



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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August 2025 Real Estate Market Report: Trends in Sarasota and Manatee Counties

SARASOTA, Fla. (September 23, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its August 2025 real estate market report, offering a comprehensive analysis of key trends across both counties. According to data from Florida REALTORS®, the August 2025 housing market in Sarasota and Manatee counties reflects a region in transition, with increasing balance between buyers and sellers. Single-family homes experienced modest year-over-year growth in sales, with Sarasota holding steady on pricing while Manatee saw slight declines. Meanwhile, Sarasota's townhome and condo market posted strong sales growth, while Manatee's condo sector experienced fewer transactions. Across both counties, inventory levels remain higher than last year, though they have started to soften slightly over the past few months. This shift has contributed to slower sales, as properties now take over 100 days to close on average, signaling that buyers have more time and options when making decisions.

Key Trends in Sarasota/Manatee August 2025:

- **Sales Activity:** Both counties saw modest growth or stability in single-family closed sales compared to last August. Townhomes and Condos in Sarasota posted strong growth, while Manatee saw a decline year-over-year.
- **Median Sales Price:** Single-family prices held steady or dipped slightly year-over-year. Condo prices softened notably.
- **Inventory:** Inventory has notably increased year-over-year but has started to soften over the last couple of months. The condo and townhome market, especially in Sarasota, are edging toward a buyer's market, while single-family homes remain more balanced.
- **Speed of Sales:** Homes are taking longer to sell, as time to sale now exceeds 100 days in all segments.

Single-Family Homes

In August 2025, Sarasota County reported 641 single-family home sales, a 1.3 percent increase year-over-year. The median sale price remained steady from August 2024 at \$475,000 but increased from the previous month. Cash buyers accounted for 36.3 percent of all closed sales. The median percent of the original list price received by sellers was 92.3 percent, signaling an increase in buyer leverage.

Inventory levels increased by 13.8 percent year-over-year to 3,307 active listings, but have been trending downward since May 2025, bringing the months supply to 5.2 months. The median time to contract and median time to sale increased from the previous month to 69 days and 109 days, respectively.

In August 2025, Manatee County reported 650 single-family home sales, a 5.7 percent increase year-over-year. The median sale price decreased 5.3 percent year-over-year to \$467,640. Cash buyers accounted for 28.5 percent of all closed sales. The median percent of the original list price received by sellers was 94.8 percent.

Manatee County ended August 2025 with 2,814 active listings, representing a 4.6-month supply of inventory, signaling sellers still have some leverage. The median time to contract and median time to sale decreased from the previous month to 53 days and 101 days, respectively.

“Inventory has been building over the past year, giving buyers more options, but we’ve started to see a gradual softening over the past few months,” said Debi Reynolds, 2025 RASM President and Managing Broker at SaraBay Real Estate. “This points to a more balanced market where realistic pricing, and strong negotiation strategies are essential.”

Townhomes and Condos

In August 2025, Sarasota County reported 247 townhome and condo sales, a 13.8 percent increase year-over-year. The median sale price fell 13.0 percent year-over-year to \$300,000, with 61.9 percent of sales being cash purchases. The median percent of the original list price received by sellers was 88.5 percent.

Inventory levels increased by 12.6 percent from year-over-year to 1,882 active listings, but have steadily decreased since March 2025, bringing the months supply to 7.0 months. The median time to contract and the median time to sale increased from the previous month to 87 days and 132 days, respectively.

In August 2025, Manatee County reported 200 townhome and condo sales, a 7.0 percent decrease year-over-year. The median sale price fell 11.7 percent to \$291,250 with 54.5 percent of sales being cash purchases. The median percent of the original list price received by sellers was 90.4 percent.

Inventory levels increased by 9.4 percent year-over-year to 1,396 active listings, but have also seen decreases since April 2025, bringing the months supply to 6.4 months. The median time to contract and median time to sale increased from the previous month to 78 days and 120 days, respectively.

“Condos are taking longer to close, with time to sale exceeding four months in many cases,” added Reynolds. “This underscores the value of working with a REALTOR® to navigate today’s market and ensure smooth, successful transactions.”

Summary

As the market continues to evolve, navigating these changes has become more complex for both buyers and sellers. Whether dealing with competitive single-family segments or the increasingly buyer-friendly condo market, understanding local trends is critical to pricing, negotiations, and timing. Working with a trusted REALTOR® provides valuable insight and guidance, ensuring that buyers can take advantage of growing opportunities and sellers can position their properties effectively in a shifting marketplace.

Monthly reports are provided by Florida Realtors® with data compiled from Stellar MLS. For comprehensive statistics dating back to 2015, visit www.MyRASM.com/statistics.

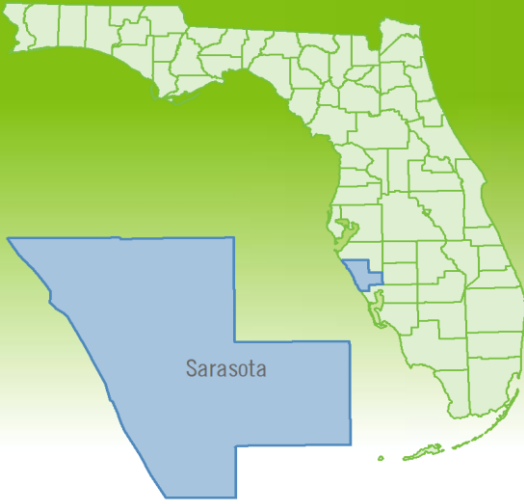
About REALTOR® Association of Sarasota and Manatee

The REALTOR® Association of Sarasota and Manatee (RASM) is the largest real estate trade association in Sarasota and Manatee counties, serving over 9,000 members. RASM provides technology, training, networking, and business support to members, and supports a healthy real estate market by upholding high professional and ethical standards through a Code of Ethics, ongoing education, and certification programs. As the advocate for the real estate brokerage industry, RASM is the Voice for Real Estate® in the Sarasota/Manatee region. For more information, call (941) 952-3400 or visit www.myrasm.com.

