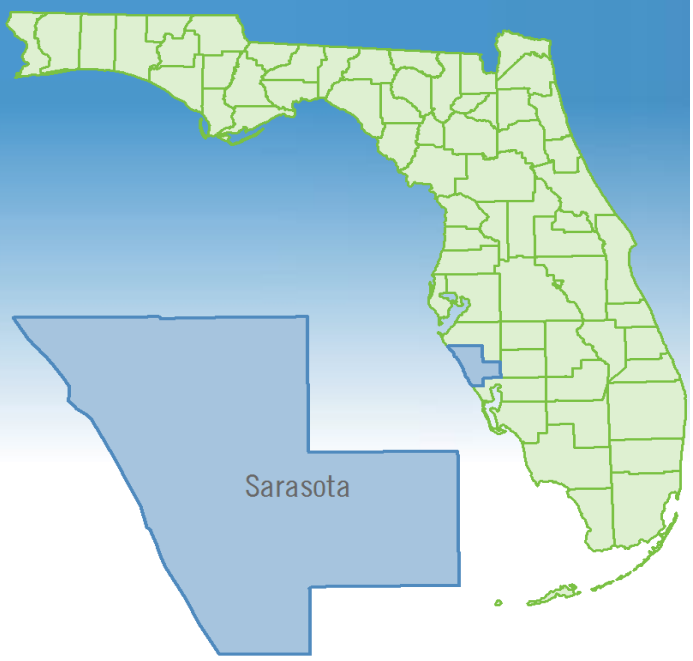
Monthly Market Detail - October 2026
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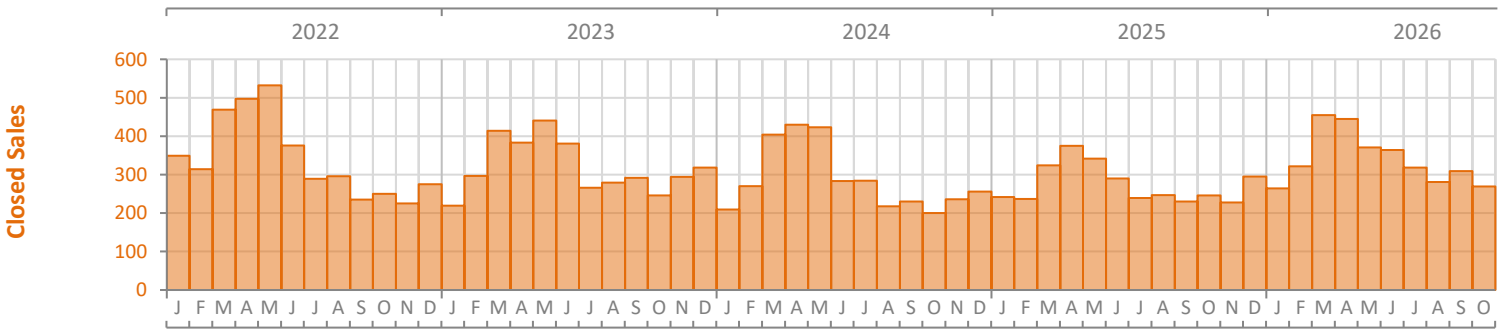
Summary Statistics	October 2026	October 2025	Percent Change Year-over-Year
Closed Sales	269	246	9.3%
Paid in Cash	164	156	5.1%
Median Sale Price	$325,000	$310,000	4.8%
Average Sale Price	$770,952	$470,642	63.8%
Dollar Volume	$207.4 Million	$115.8 Million	79.1%
Median Percent of Original List Price Received	93.4%	89.2%	4.7%
Median Time to Contract	76 Days	101 Days	-24.8%
Median Time to Sale	120 Days	141 Days	-14.9%
New Pending Sales	245	262	-6.5%
New Listings	484	586	-17.4%
Pending Inventory	524	483	8.5%
Inventory (Active Listings)	1,752	2,029	-13.7%
Months Supply of Inventory	5.4	7.5	-28.0%

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	3,398	22.6%
October 2026	**269**	**9.3%**
September 2026	309	34.3%
August 2026	281	13.8%
July 2026	318	33.1%
June 2026	364	25.5%
May 2026	371	8.5%
April 2026	445	18.7%
March 2026	455	40.4%
February 2026	322	35.9%
January 2026	264	9.1%
December 2025	295	15.2%
November 2025	228	-3.4%
October 2025	246	23.0%



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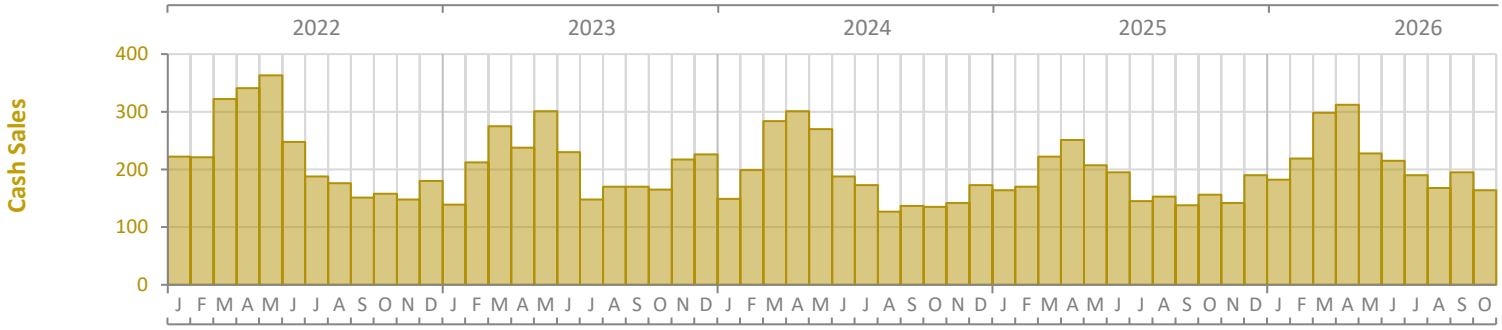
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Cash Sales

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	2,171	20.5%
October 2026	**164**	**5.1%**
September 2026	195	41.3%
August 2026	168	9.8%
July 2026	190	31.0%
June 2026	215	10.3%
May 2026	228	10.1%
April 2026	312	24.3%
March 2026	298	34.2%
February 2026	219	28.8%
January 2026	182	11.0%
December 2025	190	9.8%
November 2025	142	0.0%
October 2025	156	15.6%

