



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee
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February 2025 Real Estate Market Report: Trends in Sarasota and Manatee Counties

SARASOTA, Fla. (March 20, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its February 2025 real estate market report, providing an in-depth analysis of key trends across both counties. Based on data from Florida REALTORS®, the housing market in Sarasota and Manatee counties showed a shift toward a more balanced, or even buyer-friendly, environment in February 2025. Across all property types, sales activity slowed compared to the previous year, while inventory levels grew, creating more options for buyers. Home prices showed signs of softening, with declines in median and average sale prices across most segments. Cash sales remained a significant portion of transactions but trended downward, reflecting changing market dynamics. Additionally, homes are staying on the market longer, signaling a shift in buyer demand and seller expectations.

Key Trends in Sarasota/Manatee February 2025:

- **Falling Median Sale Prices:** Property prices have seen slight declines, with Sarasota County townhouses/condos seeing the largest drop.
- **Increased Inventory & Supply:** Inventory and months of supply have grown, indicating a shift toward a buyer's market.
- **Longer Time to Contract & Sale:** The median time to contract and sale has increased across all segments except for Manatee County single family homes, reflecting slower market movement.

Single-Family Homes

In Sarasota County, there were 589 single-family home sales in February 2025, reflecting a 2.1 percent increase from February 2024. The median sale price declined slightly by 1.5 percent year-over-year to \$499,990, with nearly 43.8 percent of these transactions paid in cash.

Despite the increase in closed sales, inventory levels rose, with a 28.6 percent year-over-year increase to 4,292 active listings, bringing the months' supply to 6.8 months. The median time to contract and median time to sale also increased to 46 days and 86 days, respectively.

In Manatee County, there were 500 single-family home sales, marking a 8.6 percent decrease year-over-year. The median sale price dropped 4.8 percent to \$475,995.

Manatee County ended February with 3,097 active listings, representing a 4.9-month supply of inventory. The median time to contract decreased by 19.3 percent to 46 days, while the median time to sale decreased 6.9 percent to 95 days.

“After years of a strong seller’s market, the increase in inventory and more stable pricing indicate that the market is shifting toward a more level playing field for buyers and sellers alike,” said Debi Reynolds, 2025 RASM President and Managing Broker at SaraBay Real Estate.

Townhomes and Condos

The townhouse and condo market in Sarasota County saw a 12.2 percent decrease in closed sales year-over-year, with 237 transactions in February 2025. The median sale price fell 12.3 percent to \$342,000, with 71.7 percent of sales being cash purchases.

Inventory grew significantly, with 2,618 active listings and a 9.1-month supply, continuing a further shift into a buyer’s market. The median time to contract increased by 4.8 percent to 44 days, while the median time to sale rose 3.7 percent to 85 days.

In Manatee County, townhouse and condo sales increased 28.1 percent year-over-year to 251 transactions, with 48.2 percent of sales being cash purchases. The median sale price dropped 8.4 percent to \$319,990.

Manatee County ended the month with 1828 active listings, equating to an 8.3-month supply of inventory, further strengthening buyers’ leverage. The median time to contract stayed relatively consistent year-over-year to 51 days, while the median time to sale decreased 5.4 percent to 88 days.

“With more condos and townhomes available and prices trending downward, buyers have a unique opportunity in today’s market,” added Reynolds. “That said, there are many unknowns, from condo association fees to insurance requirements, making it critical to work with a REALTOR® who can help navigate the complexities.”

Summary

Overall, February’s market data suggests a cooling phase for the real estate sector in Sarasota and Manatee counties. While demand remains steady, increasing inventory and longer time-to-contract trends indicate a shift away from the highly competitive conditions of recent years. Buyers may find more negotiating power, while sellers will need to adjust pricing strategies to attract interest. In this evolving market, working with a REALTOR® is more important than ever. A REALTOR® brings expert knowledge, market insights, and negotiation skills to help buyers secure the best deals and ensure sellers position their properties competitively. As the market continues to shift, having a trusted real estate professional by your side will be essential for making smart, informed decisions.

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.

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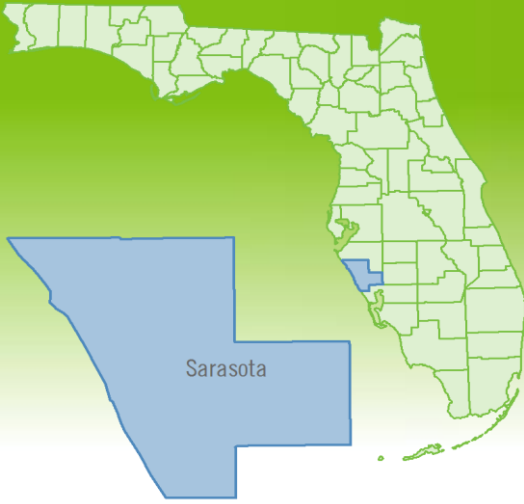
About REALTOR® Association of Sarasota and Manatee

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.

