days	-2.9%
April 2025	104 Days	9.5%
March 2025	84 Days	-11.6%
February 2025	85 Days	3.7%
January 2025	86 Days	8.9%

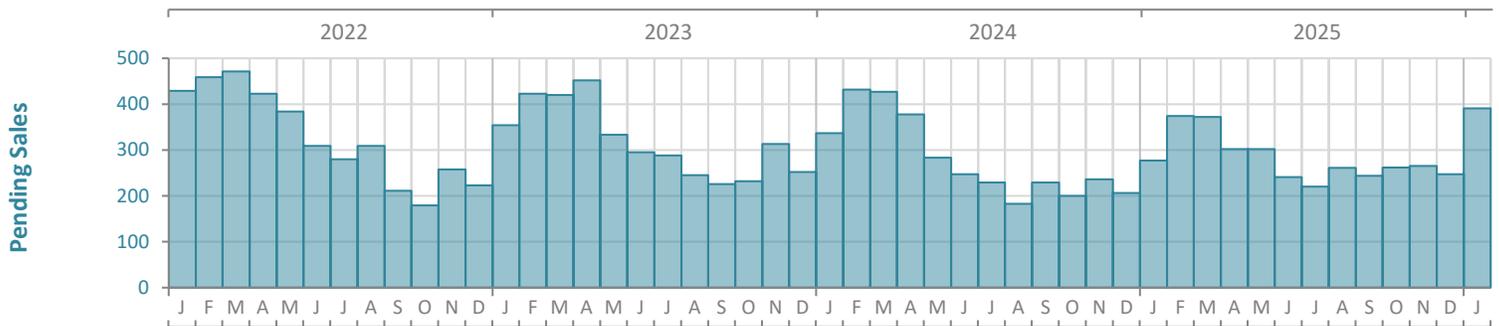


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	391	41.2%
January 2026	391	41.2%
December 2025	247	19.9%
November 2025	265	12.3%
October 2025	262	31.0%
September 2025	244	6.6%
August 2025	261	42.6%
July 2025	220	-3.9%
June 2025	241	-2.4%
May 2025	302	6.7%
April 2025	302	-20.1%
March 2025	372	-12.9%
February 2025	374	-13.4%
January 2025	277	-17.8%

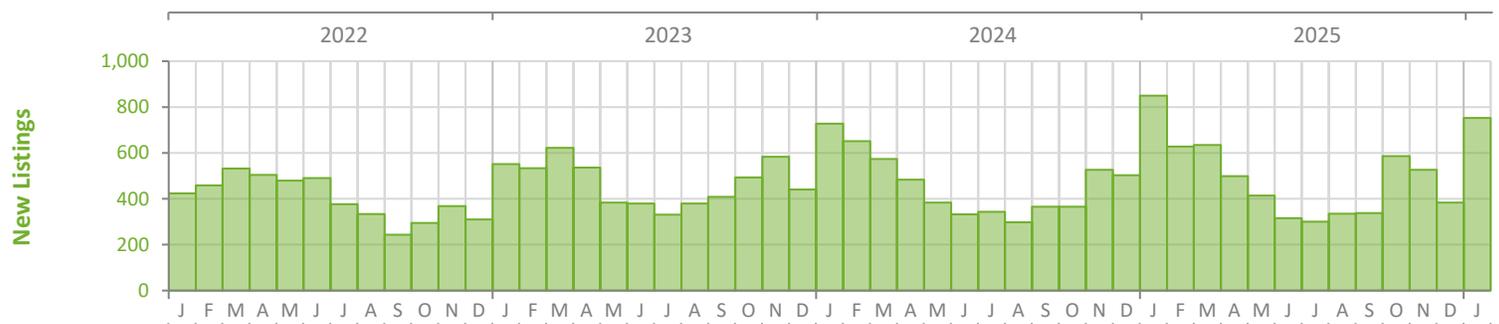


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	753	-11.3%
January 2026	753	-11.3%
December 2025	383	-23.9%
November 2025	527	0.0%
October 2025	586	60.1%
September 2025	338	-7.7%
August 2025	335	12.4%
July 2025	300	-12.8%
June 2025	315	-5.1%
May 2025	414	7.8%
April 2025	499	3.1%
March 2025	634	10.5%
February 2025	628	-3.5%
January 2025	849	16.6%



Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	2,449	-0.6%
January 2026	2,449	-0.6%
December 2025	2,231	12.3%
November 2025	2,203	19.6%
October 2025	2,029	23.6%
September 2025	1,820	12.6%
August 2025	1,882	12.2%
July 2025	2,000	12.6%
June 2025	2,229	14.8%
May 2025	2,477	23.2%
April 2025	2,654	25.0%
March 2025	2,714	26.1%
February 2025	2,618	23.5%
January 2025	2,463	24.1%

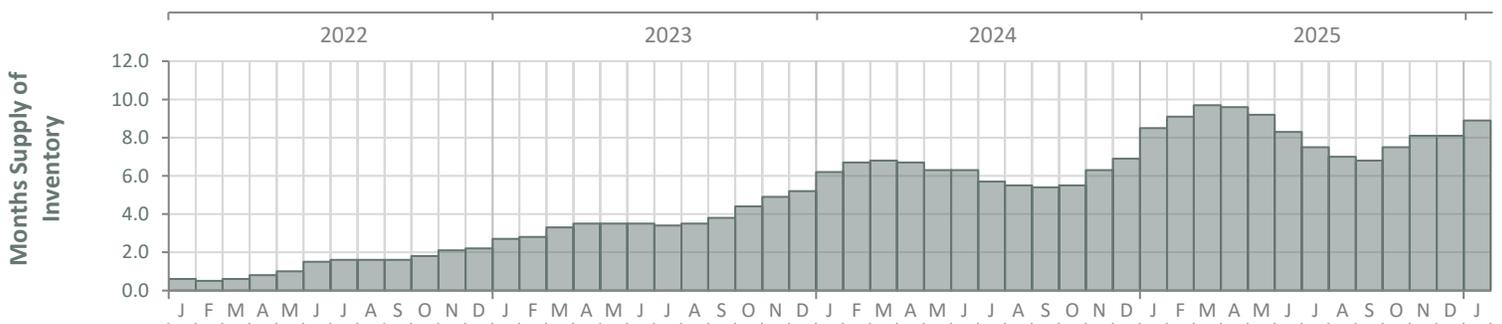


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	8.9	4.7%
January 2026	8.9	4.7%
December 2025	8.1	17.4%
November 2025	8.1	28.6%
October 2025	7.5	36.4%
September 2025	6.8	25.9%
August 2025	7.0	27.3%
July 2025	7.5	31.6%
June 2025	8.3	31.7%
May 2025	9.2	46.0%
April 2025	9.6	43.3%
March 2025	9.7	42.6%
February 2025	9.1	35.8%
January 2025	8.5	37.1%

