



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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

SARASOTA, Fla. (November 20, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its October 2025 real estate market report, offering a detailed look at post-hurricane recovery trends across the region. According to data from Florida REALTORS®, the housing market in Sarasota and Manatee counties posted a strong year-over-year rebound in October, one year after Hurricane Milton disrupted closings and listings in fall 2024.

The October figures show double-digit growth in closed sales across both single-family homes and condos, particularly compared to the depressed activity levels of October 2024. Inventory remains elevated relative to last year but has continued its stabilization month-to-month, while prices have continued to normalize. As the market rebalances, both buyers and sellers are adjusting expectations and timelines.

Key Trends in Sarasota/Manatee October 2025:

- **Sales Activity:** Closed sales saw robust year-over-year increases across all property types, mainly due to having no hurricanes make landfall in the Sarasota/Manatee region this year.
- **Median Sales Price:** Single-family prices held mostly steady or dipped slightly, while the condo market continued to soften, especially in higher-end segments.
- **Inventory:** Inventory levels rose year-over-year across all segments, particularly for condos. However, month-over-month increases have slowed, pointing to a possible plateau in available supply.
- **Speed of Sales:** Homes are spending more time on the market than a year ago, especially condos, as buyers become more selective and sellers price more competitively.

Single-Family Homes

In October 2025, Sarasota County reported 668 closed sales for single-family homes, a 29.7 percent increase year-over-year. The median sale price declined 9.2 percent to \$445,000, reflecting a softening from last year. Cash buyers made up 40.4 percent of all closed sales, while sellers received a median of 92.4 percent of their original list price.

Inventory in Sarasota rose 11.5 percent year-over-year to 3,291 active listings, and the months supply of inventory increased to 5.0 months. Homes took a median of 61 days to go under contract and 106 days to close, both up sharply from a year ago.

In Manatee County, there were 596 single-family sales, marking a 26.8 percent year-over-year increase. The median sale price remained stable at \$481,000, a slight 0.2 percent increase compared to October 2024. Cash sales accounted for 27.2 percent of transactions, and sellers received 94.9 percent of their original list price.

Active listings in Manatee climbed to 2,671 (up 12 percent year-over-year), with the months supply at 4.2 months. Homes spent a median of 55 days to go under contract and 105 days to close, both of which are longer than a year ago but slightly improved from recent highs.

“October’s numbers show just how far our single-family market has come since last year’s storm disruption,” said Debi Reynolds, 2025 RASM President and Managing Broker at SaraBay Real Estate. “The spike in closed sales reflects a true rebound in consumer confidence, while more stable pricing and inventory suggest the market is finding its footing again. It’s a strong sign of resilience in both counties.”

Townhomes and Condos

In October 2025, Sarasota County reported 246 closed sales for condos and townhomes, a 23.0 percent increase from October 2024. The median sale price dropped 19.5 percent to \$310,000, due to cooling demand in the higher-end market. Cash buyers accounted for 63.4 percent of all condo transactions. Sellers received 89.2 percent of the original list price, down from 94.4 percent a year earlier.

Active condo inventory in Sarasota rose 23.6 percent year-over-year to 2,029 units, and the months supply increased to 7.5 months, indicating a shift toward a buyer’s market. The median time to contract was 101 days, and median time to sale reached 141 days, both significantly longer than the previous year.

Manatee County recorded 175 closed sales in the condo/townhome segment, an 8.0 percent year-over-year increase. The median sale price declined 10.8 percent to \$292,500, while cash sales comprised 53.7 percent of all transactions. Sellers received 92.0 percent of their original list price.

Manatee’s condo inventory totaled 1,405 active listings, up 9.3 percent from the prior year. The months supply held at 6.3 months, with homes spending 86 days to go under contract and 128 days to close, a notable increase from October 2024.

“Sellers in the condo market are adjusting to the reality of more competition and price sensitivity,” added Reynolds. “It’s more important than ever to price strategically and work with a REALTOR® who understands current trends and buyer expectations.”

Summary

While year-over-year statistics show strong growth, it’s important to note that comparisons are skewed by the sharp drop in activity during the October 2024 hurricane season. This makes annual gains appear more pronounced than they may be in reality. More recent trends point to a market that is gradually rebalancing, with sales activity, pricing, and inventory all showing signs of stabilization. As Sarasota and Manatee counties continue to normalize, partnering with a REALTOR® is essential. A knowledgeable REALTOR® can help buyers and sellers interpret current conditions, price strategically, and make confident decisions in today’s evolving 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.

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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 - October 2025

Single-Family Homes

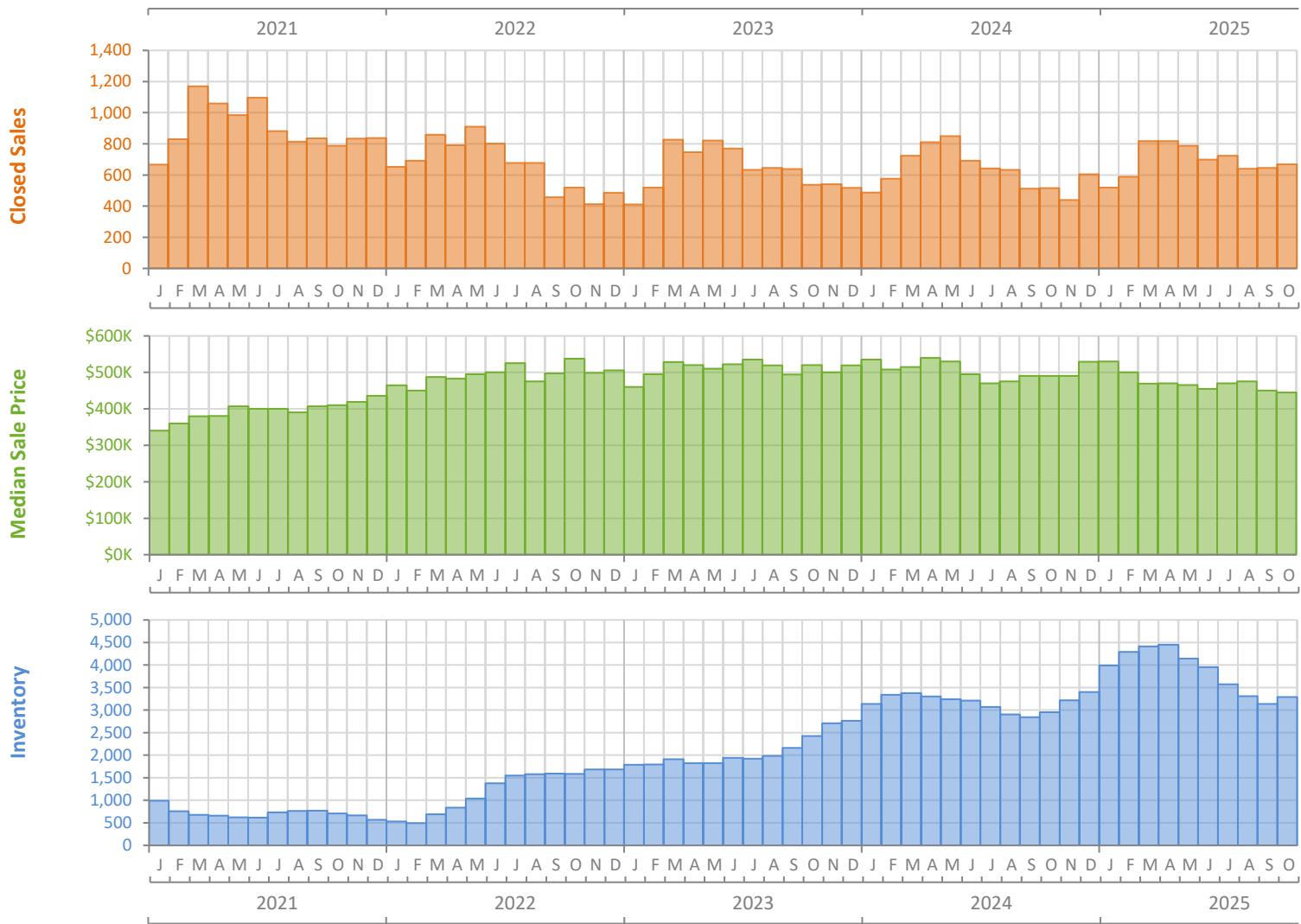
Sarasota County



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	October 2025	October 2024	Percent Change Year-over-Year
Closed Sales	668	515	29.7%
Paid in Cash	270	204	32.4%
Median Sale Price	\$445,000	\$490,000	-9.2%
Average Sale Price	\$639,723	\$650,366	-1.6%
Dollar Volume	\$427.3 Million	\$334.9 Million	27.6%
Med. Pct. of Orig. List Price Received	92.4%	94.0%	-1.7%
Median Time to Contract	61 Days	49 Days	24.5%
Median Time to Sale	106 Days	94 Days	12.8%
New Pending Sales	640	414	54.6%
New Listings	1,004	761	31.9%
Pending Inventory	798	629	26.9%
Inventory (Active Listings)	3,291	2,952	11.5%
Months Supply of Inventory	5.0	4.7	6.4%