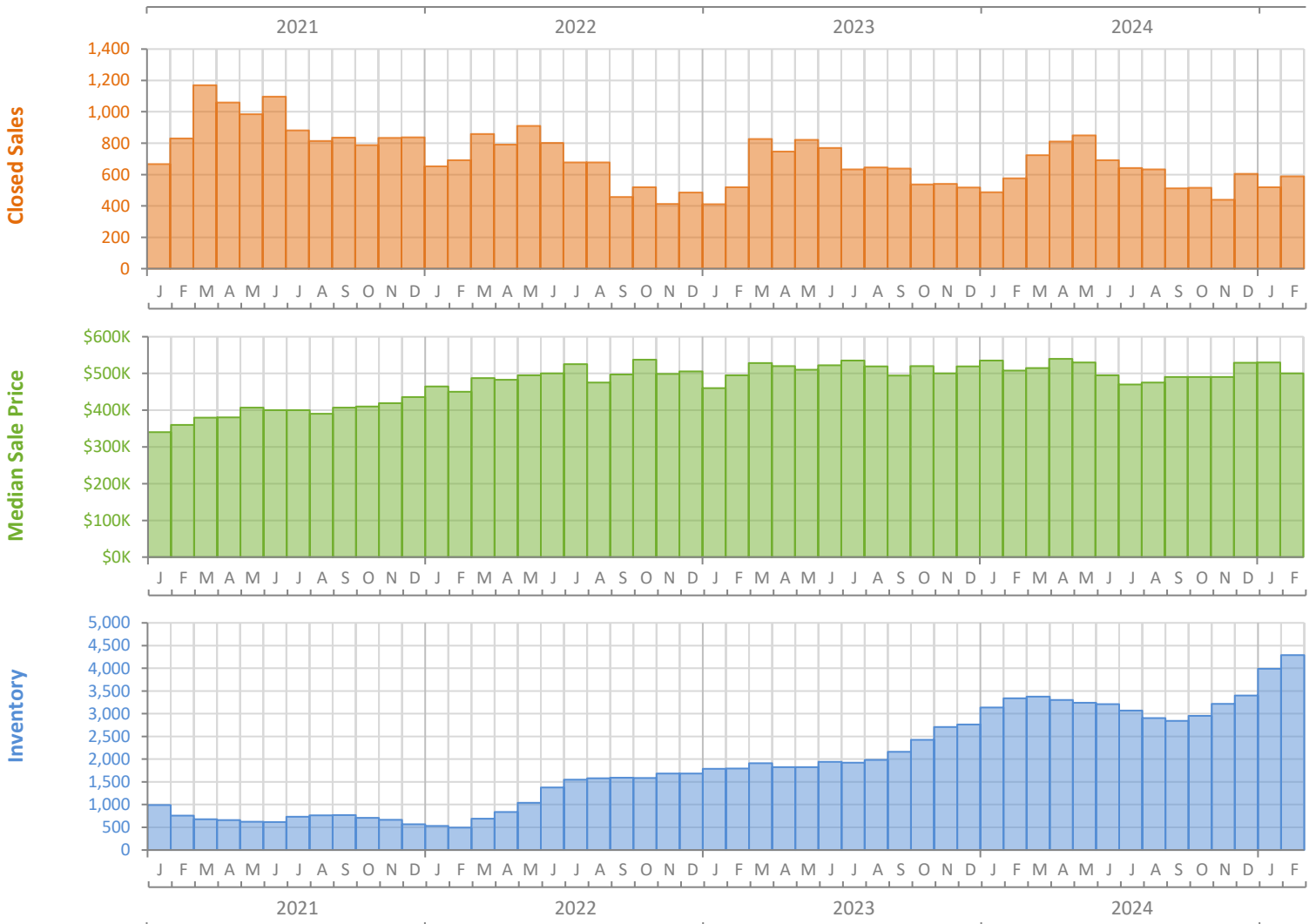
Monthly Market Summary - February 2025

Single-Family Homes

Sarasota County



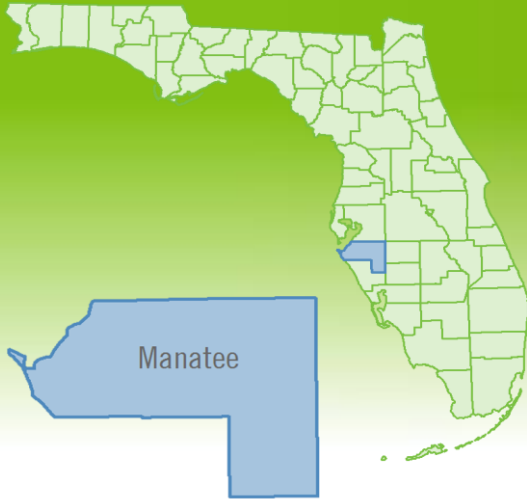
	February 2025	February 2024	Percent Change Year-over-Year
Closed Sales	589	577	2.1%
Paid in Cash	258	281	-8.2%
Median Sale Price	\$499,990	\$507,500	-1.5%
Average Sale Price	\$714,923	\$715,286	-0.1%
Dollar Volume	\$421.1 Million	\$412.7 Million	2.0%
Med. Pct. of Orig. List Price Received	94.5%	95.4%	-0.9%
Median Time to Contract	46 Days	40 Days	15.0%
Median Time to Sale	86 Days	81 Days	6.2%
New Pending Sales	768	753	2.0%
New Listings	1,283	1,126	13.9%
Pending Inventory	1,017	1,010	0.7%
Inventory (Active Listings)	4,292	3,337	28.6%
Months Supply of Inventory	6.8	5.2	30.8%



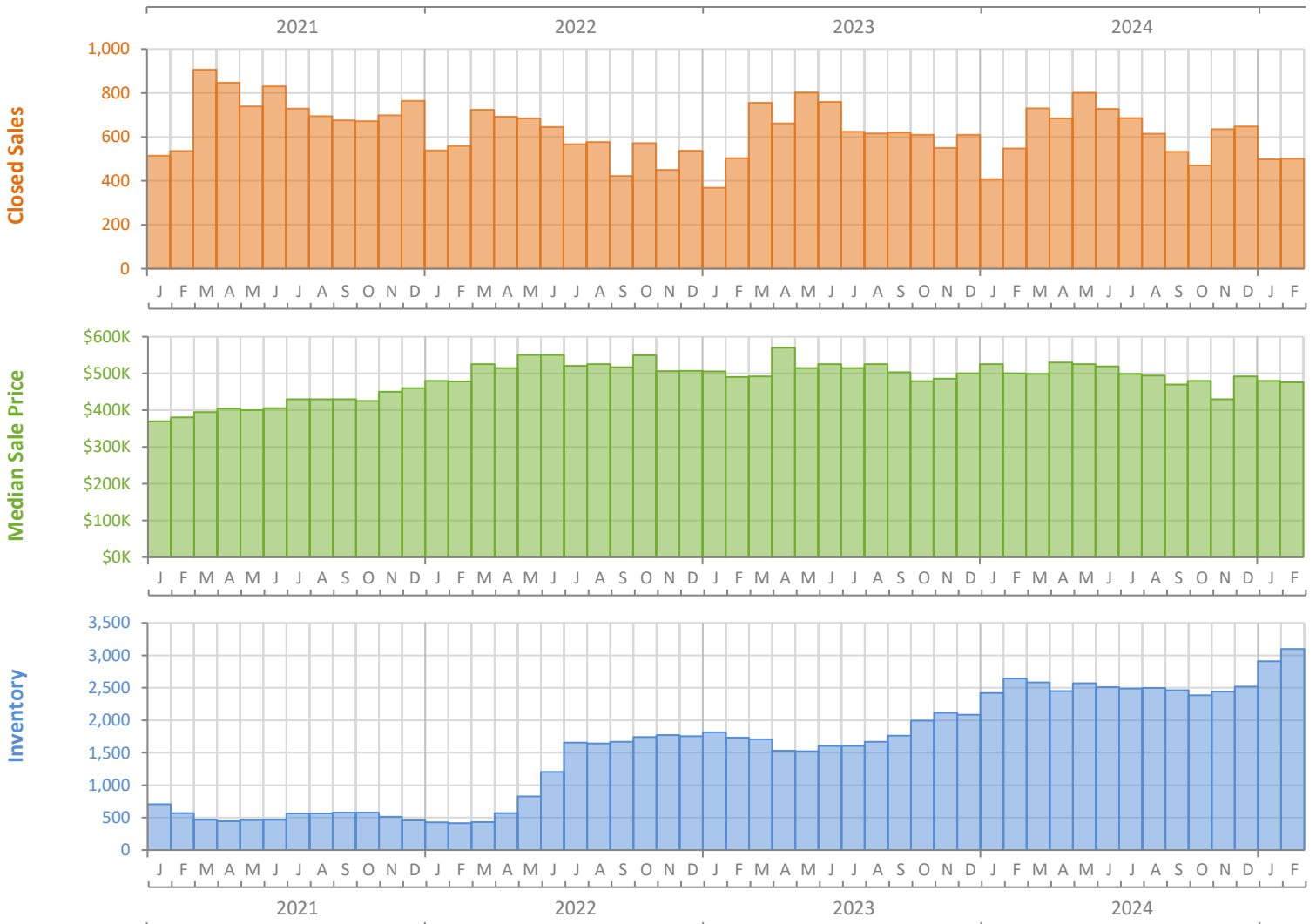
Monthly Market Summary - February 2025

Single-Family Homes

Manatee County



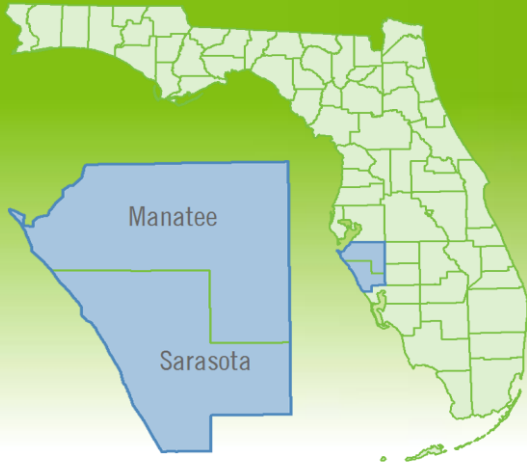
	February 2025	February 2024	Percent Change Year-over-Year
Closed Sales	500	547	-8.6%
Paid in Cash	166	191	-13.1%
Median Sale Price	\$475,995	\$499,990	-4.8%
Average Sale Price	\$656,758	\$722,563	-9.1%
Dollar Volume	\$328.4 Million	\$395.2 Million	-16.9%
Med. Pct. of Orig. List Price Received	95.6%	95.4%	0.2%
Median Time to Contract	46 Days	57 Days	-19.3%
Median Time to Sale	95 Days	102 Days	-6.9%
New Pending Sales	643	681	-5.6%
New Listings	970	1,039	-6.6%
Pending Inventory	911	998	-8.7%
Inventory (Active Listings)	3,097	2,641	17.3%
Months Supply of Inventory	4.9	4.2	16.7%



