



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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

SARASOTA, Fla. (February 21, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its January 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 for January 2025 reflects notable shifts, including increased inventory, longer sales timelines, and price adjustments across property types.

While closed sales have risen in some segments, median sale prices have generally declined, indicating a more balanced market compared to previous years. The rise in available listings has led to higher months of supply, giving buyers more options and greater negotiating power. Cash transactions remain a significant portion of sales, though they have slightly decreased in some areas compared to last year. The extended time to contract and sale suggests a cooling period in the market, particularly in the townhouse and condo sector.

Key Trends in Sarasota/Manatee January 2025:

- **Decrease in Median Sale Prices:** Across all property types and both counties, median sale prices have generally decreased year-over-year. Sarasota County's townhouse/condo market experienced the sharpest decline, while Manatee County's single-family home prices also dropped notably.
- **Increase in Time to Sale & Contract:** Homes are taking longer to sell across all segments, indicating a shift in market conditions.
- **Closed Sales Growth in Most Segments:** Many property types experienced an increase in closed sales, with Manatee County's single-family homes seeing the strongest growth year-over-year.

Single-Family Homes

In Sarasota County, there were 520 single-family home sales in January 2025, reflecting a 6.8 percent increase from January 2024. The median sale price declined slightly by 1 percent year-over-year to \$529,750, with nearly 49.4 percent of these transactions paid in cash.

Despite the increase in closed sales, inventory levels rose, with a 30.6 percent year-over-year increase, bringing the months' supply to 6.4 months. The median time to contract and median time to sale also increased to 45 days and 85 days, respectively.

In Manatee County, there were 498 single-family home sales, marking a 22.1 percent increase year-over-year. The median sale price dropped 8.6 percent to \$480,000.

Manatee County ended January with 2,907 active listings, representing a 4.6-month supply of inventory. The median time to contract increased by 40 percent to 49 days, while the median time to sale rose 14 percent to 98 days.

“While closed sales have increased, inventory growth continues to outpace demand, leading to an extended months' supply,” said Debi Reynolds, 2025 RASM President and Managing Broker of SaraBay Real Estate. “This shift presents opportunities for buyers while emphasizing the importance of strategic pricing for sellers.”

Townhomes and Condos

The townhouse and condo market in Sarasota County saw a 15.8 percent increase in closed sales, with 242 transactions in January 2025. The median sale price fell 17.4 percent to \$347,000.

Inventory grew significantly, with 2,463 active listings and an 8.5-month supply, signaling a shift into a buyer's market. The median time to contract increased by 51.4 percent to 53 days, while the median time to sale rose 8.9 percent to 86 days.

In Manatee County, townhouse and condo sales declined 7 percent year-over-year to 172 transactions, with 58.1 percent of sales being cash purchases. The median sale price dropped 6.1 percent to \$335,990.

Manatee County ended the month with 1,714 active listings, equating to an 8-month supply of inventory, further strengthening buyers' leverage. The median time to contract increased by 27.7 percent to 60 days, while the median time to sale rose 14.1 percent to 105 days.

“Median home prices have adjusted in response to increasing inventory, particularly in Sarasota's condo market,” added Reynolds. “With townhomes and condos in both counties exceeding eight months of supply, market conditions now favor buyers.”

Summary

The January 2025 housing market highlights a transition, with increasing inventory and shifting price trends favoring buyers in many segments. While some property types have seen stronger sales activity, longer selling timelines and price adjustments indicate a move away from the highly competitive market of previous years.

In this evolving landscape, the expertise of a REALTOR® is more essential than ever. Whether navigating price fluctuations, strategizing in negotiations, or understanding the impact of increased inventory, working with a REALTOR® ensures that buyers and sellers make informed decisions in a changing market.

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.

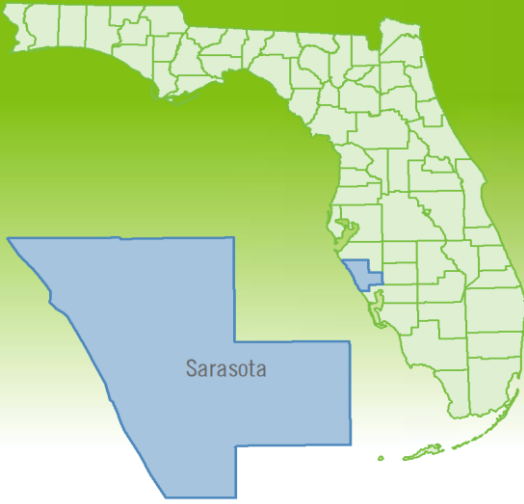
About REALTOR® Association of Sarasota and Manatee

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.