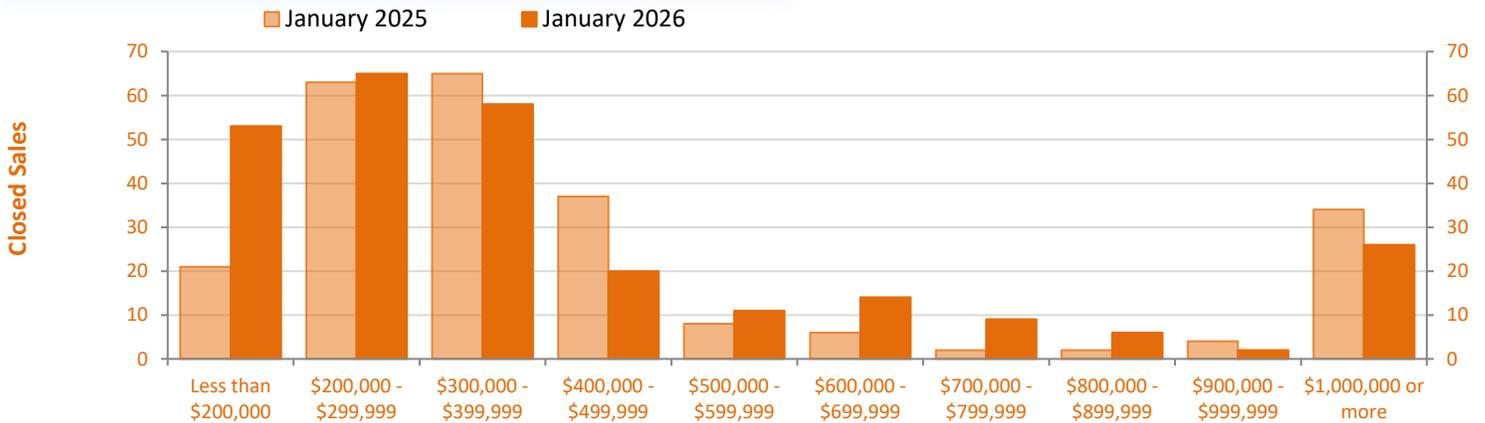


Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

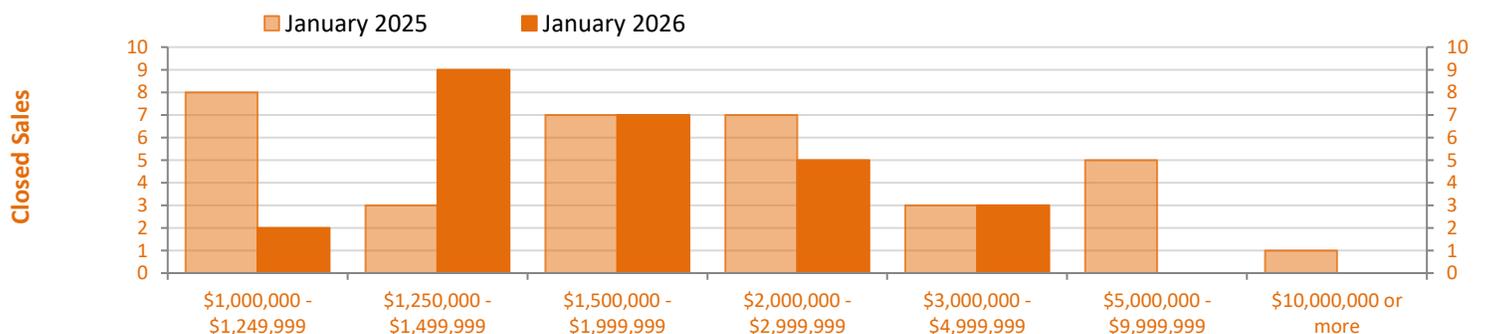
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	53	152.4%
\$200,000 - \$299,999	65	3.2%
\$300,000 - \$399,999	58	-10.8%
\$400,000 - \$499,999	20	-45.9%
\$500,000 - \$599,999	11	37.5%
\$600,000 - \$699,999	14	133.3%
\$700,000 - \$799,999	9	350.0%
\$800,000 - \$899,999	6	200.0%
\$900,000 - \$999,999	2	-50.0%
\$1,000,000 or more	26	-23.5%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	2	-75.0%
\$1,250,000 - \$1,499,999	9	200.0%
\$1,500,000 - \$1,999,999	7	0.0%
\$2,000,000 - \$2,999,999	5	-28.6%
\$3,000,000 - \$4,999,999	3	0.0%
\$5,000,000 - \$9,999,999	0	-100.0%
\$10,000,000 or more	0	-100.0%

