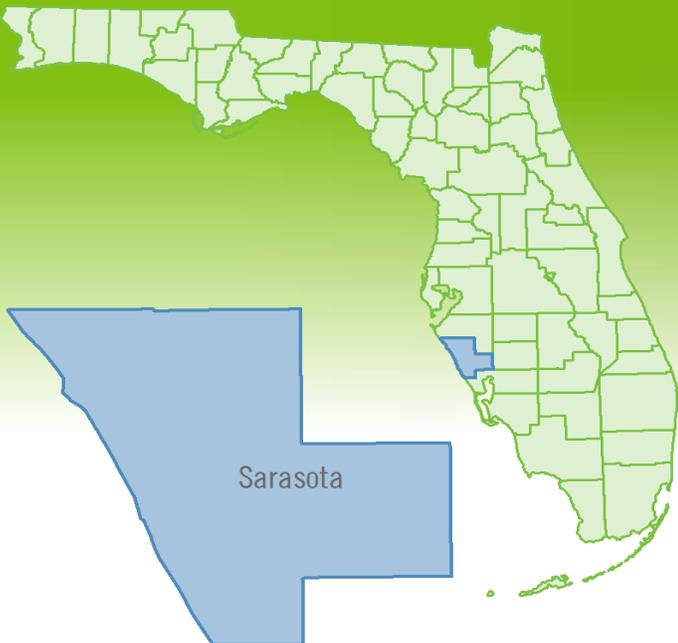


# Monthly Market Detail - January 2026

## Single-Family Homes

### Sarasota County



Summary Statistics	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	523	520	0.6%
Paid in Cash	238	257	-7.4%
Median Sale Price	\$490,000	\$529,750	-7.5%
Average Sale Price	\$724,234	\$754,675	-4.0%
Dollar Volume	\$378.8 Million	\$392.4 Million	-3.5%
Median Percent of Original List Price Received	93.7%	94.1%	-0.4%
Median Time to Contract	48 Days	45 Days	6.7%
Median Time to Sale	96 Days	85 Days	12.9%
New Pending Sales	803	690	16.4%
New Listings	1,166	1,452	-19.7%
Pending Inventory	912	822	10.9%
Inventory (Active Listings)	3,444	3,992	-13.7%
Months Supply of Inventory	5.0	6.4	-21.9%

## 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	523	0.6%
<b>January 2026</b>	<b>523</b>	<b>0.6%</b>
December 2025	711	17.7%
November 2025	564	28.5%
October 2025	668	29.7%
September 2025	646	25.9%
August 2025	641	0.9%
July 2025	723	12.8%
June 2025	699	1.2%
May 2025	788	-7.3%
April 2025	817	0.7%
March 2025	817	13.0%
February 2025	589	2.1%
January 2025	520	6.8%



## 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	238	-7.4%
<b>January 2026</b>	<b>238</b>	<b>-7.4%</b>
December 2025	275	3.4%
November 2025	241	28.9%
October 2025	270	32.4%
September 2025	261	24.9%
August 2025	233	1.7%
July 2025	273	15.2%
June 2025	250	-16.4%
May 2025	282	-20.1%
April 2025	377	-4.3%
March 2025	365	13.4%
February 2025	258	-8.2%
January 2025	257	-1.2%

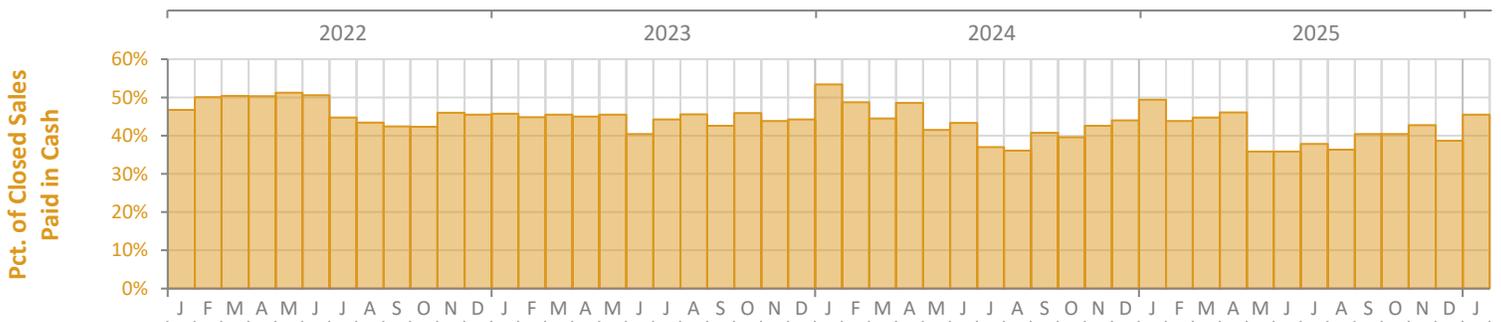


## Cash Sales as a Percentage of Closed Sales

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	45.5%	-7.9%
<b>January 2026</b>	<b>45.5%</b>	<b>-7.9%</b>
December 2025	38.7%	-12.0%
November 2025	42.7%	0.2%
October 2025	40.4%	2.0%
September 2025	40.4%	-0.7%
August 2025	36.3%	0.6%
July 2025	37.8%	2.2%
June 2025	35.8%	-17.3%
May 2025	35.8%	-13.7%
April 2025	46.1%	-5.1%
March 2025	44.7%	0.4%
February 2025	43.8%	-10.1%
January 2025	49.4%	-7.5%



