

Here's How We Compete Against the Market

We are dedicated to delivering a unmatched experience to our clients. Our local expertise paired with cutting-edge technology and innovative marketing ensures your property stands out and achieves exceptional results.

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SCAN TO LEARN MORE

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SUMMER EDITION 2026

Sarasota Edit

COMPASS

PRESENTED BY

Irma Scherer

Your Neighbor & Sarasota Real Estate Advisor

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Hi friends,

Summer has been full in every way, full of clients, new properties, conversations, family, and growth. If you know me, you know growth is where I come alive.

That is why this issue looks a little different. Leaning into the natural slowdown of the season, we combined July and August into one Summer Edition. It felt more honest, more useful, and more aligned with how we actually live this time of year.

This season has given us so much to be grateful for. Our team has grown with a wonderful new agent, Tommi, and we have brought on a Director of Operations to support the business behind the scenes with strength, calm, and intention.

It is exciting and humbling to see how far we have come. It took a full year to reach \$7.71 million, and now in 2026 we are already at \$11.9 million, with the year far from over. More than the numbers, this growth reflects the trust, referrals, repeat clients, and relationships that continue to deepen.

Inside you will find a mid-year market update, homes in motion, late-summer favorites, homeowner reminders, family fun, and recipes worth sharing.

Thank you for reading, referring, trusting us, and growing with us.



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Insurance. Elevated Beyond the Expected.



Sam Tabachnick
Owner/Agent/941.208.0222

Sam

"Insurance may not be the most exciting topic, but it remains one of the most important decisions you make as a homeowner. True protection isn't simply about having a policy in place—it's about ensuring your coverage evolves with your life, your assets, and your future."

What Every Homeowner Should Know

- Coverage should evolve with you.
- As your home, lifestyle, and investments grow, your insurance should reflect those changes with intention.
- Flood protection is not automatic.
- Flood insurance is not included in most standard homeowners policies.
- Timing plays a critical role.
- Many policies include waiting periods - early planning is essential.

A Note on Timing

With hurricane season underway and the tropics still quiet, now is the ideal time to review your flood insurance options. Preparing today means greater peace of mind tomorrow and puts you one step ahead should storm activity begin.

Call us today for a
quick review of your
options.
"No Fuss - No Muss"
941-208-0222



Halfway through 2026, one question comes up more than any other: how is the Sarasota market? The honest answer is that it has shifted, and that is not necessarily a bad thing.

June reflected a more balanced market, with four months of inventory. Buyers have more room to compare homes and ask thoughtful questions, while well-prepared and realistically priced properties are still attracting attention.

Closed sales dipped slightly from May, but were 17.4% higher than June of 2025. Homes averaged 85 days on the market, reinforcing that preparation, pricing, and presentation matter.

👉 For buyers: There is more room to evaluate options, negotiate thoughtfully, and move with clarity.

👉 For sellers: Homes are selling, but today's buyers are selective. Homes are simply closing at different price points than sellers initially expected, which is a normal part of a market finding its footing.

816

NEW LISTINGS
- 9.5%
from Year Over Year

855

SOLD LISTINGS
+ 17.4%
from Year Over Year

85

DAYS ON MARKET
+ 3.7%
from Year Over Year

Source: Trendgraphix June 2026; Sarasota County, July 2026 data not published at the time of printing.

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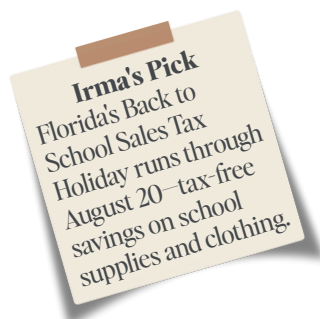




August Can't Miss Events

Summer Circus Spectacular
August 5–8 | Historic Asolo
Theater at The Ringling

Catch the final performances of the season celebrating Sarasota's circus heritage. Internationally acclaimed artists deliver family-friendly acts with daytime showtimes, making this an easy late-summer outing for all ages.