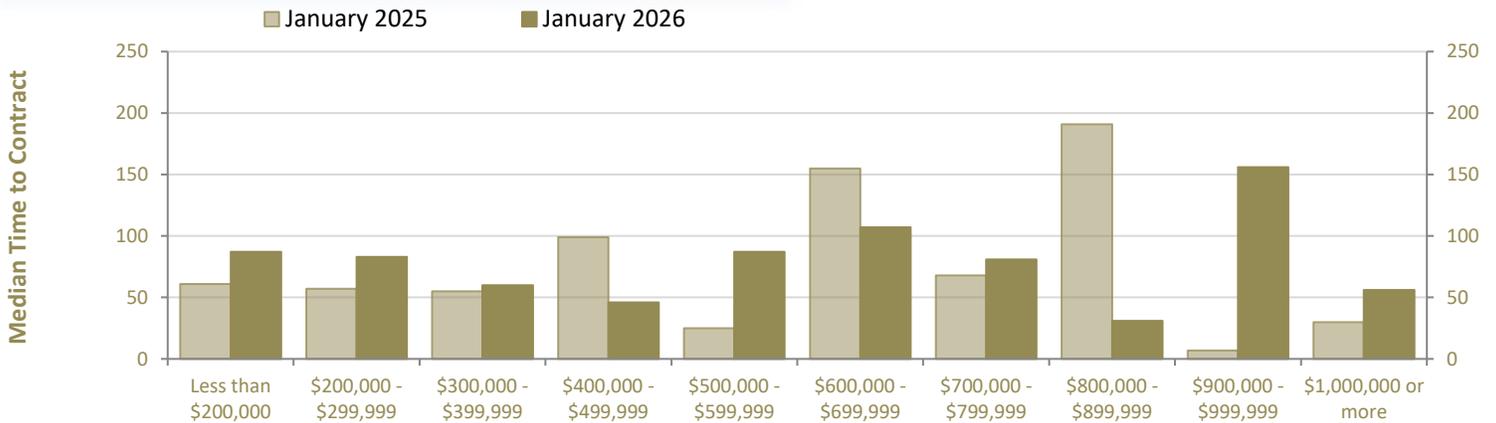


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

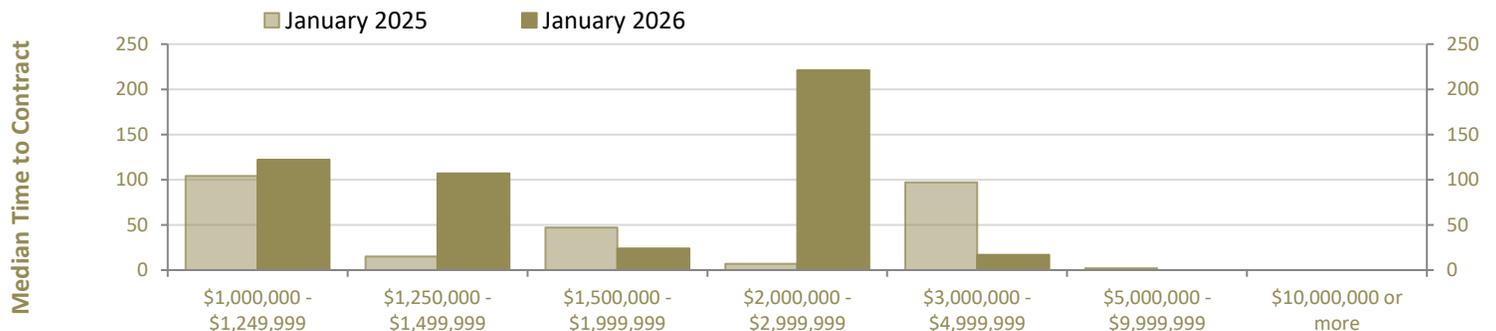
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	87 Days	42.6%
\$200,000 - \$299,999	83 Days	45.6%
\$300,000 - \$399,999	60 Days	9.1%
\$400,000 - \$499,999	46 Days	-53.5%
\$500,000 - \$599,999	87 Days	248.0%
\$600,000 - \$699,999	107 Days	-31.0%
\$700,000 - \$799,999	81 Days	19.1%
\$800,000 - \$899,999	31 Days	-83.8%
\$900,000 - \$999,999	156 Days	2128.6%
\$1,000,000 or more	56 Days	86.7%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	122 Days	17.3%
\$1,250,000 - \$1,499,999	107 Days	613.3%
\$1,500,000 - \$1,999,999	24 Days	-48.9%
\$2,000,000 - \$2,999,999	221 Days	3057.1%
\$3,000,000 - \$4,999,999	17 Days	-82.5%
\$5,000,000 - \$9,999,999	(No Sales)	N/A
\$10,000,000 or more	(No Sales)	N/A

