



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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

SARASOTA, Fla. (April 24, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its March 2025 real estate market report, offering a comprehensive analysis of key trends across both counties. According to data from Florida REALTORS®, The housing markets in Sarasota and Manatee counties each showed their own unique trends, setting them apart from each other and from what’s happening in the rest of the country. Despite these differences, both counties maintained relative balance within the single-family home sector. A balanced market presents valuable opportunities for both buyers and sellers, fostering a healthier and more competitive real estate environment. In today's evolving market conditions, working with a trusted REALTOR® is essential to navigate opportunities, negotiate effectively, and make informed real estate decisions.

Key Trends in Sarasota/Manatee March 2025:

- **Median Sale Price Trends:** Median sale prices in Sarasota County continued a downward trajectory across both property types, while Manatee County median prices appear to have stabilized, indicating a potential market bottoming in that region.
- **Closed Sales Activity:** Single-family home closed sales increased month-over-month in both Sarasota and Manatee counties; however, Manatee County remains below its closed sales volume compared to the same period last year.
- **Inventory Growth and Market Balance:** Although certain market segments experienced an uptick in closed transactions, active inventory growth continues to slightly outpace demand, resulting in a continued rise in months’ supply of inventory and further shifting conditions toward a more balanced or buyer-favorable market.

Single-Family Homes

In March 2025, Sarasota County reported 817 single-family home sales, a 38.7 percent increase compared to February and a 13.0 percent increase year-over-year. The median sale price declined by 8.8 percent from March 2024 to \$469,450, marking the third consecutive month of price decreases. Cash buyers accounted for 44.7 percent of all closed sales.

Despite the increase in closed sales, inventory levels rose, with a 30.8 percent year-over-year increase to 4,412 active listings, bringing the months' supply to 6.9 months. The median time to contract and median time to sale decreased slightly from last month to 40 days and 82 days, respectively.

In March 2025, Manatee County reported 668 single-family home sales, a 33.6 percent increase compared to February, but an 8.5 percent decrease year-over-year. The median sale price increased by 1.5 percent from March 2024 to \$506,317, the highest median sales price since June 2024. Cash buyers accounted for 32.3 percent of all closed sales.

Manatee County ended March 2025 with 3,256 active listings, representing a 5.2-month supply of inventory. The median time to contract and the median time to sale stayed constant month-over-month to 46 days and 95 days, respectively.

“No two markets are the same, and what we’re seeing in Sarasota isn’t necessarily what we’re seeing in Manatee,” said Debi Reynolds, 2025 RASM President and Managing Broker at SaraBay Real Estate. “Local knowledge matters more than ever, and our REALTORS® bring that critical insight to every client they serve.”

Townhomes and Condos

In March 2025, Sarasota County reported 324 townhome and condo sales, a 36.7 percent increase compared to February, but a 19.8 percent decrease year-over-year. The median sale price fell 10.2 percent to \$346,500, with 68.5 percent of sales being cash purchases.

Inventory continued to grow with 2,714 active listings and a 9.7-month supply, continuing a further shift into a buyer's market. The median time to contract the median time to sale remained steady at 46 days and 84 days, respectively.

In March 2025, Manatee County reported 300 townhome and condo sales, a 19.5 percent increase compared to February, and a 6.4 percent increase year-over-year. The median sale price fell 1.3 percent to \$338,395, with 52.0 percent of sales being cash purchases.

Inventory held relatively constant from February with 1,816 active listings and an 8.2-month supply. The median time to contract and the median time to sale increased to 62 days and 106 days, respectively.

Summary

As the market continues to normalize from the post-pandemic surge, rising inventory levels and longer time on market point to greater flexibility and negotiating power for buyers—particularly in the townhome and condo sectors. At the same time, steady single-family home activity and strong cash buyer presence suggest sustained local demand. With distinct dynamics playing out across property types and counties, real estate decisions are becoming increasingly nuanced. As always, consumers are encouraged to work with a REALTOR® who understands the local market and can provide expert guidance through every stage of the transaction.

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

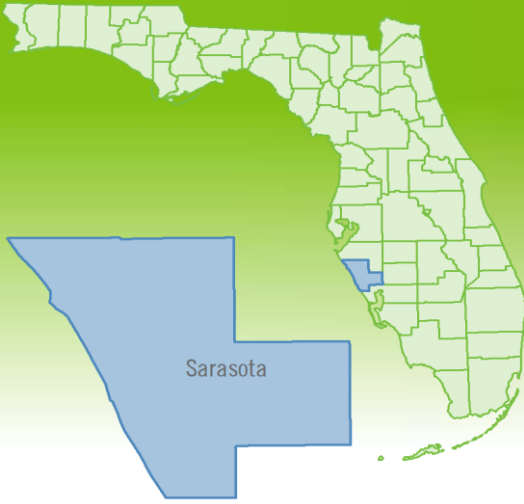
The REALTOR® Association of Sarasota and Manatee (RASM) is the largest real estate trade association in Sarasota and

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.