Symphony of Dance Floor Tour
August 6 | Van Wezel Performing
Arts

Dance, music, and theatrical production unite in a high-energy evening on Sarasota Bay with Derek Hough. A standout choice for performing arts fans seeking an elevated summer night out.

Music on Main
August 7 | Lakewood Ranch
Main Street

Ya Ya & The Diamond Chasers headline this free monthly block party featuring food vendors, children's activities, and proceeds benefiting HOPE Family Services. Dogs welcome on a short leash—a relaxed evening for the whole family.

UTC Back to School Bash
August 8 | The Mall at University
Town Center

A free event with performances, fitness demos, community resources, and school-supply giveaways. Designed to help children start the school year feeling prepared and celebrated.

Free Second Sundays at SAM
August 10 | Sarasota Art Museum

Explore contemporary art with free admission, hands-on art-making, and family programming. A thoughtful indoor option for families looking to slow down and create together before school begins.

Movie in the Park
August 14 | Waterside Park

Bring blankets and chairs for a free outdoor screening at sunset. The evening includes children's inflatables, concessions, and complimentary mac and cheese for the first 130 attendees.

Music Compound Back to School Bash
August 15 | Music Compound

This free family event features live performances, sample music lessons, a food truck, a bounce house, giveaways, and a tour of Music Compound's new facility. A welcoming way to discover creative programs for the school year.

COMPASS

Homes in Motion

Step inside our newest listings and coming-soon properties, each selected for the way they elevate everyday living. From established neighborhoods to resort-style communities and waterfront retreats, these are the homes currently in motion within our portfolio.



Coming Soon
1479 Landings Cir.
\$655,000
The Landings

Lock-and-leave luxury in one of Sarasota's most beloved established communities.



New Price
8232 Summer Night
\$1,950,000
Skye Ranch

Room to grow, space to breathe, and a neighborhood where your children can truly be children.



New Price
201 S Shade Ave.
\$1,595,000
Downtown Sarasota

Walkable, vibrant, and designed for the way you actually want to live.



New Price
5320 Moeller Ave.
\$3,000
Cedar Grove

Comfortable, well-located, and move-in ready for the right tenant.



Active
601 Longboat Club Rd.
Unit #902S
\$9,000
Longboat Key

Wake to unobstructed water views every morning—a rhythm that never grows old.



6 shifts to settle into August

RESET THE MORNING ROUTINE

A dedicated workspace does not need to be elaborate. A clear surface, a comfortable chair, good lighting, basic supplies, and a nearby charging spot are all it takes.

CREATE A WORK OR HOMEWORK ZONE

A dedicated workspace does not need to be elaborate. A clear surface, a comfortable chair, good lighting, basic supplies, and a nearby charging spot are all it takes.

MAKE LUNCHES AND SNACKS EASIER

Designate a refrigerator shelf for lunch items and healthy snacks. Keep reusable containers, bags, and water bottles together so everyone knows where to look. This alone saves me twenty minutes every morning.

PLAN FOR THE AFTERNOON

On Sunday evening, I map out the week's activities, appointments, errands, and dinner. A simple plan eases the transition from work or school and gives everyone room to breathe.

CLEAR THE CLOSETS

Remove clothing and shoes that no longer fit or suit the season. Notice what you actually reach for before shopping. An edited closet makes getting dressed easier, and your home feels more intentional.