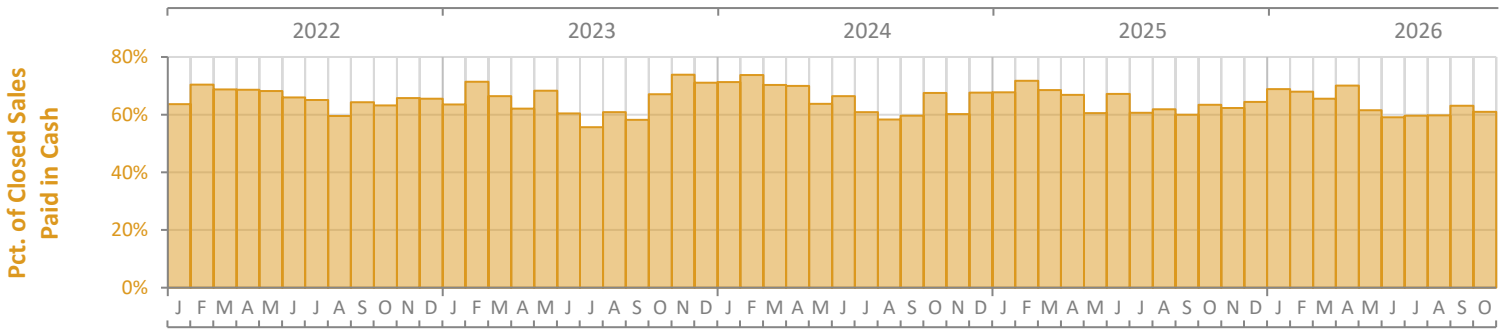


Cash Sales as a Percentage of Closed Sales

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	63.9%	-1.7%
October 2026	**61.0%**	**-3.8%**
September 2026	63.1%	5.2%
August 2026	59.8%	-3.4%
July 2026	59.7%	-1.6%
June 2026	59.1%	-12.1%
May 2026	61.5%	1.7%
April 2026	70.1%	4.8%
March 2026	65.5%	-4.4%
February 2026	68.0%	-5.2%
January 2026	68.9%	1.6%
December 2025	64.4%	-4.7%
November 2025	62.3%	3.5%
October 2025	63.4%	-6.1%



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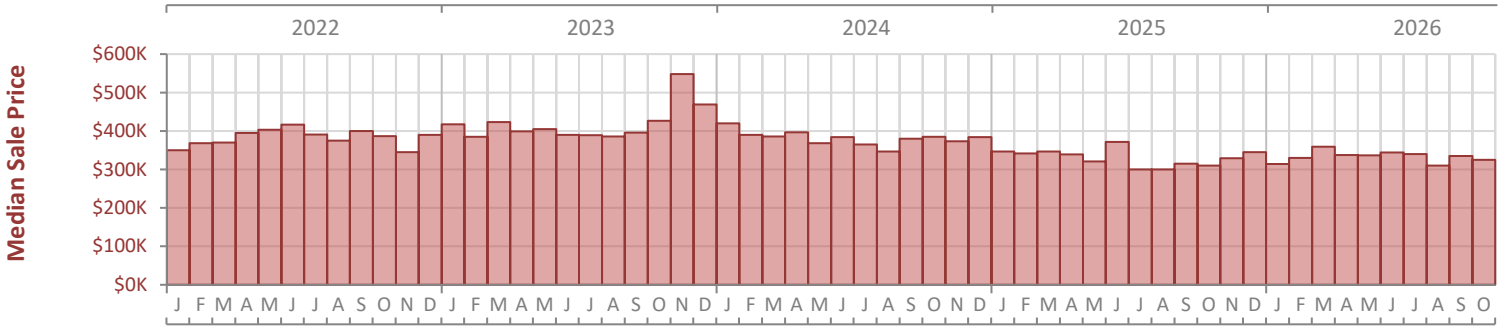
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Median Sale Price

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	$333,750	2.7%
October 2026	**$325,000**	**4.8%**
September 2026	$335,000	6.3%
August 2026	$310,000	3.3%
July 2026	$340,000	13.3%
June 2026	$343,750	-7.5%
May 2026	$336,829	4.9%
April 2026	$337,500	-0.6%
March 2026	$359,500	3.8%
February 2026	$330,000	-3.5%
January 2026	$314,175	-9.5%
December 2025	$345,000	-10.2%
November 2025	$329,500	-11.8%
October 2025	$310,000	-19.5%

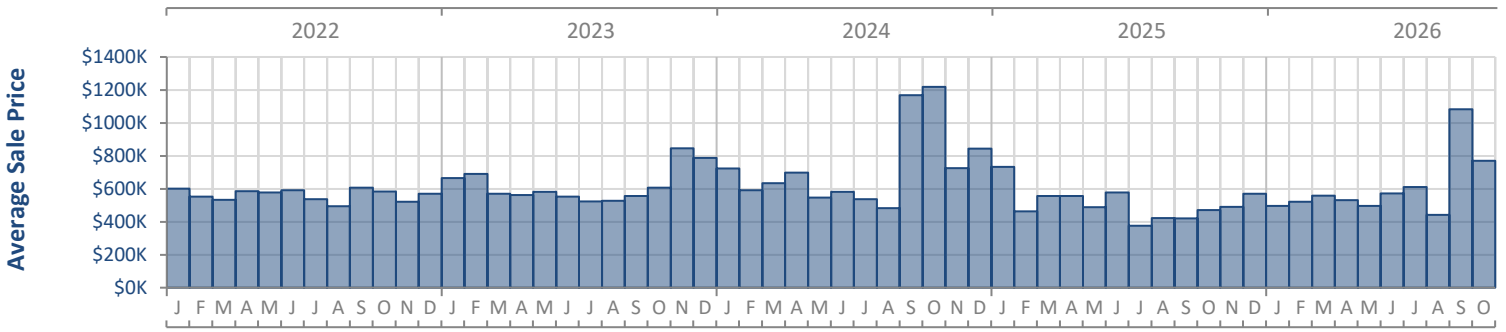


Average Sale Price

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	$600,722	17.5%
October 2026	**$770,952**	**63.8%**
September 2026	$1,082,129	157.9%
August 2026	$441,558	4.7%
July 2026	$610,513	62.7%
June 2026	$571,877	-1.0%
May 2026	$496,451	1.6%
April 2026	$530,268	-4.6%
March 2026	$558,178	0.3%
February 2026	$521,637	12.5%
January 2026	$496,265	-32.2%
December 2025	$570,164	-32.4%
November 2025	$491,300	-32.2%
October 2025	$470,642	-61.4%