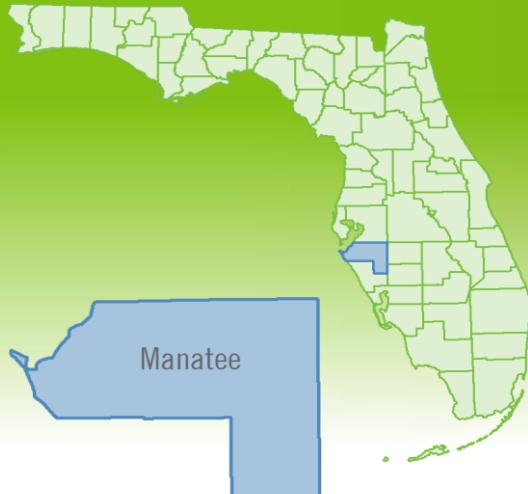
Monthly Market Summary - October 2025

Single-Family Homes

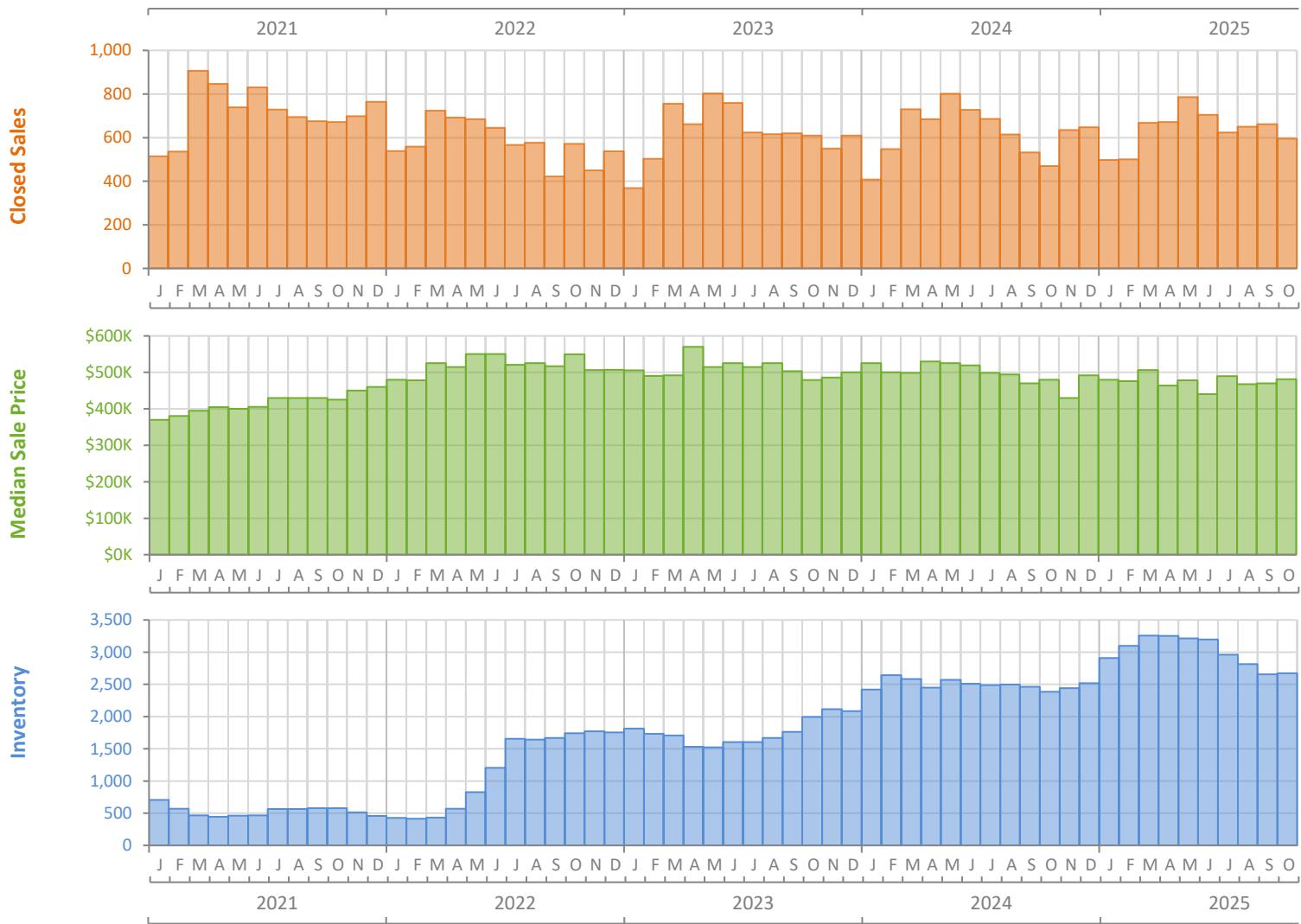
Manatee County



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	October 2025	October 2024	Percent Change Year-over-Year
Closed Sales	596	470	26.8%
Paid in Cash	162	142	14.1%
Median Sale Price	\$481,000	\$479,990	0.2%
Average Sale Price	\$616,842	\$610,742	1.0%
Dollar Volume	\$367.6 Million	\$287.0 Million	28.1%
Med. Pct. of Orig. List Price Received	94.9%	94.7%	0.2%
Median Time to Contract	55 Days	60 Days	-8.3%
Median Time to Sale	105 Days	113 Days	-7.1%
New Pending Sales	622	435	43.0%
New Listings	816	573	42.4%
Pending Inventory	816	752	8.5%
Inventory (Active Listings)	2,671	2,385	12.0%
Months Supply of Inventory	4.2	3.9	7.7%