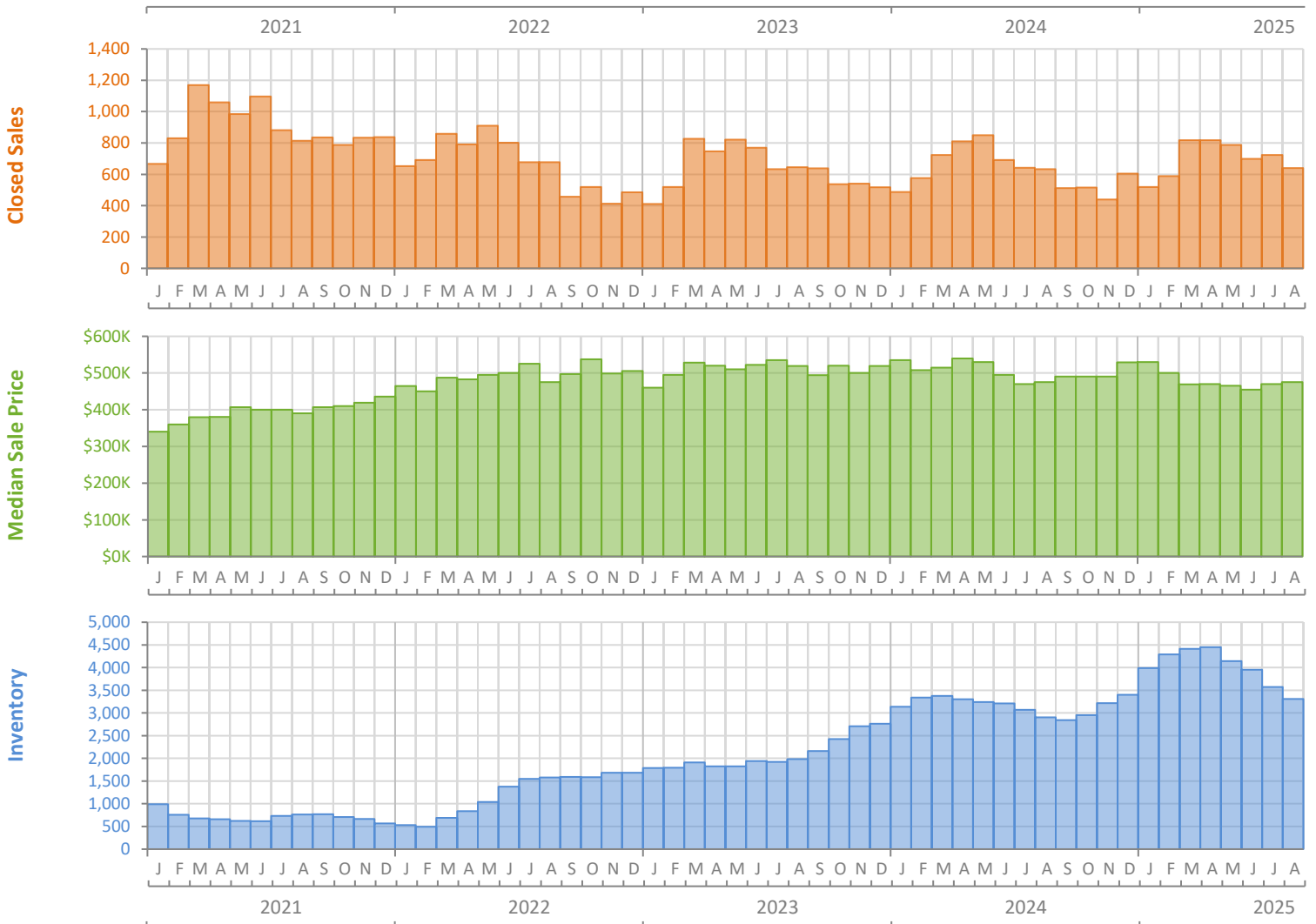
Monthly Market Summary - August 2025

Single-Family Homes

Sarasota County



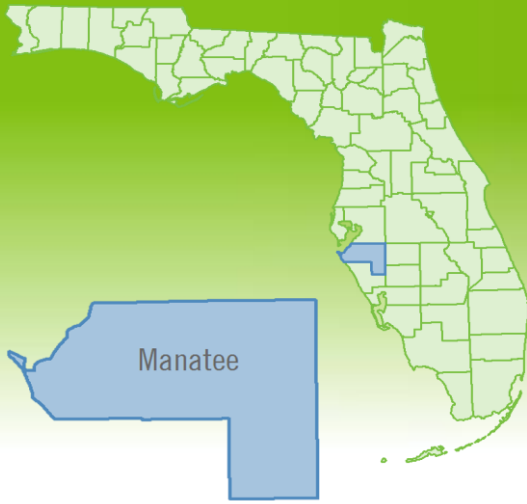
	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	641	633	1.3%
Paid in Cash	233	229	1.7%
Median Sale Price	\$475,000	\$475,000	0.0%
Average Sale Price	\$683,604	\$657,050	4.0%
Dollar Volume	\$438.2 Million	\$415.9 Million	5.4%
Med. Pct. of Orig. List Price Received	92.3%	93.7%	-1.5%
Median Time to Contract	69 Days	45 Days	53.3%
Median Time to Sale	109 Days	89 Days	22.5%
New Pending Sales	658	575	14.4%
New Listings	736	739	-0.4%
Pending Inventory	849	747	13.7%
Inventory (Active Listings)	3,307	2,907	13.8%
Months Supply of Inventory	5.2	4.6	13.0%



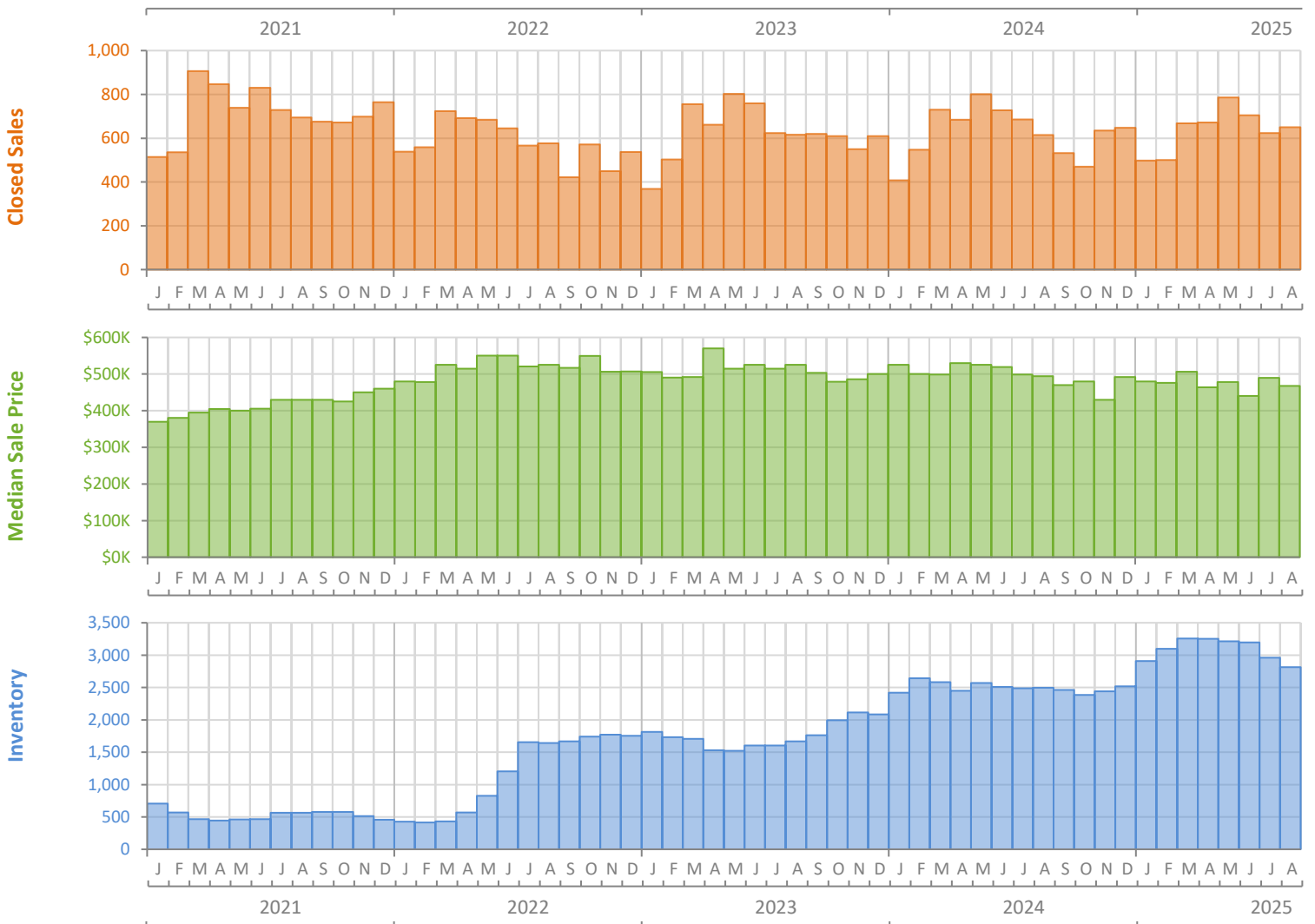
Monthly Market Summary - August 2025

Single-Family Homes

Manatee County



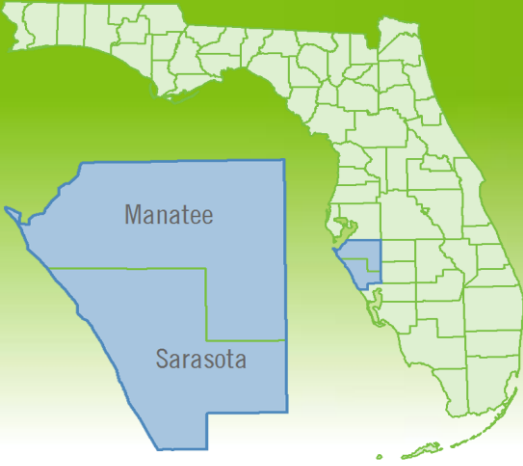
	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	650	615	5.7%
Paid in Cash	185	189	-2.1%
Median Sale Price	\$467,640	\$494,000	-5.3%
Average Sale Price	\$665,577	\$609,789	9.1%
Dollar Volume	\$432.6 Million	\$375.0 Million	15.4%
Med. Pct. of Orig. List Price Received	94.8%	95.3%	-0.5%
Median Time to Contract	53 Days	54 Days	-1.9%
Median Time to Sale	101 Days	103 Days	-1.9%
New Pending Sales	637	546	16.7%
New Listings	763	797	-4.3%
Pending Inventory	900	800	12.5%
Inventory (Active Listings)	2,814	2,496	12.7%
Months Supply of Inventory	4.6	3.9	17.9%



