



REALTOR® ASSOCIATION of Sarasota and Manatee

Reach Further.™

FOR IMMEDIATE RELEASE

REALTOR® Association of Sarasota and Manatee

Contact: Brandon Gay

(941) 952-3405

Brandon@MyRASM.com

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

SARASOTA, Fla. (May 22, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its April 2025 real estate market report, offering a comprehensive analysis of key trends across both counties. According to data from Florida REALTORS®, the housing market in Sarasota and Manatee counties may be showing early signs of leveling off, particularly as the rapid pace of inventory growth begins to slow. While inventory levels remain elevated compared to last year, the month-over-month increases have started to moderate, hinting at a potential stabilization. This shift could signal a more balanced environment ahead, where buyer demand and available supply begin to align more closely.

Key Trends in Sarasota/Manatee April 2025:

- **Median Sale Price Trends:** All segments reported a year-over-year decline in median and average sale prices.
- **Inventory Growth Slowing:** While overall inventory remains higher year-over-year, the pace of growth is beginning to moderate—indicating a potential shift toward market stabilization as new listings and pending inventory increases begin to level off.
- **Closed Sales Trends:** Closed sales remained relatively steady across most segments, with only slight year-over-year changes—suggesting consistent buyer activity despite shifting market conditions.

Single-Family Homes

In April 2025, Sarasota County reported 817 single-family home sales, a 0.7 percent increase year-over-year. The median sale price declined by 13.0 percent from April 2024 to \$470,000 but increased slightly from the previous month. Cash buyers accounted for 46.1 percent of all closed sales.

Inventory levels rose, with a 34.6 percent year-over-year increase to 4,448 active listings, bringing the months supply to 7.0 months. The median time to contract and median time to sale stayed relatively consistent to last month to 43 days and 82 days, respectively.

In April 2025, Manatee County reported 672 single-family home sales, a 1.9 percent decrease year-over-year. The median sale price decreased 12.5 percent year-over-year to \$464,000. Cash buyers accounted for 29.9 percent of all closed sales.

Manatee County ended April 2025 with 3251 active listings, representing a 5.2-month supply of inventory. The median time to contract increased slightly from last month to 50 days, while the median time to sale decreased slightly to 92 days.

"The single-family home markets in both Sarasota and Manatee counties are showing encouraging signs of stabilization," said Debi Reynolds, Managing Broker of SaraBay Real Estate and 2025 RASM President. "While we're seeing a natural correction from the record highs of recent years, the steady pace of sales and the more moderate growth in inventory indicate a return to healthier market conditions."

Townhomes and Condos

In April 2025, Sarasota County reported 375 townhome and condo sales, a 13.0 percent decrease year-over-year. The median sale price fell 14.9 percent year-over-year to \$339,500, with 66.9 percent of sales being cash purchases.

Inventory decreased for the first time since September 2024 to 2,654 active listings and a 9.6-month supply, signaling that the Sarasota Condo and Townhome market is stabilizing. The median time to contract the median time increased from March 2025 to 61 days and 104 days, respectively.

In April 2025, Manatee County reported 273 townhome and condo sales, a 1.1 percent decrease year-over-year. The median sale price fell 14.8 percent to \$300,220 with 50.5 percent of sales being cash purchases.

Inventory held relatively constant from March 2025 with 1,817 active listings and an 8.2-month supply. The median time to contract stayed relatively consistent at 63 days, while the median time to sale decreased to 98 days.

"The condo and townhome market is showing more pronounced price softening, primarily due to a steady increase in inventory," Reynolds explained. "This means buyers have more negotiating power, but it also challenges sellers to be strategic ensuring their properties are priced competitively and well-presented."

Summary

Overall, the April 2025 data reflect a market in transition—characterized by stabilizing inventory, softening prices, and steady sales activity. As buyers and sellers navigate these evolving conditions, working with a trusted REALTOR® is more important than ever. REALTORS® offer expert guidance, local market knowledge, and negotiation skills that are essential for making informed decisions and achieving successful outcomes in today's complex real estate landscape.

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.

###

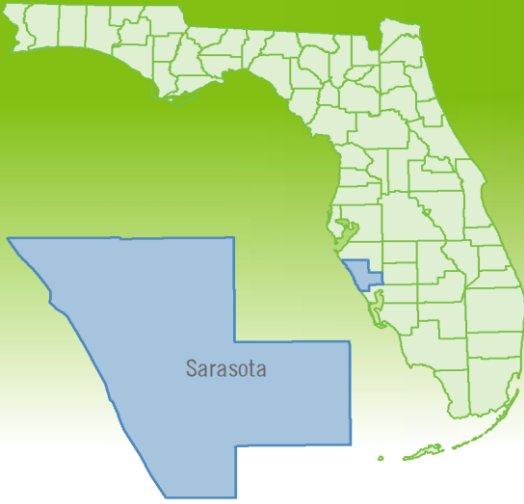
About REALTOR® Association of Sarasota and Manatee

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.