Monthly Market Summary - October 2025

Single-Family Homes

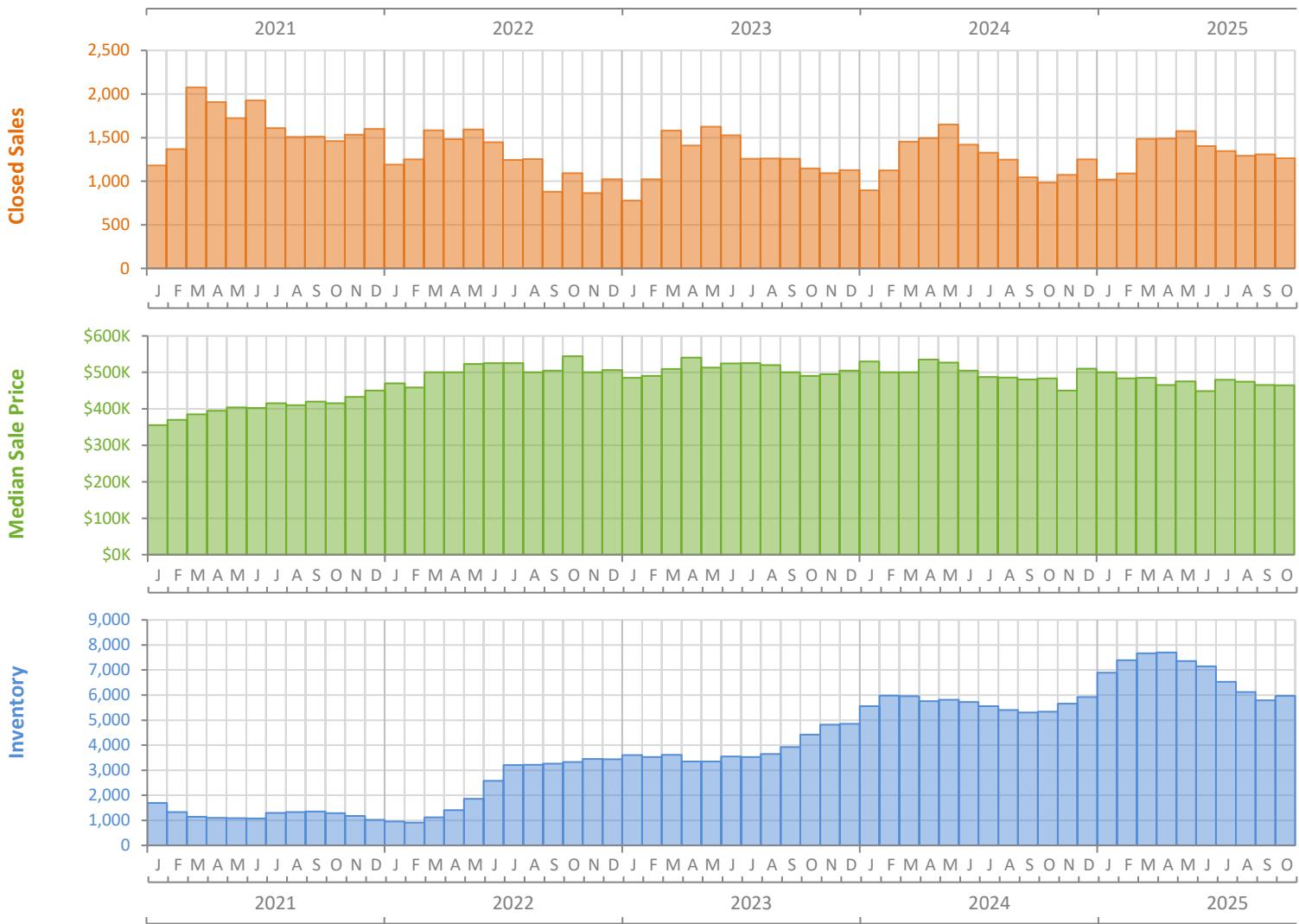
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	October 2025	October 2024	Percent Change Year-over-Year
Closed Sales	1,264	985	28.3%
Paid in Cash	432	346	24.9%
Median Sale Price	\$464,625	\$483,843	-4.0%
Average Sale Price	\$628,934	\$631,480	-0.4%
Dollar Volume	\$795.0 Million	\$622.0 Million	27.8%
Med. Pct. of Orig. List Price Received	93.7%	94.4%	-0.7%
Median Time to Contract	59 Days	54 Days	9.3%
Median Time to Sale	105 Days	103 Days	1.9%
New Pending Sales	1,262	849	48.6%
New Listings	1,820	1,334	36.4%
Pending Inventory	1,614	1,381	16.9%
Inventory (Active Listings)	5,962	5,337	11.7%
Months Supply of Inventory	4.6	4.3	7.0%



Monthly Market Summary - October 2025

Townhouses and Condos

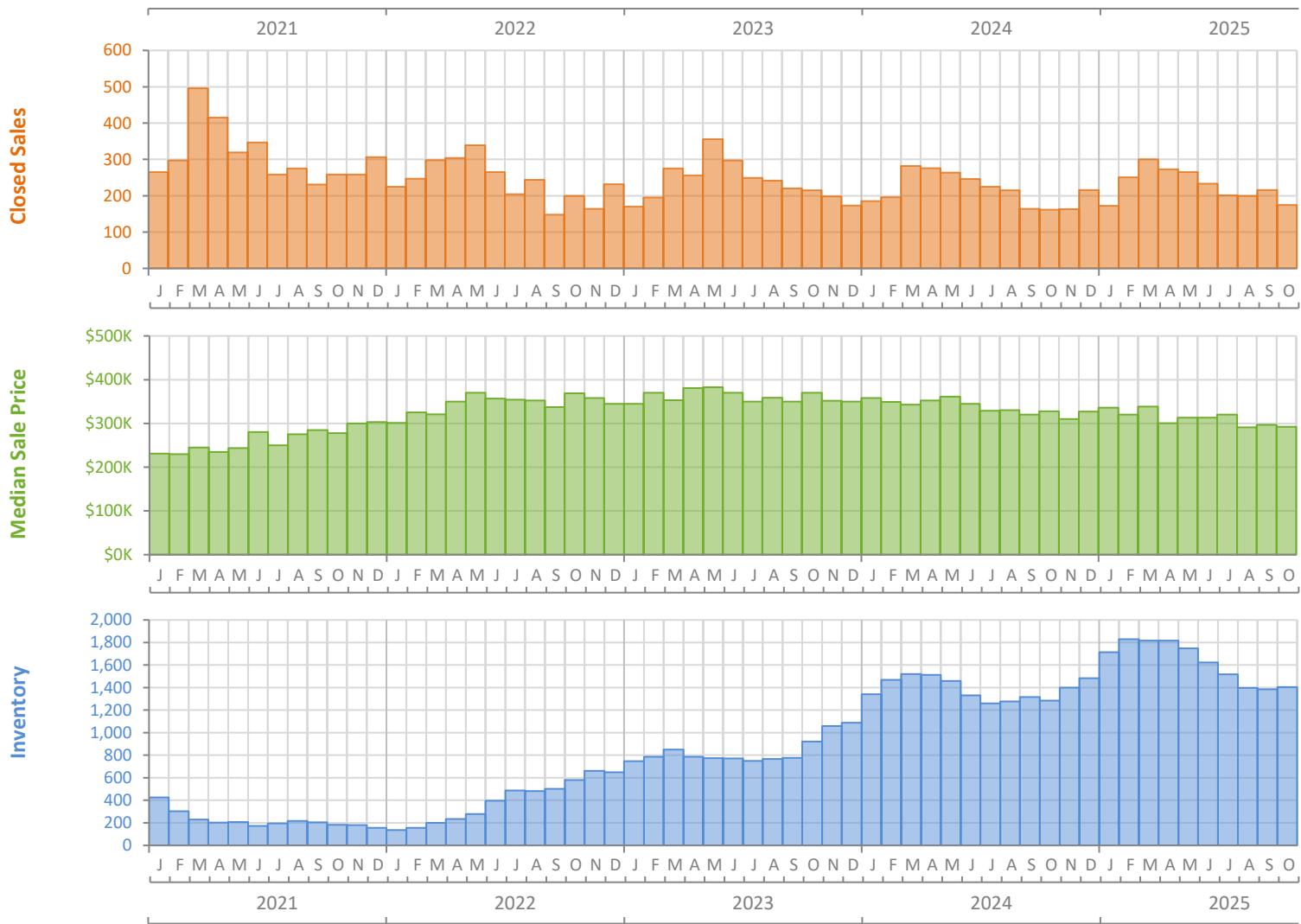
Manatee County



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	October 2025	October 2024	Percent Change Year-over-Year
Closed Sales	175	162	8.0%
Paid in Cash	94	80	17.5%
Median Sale Price	\$292,500	\$327,990	-10.8%
Average Sale Price	\$333,774	\$358,626	-6.9%
Dollar Volume	\$58.4 Million	\$58.1 Million	0.5%
Med. Pct. of Orig. List Price Received	92.0%	93.5%	-1.6%
Median Time to Contract	86 Days	75 Days	14.7%
Median Time to Sale	128 Days	126 Days	1.6%
New Pending Sales	204	161	26.7%
New Listings	348	241	44.4%
Pending Inventory	238	239	-0.4%
Inventory (Active Listings)	1,405	1,285	9.3%
Months Supply of Inventory	6.3	6.0	5.0%



