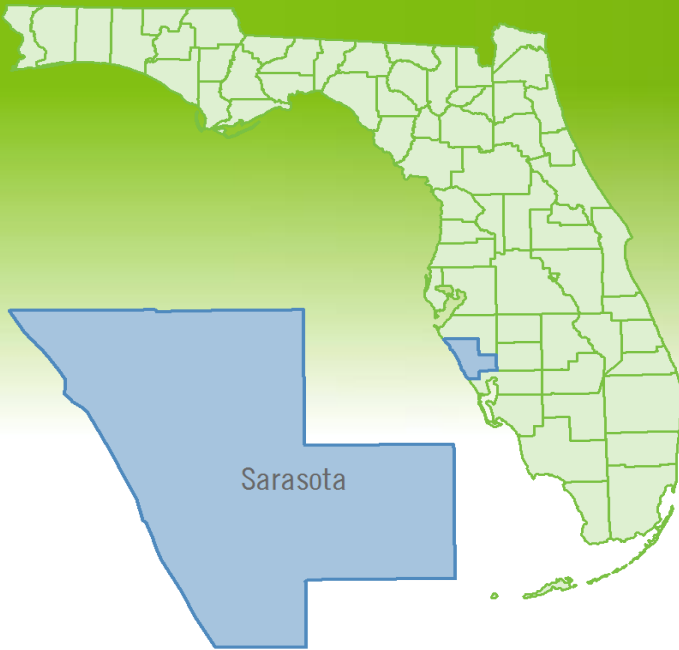


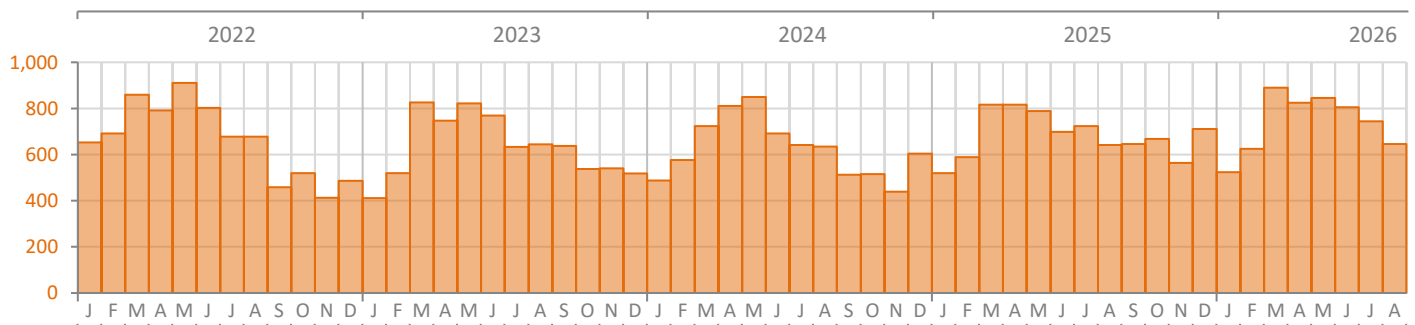
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Closed Sales

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.

Closed Sales



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

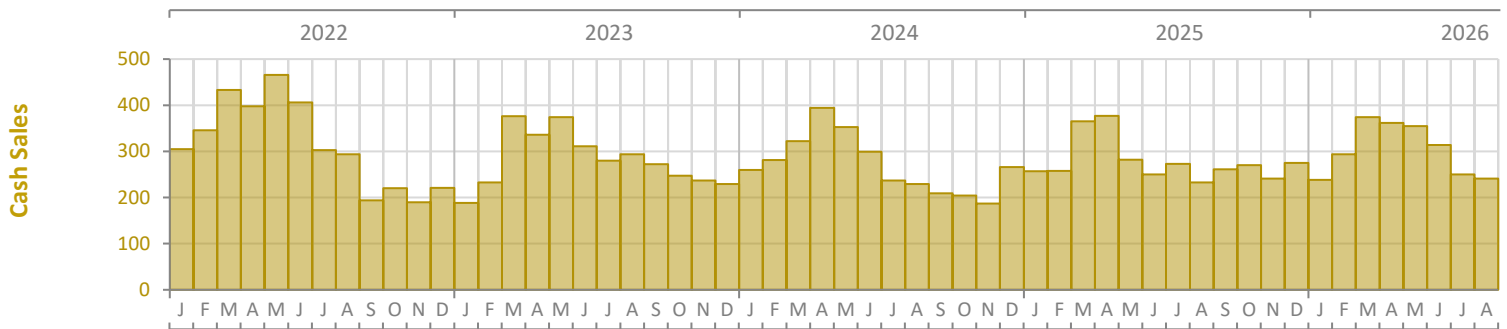


Cash Sales

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	2,428	5.8%
August 2026	241	3.4%
July 2026	250	-8.4%
June 2026	314	25.6%
May 2026	355	25.9%
April 2026	362	-4.0%
March 2026	374	2.5%
February 2026	294	14.0%
January 2026	238	-7.4%
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%

