



**REALTOR® ASSOCIATION**  
of Sarasota and Manatee  
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REALTOR® Association of Sarasota and Manatee

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## **Single-Family Median Price Breaks \$400,000 in Manatee County**

SARASOTA, Fla. (May 21, 2021) – The Sarasota and Manatee housing market continues the trend of more home sales and rising prices in April 2021. According to data from Florida REALTORS® and compiled by the REALTOR® Association of Sarasota and Manatee (RASM), April reported more sales, more new listings, and record-high prices.

This time last year, Governor DeSantis issued a statewide stay-at-home order on April 1, 2020, which lasted through the month. The housing market experienced a “pause” in activity, affecting sales, new listings, and pending sales. Compared to today’s hot real estate market, April 2021 shows some significant year-over-year increases for closed sales, pending sales, and new listings.

“It’s hard to compare to last year because of the lockdown, but we’re in a historically incredible market regardless. 2021 is turning out to be a fascinating year — an acute shortage of new homes and record migration to our area are driving prices skyward,” said 2021 RASM President Alex Krumm, Broker Owner of NextHome Excellence. “It’s a good year to be a seller.”

Closed sales increased year-over-year by 83.7 percent to a total of 2,991 sales this month. In Manatee County, single-family sales increased by 69.7 percent to 847 sales, and condo sales increased by 126.8 percent to 415 sales. In Sarasota County, single-family sales increased by 67.7 percent to 1,060 sales, and condo sales increased by 113.1 percent to 669 sales.

Year-to-date in the North Port-Sarasota-Bradenton MSA, single-family closed sales increased by 39.2 percent to 6,531 sales, and condo closed sales have increased by 58.3 percent to 3,854 sales.

Buyer demand and low supply continue to drive up median sales prices in both counties. In Manatee County, the median price for single-family homes surpassed \$400,000 for the first time, reaching a median price of \$405,000 in April 2021, a 19.1 percent increase from last year. In Sarasota County, the median sales price for single-family homes was \$380,000 in April, a year-over-year increase of 21.3 percent. As for condos, the median sales price is \$235,000 in Manatee and \$310,000 in Sarasota.

According to the North Port-Sarasota-Bradenton MSA reports, the dollar volume for all sales closed in April 2021 increased year-over-year by 137.6 percent to \$1.1 billion for single-family homes, and by 269 percent to \$545.8 million for condos.

On the supply side, the combined inventory of both property types in both counties decreased year-over-year by 75.5 percent. The month's supply of inventory for single-family homes stayed below one month in April, with an 80 percent decrease to 0.7 months in Sarasota, and an 81.8 percent decrease to 0.6 months in Manatee. Condo inventory decreased by 80.4 percent to a 0.9-month supply in Sarasota and dropped by 84.1 percent to 0.7 months in Manatee County.

“Things are looking good for sellers — they're able to realize far more this year than they were last and can often dictate the terms of the sale. Buyers, on the other hand, are challenged and should be prepared to compete hard for a seller's attention,” added Krumm. “Half of all homes are selling in eight days or less. This means multiple offers, contracts over list price, and tons of activity are the norm.”

The median time from listing date to contract date continues to shrink each month. With low inventory and increased competition, homes are selling up to 76 percent faster than this time last year. Combined for the two counties in April 2021, the reported median time to contract was 7 days for single-family homes and 11 days for condos.

The total number of pending sales across the two-county market increased by 99.2 percent, a complete rebound from the decline in pending sales during the April 2020 lockdown. For single-family homes, pending sales increased by 66.6 percent in Manatee and by 81.8 percent in Sarasota. For the condo market, pending sales increased by 184.3 percent in Sarasota, and by 146.3 percent in Manatee.

Monthly reports are provided by Florida Realtors® with data compiled from Stellar MLS. For comprehensive statistics dating back to 2005, visit [www.MyRASM.com/statistics](http://www.MyRASM.com/statistics).

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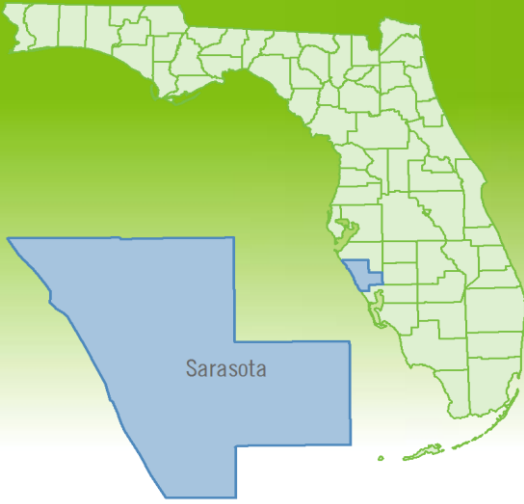
#### **About REALTOR® Association of Sarasota and Manatee**

The REALTOR® Association of Sarasota and Manatee (RASM) is the largest real estate trade association in Sarasota and Manatee counties, serving over 7,800 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](http://www.myrasm.com).