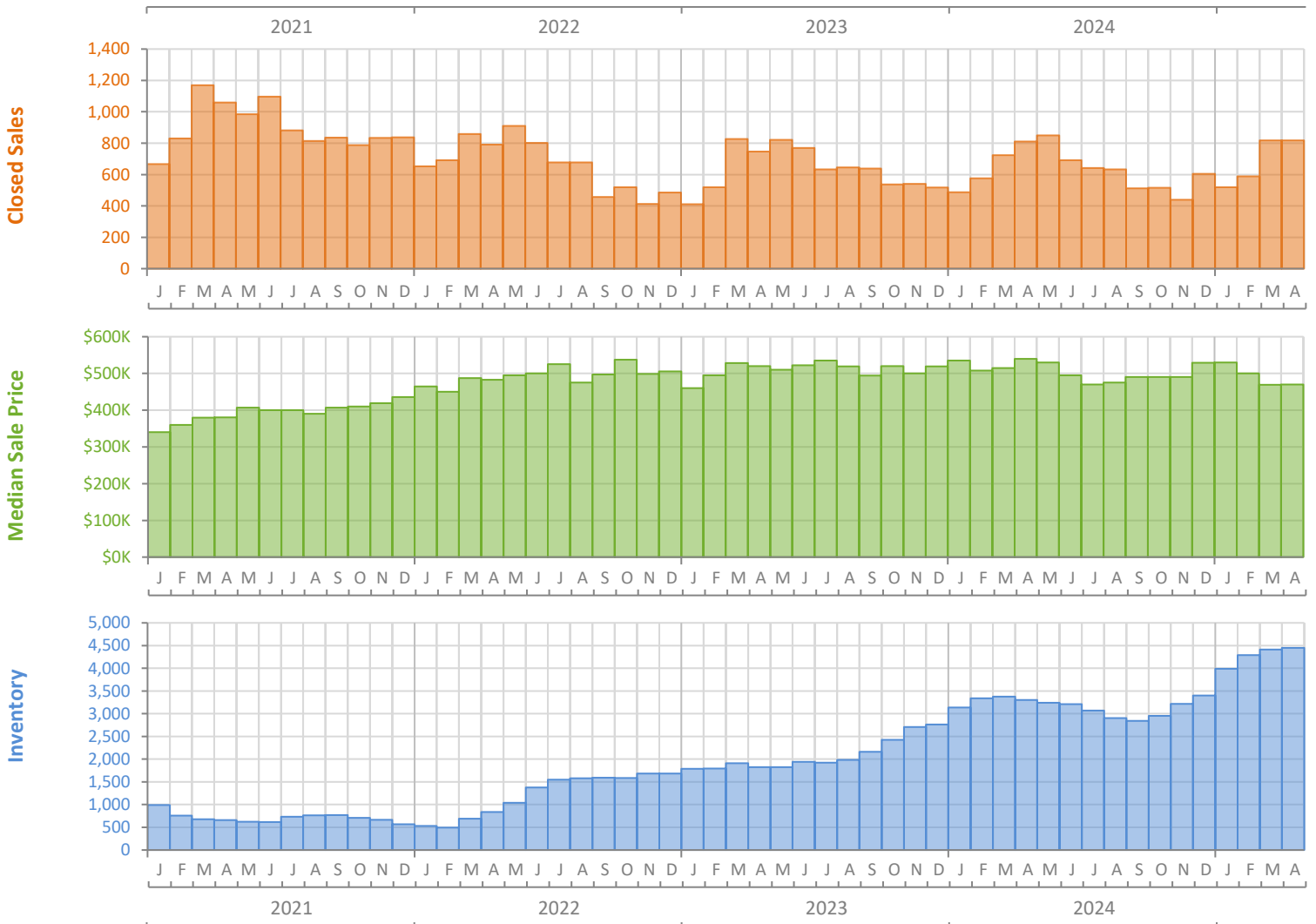
Monthly Market Summary - April 2025

Single-Family Homes

Sarasota County



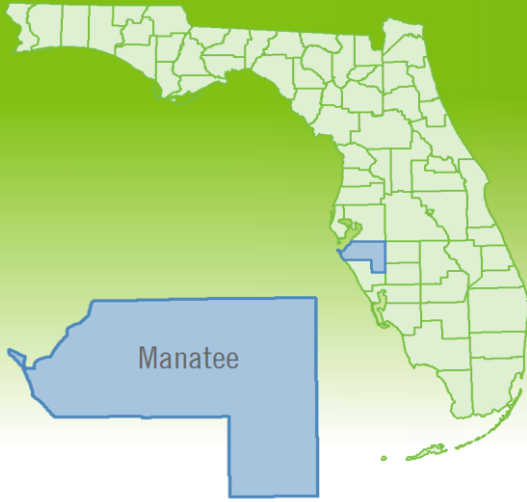
	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	817	811	0.7%
Paid in Cash	377	394	-4.3%
Median Sale Price	\$470,000	\$540,000	-13.0%
Average Sale Price	\$653,747	\$781,092	-16.3%
Dollar Volume	\$534.1 Million	\$633.5 Million	-15.7%
Med. Pct. of Orig. List Price Received	93.1%	94.6%	-1.6%
Median Time to Contract	43 Days	40 Days	7.5%
Median Time to Sale	82 Days	81 Days	1.2%
New Pending Sales	747	779	-4.1%
New Listings	1,124	991	13.4%
Pending Inventory	987	1,074	-8.1%
Inventory (Active Listings)	4,448	3,305	34.6%
Months Supply of Inventory	7.0	5.1	37.3%



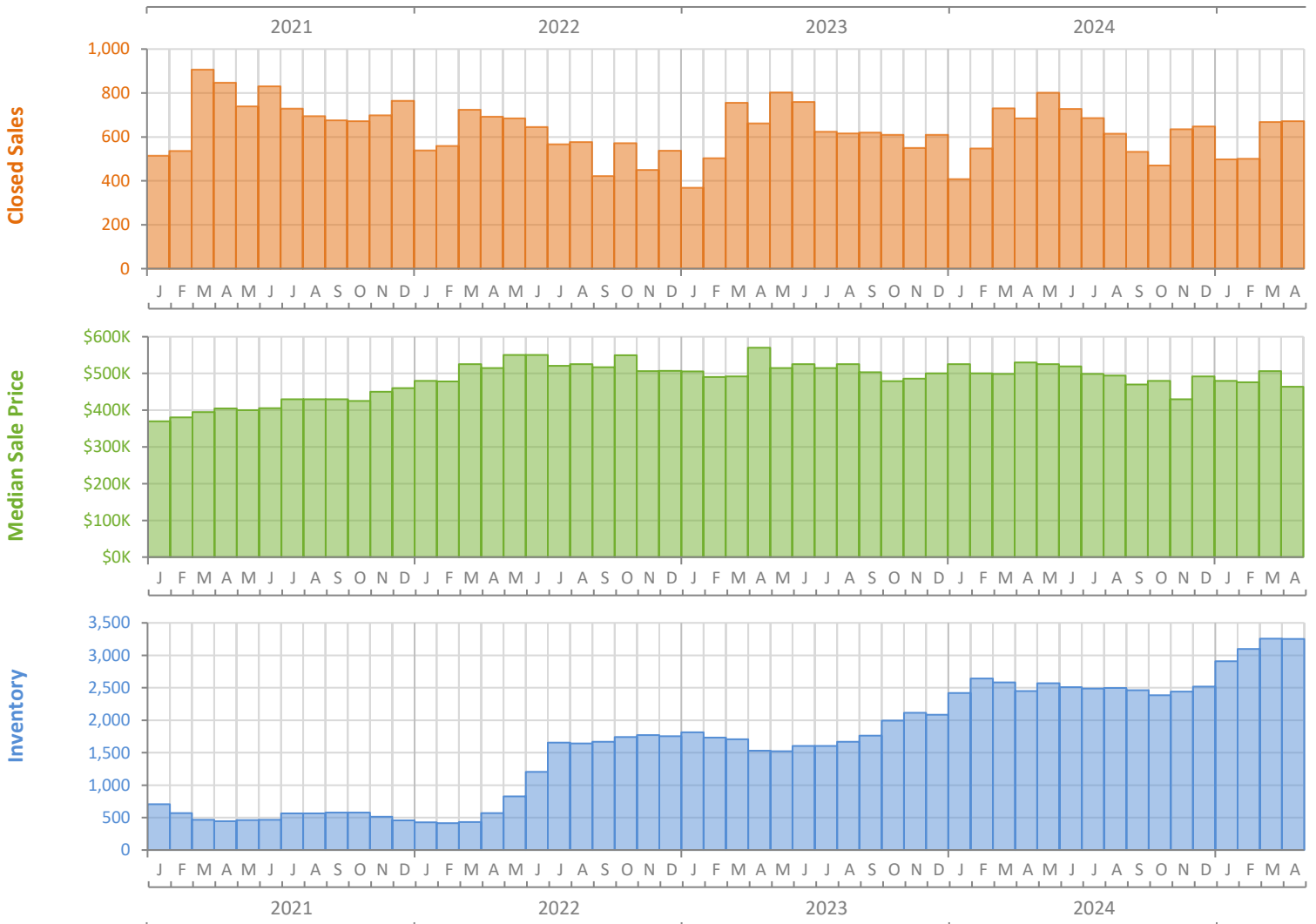
Monthly Market Summary - April 2025

Single-Family Homes

Manatee County



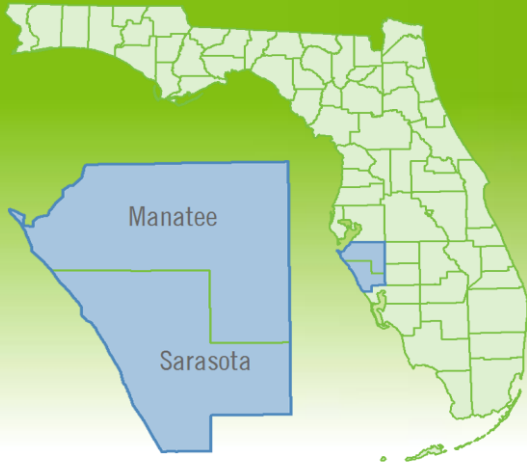
	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	672	685	-1.9%
Paid in Cash	201	216	-6.9%
Median Sale Price	\$464,000	\$530,000	-12.5%
Average Sale Price	\$618,422	\$718,603	-13.9%
Dollar Volume	\$415.6 Million	\$492.2 Million	-15.6%
Med. Pct. of Orig. List Price Received	94.0%	95.7%	-1.8%
Median Time to Contract	50 Days	44 Days	13.6%
Median Time to Sale	92 Days	88 Days	4.5%
New Pending Sales	785	811	-3.2%
New Listings	979	858	14.1%
Pending Inventory	1,085	1,162	-6.6%
Inventory (Active Listings)	3,251	2,450	32.7%
Months Supply of Inventory	5.2	3.9	33.3%