REVIEW THE FAMILY CALENDAR

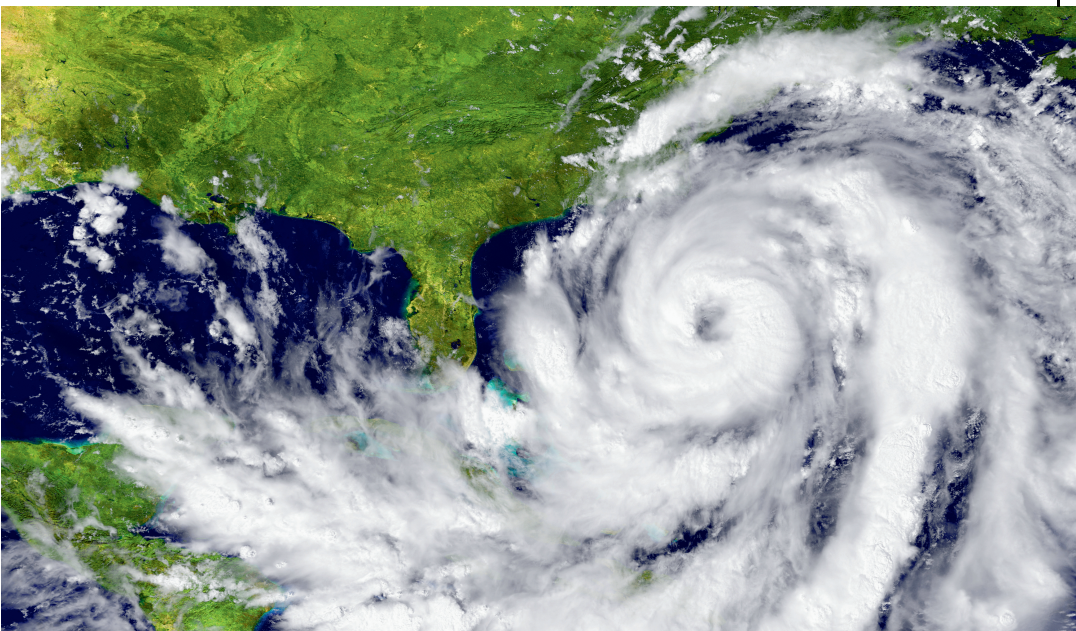
On Sunday evening, look ahead together: where everyone needs to be, what requires preparation, and where you need support. Five minutes of planning prevent a week of scrambling.



Ready to reset?
I've curated the essentials I
use for my August Home Edit.



Latest Around Town



Shore | Flood-ready restaurant and retail planned on St. Armands

Shore is planning a stylish return to St. Armands with a three-story destination designed for greater storm resilience, featuring ground-floor retail, café space, a second-floor restaurant, and a private residence above.

Detwiler's | First North Port location planned near I-75

Detwiler's plans to open its largest and southernmost market near Sumter Boulevard and I-75 in late 2028. The 52,000-square-foot store will anchor a new retail center, bringing the family-owned Sarasota favorite to North Port for the first time.

Coffee and crepes now open in Gulf Gate

Gulf Gate has a welcoming new spot for coffee, crepes, and easy neighborhood mornings. Coastal Grind serves everything from matcha and ube lattes to sweet and savory crepes in a space built for good food and genuine connection.

Michelin-recommended pizza arrives at UTC

Pizza night just got more interesting. Mister O1 Extraordinary Pizza has opened at The Market at UTC with slow-fermented dough, signature star-shaped pies, fresh salads, a burrata bar, and a little Miami energy. Add the Nutella pizza to your dessert list.

August through October mark the peak of Atlantic hurricane season, and a little preparation goes a long way. The checklist below is designed to help you feel organized, confident, and ready—whatever the forecast brings.

- ☐ Test flashlights and weather radios
- ☐ Stock water, food, medications, and first-aid supplies
- ☐ Gather important documents and review insurance coverage
- ☐ Take updated photos of your home, inside and out
- ☐ Clear gutters and secure outdoor furniture, planters, and umbrellas
- ☐ Know your evacuation zone and route
- ☐ Confirm your shelter plan, which includes children, older adults, and pets
- ☐ Sign up for Sarasota County emergency alerts
- ☐ Seasonal owners: confirm property access and trusted local vendors

Through Property Concierge, we coordinate storm preparation, vendor communication, property oversight, and post-storm updates so you never have to manage every detail alone. A clear plan now protects the home you love and brings peace of mind all season long.

Hurricane Preparedness

NEIGHBORHOOD GUIDE

Discover *Palmer Ranch*

A master-planned community in South Sarasota known for its natural beauty, strong sense of connection, and everyday ease.