## 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	\$490,000	-7.5%
<b>January 2026</b>	<b>\$490,000</b>	<b>-7.5%</b>
December 2025	\$485,000	-8.3%
November 2025	\$457,495	-6.6%
October 2025	\$445,000	-9.2%
September 2025	\$450,000	-8.2%
August 2025	\$475,000	0.0%
July 2025	\$470,000	0.0%
June 2025	\$455,000	-8.1%
May 2025	\$465,000	-12.3%
April 2025	\$470,000	-13.0%
March 2025	\$469,450	-8.8%
February 2025	\$499,990	-1.5%
January 2025	\$529,750	-1.0%



## 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	\$724,234	-4.0%
<b>January 2026</b>	<b>\$724,234</b>	<b>-4.0%</b>
December 2025	\$697,579	-5.3%
November 2025	\$665,717	-6.0%
October 2025	\$639,723	-1.6%
September 2025	\$645,845	2.3%
August 2025	\$683,604	3.7%
July 2025	\$684,858	4.2%
June 2025	\$692,793	0.4%
May 2025	\$651,439	-12.4%
April 2025	\$653,747	-16.3%
March 2025	\$727,555	-8.9%
February 2025	\$714,923	-0.1%
January 2025	\$754,675	-4.7%



# Monthly Market Detail - January 2026

## Single-Family Homes

### Sarasota County

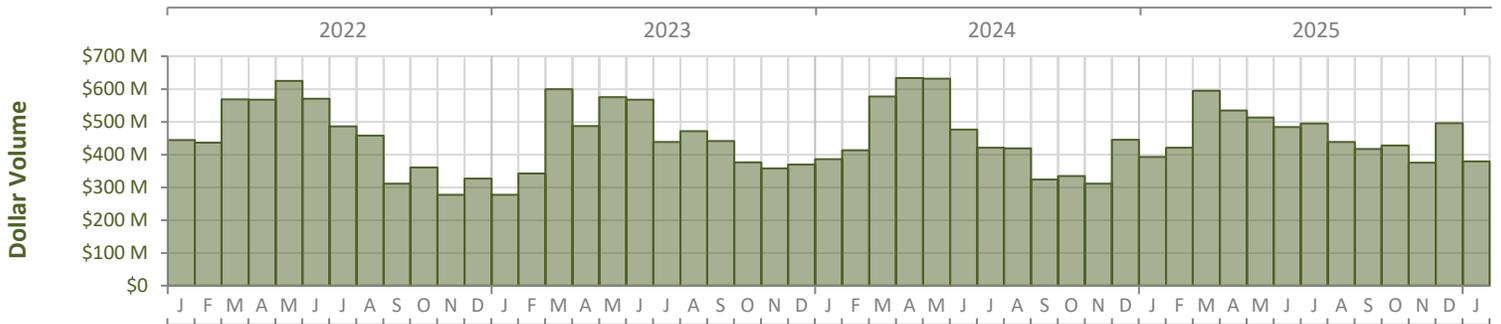


## Dollar Volume

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	\$378.8 Million	-3.5%
<b>January 2026</b>	<b>\$378.8 Million</b>	<b>-3.5%</b>
December 2025	\$496.0 Million	11.5%
November 2025	\$375.5 Million	20.7%
October 2025	\$427.3 Million	27.6%
September 2025	\$417.2 Million	28.8%
August 2025	\$438.2 Million	4.7%
July 2025	\$495.2 Million	17.6%
June 2025	\$484.3 Million	1.6%
May 2025	\$513.3 Million	-18.8%
April 2025	\$534.1 Million	-15.7%
March 2025	\$594.4 Million	2.9%
February 2025	\$421.1 Million	2.0%
January 2025	\$392.4 Million	1.7%

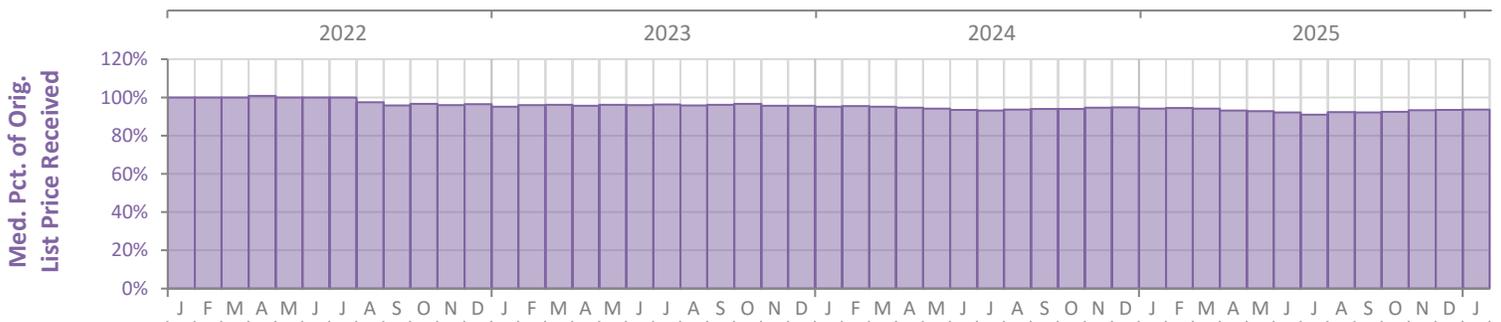


## Median Percent of Original List Price Received

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	93.7%	-0.4%
<b>January 2026</b>	<b>93.7%</b>	<b>-0.4%</b>
December 2025	93.5%	-1.4%
November 2025	93.3%	-1.4%
October 2025	92.4%	-1.7%
September 2025	92.2%	-1.9%
August 2025	92.3%	-1.5%
July 2025	91.0%	-2.3%
June 2025	92.2%	-1.4%
May 2025	92.8%	-1.5%
April 2025	93.1%	-1.6%
March 2025	94.2%	-1.1%
February 2025	94.5%	-0.9%
January 2025	94.1%	-1.2%