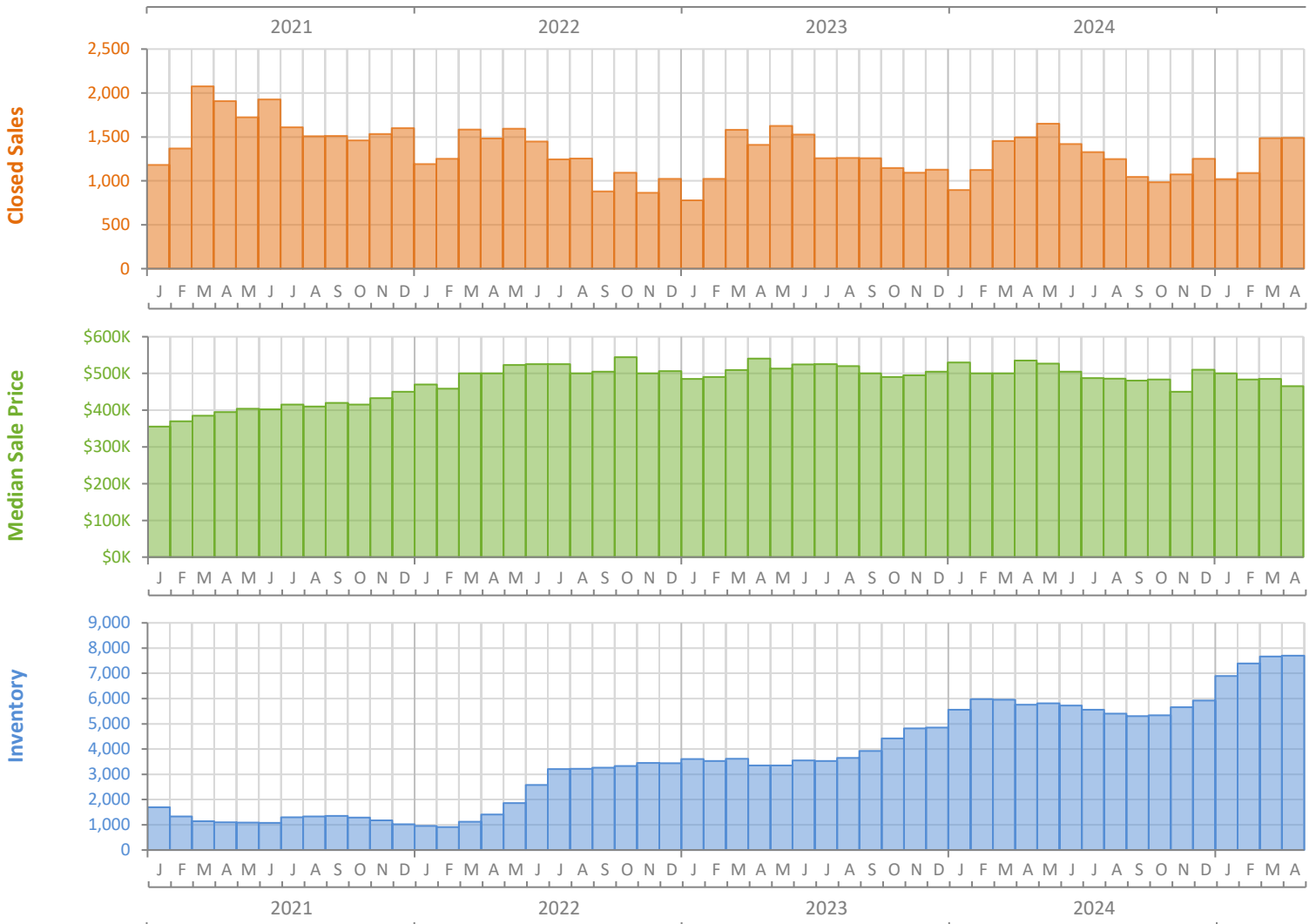
Monthly Market Summary - April 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	1,489	1,496	-0.5%
Paid in Cash	578	610	-5.2%
Median Sale Price	\$465,000	\$535,000	-13.1%
Average Sale Price	\$637,820	\$752,441	-15.2%
Dollar Volume	\$949.7 Million	\$1.1 Billion	-15.6%
Med. Pct. of Orig. List Price Received	93.5%	95.2%	-1.8%
Median Time to Contract	46 Days	41 Days	12.2%
Median Time to Sale	86 Days	84 Days	2.4%
New Pending Sales	1,532	1,590	-3.6%
New Listings	2,103	1,849	13.7%
Pending Inventory	2,072	2,236	-7.3%
Inventory (Active Listings)	7,699	5,755	33.8%
Months Supply of Inventory	6.1	4.5	35.6%



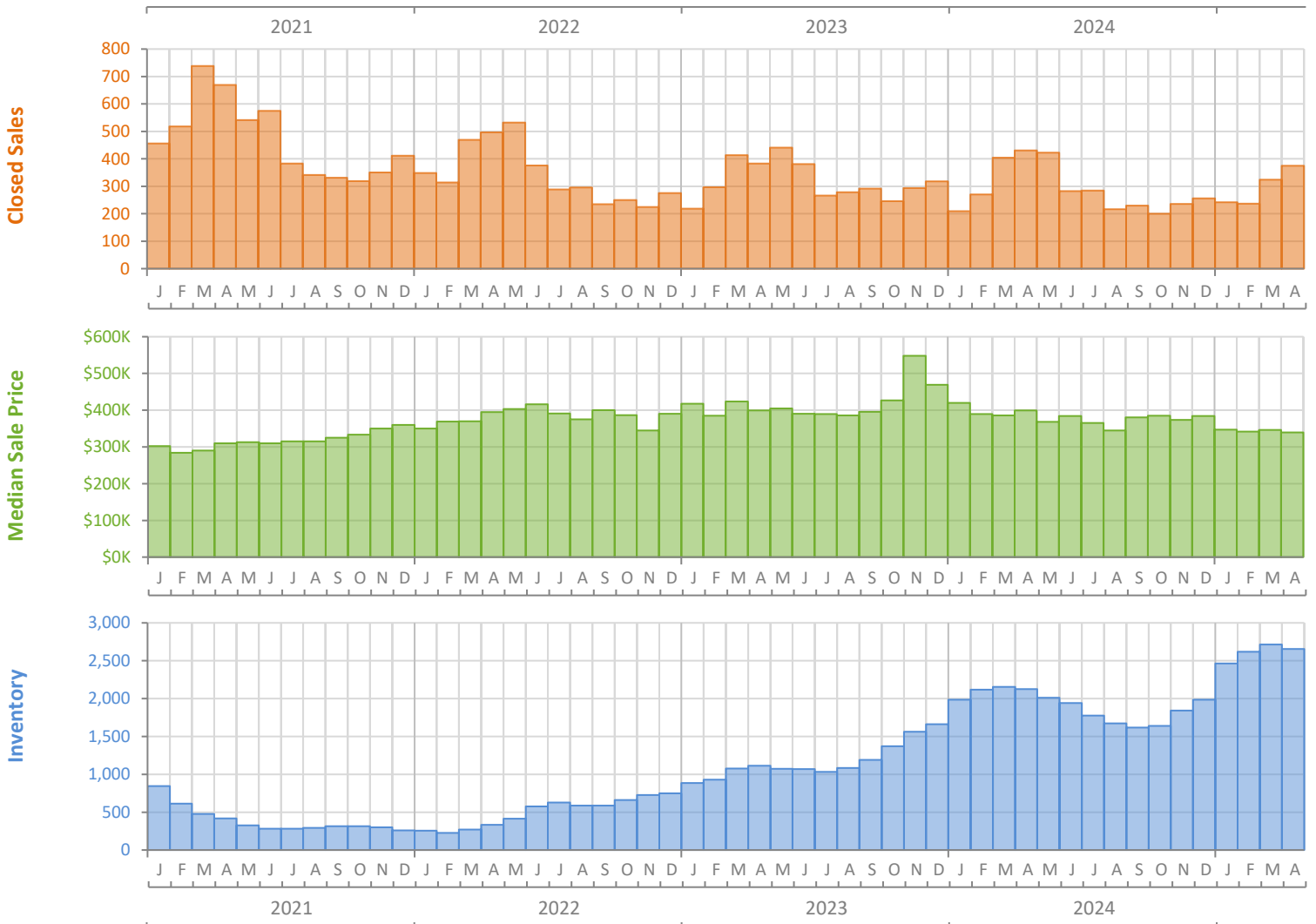
Monthly Market Summary - April 2025

Townhouses and Condos

Sarasota County



	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	375	431	-13.0%
Paid in Cash	251	302	-16.9%
Median Sale Price	\$339,500	\$399,000	-14.9%
Average Sale Price	\$555,823	\$699,838	-20.6%
Dollar Volume	\$208.4 Million	\$301.6 Million	-30.9%
Med. Pct. of Orig. List Price Received	89.8%	93.0%	-3.4%
Median Time to Contract	61 Days	48 Days	27.1%
Median Time to Sale	104 Days	91 Days	14.3%
New Pending Sales	302	378	-20.1%
New Listings	499	496	0.6%
Pending Inventory	575	709	-18.9%
Inventory (Active Listings)	2,654	2,124	25.0%
Months Supply of Inventory	9.6	6.7	43.3%