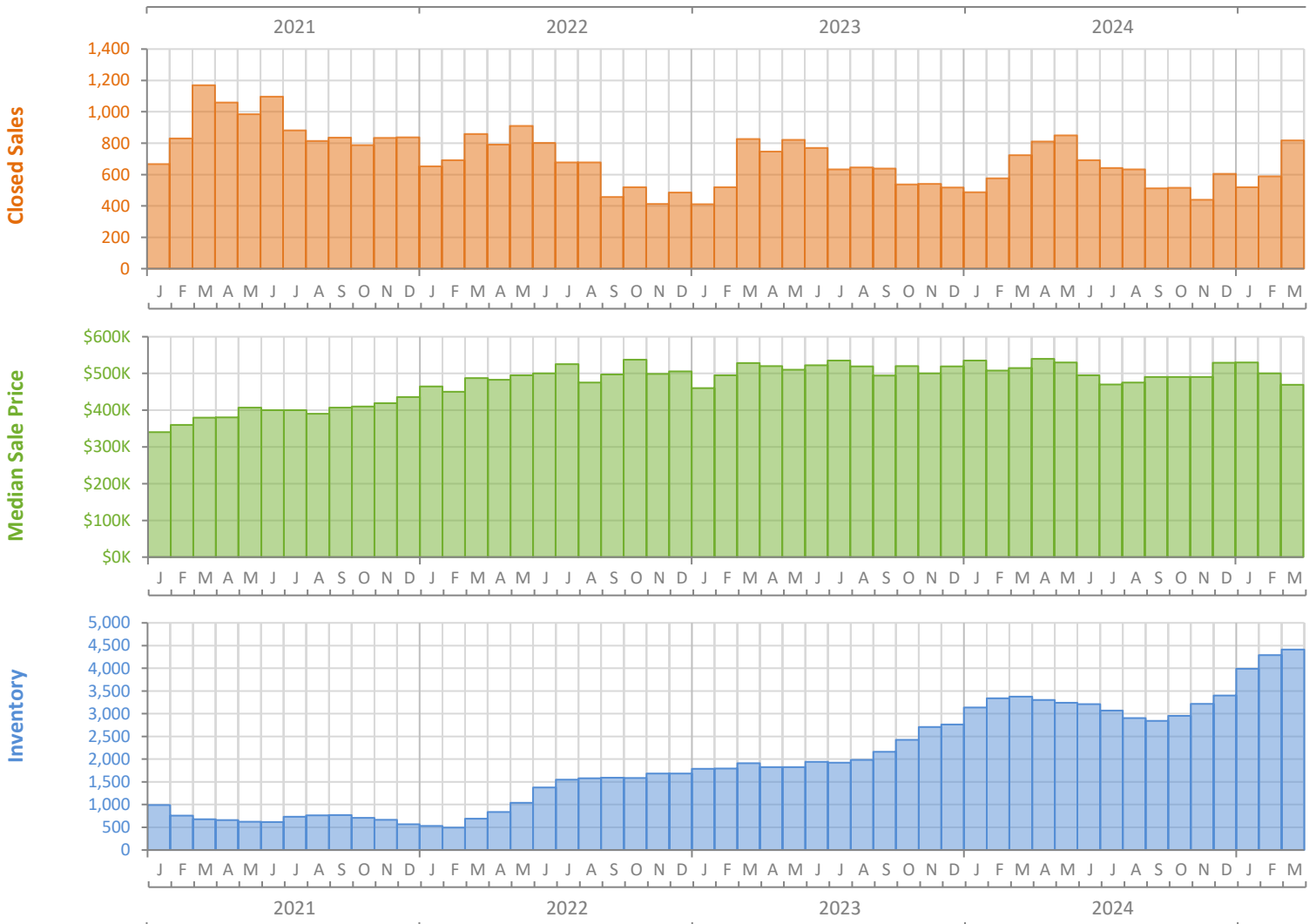
Monthly Market Summary - March 2025

Single-Family Homes

Sarasota County



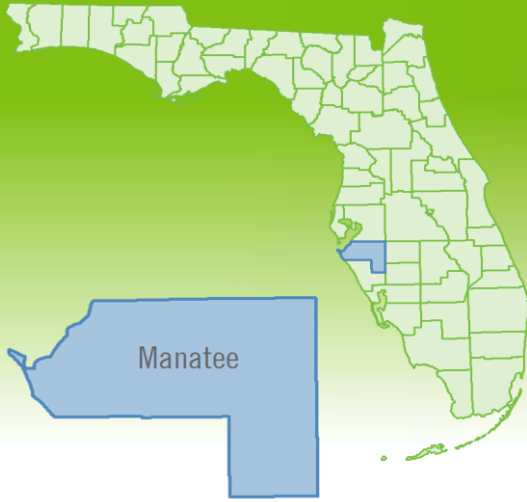
	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	817	723	13.0%
Paid in Cash	365	322	13.4%
Median Sale Price	\$469,450	\$515,000	-8.8%
Average Sale Price	\$727,555	\$798,731	-8.9%
Dollar Volume	\$594.4 Million	\$577.5 Million	2.9%
Med. Pct. of Orig. List Price Received	94.2%	95.2%	-1.1%
Median Time to Contract	40 Days	40 Days	0.0%
Median Time to Sale	82 Days	78 Days	5.1%
New Pending Sales	837	816	2.6%
New Listings	1,226	1,055	16.2%
Pending Inventory	1,051	1,094	-3.9%
Inventory (Active Listings)	4,412	3,374	30.8%
Months Supply of Inventory	6.9	5.3	30.2%



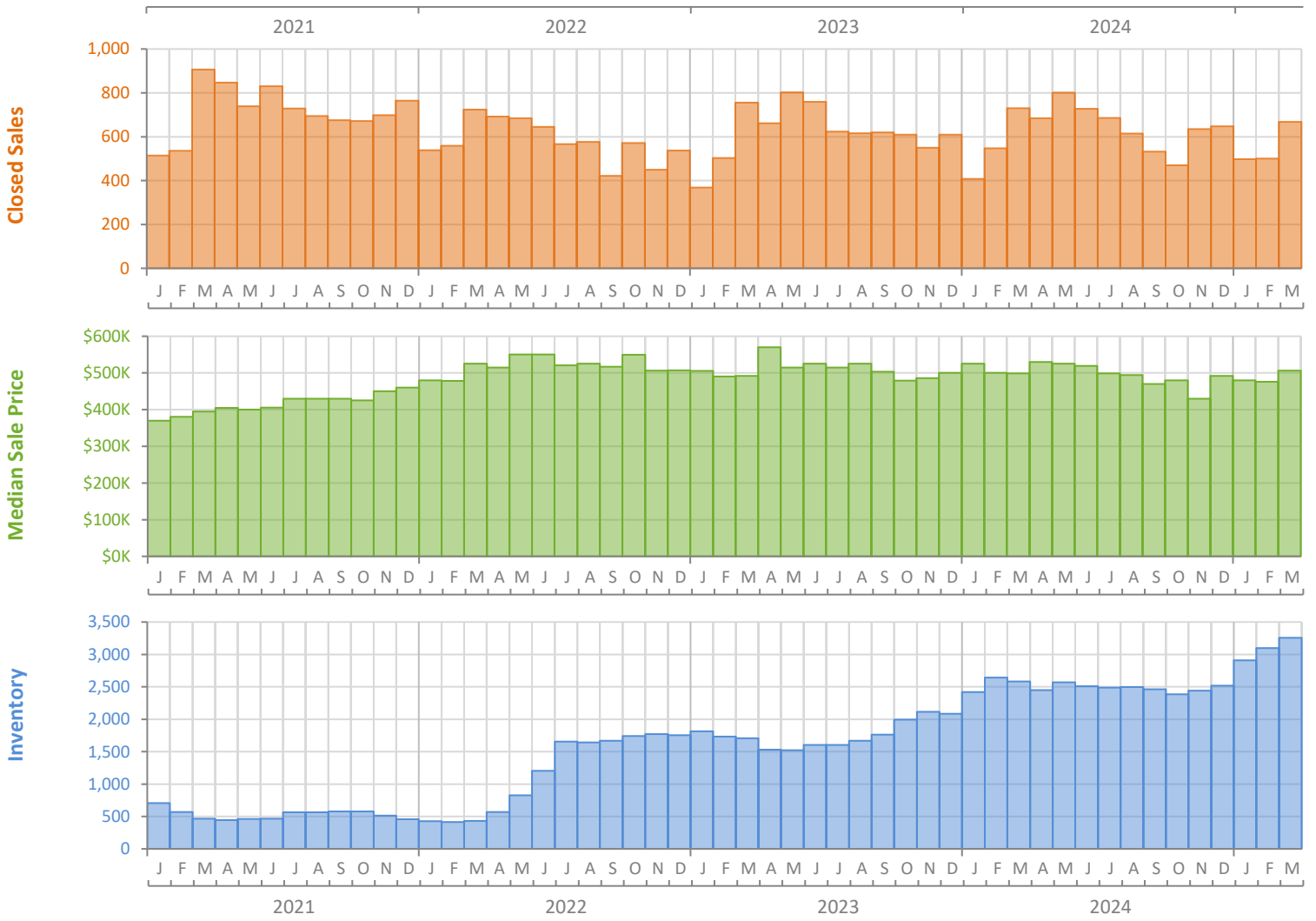
Monthly Market Summary - March 2025

Single-Family Homes

Manatee County



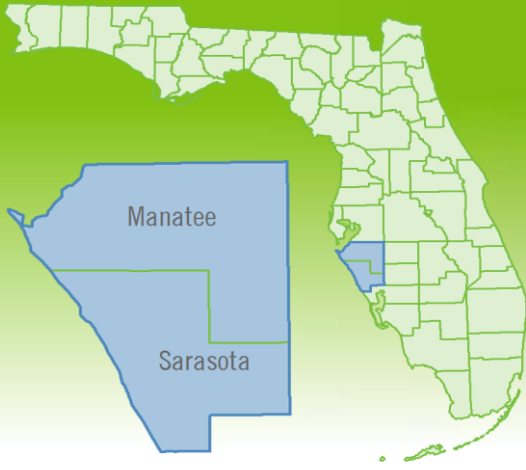
	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	668	730	-8.5%
Paid in Cash	216	244	-11.5%
Median Sale Price	\$506,317	\$498,805	1.5%
Average Sale Price	\$664,874	\$653,281	1.8%
Dollar Volume	\$444.1 Million	\$476.9 Million	-6.9%
Med. Pct. of Orig. List Price Received	95.8%	96.5%	-0.7%
Median Time to Contract	46 Days	51 Days	-9.8%
Median Time to Sale	95 Days	98 Days	-3.1%
New Pending Sales	737	778	-5.3%
New Listings	1,040	848	22.6%
Pending Inventory	965	1,023	-5.7%
Inventory (Active Listings)	3,256	2,581	26.2%
Months Supply of Inventory	5.2	4.1	26.8%



