



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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

SARASOTA, Fla. (June 23, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its May 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 County shows continued signs of a market in transition. While inventory remains significantly higher than this time last year, the pace of growth has begun to slow compared to previous months. This moderation, coupled with declining median prices and longer time on market, suggests a gradual return to more balanced conditions across both counties. Buyers are gaining negotiating power, while sellers must adjust to a landscape that favors realistic pricing and patience.

Key Trends in Sarasota/Manatee May 2025:

- **Median Sale Price Trends:** Median sale prices declined across the board, suggesting continued downward pressure in the market.
- **Inventory Growth Slowing:** Inventory levels remain elevated compared to last year, but the month-over-month increases have begun to moderate, suggesting a potential shift toward market stabilization.
- **Market Time:** Both time to contract and time to sale increased across most categories, signifying slower buyer decision-making and extended listing periods.

Single-Family Homes

In May 2025, Sarasota County reported 788 single-family home sales, a 7.3 percent decrease year-over-year. The median sale price declined by 12.3 percent from May 2024 to \$465,000. Cash buyers accounted for 35.8 percent of all closed sales.

Inventory levels decreased by 6.8 percent from the previous month to 4,144 active listings, bringing the months supply to 6.6 months. The median time to contract and median time to sale increased to 51 days and 93 days, respectively.

In May 2025, Manatee County reported 786 single-family home sales, a 1.9 percent decrease year-over-year. The median sale price decreased 8.9 percent year-over-year to \$478,195. Cash buyers accounted for 31.2 percent of all closed sales.

Manatee County ended May 2025 with 3,212 active listings, representing a 5.2-month supply of inventory. The median time to contract and median time to sale increased to 52 days and 98 days, respectively.

"In both Sarasota and Manatee, we're seeing a healthier pace in the single-family segment," said Debi Reynolds, 2025 RASM President and Managing Broker at SaraBay Real Estate. "The market isn't as frenzied as it once was, but it's giving everyone—especially first-time buyers—a fairer shot at homeownership."

Townhomes and Condos

In May 2025, Sarasota County reported 342 townhome and condo sales, a 19.1 percent decrease year-over-year. The median sale price fell 12.8 percent year-over-year to \$321,020, with 60.5 percent of sales being cash purchases.

Inventory levels decreased by 6.7 percent from the previous month to 2,477 active listings, bringing the months supply to 9.2 months. The median time to contract and the median time decreased from April 2025 to 59 days and 102 days, respectively.

In May 2025, Manatee County reported 265 townhome and condo sales, a 0.4 percent increase year-over-year. The median sale price fell 13.4 percent to \$313,000 with 51.3 percent of sales being cash purchases.

Inventory levels decreased by 3.9 percent from the previous month to 1,747 active listings, bringing the months supply to 7.9 months. The median time to contract decreased to 60 days, while the median time to sale increased to 99 days.

"The condo and townhome market continues to experience price softening, driven largely by higher inventory," added Reynolds. "This creates excellent opportunities for buyers, especially those looking for second homes or investment properties."

Summary

These latest trends highlight a shifting real estate landscape, where increased inventory and longer market times are creating new opportunities for buyers while challenging sellers to adapt. With prices adjusting and the pace of sales slowing, it is more important than ever to rely on a knowledgeable REALTOR® who understands the local market. Whether you are buying or selling, having a professional by your side can make all the difference in navigating today's competitive and 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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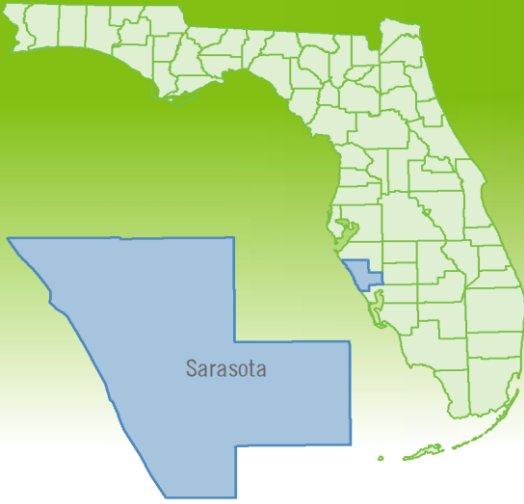
About REALTOR® Association of Sarasota and Manatee

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.