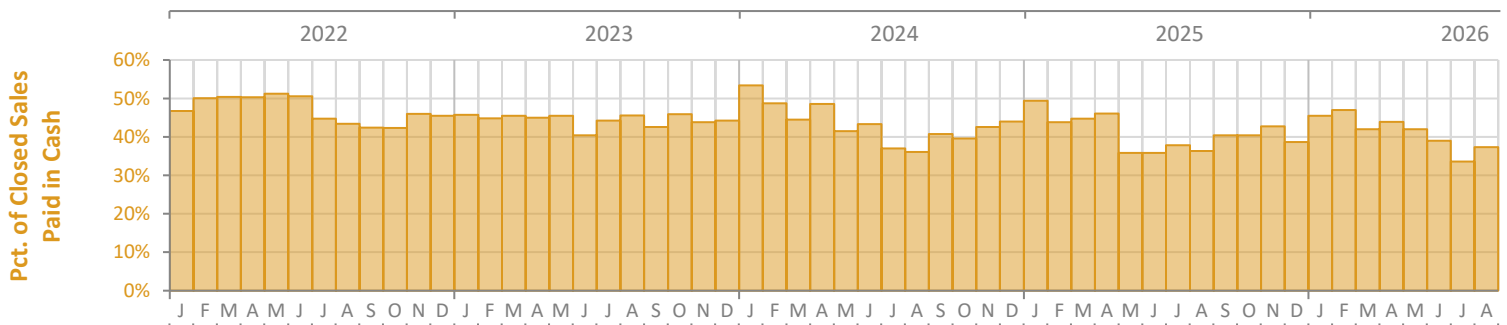


Cash Sales as a Percentage of Closed Sales

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	41.1%	0.2%
August 2026	37.3%	2.8%
July 2026	33.6%	-11.1%
June 2026	39.0%	8.9%
May 2026	42.0%	17.3%
April 2026	43.9%	-4.8%
March 2026	42.0%	-6.0%
February 2026	47.0%	7.3%
January 2026	45.5%	-7.9%
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%



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

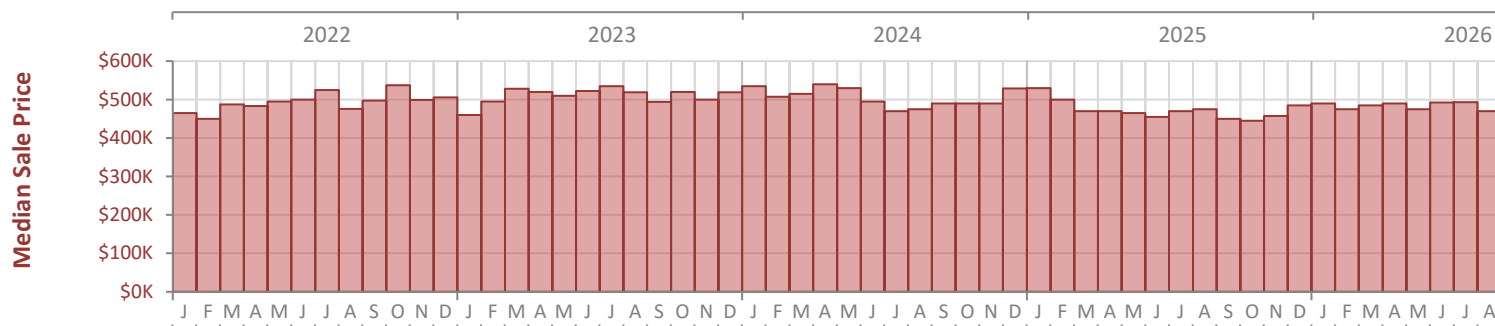


Median Sale Price

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	\$485,000	2.1%
August 2026	\$470,000	-1.1%
July 2026	\$493,500	5.0%
June 2026	\$492,450	8.2%
May 2026	\$475,000	2.2%
April 2026	\$490,000	4.3%
March 2026	\$485,000	3.3%
February 2026	\$475,000	-5.0%
January 2026	\$490,000	-7.5%
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%

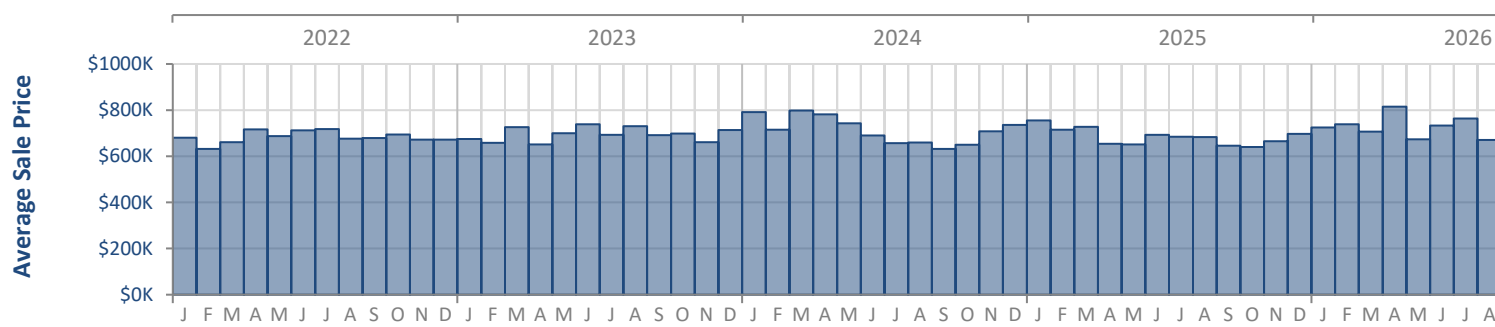


Average Sale Price

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	\$728,754	5.3%
August 2026	\$670,413	-1.9%
July 2026	\$764,307	11.6%
June 2026	\$732,527	5.7%
May 2026	\$673,741	3.4%
April 2026	\$814,685	24.6%
March 2026	\$706,388	-2.9%
February 2026	\$738,588	3.3%
January 2026	\$724,234	-4.0%
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%