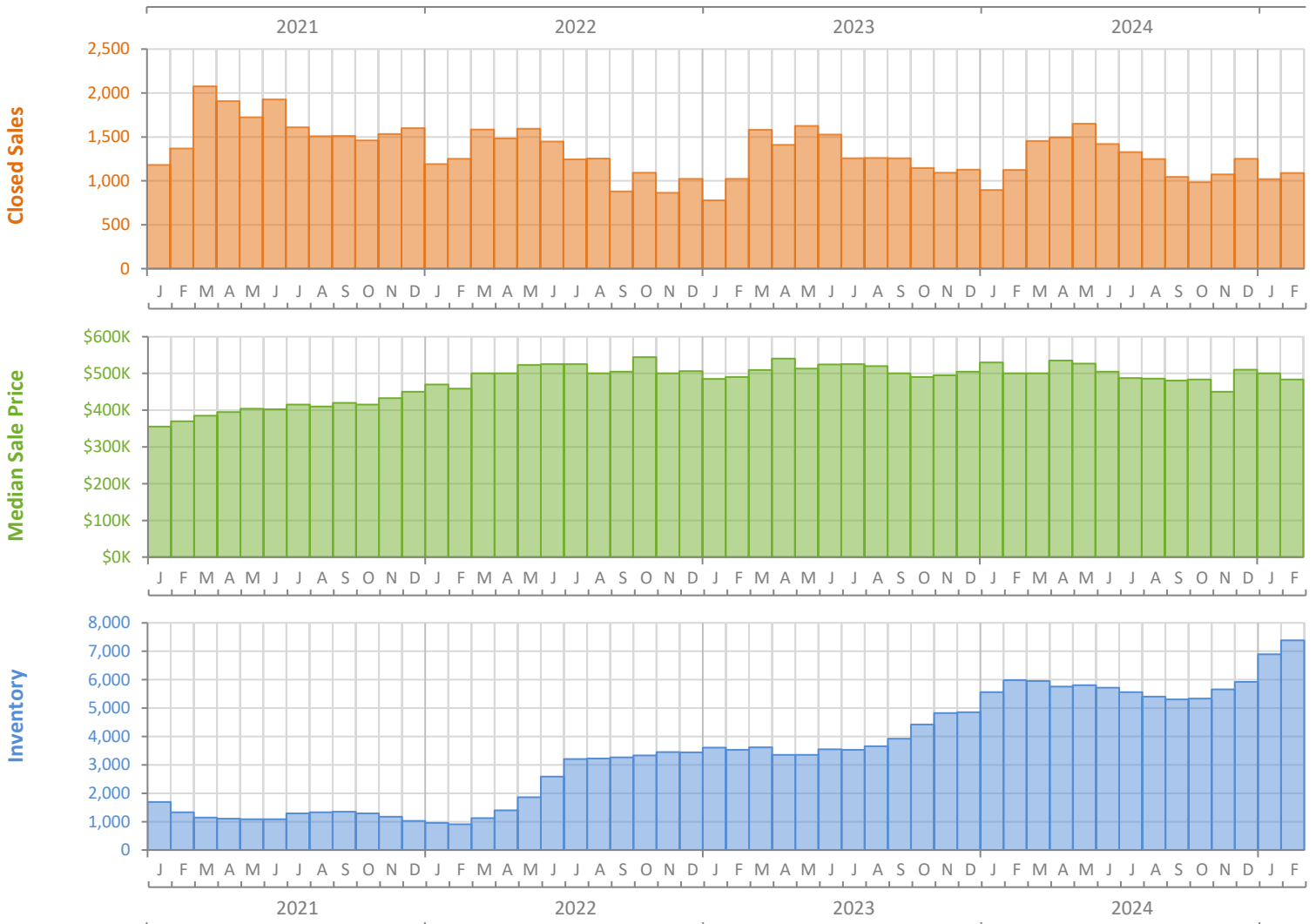
Monthly Market Summary - February 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



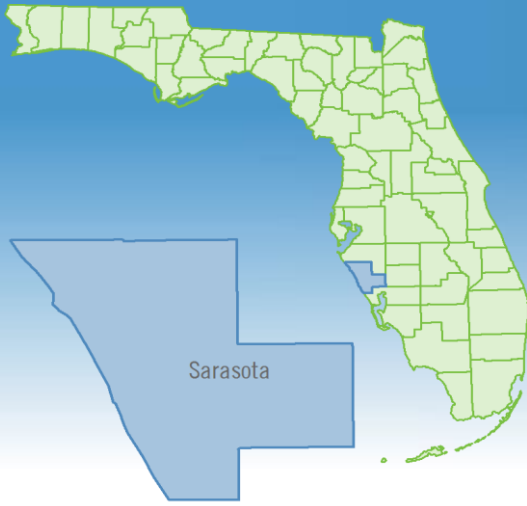
	February 2025	February 2024	Percent Change Year-over-Year
Closed Sales	1,089	1,124	-3.1%
Paid in Cash	424	472	-10.2%
Median Sale Price	\$483,688	\$500,000	-3.3%
Average Sale Price	\$688,193	\$718,831	-4.3%
Dollar Volume	\$749.4 Million	\$808.0 Million	-7.2%
Med. Pct. of Orig. List Price Received	95.0%	95.4%	-0.4%
Median Time to Contract	46 Days	47 Days	-2.1%
Median Time to Sale	89 Days	90 Days	-1.1%
New Pending Sales	1,411	1,434	-1.6%
New Listings	2,253	2,165	4.1%
Pending Inventory	1,928	2,008	-4.0%
Inventory (Active Listings)	7,389	5,978	23.6%
Months Supply of Inventory	5.9	4.7	25.5%



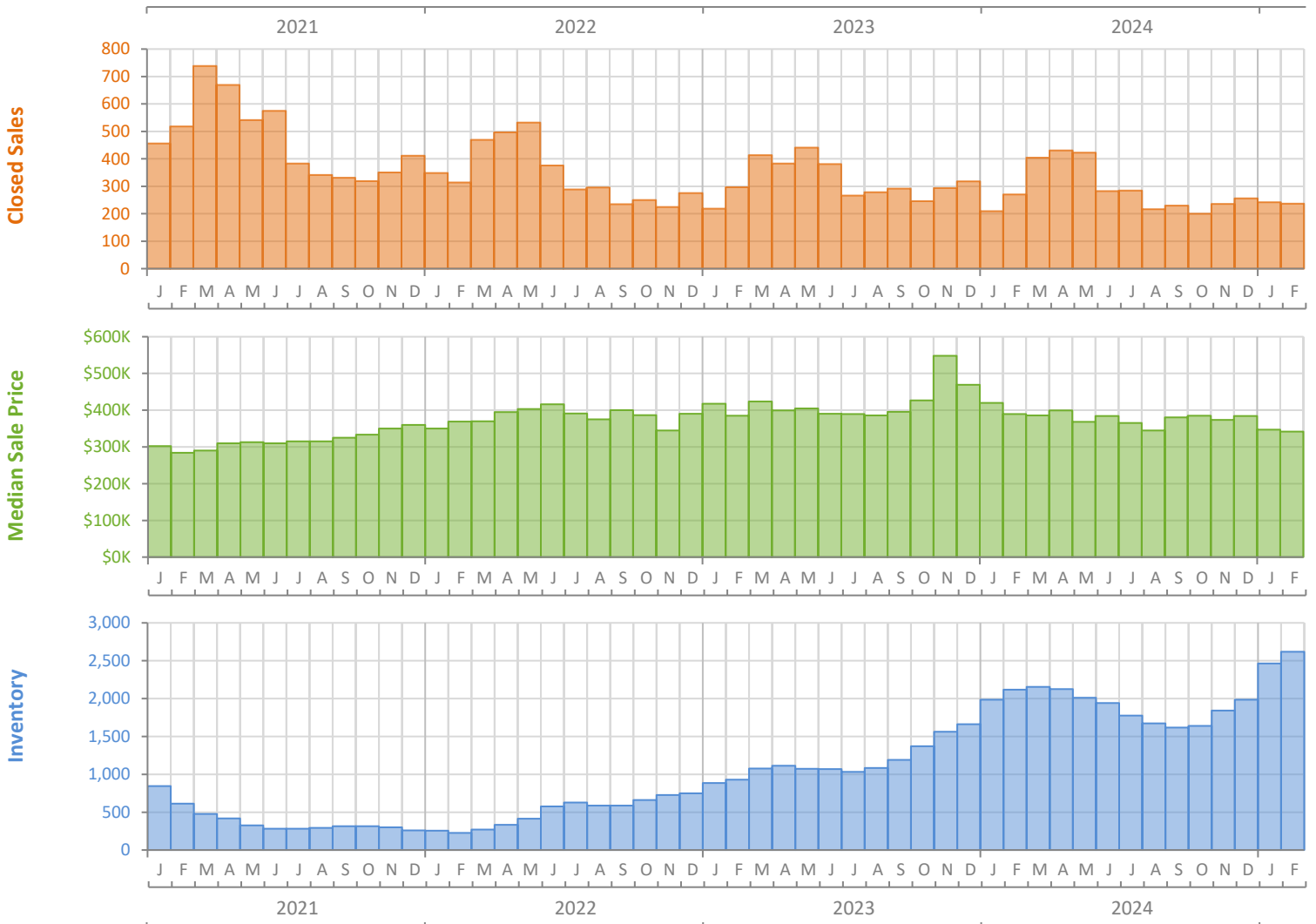
Monthly Market Summary - February 2025

Townhouses and Condos

Sarasota County



	February 2025	February 2024	Percent Change Year-over-Year
Closed Sales	237	270	-12.2%
Paid in Cash	170	199	-14.6%
Median Sale Price	\$342,000	\$389,750	-12.3%
Average Sale Price	\$463,689	\$590,937	-21.5%
Dollar Volume	\$109.9 Million	\$159.6 Million	-31.1%
Med. Pct. of Orig. List Price Received	93.6%	95.1%	-1.6%
Median Time to Contract	44 Days	42 Days	4.8%
Median Time to Sale	85 Days	82 Days	3.7%
New Pending Sales	374	432	-13.4%
New Listings	628	651	-3.5%
Pending Inventory	608	736	-17.4%
Inventory (Active Listings)	2,618	2,119	23.5%
Months Supply of Inventory	9.1	6.7	35.8%



