

Elliman Report

Q4-2025 Sarasota County, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

+ 1.8%
Prices Median Sales Price

+ 10.0%
Sales Closed Sales

- 22.4%
Inventory Total Inventory

+ 26 days
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

- 22.4%
Prices Median Sales Price

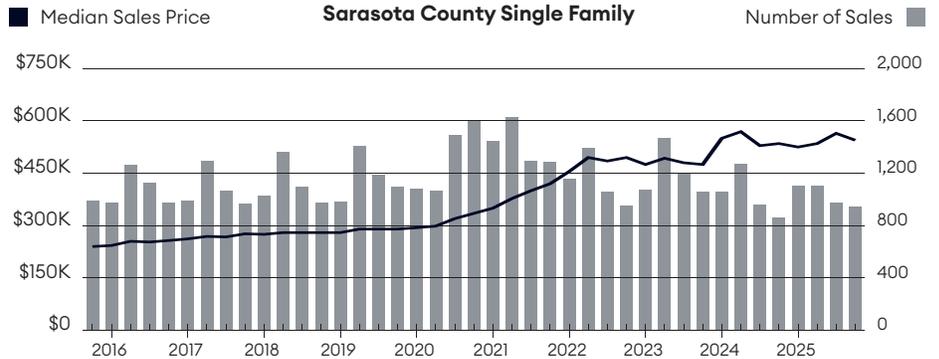
+ 5.3%
Sales Closed Sales

- 42.9%
Inventory Total Inventory

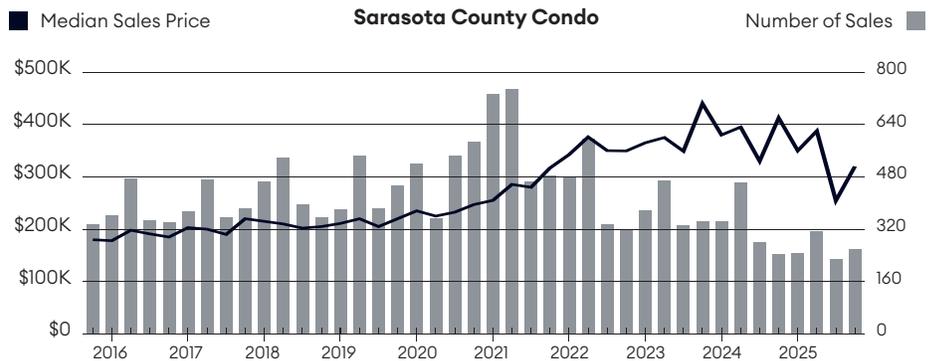
+ 5 days
Marketing Time Days on Market

- Single family median sales price increased year over year for the second time

- Condo sales increased annually as listing inventory fell sharply



Sarasota County SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$834,145	0.0%	\$834,161	-0.2%	\$835,463
Average Price Per Sq Ft	\$389	2.4%	\$380	-3.5%	\$403
Median Sales Price	\$544,500	-3.5%	\$564,250	1.8%	\$535,000
Number of Sales (Closed)	944	-3.1%	974	10.0%	858
Days on Market (From Last List Date)	84	12.0%	75	44.8%	58
Listing Discount (From Last List Price)	5.9%		6.6%		5.9%
Listing Inventory	1,355	16.2%	1,166	-22.4%	1,747
Months of Supply	4.3	19.4%	3.6	-29.5%	6.1
Average Square Feet	2,144	-2.2%	2,193	3.4%	2,074



Sarasota County Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$586,121	34.4%	\$436,129	-23.2%	\$763,407
Average Price Per Sq Ft	\$423	28.6%	\$329	-20.8%	\$534
Median Sales Price	\$319,900	25.7%	\$254,500	-22.4%	\$412,500
Number of Sales (Closed)	257	12.7%	228	5.3%	244
Days on Market (From Last List Date)	98	-5.8%	104	5.4%	93
Listing Discount (From Last List Price)	5.7%		7.7%		4.4%
Listing Inventory	960	-12.3%	1,095	-42.9%	1,681
Months of Supply	11.2	-22.2%	14.4	-45.9%	20.7
Average Square Feet	1,387	4.7%	1,325	-3.0%	1,430

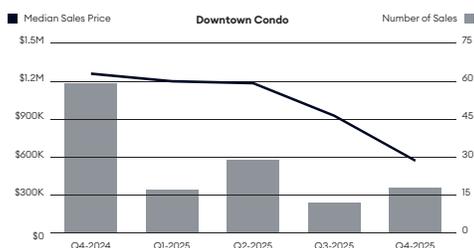


Single family sales rose, as listing inventory declined for the second time, aided by the decline in mortgage rates and robust financial markets. The number of single family sales increased by 10% year over year to 944. Listing inventory of single families was challenged by the rise in sales, falling 22.4% annually to 1,355.