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

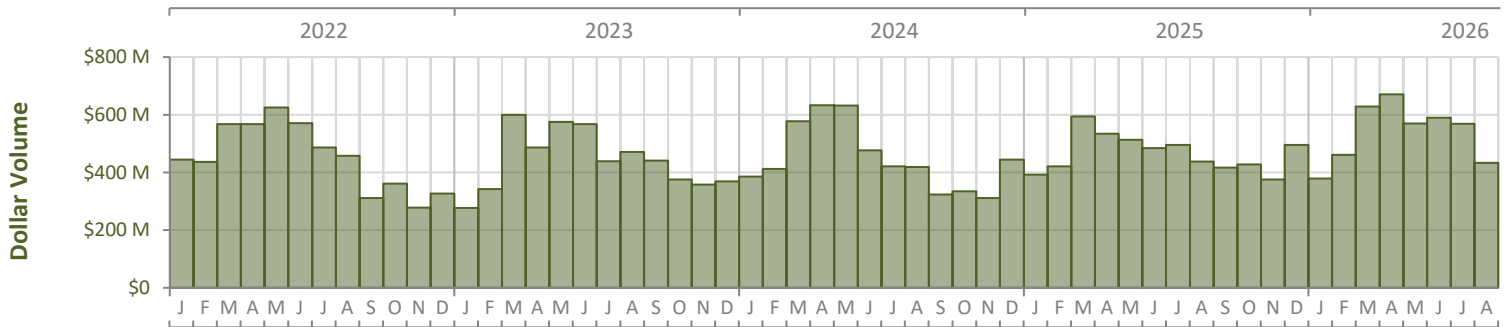


Dollar Volume

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	\$4.3 Billion	11.1%
August 2026	\$433.1 Million	-1.2%
July 2026	\$568.6 Million	14.8%
June 2026	\$589.7 Million	21.8%
May 2026	\$569.3 Million	10.9%
April 2026	\$671.3 Million	25.7%
March 2026	\$628.7 Million	5.8%
February 2026	\$461.6 Million	9.6%
January 2026	\$378.8 Million	-3.5%
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%

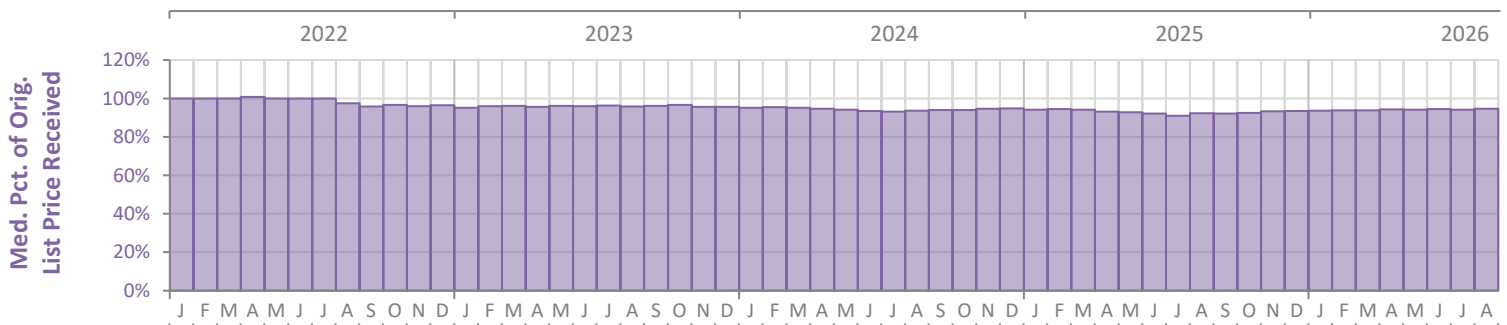


Median Percent of Original List Price Received

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	94.1%	1.1%
August 2026	94.7%	2.6%
July 2026	94.2%	3.5%
June 2026	94.4%	2.4%
May 2026	94.2%	1.5%
April 2026	94.3%	1.3%
March 2026	93.8%	-0.4%
February 2026	93.8%	-0.7%
January 2026	93.7%	-0.4%
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%



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

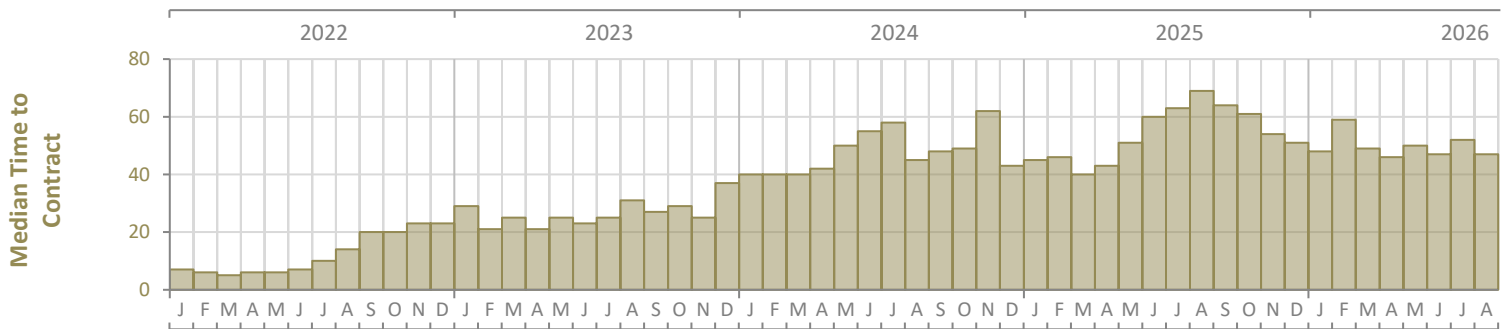


Median Time to Contract

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	51 Days	-8.9%
August 2026	47 Days	-31.9%
July 2026	52 Days	-17.5%
June 2026	47 Days	-21.7%
May 2026	50 Days	-2.0%
April 2026	46 Days	7.0%
March 2026	49 Days	22.5%
February 2026	59 Days	28.3%
January 2026	48 Days	6.7%
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%

