

Monthly Absorption Rate — Single Family Homes

Source: Stellar MLS Matrix Stats (monthly). Counties: Sarasota, Manatee, Charlotte. Pulled Jul 1, 2026.

Month	County	Active Listings	New Listings	Pending (current)	Sold	Months of Inventory	Median Orig List	Median Sold Price	% Reduced from Orig	Days to Sell (DOM)	Expired
Jun 2026	Sarasota	3,587	915	992	901	4.0	\$434,540	\$429,000	5.5%	41	134
	Manatee	3,183	979	1,094	951	3.3	\$475,000	\$456,211	4.1%	40	118
	Charlotte	2,671	591	681	531	5.0	\$338,990	\$345,000	6.3%	62	133
	TOTAL / AR	9,441	2,485	2,767	2,383	4.0	—	—	—	—	385

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May 2026	Sarasota	3,893	1,115	—	938	4.2	\$450,000	\$431,250	5.7%	48	133
	Manatee	3,379	1,016	—	878	3.8	\$482,575	\$420,000	4.7%	47	81
	Charlotte	2,976	634	—	579	5.1	\$349,900	\$336,000	5.9%	49	104
	TOTAL / AR	10,248	2,765	—	2,395	4.3	—	—	—	—	318

NEED TO KNOW

- Absorption / Months of Inventory = Active Listings ÷ Sold that month. Under 6 = seller's market, 5-6 balanced, over 6 buyer's market.
- % Reduced from Orig is the median discount from the ORIGINAL list price on sold homes (Matrix Close-to-Original ratio), more reliable than subtracting the two median prices.
- Pending is the current under-contract count (forward pipeline), not a June flow. Monthly totals run higher than a weekly pull because closed sales are entered with a lag.

DEFINITIONS

- Active Listings: on-market inventory during the period.
- New Listings: listings that came on the market that month.
- Sold: closed sales that month.
- Months of Inventory (Absorption Rate): how long current inventory would last at the month's sales pace.
- Median Orig List: median original list price of the sold homes. Median Sold Price: median closed price.
- Days to Sell (DOM): median days from list to contract for sold homes.
- Expired: listings that expired that month.

Monthly Absorption Rate — Condos & Townhomes

Source: Stellar MLS Matrix Stats (monthly). Counties: Sarasota, Manatee, Charlotte. Pulled Jul 1, 2026.

Month	County	Active Listings	New Listings	Pending (current)	Sold	Months of Inventory	Median Orig List	Median Sold Price	% Reduced from Orig	Days to Sell (DOM)	Expired
Jun 2026	Sarasota	2,629	388	392	332	7.9	\$275,000	\$322,000	7.8%	67	114
	Manatee	1,718	328	233	271	6.3	\$234,900	\$236,377	7.9%	74	75
	Charlotte	855	118	84	112	7.6	\$197,500	\$249,900	9.6%	75	44
	TOTAL / AR	5,202	834	709	715	7.3	—	—	—	—	233

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May 2026	Sarasota	2,867	443	—	359	8.0	\$260,000	\$300,000	8.3%	71	103
	Manatee	1,859	356	—	295	6.3	\$216,450	\$240,000	7.4%	65	71
	Charlotte	906	149	—	113	8.0	\$199,000	\$190,000	10.4%	89	44
	TOTAL / AR	5,632	948	—	767	7.3	—	—	—	—	218

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Absorption by Price Point — Single Family, June 2026

Source: Stellar MLS Matrix Stats. Single family, June 2026. Lower absorption = faster-moving.

Absorption Rate (Months of Inventory)

Price Band	Sarasota	Manatee
\$0-200K	4	4
\$200-400K	3	2
\$400-600K	3	3
\$600-800K	4	3
\$800K-\$1M	6	3
\$1-1.25M	4	5
\$1.25-1.5M	5	6

CDOM — Average Days on Market

Price Band	Sarasota	Manatee
\$0-200K	64	49
\$200-400K	80	67
\$400-600K	99	71
\$600-800K	84	76
\$800K-\$1M	59	74
\$1-1.25M	72	74
\$1.25-1.5M	117	100

Close Price to Original List Price

Price Band	Sarasota	Manatee
\$0-200K	100.0%	98.6%
\$200-400K	95.3%	95.7%
\$400-600K	93.3%	96.6%
\$600-800K	94.4%	95.7%
\$800K-\$1M	94.8%	94.7%
\$1-1.25M	92.6%	91.0%
\$1.25-1.5M	91.0%	91.1%

Closed Sales (sample size)

Price Band	Sarasota	Manatee
\$0-200K	170	115
\$200-400K	267	248
\$400-600K	232	312
\$600-800K	101	136
\$800K-\$1M	42	75
\$1-1.25M	25	26
\$1.25-1.5M	20	17

HOW TO READ

- Lower absorption = a hotter, faster-moving band.
- Sarasota's fastest bands are \$200-600K (3 months); slowest at \$800K-1M.
- Manatee is tightest at \$200-400K (2 months); slows above \$1M.
- Close-to-original drops as price rises: 96-100% entry-level down to ~91% over \$1M.
- Small samples (\$800K+) are directional.