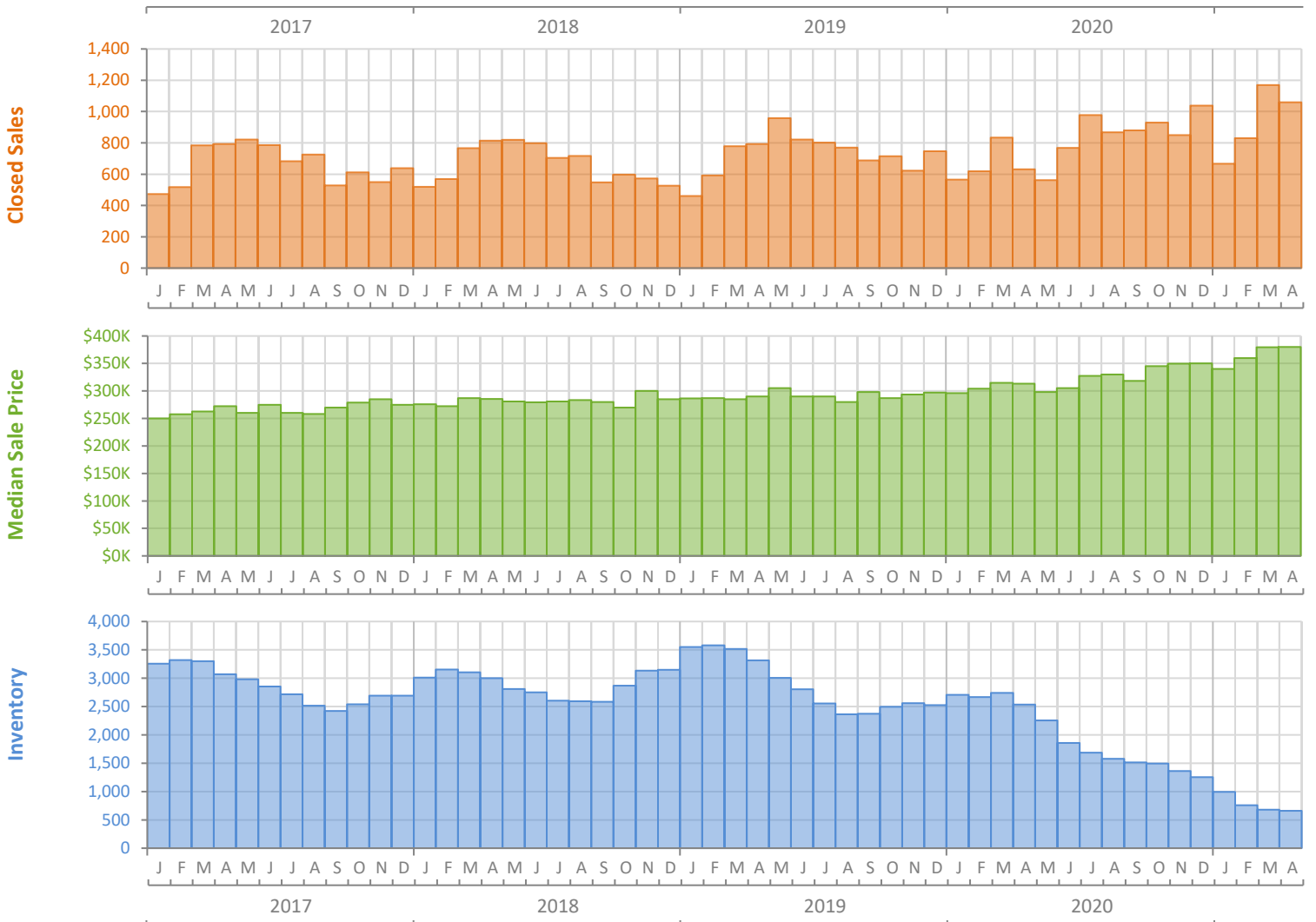
# Monthly Market Summary - April 2021

## Single-Family Homes

### Sarasota County



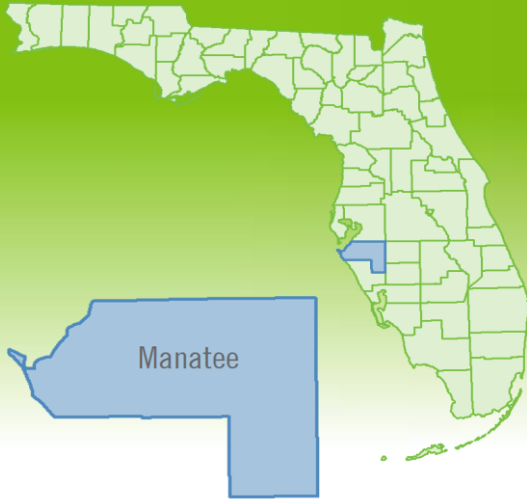
	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	1,060	632	67.7%
Paid in Cash	450	199	126.1%
Median Sale Price	\$380,000	\$313,250	21.3%
Average Sale Price	\$609,799	\$435,531	40.0%
Dollar Volume	\$646.4 Million	\$275.3 Million	134.8%
Med. Pct. of Orig. List Price Received	100.0%	96.5%	3.6%
Median Time to Contract	8 Days	33 Days	-75.8%
Median Time to Sale	54 Days	77 Days	-29.9%
New Pending Sales	989	544	81.8%
New Listings	1,020	550	85.5%
Pending Inventory	1,621	858	88.9%
Inventory (Active Listings)	660	2,532	-73.9%
Months Supply of Inventory	0.7	3.5	-80.0%



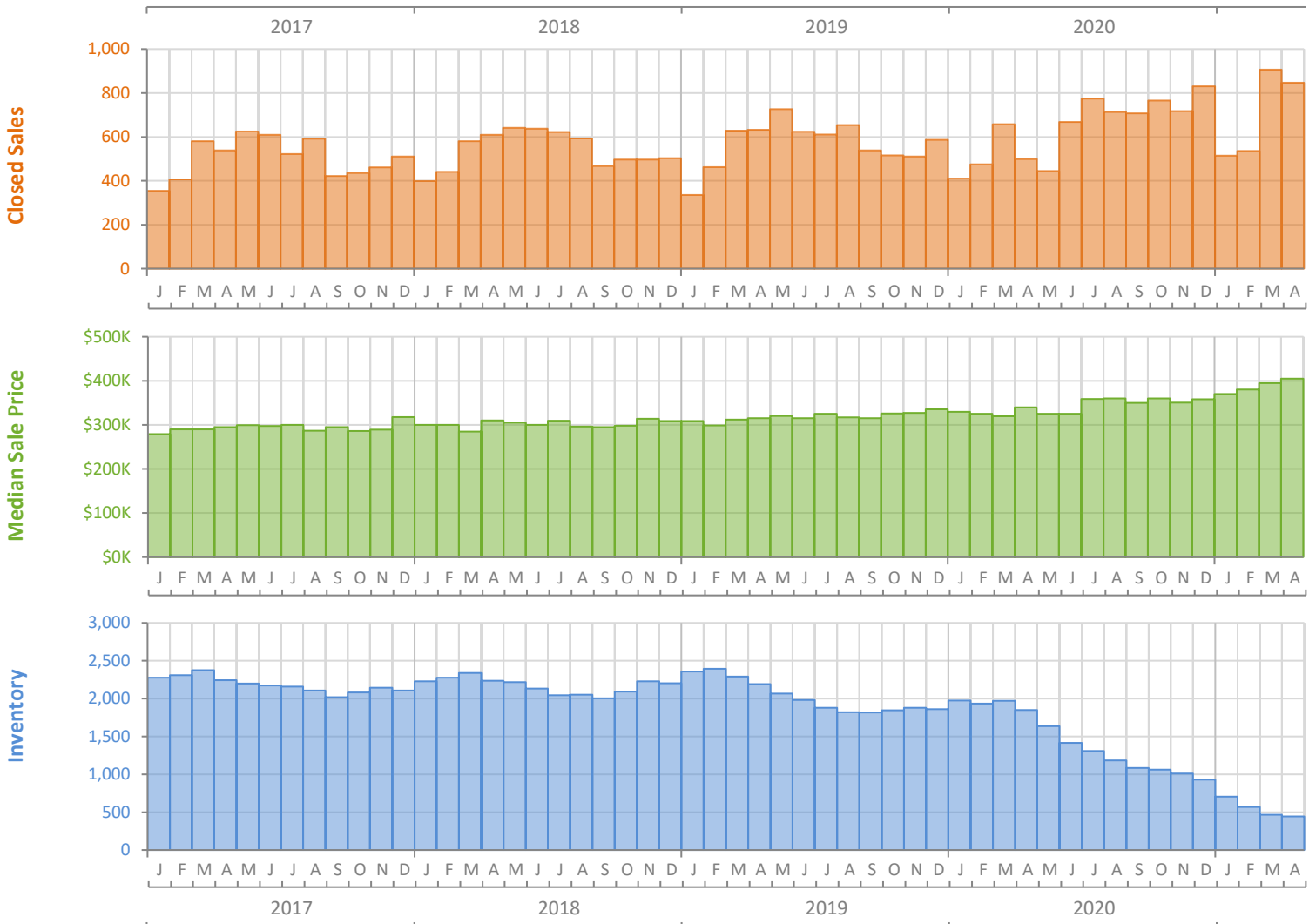
# Monthly Market Summary - April 2021

## Single-Family Homes

### Manatee County



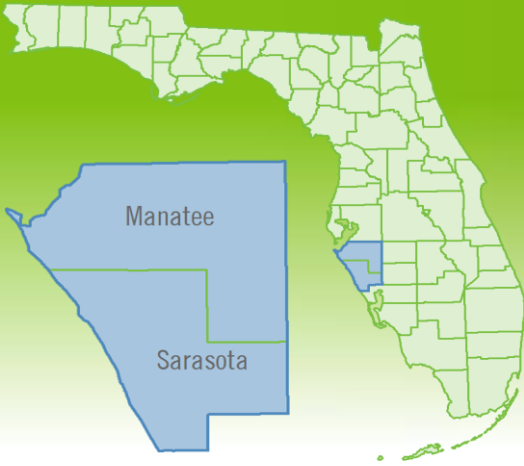
	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	847	499	69.7%
Paid in Cash	320	120	166.7%
Median Sale Price	\$405,000	\$340,000	19.1%
Average Sale Price	\$578,162	\$406,699	42.2%
Dollar Volume	\$489.7 Million	\$202.9 Million	141.3%
Med. Pct. of Orig. List Price Received	100.0%	97.2%	2.9%
Median Time to Contract	7 Days	26 Days	-73.1%
Median Time to Sale	52 Days	73 Days	-28.8%
New Pending Sales	733	440	66.6%
New Listings	797	457	74.4%
Pending Inventory	1,167	676	72.6%
Inventory (Active Listings)	444	1,851	-76.0%
Months Supply of Inventory	0.6	3.3	-81.8%