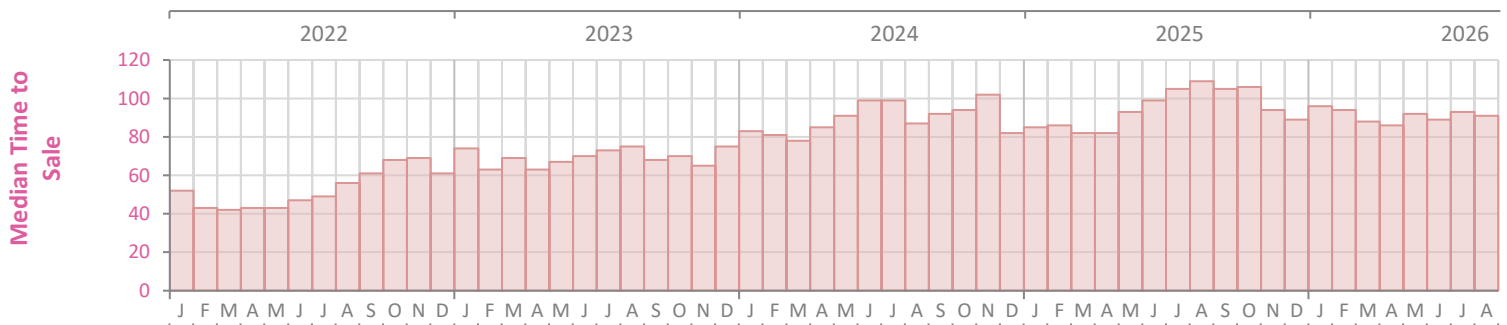


Median Time to Sale

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	92 Days	-5.2%
August 2026	91 Days	-16.5%
July 2026	93 Days	-11.4%
June 2026	89 Days	-10.1%
May 2026	92 Days	-1.1%
April 2026	86 Days	4.9%
March 2026	88 Days	7.3%
February 2026	94 Days	9.3%
January 2026	96 Days	12.9%
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%



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

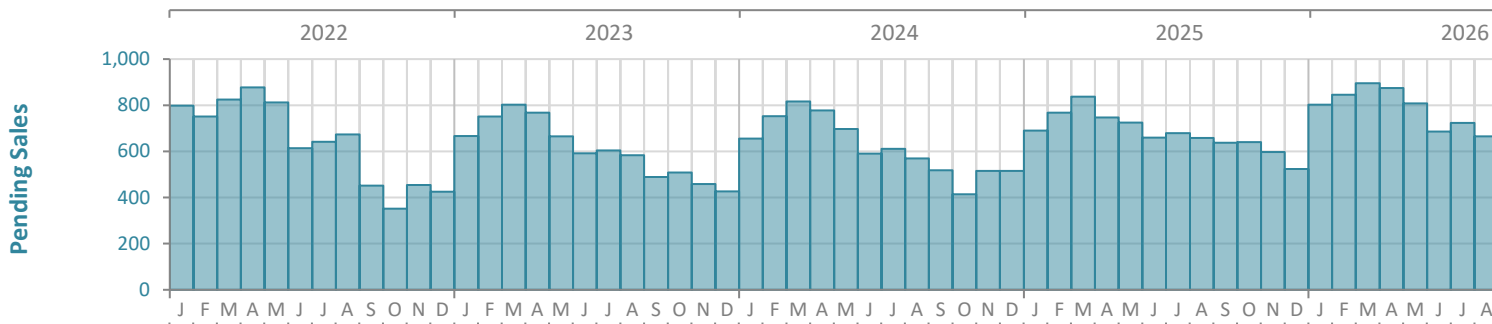


New Pending Sales

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	6,300	9.3%
August 2026	665	1.1%
July 2026	724	6.6%
June 2026	686	4.1%
May 2026	808	11.4%
April 2026	874	17.0%
March 2026	895	6.9%
February 2026	845	10.0%
January 2026	803	16.4%
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%

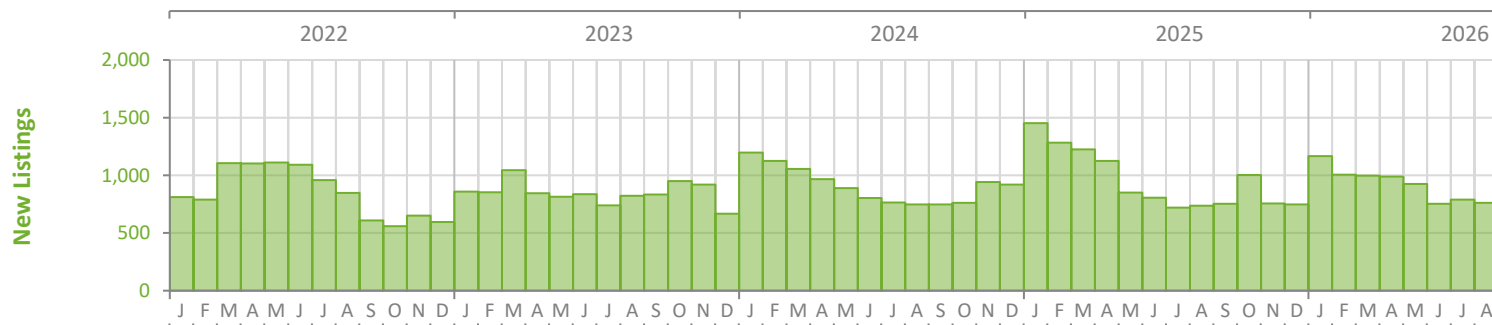


New Listings

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	7,386	-9.9%
August 2026	762	3.5%
July 2026	789	9.6%
June 2026	753	-6.5%
May 2026	924	8.7%
April 2026	989	-12.0%
March 2026	998	-18.6%
February 2026	1,005	-21.7%
January 2026	1,166	-19.7%
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%