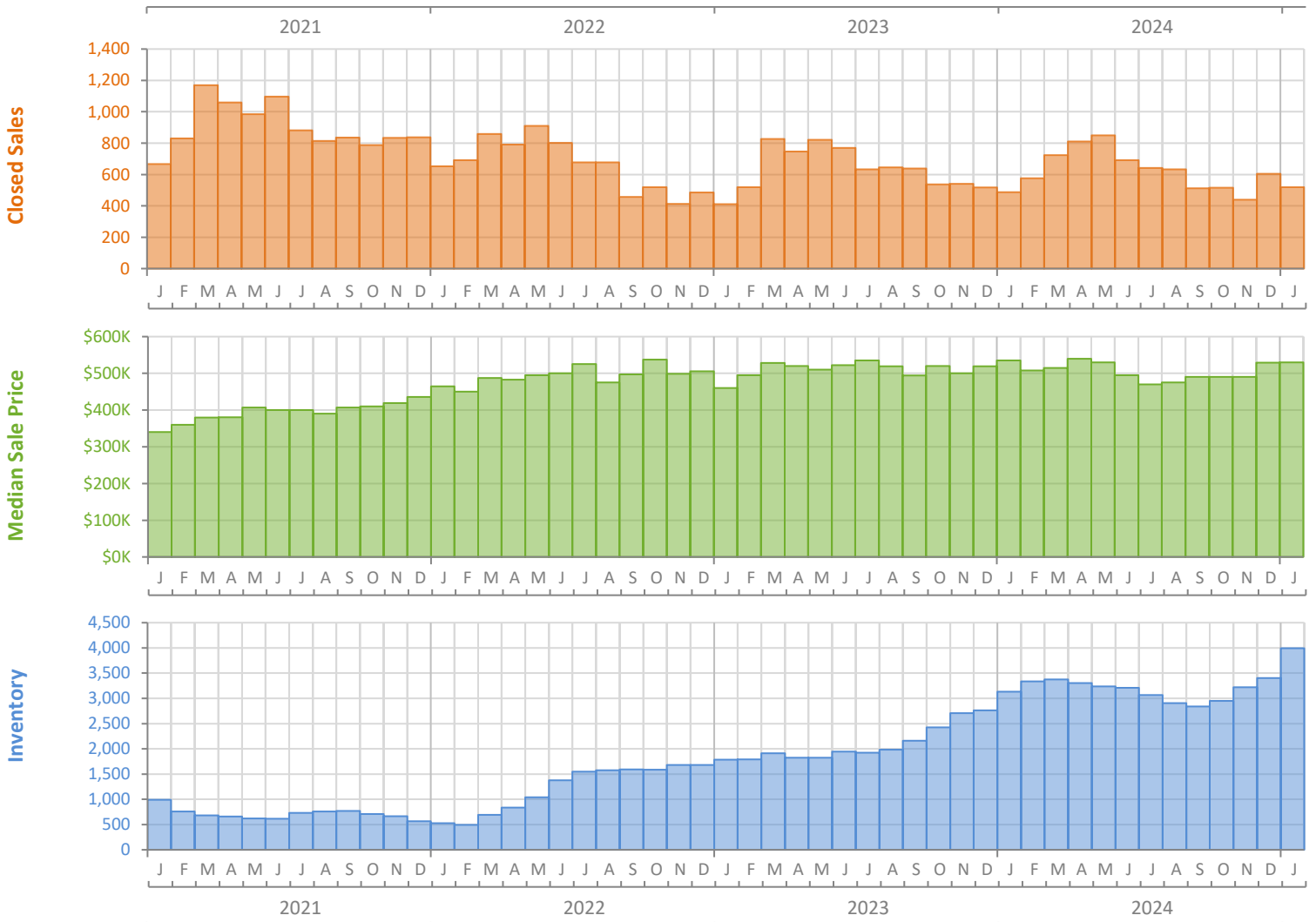
Monthly Market Summary - January 2025

Single-Family Homes

Sarasota County



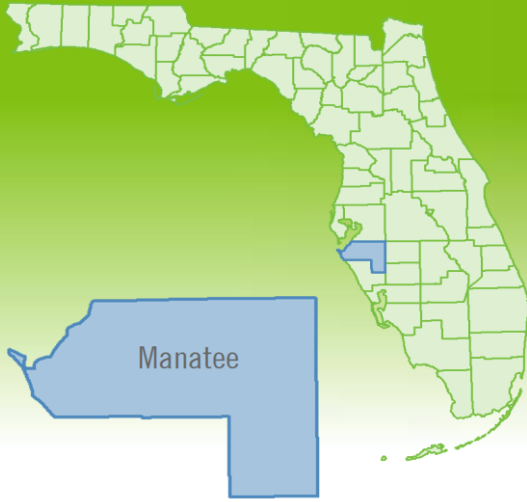
	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	520	487	6.8%
Paid in Cash	257	260	-1.2%
Median Sale Price	\$529,750	\$535,000	-1.0%
Average Sale Price	\$754,675	\$792,062	-4.7%
Dollar Volume	\$392.4 Million	\$385.7 Million	1.7%
Med. Pct. of Orig. List Price Received	94.1%	95.2%	-1.2%
Median Time to Contract	45 Days	40 Days	12.5%
Median Time to Sale	85 Days	83 Days	2.4%
New Pending Sales	690	655	5.3%
New Listings	1,452	1,196	21.4%
Pending Inventory	822	815	0.9%
Inventory (Active Listings)	3,992	3,135	27.3%
Months Supply of Inventory	6.4	4.9	30.6%



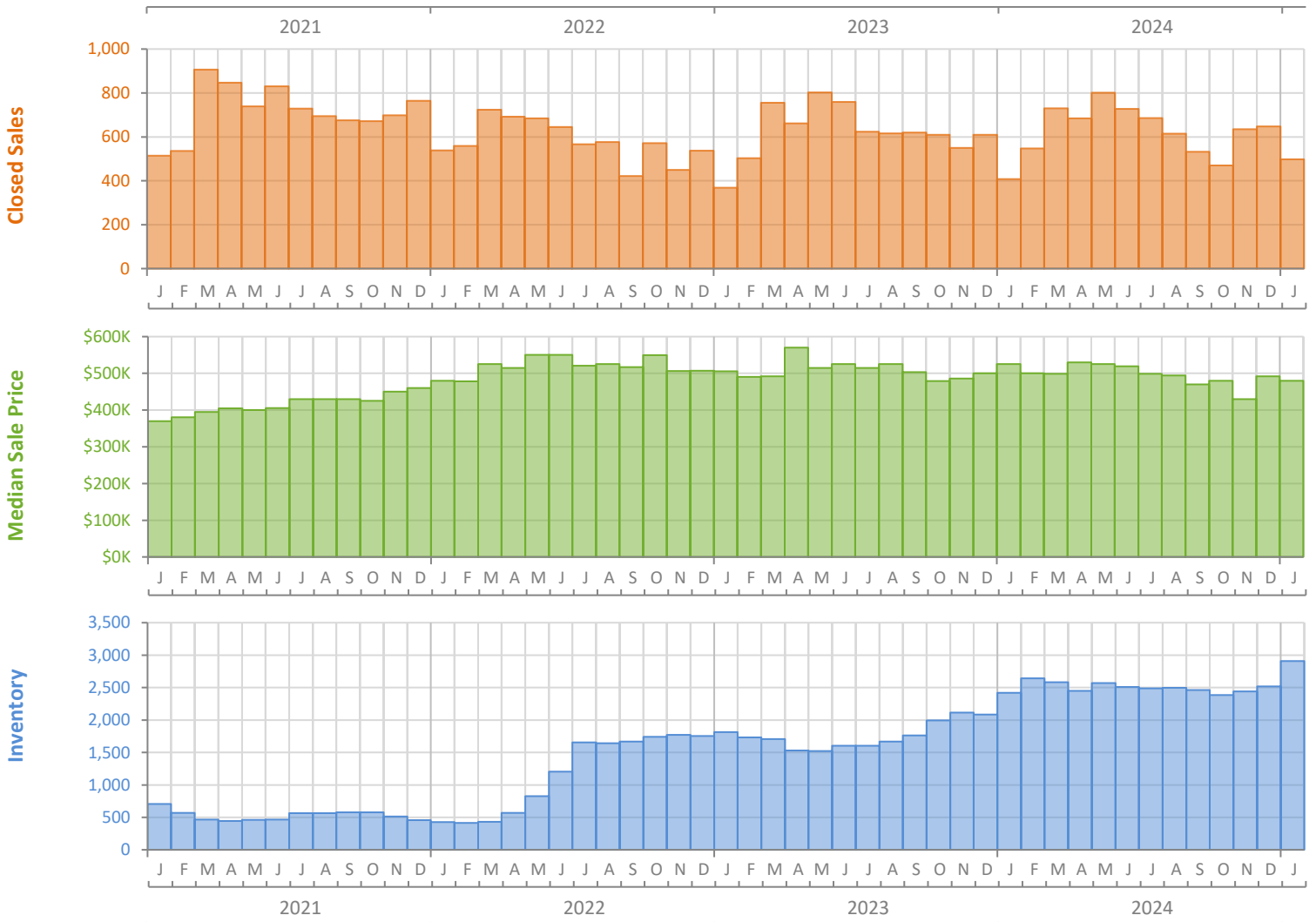
Monthly Market Summary - January 2025

Single-Family Homes

Manatee County



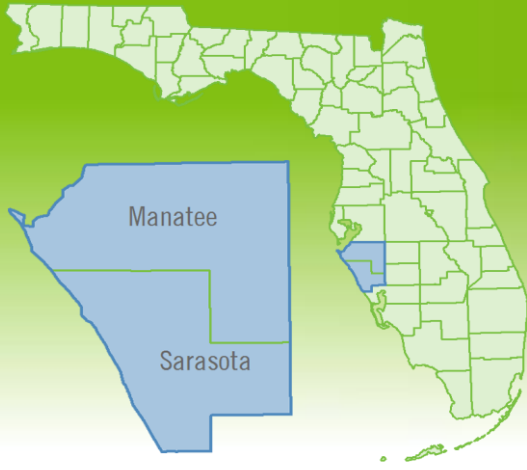
	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	498	408	22.1%
Paid in Cash	169	146	15.8%
Median Sale Price	\$480,000	\$525,000	-8.6%
Average Sale Price	\$662,504	\$735,836	-10.0%
Dollar Volume	\$329.9 Million	\$300.2 Million	9.9%
Med. Pct. of Orig. List Price Received	94.7%	96.2%	-1.6%
Median Time to Contract	49 Days	35 Days	40.0%
Median Time to Sale	98 Days	86 Days	14.0%
New Pending Sales	604	605	-0.2%
New Listings	1,121	1,033	8.5%
Pending Inventory	757	836	-9.4%
Inventory (Active Listings)	2,907	2,420	20.1%
Months Supply of Inventory	4.6	3.9	17.9%