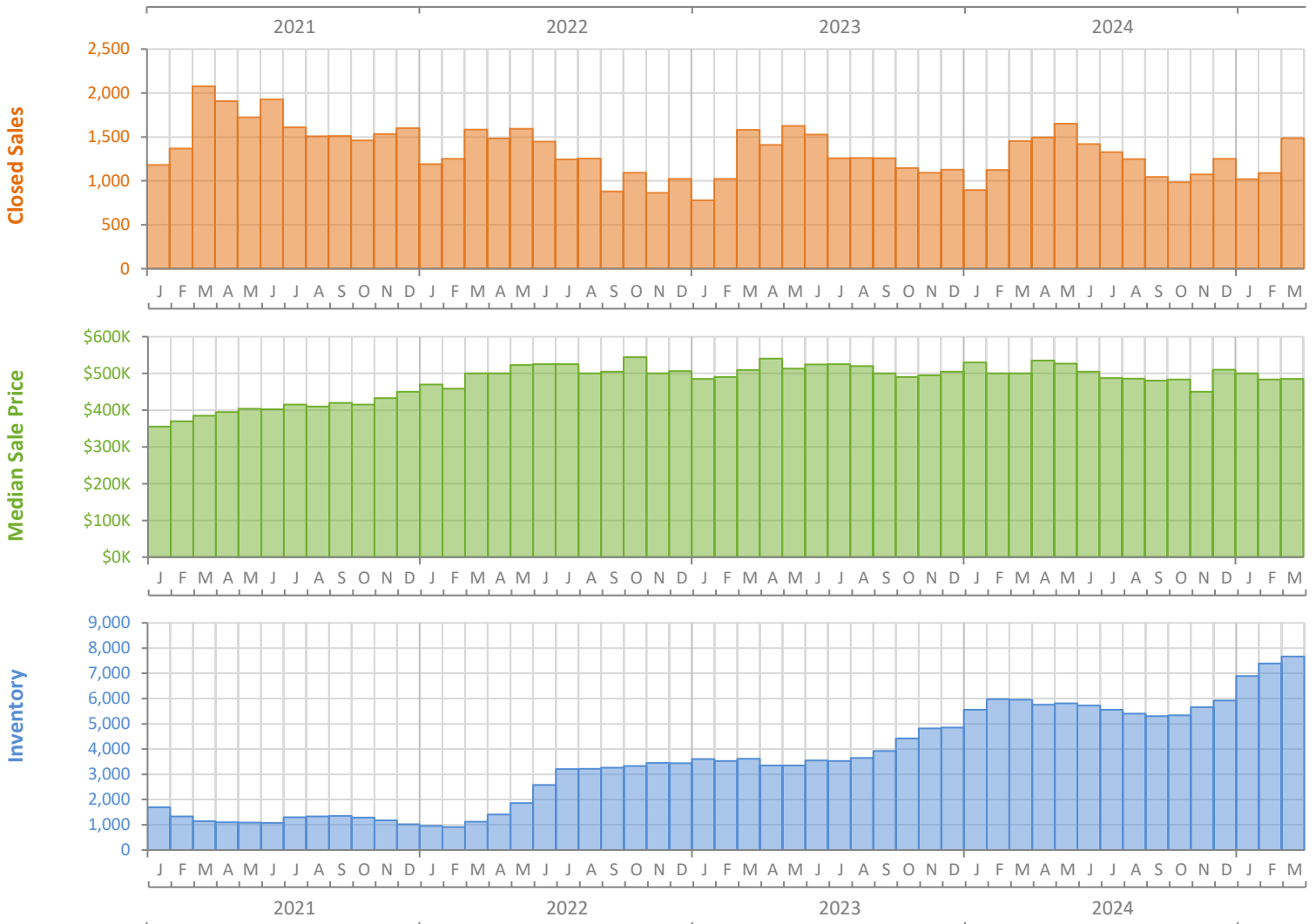
Monthly Market Summary - March 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



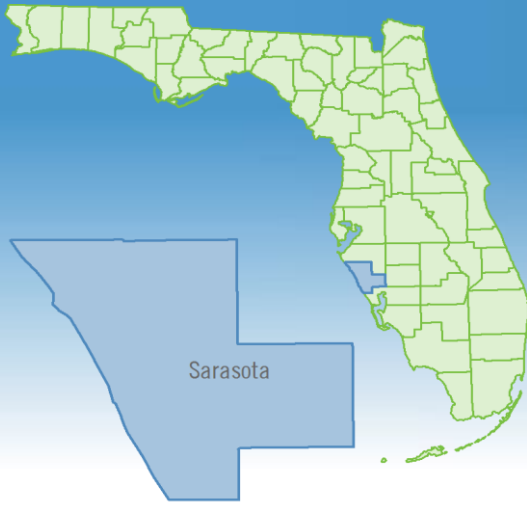
	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	1,485	1,453	2.2%
Paid in Cash	581	566	2.7%
Median Sale Price	\$485,000	\$500,000	-3.0%
Average Sale Price	\$699,340	\$725,555	-3.6%
Dollar Volume	\$1.0 Billion	\$1.1 Billion	-1.5%
Med. Pct. of Orig. List Price Received	94.9%	95.9%	-1.0%
Median Time to Contract	43 Days	45 Days	-4.4%
Median Time to Sale	88 Days	86 Days	2.3%
New Pending Sales	1,574	1,594	-1.3%
New Listings	2,266	1,903	19.1%
Pending Inventory	2,016	2,117	-4.8%
Inventory (Active Listings)	7,668	5,955	28.8%
Months Supply of Inventory	6.1	4.7	29.8%



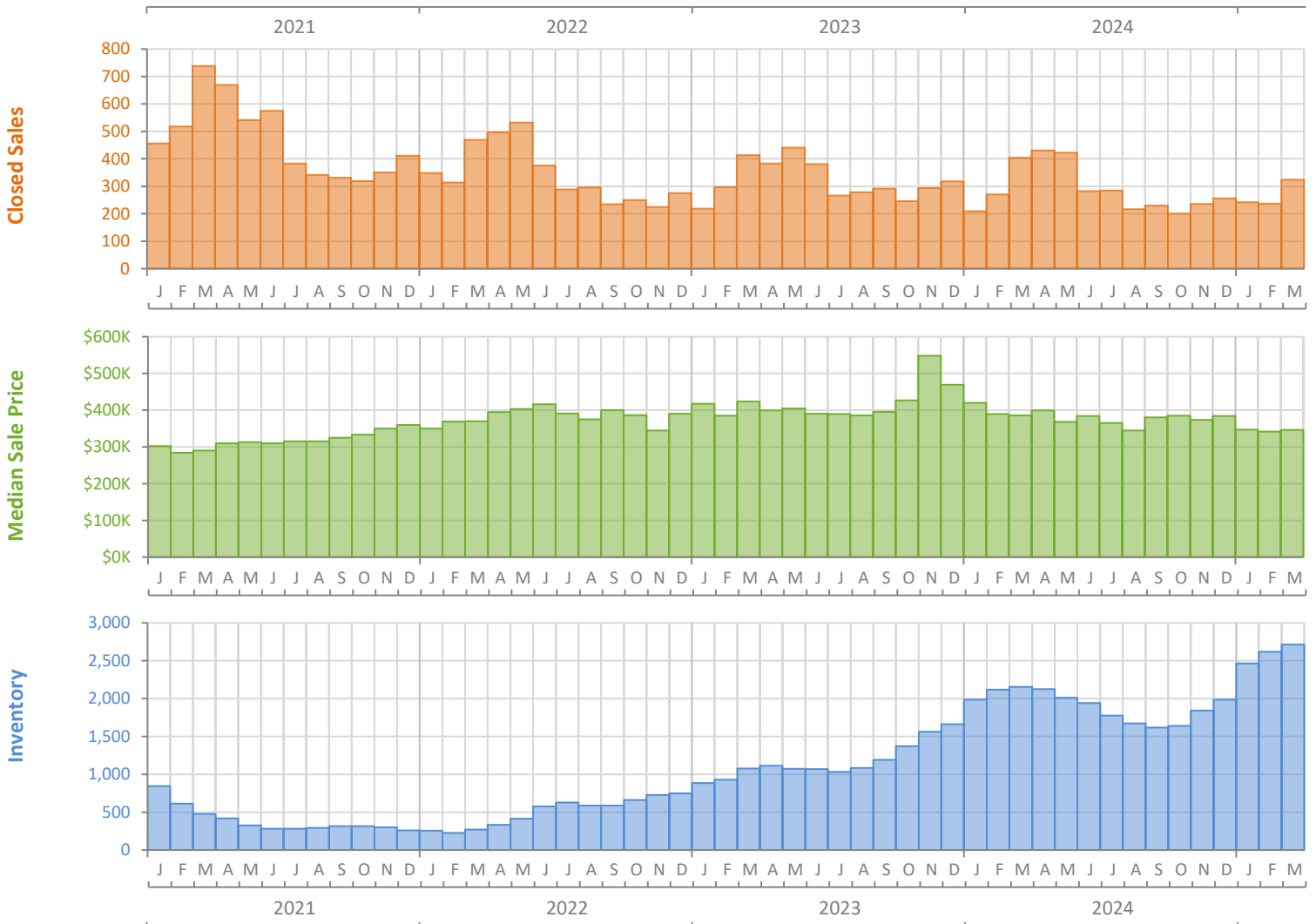
Monthly Market Summary - March 2025

Townhouses and Condos

Sarasota County



	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	324	404	-19.8%
Paid in Cash	222	284	-21.8%
Median Sale Price	\$346,500	\$385,775	-10.2%
Average Sale Price	\$556,446	\$634,890	-12.4%
Dollar Volume	\$180.3 Million	\$256.5 Million	-29.7%
Med. Pct. of Orig. List Price Received	92.2%	93.3%	-1.2%
Median Time to Contract	46 Days	51 Days	-9.8%
Median Time to Sale	84 Days	95 Days	-11.6%
New Pending Sales	372	427	-12.9%
New Listings	634	574	10.5%
Pending Inventory	660	765	-13.7%
Inventory (Active Listings)	2,714	2,153	26.1%
Months Supply of Inventory	9.7	6.8	42.6%