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

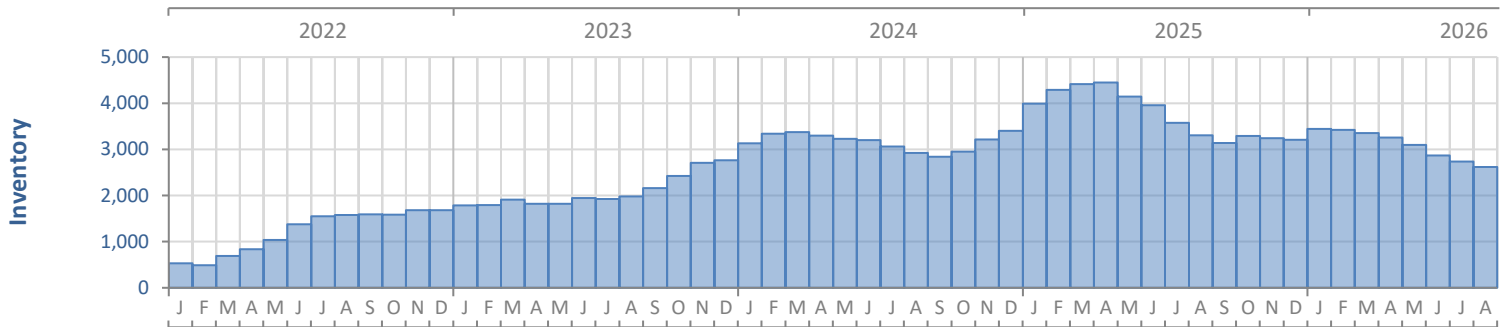


Inventory (Active Listings)

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)	3,100	-22.8%
August 2026	2,619	-20.8%
July 2026	2,736	-23.4%
June 2026	2,870	-27.4%
May 2026	3,099	-25.2%
April 2026	3,258	-26.8%
March 2026	3,351	-24.0%
February 2026	3,420	-20.3%
January 2026	3,444	-13.7%
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%

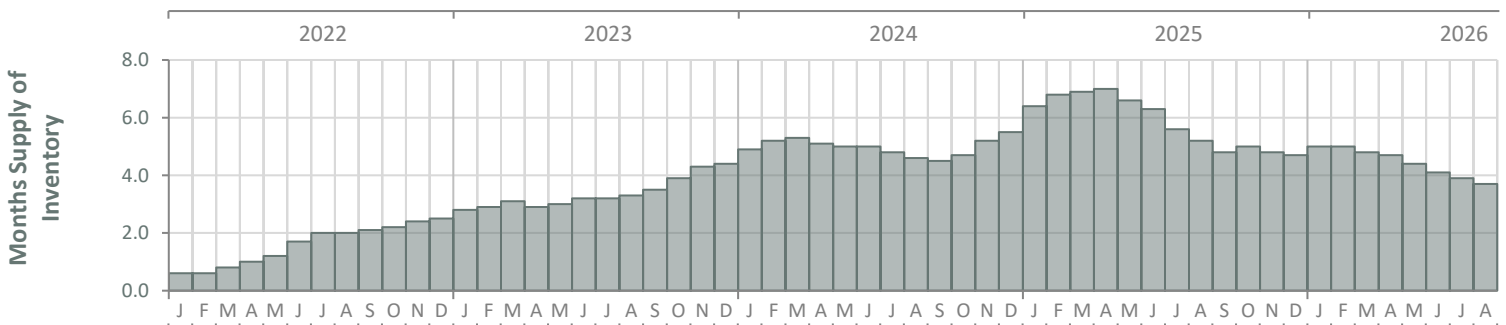


Months Supply of Inventory

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)	4.5	-29.7%
August 2026	3.7	-28.8%
July 2026	3.9	-30.4%
June 2026	4.1	-34.9%
May 2026	4.4	-33.3%
April 2026	4.7	-32.9%
March 2026	4.8	-30.4%
February 2026	5.0	-26.5%
January 2026	5.0	-21.9%
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%



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

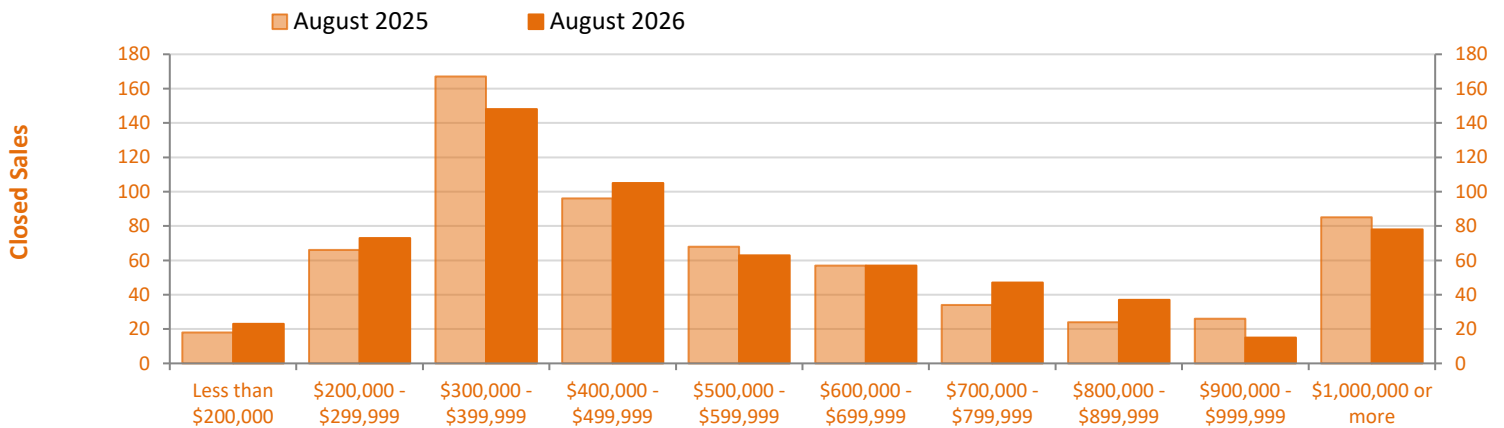


Closed Sales by Sale Price

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.