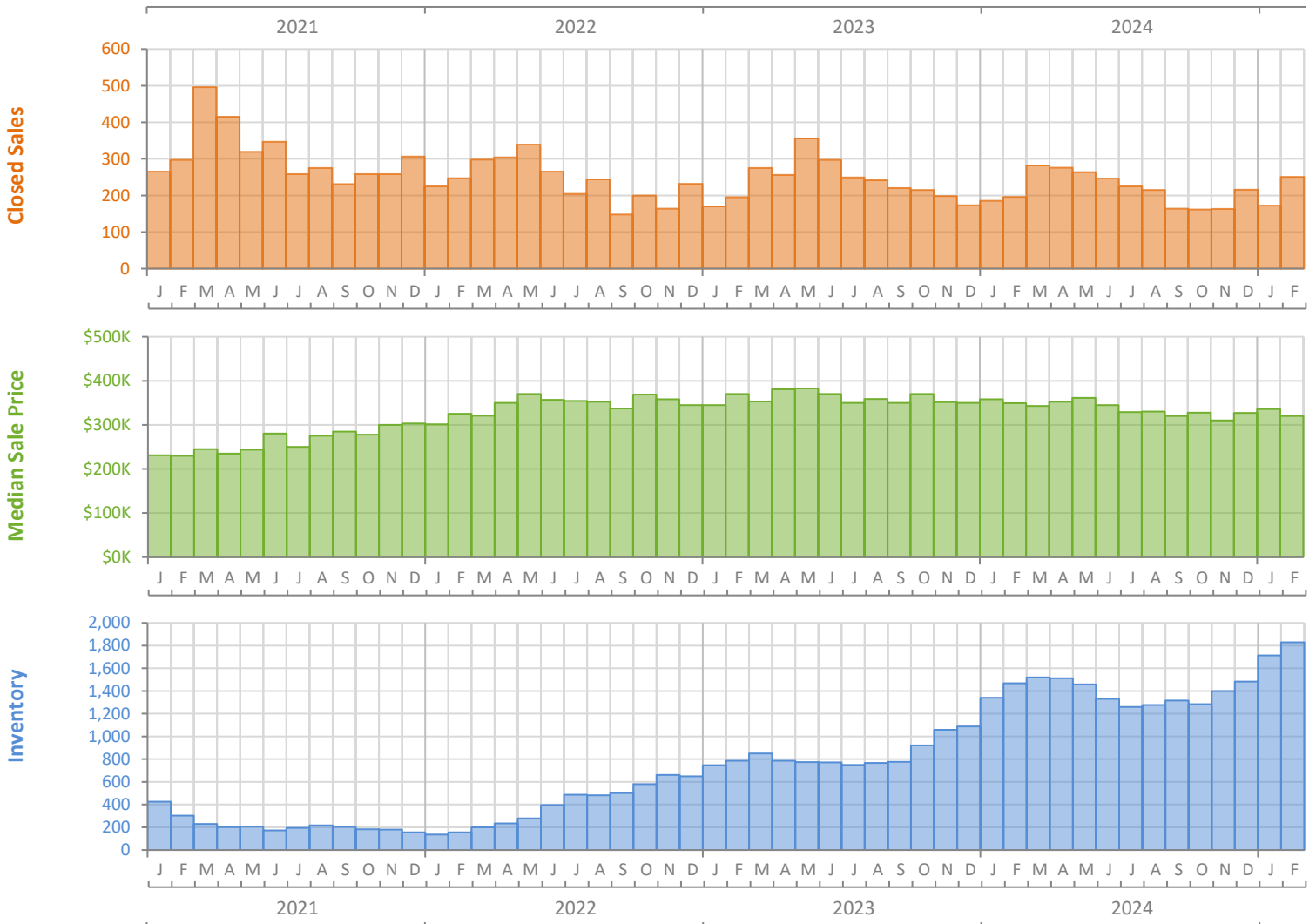
Monthly Market Summary - February 2025

Townhouses and Condos

Manatee County



	February 2025	February 2024	Percent Change Year-over-Year
Closed Sales	251	196	28.1%
Paid in Cash	121	113	7.1%
Median Sale Price	\$319,990	\$349,493	-8.4%
Average Sale Price	\$357,306	\$385,521	-7.3%
Dollar Volume	\$89.7 Million	\$75.6 Million	18.7%
Med. Pct. of Orig. List Price Received	95.2%	94.0%	1.3%
Median Time to Contract	51 Days	52 Days	-1.9%
Median Time to Sale	88 Days	93 Days	-5.4%
New Pending Sales	275	262	5.0%
New Listings	479	438	9.4%
Pending Inventory	336	358	-6.1%
Inventory (Active Listings)	1,828	1,469	24.4%
Months Supply of Inventory	8.3	6.2	33.9%



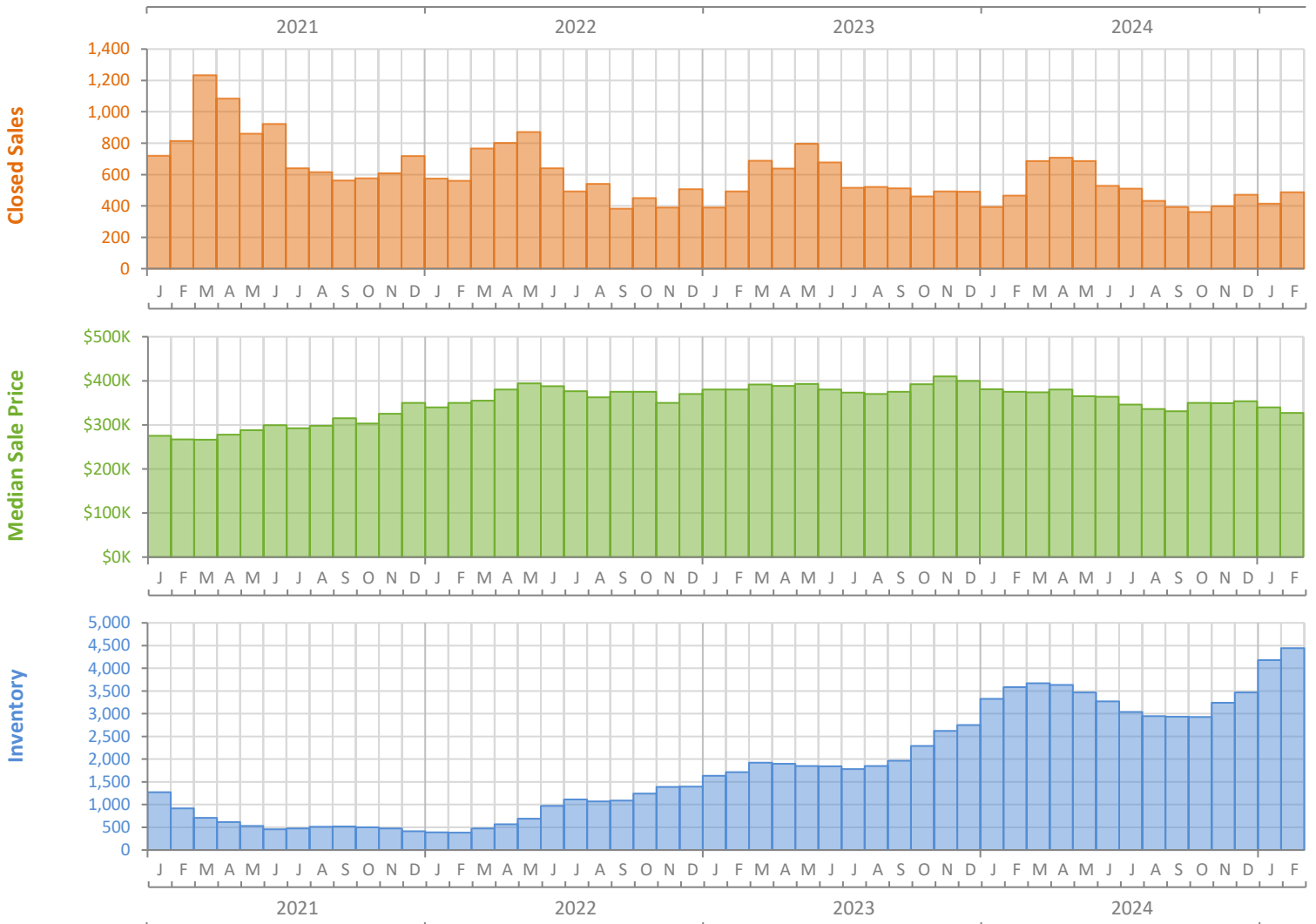
Monthly Market Summary - February 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	February 2025	February 2024	Percent Change Year-over-Year
Closed Sales	488	466	4.7%
Paid in Cash	291	312	-6.7%
Median Sale Price	\$326,900	\$375,000	-12.8%
Average Sale Price	\$408,972	\$504,539	-18.9%
Dollar Volume	\$199.6 Million	\$235.1 Million	-15.1%
Med. Pct. of Orig. List Price Received	94.8%	94.6%	0.2%
Median Time to Contract	48 Days	48 Days	0.0%
Median Time to Sale	86 Days	85 Days	1.2%
New Pending Sales	649	694	-6.5%
New Listings	1,107	1,089	1.7%
Pending Inventory	944	1,094	-13.7%
Inventory (Active Listings)	4,446	3,588	23.9%
Months Supply of Inventory	8.8	6.5	35.4%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