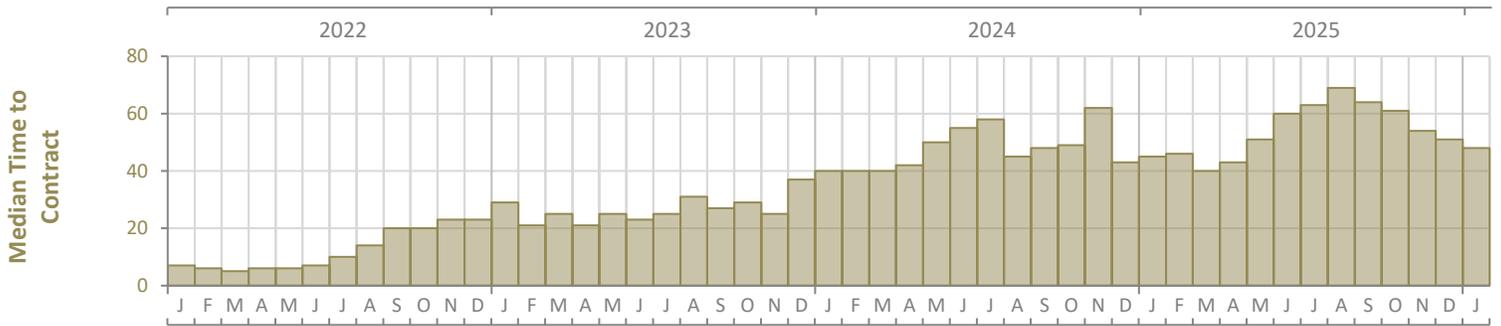


## Median Time to Contract

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	48 Days	6.7%
<b>January 2026</b>	<b>48 Days</b>	<b>6.7%</b>
December 2025	51 Days	18.6%
November 2025	54 Days	-12.9%
October 2025	61 Days	24.5%
September 2025	64 Days	33.3%
August 2025	69 Days	53.3%
July 2025	63 Days	8.6%
June 2025	60 Days	9.1%
May 2025	51 Days	2.0%
April 2025	43 Days	2.4%
March 2025	40 Days	0.0%
February 2025	46 Days	15.0%
January 2025	45 Days	12.5%

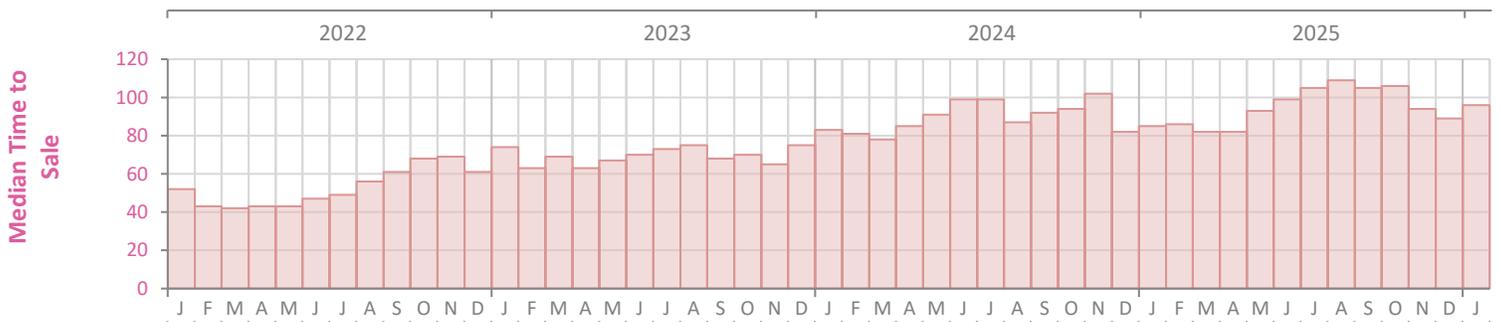


## Median Time to Sale

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	96 Days	12.9%
<b>January 2026</b>	<b>96 Days</b>	<b>12.9%</b>
December 2025	89 Days	8.5%
November 2025	94 Days	-7.8%
October 2025	106 Days	12.8%
September 2025	105 Days	14.1%
August 2025	109 Days	25.3%
July 2025	105 Days	6.1%
June 2025	99 Days	0.0%
May 2025	93 Days	2.2%
April 2025	82 Days	-3.5%
March 2025	82 Days	5.1%
February 2025	86 Days	6.2%
January 2025	85 Days	2.4%