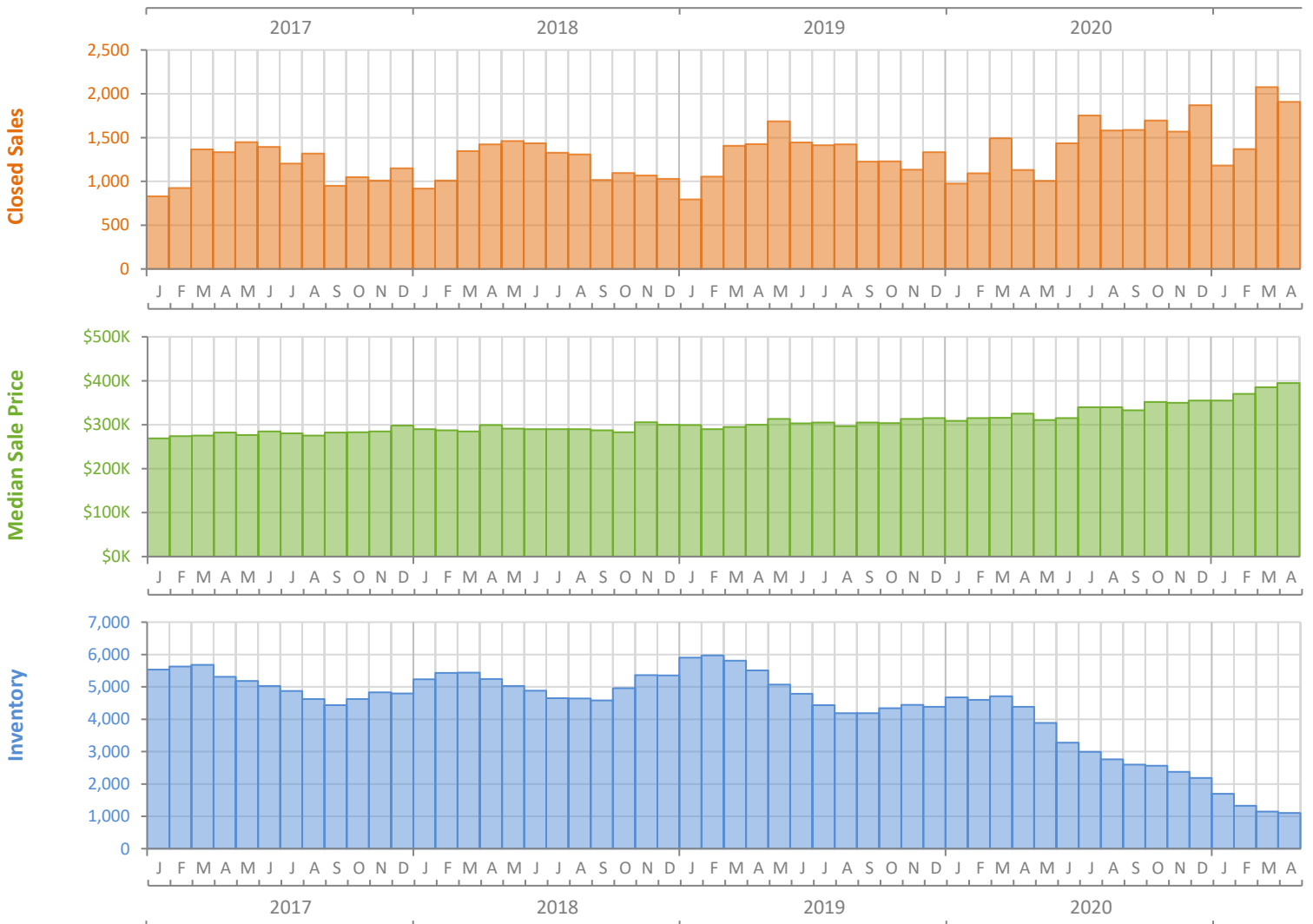
# Monthly Market Summary - April 2021

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



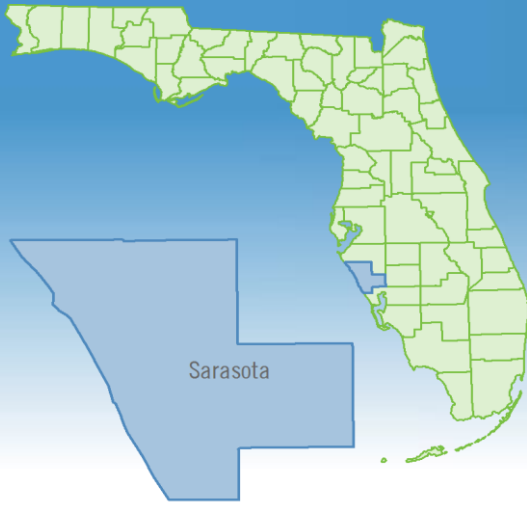
	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	1,907	1,131	68.6%
Paid in Cash	770	319	141.4%
Median Sale Price	\$395,000	\$325,000	21.5%
Average Sale Price	\$595,748	\$422,810	40.9%
Dollar Volume	\$1.1 Billion	\$478.2 Million	137.6%
Med. Pct. of Orig. List Price Received	100.0%	96.7%	3.4%
Median Time to Contract	7 Days	30 Days	-76.7%
Median Time to Sale	53 Days	76 Days	-30.3%
New Pending Sales	1,722	984	75.0%
New Listings	1,817	1,007	80.4%
Pending Inventory	2,788	1,534	81.7%
Inventory (Active Listings)	1,104	4,383	-74.8%
Months Supply of Inventory	0.7	3.4	-79.4%



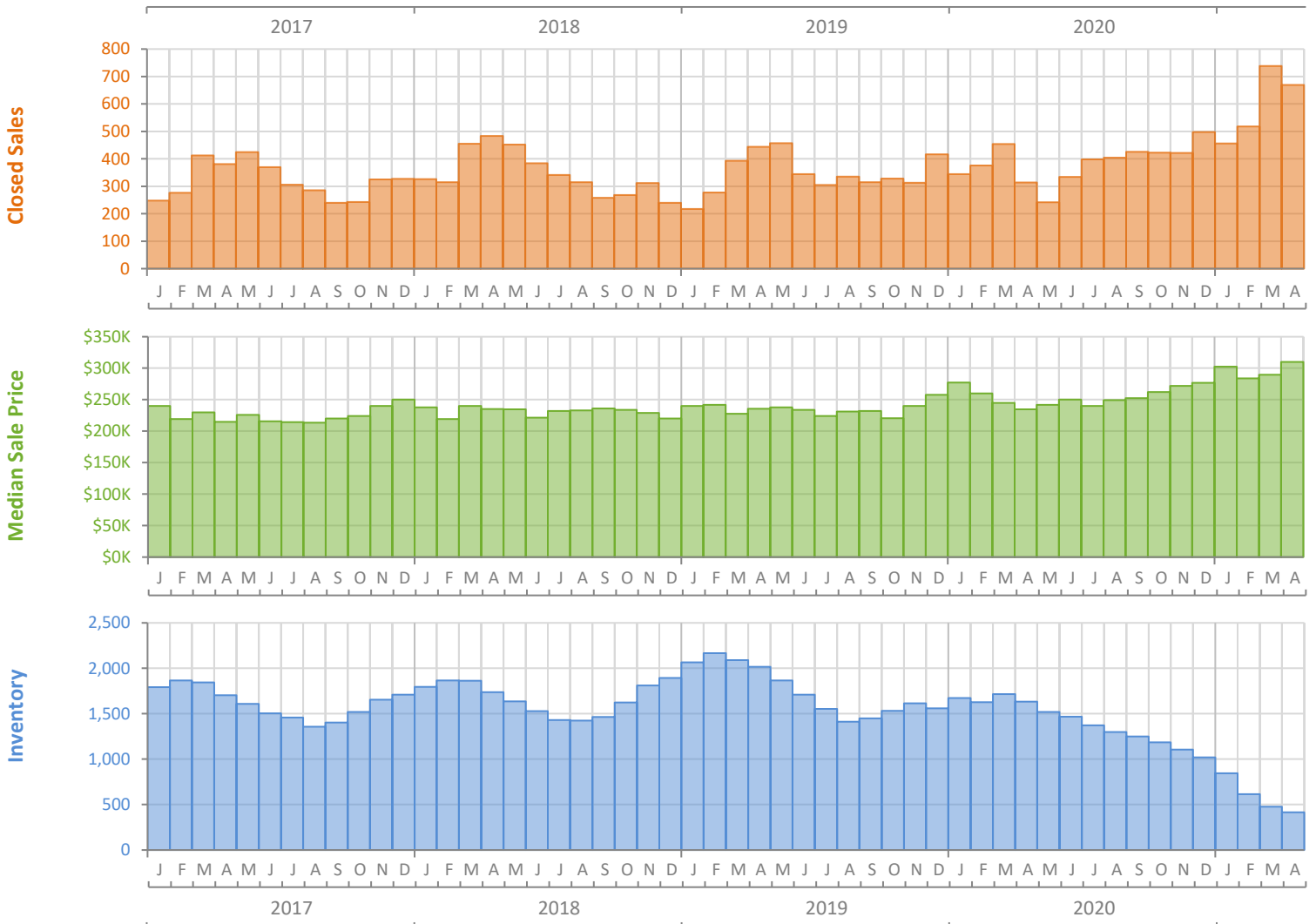
# Monthly Market Summary - April 2021

## Townhouses and Condos

### Sarasota County



	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	669	314	113.1%
Paid in Cash	405	151	168.2%
Median Sale Price	\$310,000	\$234,863	32.0%
Average Sale Price	\$627,776	\$333,107	88.5%
Dollar Volume	\$420.0 Million	\$104.6 Million	301.5%
Med. Pct. of Orig. List Price Received	99.0%	95.1%	4.1%
Median Time to Contract	11 Days	38 Days	-71.1%
Median Time to Sale	59 Days	89 Days	-33.7%
New Pending Sales	580	204	184.3%
New Listings	531	282	88.3%
Pending Inventory	1,004	459	118.7%
Inventory (Active Listings)	415	1,633	-74.6%
Months Supply of Inventory	0.9	4.6	-80.4%