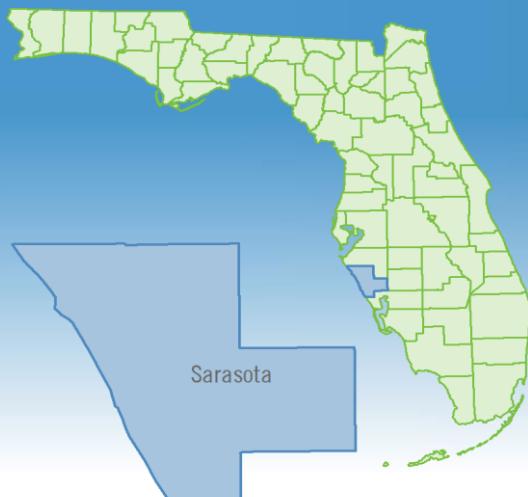
Monthly Market Summary - October 2025

Townhouses and Condos

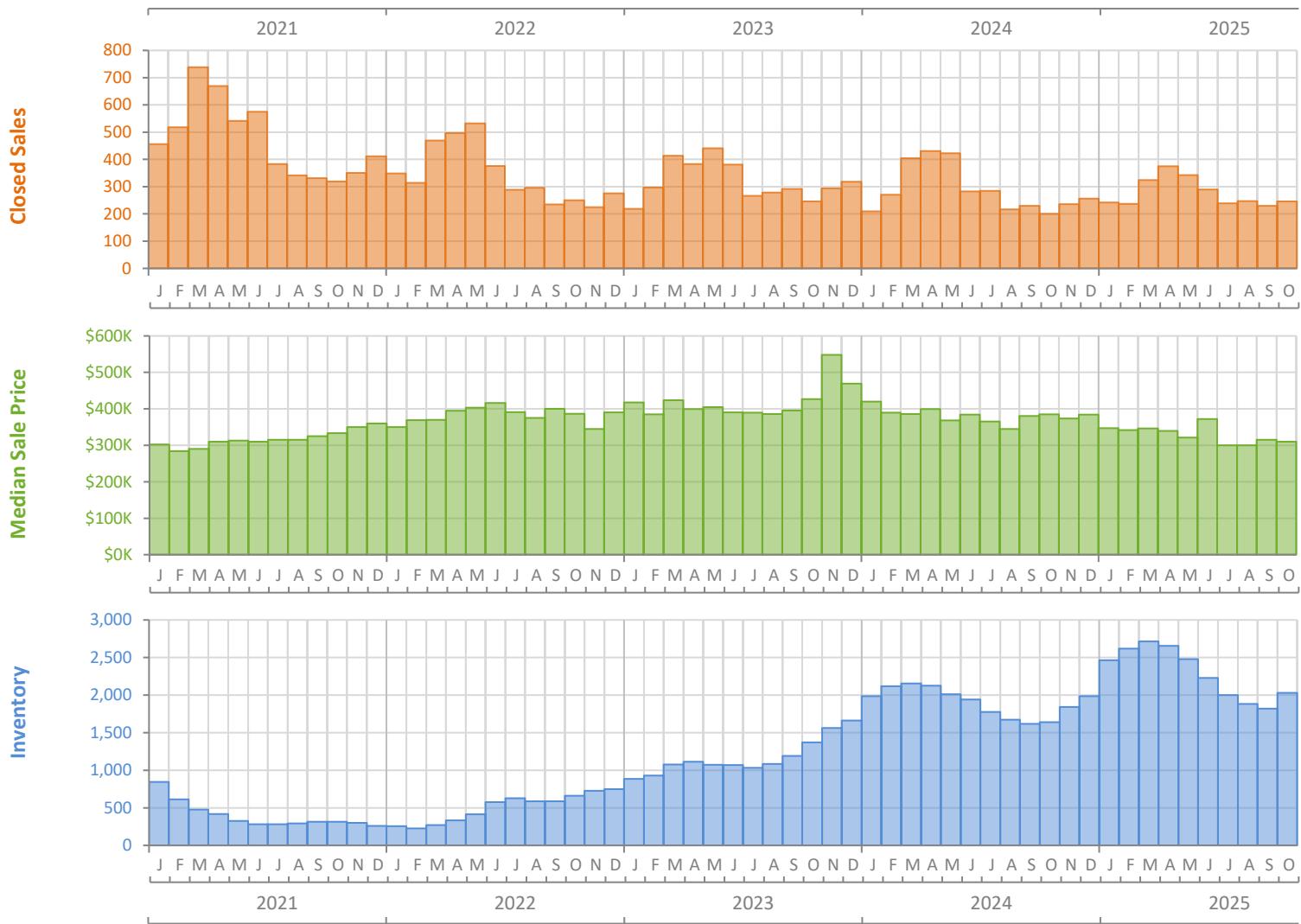
Sarasota County



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	October 2025	October 2024	Percent Change Year-over-Year
Closed Sales	246	200	23.0%
Paid in Cash	156	135	15.6%
Median Sale Price	\$310,000	\$385,277	-19.5%
Average Sale Price	\$470,642	\$1,218,391	-61.4%
Dollar Volume	\$115.8 Million	\$243.7 Million	-52.5%
Med. Pct. of Orig. List Price Received	89.2%	94.4%	-5.5%
Median Time to Contract	101 Days	60 Days	68.3%
Median Time to Sale	141 Days	103 Days	36.9%
New Pending Sales	262	200	31.0%
New Listings	586	366	60.1%
Pending Inventory	483	466	3.6%
Inventory (Active Listings)	2,029	1,641	23.6%
Months Supply of Inventory	7.5	5.5	36.4%