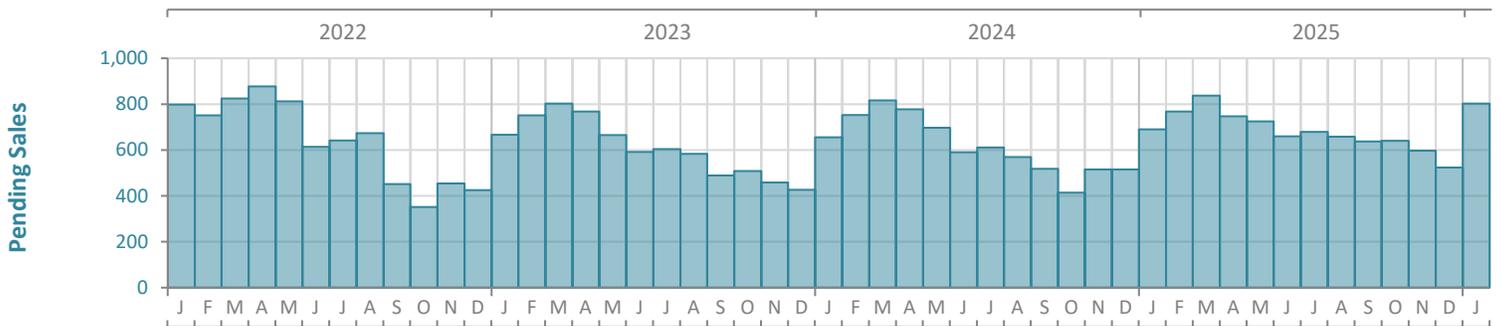


## New Pending Sales

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	803	16.4%
<b>January 2026</b>	<b>803</b>	<b>16.4%</b>
December 2025	524	1.6%
November 2025	597	15.7%
October 2025	640	54.6%
September 2025	637	23.0%
August 2025	658	15.4%
July 2025	679	11.1%
June 2025	659	11.7%
May 2025	725	4.0%
April 2025	747	-4.0%
March 2025	837	2.6%
February 2025	768	2.0%
January 2025	690	5.3%

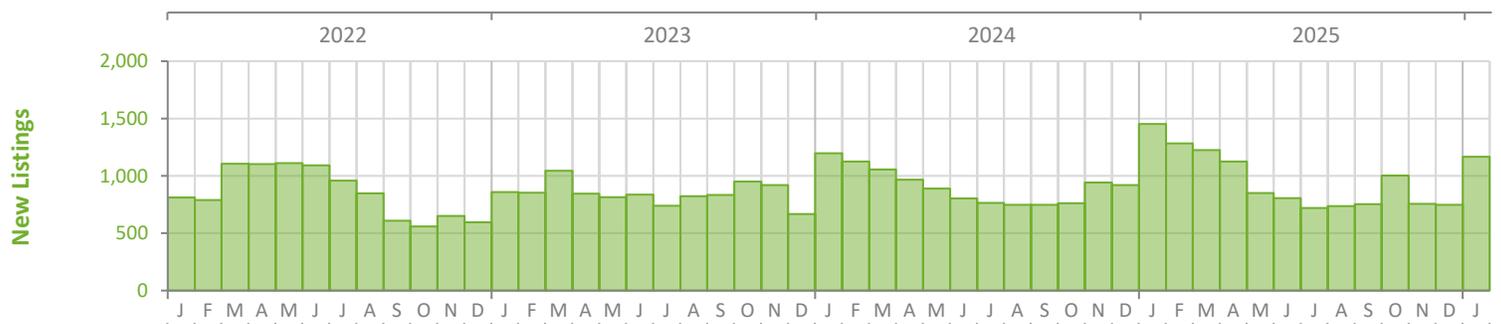


## New Listings

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	1,166	-19.7%
<b>January 2026</b>	<b>1,166</b>	<b>-19.7%</b>
December 2025	748	-18.7%
November 2025	755	-19.8%
October 2025	1,004	31.9%
September 2025	754	0.7%
August 2025	736	-1.5%
July 2025	720	-5.8%
June 2025	805	0.4%
May 2025	850	-4.3%
April 2025	1,124	16.4%
March 2025	1,226	16.2%
February 2025	1,283	13.9%
January 2025	1,452	21.4%



## 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)	3,444	-13.7%
<b>January 2026</b>	<b>3,444</b>	<b>-13.7%</b>
December 2025	3,211	-5.7%
November 2025	3,245	0.9%
October 2025	3,291	11.5%
September 2025	3,137	10.4%
August 2025	3,307	13.1%
July 2025	3,574	16.7%
June 2025	3,955	23.6%
May 2025	4,144	28.3%
April 2025	4,448	34.7%
March 2025	4,412	30.8%
February 2025	4,292	28.6%
January 2025	3,992	27.3%