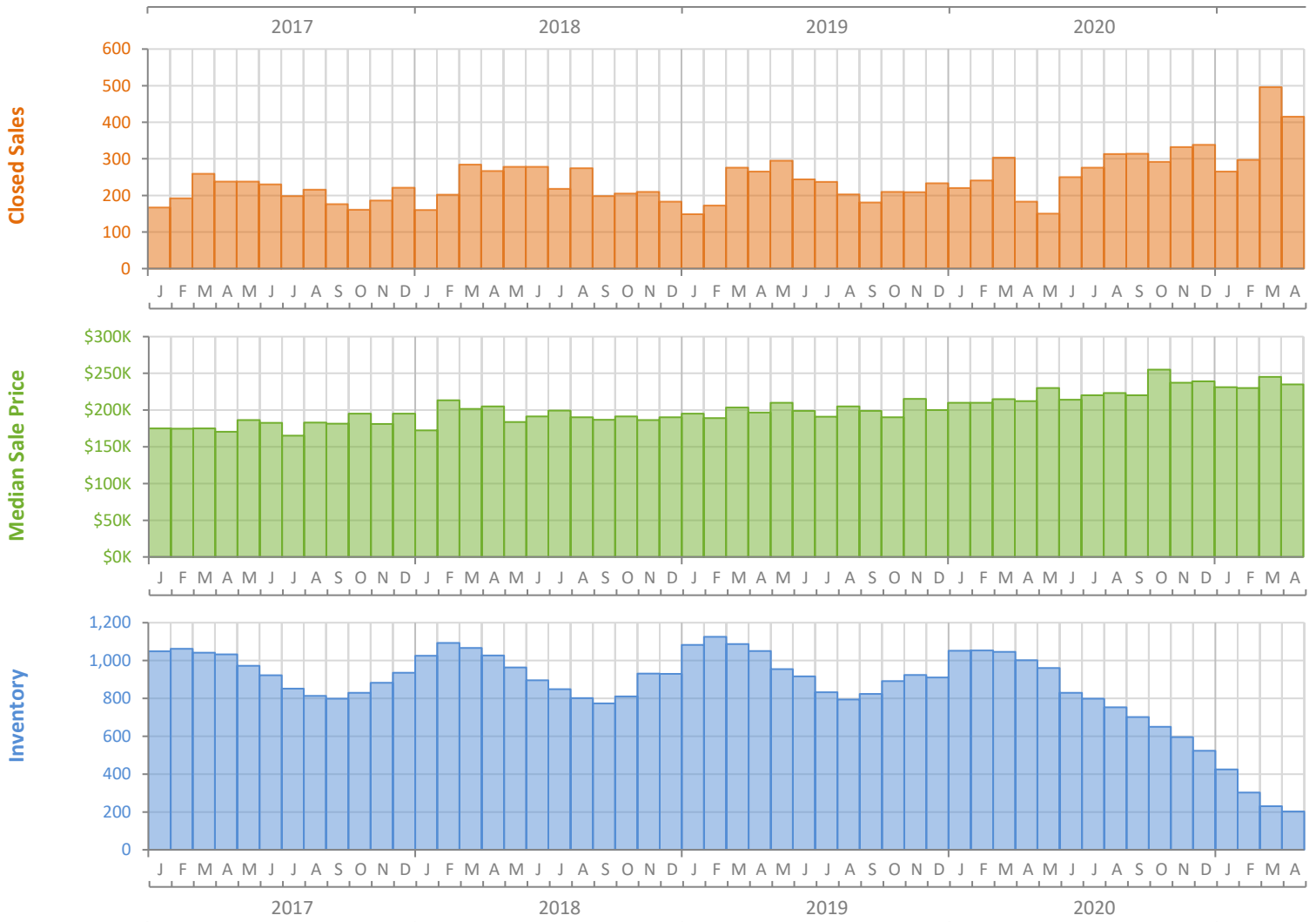
# Monthly Market Summary - April 2021

## Townhouses and Condos

### Manatee County



	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	415	183	126.8%
Paid in Cash	204	92	121.7%
Median Sale Price	\$235,000	\$212,000	10.8%
Average Sale Price	\$303,121	\$236,764	28.0%
Dollar Volume	\$125.8 Million	\$43.3 Million	190.3%
Med. Pct. of Orig. List Price Received	99.9%	95.1%	5.0%
Median Time to Contract	11 Days	41 Days	-73.2%
Median Time to Sale	54 Days	89 Days	-39.3%
New Pending Sales	335	136	146.3%
New Listings	323	162	99.4%
Pending Inventory	469	219	114.2%
Inventory (Active Listings)	203	1,001	-79.7%
Months Supply of Inventory	0.7	4.4	-84.1%



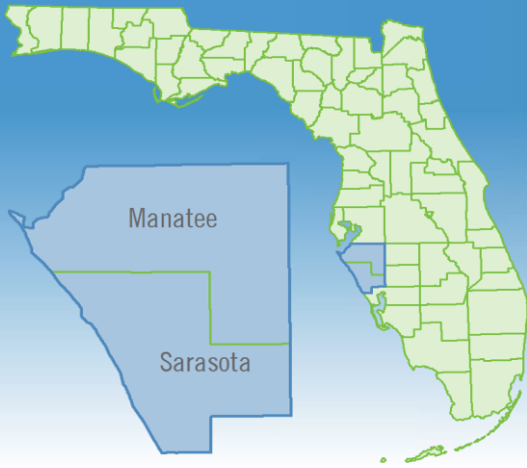
# Monthly Market Summary - April 2021

## Townhouses and Condos

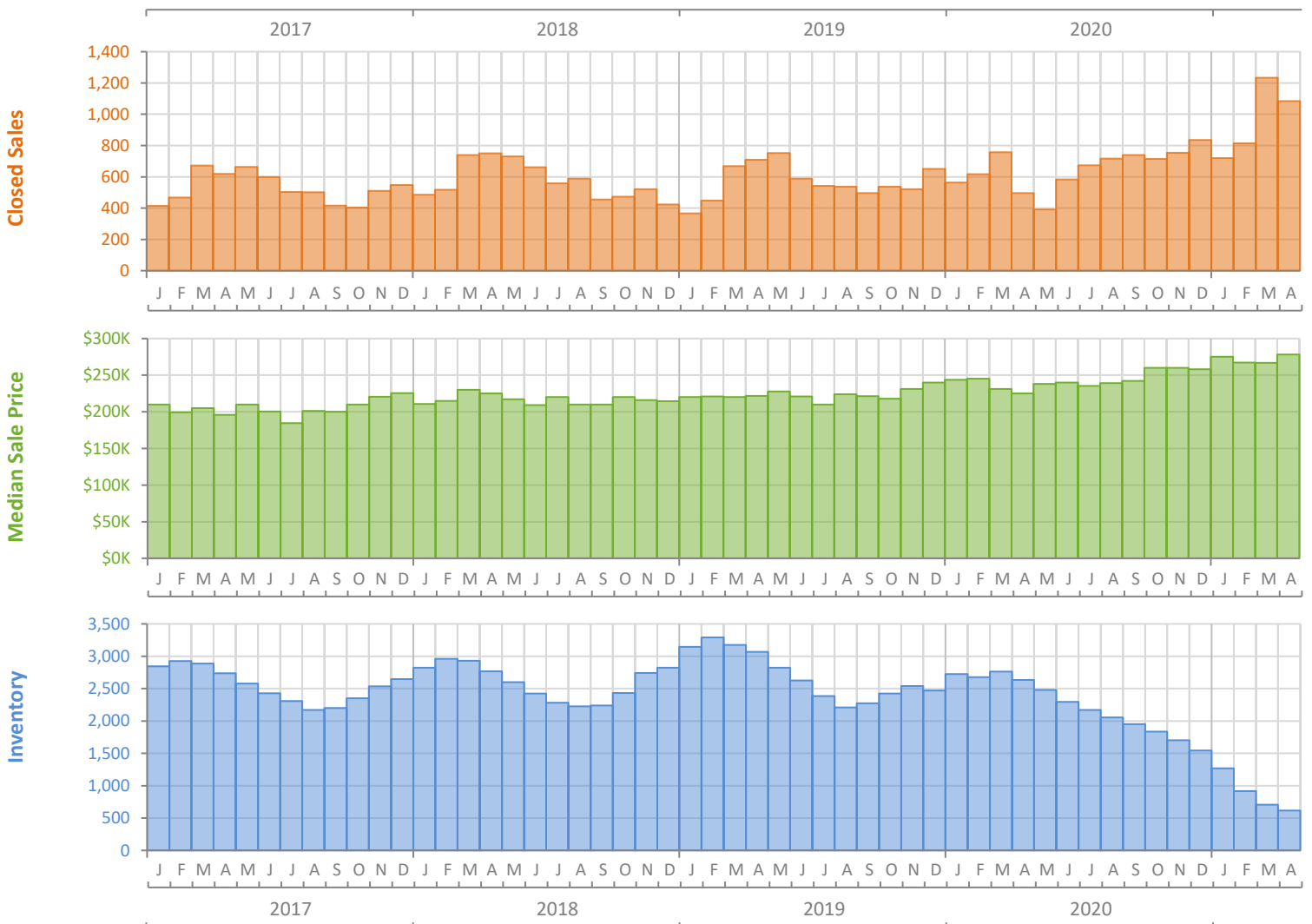
### North Port-Sarasota-Bradenton MSA



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	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	1,084	497	118.1%
Paid in Cash	609	243	150.6%
Median Sale Price	\$278,000	\$225,000	23.6%
Average Sale Price	\$503,485	\$297,633	69.2%
Dollar Volume	\$545.8 Million	\$147.9 Million	269.0%
Med. Pct. of Orig. List Price Received	99.4%	95.1%	4.5%
Median Time to Contract	11 Days	38 Days	-71.1%
Median Time to Sale	57 Days	89 Days	-36.0%
New Pending Sales	915	340	169.1%
New Listings	854	444	92.3%
Pending Inventory	1,473	678	117.3%
Inventory (Active Listings)	618	2,634	-76.5%
Months Supply of Inventory	0.8	4.5	-82.2%