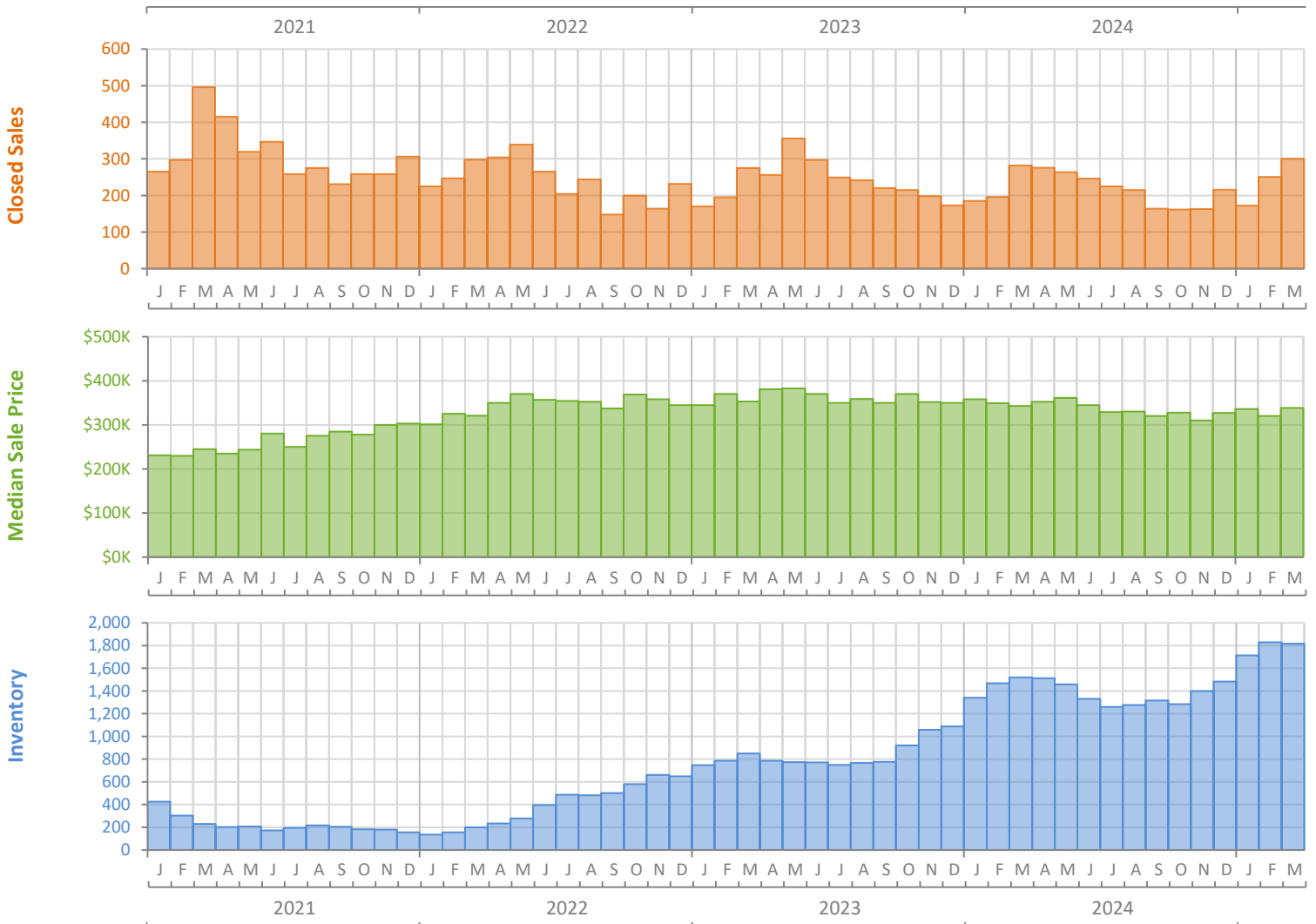
Monthly Market Summary - March 2025

Townhouses and Condos

Manatee County



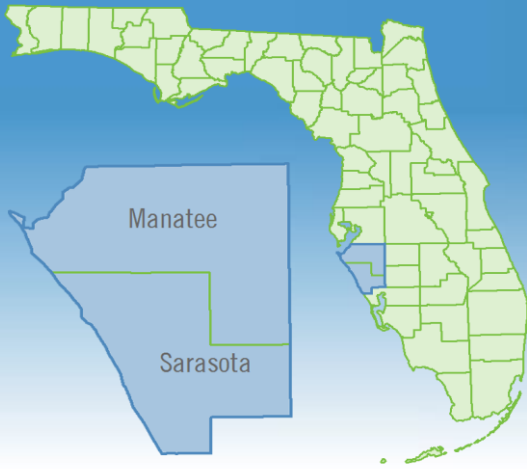
	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	300	282	6.4%
Paid in Cash	156	146	6.8%
Median Sale Price	\$338,395	\$342,988	-1.3%
Average Sale Price	\$365,631	\$429,893	-14.9%
Dollar Volume	\$109.7 Million	\$121.2 Million	-9.5%
Med. Pct. of Orig. List Price Received	94.2%	94.3%	-0.1%
Median Time to Contract	62 Days	54 Days	14.8%
Median Time to Sale	106 Days	95 Days	11.6%
New Pending Sales	342	314	8.9%
New Listings	436	433	0.7%
Pending Inventory	381	390	-2.3%
Inventory (Active Listings)	1,816	1,519	19.6%
Months Supply of Inventory	8.2	6.4	28.1%



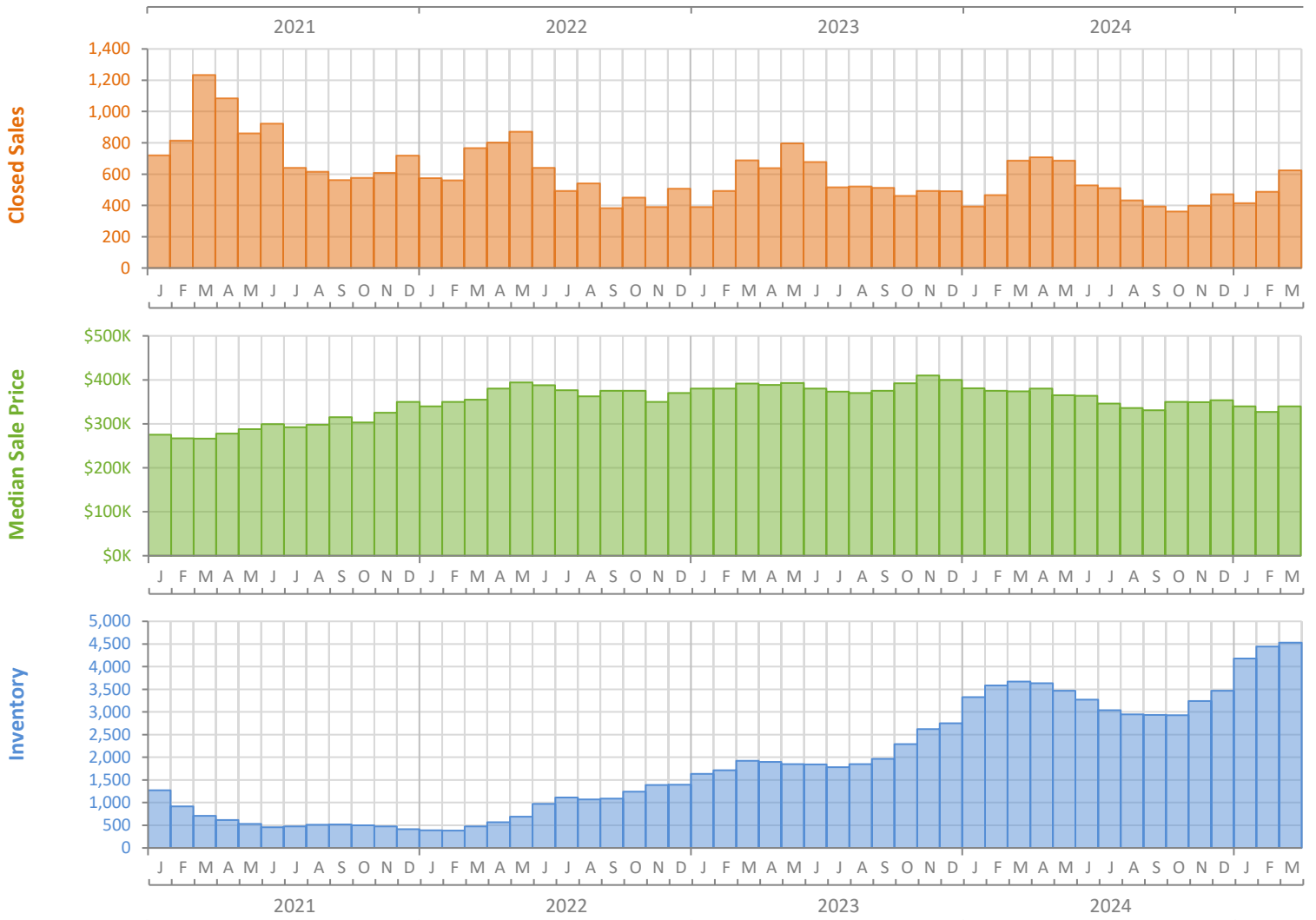
Monthly Market Summary - March 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	624	686	-9.0%
Paid in Cash	378	430	-12.1%
Median Sale Price	\$340,000	\$373,900	-9.1%
Average Sale Price	\$464,708	\$550,620	-15.6%
Dollar Volume	\$290.0 Million	\$377.7 Million	-23.2%
Med. Pct. of Orig. List Price Received	93.2%	93.7%	-0.5%
Median Time to Contract	52 Days	53 Days	-1.9%
Median Time to Sale	97 Days	95 Days	2.1%
New Pending Sales	714	741	-3.6%
New Listings	1,070	1,007	6.3%
Pending Inventory	1,041	1,155	-9.9%
Inventory (Active Listings)	4,530	3,672	23.4%
Months Supply of Inventory	9.0	6.6	36.4%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