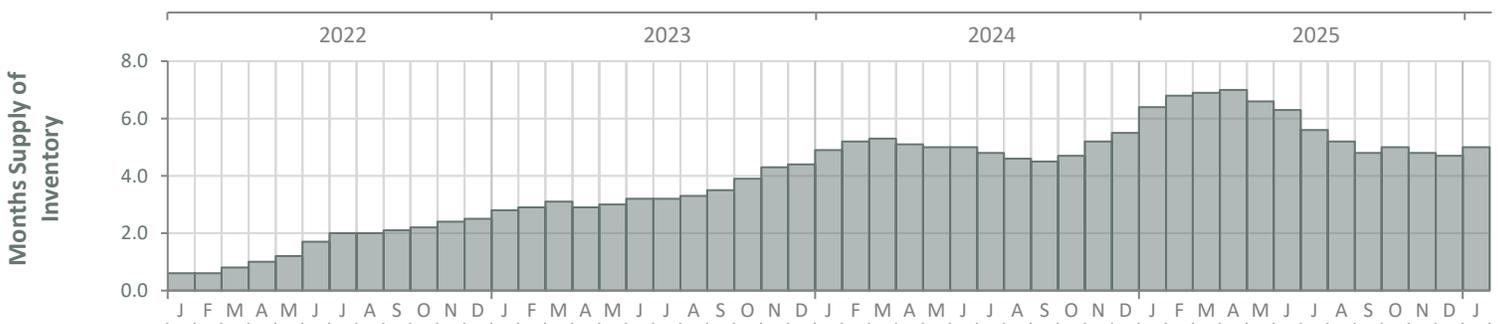


## Months Supply of Inventory

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)	5.0	-21.9%
<b>January 2026</b>	<b>5.0</b>	<b>-21.9%</b>
December 2025	4.7	-14.5%
November 2025	4.8	-7.7%
October 2025	5.0	6.4%
September 2025	4.8	6.7%
August 2025	5.2	13.0%
July 2025	5.6	16.7%
June 2025	6.3	26.0%
May 2025	6.6	32.0%
April 2025	7.0	37.3%
March 2025	6.9	30.2%
February 2025	6.8	30.8%
January 2025	6.4	30.6%



## 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.

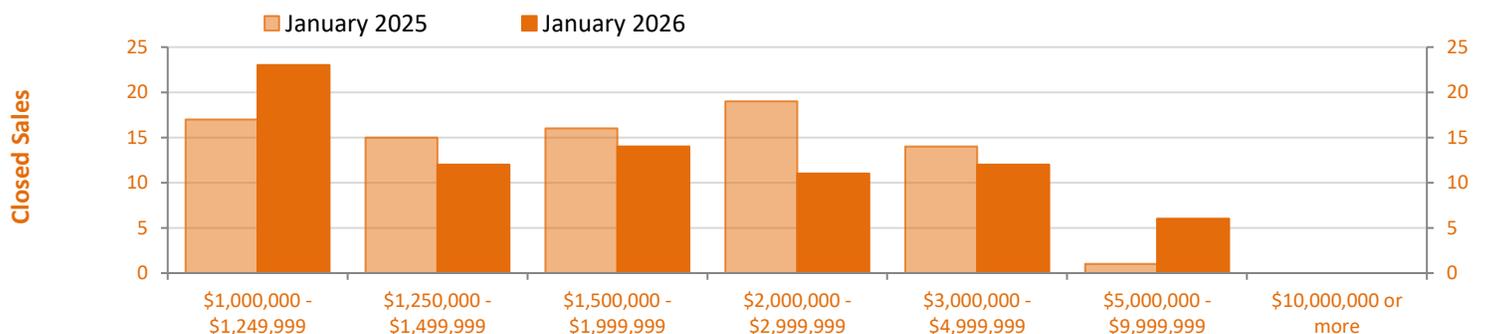
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	18	63.6%
\$200,000 - \$299,999	57	46.2%
\$300,000 - \$399,999	123	11.8%
\$400,000 - \$499,999	66	-15.4%
\$500,000 - \$599,999	81	24.6%
\$600,000 - \$699,999	41	-29.3%
\$700,000 - \$799,999	31	-3.1%
\$800,000 - \$899,999	18	-18.2%
\$900,000 - \$999,999	10	-56.5%
\$1,000,000 or more	78	-4.9%



## 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	23	35.3%
\$1,250,000 - \$1,499,999	12	-20.0%
\$1,500,000 - \$1,999,999	14	-12.5%
\$2,000,000 - \$2,999,999	11	-42.1%
\$3,000,000 - \$4,999,999	12	-14.3%
\$5,000,000 - \$9,999,999	6	500.0%
\$10,000,000 or more	0	N/A

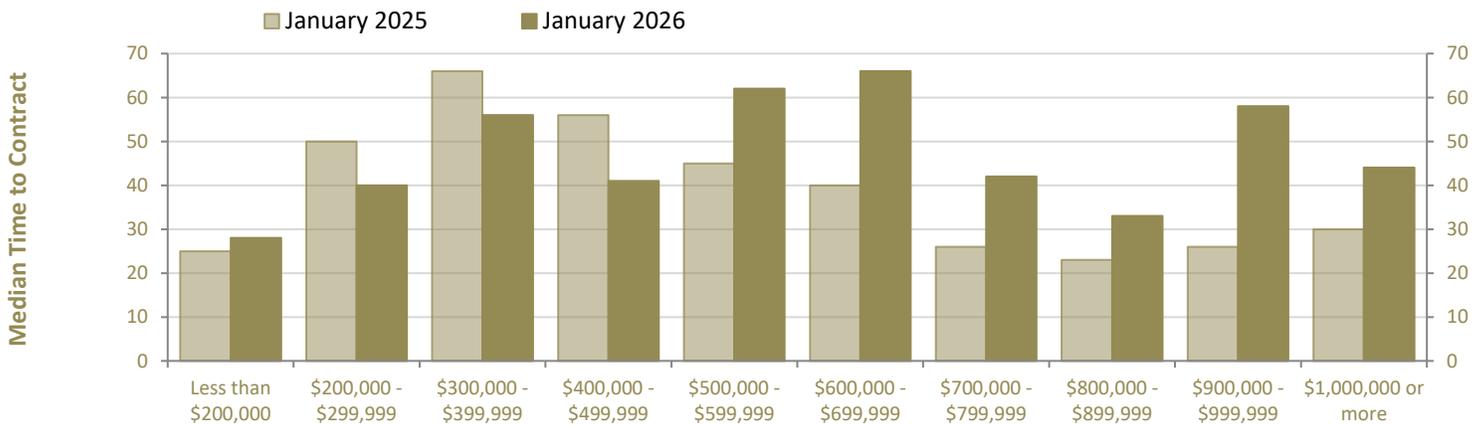


## Median Time to Contract by Sale Price

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.