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# RASM MARKET STATISTICS

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## **EXPANDED REPORTS**

Sarasota and Manatee Counties

**APRIL 2021**

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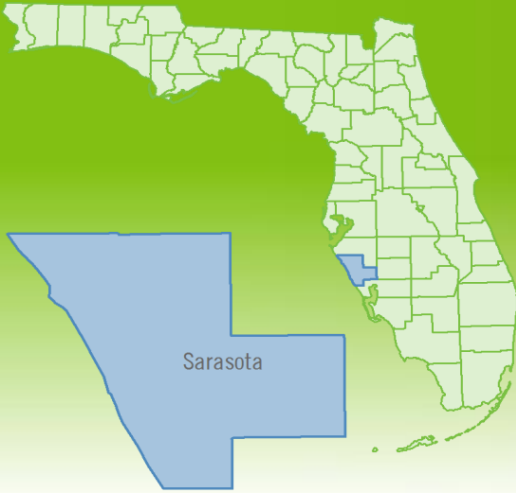
***Reach Further With The Market.***

For more detailed reports, visit  
[myrasm.com/statistics](http://myrasm.com/statistics)

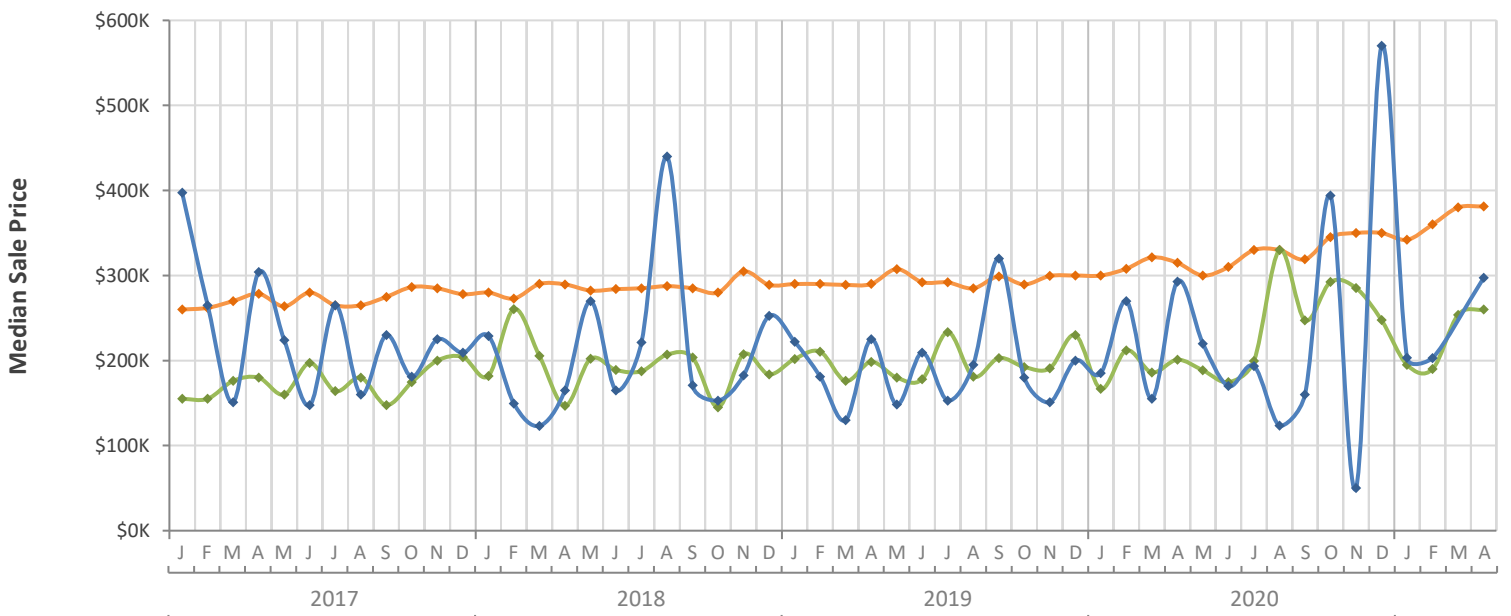
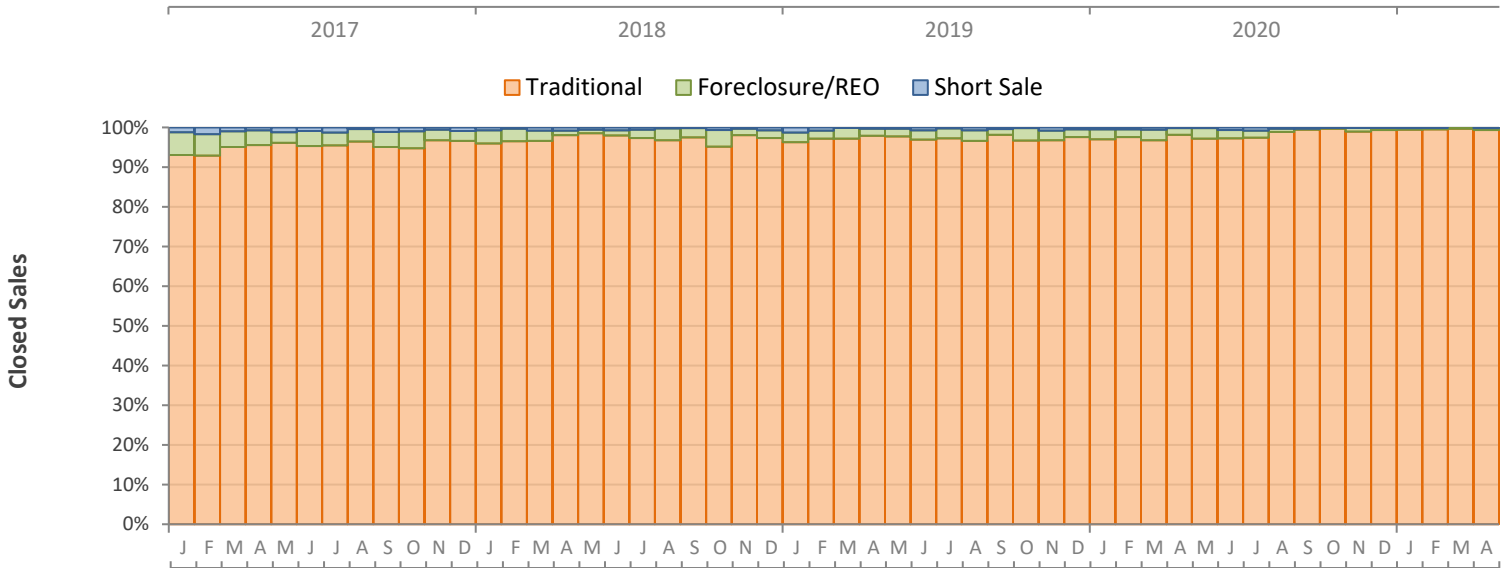
# Monthly Distressed Market - April 2021

## Single-Family Homes

### Sarasota County



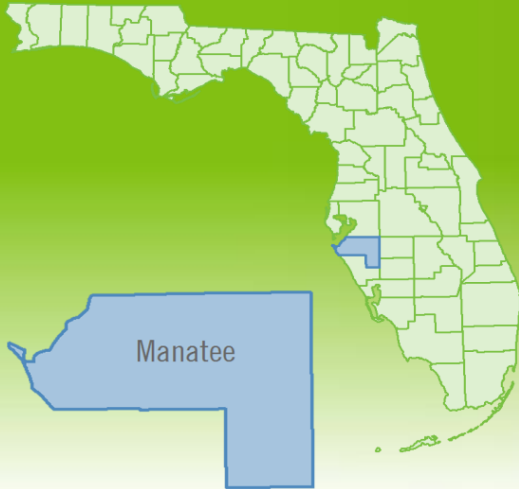
		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,053	620	69.8%
	Median Sale Price	\$381,250	\$315,000	21.0%
Foreclosure/REO	Closed Sales	5	11	-54.5%
	Median Sale Price	\$260,000	\$201,000	29.4%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$297,150	\$293,000	1.4%



