



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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

SARASOTA, Fla. (August 21, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its July 2025 real estate market report, offering a comprehensive analysis of key trends across both counties. According to data from Florida REALTORS®, the July 2025 housing market in Sarasota and Manatee counties shows signs of moving toward balance after a period of sharp inventory growth earlier this year. Single-family homes continue to provide stability, with Sarasota posting strong year-over-year sales gains and Manatee prices rebounding from June. While townhomes and condos remain under pressure, particularly in Sarasota where prices saw double-digit declines, recent months have brought a leveling off in supply, signaling a more stable environment for buyers and sellers alike.

Key Trends in Sarasota/Manatee July 2025:

- **Closed Sales are cooling year-over-year**, with declines across most segments. Sarasota single-family homes were the exception, posting double-digit gains.
- **Median Sale Prices show stability in single-family homes**, holding steady in Sarasota and rebounding in Manatee after a June dip.
- **Inventory has stabilized and even declined in recent months**, a sign that the market may be moving past the sharp supply build-up earlier in 2025. This trend supports more stable pricing conditions heading into the second half of the year.
- **Homes are taking longer to sell**, as time to sale now exceeds 100 days in all segments.

Single-Family Homes

In July 2025, Sarasota County reported 723 single-family home sales, a 12.6 percent increase year-over-year. The median sale price remained steady from July 2024 at \$470,000 but increased from the previous month. Cash buyers accounted for 37.8 percent of all closed sales. The median percent of the original list price received by sellers was 91.0 percent, signaling an increase in buyer leverage.

Inventory levels increased by 16.5 percent year-over-year to 3,574 active listings, but have been trending downward since May 2025, bringing the months supply to a balanced 5.6 months. The median time to contract and median time to sale increased from the previous month to 63 days and 105 days, respectively.

In July 2025, Manatee County reported 624 single-family home sales, a 9.0 percent decrease year-over-year. The median sale price decreased 1.8 percent year-over-year to \$489,900, but rebounded from last month. Cash buyers accounted for 29.5 percent of all closed sales. The median percent of the original list price received by sellers was 93.7 percent.

Manatee County ended July 2025 with 2,959 active listings, representing a 4.8-month supply of inventory, signaling sellers still have some leverage. The median time to contract and median time to sale increased from the previous month to 58 days while median time to sale decreased slightly last month to 102 days.

"We're seeing single-family homes remain a steady anchor in our market, said Debi Reynolds, 2025 RASM President and Managing Broker at SaraBay Real Estate. "With Sarasota reporting strong sales and Manatee home prices bouncing back, it's clear that buyers and sellers are finding more balance in this segment."

Townhomes and Condos

In July 2025, Sarasota County reported 239 townhome and condo sales, a 16.1 percent decrease year-over-year. The median sale price fell 17.8 percent year-over-year to \$300,000, with 60.7 percent of sales being cash purchases. The median percent of the original list price received by sellers was 88.3 percent.

Inventory levels increased by 12.5 percent from year-over-year to 2,000 active listings, but have steadily decreased since March 2025, bringing the months supply to 7.5 months. The median time to contract and the median time to sale remained steady from the previous month at 72 days and 113 days, respectively.

In July 2025, Manatee County reported 201 townhome and condo sales, a 10.7 percent decrease year-over-year. The median sale price fell 2.7 percent to \$320,000 with 46.8 percent of sales being cash purchases. The median percent of the original list price received by sellers was 91.0 percent.

Inventory levels increased by 20.3 percent year-over-year to 1,517 active listings, but has also seen decreases since April 2025, bringing the months supply to 7.0 months. The median time to contract increased from the previous month to 70 days and the median time to sale stayed constant at 111 days.

"The condo and townhome sector continues to adjust, with Sarasota seeing price declines and Manatee holding steadier," added Reynolds. "This shows that buyers have more leverage, especially in the higher-supply condo market."

Summary

Overall, the market is cooling compared to last year but stabilizing month to month. Buyers now have greater negotiating power as homes take longer to sell and median percent of original list price received ratios dip below 95 percent, yet the slowdown in inventory growth points to a healthier balance ahead. As the region enters the second half of 2025, single-family homes are anchoring the market while condos and townhomes continue to adjust to shifting buyer demand. In this evolving market, working with a REALTOR® is essential for both buyers and sellers to navigate negotiations, pricing strategies, and inventory shifts with confidence.

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.

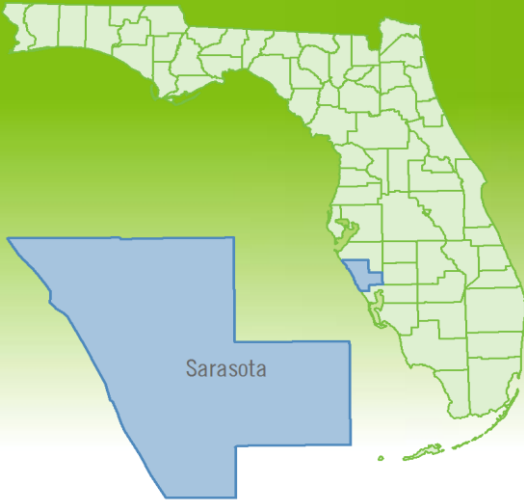
About REALTOR® Association of Sarasota and Manatee

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.