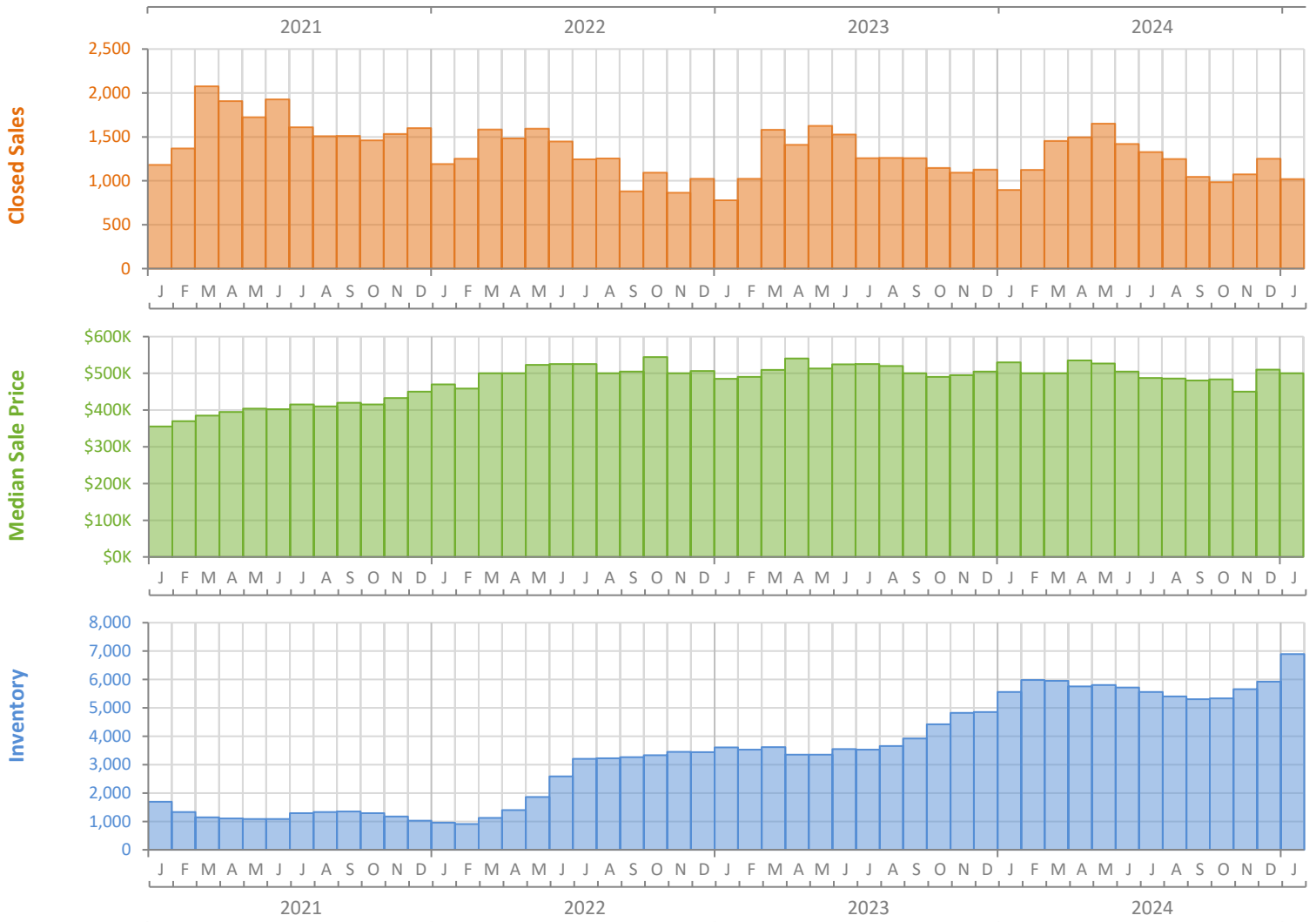
Monthly Market Summary - January 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



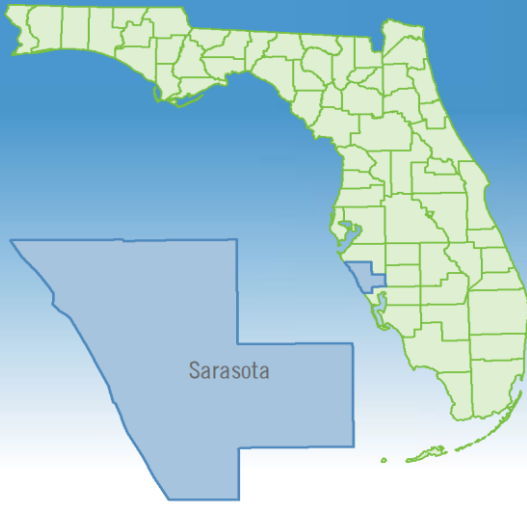
	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	1,018	895	13.7%
Paid in Cash	426	406	4.9%
Median Sale Price	\$500,000	\$530,000	-5.7%
Average Sale Price	\$709,632	\$766,431	-7.4%
Dollar Volume	\$722.4 Million	\$686.0 Million	5.3%
Med. Pct. of Orig. List Price Received	94.4%	95.6%	-1.3%
Median Time to Contract	47 Days	38 Days	23.7%
Median Time to Sale	90 Days	85 Days	5.9%
New Pending Sales	1,294	1,260	2.7%
New Listings	2,573	2,229	15.4%
Pending Inventory	1,579	1,651	-4.4%
Inventory (Active Listings)	6,899	5,555	24.2%
Months Supply of Inventory	5.5	4.4	25.0%



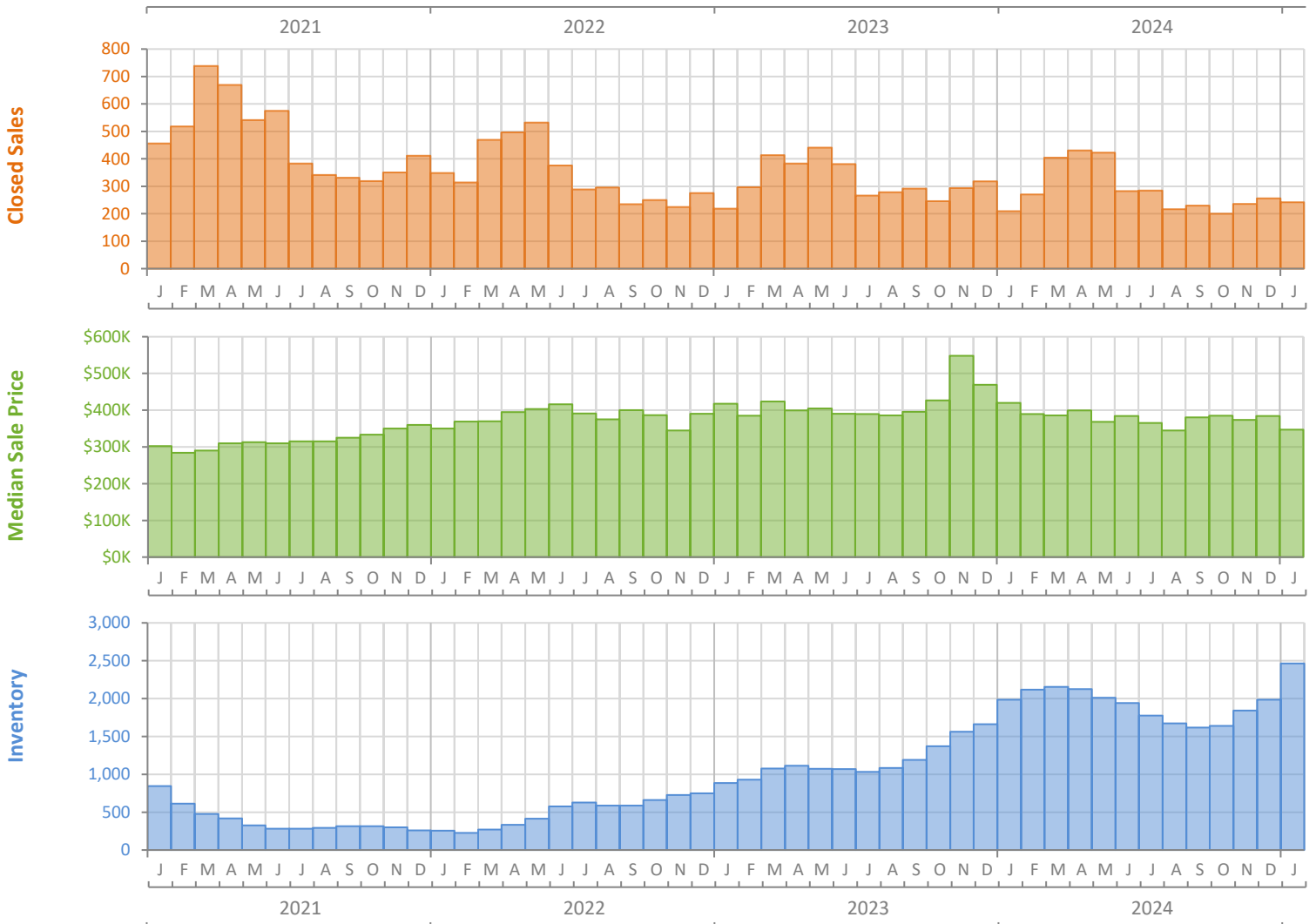
Monthly Market Summary - January 2025

Townhouses and Condos

Sarasota County



	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	242	209	15.8%
Paid in Cash	164	149	10.1%
Median Sale Price	\$347,000	\$420,000	-17.4%
Average Sale Price	\$732,448	\$722,730	1.3%
Dollar Volume	\$177.3 Million	\$151.1 Million	17.3%
Med. Pct. of Orig. List Price Received	92.5%	95.5%	-3.1%
Median Time to Contract	53 Days	35 Days	51.4%
Median Time to Sale	86 Days	79 Days	8.9%
New Pending Sales	277	337	-17.8%
New Listings	849	728	16.6%
Pending Inventory	472	576	-18.1%
Inventory (Active Listings)	2,463	1,985	24.1%
Months Supply of Inventory	8.5	6.2	37.1%