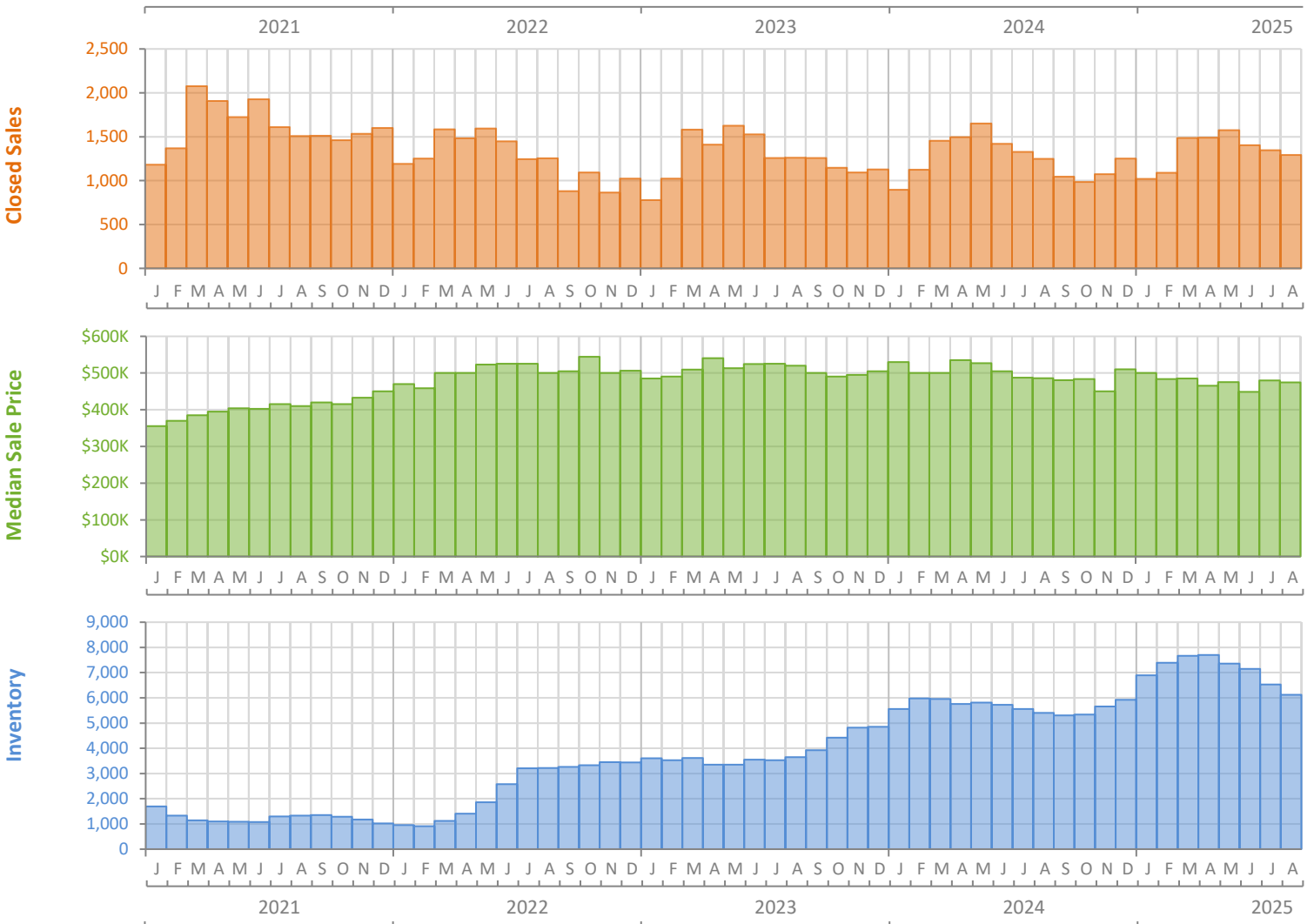
Monthly Market Summary - August 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	1,291	1,248	3.4%
Paid in Cash	418	418	0.0%
Median Sale Price	\$474,700	\$485,995	-2.3%
Average Sale Price	\$674,528	\$633,760	6.4%
Dollar Volume	\$870.8 Million	\$790.9 Million	10.1%
Med. Pct. of Orig. List Price Received	93.4%	94.6%	-1.3%
Median Time to Contract	61 Days	50 Days	22.0%
Median Time to Sale	104 Days	97 Days	7.2%
New Pending Sales	1,295	1,121	15.5%
New Listings	1,499	1,536	-2.4%
Pending Inventory	1,749	1,547	13.1%
Inventory (Active Listings)	6,121	5,403	13.3%
Months Supply of Inventory	4.9	4.3	14.0%



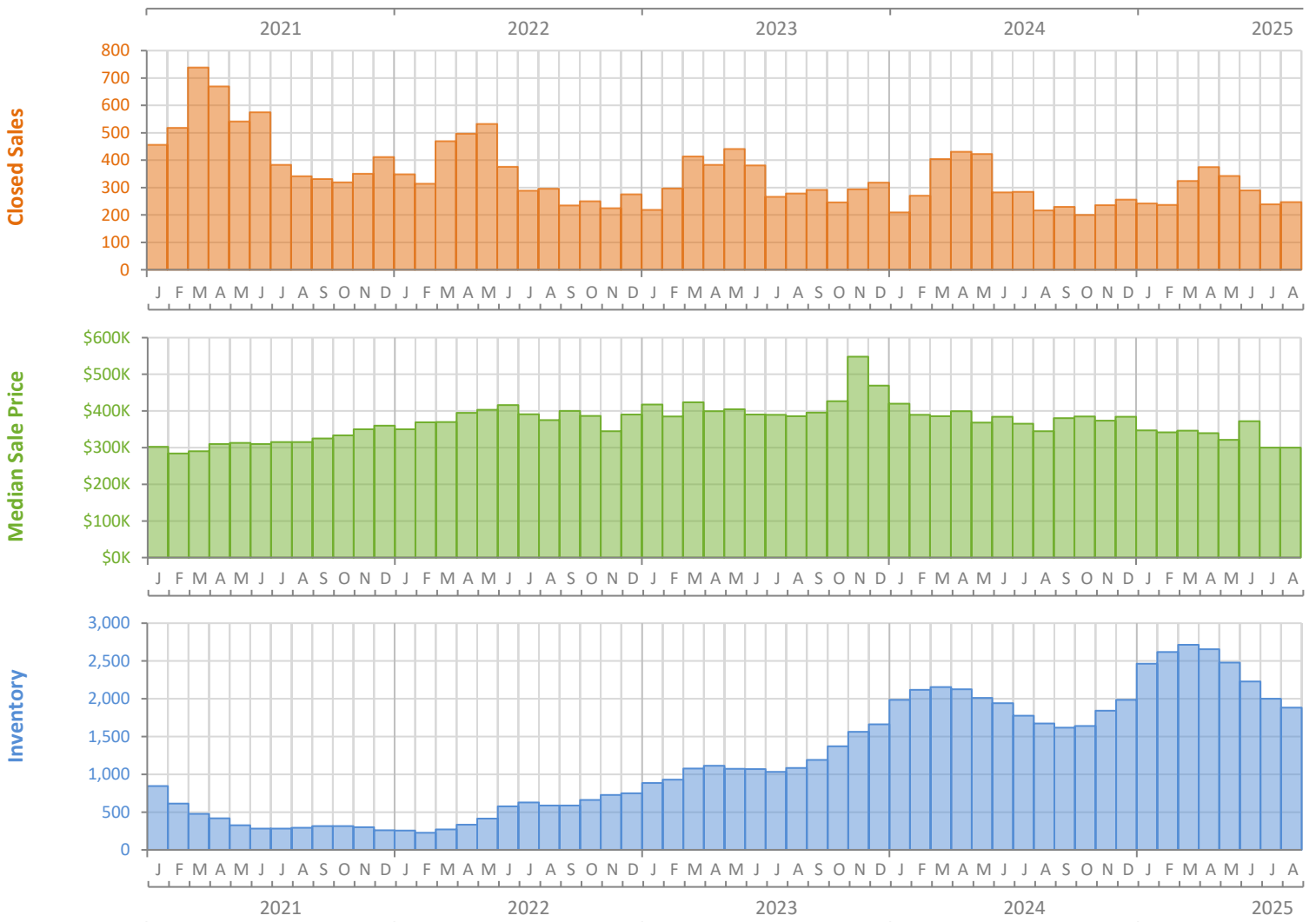
Monthly Market Summary - August 2025

Townhouses and Condos

Sarasota County



	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	247	217	13.8%
Paid in Cash	153	127	20.5%
Median Sale Price	\$300,000	\$345,000	-13.0%
Average Sale Price	\$421,681	\$481,706	-12.5%
Dollar Volume	\$104.2 Million	\$104.5 Million	-0.4%
Med. Pct. of Orig. List Price Received	88.5%	91.6%	-3.4%
Median Time to Contract	87 Days	72 Days	20.8%
Median Time to Sale	132 Days	117 Days	12.8%
New Pending Sales	261	183	42.6%
New Listings	335	297	12.8%
Pending Inventory	472	469	0.6%
Inventory (Active Listings)	1,882	1,672	12.6%
Months Supply of Inventory	7.0	5.5	27.3%