Months of supply, the number of months to sell all single family listings at the current sales rate, was 4.3. The median sales price for single family homes increased by 1.8% year over year to \$544,500. Condo sales also increased annually, rising by 5.3% to 257. Meanwhile, condo listing inventory dropped by 42.9%

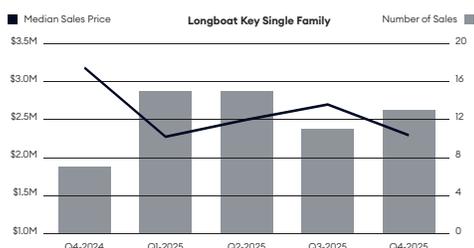
annually, accelerating the market pace by 45.9% to 11.2. The Longboat Key single family market had a median sales price of \$2,295,000, a 27.9% increase from the same quarter last year. Sales in the submarket surged 85.7%, overpowering listing inventory, which rose by 20.6% to 41.

Downtown Condo



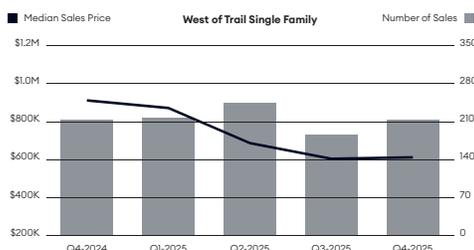
Downtown Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$705,278	-48.4%	\$1,366,000	-53.7%	\$1,522,812
Average Price per Sq Ft	\$547	-24.0%	\$720	-41.2%	\$930
Median Sales Price	\$572,500	-38.3%	\$927,500	-54.6%	\$1,260,000
Number of Sales (Closed)	18	50.0%	12	-69.5%	59
Days on Market (From Last List Date)	130	-3.0%	134	52.9%	85
Listing Discount (From Last List Price)	9.3%		5.9%		3.0%
Listing Inventory	155	29.2%	120	64.9%	94
Months of Supply	25.8	-14.0%	30.0	437.5%	4.8
Average Square Feet	1,288	-32.1%	1,898	-22.2%	1,656

Longboat Key Single Family



Longboat Key Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,517,581	-54.6%	\$5,545,455	-9.8%	\$2,790,714
Average Price per Sq Ft	\$708	-29.1%	\$998	-22.0%	\$908
Median Sales Price	\$2,295,000	-15.0%	\$2,700,000	-27.9%	\$3,185,000
Number of Sales (Closed)	13	18.2%	11	85.7%	7
Days on Market (From Last List Date)	63	-33.0%	94	-16.0%	75
Listing Discount (From Last List Price)	2.6%		14.9%		5.3%
Listing Inventory	41	86.4%	22	20.6%	34
Months of Supply	9.5	58.3%	6.0	-34.9%	14.6
Average Square Feet	3,558	-36.0%	5,558	15.8%	3,072

West of Trail Single Family



West of Trail Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,181,115	3.8%	\$1,137,798	-13.9%	\$1,371,452
Average Price per Sq Ft	\$621	9.5%	\$567	-16.0%	\$739
Median Sales Price	\$612,500	1.2%	\$605,000	-32.9%	\$912,500
Number of Sales (Closed)	214	15.1%	186	0.0%	214
Days on Market (From Last List Date)	110	26.4%	87	44.7%	76
Listing Discount (From Last List Price)	6.8%		7.7%		6.3%
Listing Inventory	429	7.5%	399	13.5%	378
Months of Supply	6.0	-6.3%	6.4	13.2%	5.3
Average Square Feet	1,902	-5.2%	2,007	2.3%	1,860

By Sales Share Sarasota County

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	44.3%	45.2%
Single Family Mortgage	55.7%	54.8%
Condo Cash	71.2%	74.2%
Condo Mortgage	28.8%	25.8%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	44.9%	44.5%
Single Family \$500K - \$1M	35.3%	35.0%
Single Family Over \$1M	19.8%	20.5%
Condo Under \$500K	68.9%	55.7%
Condo \$500K-\$1M	18.7%	22.1%
Condo Over \$1M	12.5%	22.1%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	19.8%	20.5%
Single Family At	35.3%	35.0%
Single Family Under	44.9%	44.5%
Condo Over	12.5%	22.1%
Condo At	18.7%	22.1%
Condo Under	68.9%	55.7%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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