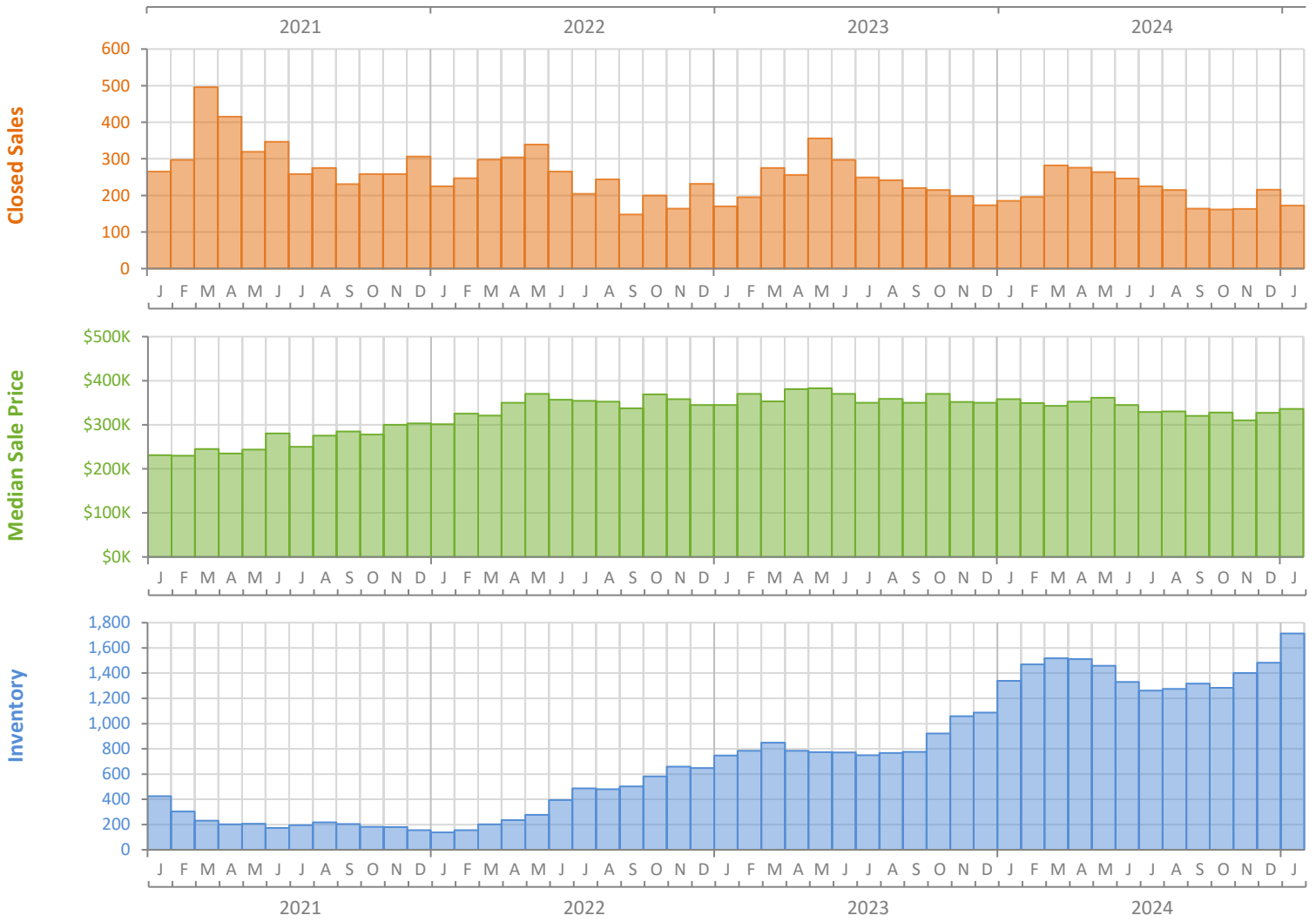
Monthly Market Summary - January 2025

Townhouses and Condos

Manatee County



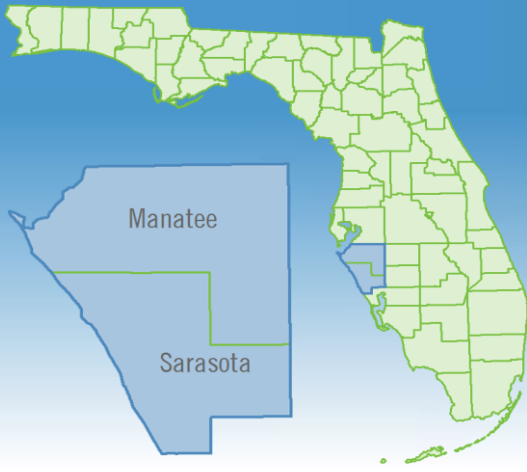
	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	172	185	-7.0%
Paid in Cash	100	115	-13.0%
Median Sale Price	\$335,990	\$357,990	-6.1%
Average Sale Price	\$408,238	\$441,573	-7.5%
Dollar Volume	\$70.2 Million	\$81.7 Million	-14.0%
Med. Pct. of Orig. List Price Received	93.1%	94.7%	-1.7%
Median Time to Contract	60 Days	47 Days	27.7%
Median Time to Sale	105 Days	92 Days	14.1%
New Pending Sales	253	237	6.8%
New Listings	550	538	2.2%
Pending Inventory	321	300	7.0%
Inventory (Active Listings)	1,714	1,340	27.9%
Months Supply of Inventory	8.0	5.6	42.9%