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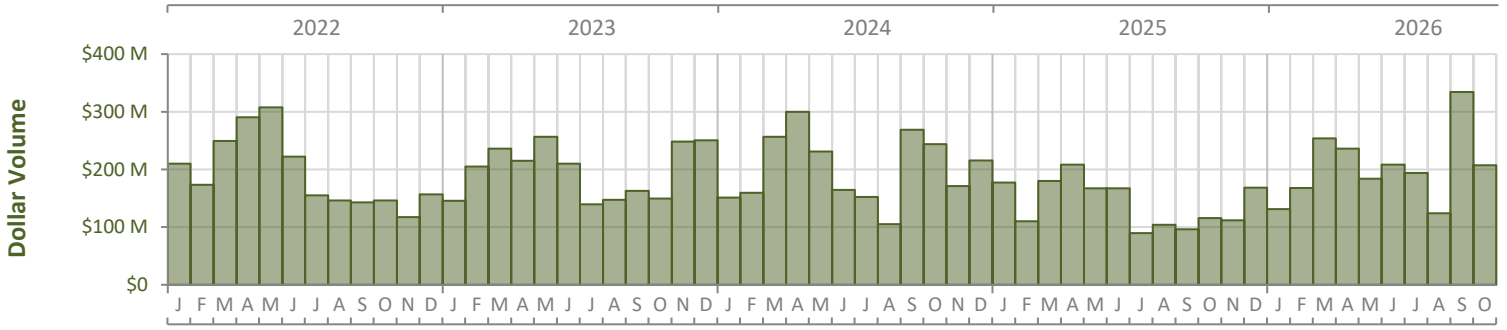
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Dollar Volume

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	$2.0 Billion	44.1%
October 2026	**$207.4 Million**	**79.1%**
September 2026	$334.4 Million	246.5%
August 2026	$124.1 Million	19.1%
July 2026	$194.1 Million	116.5%
June 2026	$208.2 Million	24.3%
May 2026	$184.2 Million	10.2%
April 2026	$236.0 Million	13.2%
March 2026	$254.0 Million	40.9%
February 2026	$168.0 Million	52.8%
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%

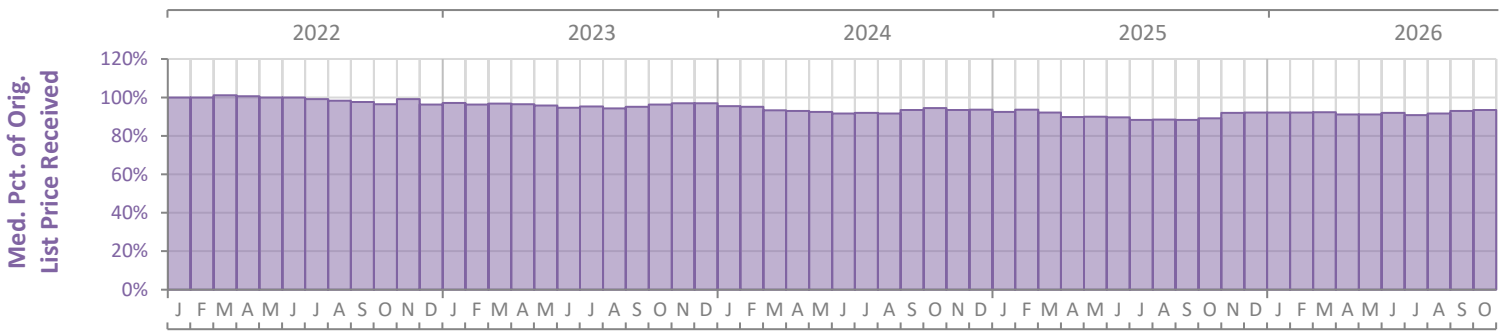


Median Percent of Original List Price Received

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	92.0%	2.0%
October 2026	**93.4%**	**4.7%**
September 2026	93.0%	5.3%
August 2026	91.6%	3.5%
July 2026	90.8%	2.8%
June 2026	92.0%	2.6%
May 2026	91.2%	1.3%
April 2026	91.1%	1.4%
March 2026	92.3%	0.1%
February 2026	92.1%	-1.6%
January 2026	92.2%	-0.3%
December 2025	92.2%	-1.6%
November 2025	92.0%	-1.6%
October 2025	89.2%	-5.5%



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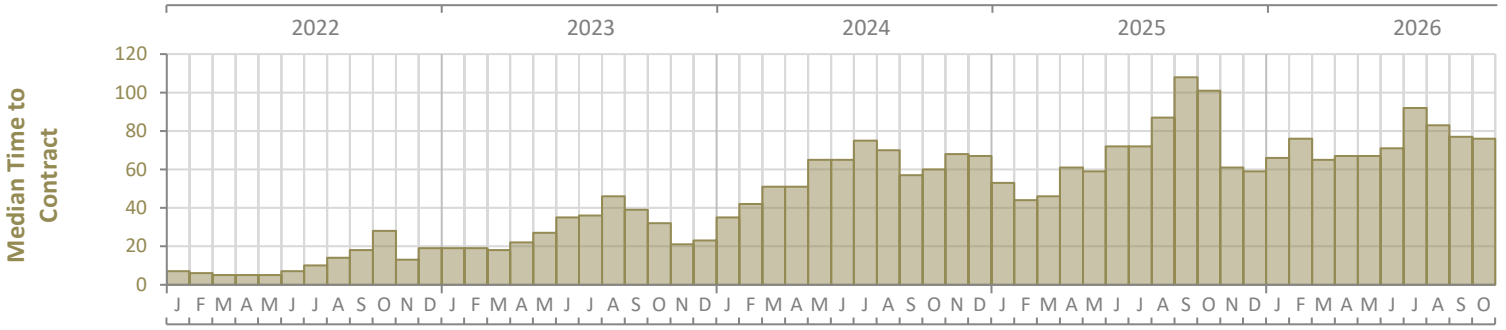
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Median Time to Contract