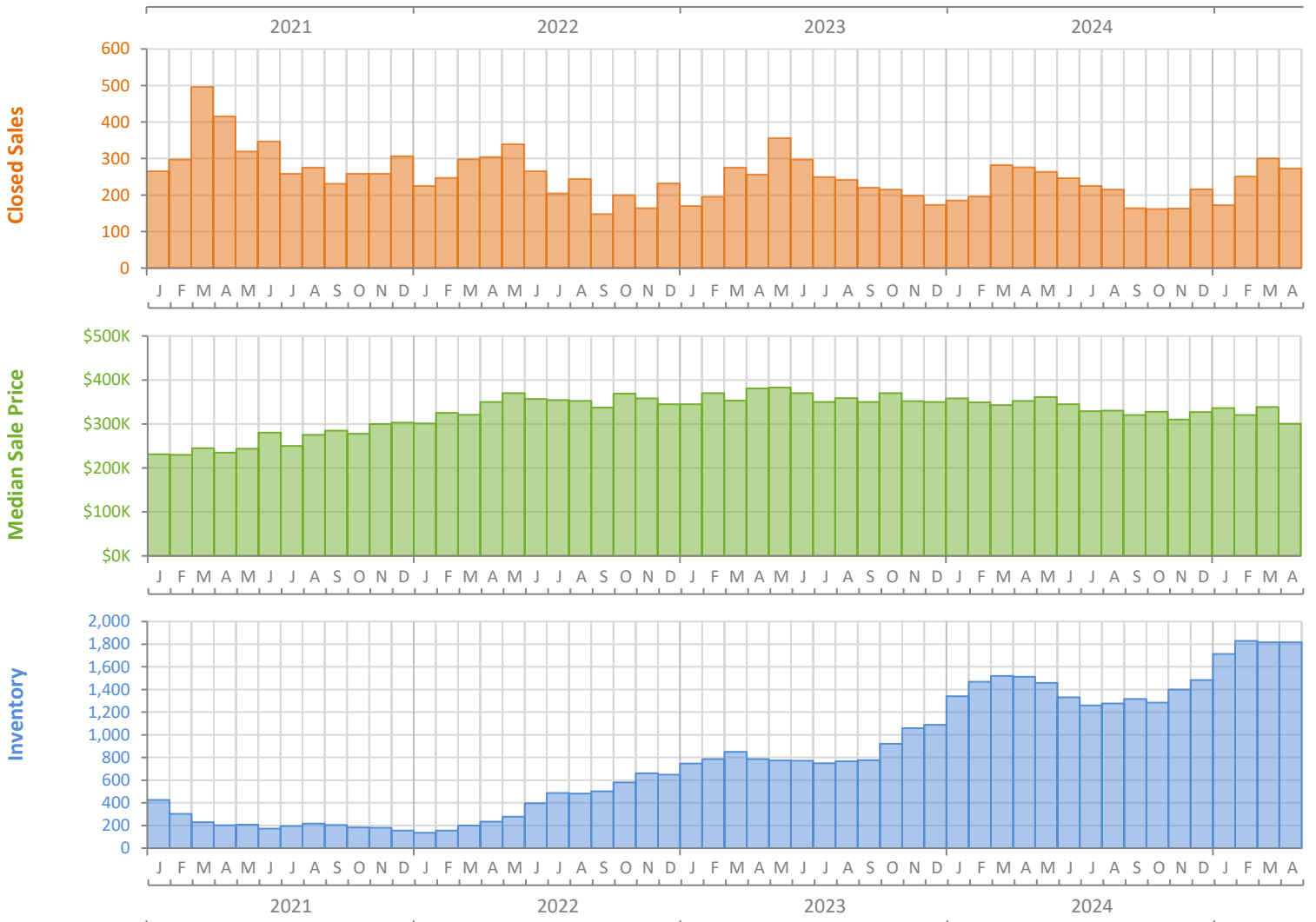
Monthly Market Summary - April 2025

Townhouses and Condos

Manatee County



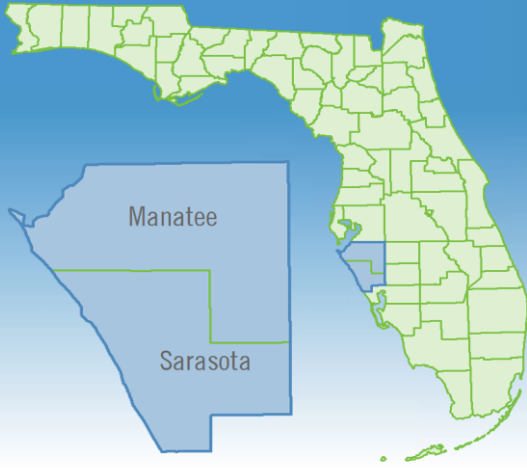
	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	273	276	-1.1%
Paid in Cash	138	163	-15.3%
Median Sale Price	\$300,220	\$352,420	-14.8%
Average Sale Price	\$343,558	\$435,292	-21.1%
Dollar Volume	\$93.8 Million	\$120.1 Million	-21.9%
Med. Pct. of Orig. List Price Received	92.8%	93.7%	-1.0%
Median Time to Contract	63 Days	44 Days	43.2%
Median Time to Sale	98 Days	91 Days	7.7%
New Pending Sales	233	254	-8.3%
New Listings	400	370	8.1%
Pending Inventory	336	365	-7.9%
Inventory (Active Listings)	1,817	1,512	20.2%
Months Supply of Inventory	8.2	6.3	30.2%



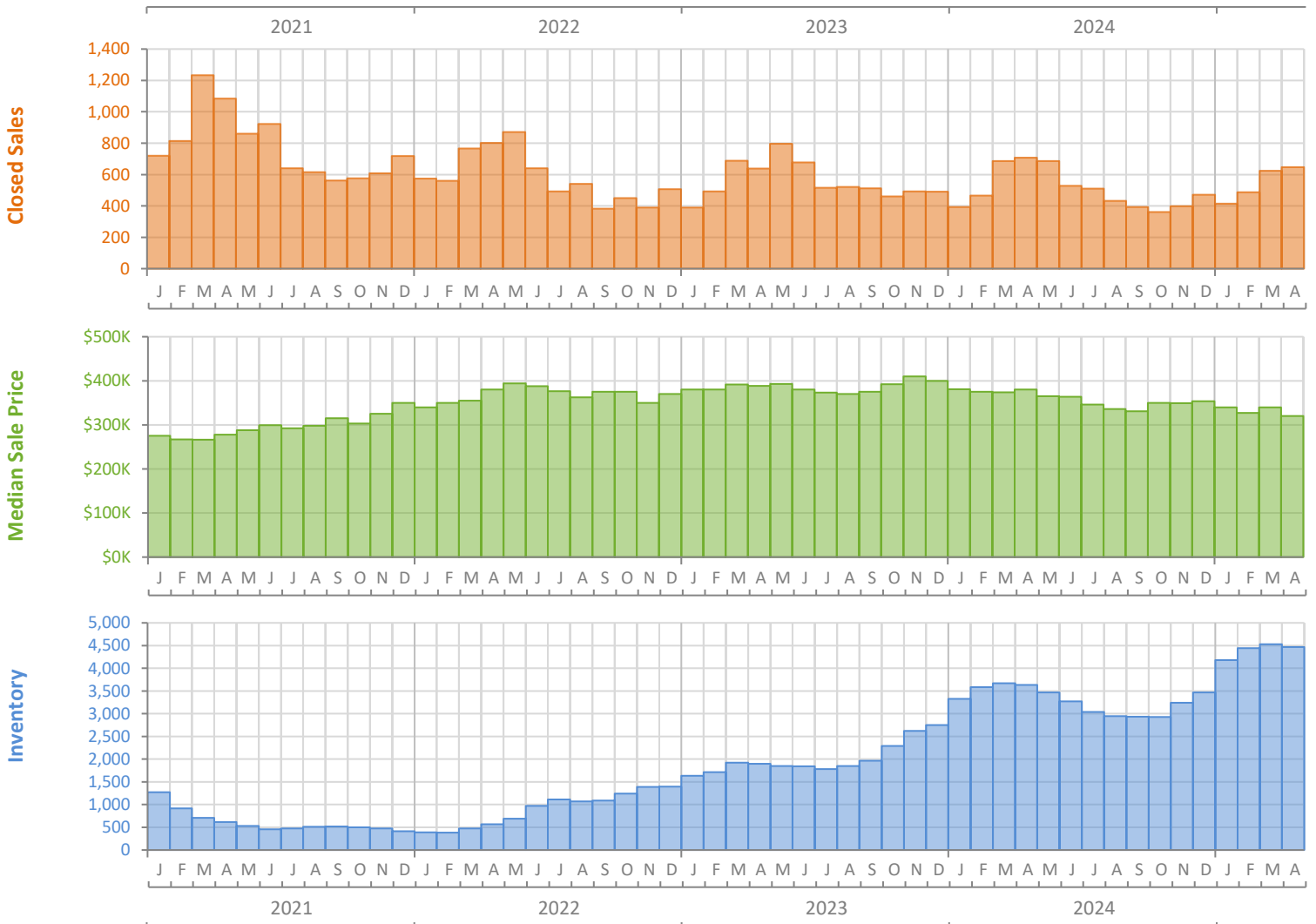
Monthly Market Summary - April 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	648	707	-8.3%
Paid in Cash	389	465	-16.3%
Median Sale Price	\$320,000	\$380,000	-15.8%
Average Sale Price	\$466,258	\$596,564	-21.8%
Dollar Volume	\$302.1 Million	\$421.8 Million	-28.4%
Med. Pct. of Orig. List Price Received	91.2%	93.3%	-2.3%
Median Time to Contract	61 Days	46 Days	32.6%
Median Time to Sale	101 Days	91 Days	11.0%
New Pending Sales	535	632	-15.3%
New Listings	899	866	3.8%
Pending Inventory	911	1,074	-15.2%
Inventory (Active Listings)	4,471	3,636	23.0%
Months Supply of Inventory	9.0	6.5	38.5%





REALTOR® ASSOCIATION
of Sarasota and Manatee
Reach Further.™

PHONE: (941) 952-3400

FAX: (941) 952-3401

www.MyRASM.com



RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

APRIL 2025

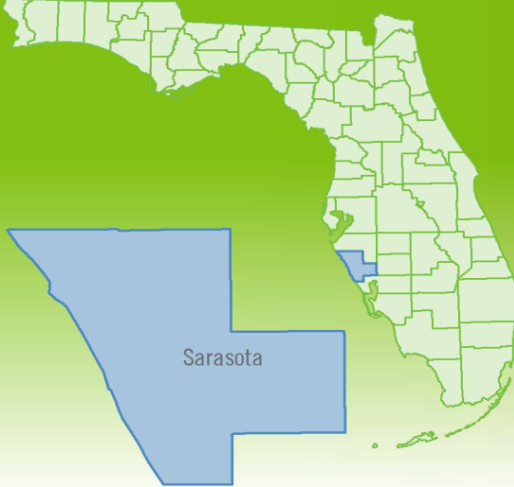
Reach Further With The Market.