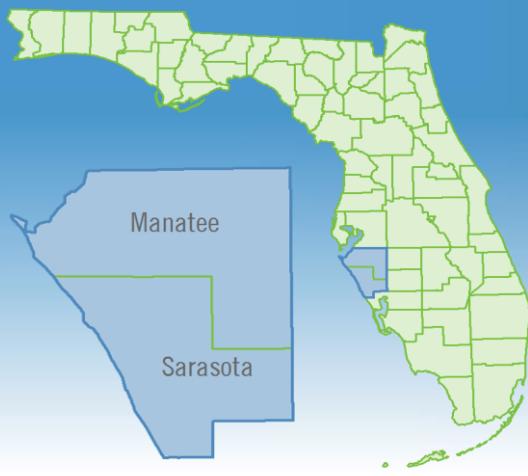
Monthly Market Summary - October 2025

Townhouses and Condos

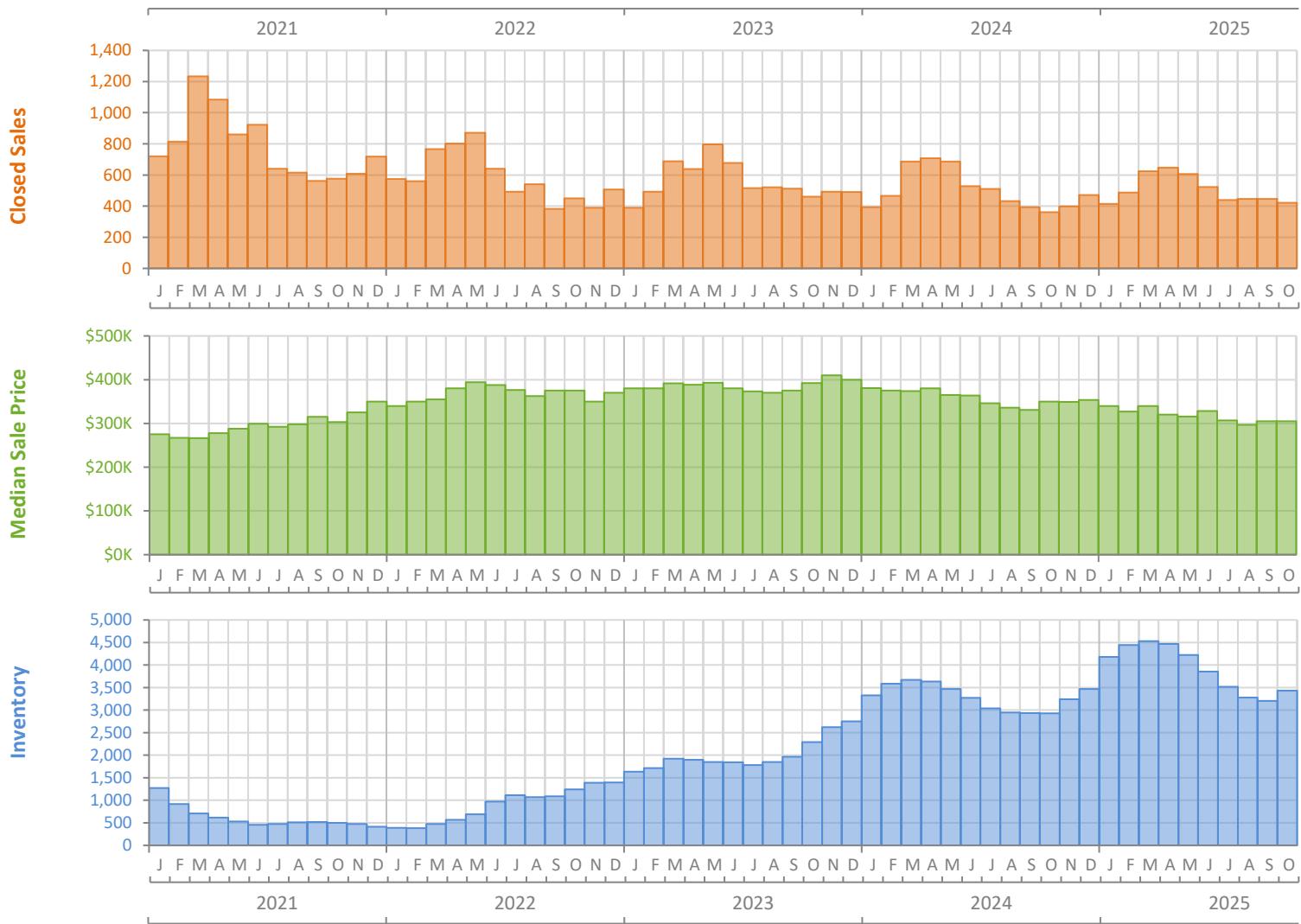
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	October 2025	October 2024	Percent Change Year-over-Year
Closed Sales	421	362	16.3%
Paid in Cash	250	215	16.3%
Median Sale Price	\$305,000	\$349,935	-12.8%
Average Sale Price	\$413,749	\$833,635	-50.4%
Dollar Volume	\$174.2 Million	\$301.8 Million	-42.3%
Med. Pct. of Orig. List Price Received	90.3%	93.9%	-3.8%
Median Time to Contract	95 Days	65 Days	46.2%
Median Time to Sale	137 Days	112 Days	22.3%
New Pending Sales	466	361	29.1%
New Listings	934	607	53.9%
Pending Inventory	721	705	2.3%
Inventory (Active Listings)	3,434	2,926	17.4%
Months Supply of Inventory	7.0	5.7	22.8%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

OCTOBER 2025

Reach Further With The Market.

For more detailed reports, visit
myrasm.com/statistics

Monthly Distressed Market - October 2025

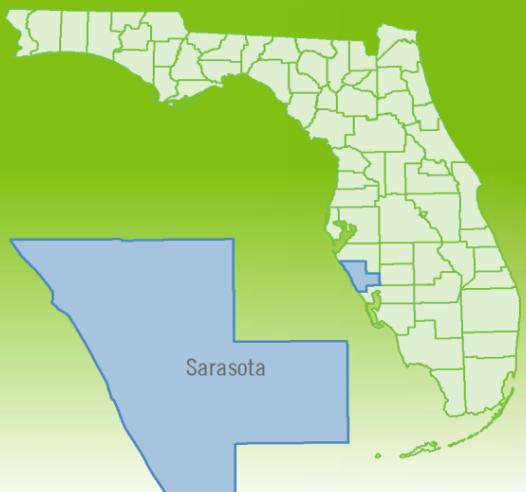
Single-Family Homes

Sarasota County

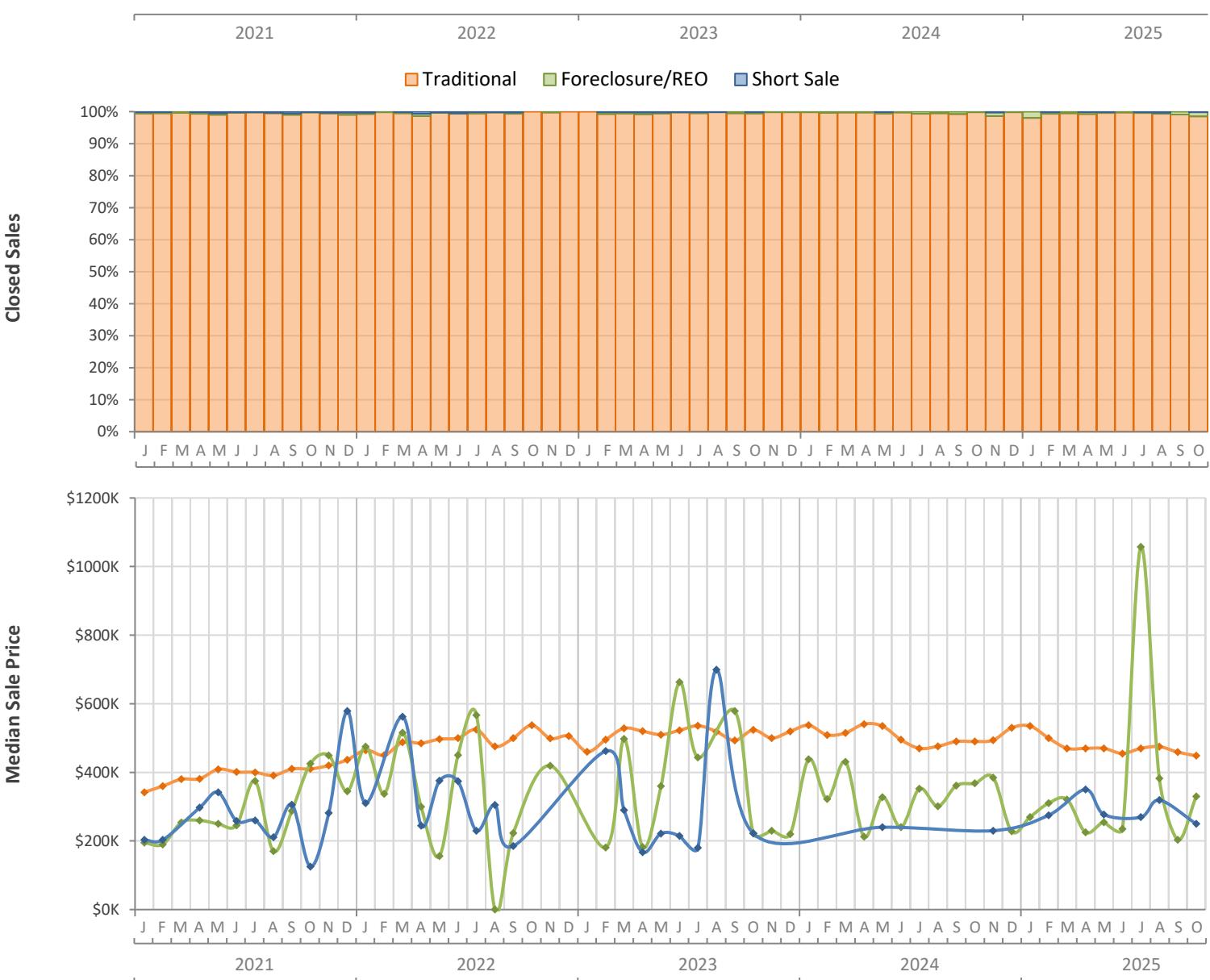


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		October 2025	October 2024	Percent Change Year-over-Year
Traditional	Closed Sales	658	514	28.0%
	Median Sale Price	\$448,395	\$490,000	-8.5%
Foreclosure/REO	Closed Sales	9	1	800.0%
	Median Sale Price	\$330,000	\$368,000	-10.3%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$249,900	(No Sales)	N/A