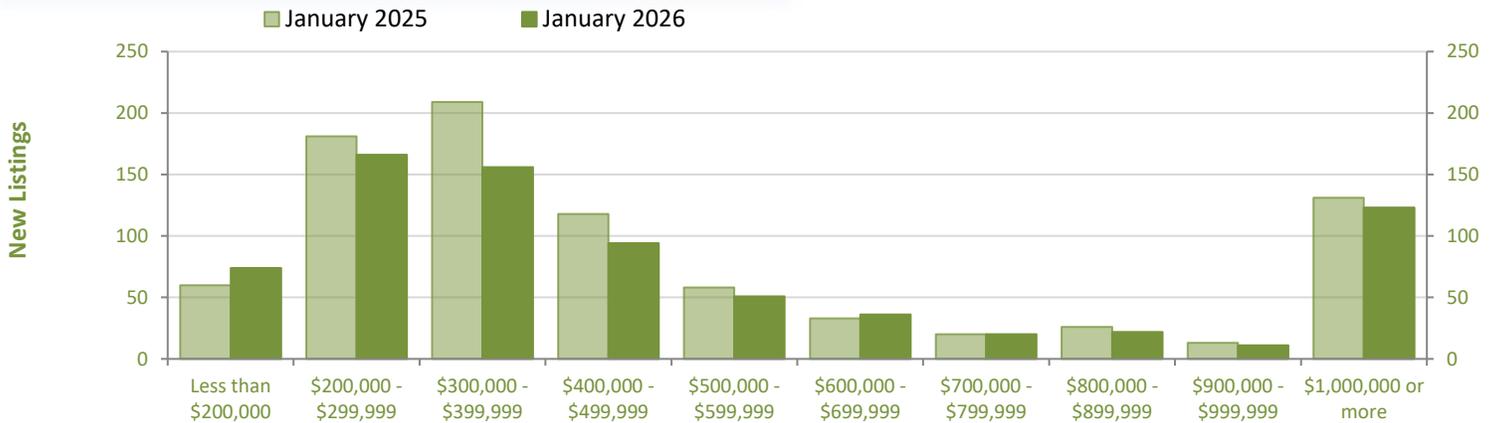


New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

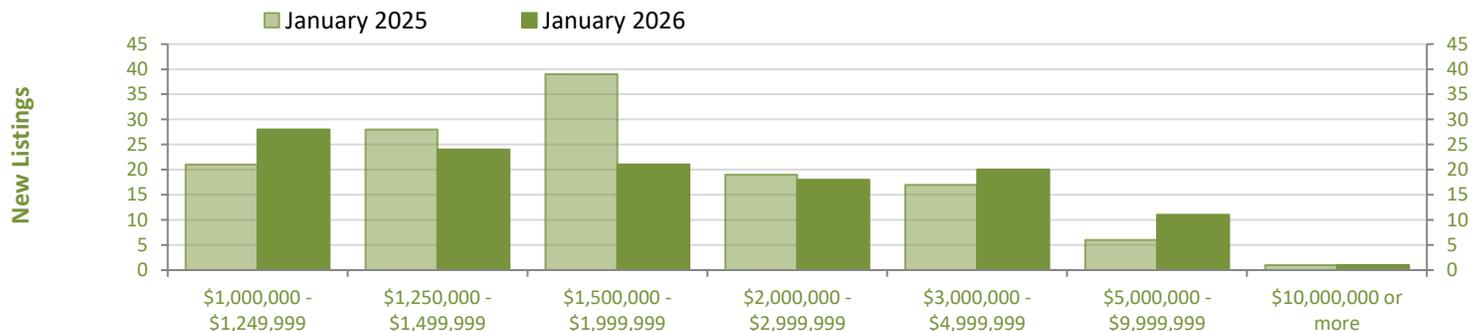
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	74	23.3%
\$200,000 - \$299,999	166	-8.3%
\$300,000 - \$399,999	156	-25.4%
\$400,000 - \$499,999	94	-20.3%
\$500,000 - \$599,999	51	-12.1%
\$600,000 - \$699,999	36	9.1%
\$700,000 - \$799,999	20	0.0%
\$800,000 - \$899,999	22	-15.4%
\$900,000 - \$999,999	11	-15.4%
\$1,000,000 or more	123	-6.1%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for \$1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	28	33.3%
\$1,250,000 - \$1,499,999	24	-14.3%
\$1,500,000 - \$1,999,999	21	-46.2%
\$2,000,000 - \$2,999,999	18	-5.3%
\$3,000,000 - \$4,999,999	20	17.6%
\$5,000,000 - \$9,999,999	11	83.3%
\$10,000,000 or more	1	0.0%