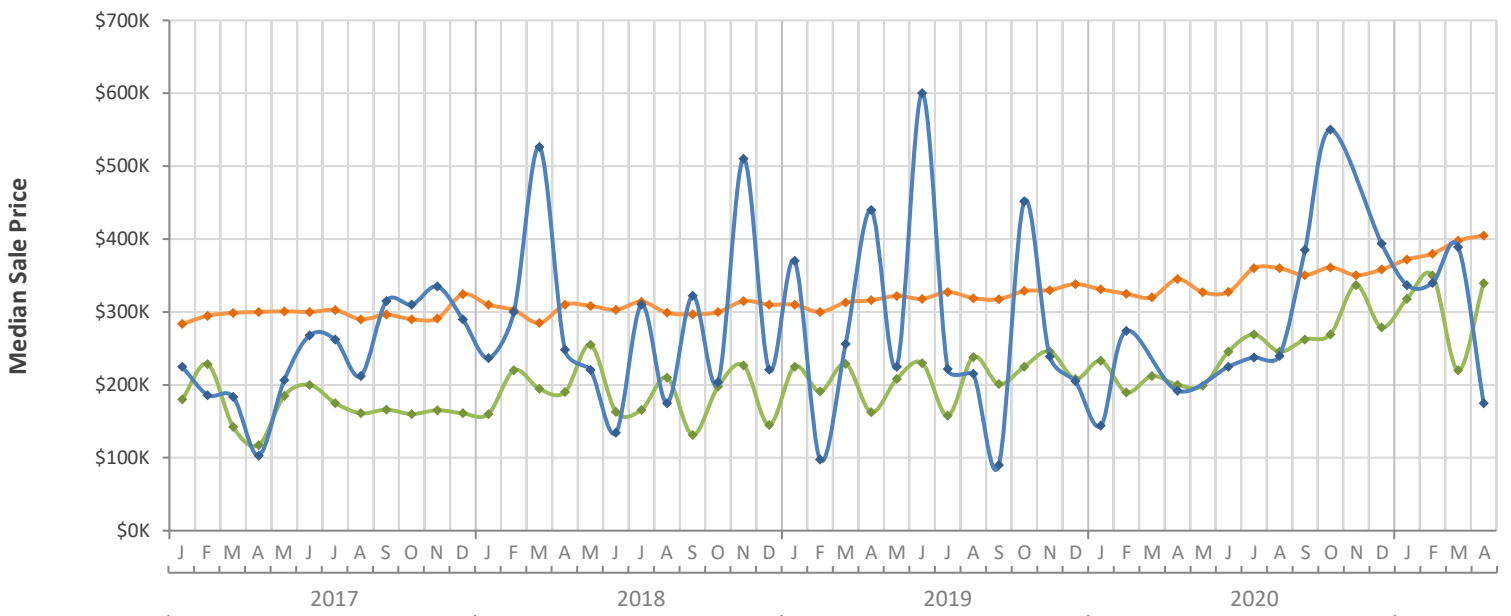
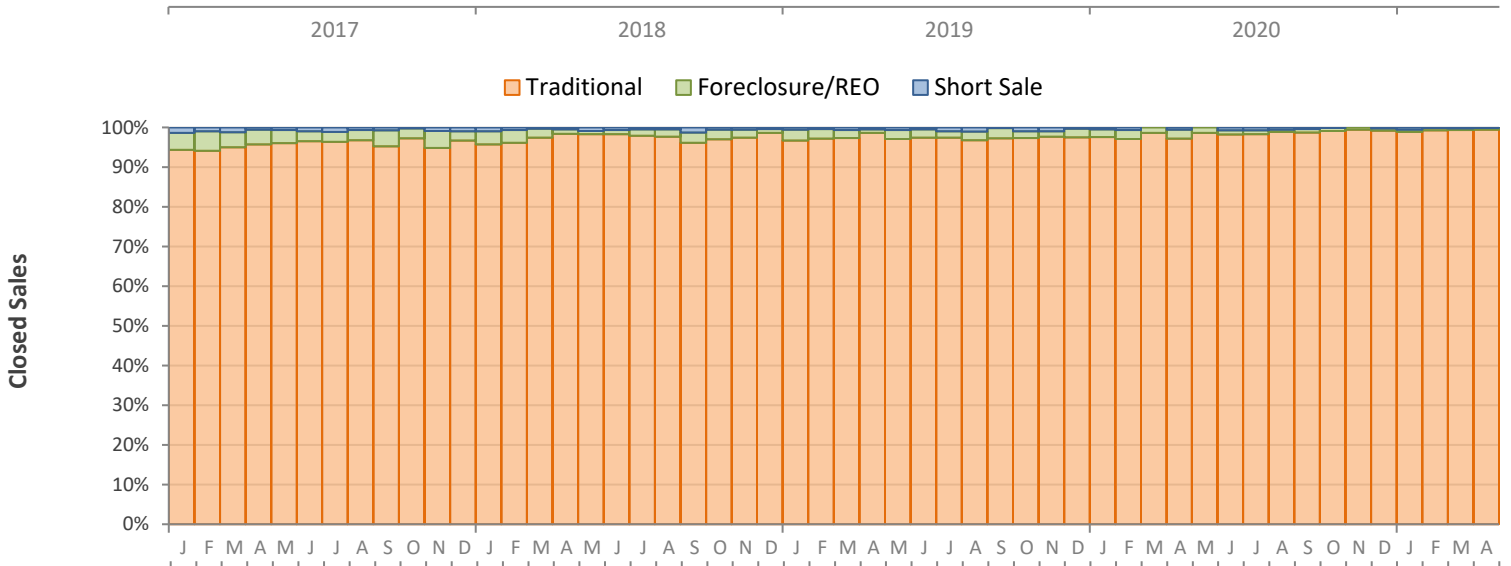
# Monthly Distressed Market - April 2021

## Single-Family Homes

### Manatee County



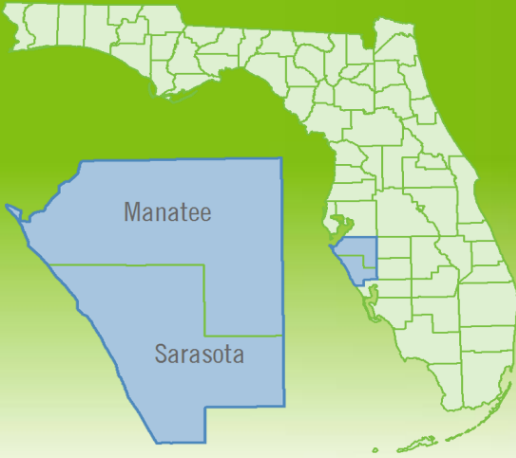
		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	842	485	73.6%
	Median Sale Price	\$405,000	\$345,000	17.4%
Foreclosure/REO	Closed Sales	4	11	-63.6%
	Median Sale Price	\$339,450	\$200,002	69.7%
Short Sale	Closed Sales	1	3	-66.7%
	Median Sale Price	\$175,000	\$192,000	-8.9%