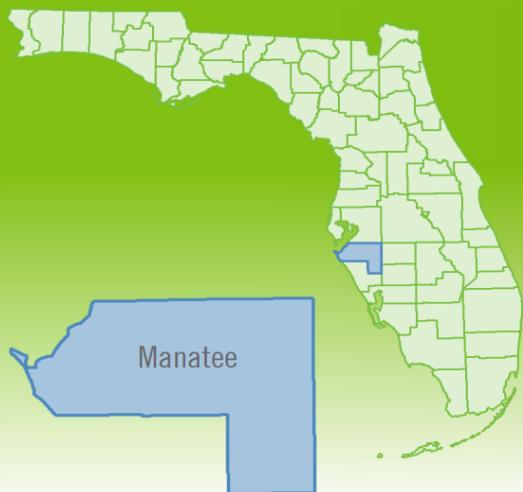
Monthly Distressed Market - October 2025

Single-Family Homes

Manatee County



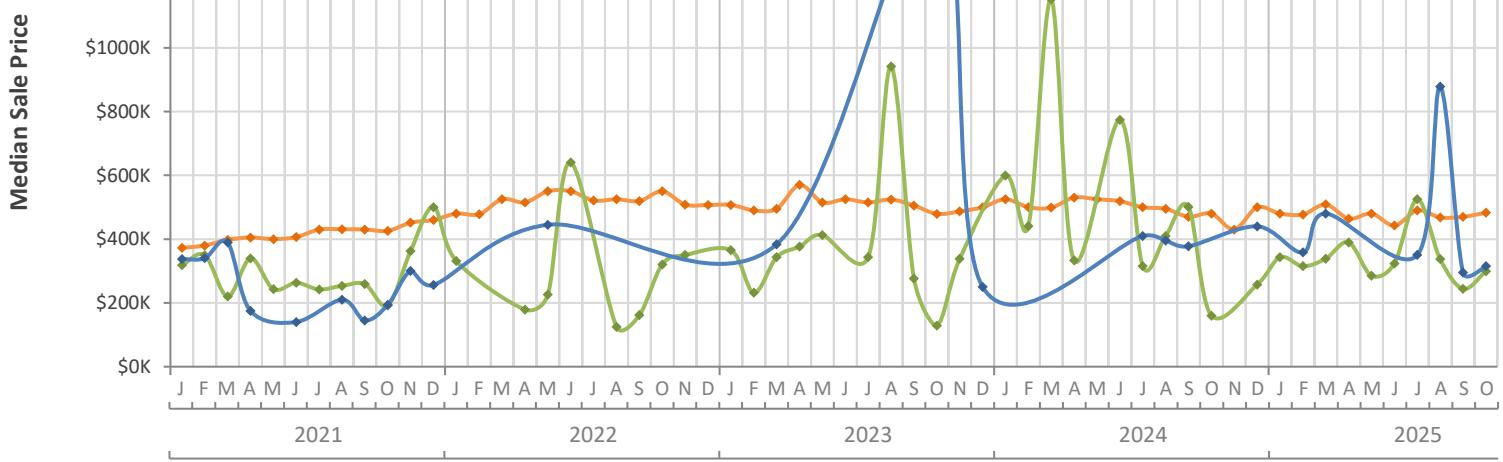
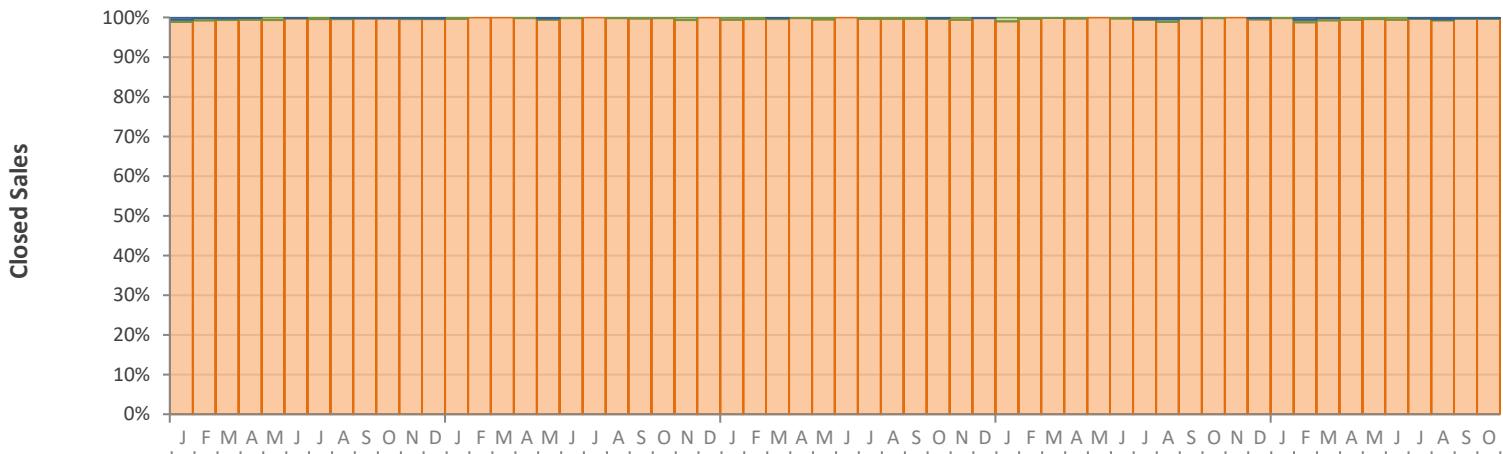
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		October 2025	October 2024	Percent Change Year-over-Year
Traditional	Closed Sales	594	469	26.7%
	Median Sale Price	\$482,475	\$479,995	0.5%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$299,000	\$160,000	86.9%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$315,000	(No Sales)	N/A

2021 2022 2023 2024 2025

■ Traditional ■ Foreclosure/REO ■ Short Sale



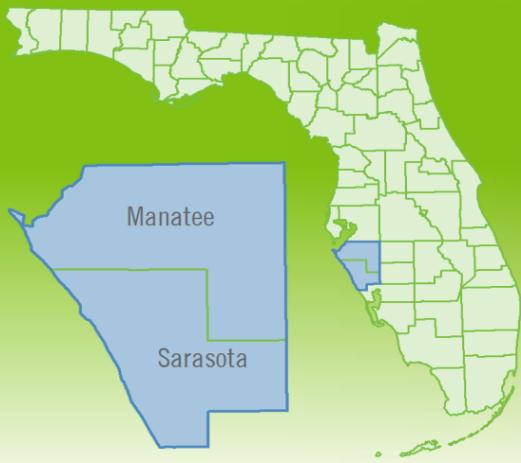
Monthly Distressed Market - October 2025