FEBRUARY 2025

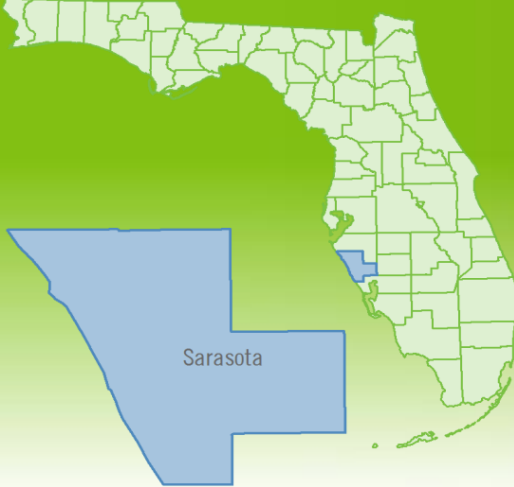
Reach Further With The Market.

For more detailed reports, visit
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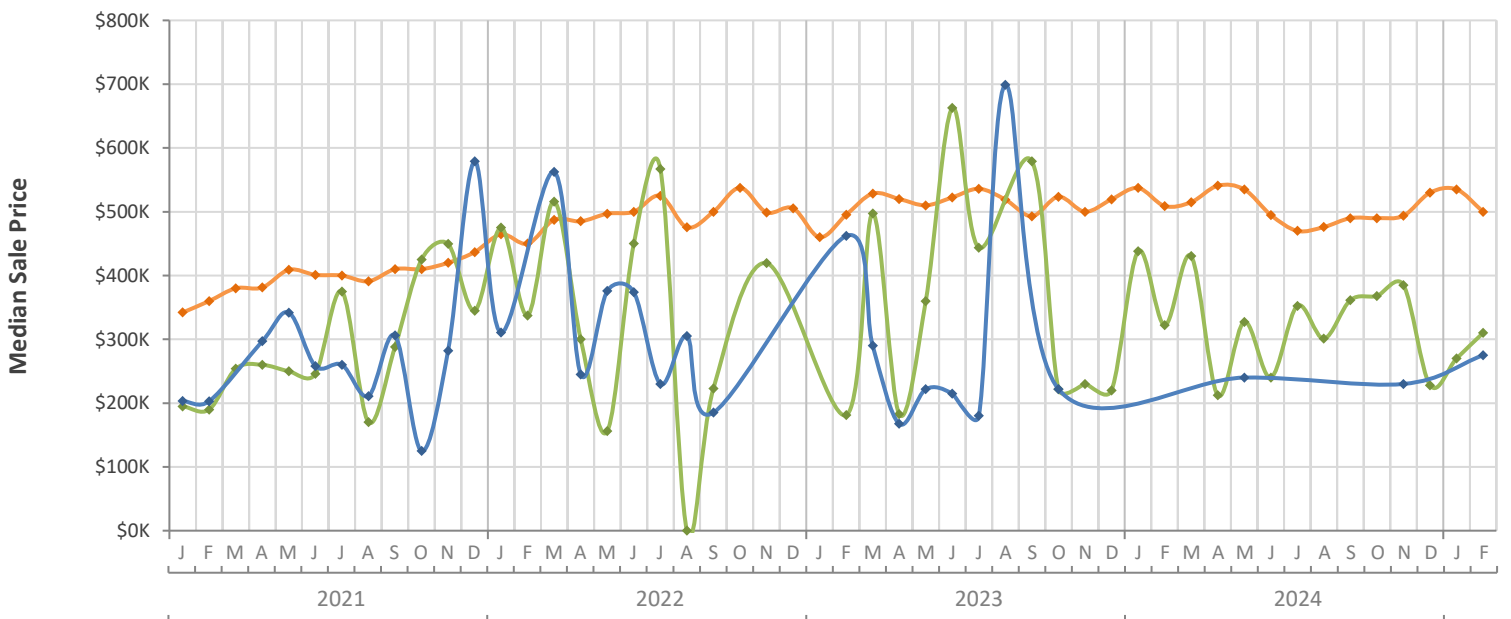
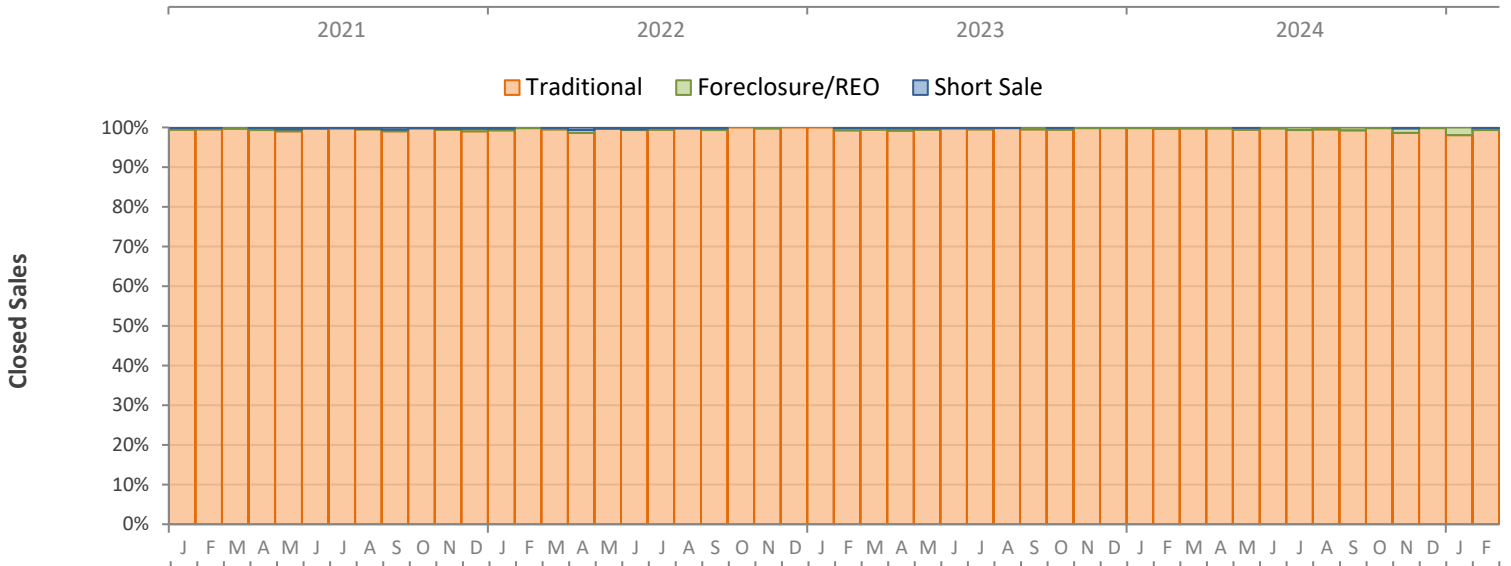
Monthly Distressed Market - February 2025