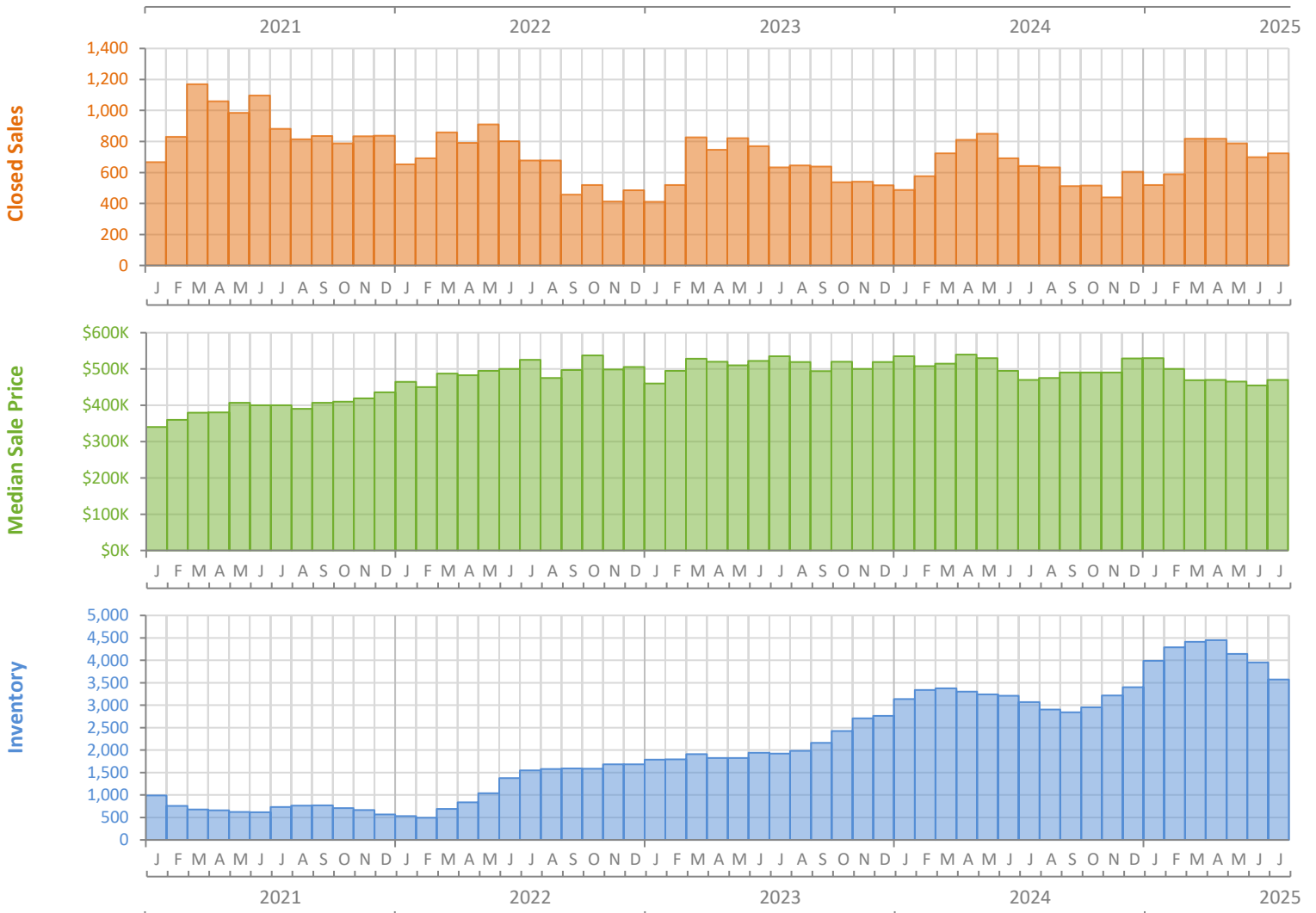
Monthly Market Summary - July 2025

Single-Family Homes

Sarasota County



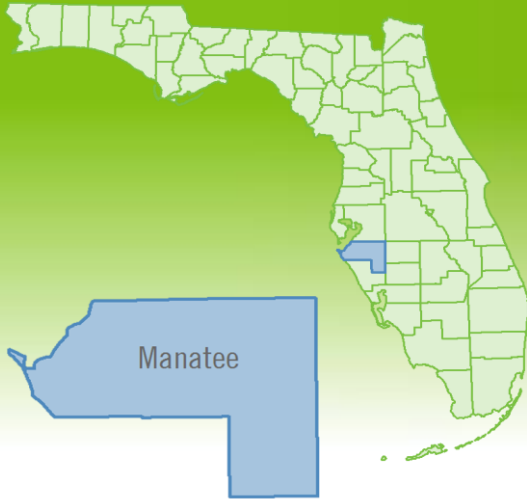
	July 2025	July 2024	Percent Change Year-over-Year
Closed Sales	723	642	12.6%
Paid in Cash	273	238	14.7%
Median Sale Price	\$470,000	\$470,000	0.0%
Average Sale Price	\$684,858	\$678,657	0.9%
Dollar Volume	\$495.2 Million	\$435.7 Million	13.6%
Med. Pct. of Orig. List Price Received	91.0%	93.1%	-2.3%
Median Time to Contract	63 Days	52 Days	21.2%
Median Time to Sale	105 Days	94 Days	11.7%
New Pending Sales	679	611	11.1%
New Listings	720	799	-9.9%
Pending Inventory	833	805	3.5%
Inventory (Active Listings)	3,574	3,068	16.5%
Months Supply of Inventory	5.6	4.8	16.7%



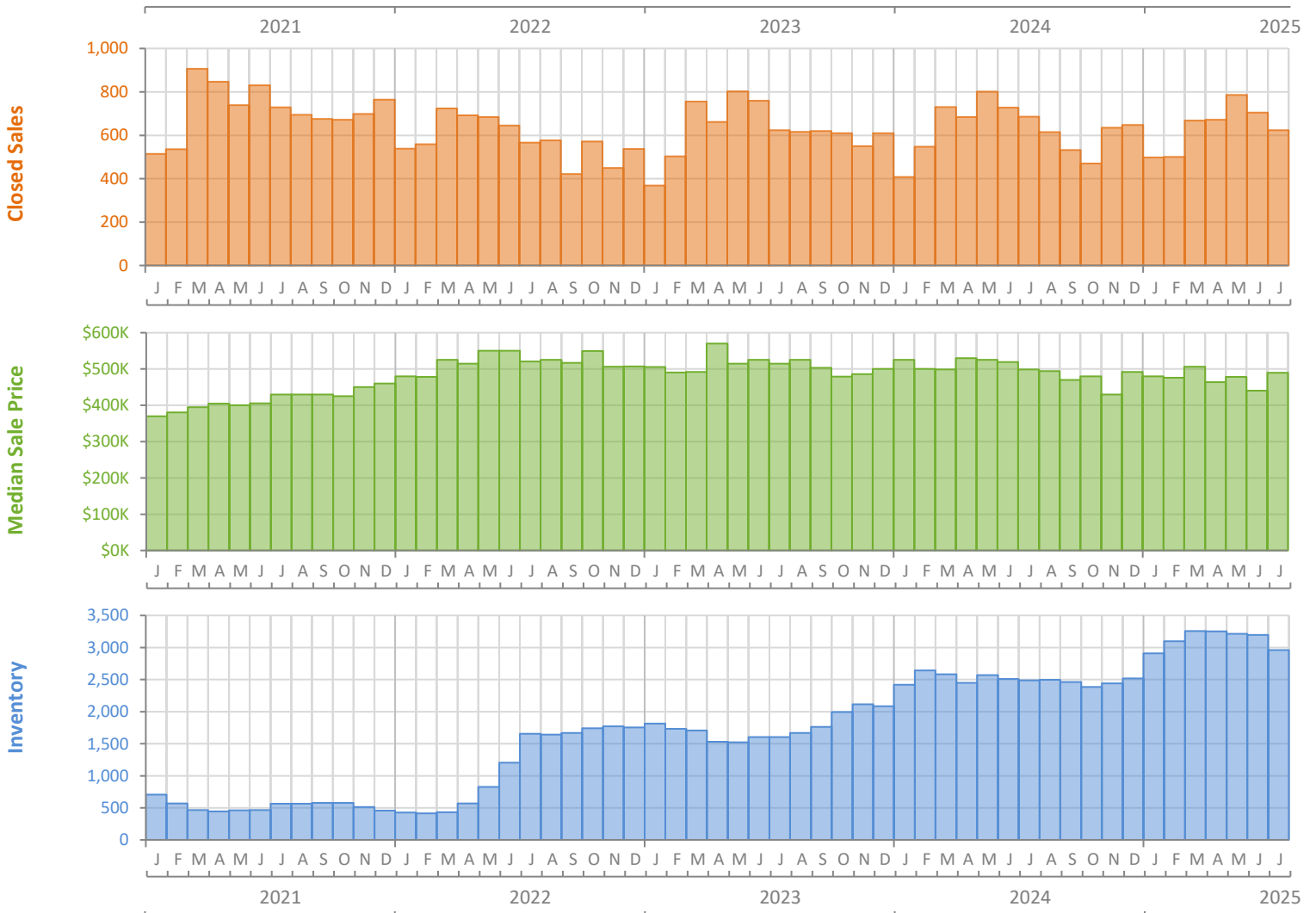
Monthly Market Summary - July 2025

Single-Family Homes

Manatee County



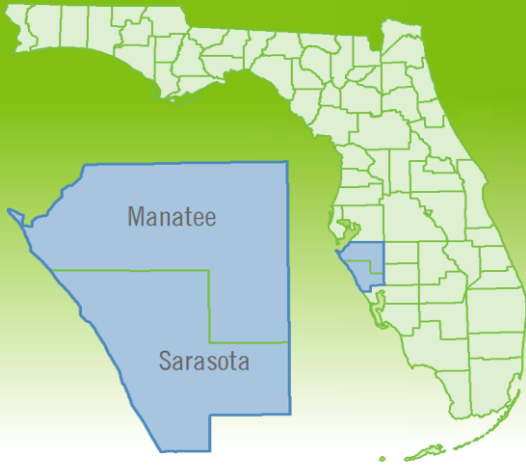
	July 2025	July 2024	Percent Change Year-over-Year
Closed Sales	624	686	-9.0%
Paid in Cash	184	217	-15.2%
Median Sale Price	\$489,900	\$499,000	-1.8%
Average Sale Price	\$631,195	\$661,104	-4.5%
Dollar Volume	\$393.9 Million	\$453.5 Million	-13.2%
Med. Pct. of Orig. List Price Received	93.7%	95.8%	-2.2%
Median Time to Contract	58 Days	52 Days	11.5%
Median Time to Sale	102 Days	100 Days	2.0%
New Pending Sales	666	608	9.5%
New Listings	749	771	-2.9%
Pending Inventory	892	877	1.7%
Inventory (Active Listings)	2,959	2,488	18.9%
Months Supply of Inventory	4.8	3.9	23.1%