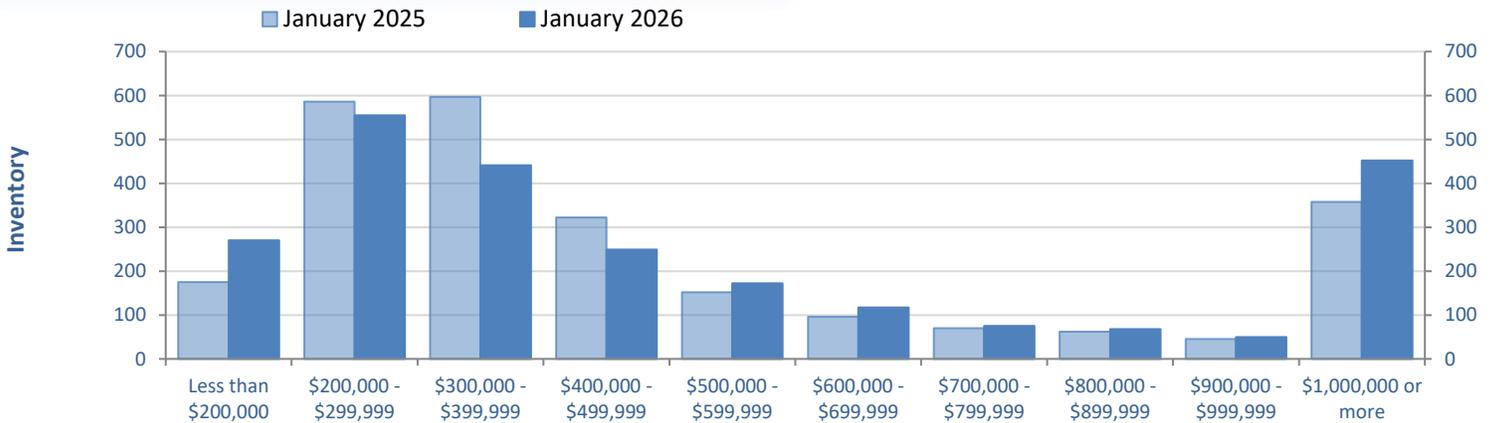


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

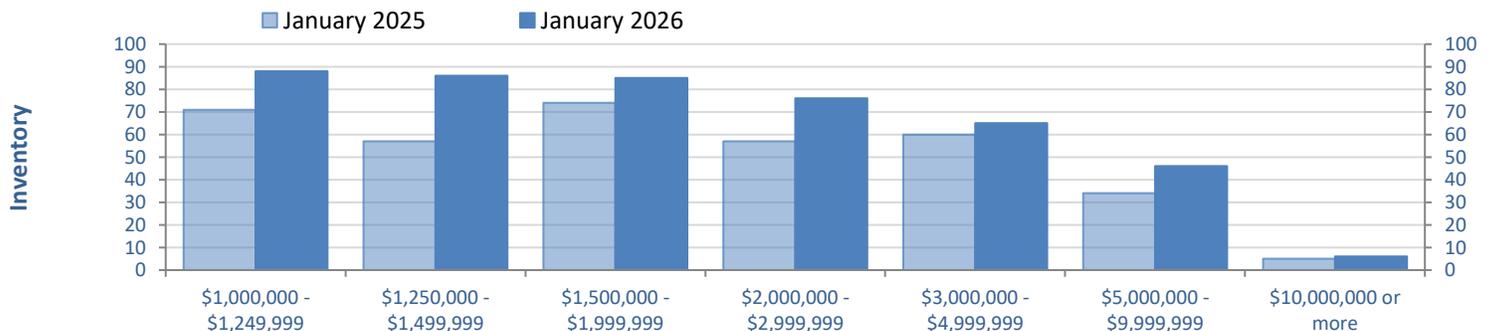
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	270	54.3%
\$200,000 - \$299,999	555	-5.3%
\$300,000 - \$399,999	441	-26.1%
\$400,000 - \$499,999	249	-22.7%
\$500,000 - \$599,999	172	13.2%
\$600,000 - \$699,999	117	21.9%
\$700,000 - \$799,999	75	7.1%
\$800,000 - \$899,999	68	9.7%
\$900,000 - \$999,999	50	11.1%
\$1,000,000 or more	452	26.3%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for \$1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	88	23.9%
\$1,250,000 - \$1,499,999	86	50.9%
\$1,500,000 - \$1,999,999	85	14.9%
\$2,000,000 - \$2,999,999	76	33.3%
\$3,000,000 - \$4,999,999	65	8.3%
\$5,000,000 - \$9,999,999	46	35.3%
\$10,000,000 or more	6	20.0%



Monthly Distressed Market - January 2026

Townhouses and Condos

Sarasota County



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	261	241	8.3%
	Median Sale Price	\$315,000	\$346,500	-9.1%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$113,500	\$372,751	-69.6%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$331,300	(No Sales)	N/A