Single-Family Homes

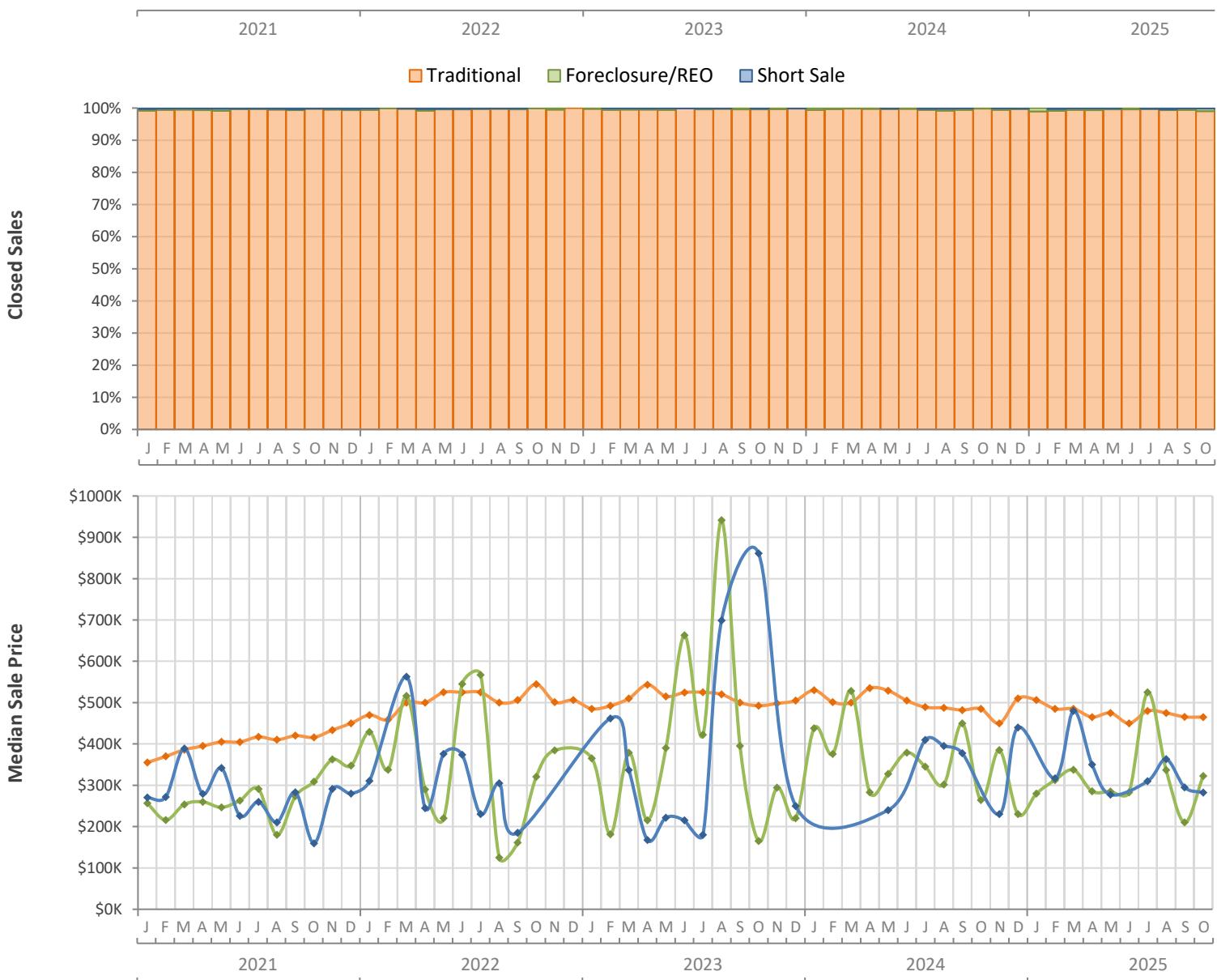
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		October 2025	October 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,252	983	27.4%
	Median Sale Price	\$465,000	\$484,838	-4.1%
Foreclosure/REO	Closed Sales	10	2	400.0%
	Median Sale Price	\$322,500	\$264,000	22.2%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$282,450	(No Sales)	N/A



Monthly Distressed Market - October 2025

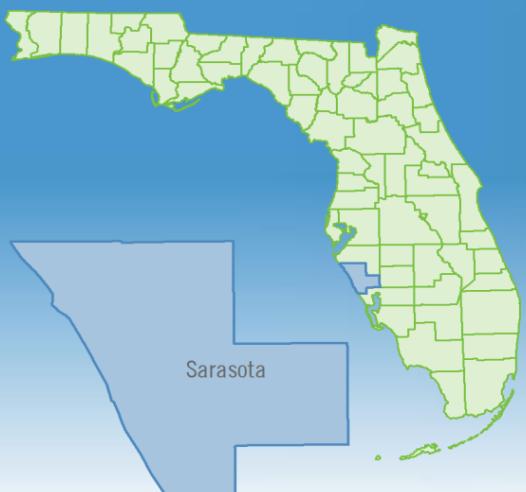
Townhouses and Condos

Sarasota County

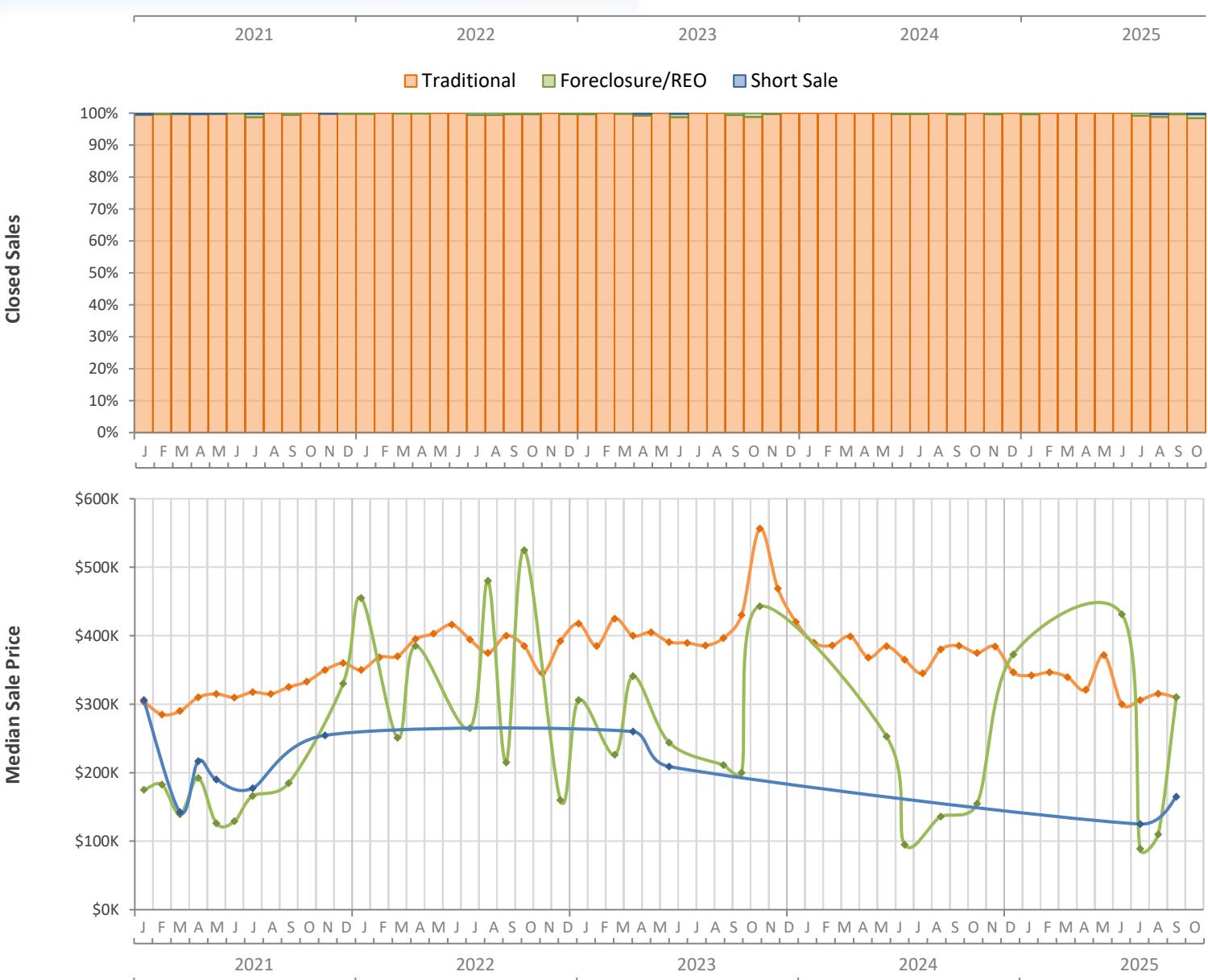


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		October 2025	October 2024	Percent Change Year-over-Year
Traditional	Closed Sales	242	200	21.0%
	Median Sale Price	\$310,000	\$385,277	-19.5%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$310,005	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$165,000	(No Sales)	N/A