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	87 Days	19.2%
October 2026	**76 Days**	**-24.8%**
September 2026	77 Days	-28.7%
August 2026	83 Days	-4.6%
July 2026	92 Days	27.8%
June 2026	71 Days	-1.4%
May 2026	67 Days	13.6%
April 2026	67 Days	9.8%
March 2026	65 Days	41.3%
February 2026	76 Days	72.7%
January 2026	66 Days	24.5%
December 2025	59 Days	-11.9%
November 2025	61 Days	-10.3%
October 2025	101 Days	68.3%

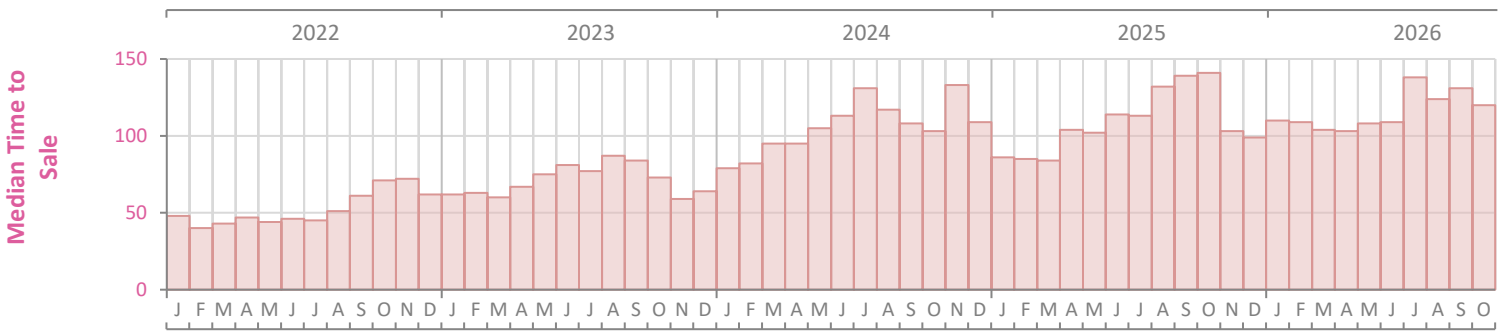


Median Time to Sale

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	131 Days	15.9%
October 2026	**120 Days**	**-14.9%**
September 2026	131 Days	-5.8%
August 2026	124 Days	-6.1%
July 2026	138 Days	22.1%
June 2026	109 Days	-4.4%
May 2026	108 Days	5.9%
April 2026	103 Days	-1.0%
March 2026	104 Days	23.8%
February 2026	109 Days	28.2%
January 2026	110 Days	27.9%
December 2025	99 Days	-9.2%
November 2025	103 Days	-22.6%
October 2025	141 Days	36.9%



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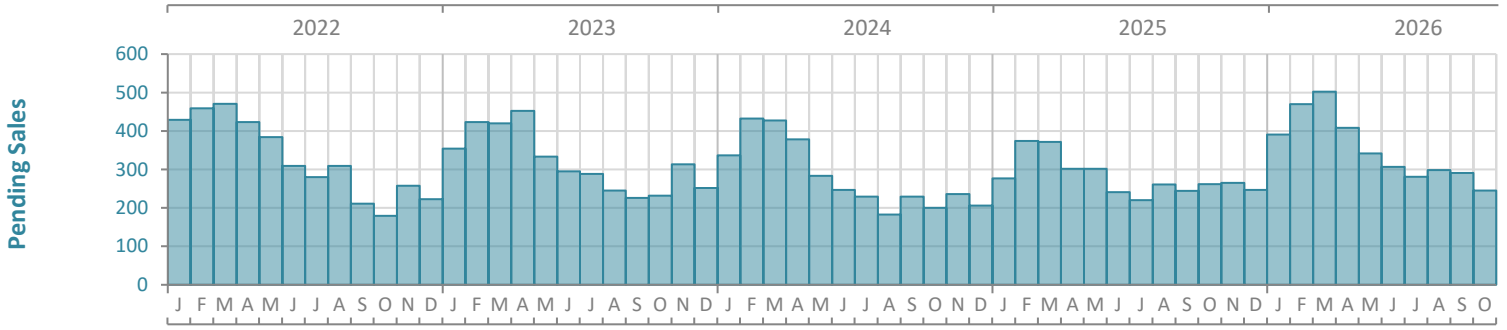
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New Pending Sales

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	3,535	23.8%
October 2026	**245**	**-6.5%**
September 2026	291	19.3%
August 2026	298	14.2%
July 2026	281	27.7%
June 2026	307	27.4%
May 2026	342	13.2%
April 2026	408	35.1%
March 2026	502	34.9%
February 2026	470	25.7%
January 2026	391	41.2%
December 2025	247	19.9%
November 2025	265	12.3%
October 2025	262	31.0%

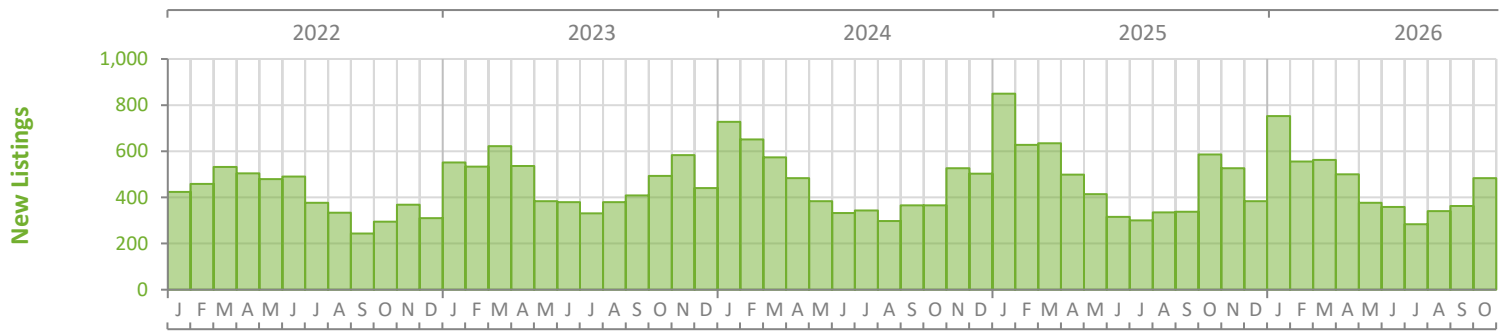


New Listings

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	4,579	-6.5%
October 2026	**484**	**-17.4%**
September 2026	363	7.4%
August 2026	341	1.8%
July 2026	284	-5.3%
June 2026	359	14.0%
May 2026	377	-8.9%
April 2026	500	0.2%
March 2026	563	-11.2%
February 2026	555	-11.6%
January 2026	753	-11.3%
December 2025	383	-23.9%
November 2025	527	0.0%
October 2025	586	60.1%