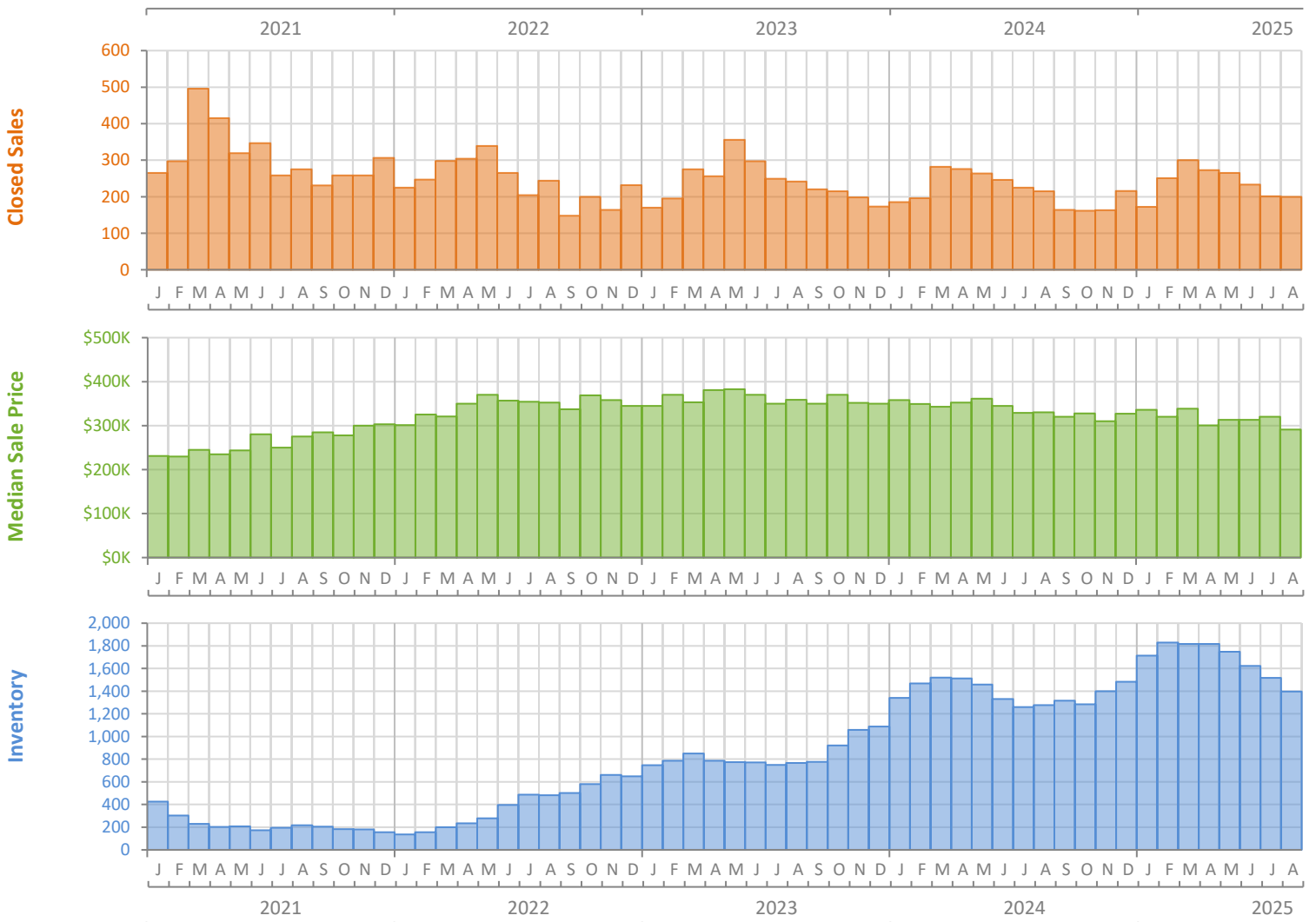
Monthly Market Summary - August 2025

Townhouses and Condos

Manatee County



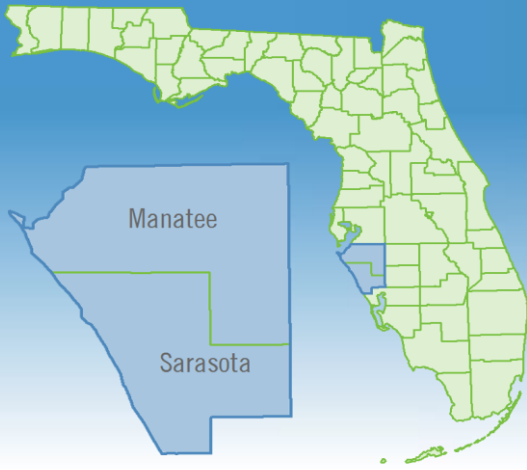
	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	200	215	-7.0%
Paid in Cash	109	95	14.7%
Median Sale Price	\$291,250	\$329,990	-11.7%
Average Sale Price	\$354,958	\$385,931	-8.0%
Dollar Volume	\$71.0 Million	\$83.0 Million	-14.4%
Med. Pct. of Orig. List Price Received	90.4%	90.2%	0.2%
Median Time to Contract	78 Days	104 Days	-25.0%
Median Time to Sale	120 Days	139 Days	-13.7%
New Pending Sales	213	175	21.7%
New Listings	246	300	-18.0%
Pending Inventory	265	259	2.3%
Inventory (Active Listings)	1,396	1,276	9.4%
Months Supply of Inventory	6.4	5.7	12.3%