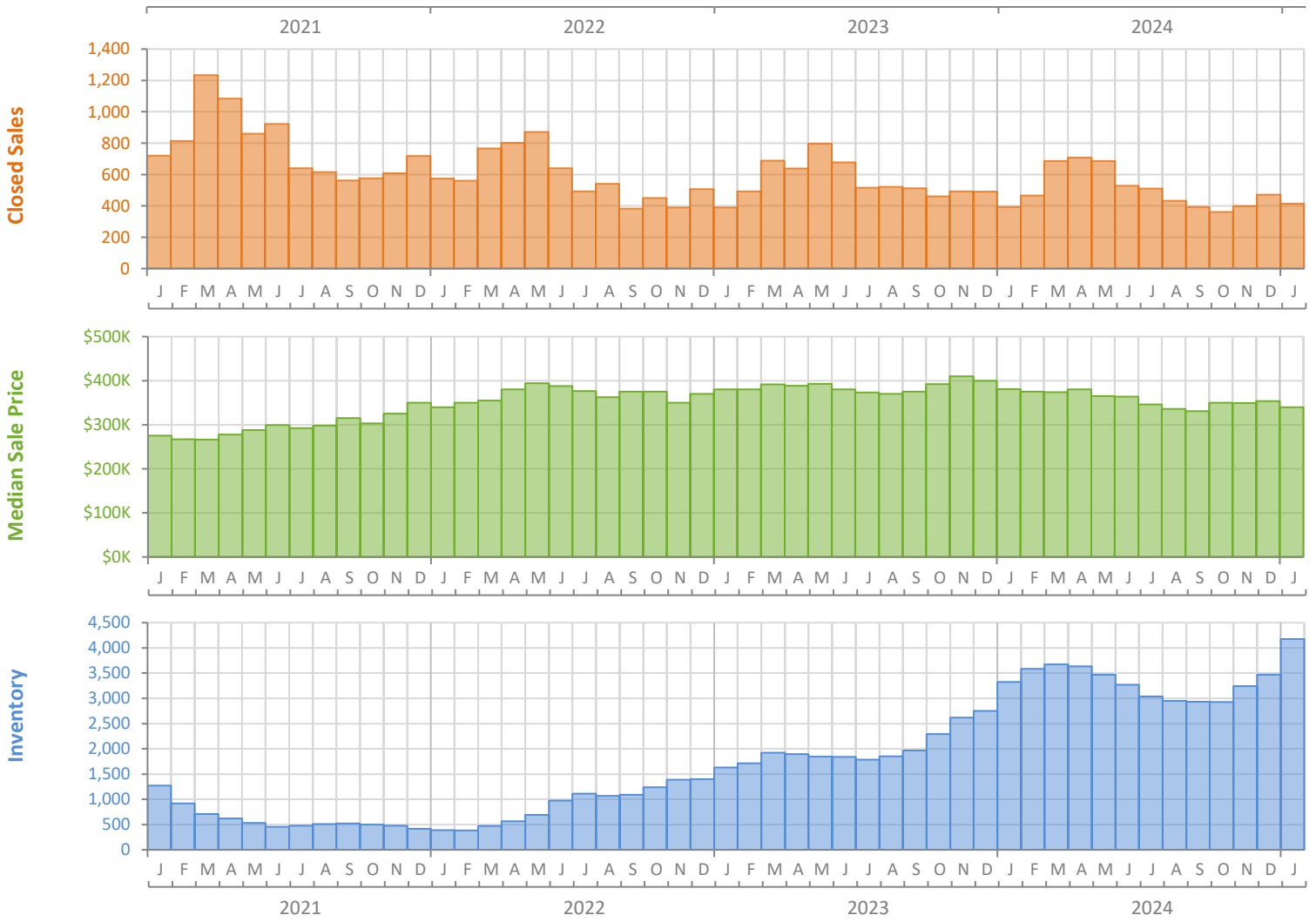
Monthly Market Summary - January 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	414	394	5.1%
Paid in Cash	264	264	0.0%
Median Sale Price	\$340,000	\$380,573	-10.7%
Average Sale Price	\$597,426	\$590,715	1.1%
Dollar Volume	\$247.3 Million	\$232.7 Million	6.3%
Med. Pct. of Orig. List Price Received	92.8%	95.2%	-2.5%
Median Time to Contract	58 Days	43 Days	34.9%
Median Time to Sale	96 Days	84 Days	14.3%
New Pending Sales	530	574	-7.7%
New Listings	1,399	1,266	10.5%
Pending Inventory	793	876	-9.5%
Inventory (Active Listings)	4,177	3,325	25.6%
Months Supply of Inventory	8.3	6.0	38.3%



Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Friday, February 21, 2025. Next data release is Thursday, March 20, 2025.



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Sarasota and Manatee Counties

JANUARY 2025

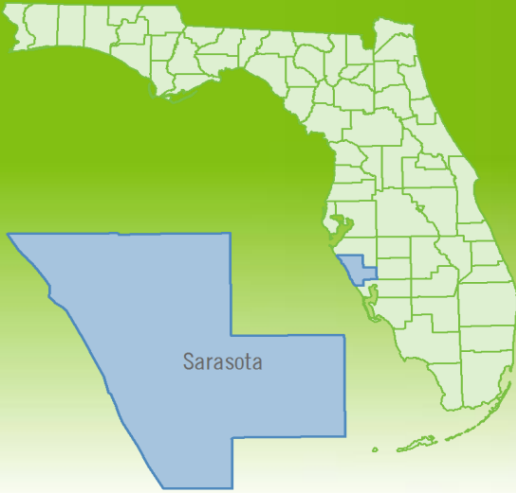
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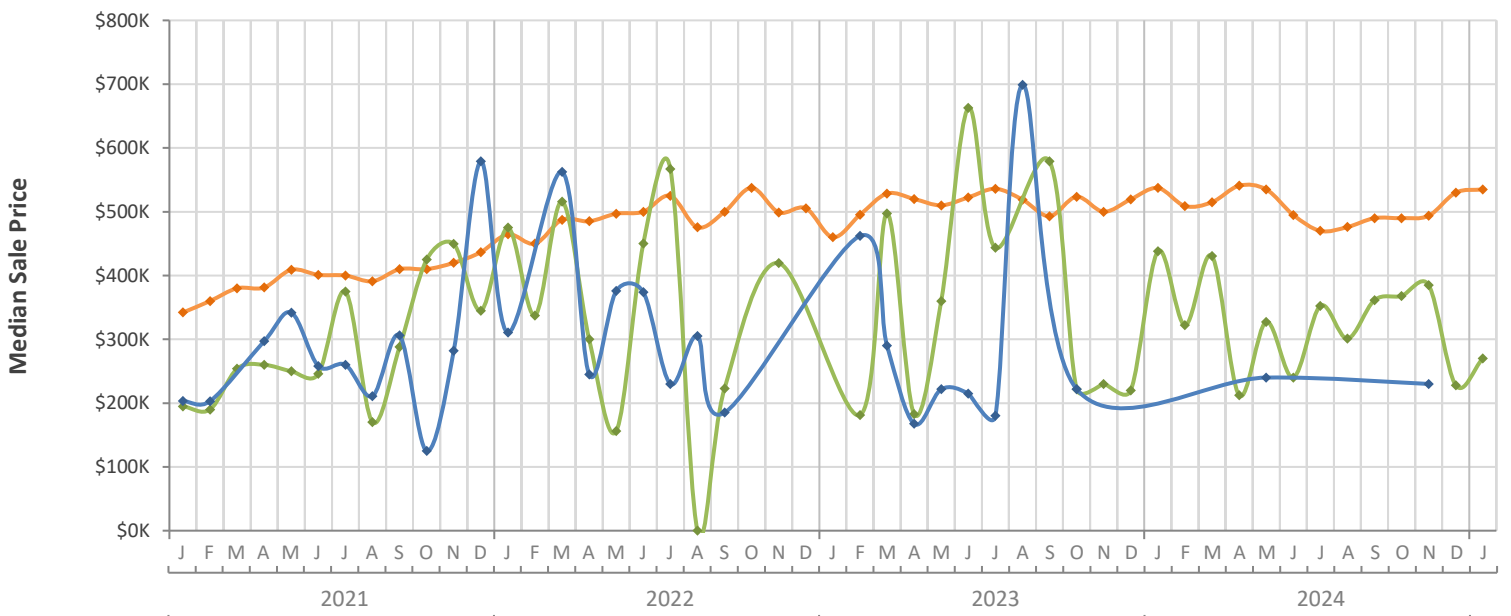
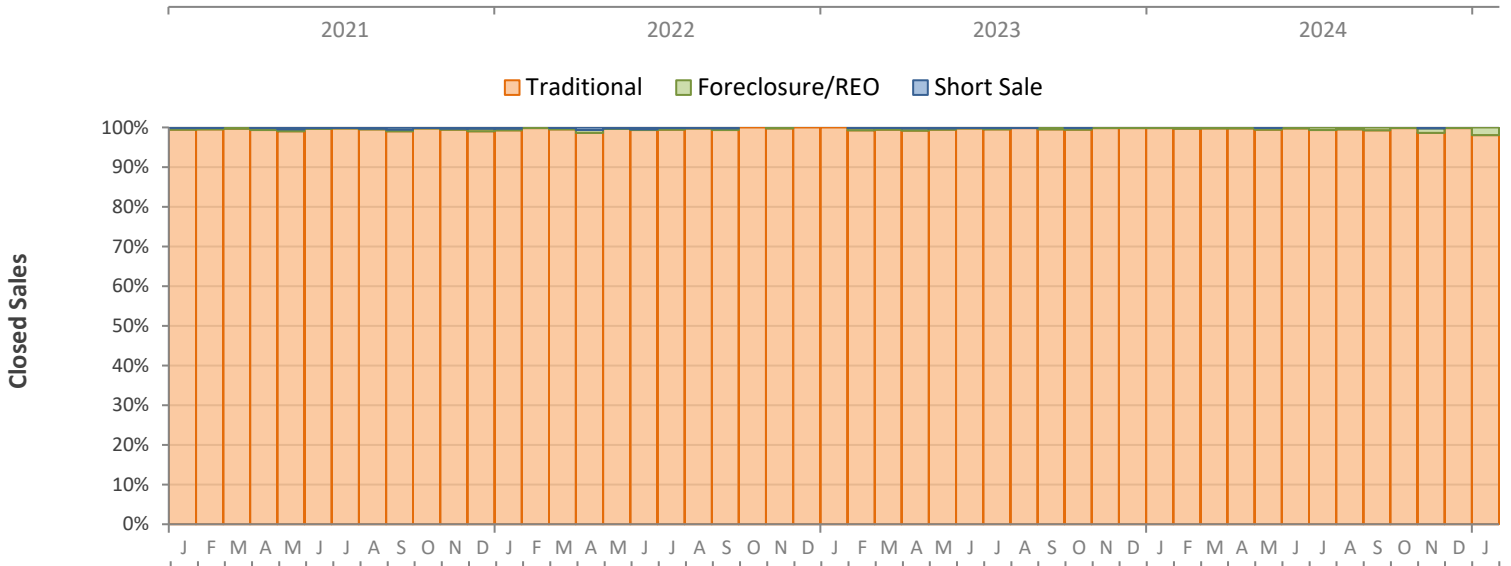
Monthly Distressed Market - January 2025