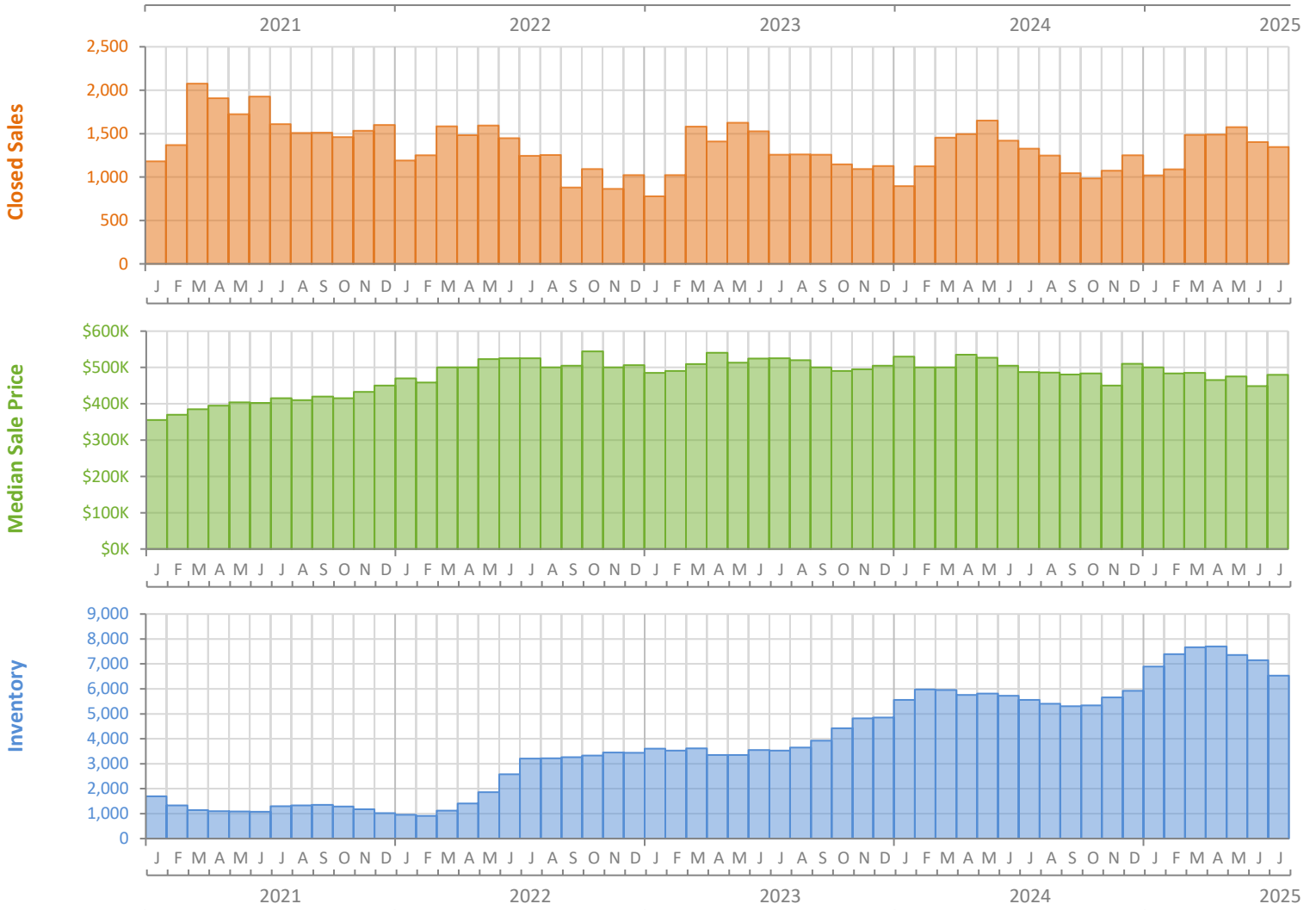
Monthly Market Summary - July 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



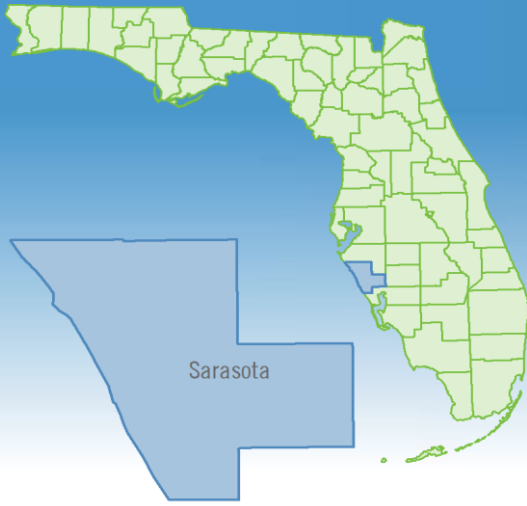
	July 2025	July 2024	Percent Change Year-over-Year
Closed Sales	1,347	1,328	1.4%
Paid in Cash	457	455	0.4%
Median Sale Price	\$480,000	\$487,000	-1.4%
Average Sale Price	\$660,020	\$669,589	-1.4%
Dollar Volume	\$889.0 Million	\$889.2 Million	0.0%
Med. Pct. of Orig. List Price Received	92.3%	94.6%	-2.4%
Median Time to Contract	60 Days	52 Days	15.4%
Median Time to Sale	103 Days	97 Days	6.2%
New Pending Sales	1,345	1,219	10.3%
New Listings	1,469	1,570	-6.4%
Pending Inventory	1,725	1,682	2.6%
Inventory (Active Listings)	6,533	5,556	17.6%
Months Supply of Inventory	5.2	4.4	18.2%