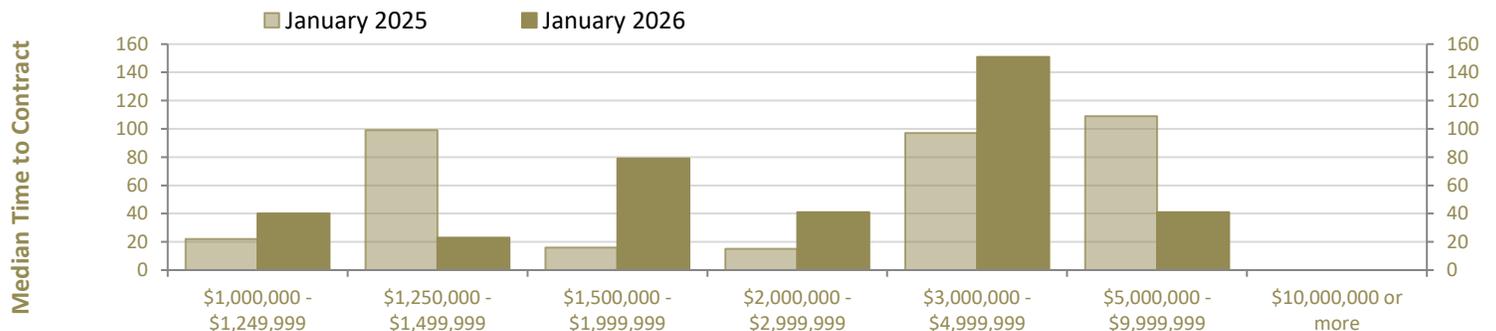
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	28 Days	12.0%
\$200,000 - \$299,999	40 Days	-20.0%
\$300,000 - \$399,999	56 Days	-15.2%
\$400,000 - \$499,999	41 Days	-26.8%
\$500,000 - \$599,999	62 Days	37.8%
\$600,000 - \$699,999	66 Days	65.0%
\$700,000 - \$799,999	42 Days	61.5%
\$800,000 - \$899,999	33 Days	43.5%
\$900,000 - \$999,999	58 Days	123.1%
\$1,000,000 or more	44 Days	46.7%



## 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	40 Days	81.8%
\$1,250,000 - \$1,499,999	23 Days	-76.8%
\$1,500,000 - \$1,999,999	79 Days	393.8%
\$2,000,000 - \$2,999,999	41 Days	173.3%
\$3,000,000 - \$4,999,999	151 Days	55.7%
\$5,000,000 - \$9,999,999	41 Days	-62.4%
\$10,000,000 or more	(No Sales)	N/A

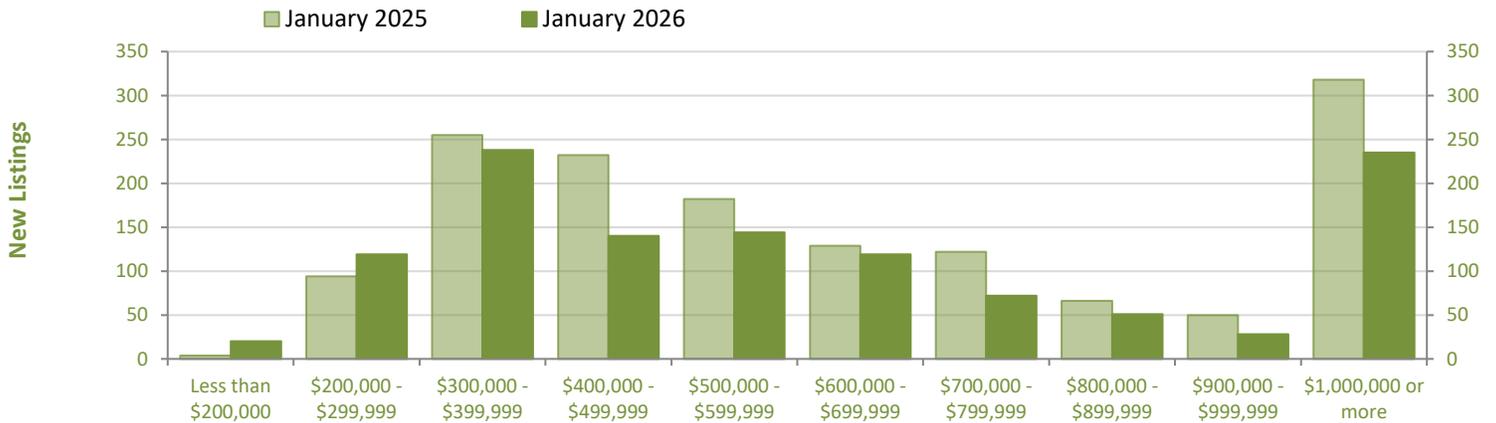


## New Listings by Initial Listing Price

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.