PALMER RANCH AT A GLANCE



12,000 ACRES

Established master-planned community with room to live, grow, and thrive.



30+ NEIGHBORHOODS

From condominiums and villas to larger homes.



LEGACY TRAIL ACCESS

Miles of paved recreation connecting you to nature, neighbors, and wellness.



CONNECTED SARASOTA LOCATION

Convenient I-75, Siesta Key shopping, schools, and healthcare.

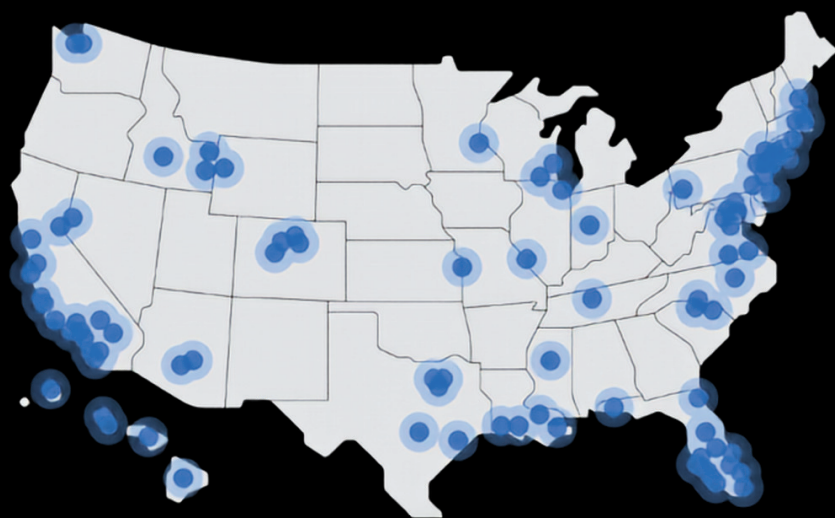
Irma's Take



Palmer Ranch is ideal for buyers who want an established Sarasota community with everyday convenience, outdoor living, and options for nearly every stage of life.



How does Compass
support 45% of the
country's population in
finding their place in
the world?



With 33K trusted Compass agents across 72 U.S. markets, Compass covers 45% of the U.S. population. I can connect you seamlessly to your next home. No matter where you want to go, we have you covered.

Let's connect to find your dream home.