For more detailed reports, visit
myrasm.com/statistics

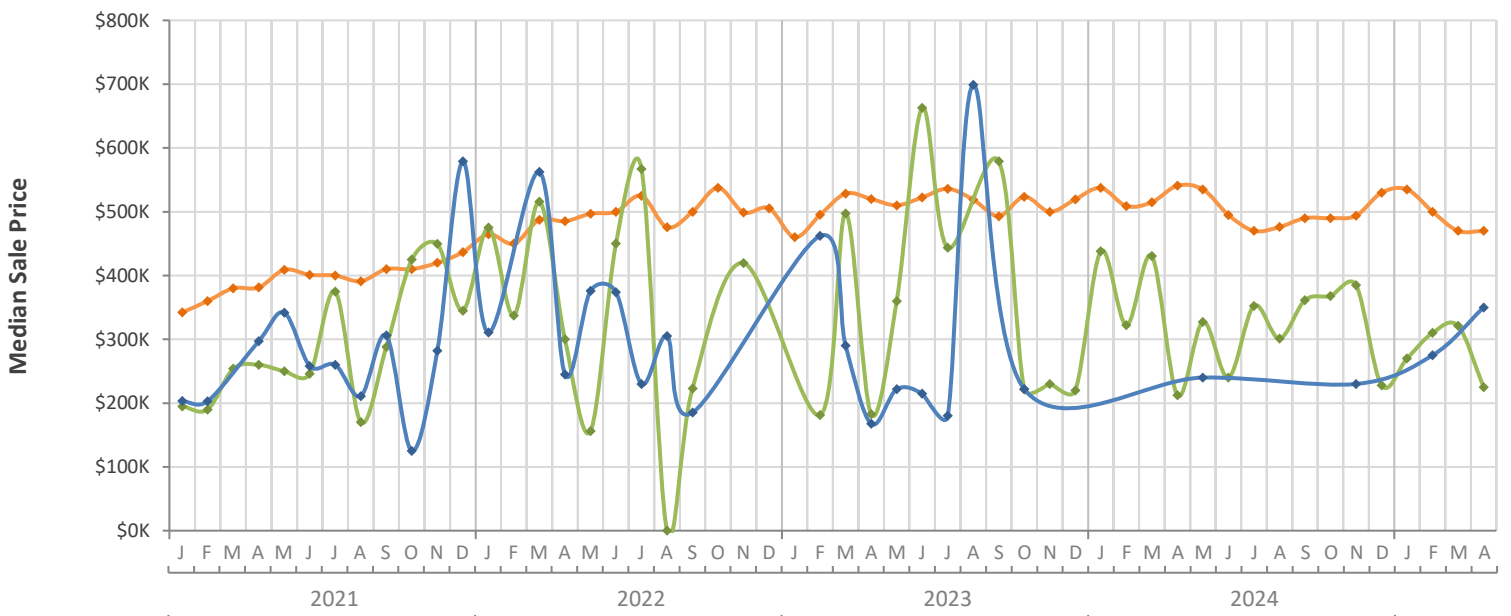
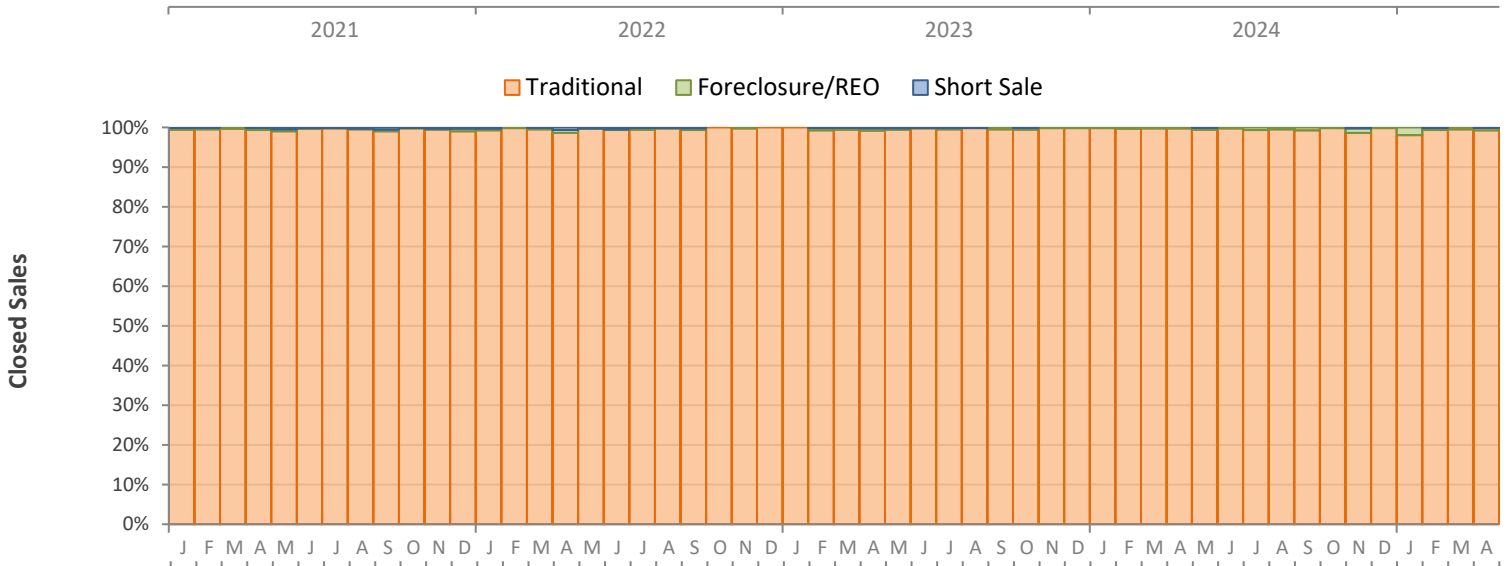
Monthly Distressed Market - April 2025

Single-Family Homes

Sarasota County



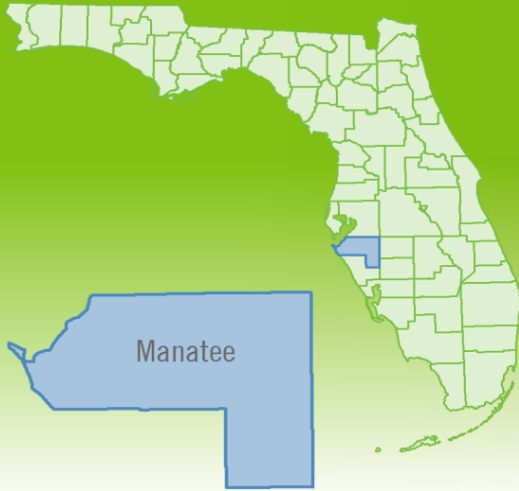
		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	811	809	0.2%
	Median Sale Price	\$470,000	\$540,800	-13.1%
Foreclosure/REO	Closed Sales	5	2	150.0%
	Median Sale Price	\$225,000	\$212,300	6.0%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$350,000	(No Sales)	N/A