MARCH 2025

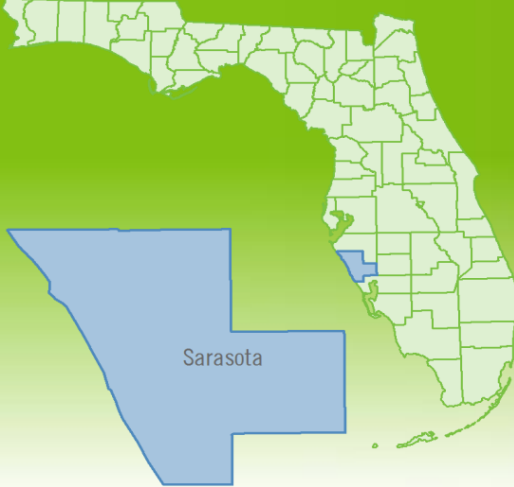
Reach Further With The Market.

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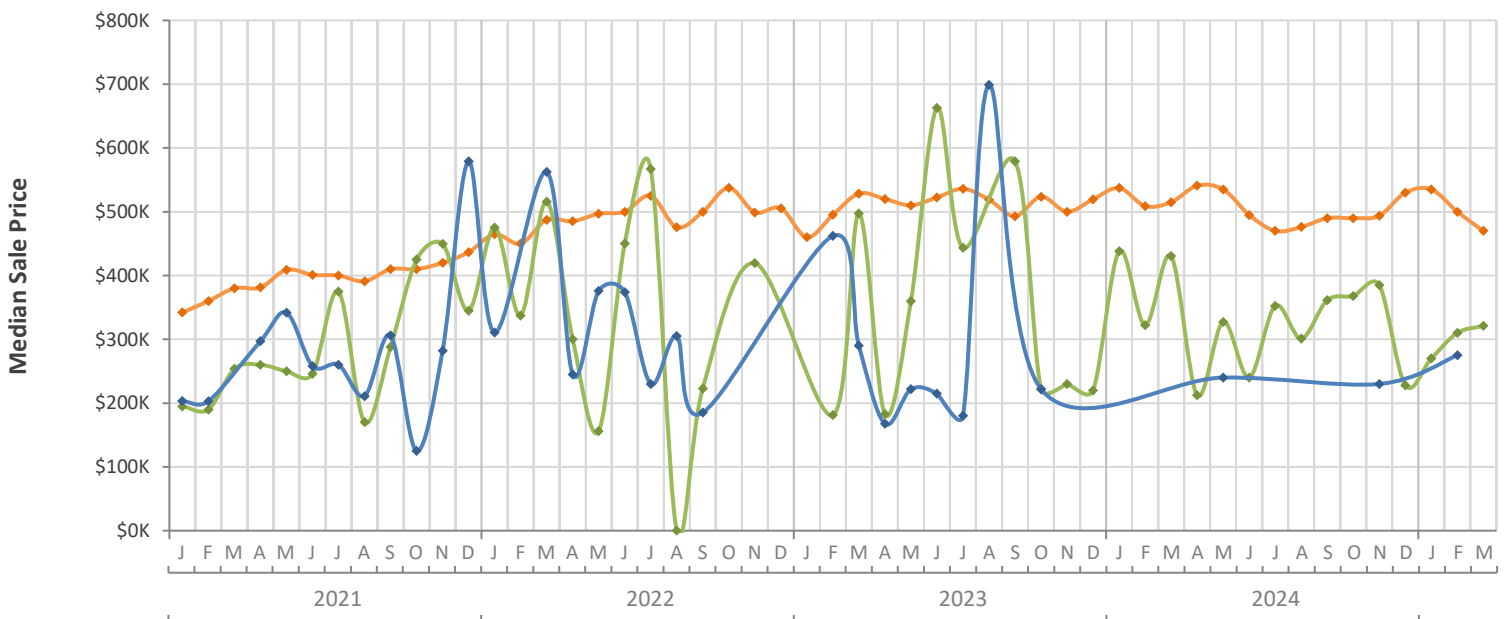
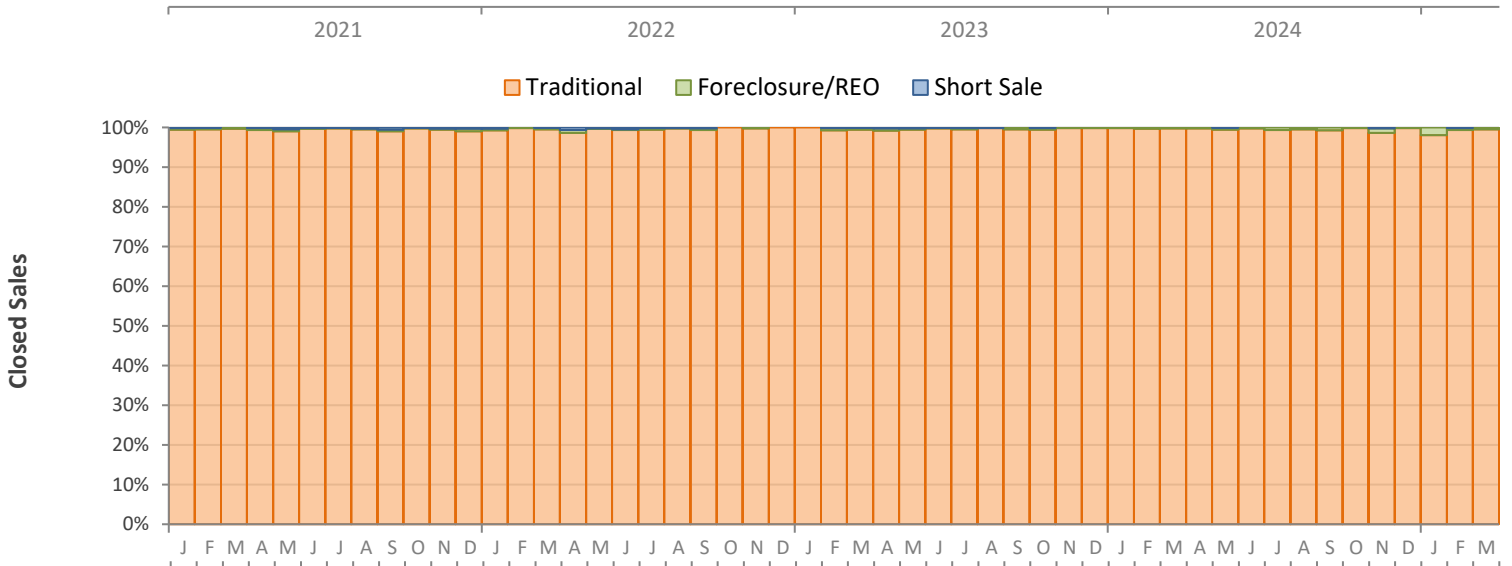
Monthly Distressed Market - March 2025

Single-Family Homes

Sarasota County



		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	813	721	12.8%
	Median Sale Price	\$469,950	\$515,000	-8.7%
Foreclosure/REO	Closed Sales	4	2	100.0%
	Median Sale Price	\$321,000	\$430,350	-25.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

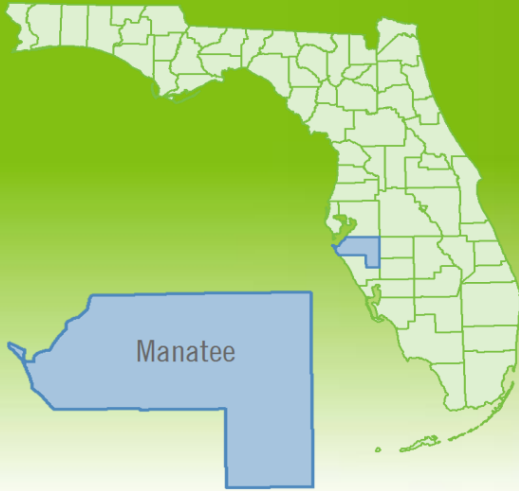


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, April 24, 2025. Next data release is Thursday, May 22, 2025.