Your Home's Value
Has Changed



Scan to request a private
home value review

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AUGUST COLORING PAGE

For Adults & Children to Enjoy

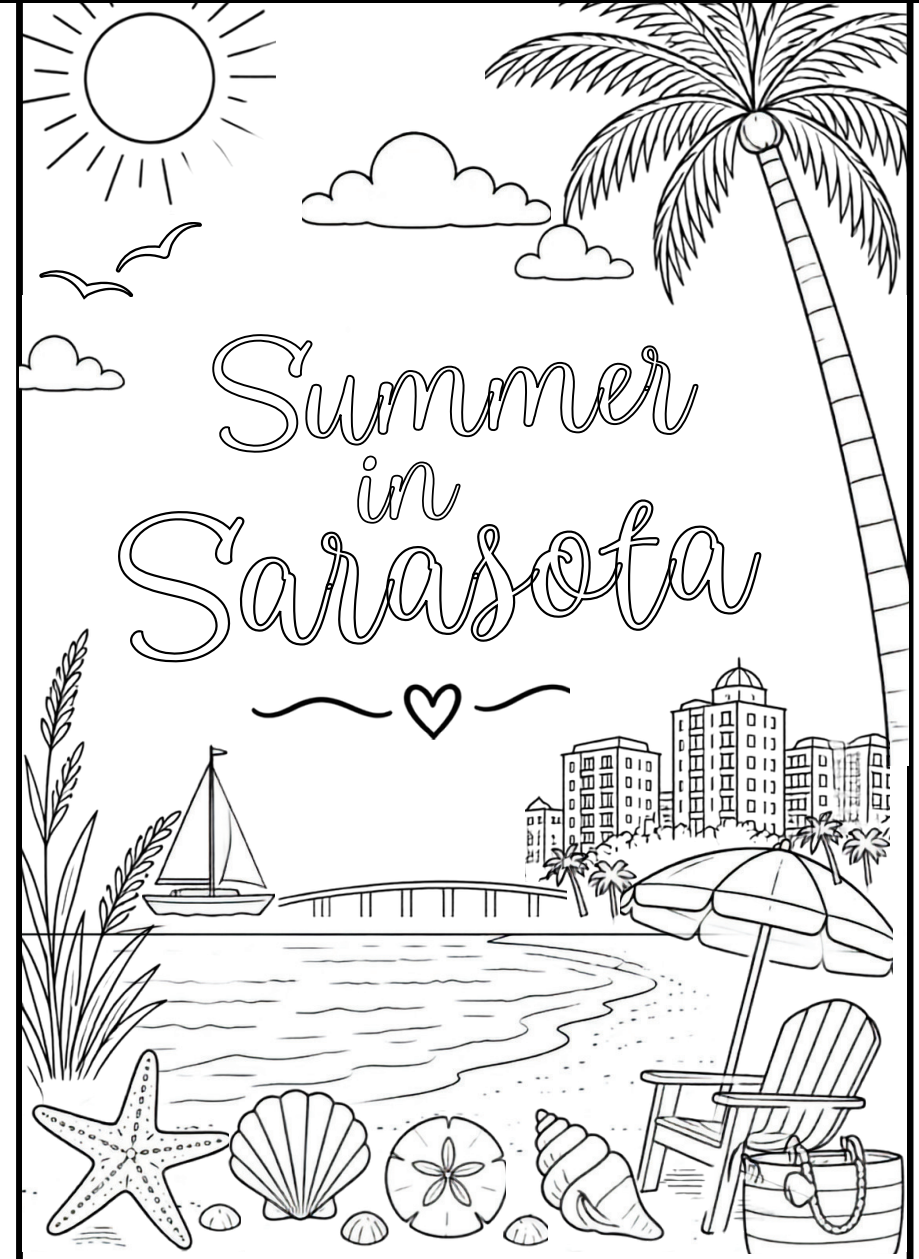
August WORD SEARCH

K O T Y L I M A F U W
H Q R G O I J Y W T E
X E A T O S A R A S H
X K I T H H T Q U U L
F H L K C G E I G N X
D F V A S D K G U S M
E E E E Z J R X S E J
N B L I G D A U T T D
I B G M H O M E O B A
Y M Z N W H Q U J O A

• WORD BANK •

AUGUST
BEACH
FAMILY
HOME
MARKET

SARASOTA
SCHOOL
SELBY
SUNSET
TRAIL



Watermelon Popsicles

MAKES
6-8
POPSICLES

REFRESHING, NATURAL, DELICIOUS.

INGREDIENTS

- 4 cups seedless watermelon, cubed
- 1 cup coconut cream
- 2 tbsp honey or agave
- 1 tbsp fresh lime juice
- 6-8 fresh mint leaves
- Popsicle sticks
- Silicone Molds

INSTRUCTIONS

- 1 Add watermelon, honey (if using), lime juice, and mint leaves to a blender
- 2 Blend until smooth and well combined
- 3 Pour the mixture into silicone molds, filling about 3/4 full. Insert popsicle sticks and freeze for 4-6 hours.

Freeze. Unmold. Enjoy!



blackened FISH TACOS

INGREDIENTS

For the Fish

- 1 lb white fish fillets (cod, halibut, sea bass, or grouper)
- 1 cup all-purpose flour
- 1 tsp baking powder
- 1 tsp yellow mustard
- 1 tsp chicken bouillon
- 1/2 tsp Mexican oregano
- 1/2 tsp black pepper
- 2 garlic cloves, minced
- 1 cup beer or sparkling water
- Vegetable oil, for frying

For the Slaw

- 1 cup shredded cabbage
- 1/3 cup mayonnaise
- 1/3 cup Mexican crema or sour cream
- 1/4 cup milk
- Salt, to taste

INSTRUCTIONS



1. MAKE THE BATTER

Mix garlic, oregano, black pepper, mustard, chicken bouillon, beer, flour, and baking powder until smooth.