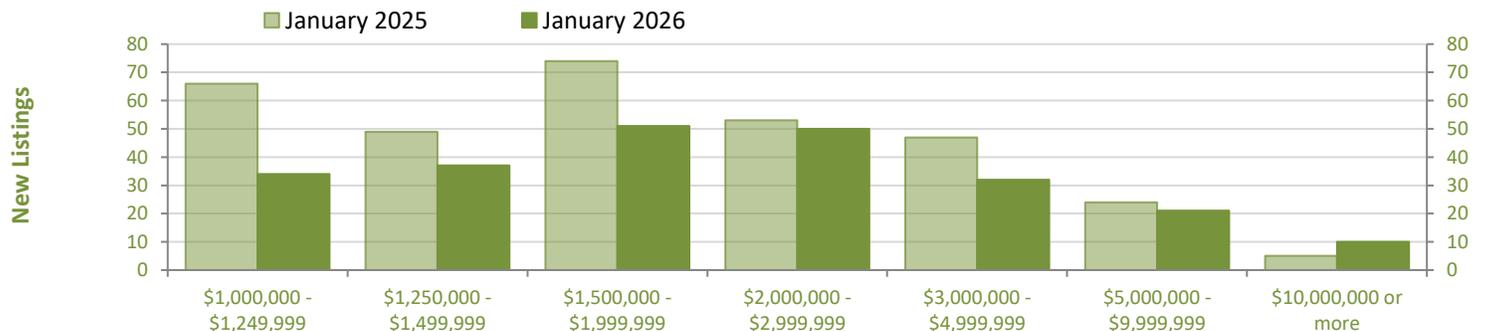
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	20	400.0%
\$200,000 - \$299,999	119	26.6%
\$300,000 - \$399,999	238	-6.7%
\$400,000 - \$499,999	140	-39.7%
\$500,000 - \$599,999	144	-20.9%
\$600,000 - \$699,999	119	-7.8%
\$700,000 - \$799,999	72	-41.0%
\$800,000 - \$899,999	51	-22.7%
\$900,000 - \$999,999	28	-44.0%
\$1,000,000 or more	235	-26.1%



## 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	34	-48.5%
\$1,250,000 - \$1,499,999	37	-24.5%
\$1,500,000 - \$1,999,999	51	-31.1%
\$2,000,000 - \$2,999,999	50	-5.7%
\$3,000,000 - \$4,999,999	32	-31.9%
\$5,000,000 - \$9,999,999	21	-12.5%
\$10,000,000 or more	10	100.0%

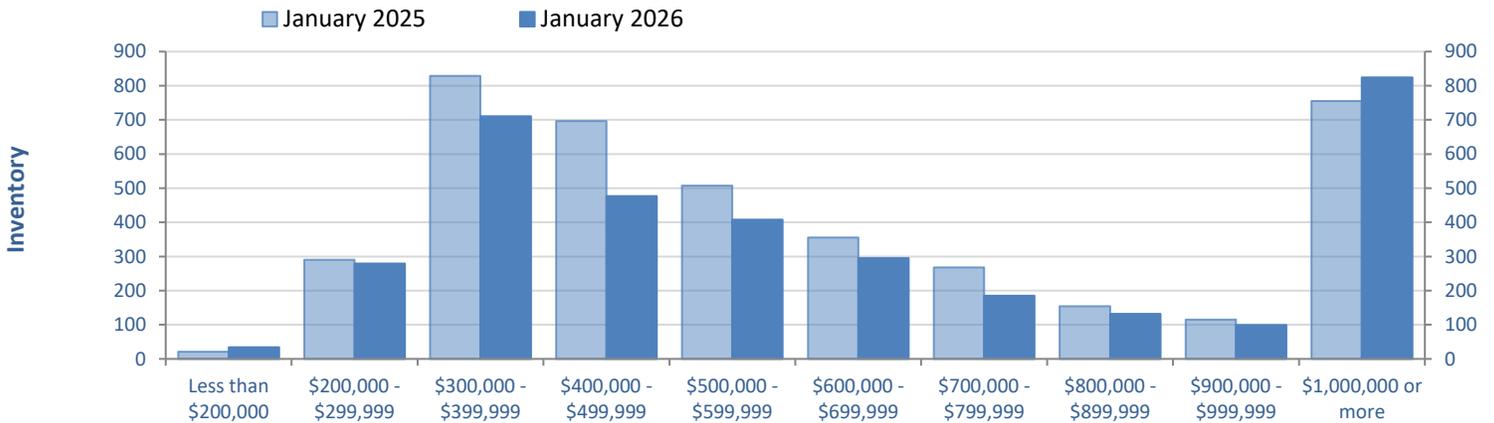


## Inventory by Current Listing Price

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.

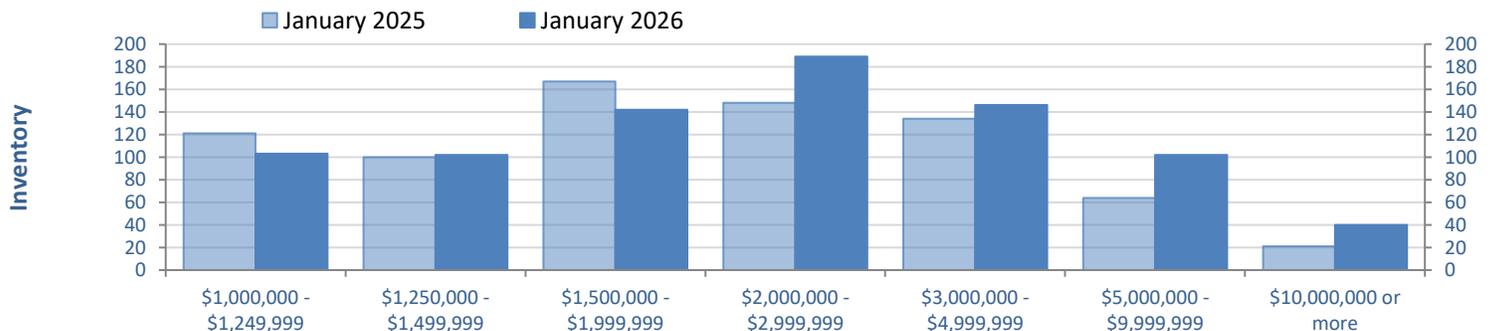
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	34	61.9%
\$200,000 - \$299,999	279	-3.8%
\$300,000 - \$399,999	711	-14.2%
\$400,000 - \$499,999	477	-31.6%
\$500,000 - \$599,999	408	-19.5%
\$600,000 - \$699,999	295	-17.1%
\$700,000 - \$799,999	185	-31.0%
\$800,000 - \$899,999	132	-14.3%
\$900,000 - \$999,999	99	-13.9%
\$1,000,000 or more	824	9.1%