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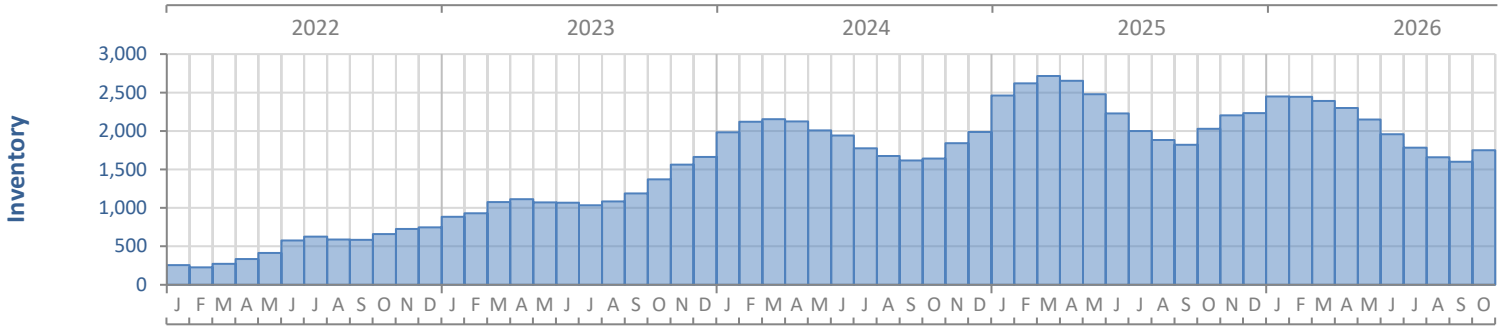
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Inventory (Active Listings)

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)	2,049	-10.5%
October 2026	**1,752**	**-13.7%**
September 2026	1,601	-12.0%
August 2026	1,659	-11.8%
July 2026	1,782	-10.9%
June 2026	1,959	-12.1%
May 2026	2,149	-13.2%
April 2026	2,300	-13.3%
March 2026	2,392	-11.9%
February 2026	2,443	-6.7%
January 2026	2,449	-0.6%
December 2025	2,231	12.3%
November 2025	2,203	19.6%
October 2025	2,029	23.6%

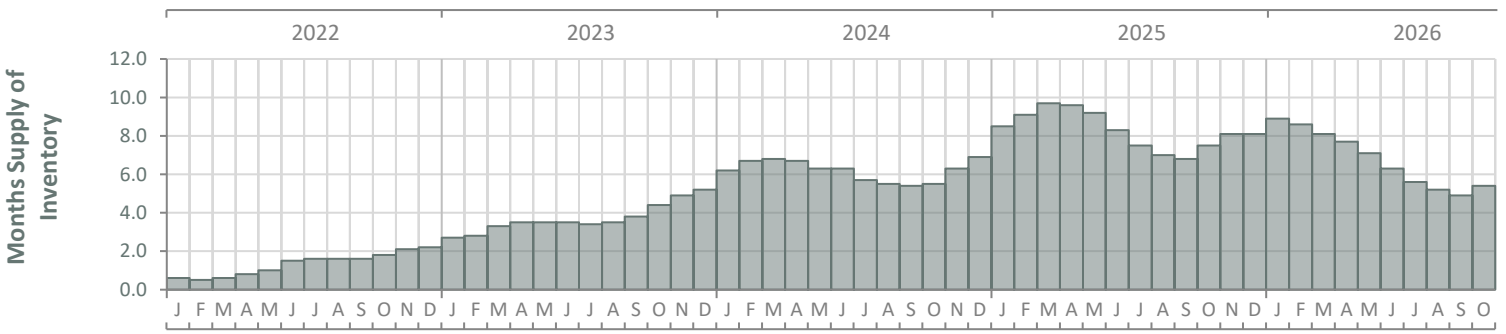


Months Supply of Inventory

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)	6.8	-18.1%
October 2026	**5.4**	**-28.0%**
September 2026	4.9	-27.9%
August 2026	5.2	-25.7%
July 2026	5.6	-25.3%
June 2026	6.3	-24.1%
May 2026	7.1	-22.8%
April 2026	7.7	-19.8%
March 2026	8.1	-16.5%
February 2026	8.6	-5.5%
January 2026	8.9	4.7%
December 2025	8.1	17.4%
November 2025	8.1	28.6%
October 2025	7.5	36.4%



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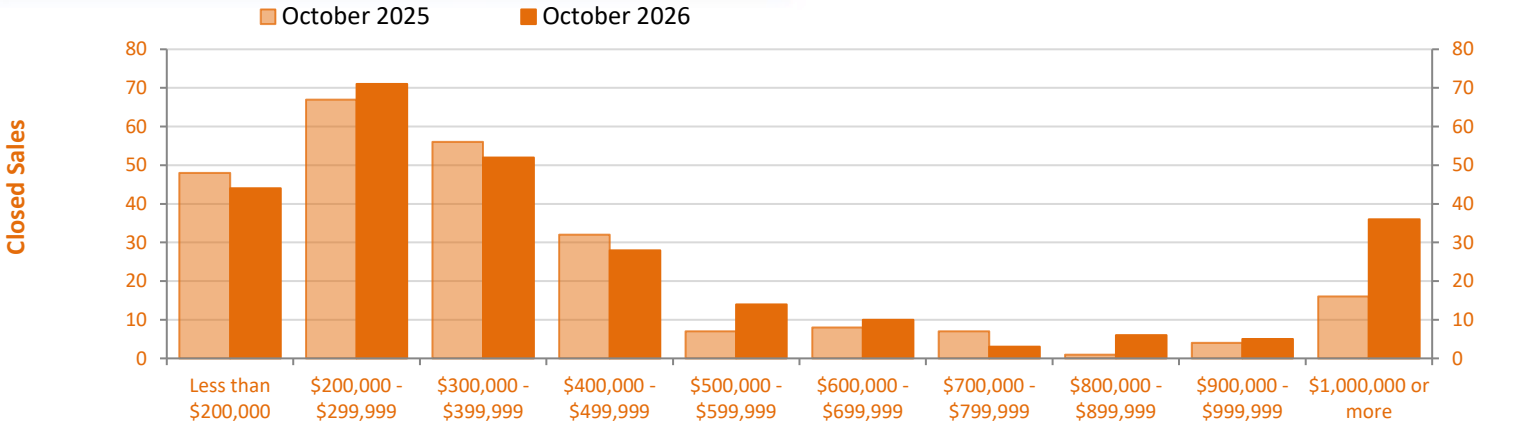
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Closed Sales by Sale Price

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.