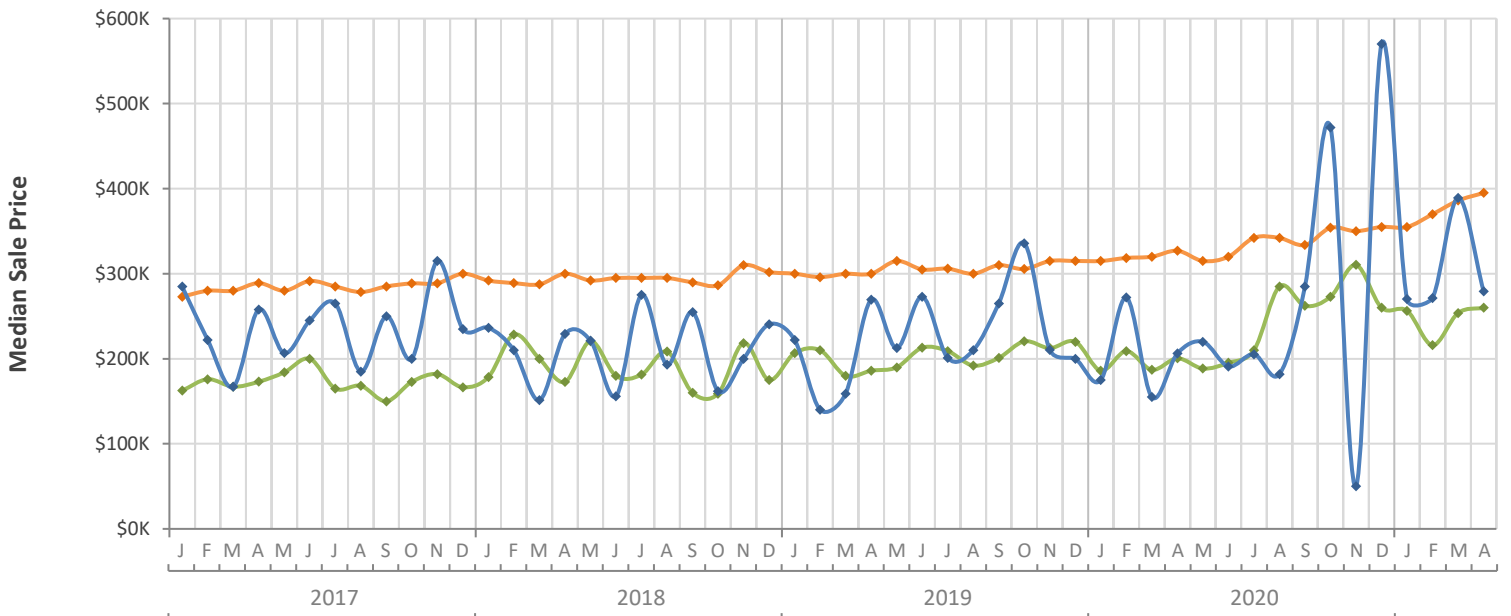
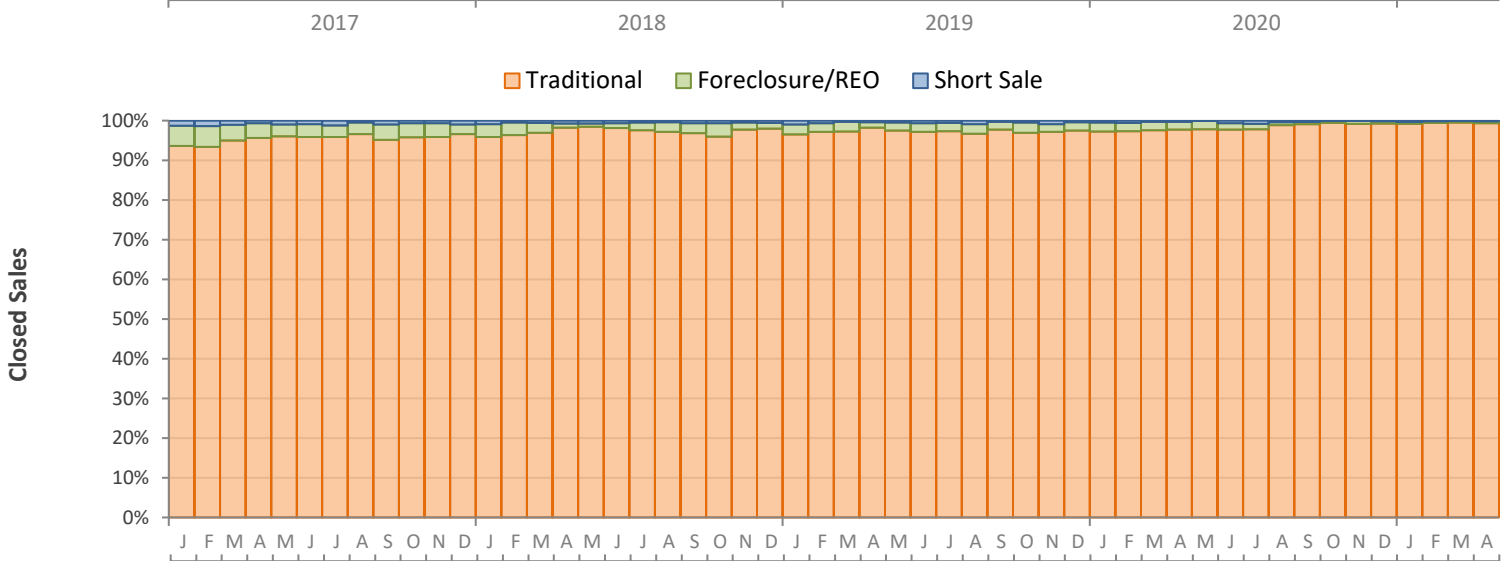
# Monthly Distressed Market - April 2021

## Single-Family Homes

### North Port-Sarasota-Bradenton MSA



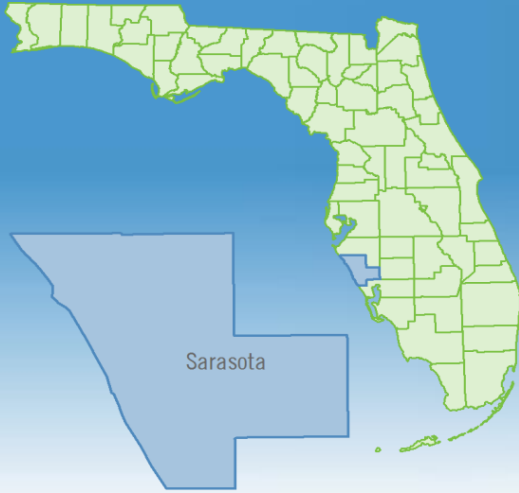
		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,895	1,105	71.5%
	Median Sale Price	\$395,000	\$327,000	20.8%
Foreclosure/REO	Closed Sales	9	22	-59.1%
	Median Sale Price	\$260,000	\$200,501	29.7%
Short Sale	Closed Sales	3	4	-25.0%
	Median Sale Price	\$279,300	\$206,250	35.4%



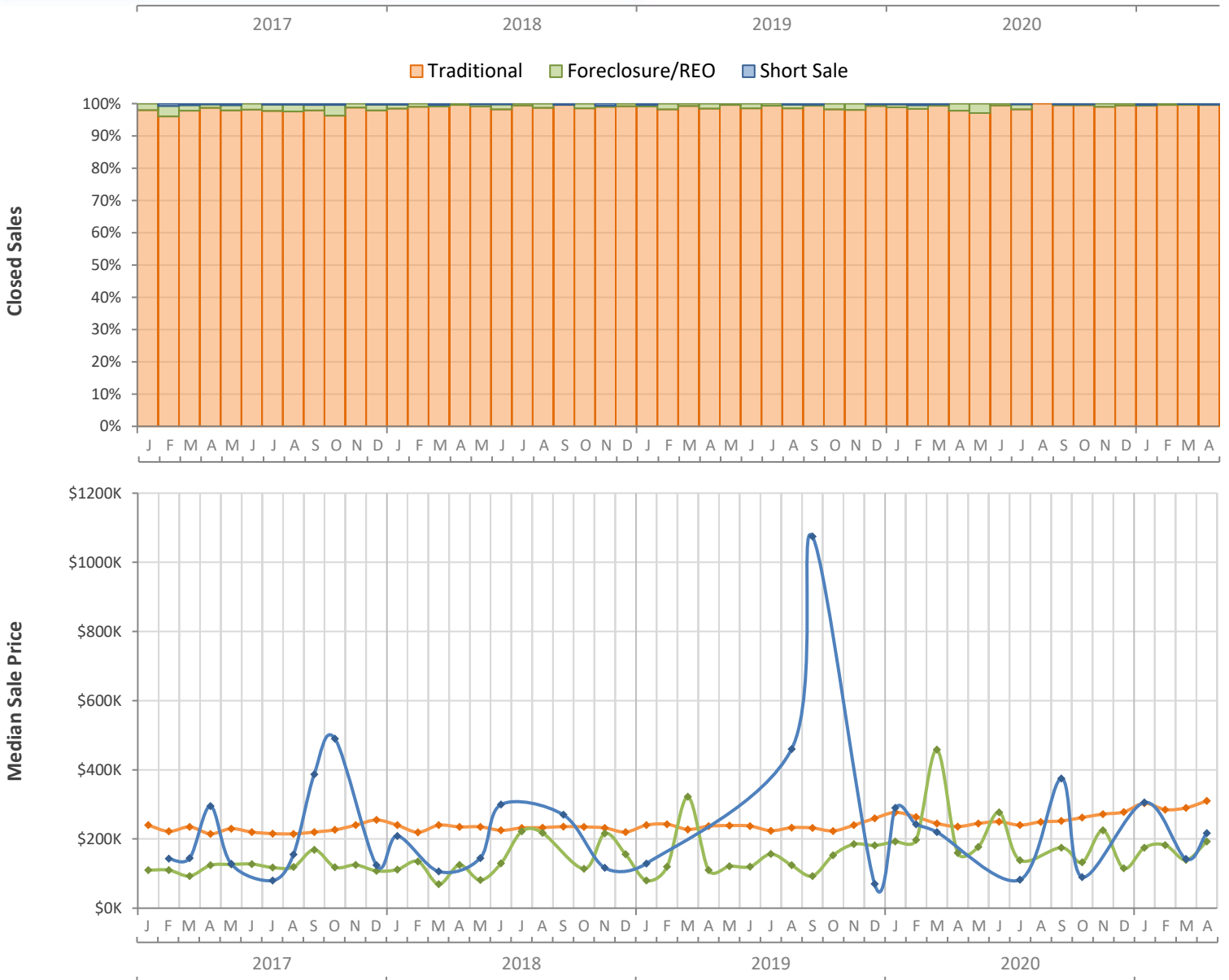
# Monthly Distressed Market - April 2021