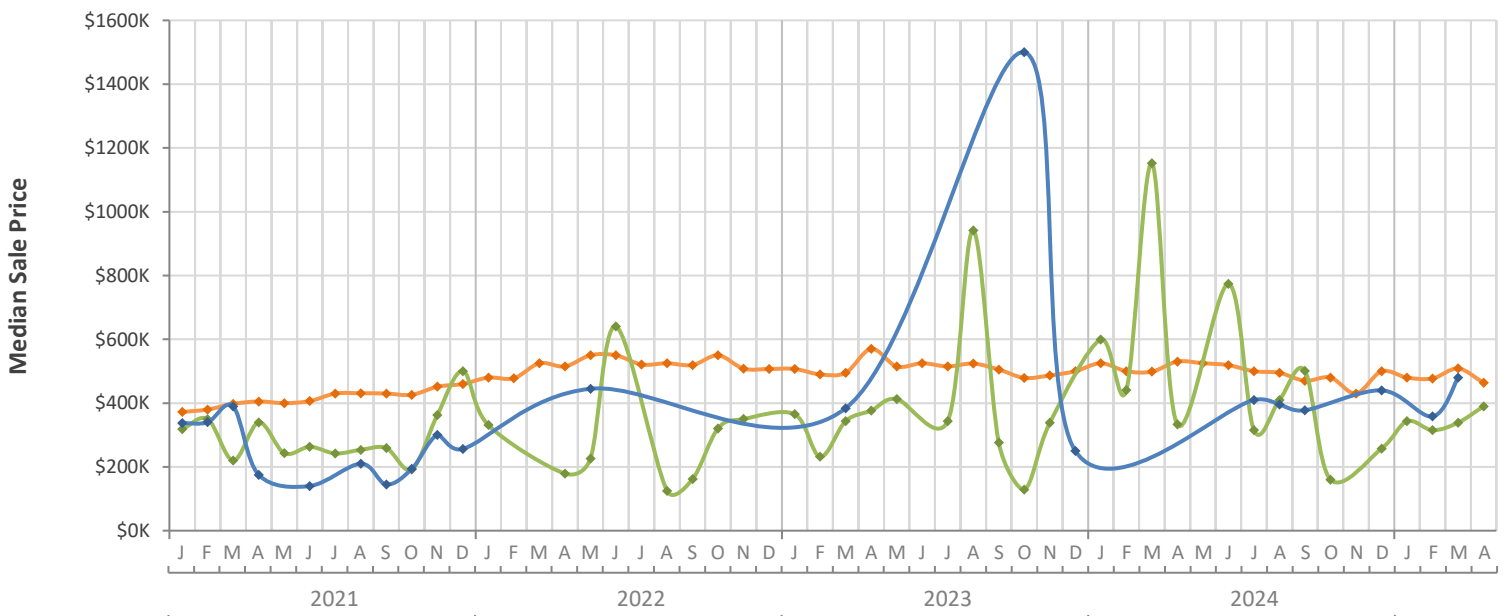
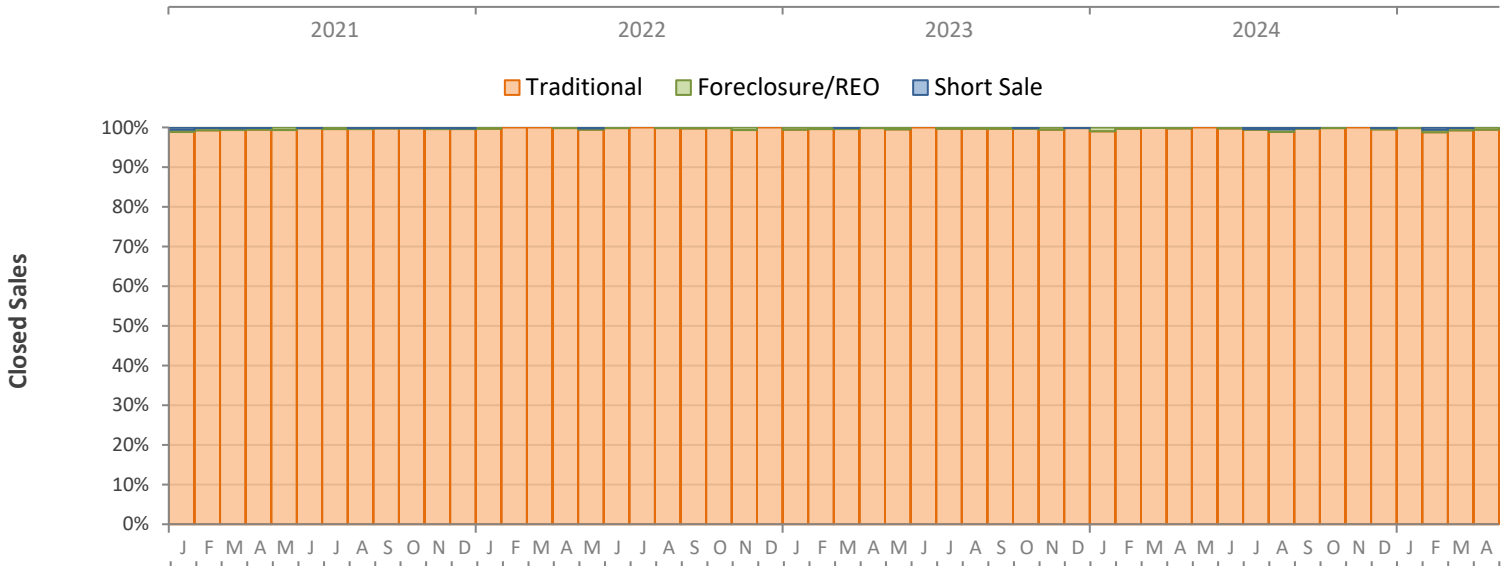
Monthly Distressed Market - April 2025

Single-Family Homes

Manatee County



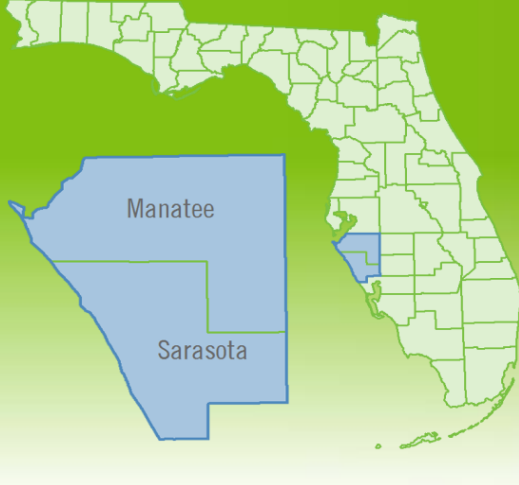
		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	668	683	-2.2%
	Median Sale Price	\$464,000	\$530,390	-12.5%
Foreclosure/REO	Closed Sales	4	2	100.0%
	Median Sale Price	\$390,000	\$332,950	17.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