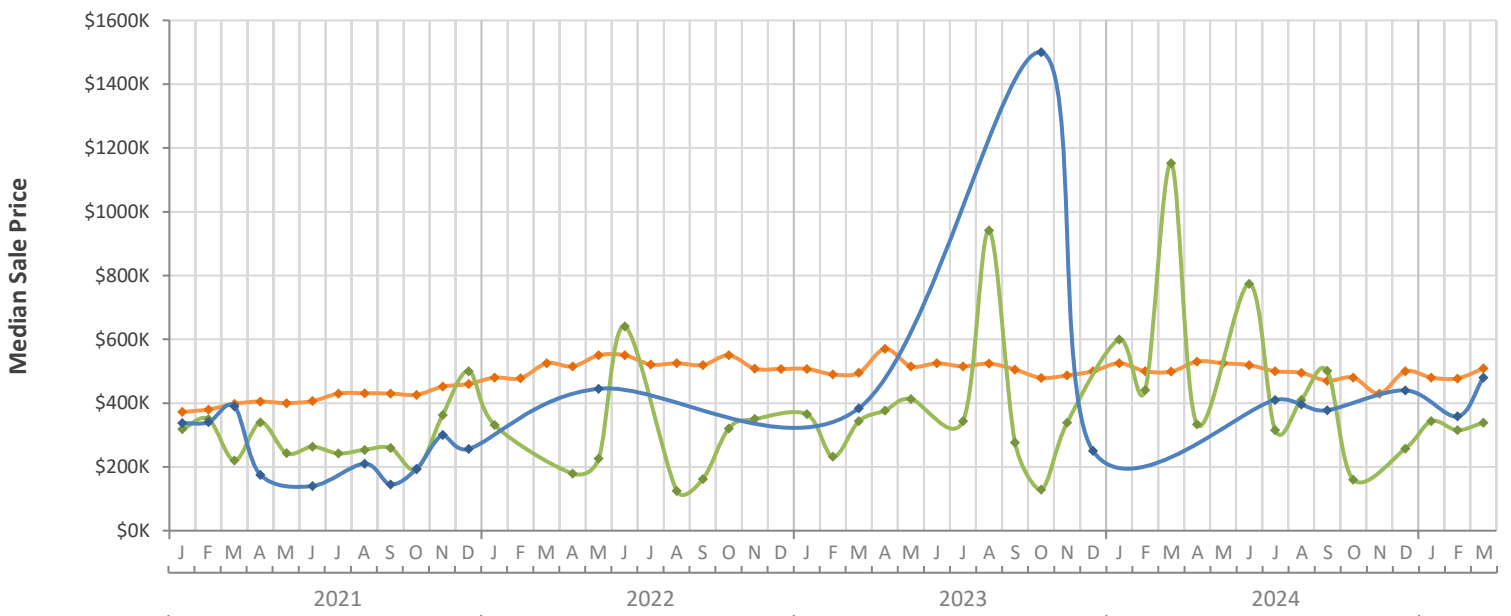
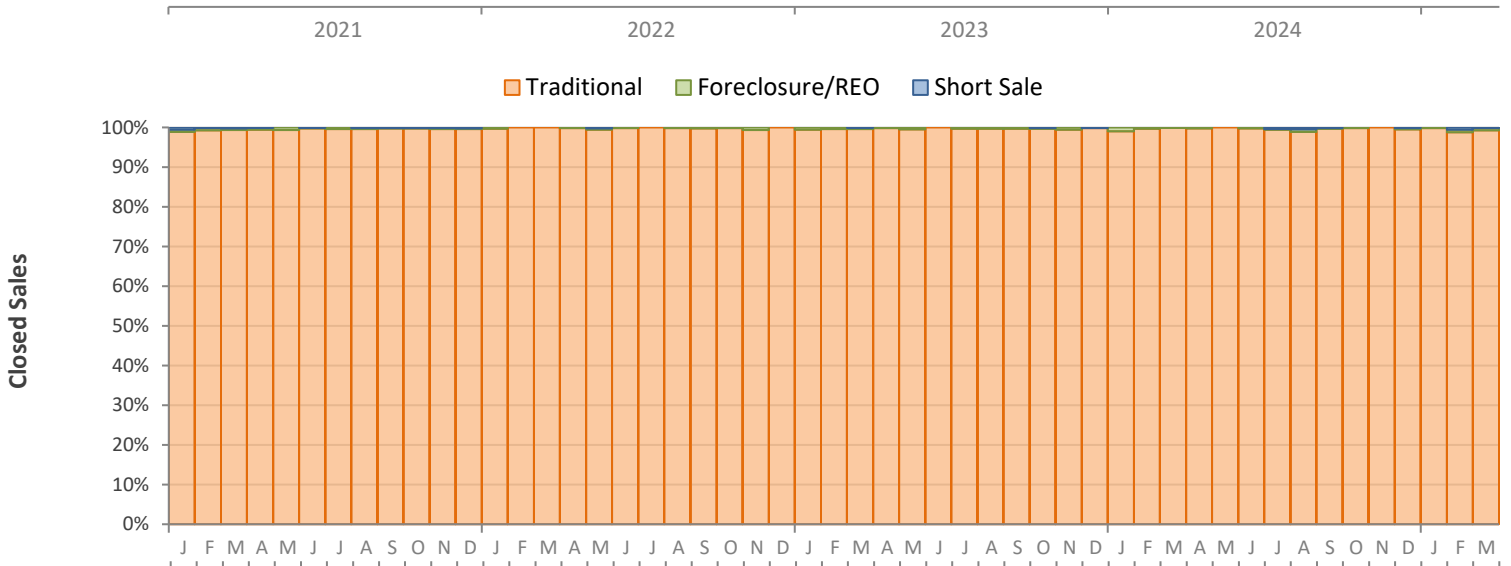
Monthly Distressed Market - March 2025

Single-Family Homes

Manatee County



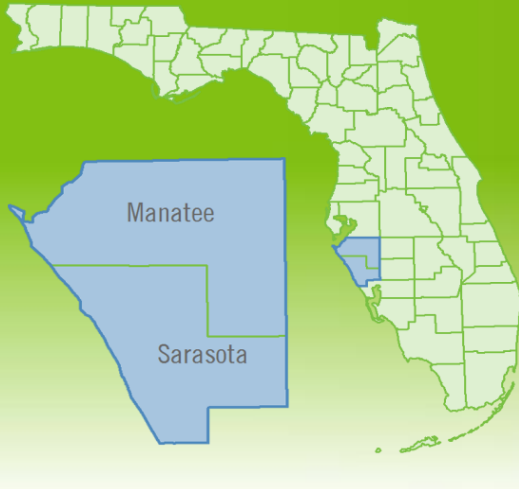
		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	663	729	-9.1%
	Median Sale Price	\$508,493	\$498,610	2.0%
Foreclosure/REO	Closed Sales	4	1	300.0%
	Median Sale Price	\$338,750	\$1,152,000	-70.6%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$480,000	(No Sales)	N/A