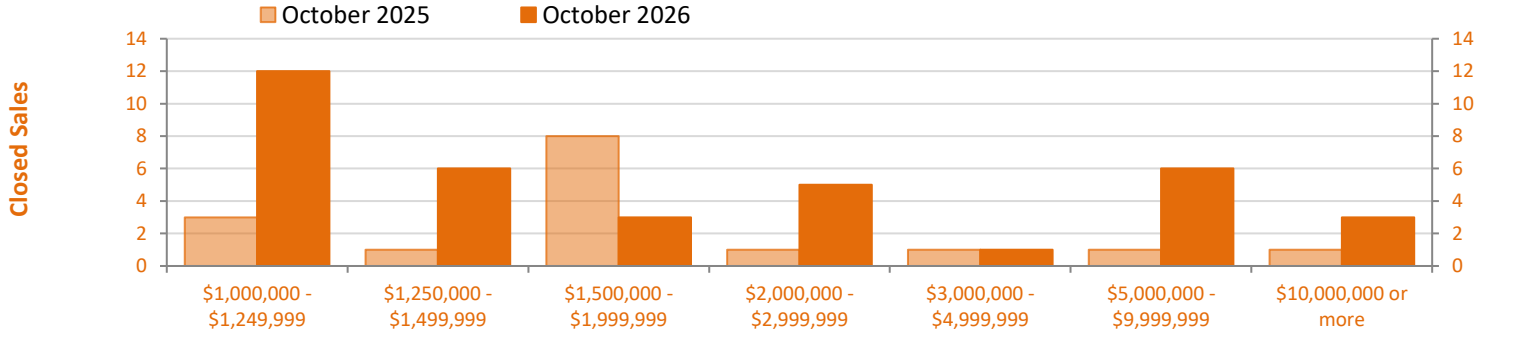
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	44	-8.3%
$200,000 - $299,999	71	6.0%
$300,000 - $399,999	52	-7.1%
$400,000 - $499,999	28	-12.5%
$500,000 - $599,999	14	100.0%
$600,000 - $699,999	10	25.0%
$700,000 - $799,999	3	-57.1%
$800,000 - $899,999	6	500.0%
$900,000 - $999,999	5	25.0%
$1,000,000 or more	36	125.0%



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	12	300.0%
$1,250,000 - $1,499,999	6	500.0%
$1,500,000 - $1,999,999	3	-62.5%
$2,000,000 - $2,999,999	5	400.0%
$3,000,000 - $4,999,999	1	0.0%
$5,000,000 - $9,999,999	6	500.0%
$10,000,000 or more	3	200.0%



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Monthly Market Detail - October 2026
Townhouses and Condos
Sarasota County

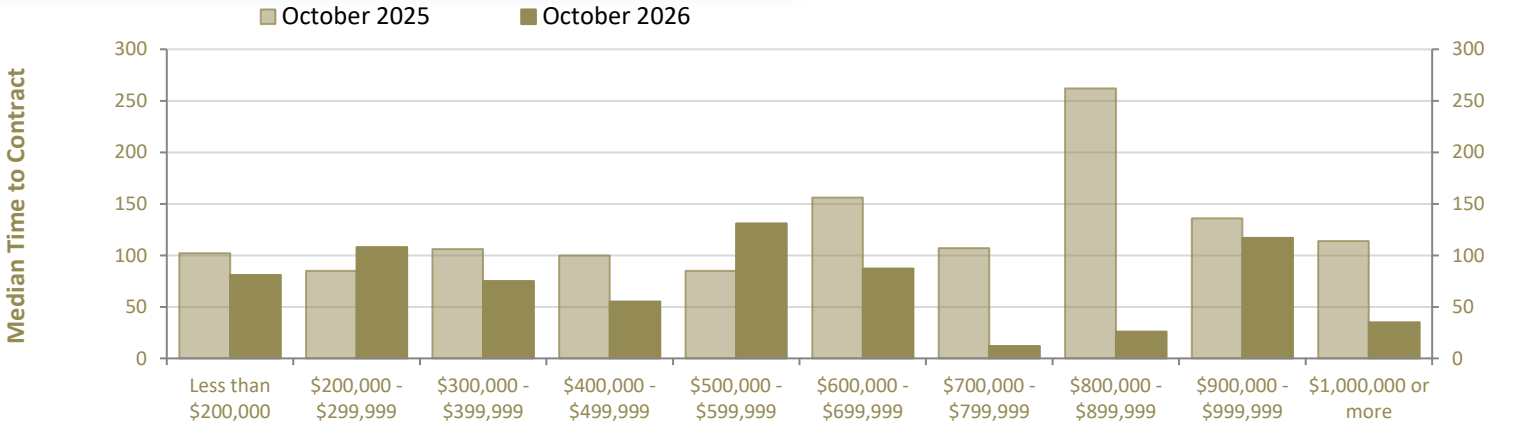
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Median Time to Contract by Sale Price

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.