Single-Family Homes

Sarasota County



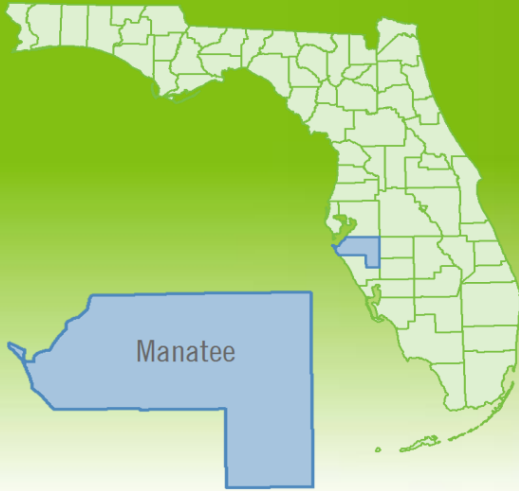
		February 2025	February 2024	Percent Change Year-over-Year
Traditional	Closed Sales	585	575	1.7%
	Median Sale Price	\$499,995	\$509,000	-1.8%
Foreclosure/REO	Closed Sales	3	2	50.0%
	Median Sale Price	\$310,000	\$322,000	-3.7%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$275,000	(No Sales)	N/A



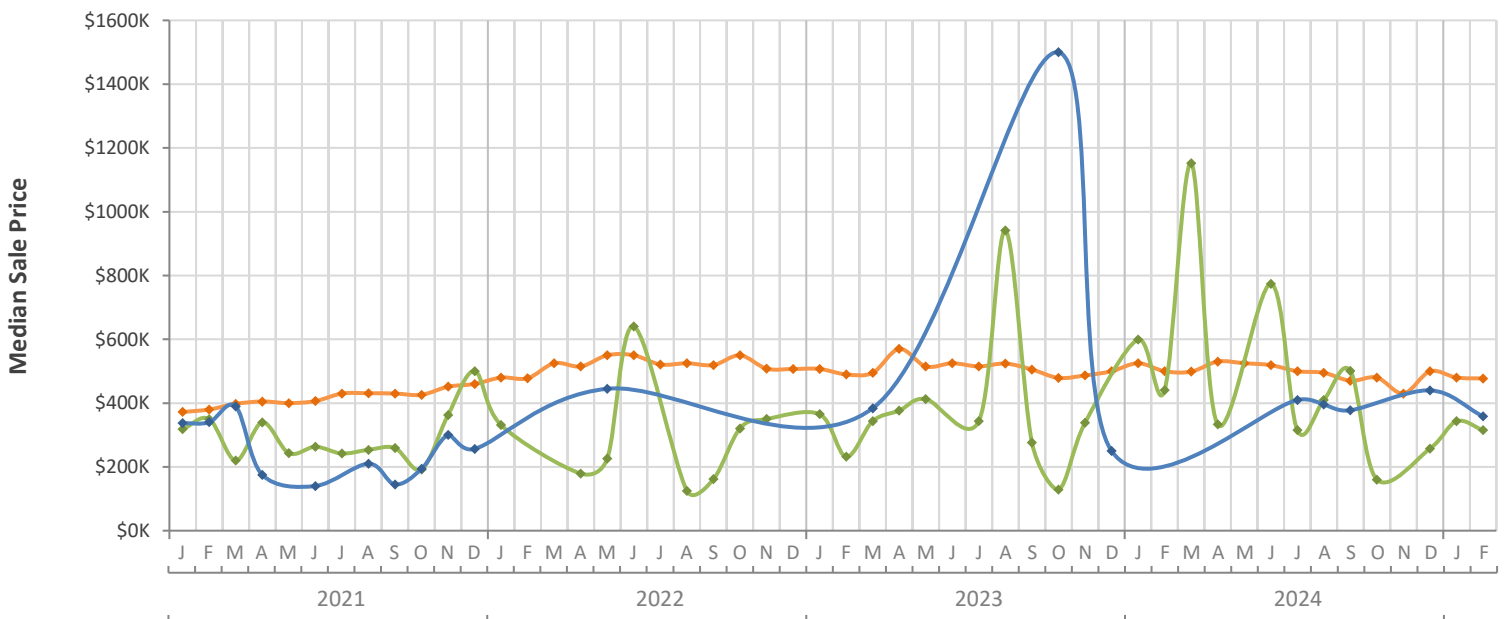
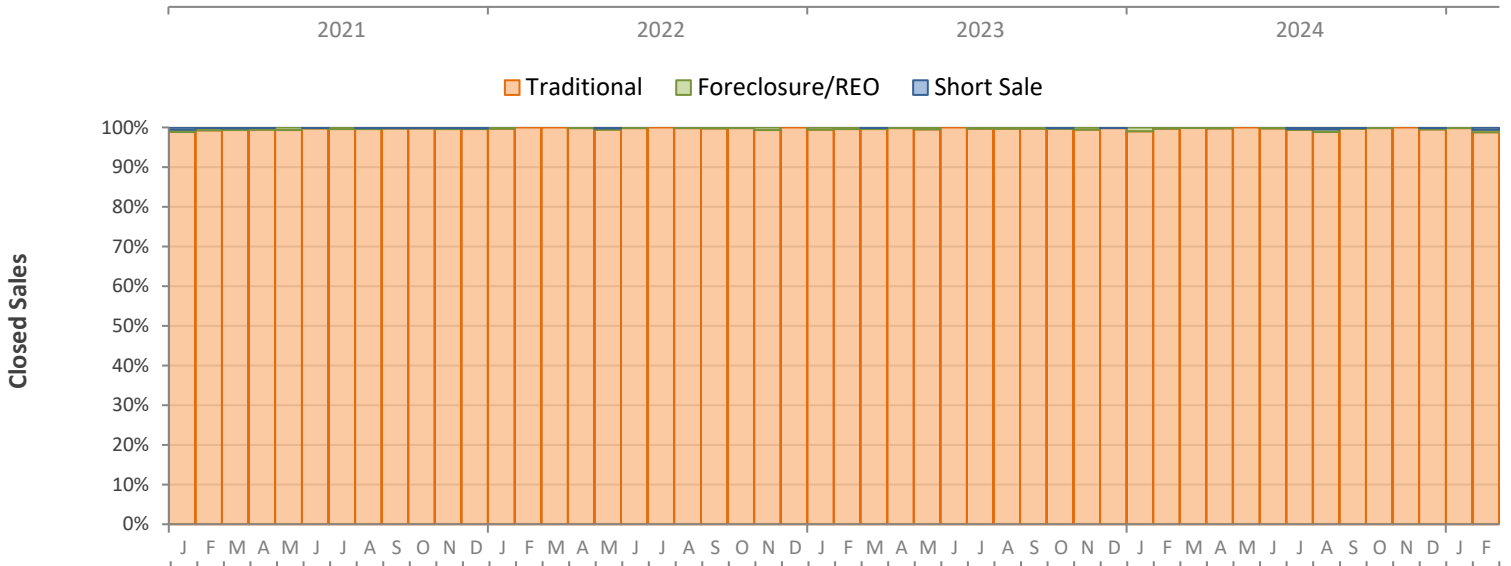
Monthly Distressed Market - February 2025

Single-Family Homes

Manatee County



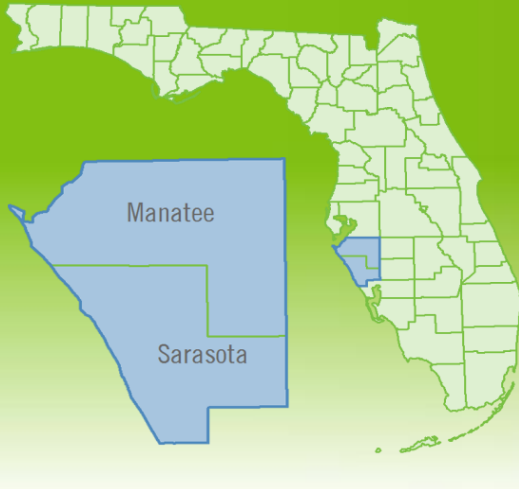
		February 2025	February 2024	Percent Change Year-over-Year
Traditional	Closed Sales	494	545	-9.4%
	Median Sale Price	\$477,250	\$499,990	-4.5%
Foreclosure/REO	Closed Sales	3	2	50.0%
	Median Sale Price	\$314,900	\$441,000	-28.6%
Short Sale	Closed Sales	3	0	N/A
	Median Sale Price	\$358,212	(No Sales)	N/A