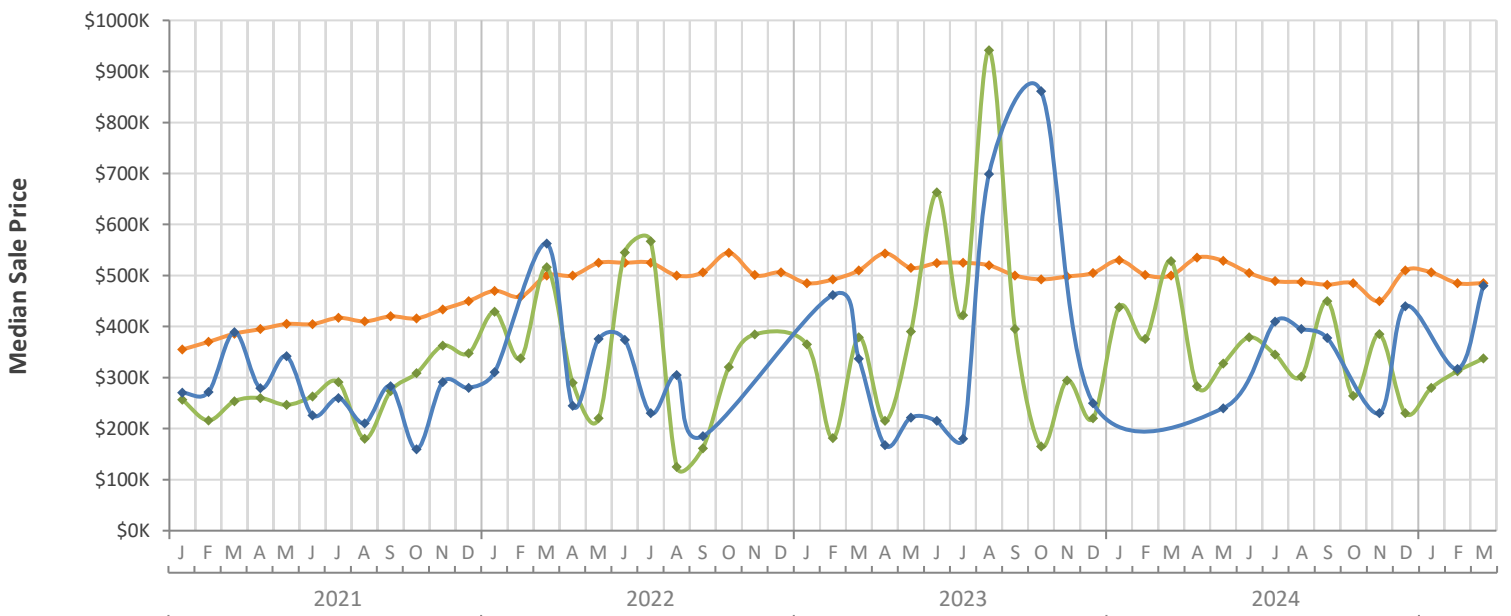
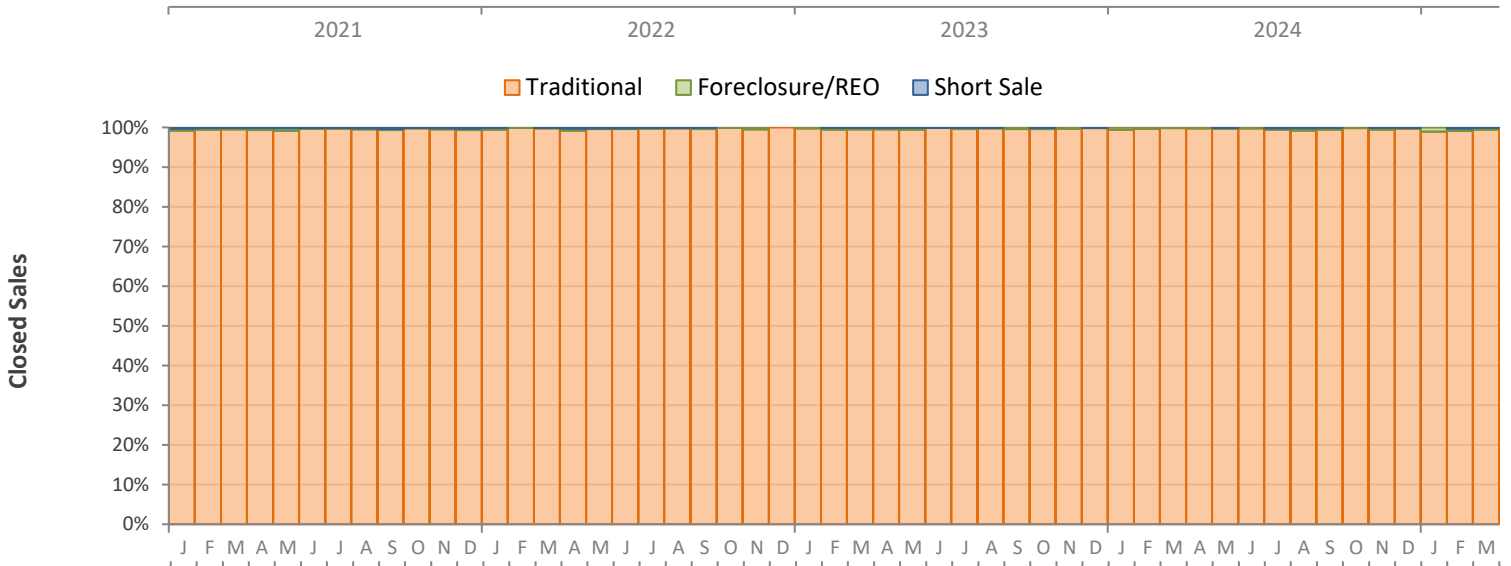
Monthly Distressed Market - March 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



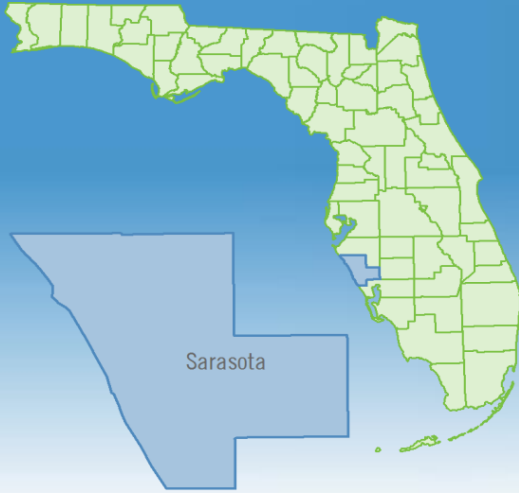
		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,476	1,450	1.8%
	Median Sale Price	\$485,000	\$500,000	-3.0%
Foreclosure/REO	Closed Sales	8	3	166.7%
	Median Sale Price	\$337,250	\$528,200	-36.2%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$480,000	(No Sales)	N/A



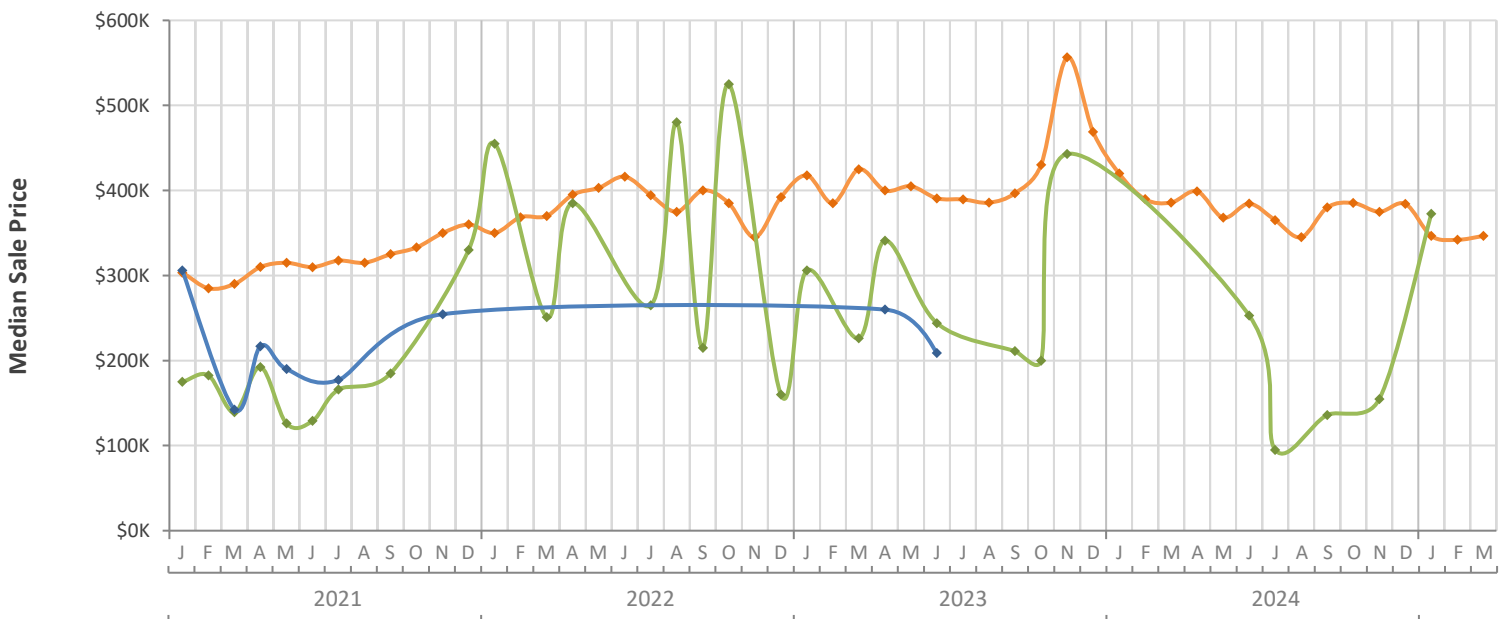
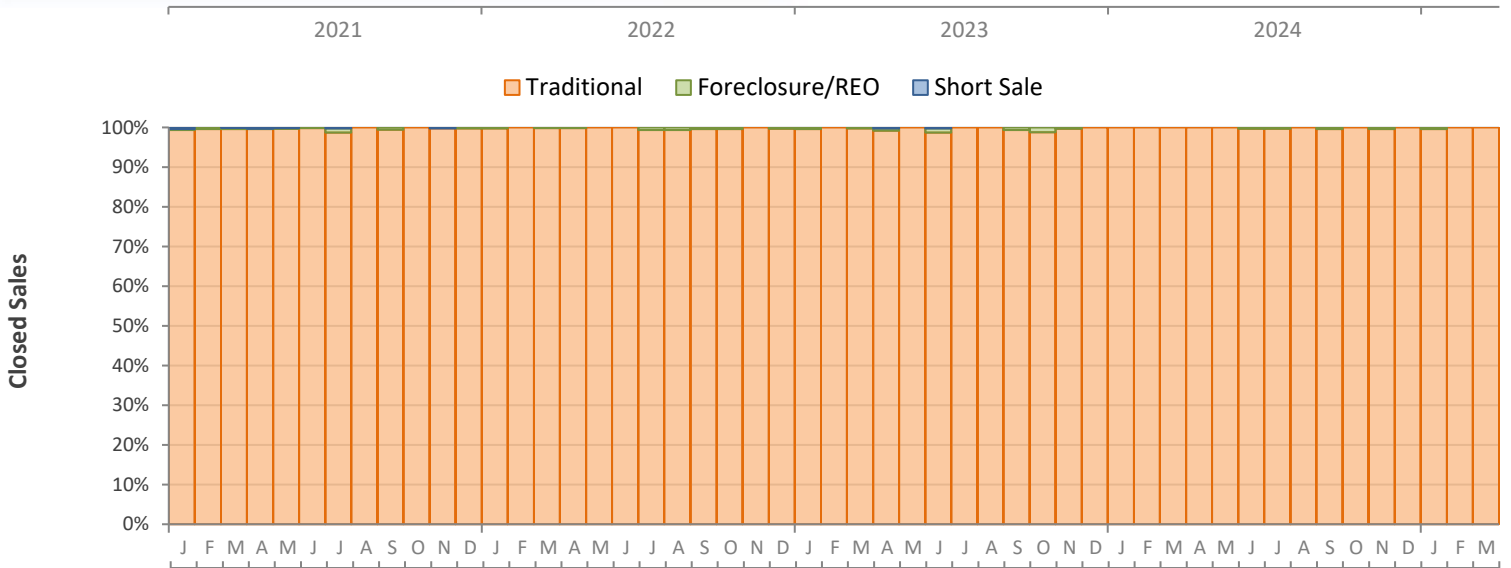
Monthly Distressed Market - March 2025