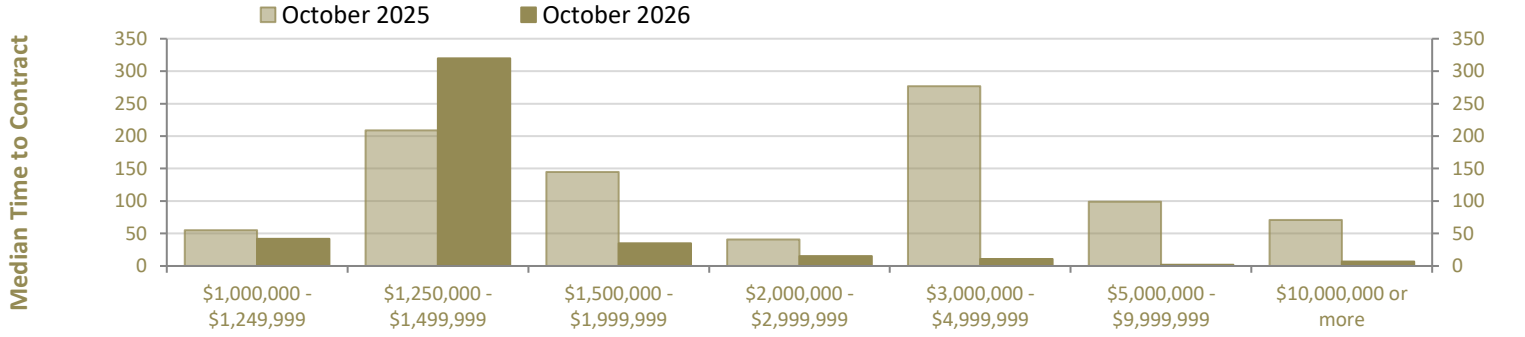
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	81 Days	-20.6%
$200,000 - $299,999	108 Days	27.1%
$300,000 - $399,999	75 Days	-29.2%
$400,000 - $499,999	55 Days	-45.0%
$500,000 - $599,999	131 Days	54.1%
$600,000 - $699,999	87 Days	-44.2%
$700,000 - $799,999	12 Days	-88.8%
$800,000 - $899,999	26 Days	-90.1%
$900,000 - $999,999	117 Days	-14.0%
$1,000,000 or more	35 Days	-69.3%



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	42 Days	-23.6%
$1,250,000 - $1,499,999	320 Days	53.1%
$1,500,000 - $1,999,999	35 Days	-75.9%
$2,000,000 - $2,999,999	15 Days	-63.4%
$3,000,000 - $4,999,999	11 Days	-96.0%
$5,000,000 - $9,999,999	2 Days	-98.0%
$10,000,000 or more	7 Days	-90.1%



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Townhouses and Condos
Sarasota County

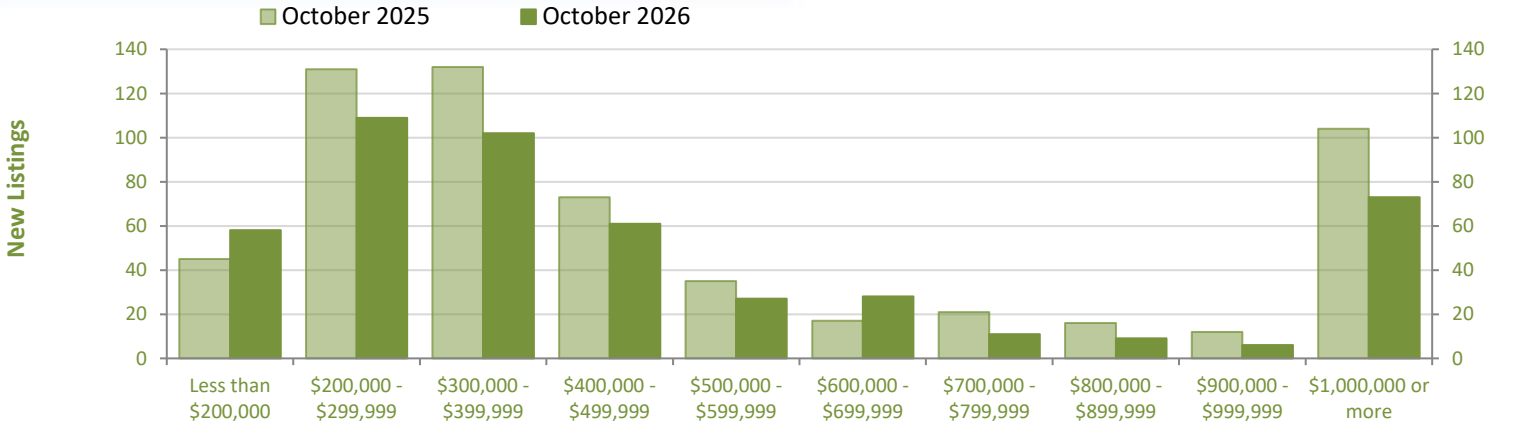
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New Listings by Initial Listing Price

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.

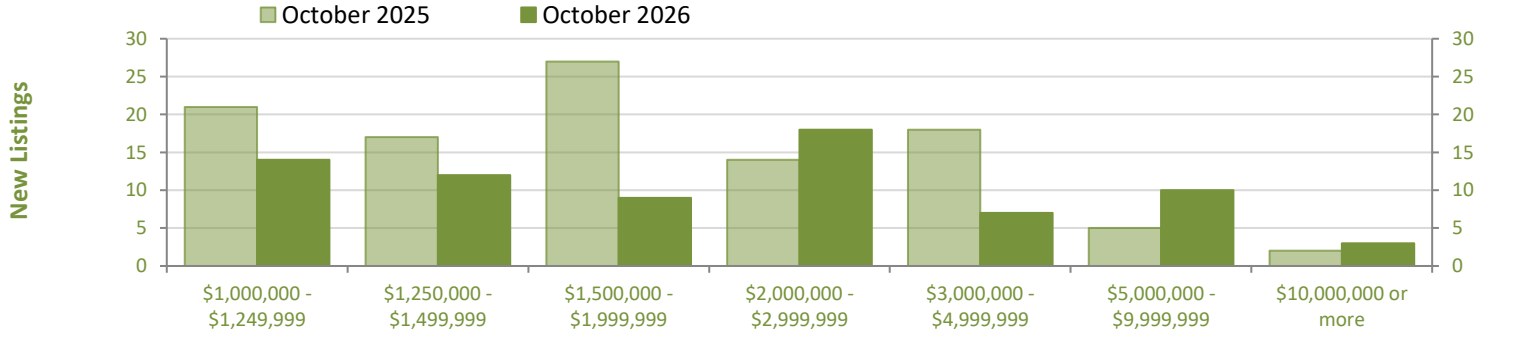
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	58	28.9%
$200,000 - $299,999	109	-16.8%
$300,000 - $399,999	102	-22.7%
$400,000 - $499,999	61	-16.4%
$500,000 - $599,999	27	-22.9%
$600,000 - $699,999	28	64.7%
$700,000 - $799,999	11	-47.6%
$800,000 - $899,999	9	-43.8%
$900,000 - $999,999	6	-50.0%
$1,000,000 or more	73	-29.8%