## 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	103	-14.9%
\$1,250,000 - \$1,499,999	102	2.0%
\$1,500,000 - \$1,999,999	142	-15.0%
\$2,000,000 - \$2,999,999	189	27.7%
\$3,000,000 - \$4,999,999	146	9.0%
\$5,000,000 - \$9,999,999	102	59.4%
\$10,000,000 or more	40	90.5%



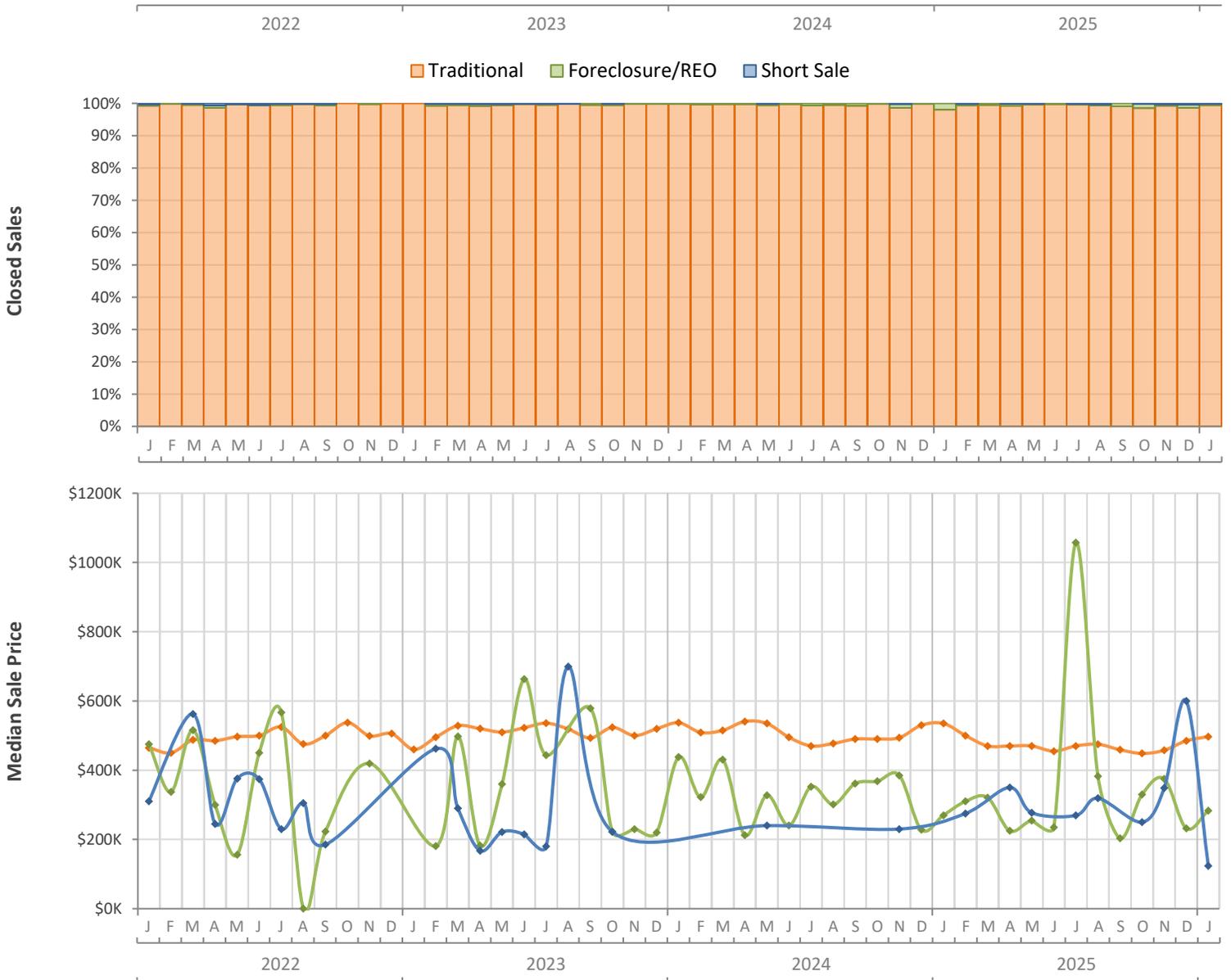
# Monthly Distressed Market - January 2026

## Single-Family Homes

### Sarasota County



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	520	510	2.0%
	Median Sale Price	\$497,000	\$535,000	-7.1%
Foreclosure/REO	Closed Sales	2	10	-80.0%
	Median Sale Price	\$283,250	\$269,950	4.9%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$123,500	(No Sales)	N/A



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. Data released on Tuesday, February 17, 2026. Next data release is Monday, March 16, 2026.