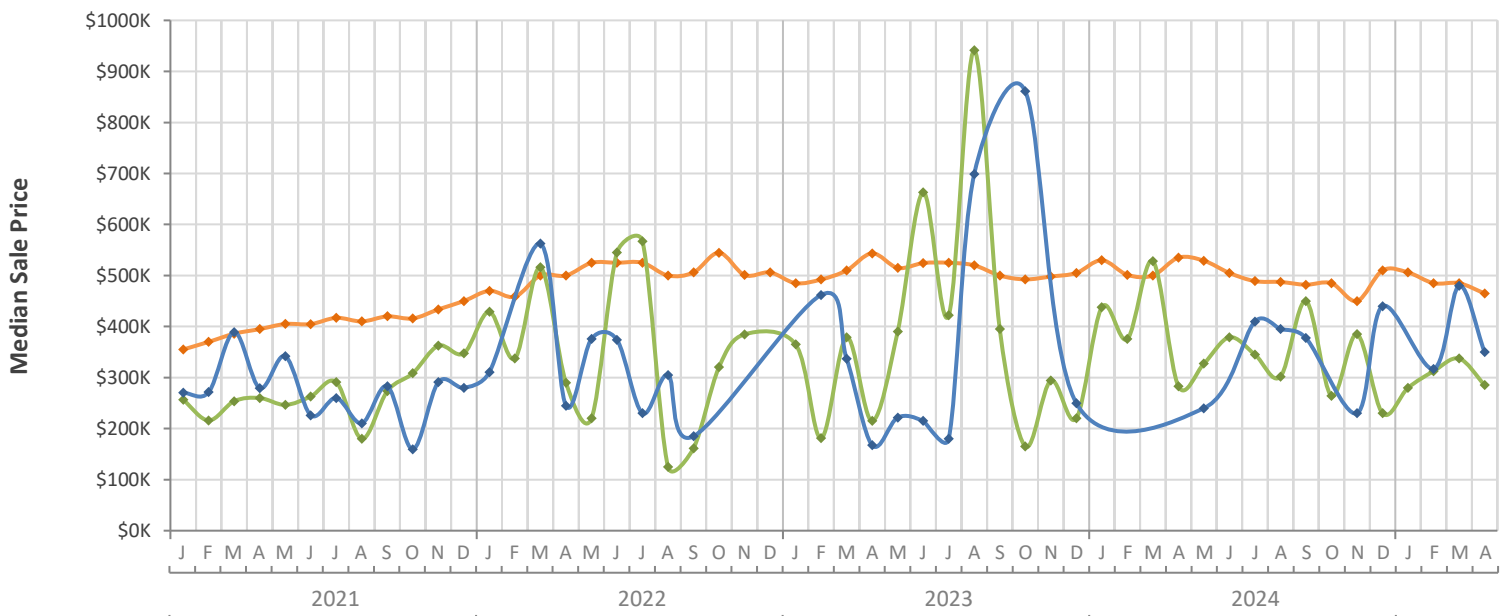
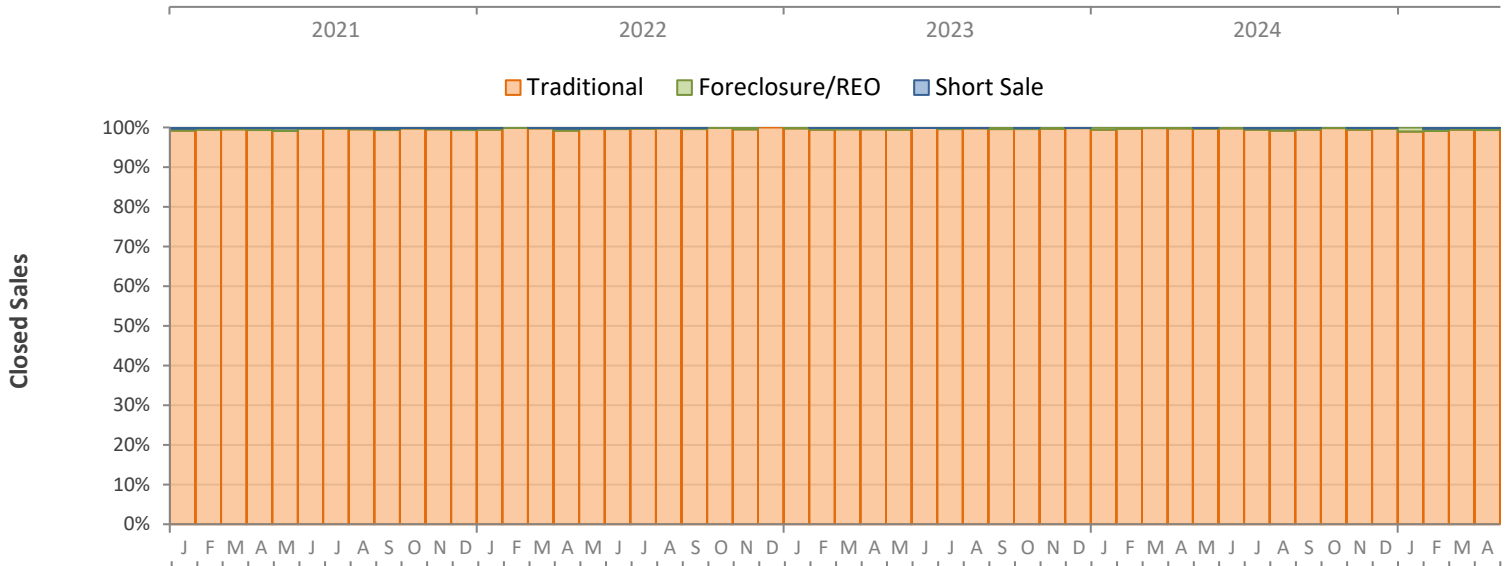
Monthly Distressed Market - April 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



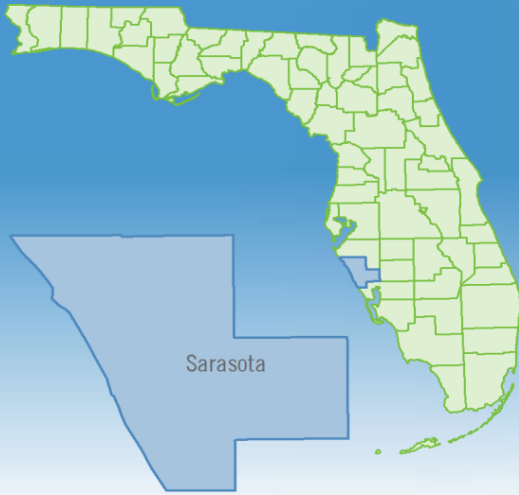
		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,479	1,492	-0.9%
	Median Sale Price	\$465,000	\$535,000	-13.1%
Foreclosure/REO	Closed Sales	9	4	125.0%
	Median Sale Price	\$285,500	\$283,000	0.9%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$350,000	(No Sales)	N/A



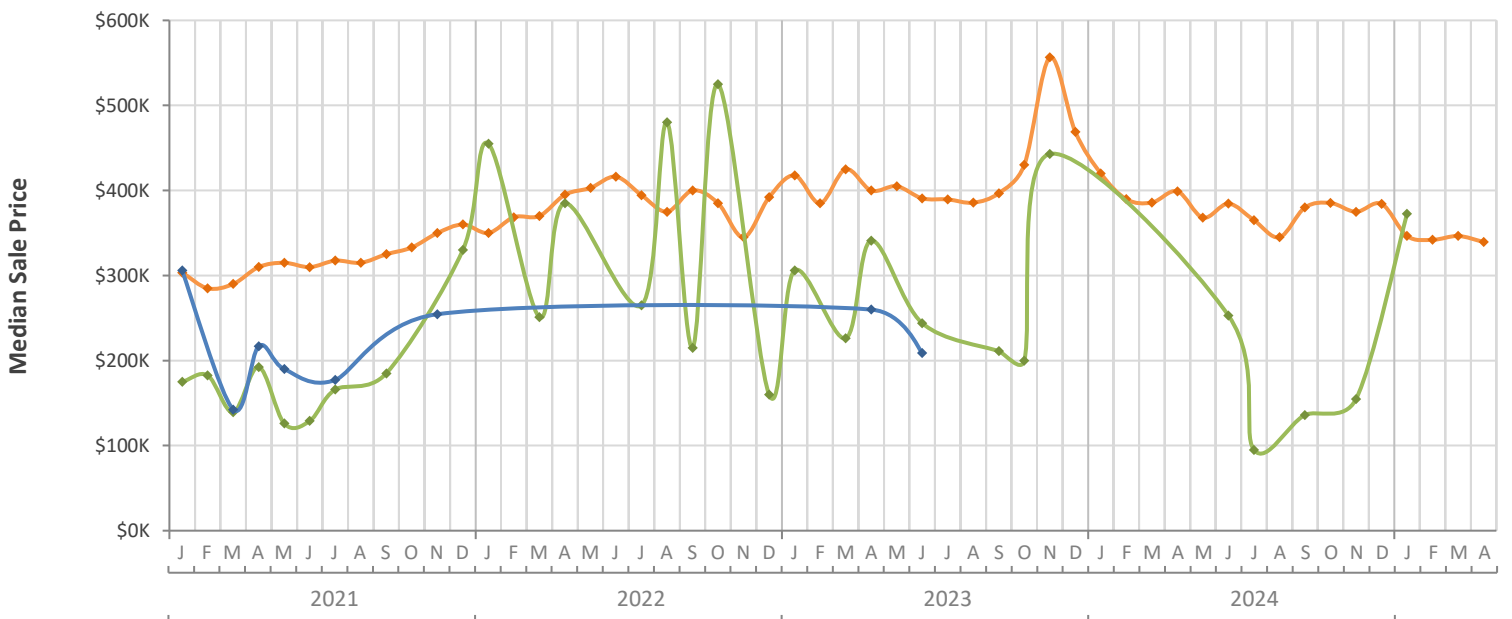
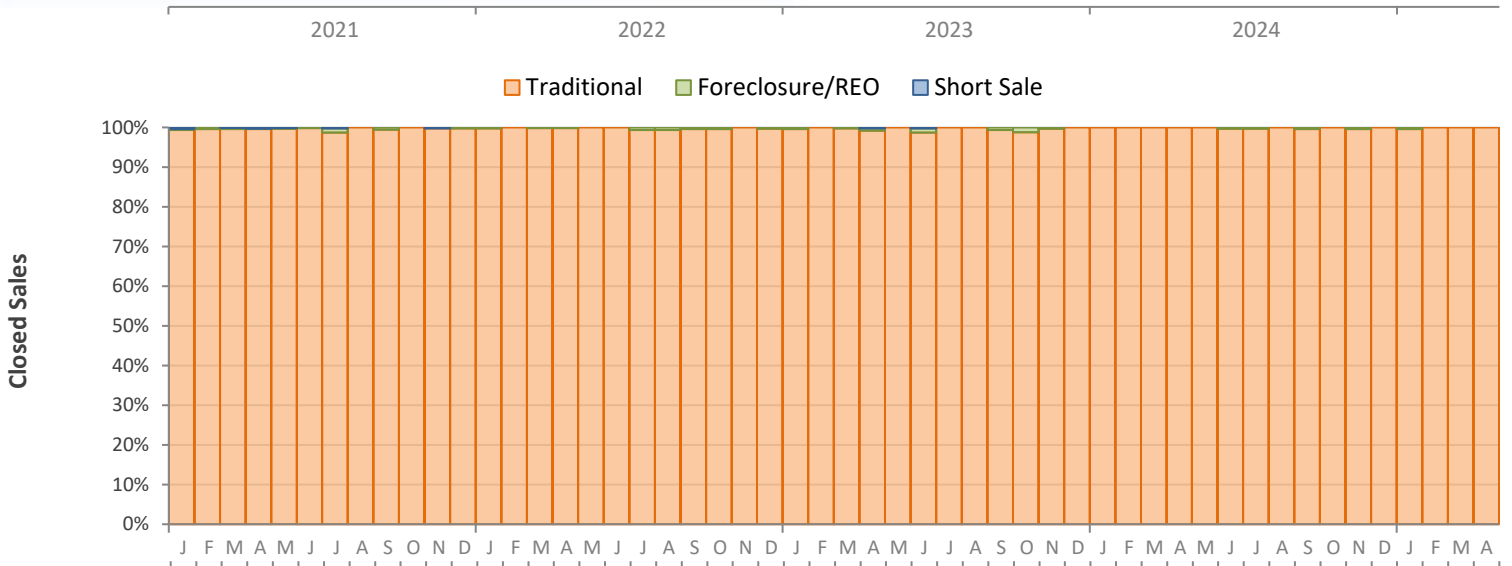
Monthly Distressed Market - April 2025