Single-Family Homes

Sarasota County



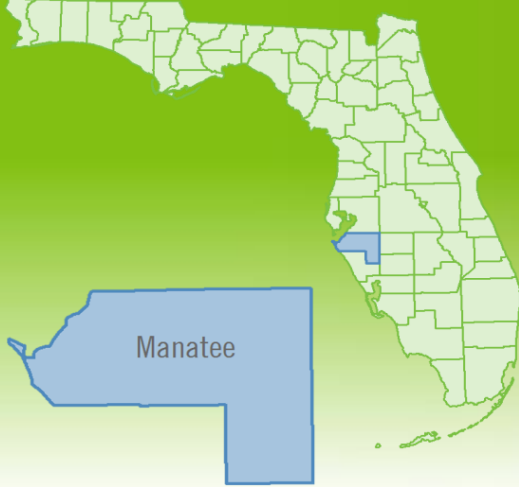
		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	510	486	4.9%
	Median Sale Price	\$535,000	\$537,250	-0.4%
Foreclosure/REO	Closed Sales	10	1	900.0%
	Median Sale Price	\$269,950	\$438,000	-38.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



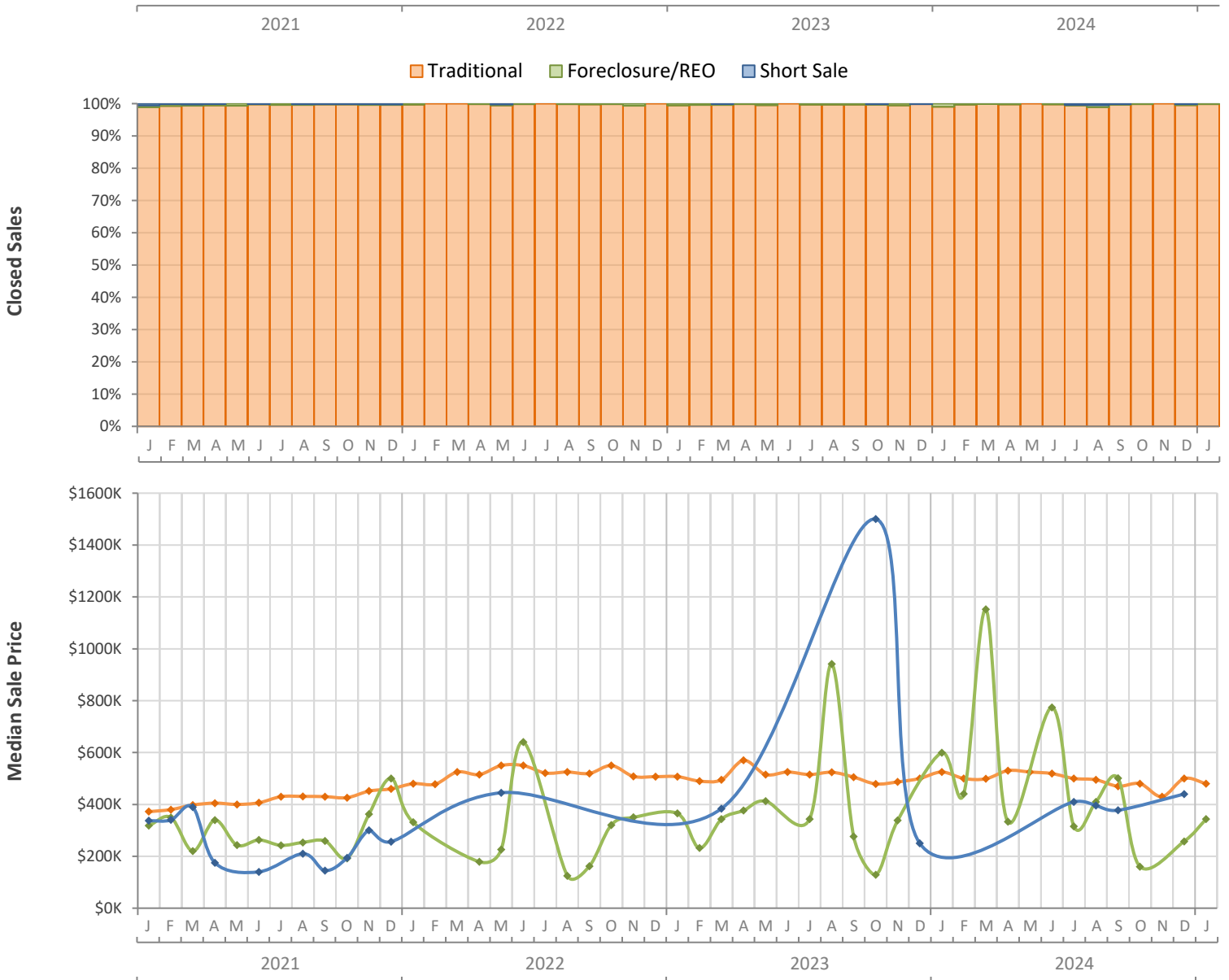
Monthly Distressed Market - January 2025

Single-Family Homes

Manatee County



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	497	404	23.0%
	Median Sale Price	\$480,000	\$525,000	-8.6%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$343,000	\$599,288	-42.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