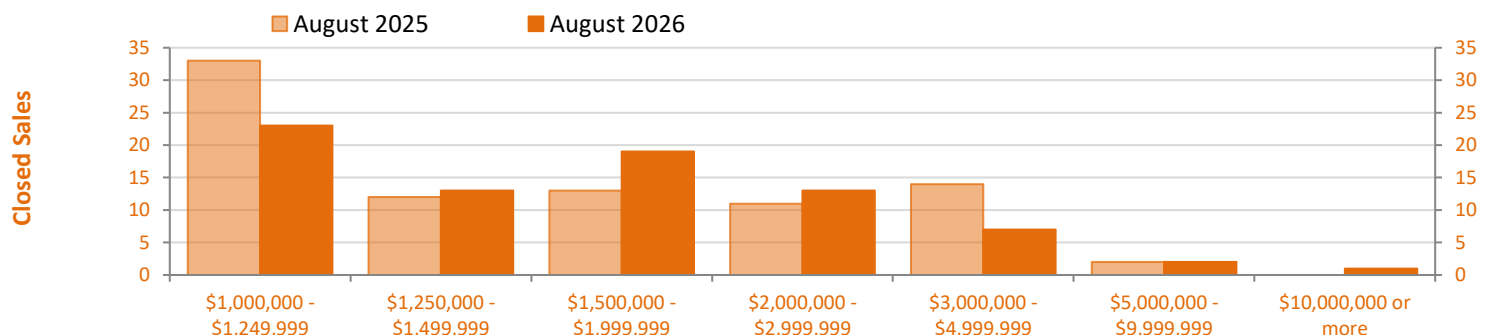
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	23	27.8%
\$200,000 - \$299,999	73	10.6%
\$300,000 - \$399,999	148	-11.4%
\$400,000 - \$499,999	105	9.4%
\$500,000 - \$599,999	63	-7.4%
\$600,000 - \$699,999	57	0.0%
\$700,000 - \$799,999	47	38.2%
\$800,000 - \$899,999	37	54.2%
\$900,000 - \$999,999	15	-42.3%
\$1,000,000 or more	78	-8.2%



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	-30.3%
\$1,250,000 - \$1,499,999	13	8.3%
\$1,500,000 - \$1,999,999	19	46.2%
\$2,000,000 - \$2,999,999	13	18.2%
\$3,000,000 - \$4,999,999	7	-50.0%
\$5,000,000 - \$9,999,999	2	0.0%
\$10,000,000 or more	1	N/A



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

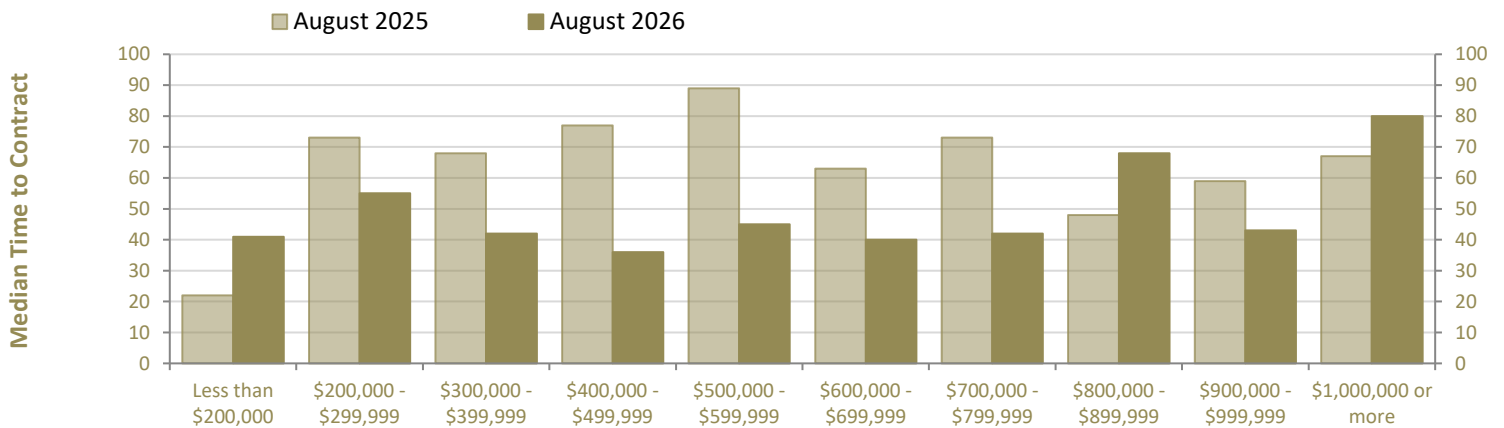


Median Time to Contract by Sale Price

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.

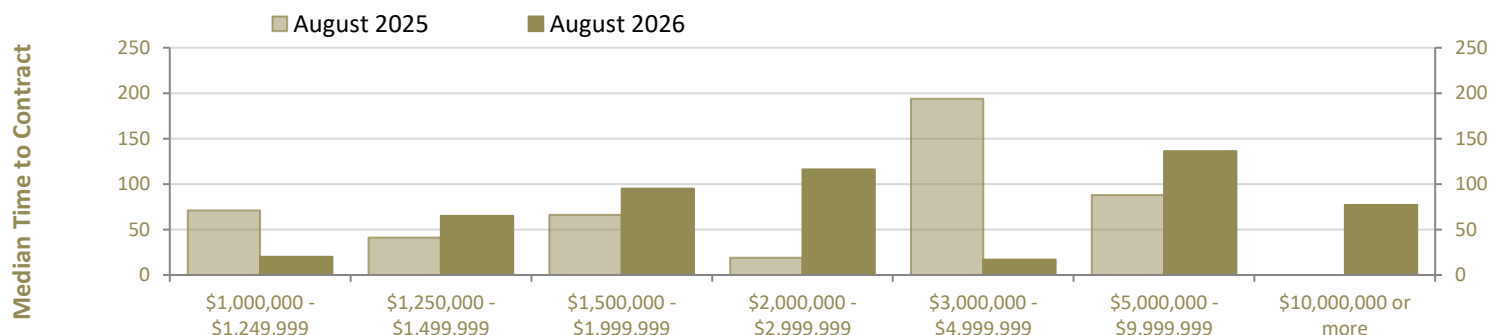
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	41 Days	86.4%
\$200,000 - \$299,999	55 Days	-24.7%
\$300,000 - \$399,999	42 Days	-38.2%
\$400,000 - \$499,999	36 Days	-53.2%
\$500,000 - \$599,999	45 Days	-49.4%
\$600,000 - \$699,999	40 Days	-36.5%
\$700,000 - \$799,999	42 Days	-42.5%
\$800,000 - \$899,999	68 Days	41.7%
\$900,000 - \$999,999	43 Days	-27.1%
\$1,000,000 or more	80 Days	19.4%