Monthly Distressed Market - October 2025

Townhouses and Condos

Manatee County



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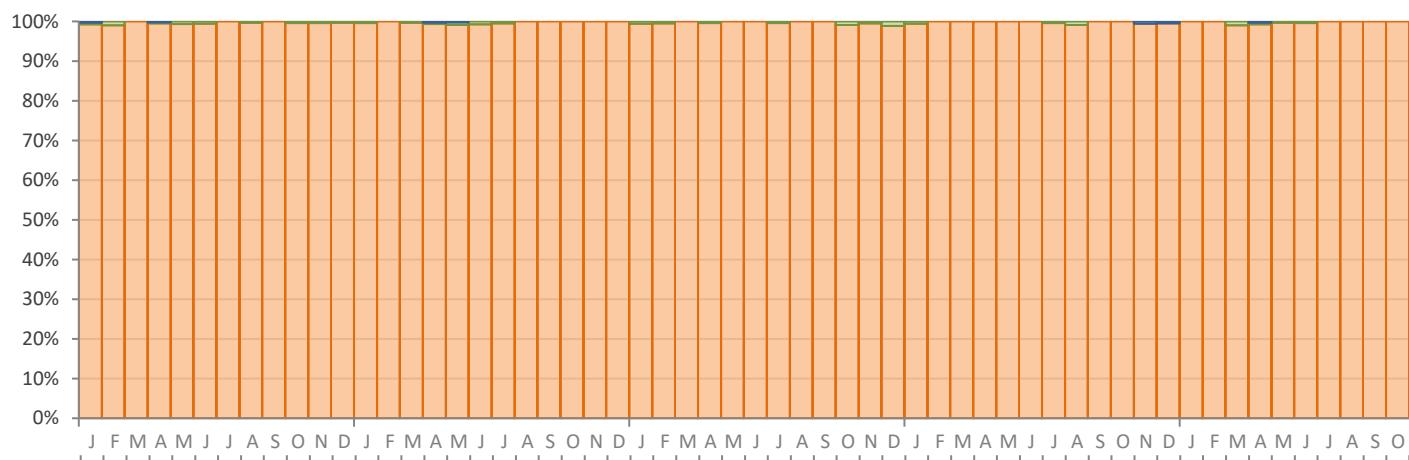


		October 2025	October 2024	Percent Change Year-over-Year
Traditional	Closed Sales	175	162	8.0%
	Median Sale Price	\$292,500	\$327,990	-10.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

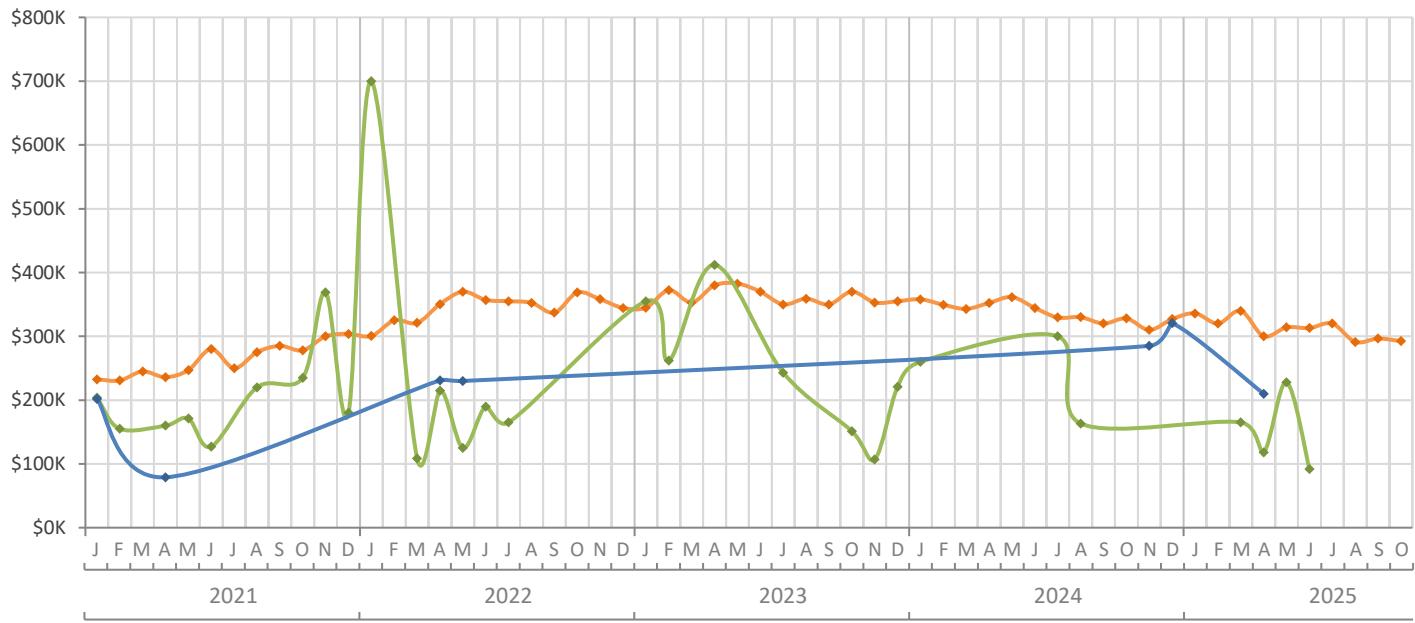
2021 2022 2023 2024 2025

■ Traditional ■ Foreclosure/REO ■ Short Sale

Closed Sales



Median Sale Price



Monthly Distressed Market - October 2025

Townhouses and Condos

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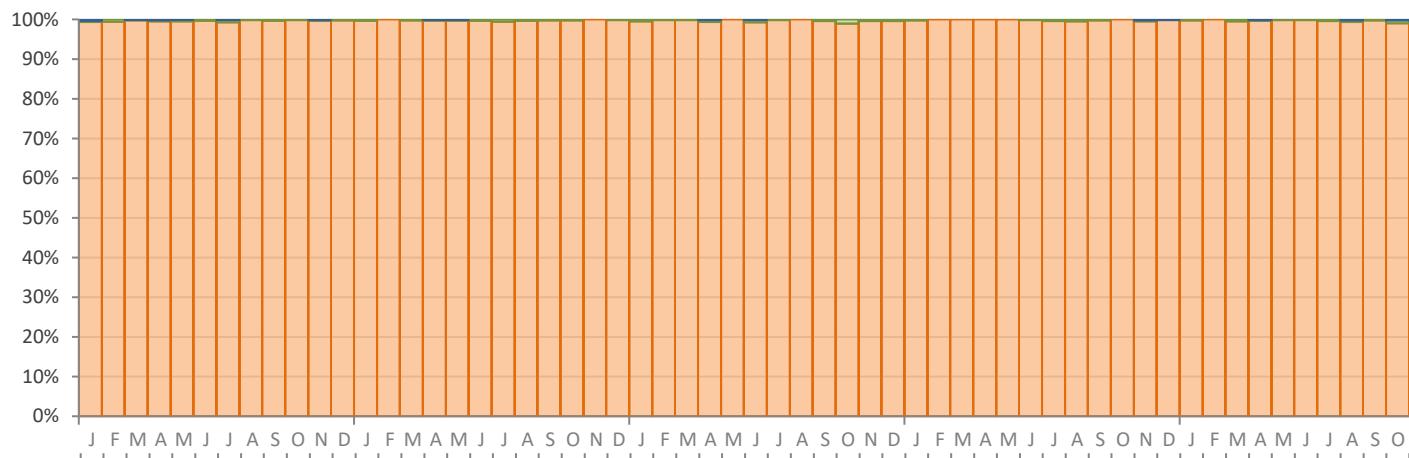


		October 2025	October 2024	Percent Change Year-over-Year
Traditional	Closed Sales	417	362	15.2%
	Median Sale Price	\$305,000	\$349,935	-12.8%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$310,005	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$165,000	(No Sales)	N/A

2021 2022 2023 2024 2025

■ Traditional ■ Foreclosure/REO ■ Short Sale

Closed Sales



Median Sale Price