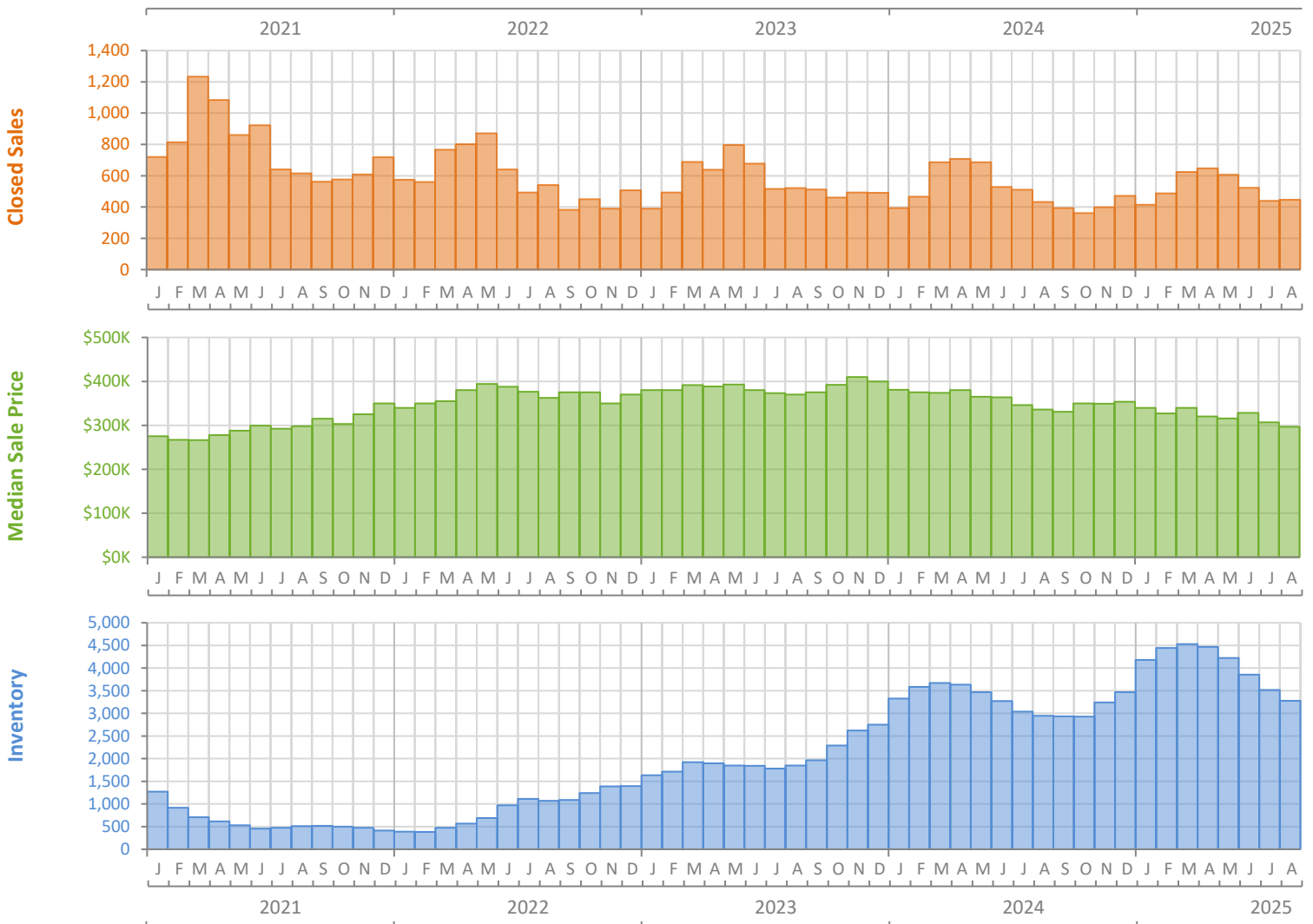
Monthly Market Summary - August 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	447	432	3.5%
Paid in Cash	262	222	18.0%
Median Sale Price	\$297,000	\$336,000	-11.6%
Average Sale Price	\$391,828	\$434,040	-9.7%
Dollar Volume	\$175.1 Million	\$187.5 Million	-6.6%
Med. Pct. of Orig. List Price Received	89.3%	91.1%	-2.0%
Median Time to Contract	82 Days	85 Days	-3.5%
Median Time to Sale	125 Days	130 Days	-3.8%
New Pending Sales	474	358	32.4%
New Listings	581	597	-2.7%
Pending Inventory	737	728	1.2%
Inventory (Active Listings)	3,278	2,948	11.2%
Months Supply of Inventory	6.8	5.6	21.4%





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EXPANDED REPORTS

Sarasota and Manatee Counties

AUGUST 2025

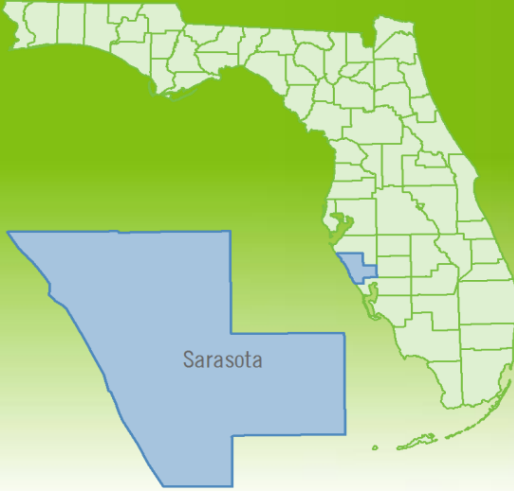
Reach Further With The Market.

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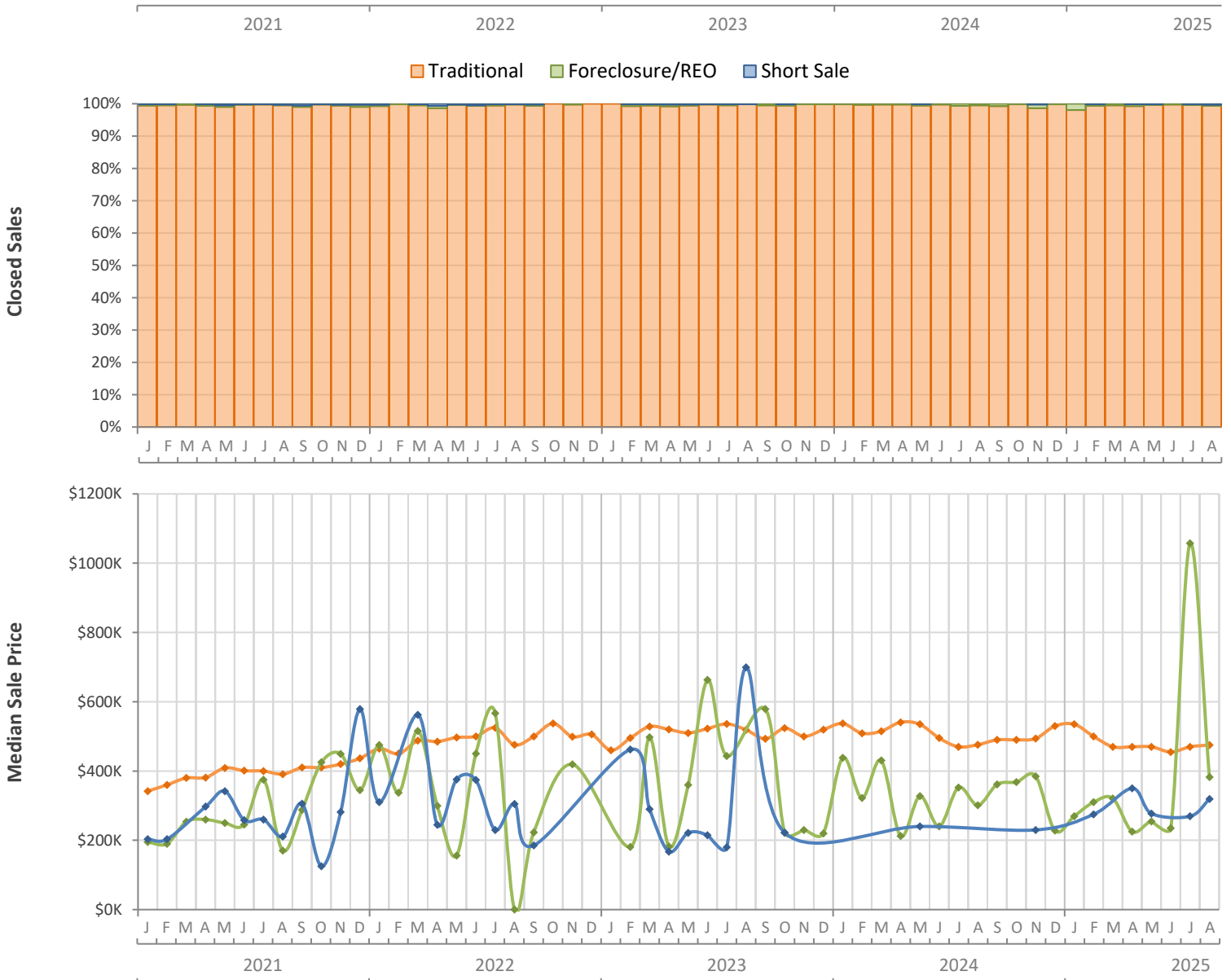
Monthly Distressed Market - August 2025

Single-Family Homes

Sarasota County



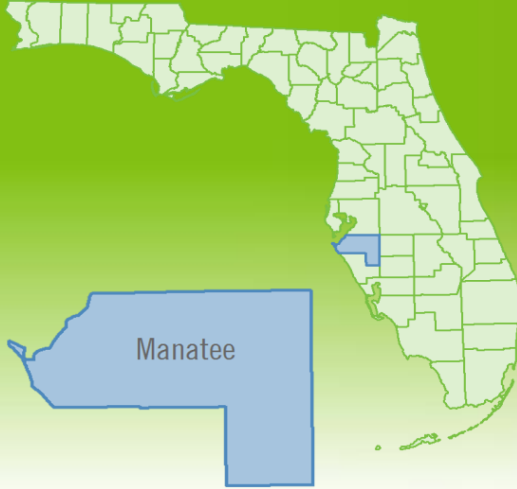
		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	637	630	1.1%
	Median Sale Price	\$475,000	\$476,000	-0.2%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$382,500	\$301,118	27.0%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$319,000	(No Sales)	N/A