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	20 Days	-71.8%
\$1,250,000 - \$1,499,999	65 Days	58.5%
\$1,500,000 - \$1,999,999	95 Days	43.9%
\$2,000,000 - \$2,999,999	116 Days	510.5%
\$3,000,000 - \$4,999,999	17 Days	-91.2%
\$5,000,000 - \$9,999,999	136 Days	54.5%
\$10,000,000 or more	77 Days	N/A



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

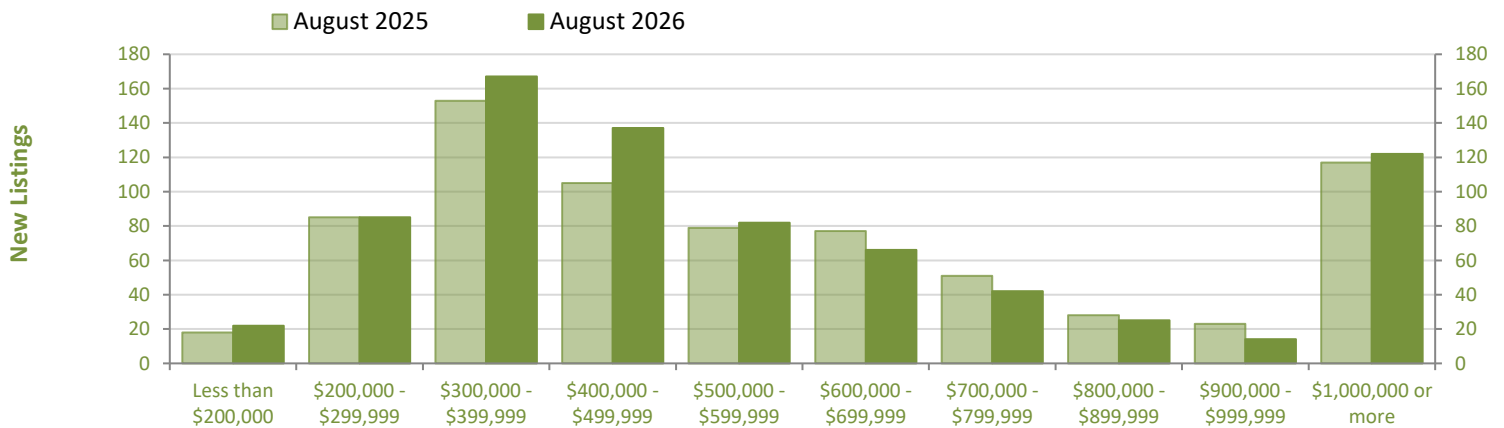


New Listings by Initial Listing Price

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.

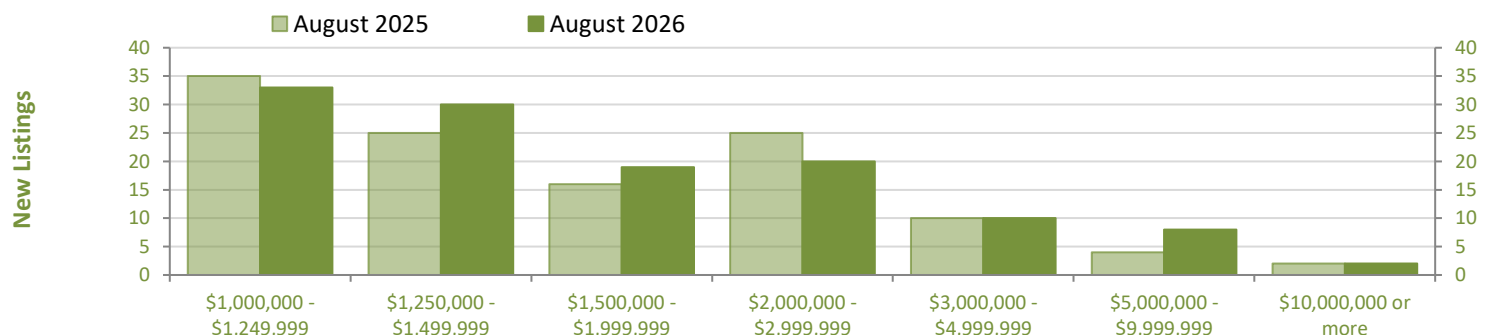
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	22	22.2%
\$200,000 - \$299,999	85	0.0%
\$300,000 - \$399,999	167	9.2%
\$400,000 - \$499,999	137	30.5%
\$500,000 - \$599,999	82	3.8%
\$600,000 - \$699,999	66	-14.3%
\$700,000 - \$799,999	42	-17.6%
\$800,000 - \$899,999	25	-10.7%
\$900,000 - \$999,999	14	-39.1%
\$1,000,000 or more	122	4.3%



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	33	-5.7%
\$1,250,000 - \$1,499,999	30	20.0%
\$1,500,000 - \$1,999,999	19	18.8%
\$2,000,000 - \$2,999,999	20	-20.0%
\$3,000,000 - \$4,999,999	10	0.0%
\$5,000,000 - \$9,999,999	8	100.0%
\$10,000,000 or more	2	0.0%