Townhouses and Condos

Sarasota County



		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	324	404	-19.8%
	Median Sale Price	\$346,500	\$385,775	-10.2%
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



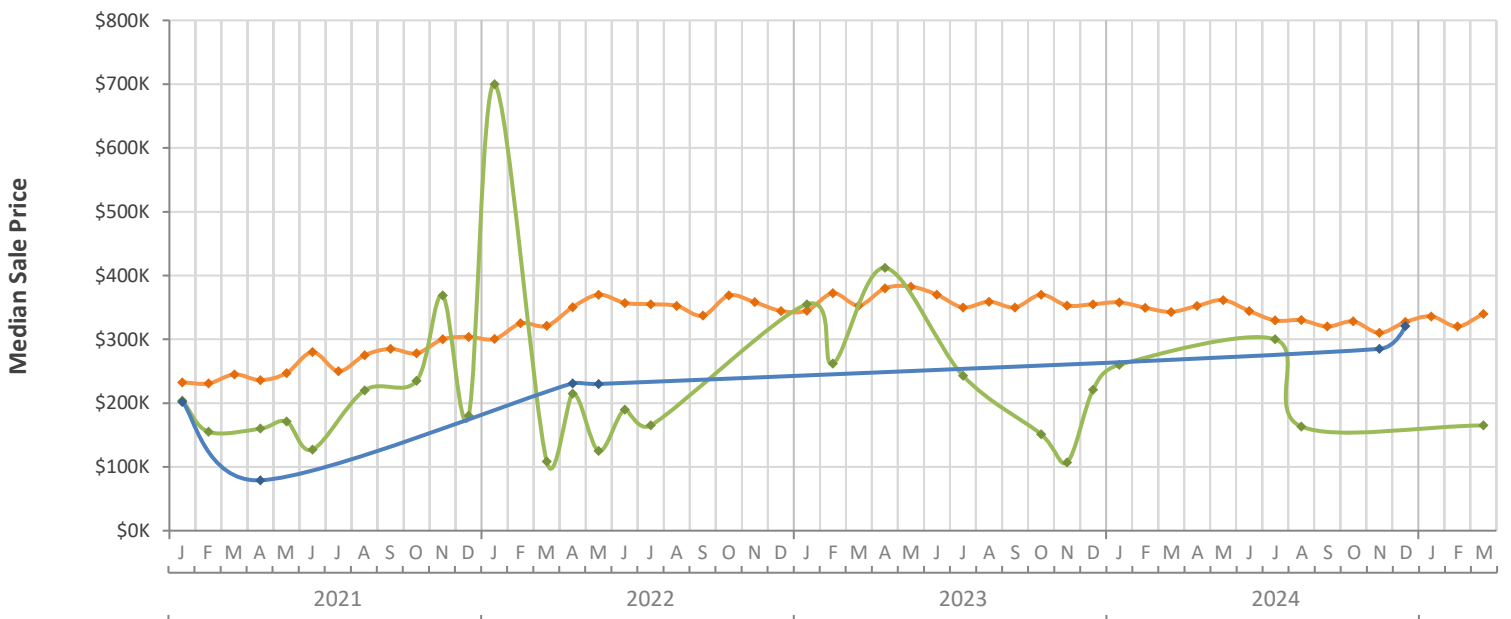
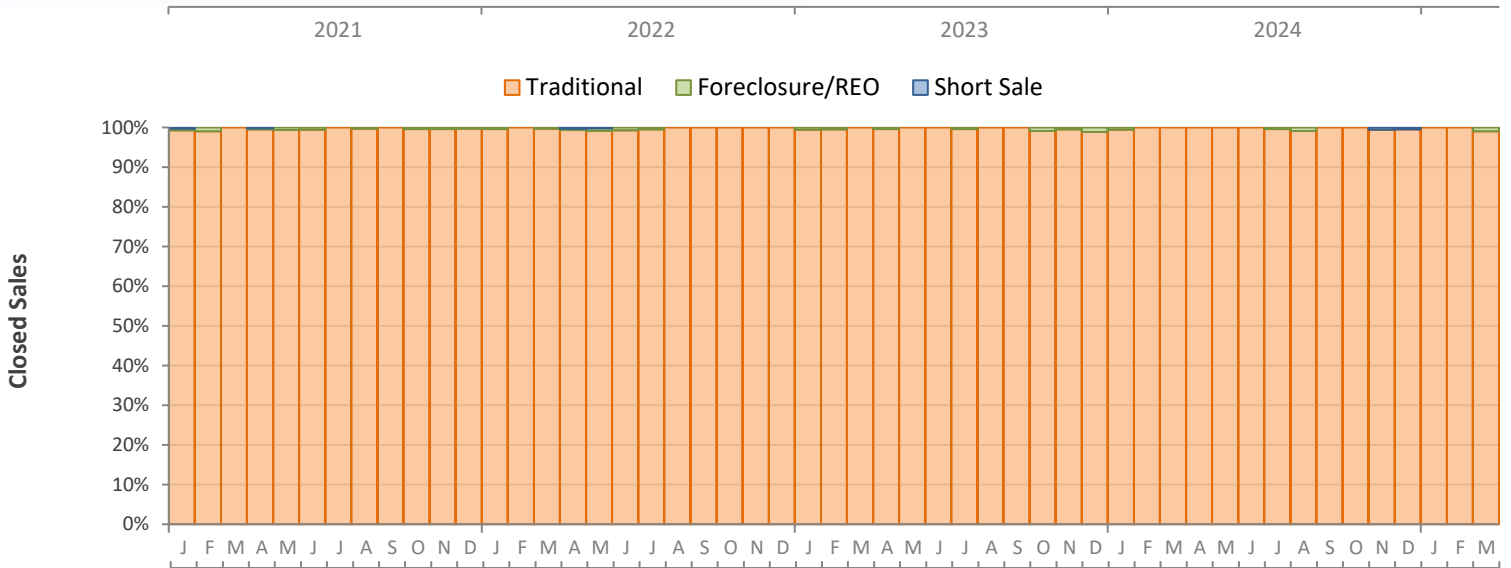
Monthly Distressed Market - March 2025

Townhouses and Condos

Manatee County



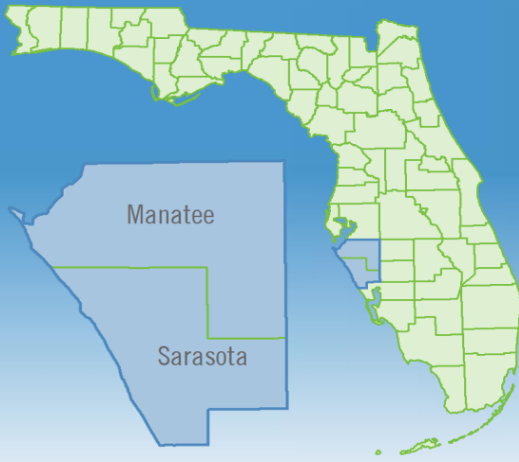
		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	297	282	5.3%
	Median Sale Price	\$339,990	\$342,988	-0.9%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$165,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - March 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	621	686	-9.5%
	Median Sale Price	\$340,000	\$373,900	-9.1%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$165,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