## Townhouses and Condos

### Sarasota County



		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	666	307	116.9%
	Median Sale Price	\$310,000	\$236,000	31.4%
Foreclosure/REO	Closed Sales	1	7	-85.7%
	Median Sale Price	\$192,500	\$160,000	20.3%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$217,000	(No Sales)	N/A

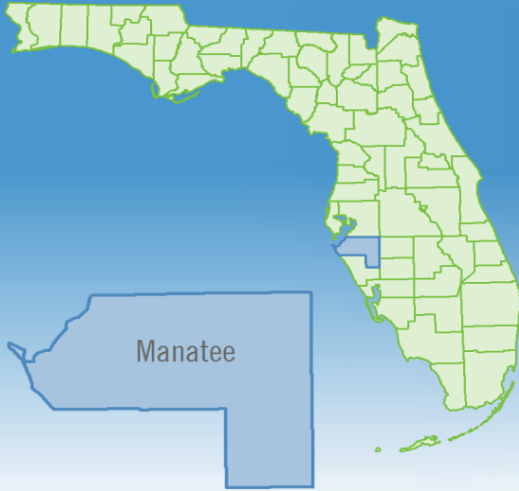


Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Friday, May 21, 2021. Next data release is Tuesday, June 22, 2021.

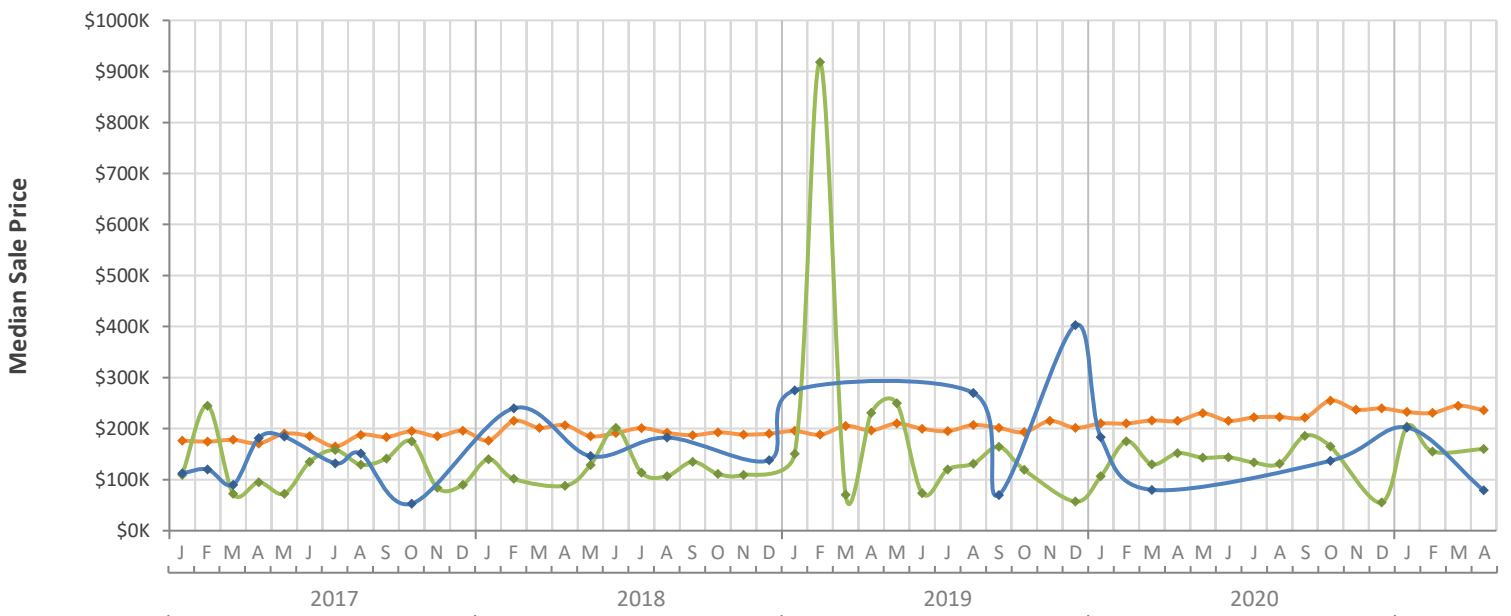
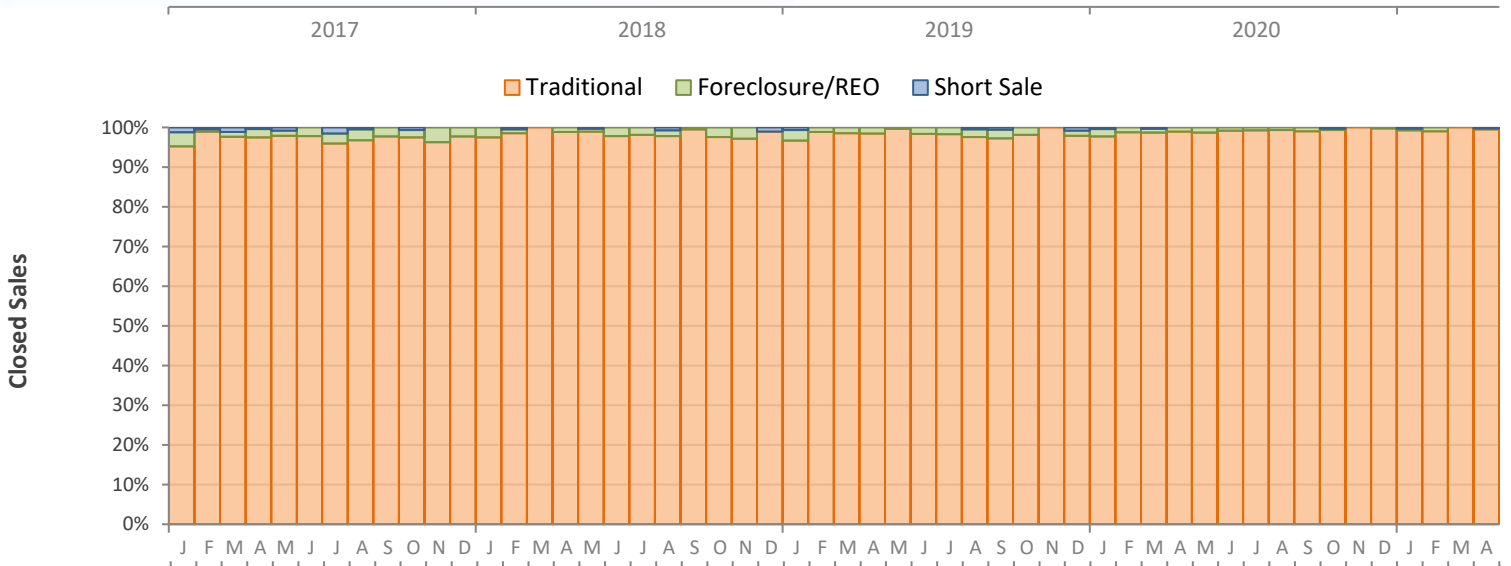
# Monthly Distressed Market - April 2021

## Townhouses and Condos

### Manatee County



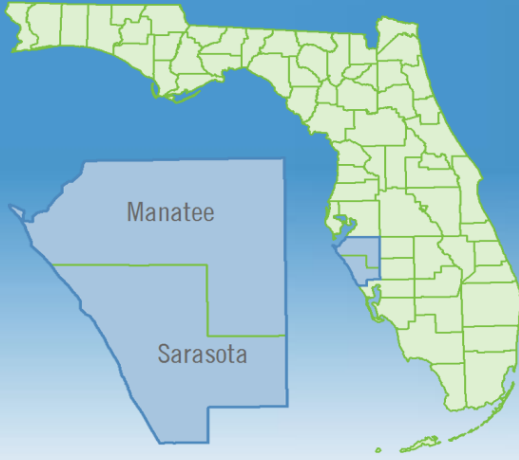
		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	413	181	128.2%
	Median Sale Price	\$236,000	\$215,000	9.8%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$160,000	\$151,750	5.4%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$79,000	(No Sales)	N/A



# Monthly Distressed Market - April 2021

## Townhouses and Condos

### North Port-Sarasota-Bradenton MSA



		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,079	488	121.1%
	Median Sale Price	\$279,000	\$227,413	22.7%
Foreclosure/REO	Closed Sales	2	9	-77.8%
	Median Sale Price	\$176,250	\$160,000	10.2%
Short Sale	Closed Sales	3	0	N/A
	Median Sale Price	\$209,000	(No Sales)	N/A