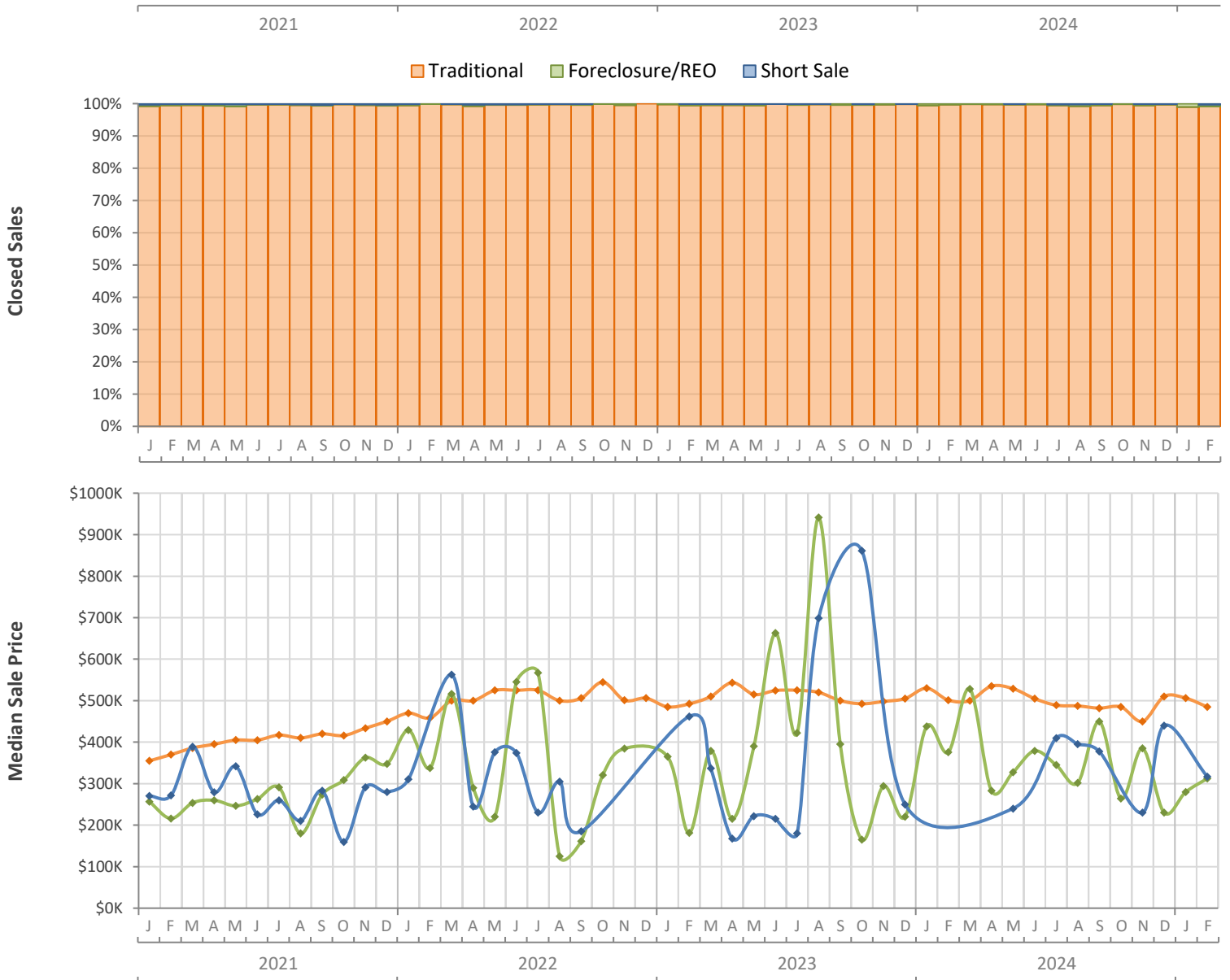
Monthly Distressed Market - February 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		February 2025	February 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,079	1,120	-3.7%
	Median Sale Price	\$485,000	\$501,314	-3.3%
Foreclosure/REO	Closed Sales	6	4	50.0%
	Median Sale Price	\$312,450	\$375,500	-16.8%
Short Sale	Closed Sales	4	0	N/A
	Median Sale Price	\$317,056	(No Sales)	N/A



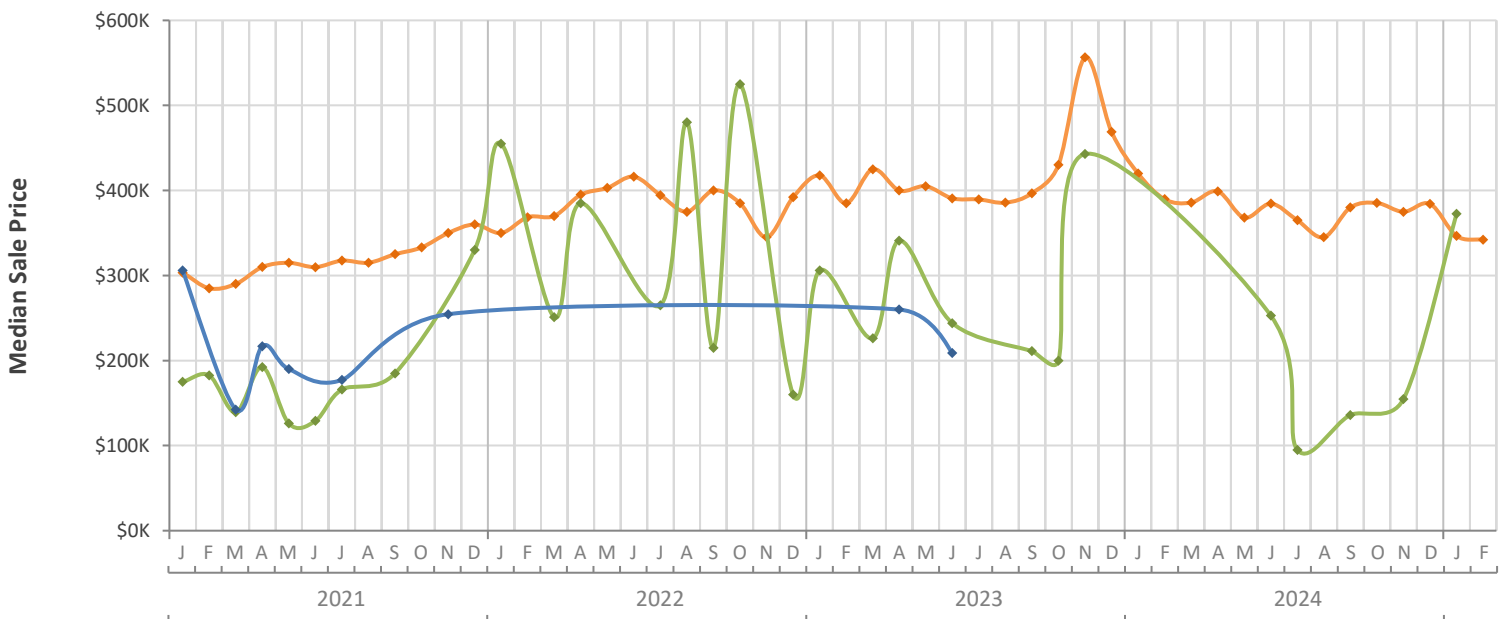
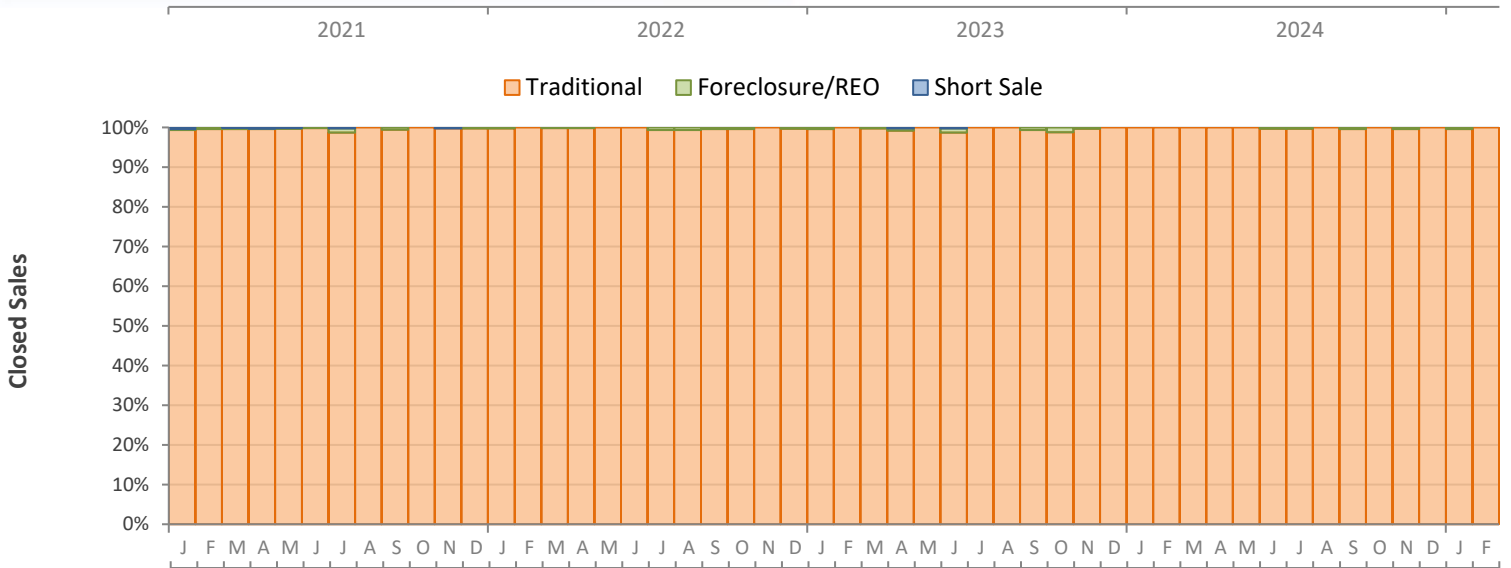
Monthly Distressed Market - February 2025