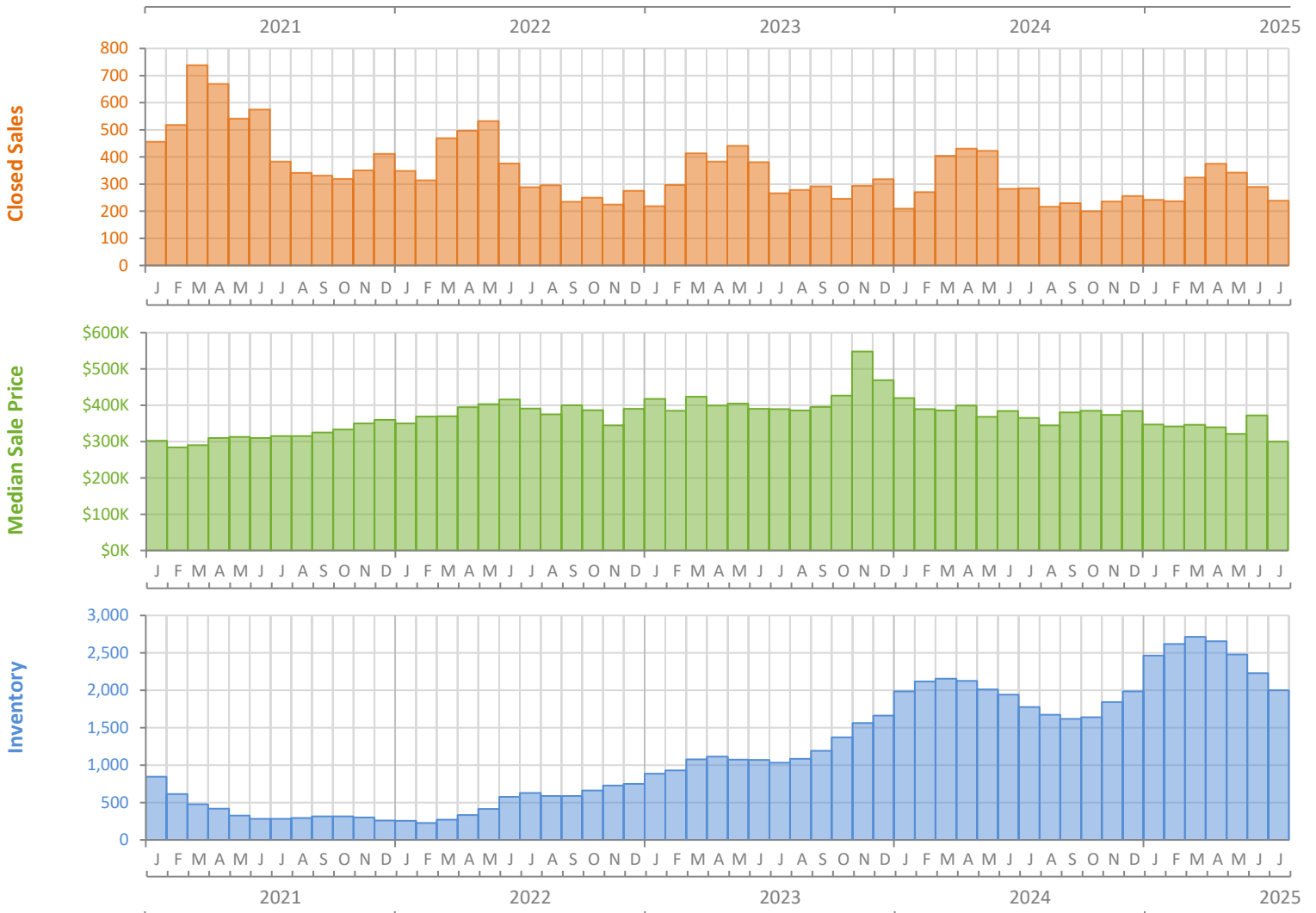
Monthly Market Summary - July 2025

Townhouses and Condos

Sarasota County



	July 2025	July 2024	Percent Change Year-over-Year
Closed Sales	239	285	-16.1%
Paid in Cash	145	173	-16.2%
Median Sale Price	\$300,000	\$365,000	-17.8%
Average Sale Price	\$375,203	\$537,872	-30.2%
Dollar Volume	\$89.7 Million	\$153.3 Million	-41.5%
Med. Pct. of Orig. List Price Received	88.3%	92.0%	-4.0%
Median Time to Contract	72 Days	67 Days	7.5%
Median Time to Sale	113 Days	120 Days	-5.8%
New Pending Sales	220	229	-3.9%
New Listings	300	354	-15.3%
Pending Inventory	458	500	-8.4%
Inventory (Active Listings)	2,000	1,777	12.5%
Months Supply of Inventory	7.5	5.7	31.6%



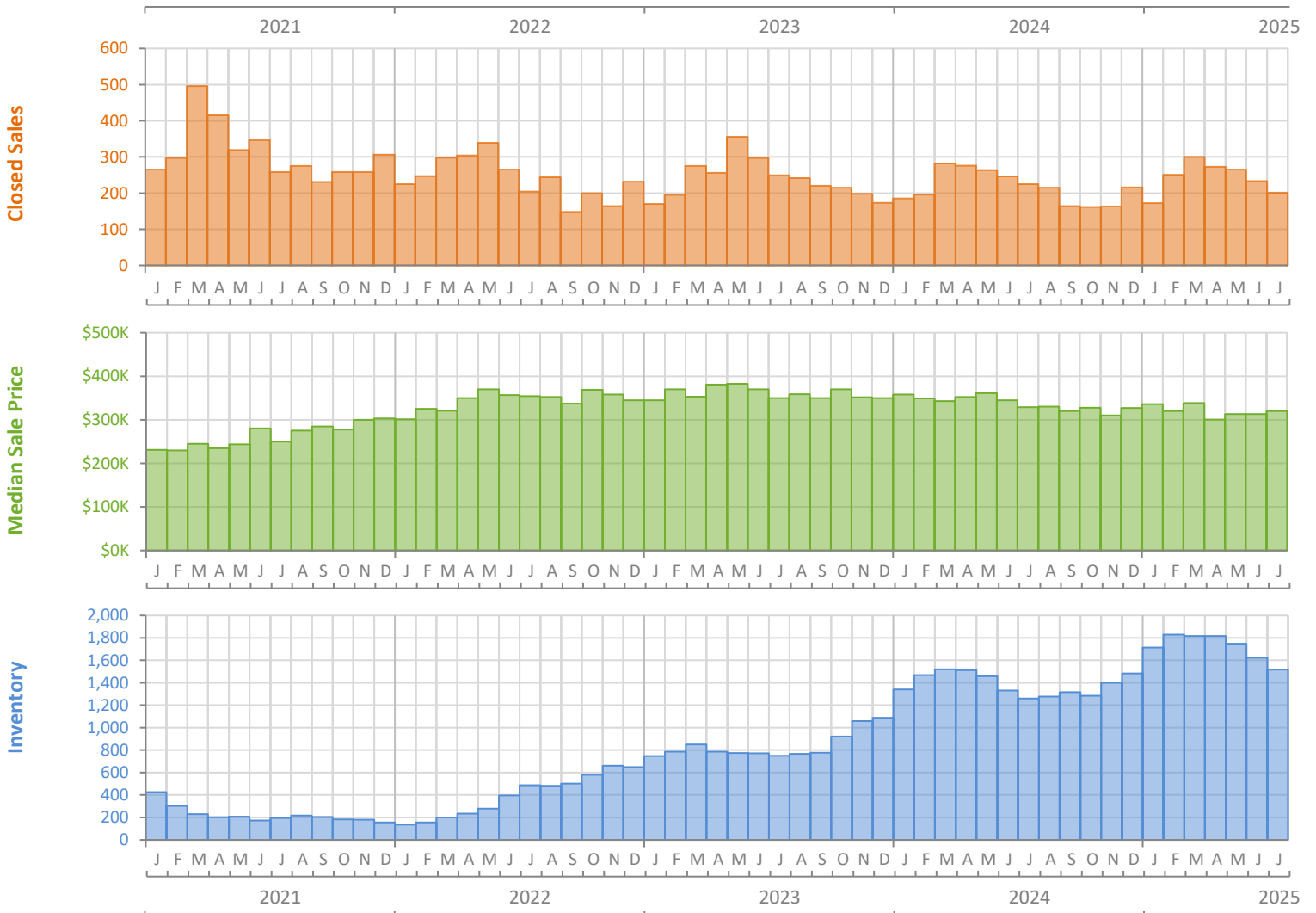
Monthly Market Summary - July 2025

Townhouses and Condos

Manatee County



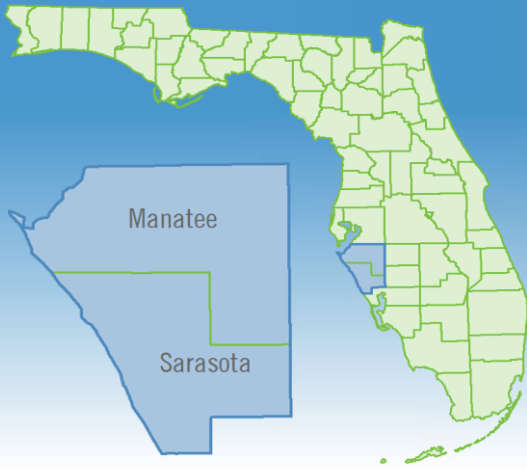
	July 2025	July 2024	Percent Change Year-over-Year
Closed Sales	201	225	-10.7%
Paid in Cash	94	113	-16.8%
Median Sale Price	\$320,000	\$329,000	-2.7%
Average Sale Price	\$329,947	\$354,404	-6.9%
Dollar Volume	\$66.3 Million	\$79.7 Million	-16.8%
Med. Pct. of Orig. List Price Received	91.0%	92.0%	-1.1%
Median Time to Contract	70 Days	77 Days	-9.1%
Median Time to Sale	111 Days	121 Days	-8.3%
New Pending Sales	178	214	-16.8%
New Listings	250	282	-11.3%
Pending Inventory	253	294	-13.9%
Inventory (Active Listings)	1,517	1,261	20.3%
Months Supply of Inventory	7.0	5.6	25.0%