2. PREPARE THE TOPPINGS

Combine mayonnaise, crema, and milk to make a creamy sauce. Place the cabbage, salsa, lime wedges, and sauce in serving bowls.



3. FRY THE FISH

Heat oil to 375°F. Cut fish into strips, coat in batter, and fry until golden brown and crispy, about 4 minutes. Drain on paper towels.



4. ASSEMBLE & SERVE

Fill warm corn tortillas with crispy fish. Top with cabbage, creamy sauce, salsa, cilantro, and a squeeze of lime.

Strategy Matters.

Sell your home faster and for more money with Compass Concierge.



Before

From painting to flooring and everything in between, Compass Concierge helps you easily prepare your home for the market by advancing funds for home improvement services. Zero due until closing*.

"Compass Concierge resulted in my client getting a sale price 15% higher than it would have been had we not done the updates - and the house sold pre-market based on the improvements."

William Seale, Compass Dallas Agent

After



*Depending on your state of residence, fees or interest may apply.



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Build buyer anticipation and interest with Compass Coming Soon, without risking days on the market or damaging public price drops.

"We posted our listing as a Coming Soon to generate interest before we were ready to activate the listing. The response surpassed all expectations. We had numerous inquiries, a busy open house and received two offers. We now have an accepted offer above our asking price! Coming Soon is a great tool and really helps us make the process easier for sellers who fear a slow market."

David Getson,
Compass D.C. Agent



Generate Early Demand

Compass Coming Soon lets you launch your home on our site with differentiated marketing campaigns tailored to build buyer interest. When your home is ready to go live on other sites, you'll have the chance to launch your listing again, attracting even more attention.

Receive Engagement Insights

Get data-backed insights on how agents and their buyers are viewing, commenting, and sharing your listing on Compass.com so that you can refine your pricing and positioning strategy.

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COMING SOON

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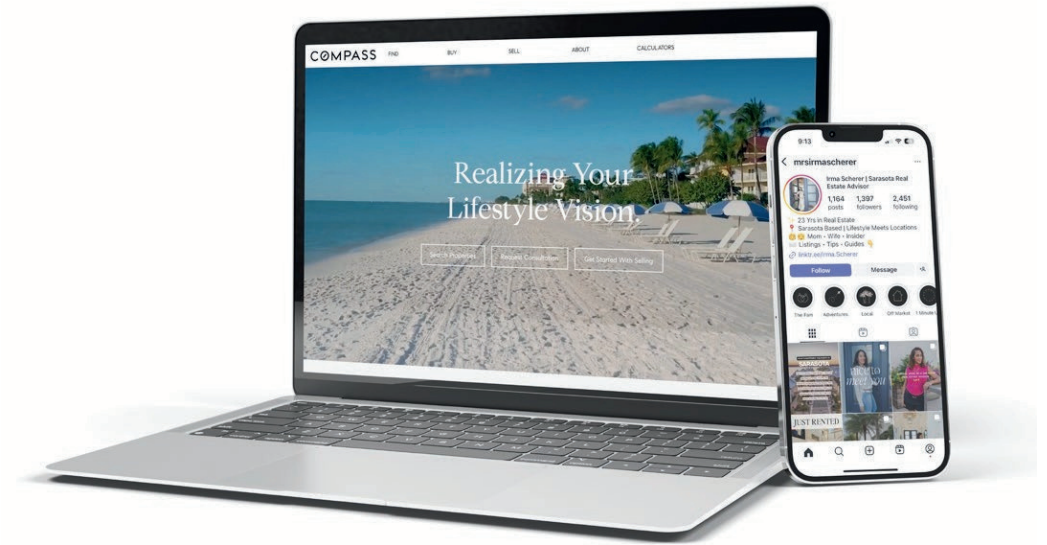
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