Monthly Market Detail - August 2026

Single-Family Homes

Sarasota County

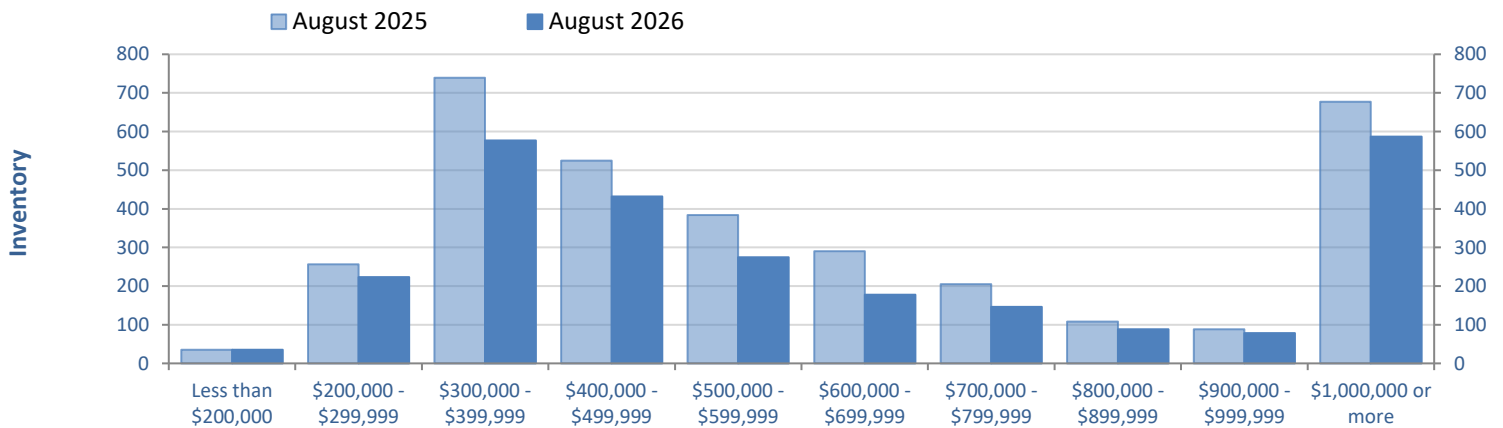


Inventory by Current Listing Price

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.

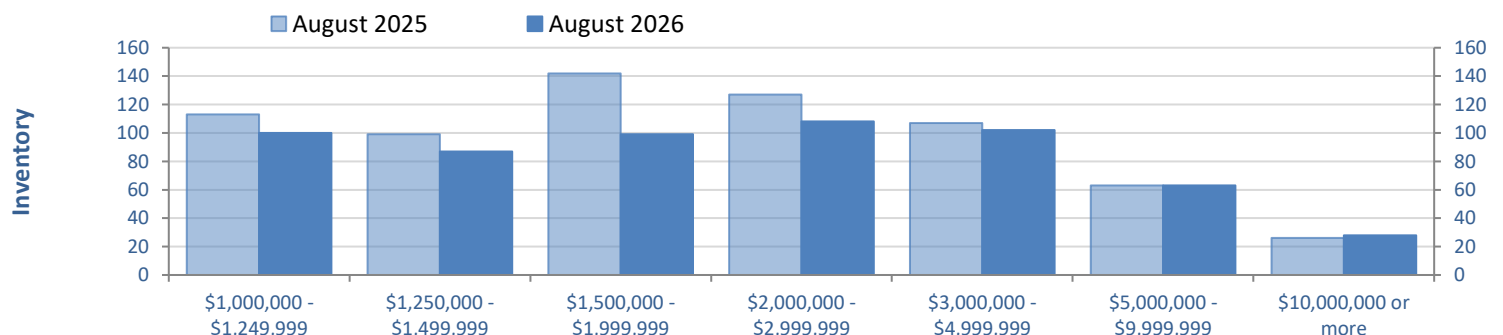
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	35	0.0%
\$200,000 - \$299,999	223	-12.9%
\$300,000 - \$399,999	577	-21.9%
\$400,000 - \$499,999	432	-17.7%
\$500,000 - \$599,999	275	-28.4%
\$600,000 - \$699,999	178	-38.6%
\$700,000 - \$799,999	146	-28.8%
\$800,000 - \$899,999	88	-18.5%
\$900,000 - \$999,999	78	-11.4%
\$1,000,000 or more	587	-13.3%



Million Dollar Spotlight

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

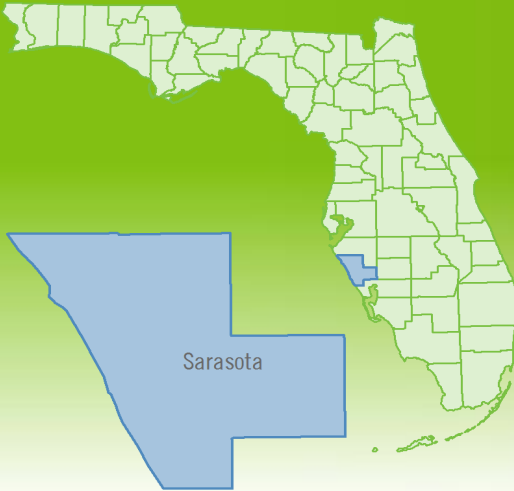
Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	100	-11.5%
\$1,250,000 - \$1,499,999	87	-12.1%
\$1,500,000 - \$1,999,999	99	-30.3%
\$2,000,000 - \$2,999,999	108	-15.0%
\$3,000,000 - \$4,999,999	102	-4.7%
\$5,000,000 - \$9,999,999	63	0.0%
\$10,000,000 or more	28	7.7%



Monthly Distressed Market - August 2026

Single-Family Homes

Sarasota County



		August 2026	August 2025	Percent Change Year-over-Year
Traditional	Closed Sales	636	637	-0.2%
	Median Sale Price	\$474,000	\$475,000	-0.2%
Foreclosure/REO	Closed Sales	9	2	350.0%
	Median Sale Price	\$284,025	\$382,500	-25.7%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$250,000	\$319,000	-21.6%