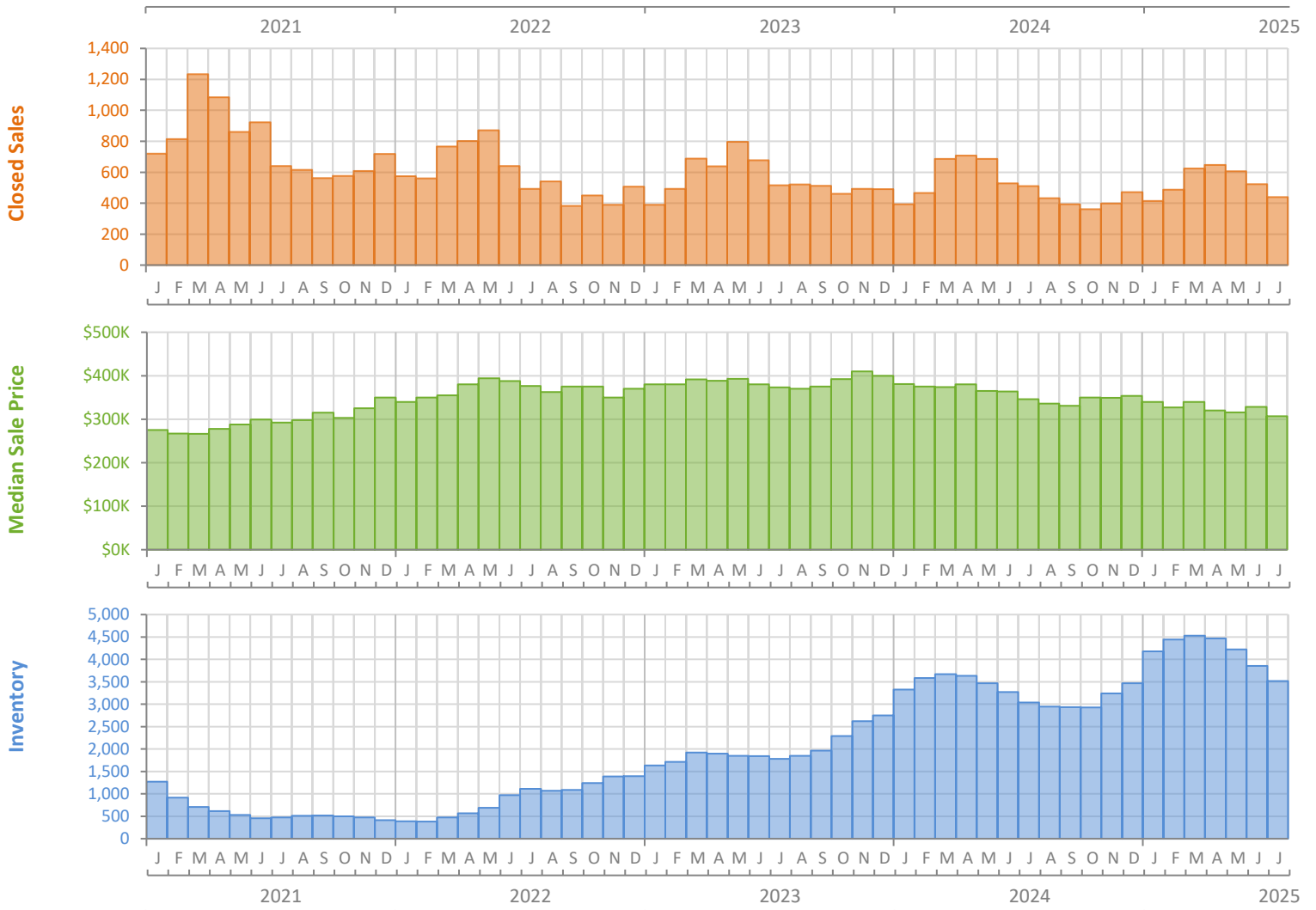
Monthly Market Summary - July 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	July 2025	July 2024	Percent Change Year-over-Year
Closed Sales	440	510	-13.7%
Paid in Cash	239	286	-16.4%
Median Sale Price	\$306,588	\$345,995	-11.4%
Average Sale Price	\$354,529	\$456,930	-22.4%
Dollar Volume	\$156.0 Million	\$233.0 Million	-33.1%
Med. Pct. of Orig. List Price Received	89.4%	92.0%	-2.8%
Median Time to Contract	71 Days	70 Days	1.4%
Median Time to Sale	113 Days	121 Days	-6.6%
New Pending Sales	398	443	-10.2%
New Listings	550	636	-13.5%
Pending Inventory	711	794	-10.5%
Inventory (Active Listings)	3,517	3,038	15.8%
Months Supply of Inventory	7.3	5.6	30.4%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

JULY 2025

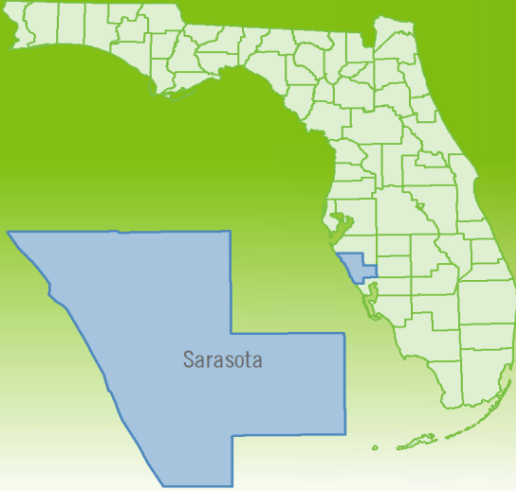
Reach Further With The Market.