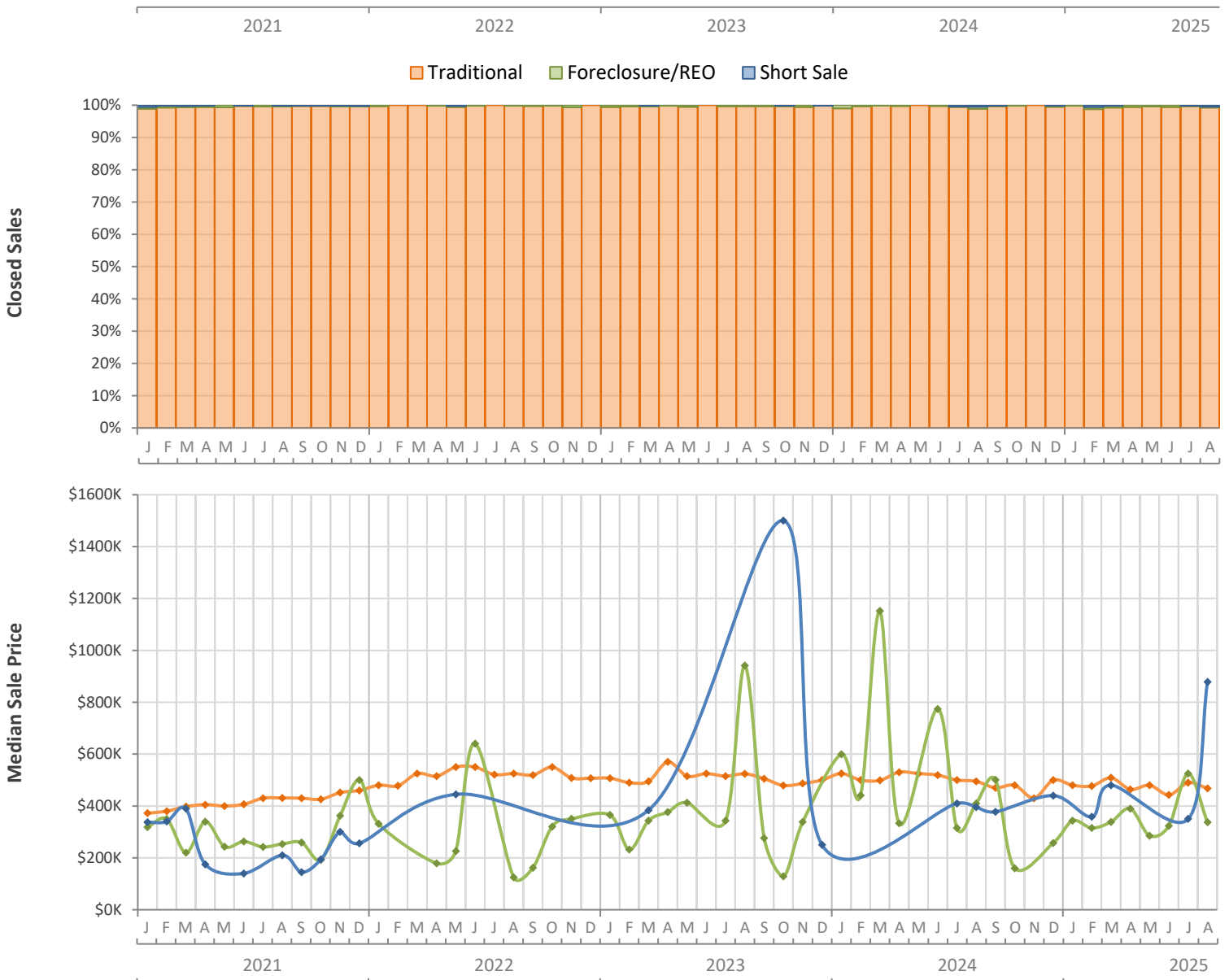
Monthly Distressed Market - August 2025

Single-Family Homes

Manatee County



		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	645	608	6.1%
	Median Sale Price	\$467,990	\$495,000	-5.5%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$337,000	\$409,950	-17.8%
Short Sale	Closed Sales	3	3	0.0%
	Median Sale Price	\$877,710	\$395,185	122.1%

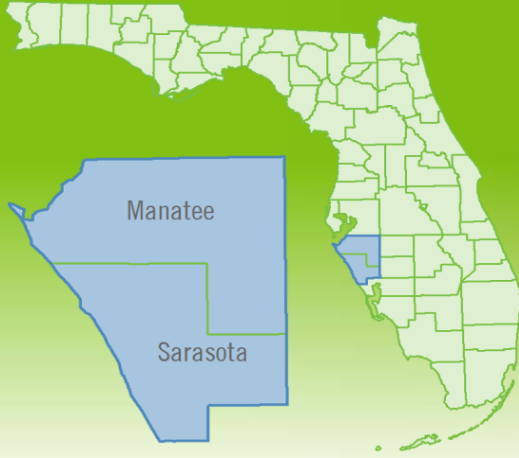


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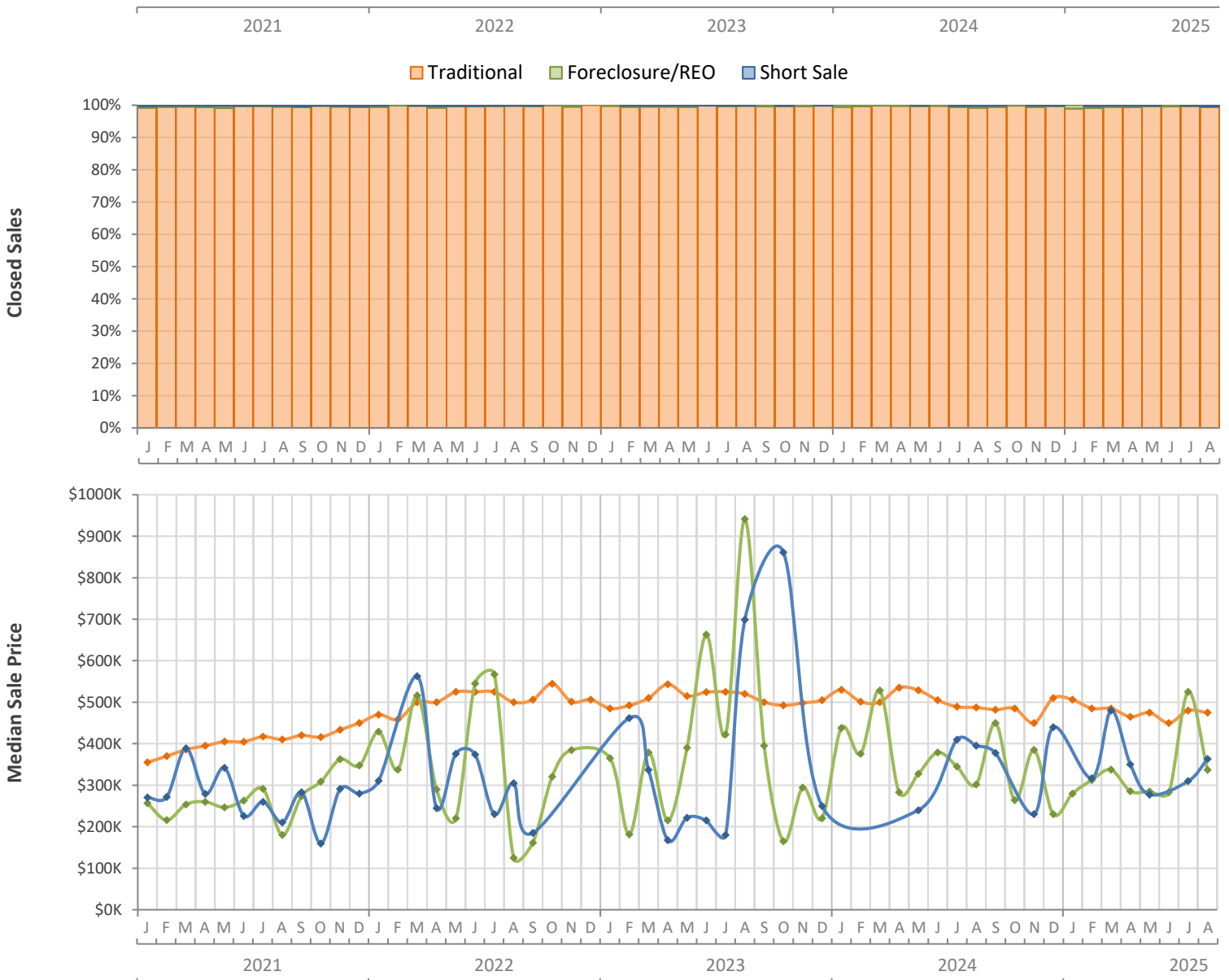
Monthly Distressed Market - August 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,282	1,238	3.6%
	Median Sale Price	\$474,995	\$487,313	-2.5%
Foreclosure/REO	Closed Sales	4	7	-42.9%
	Median Sale Price	\$337,000	\$302,000	11.6%
Short Sale	Closed Sales	5	3	66.7%
	Median Sale Price	\$363,000	\$395,185	-8.1%