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	14	-33.3%
$1,250,000 - $1,499,999	12	-29.4%
$1,500,000 - $1,999,999	9	-66.7%
$2,000,000 - $2,999,999	18	28.6%
$3,000,000 - $4,999,999	7	-61.1%
$5,000,000 - $9,999,999	10	100.0%
$10,000,000 or more	3	50.0%



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Townhouses and Condos
Sarasota County

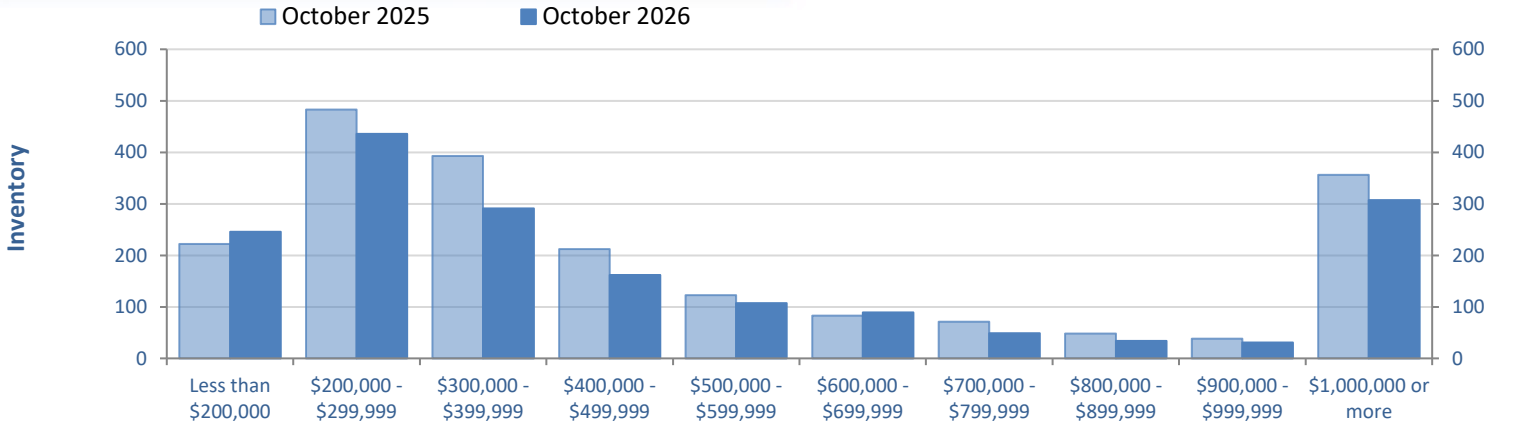
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Inventory by Current Listing Price

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.

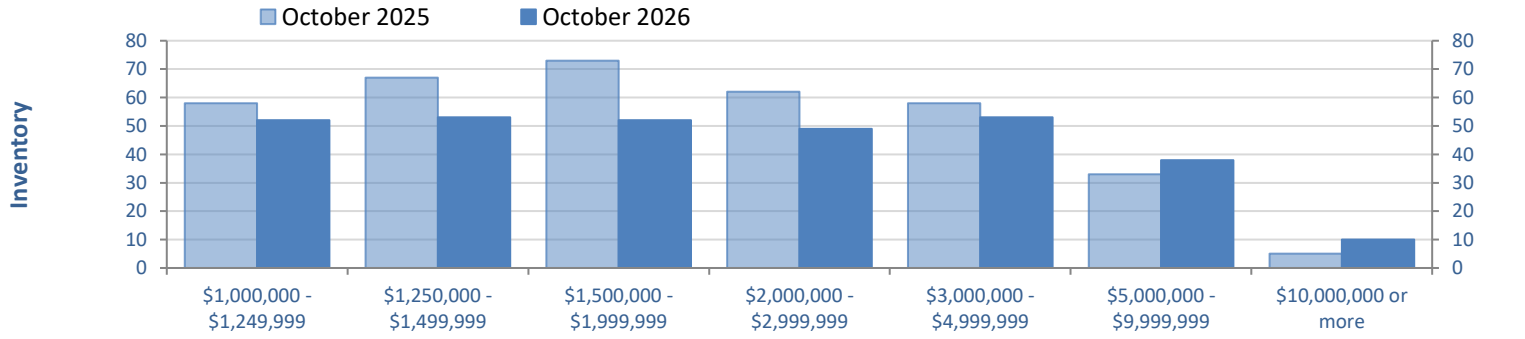
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	246	10.8%
$200,000 - $299,999	436	-9.7%
$300,000 - $399,999	291	-26.0%
$400,000 - $499,999	162	-23.6%
$500,000 - $599,999	107	-13.0%
$600,000 - $699,999	89	7.2%
$700,000 - $799,999	49	-31.0%
$800,000 - $899,999	34	-29.2%
$900,000 - $999,999	31	-18.4%
$1,000,000 or more	307	-13.8%



Million Dollar Spotlight

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

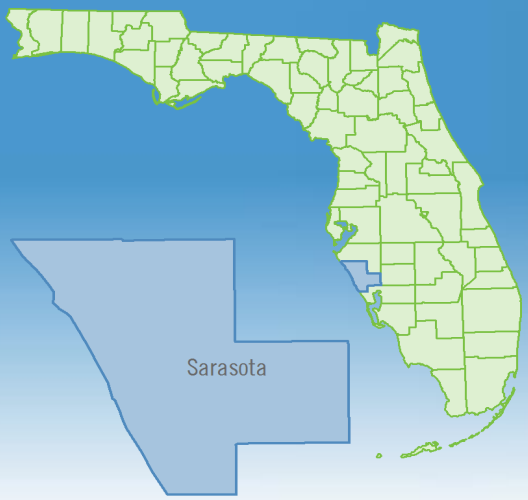
Current Listing Price	Inventory	Percent Change Year-over-Year
$1,000,000 - $1,249,999	52	-10.3%
$1,250,000 - $1,499,999	53	-20.9%
$1,500,000 - $1,999,999	52	-28.8%
$2,000,000 - $2,999,999	49	-21.0%
$3,000,000 - $4,999,999	53	-8.6%
$5,000,000 - $9,999,999	38	15.2%
$10,000,000 or more	10	100.0%



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Monthly Distressed Market - October 2026
Townhouses and Condos
Sarasota County

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		October 2026	October 2025	Percent Change Year-over-Year
Traditional	Closed Sales	266	242	9.9%
	Median Sale Price	$327,000	$310,000	5.5%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	$137,500	$310,005	-55.6%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	$225,000	$165,000	36.4%



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