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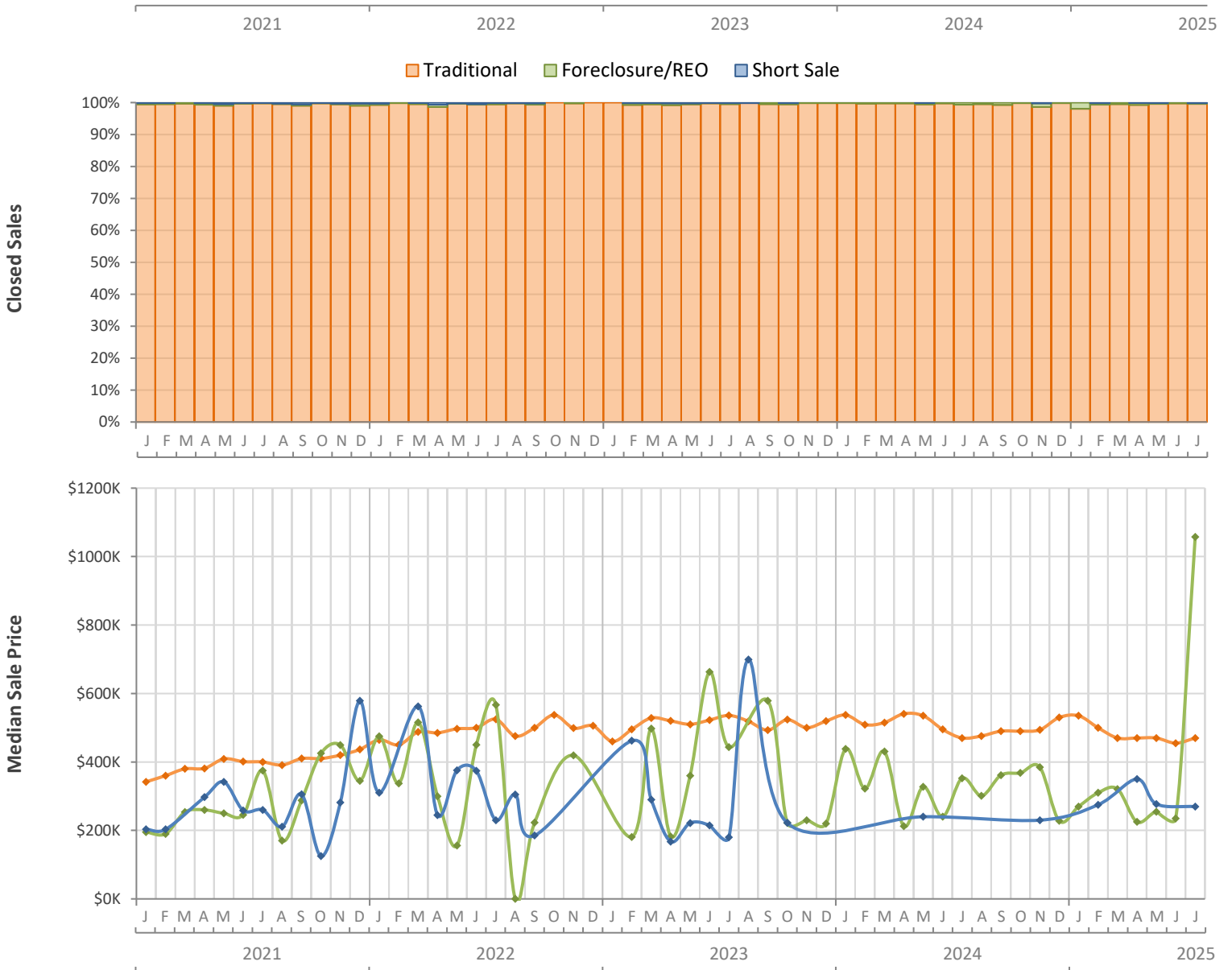
Monthly Distressed Market - July 2025

Single-Family Homes

Sarasota County



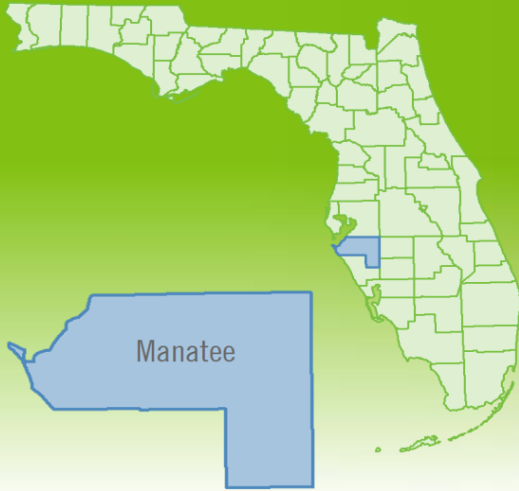
		July 2025	July 2024	Percent Change Year-over-Year
Traditional	Closed Sales	720	638	12.9%
	Median Sale Price	\$470,000	\$470,000	0.0%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$1,057,500	\$352,500	200.0%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$269,500	(No Sales)	N/A



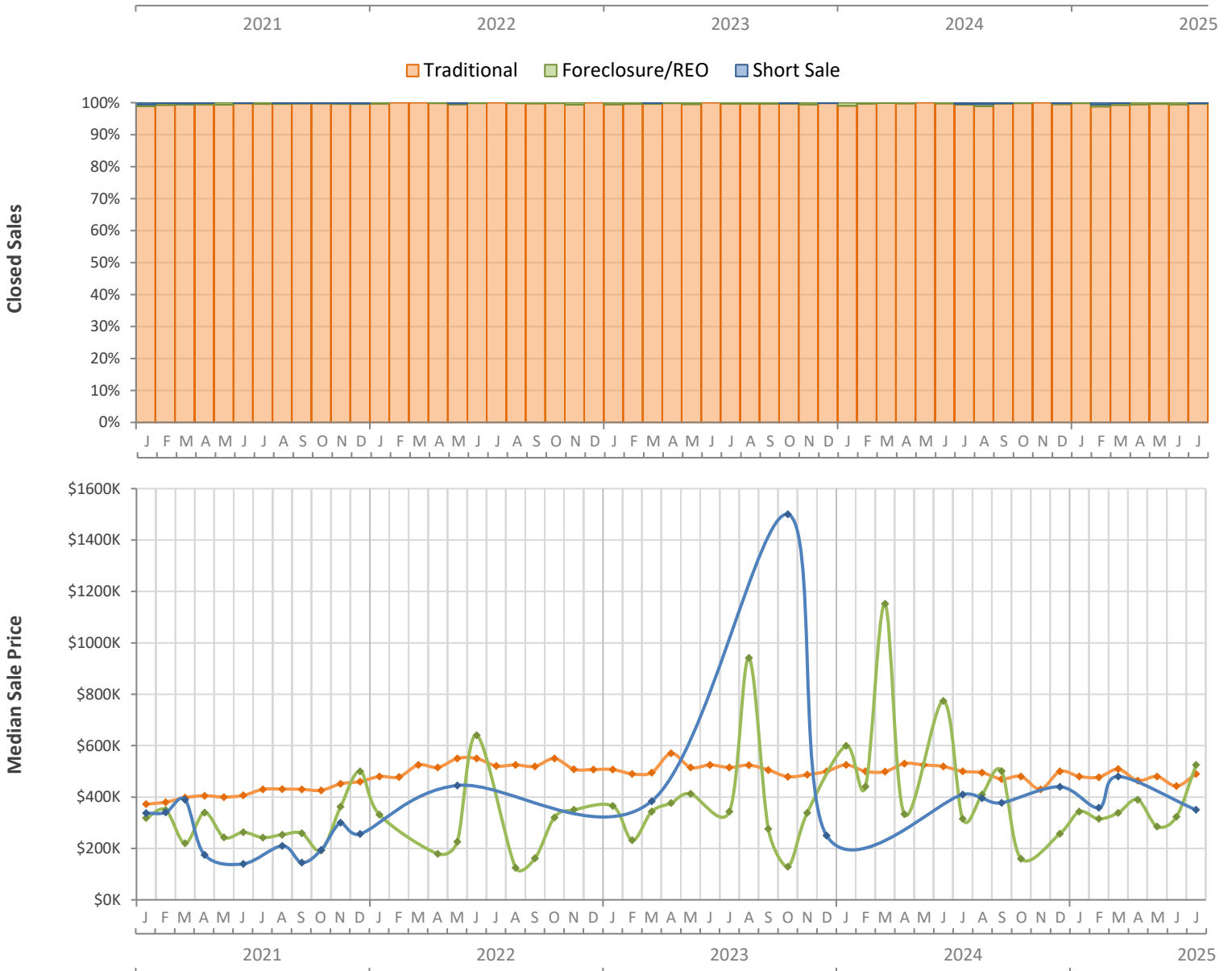
Monthly Distressed Market - July 2025

Single-Family Homes

Manatee County



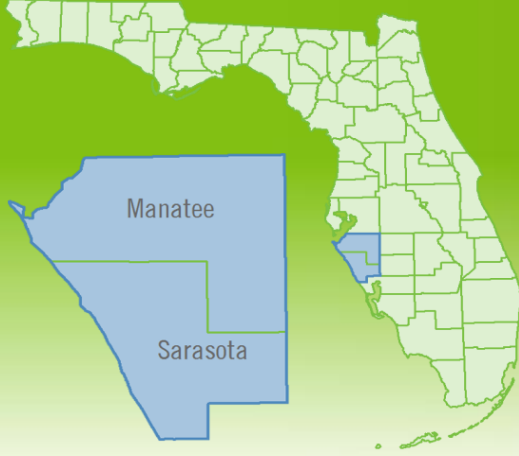
		July 2025	July 2024	Percent Change Year-over-Year
Traditional	Closed Sales	622	682	-8.8%
	Median Sale Price	\$489,900	\$499,900	-2.0%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$524,900	\$315,000	66.6%
Short Sale	Closed Sales	1	3	-66.7%
	Median Sale Price	\$350,000	\$409,900	-14.6%