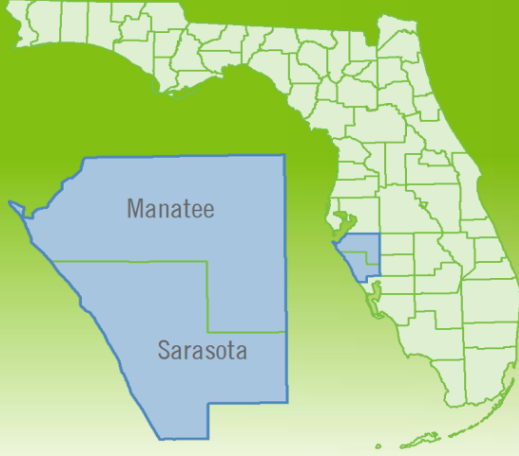


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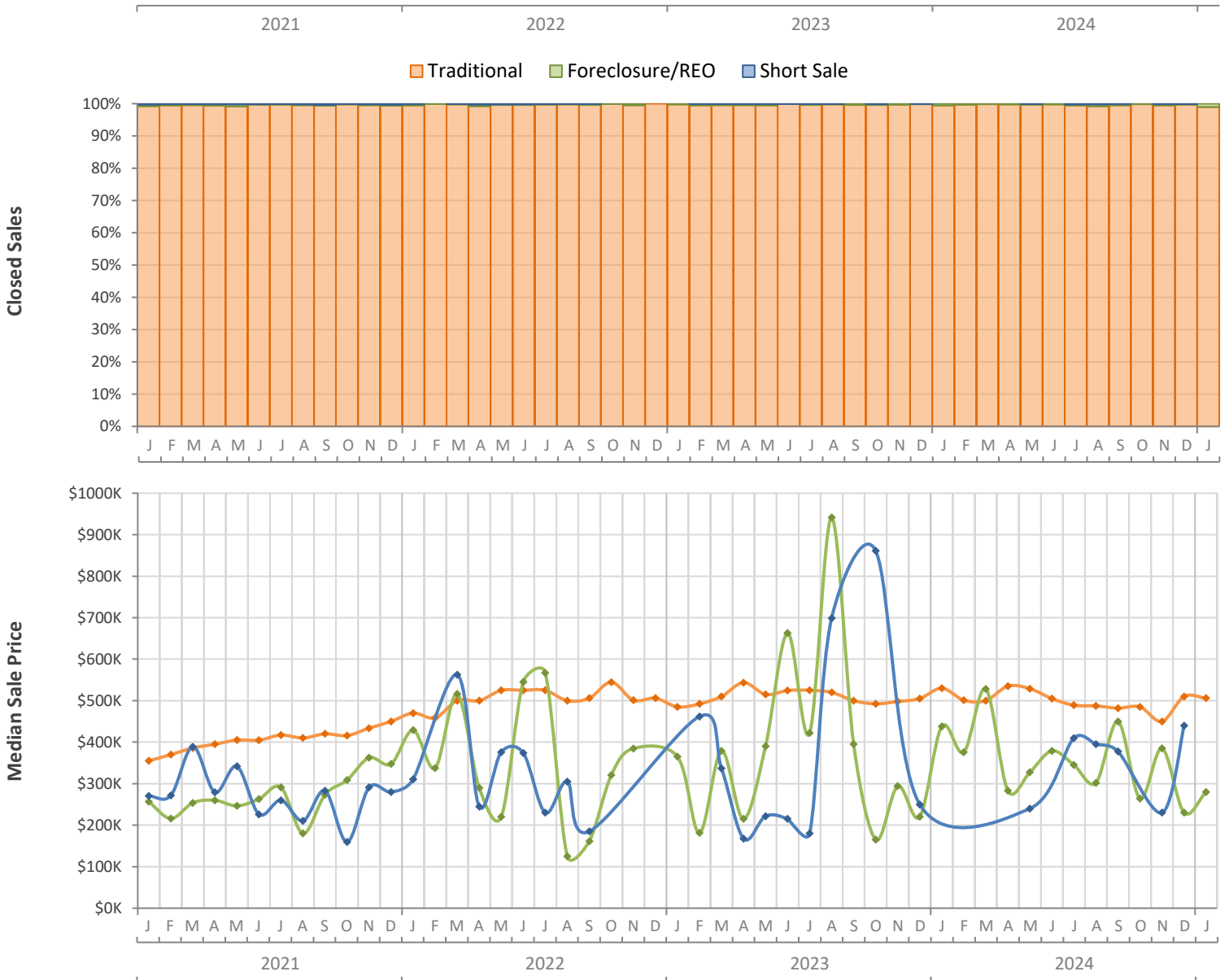
Monthly Distressed Market - January 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,007	890	13.1%
	Median Sale Price	\$505,995	\$530,000	-4.5%
Foreclosure/REO	Closed Sales	11	5	120.0%
	Median Sale Price	\$279,900	\$438,000	-36.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

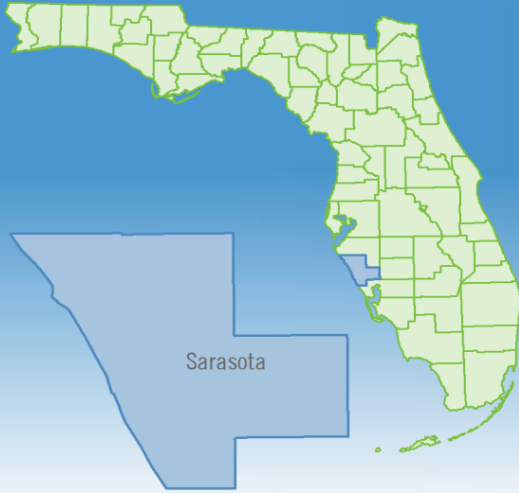


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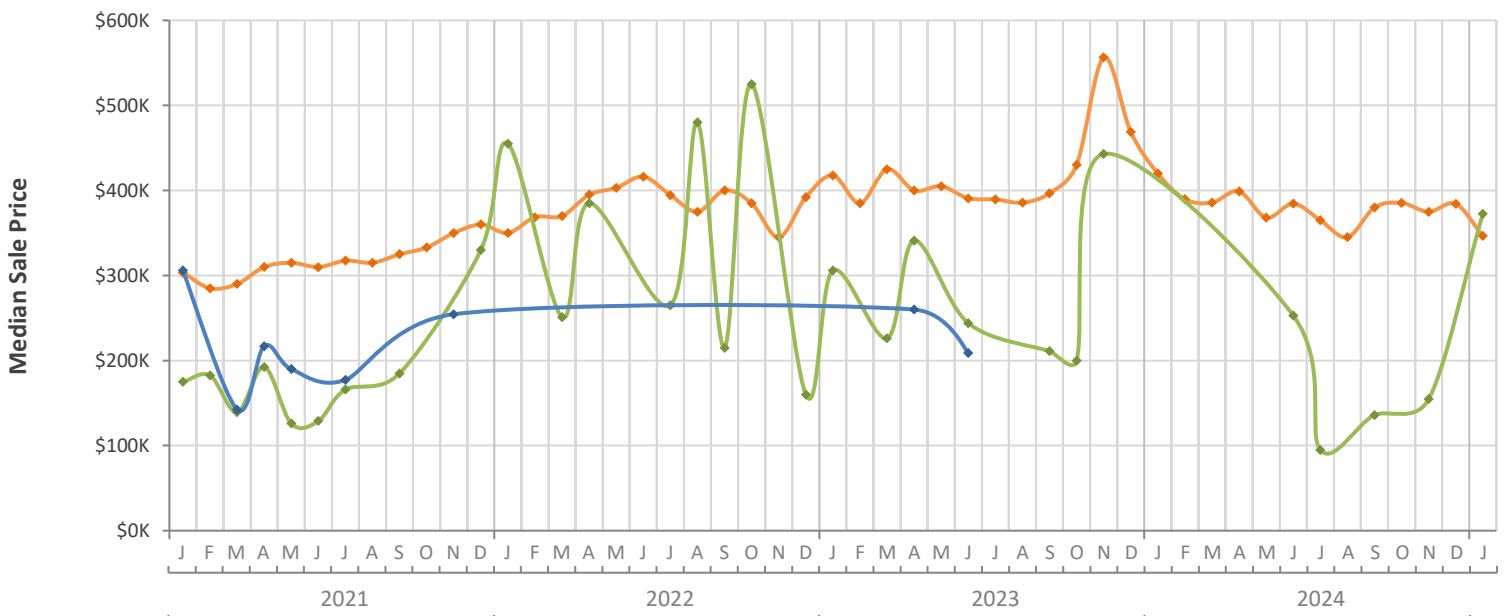
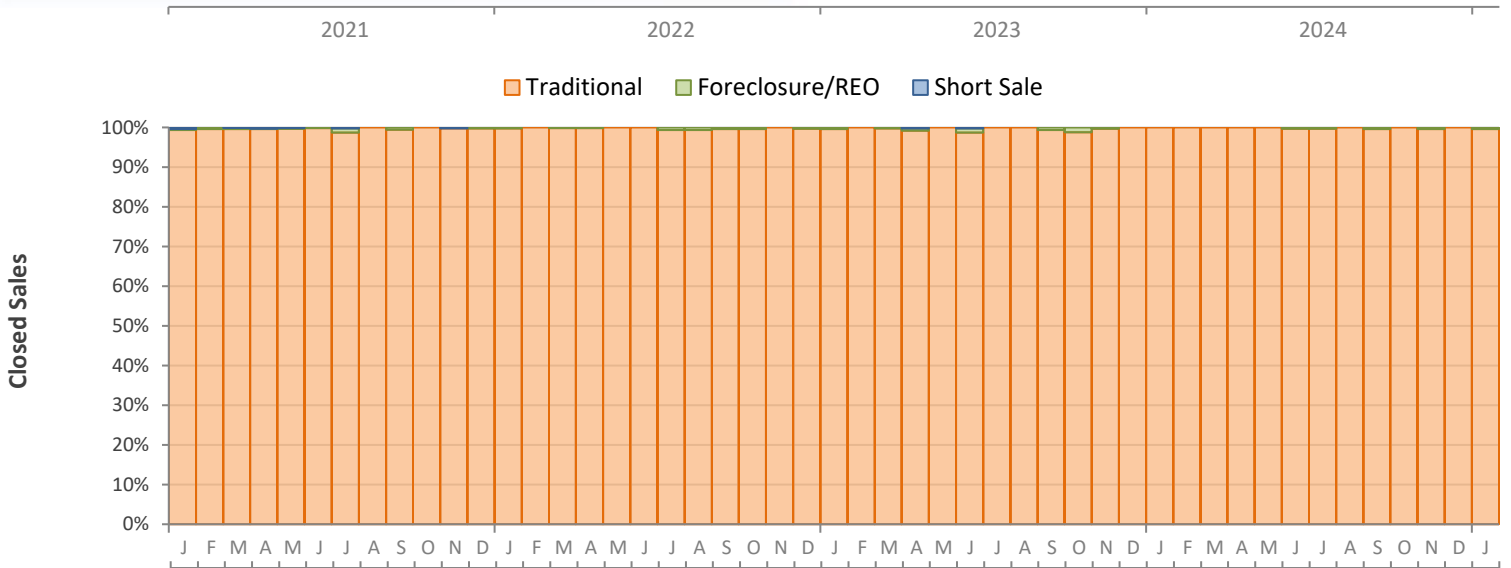
Monthly Distressed Market - January 2025