Townhouses and Condos

Sarasota County



		February 2025	February 2024	Percent Change Year-over-Year
Traditional	Closed Sales	237	270	-12.2%
	Median Sale Price	\$342,000	\$389,750	-12.3%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



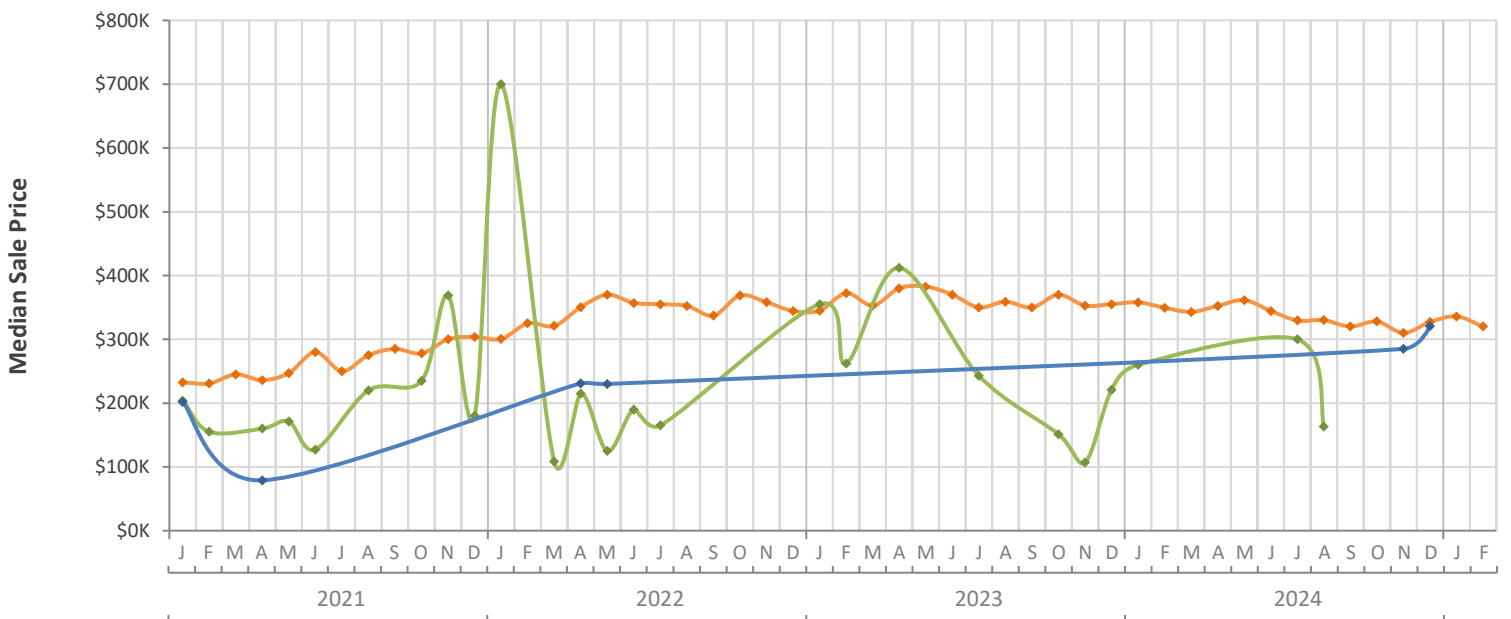
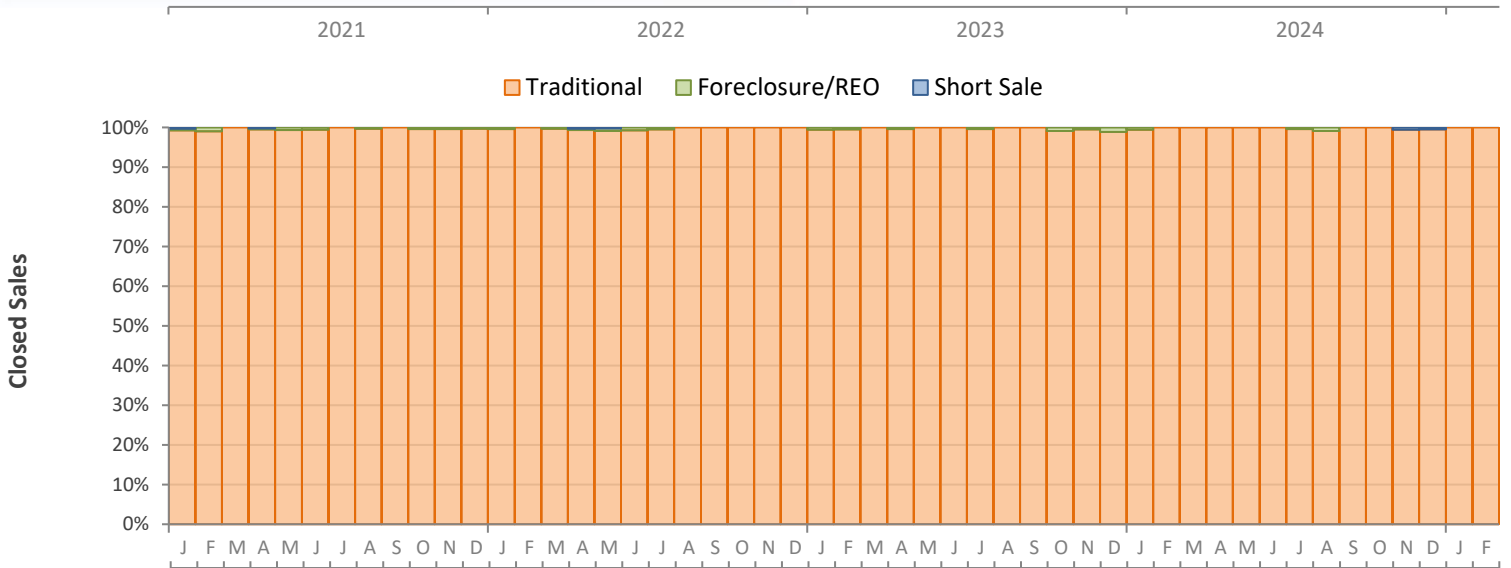
Monthly Distressed Market - February 2025

Townhouses and Condos

Manatee County



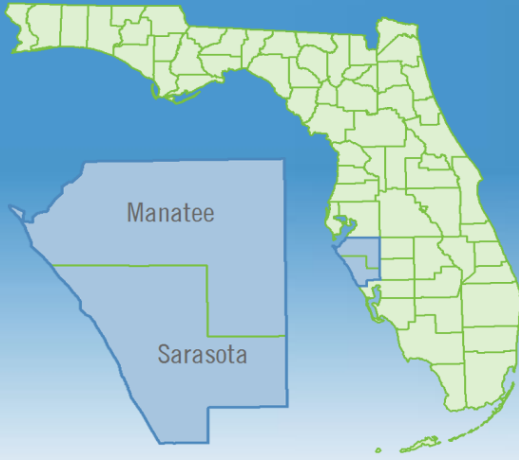
		February 2025	February 2024	Percent Change Year-over-Year
Traditional	Closed Sales	251	196	28.1%
	Median Sale Price	\$319,990	\$349,493	-8.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - February 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		February 2025	February 2024	Percent Change Year-over-Year
Traditional	Closed Sales	488	466	4.7%
	Median Sale Price	\$326,900	\$375,000	-12.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