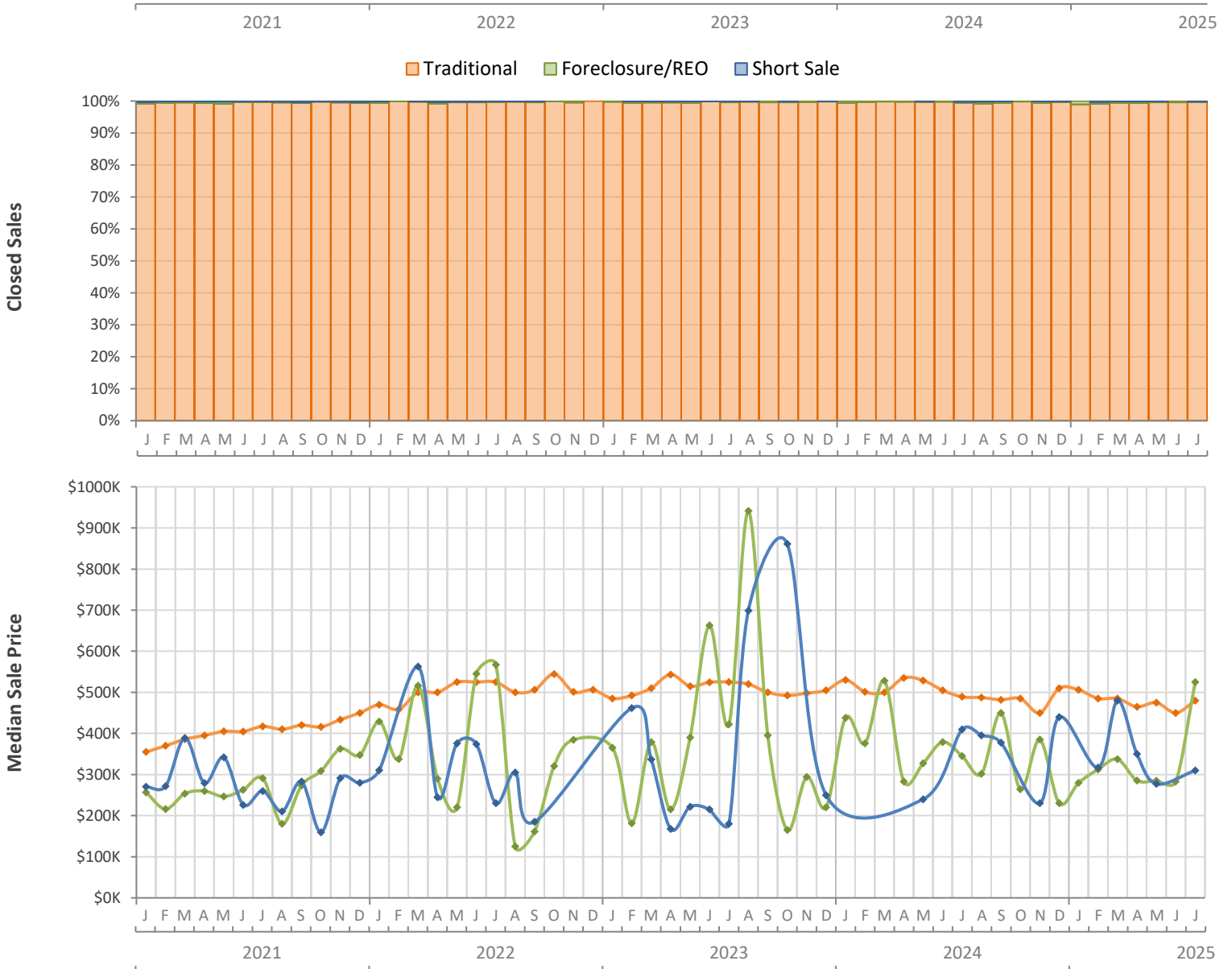
Monthly Distressed Market - July 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



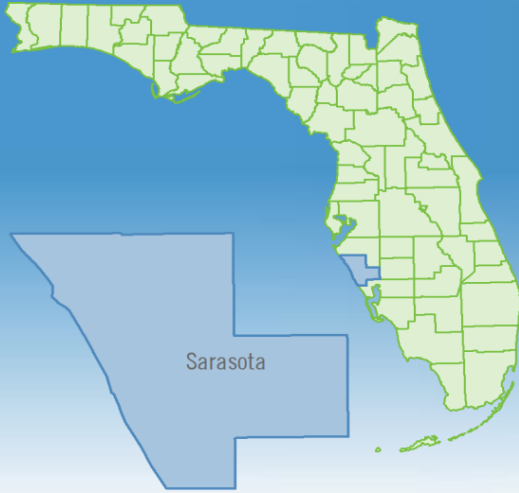
		July 2025	July 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,342	1,320	1.7%
	Median Sale Price	\$480,000	\$489,000	-1.8%
Foreclosure/REO	Closed Sales	3	5	-40.0%
	Median Sale Price	\$524,900	\$345,000	52.1%
Short Sale	Closed Sales	2	3	-33.3%
	Median Sale Price	\$309,750	\$409,900	-24.4%