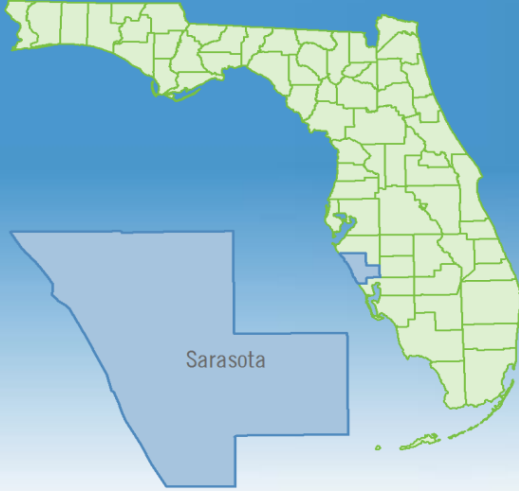


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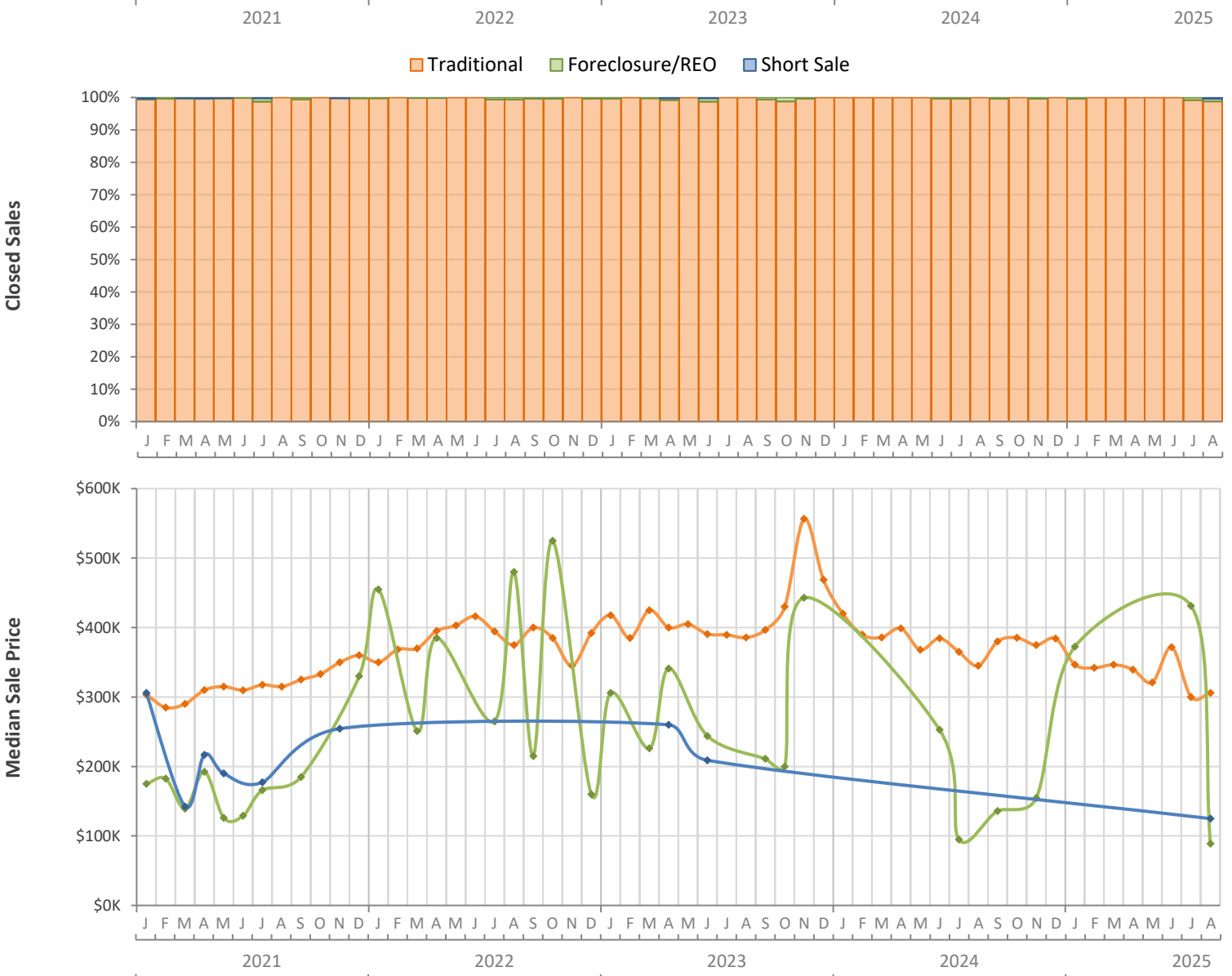
Monthly Distressed Market - August 2025

Townhouses and Condos

Sarasota County



		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	244	217	12.4%
	Median Sale Price	\$306,000	\$345,000	-11.3%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$88,750	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$125,000	(No Sales)	N/A