Townhouses and Condos

Sarasota County



		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	375	431	-13.0%
	Median Sale Price	\$339,500	\$399,000	-14.9%
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



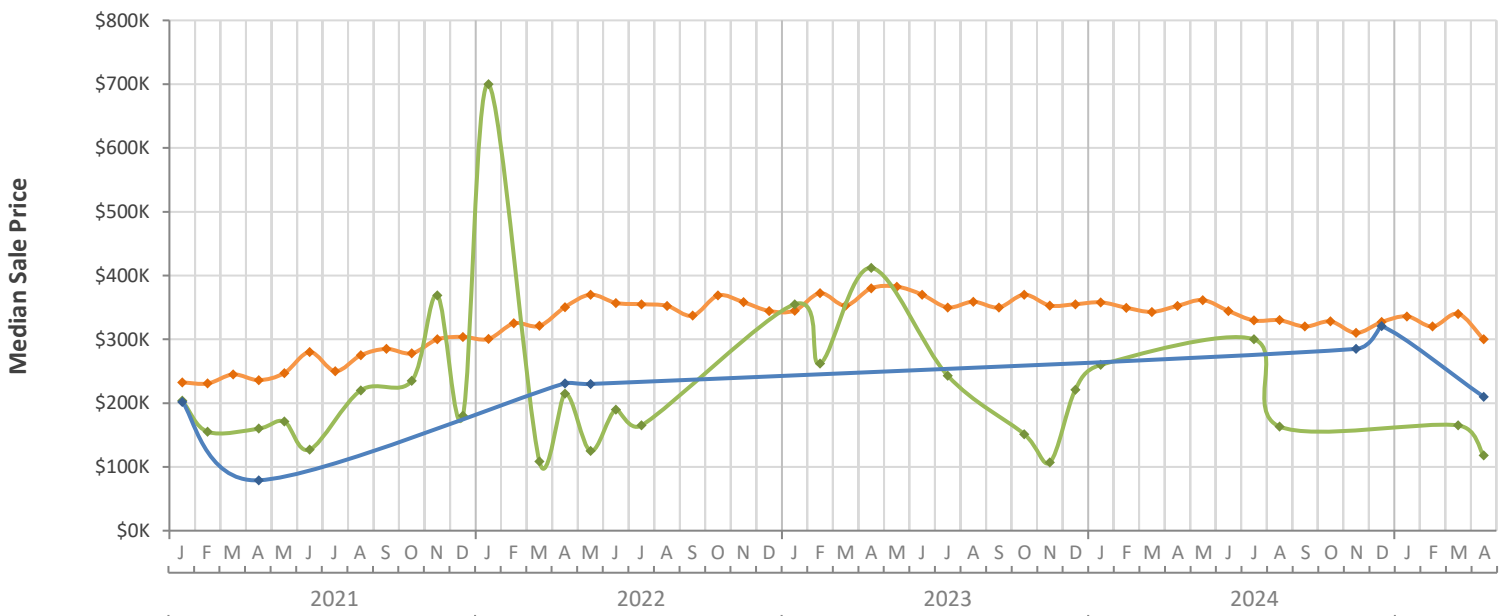
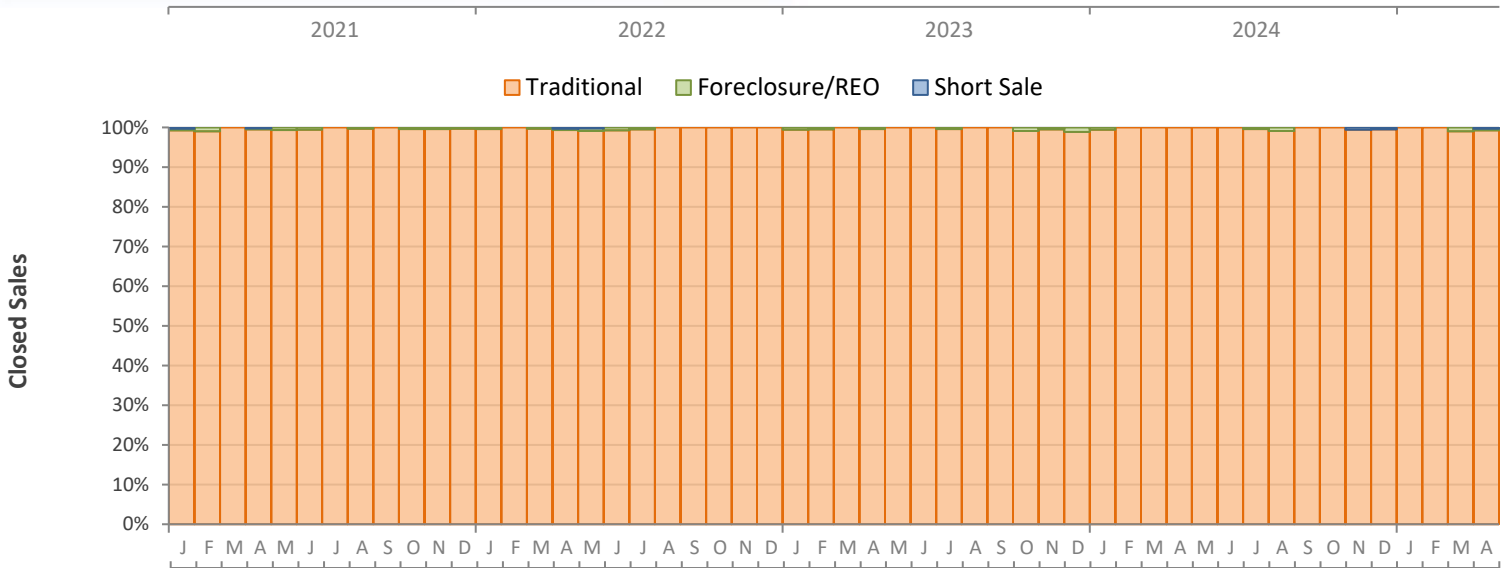
Monthly Distressed Market - April 2025

Townhouses and Condos

Manatee County



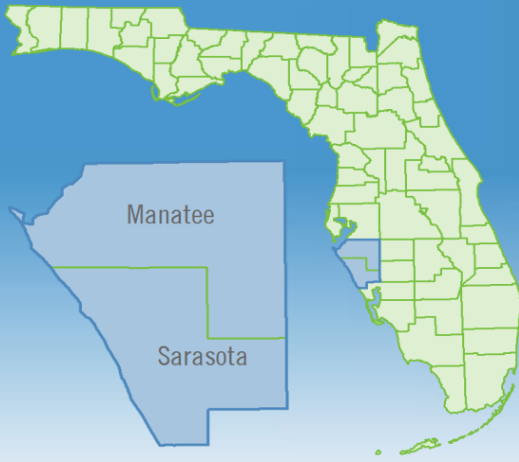
		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	271	276	-1.8%
	Median Sale Price	\$300,220	\$352,420	-14.8%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$118,000	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$210,000	(No Sales)	N/A



Monthly Distressed Market - April 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	646	707	-8.6%
	Median Sale Price	\$320,000	\$380,000	-15.8%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$118,000	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$210,000	(No Sales)	N/A