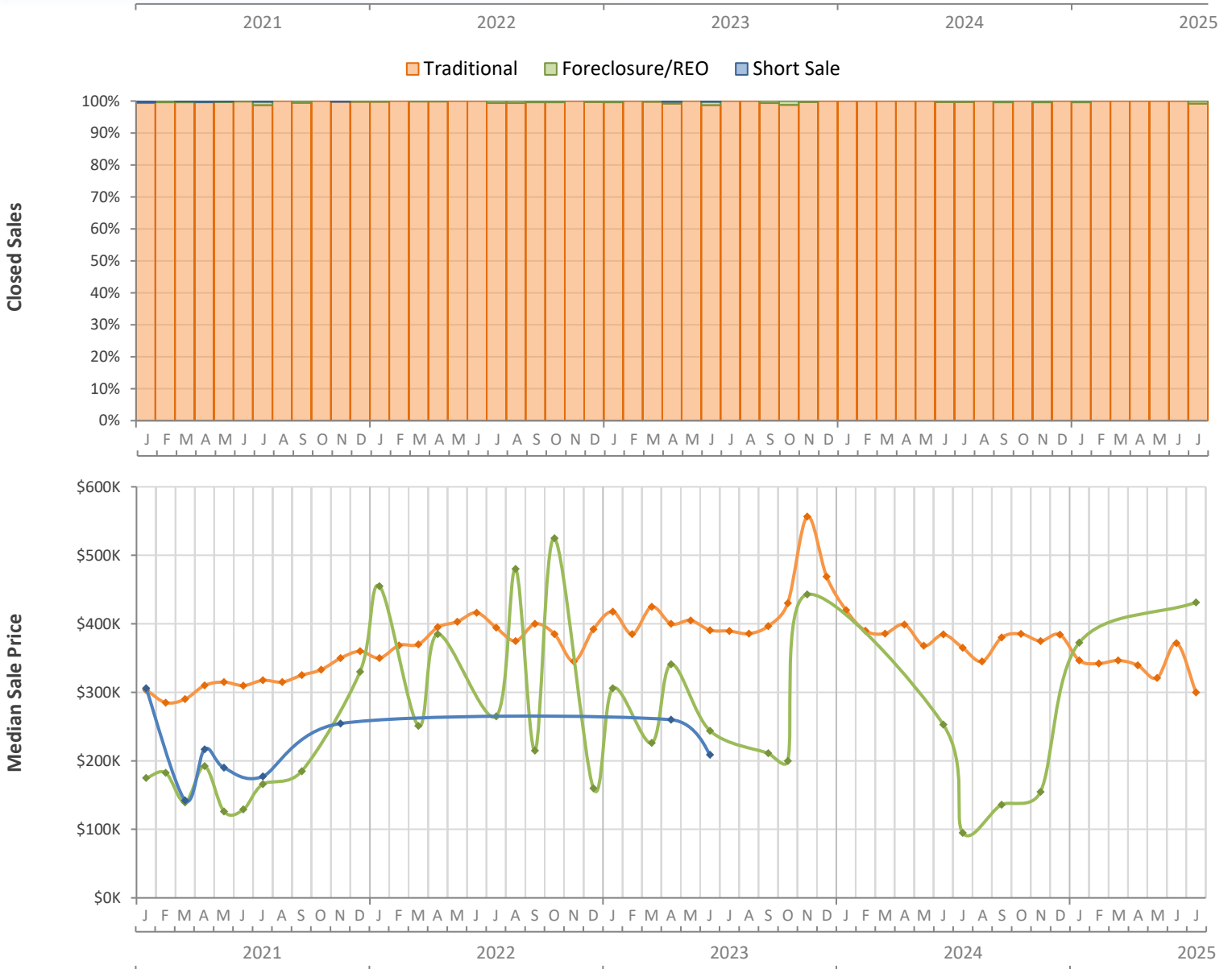
Monthly Distressed Market - July 2025

Townhouses and Condos

Sarasota County



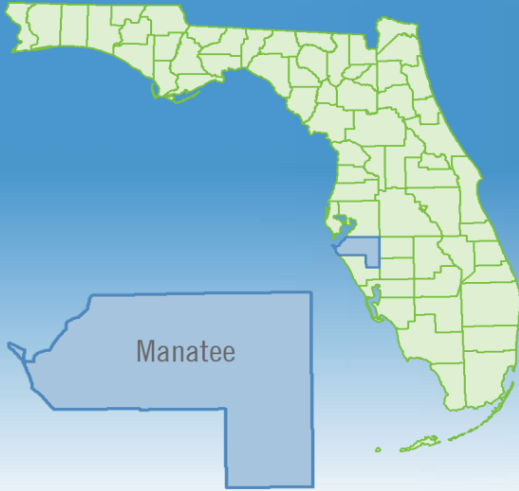
		July 2025	July 2024	Percent Change Year-over-Year
Traditional	Closed Sales	237	284	-16.5%
	Median Sale Price	\$300,000	\$365,000	-17.8%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$431,250	\$95,000	353.9%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



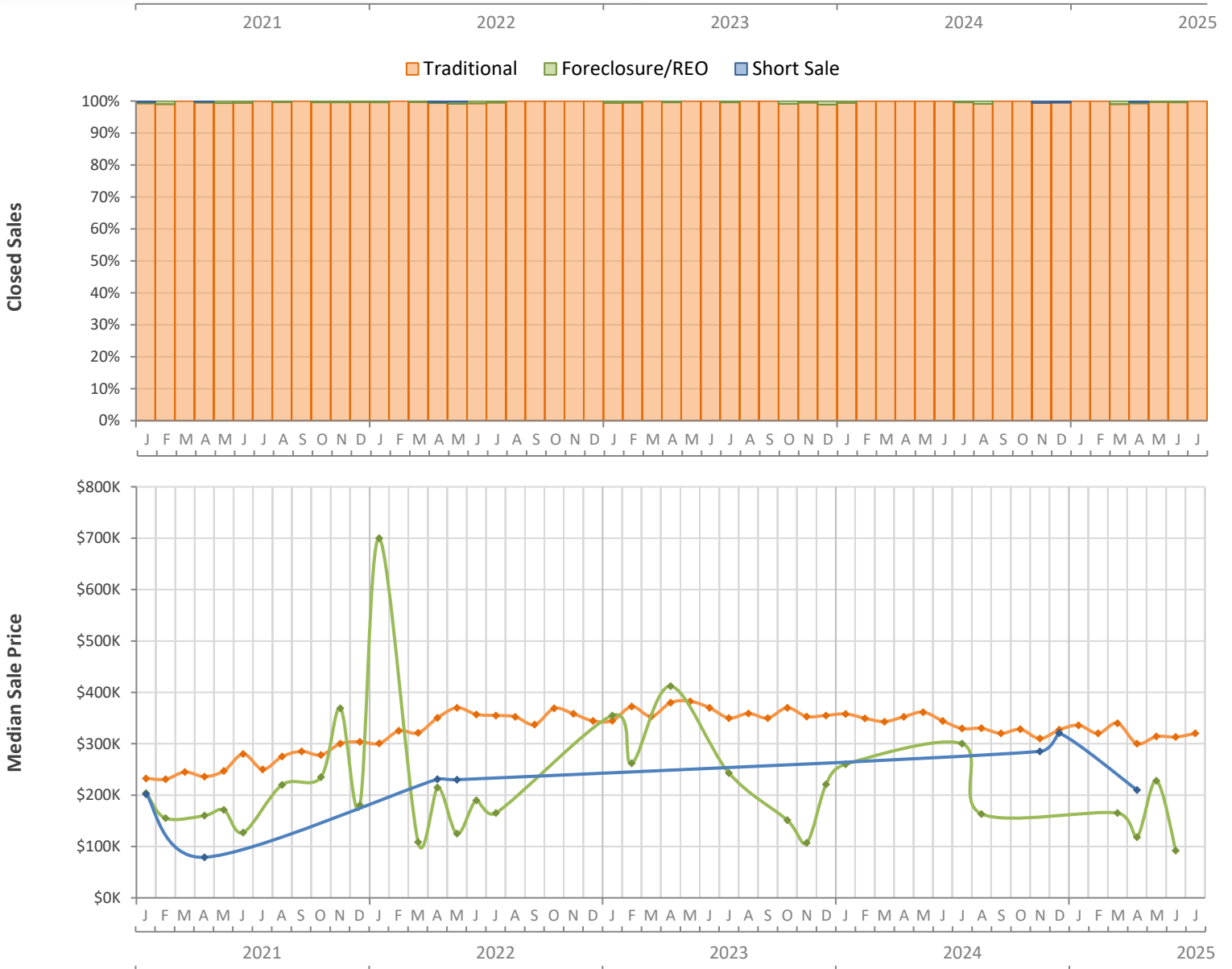
Monthly Distressed Market - July 2025

Townhouses and Condos

Manatee County



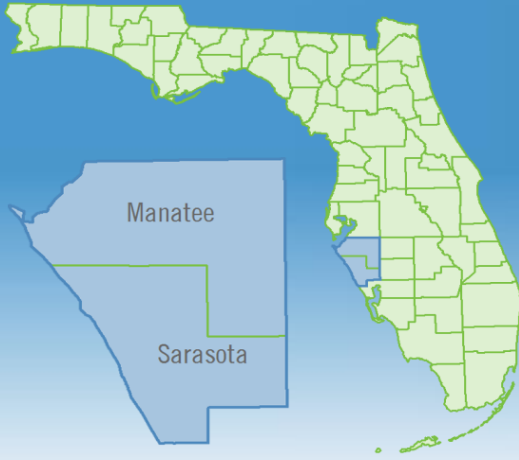
		July 2025	July 2024	Percent Change Year-over-Year
Traditional	Closed Sales	201	224	-10.3%
	Median Sale Price	\$320,000	\$329,500	-2.9%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$299,900	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - July 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		July 2025	July 2024	Percent Change Year-over-Year
Traditional	Closed Sales	438	508	-13.8%
	Median Sale Price	\$306,588	\$347,250	-11.7%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$431,250	\$197,450	118.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