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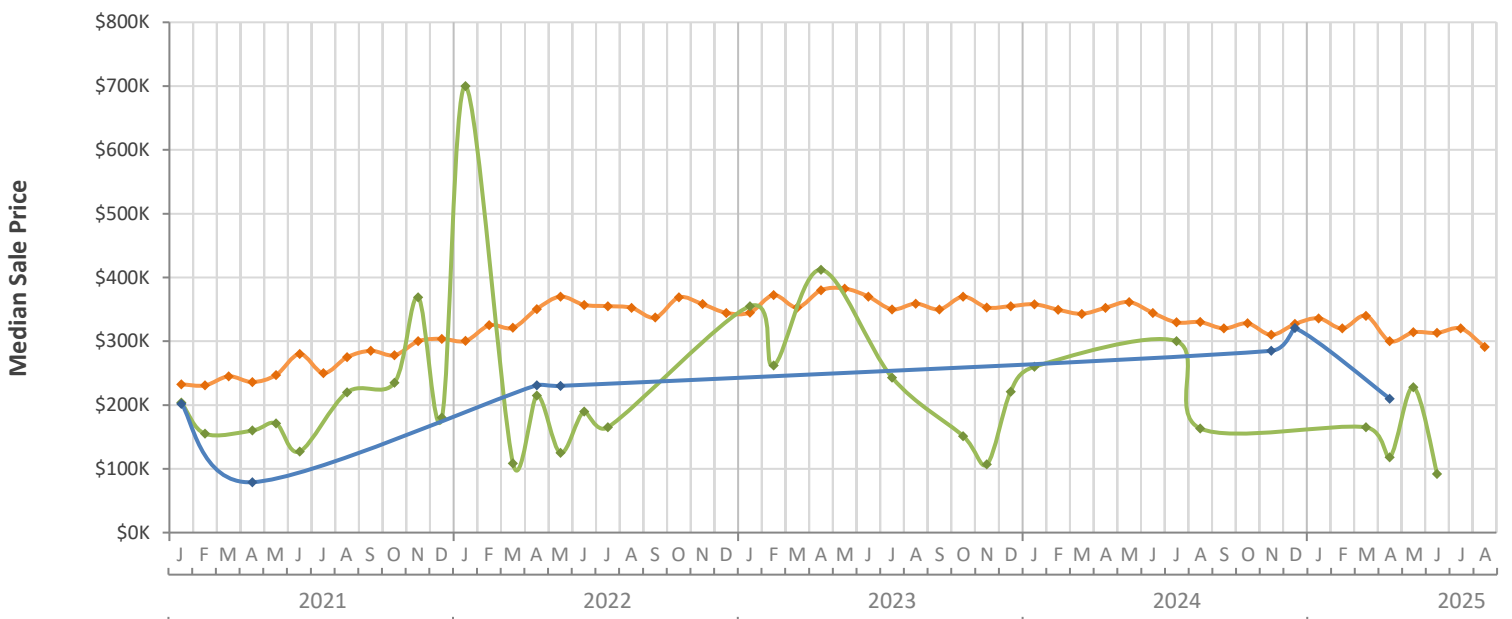
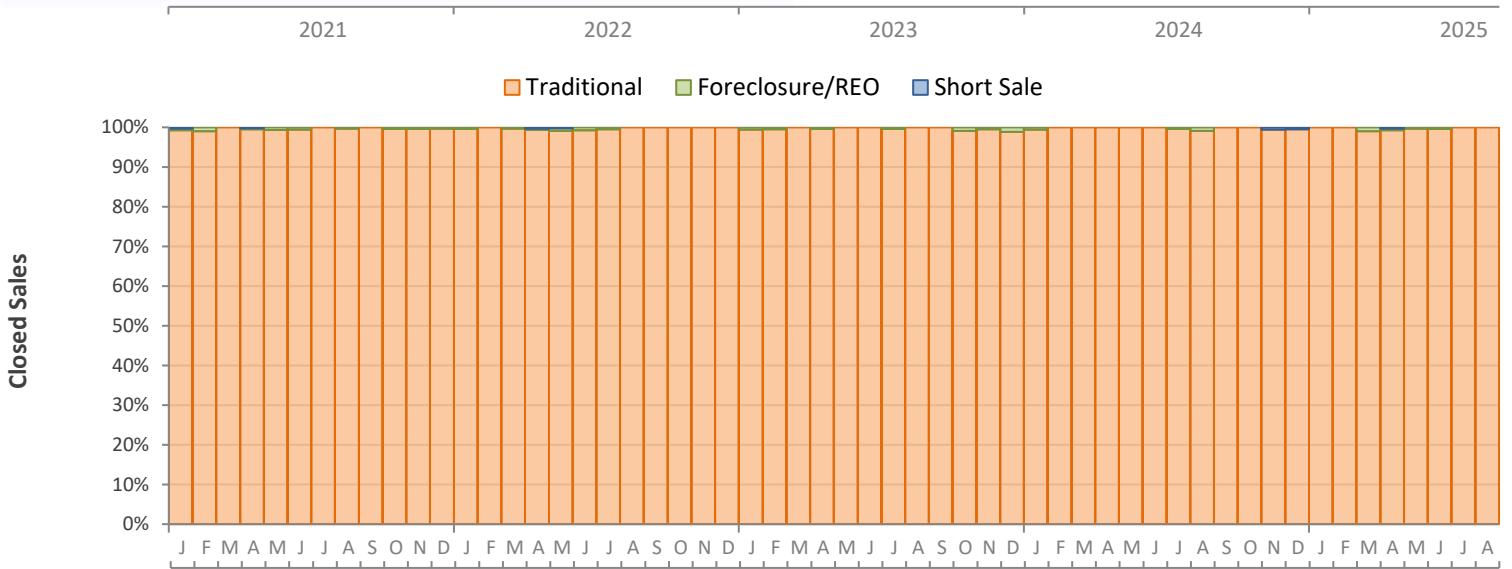
Monthly Distressed Market - August 2025

Townhouses and Condos

Manatee County



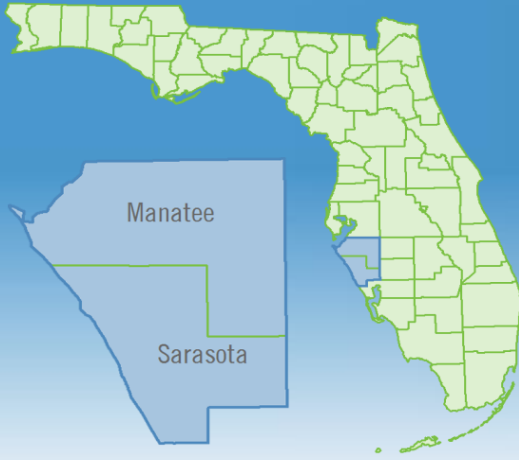
		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	200	213	-6.1%
	Median Sale Price	\$291,250	\$330,000	-11.7%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$163,325	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



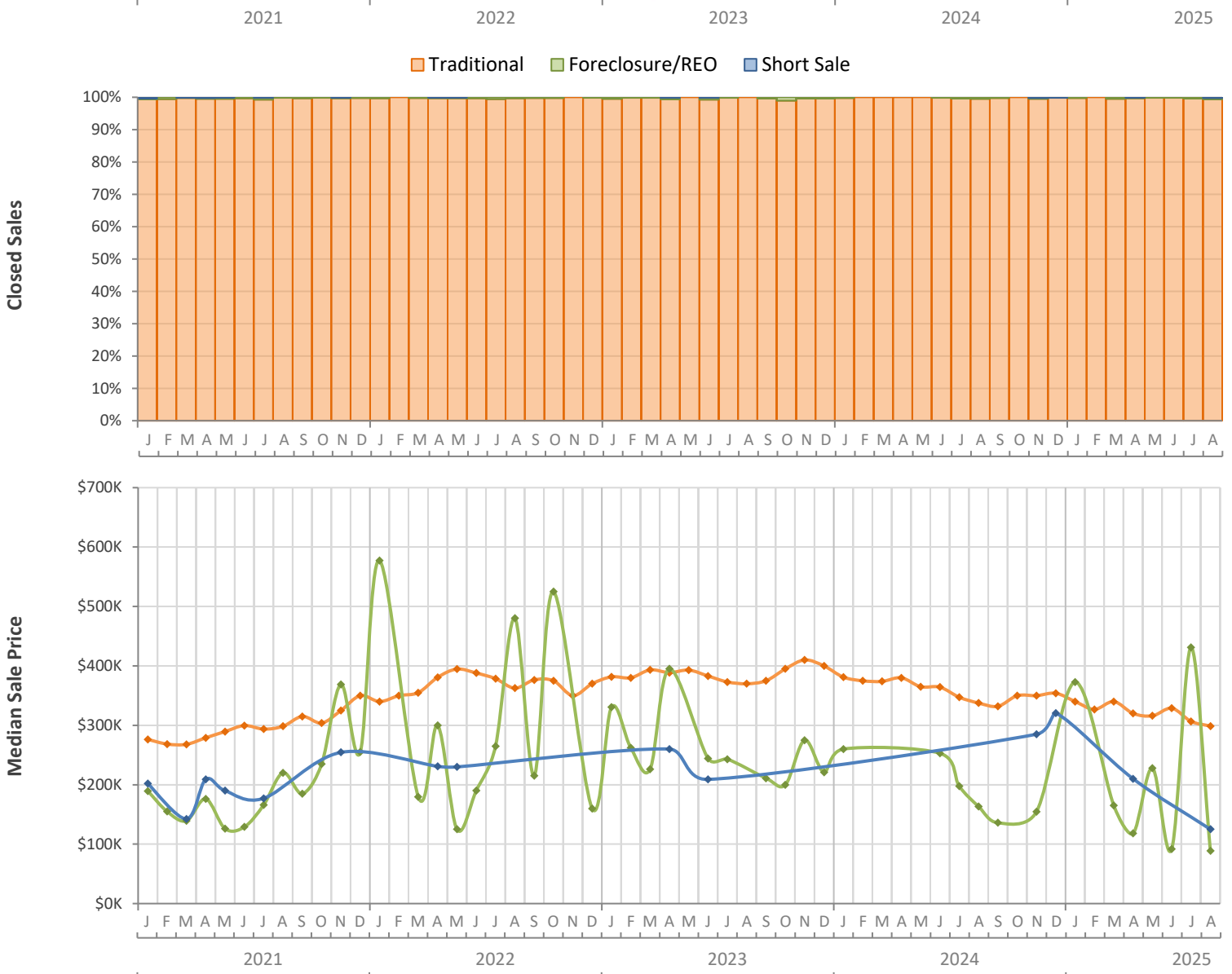
Monthly Distressed Market - August 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	444	430	3.3%
	Median Sale Price	\$298,700	\$337,495	-11.5%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$88,750	\$163,325	-45.7%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$125,000	(No Sales)	N/A



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