Townhouses and Condos

Sarasota County



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	241	209	15.3%
	Median Sale Price	\$346,500	\$420,000	-17.5%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$372,751	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



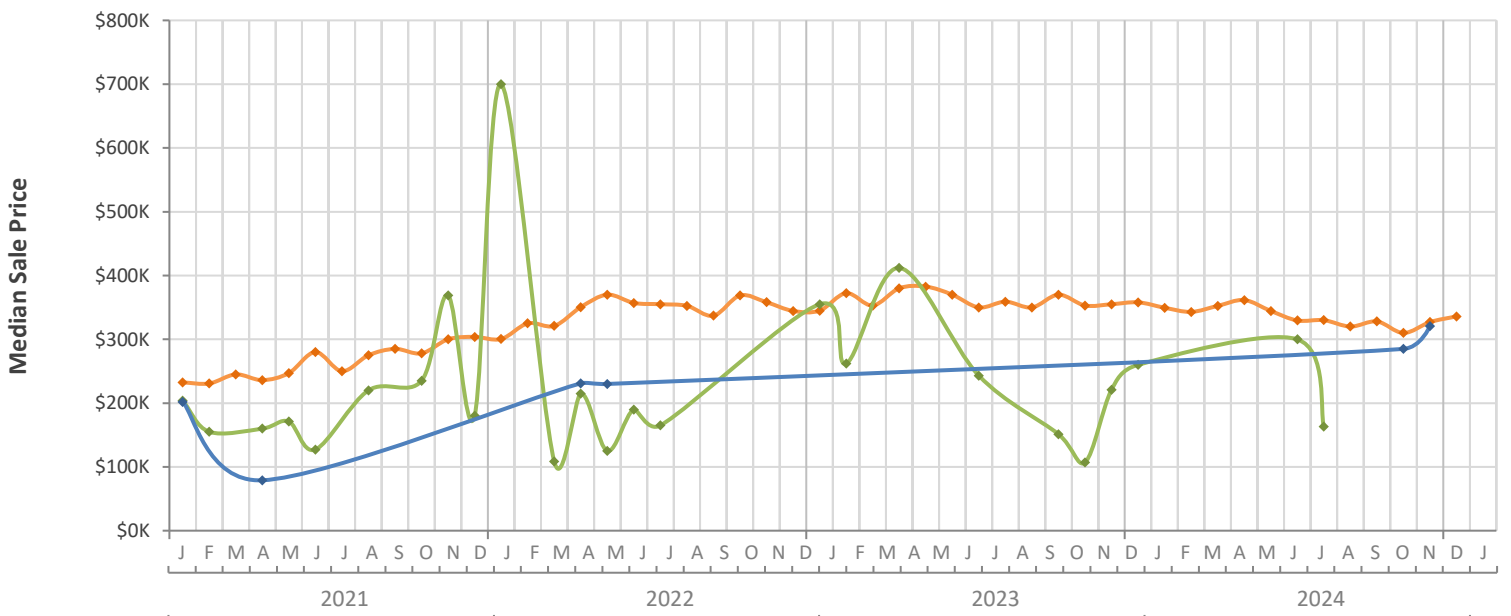
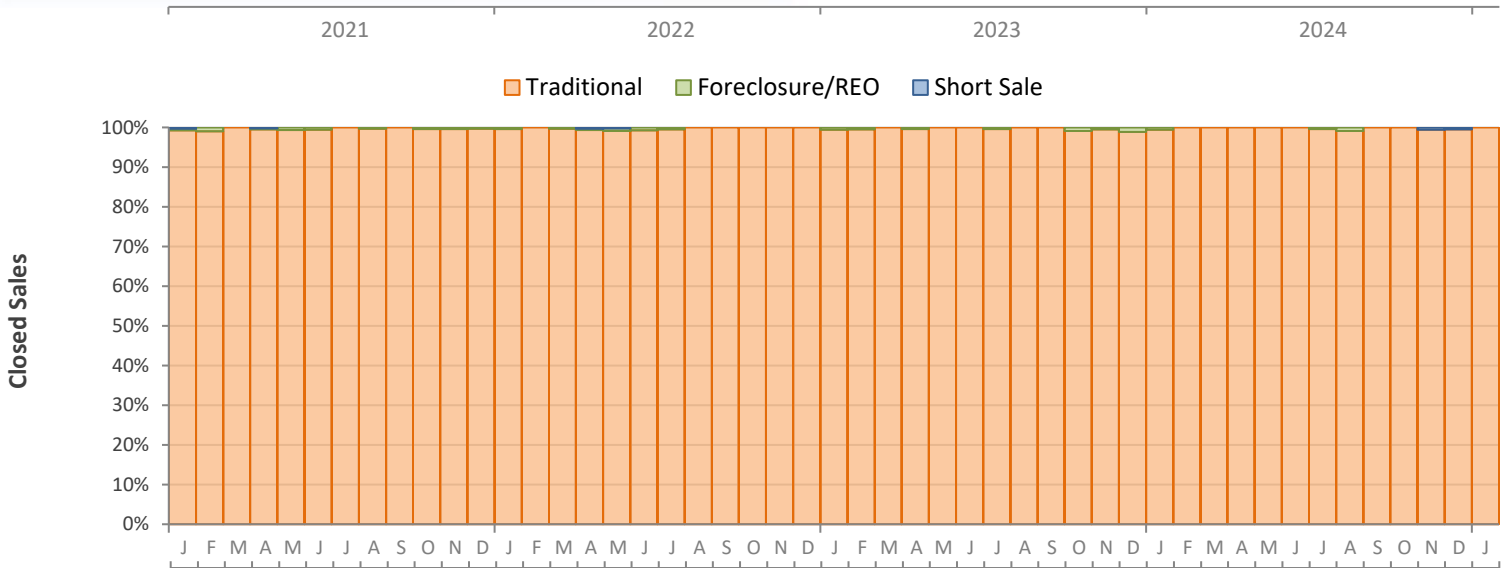
Monthly Distressed Market - January 2025

Townhouses and Condos

Manatee County



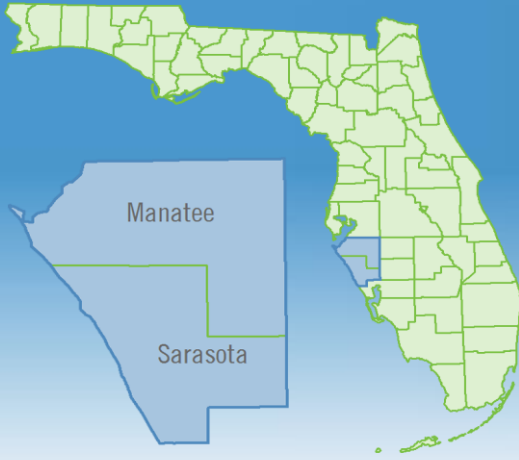
		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	172	184	-6.5%
	Median Sale Price	\$335,990	\$357,995	-6.1%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$260,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - January 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	413	393	5.1%
	Median Sale Price	\$340,000	\$381,145	-10.8%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$372,751	\$260,000	43.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