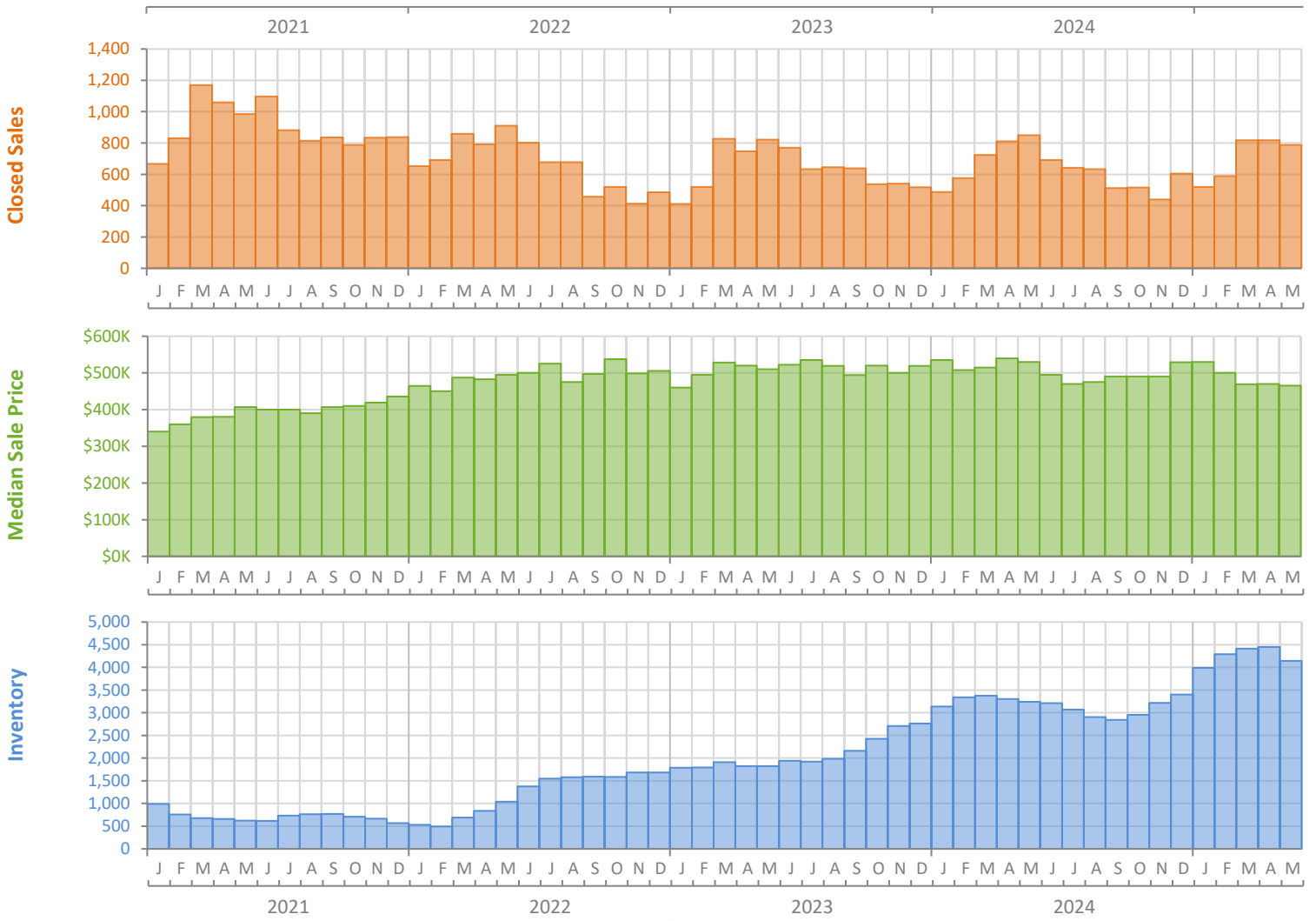
Monthly Market Summary - May 2025

Single-Family Homes

Sarasota County



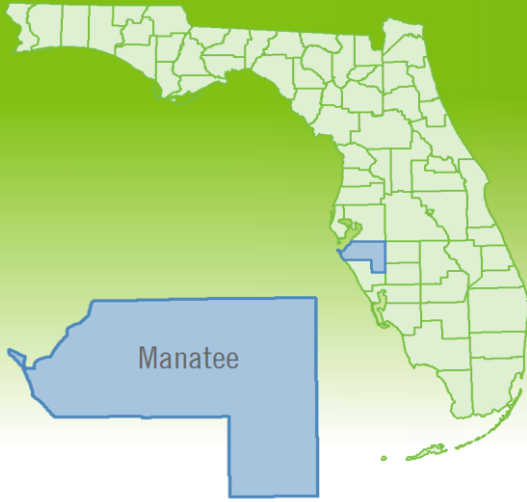
	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	788	850	-7.3%
Paid in Cash	282	353	-20.1%
Median Sale Price	\$465,000	\$530,000	-12.3%
Average Sale Price	\$651,439	\$743,303	-12.4%
Dollar Volume	\$513.3 Million	\$631.8 Million	-18.8%
Med. Pct. of Orig. List Price Received	92.8%	94.2%	-1.5%
Median Time to Contract	51 Days	43 Days	18.6%
Median Time to Sale	93 Days	84 Days	10.7%
New Pending Sales	725	697	4.0%
New Listings	850	920	-7.6%
Pending Inventory	937	932	0.5%
Inventory (Active Listings)	4,144	3,239	27.9%
Months Supply of Inventory	6.6	5.0	32.0%



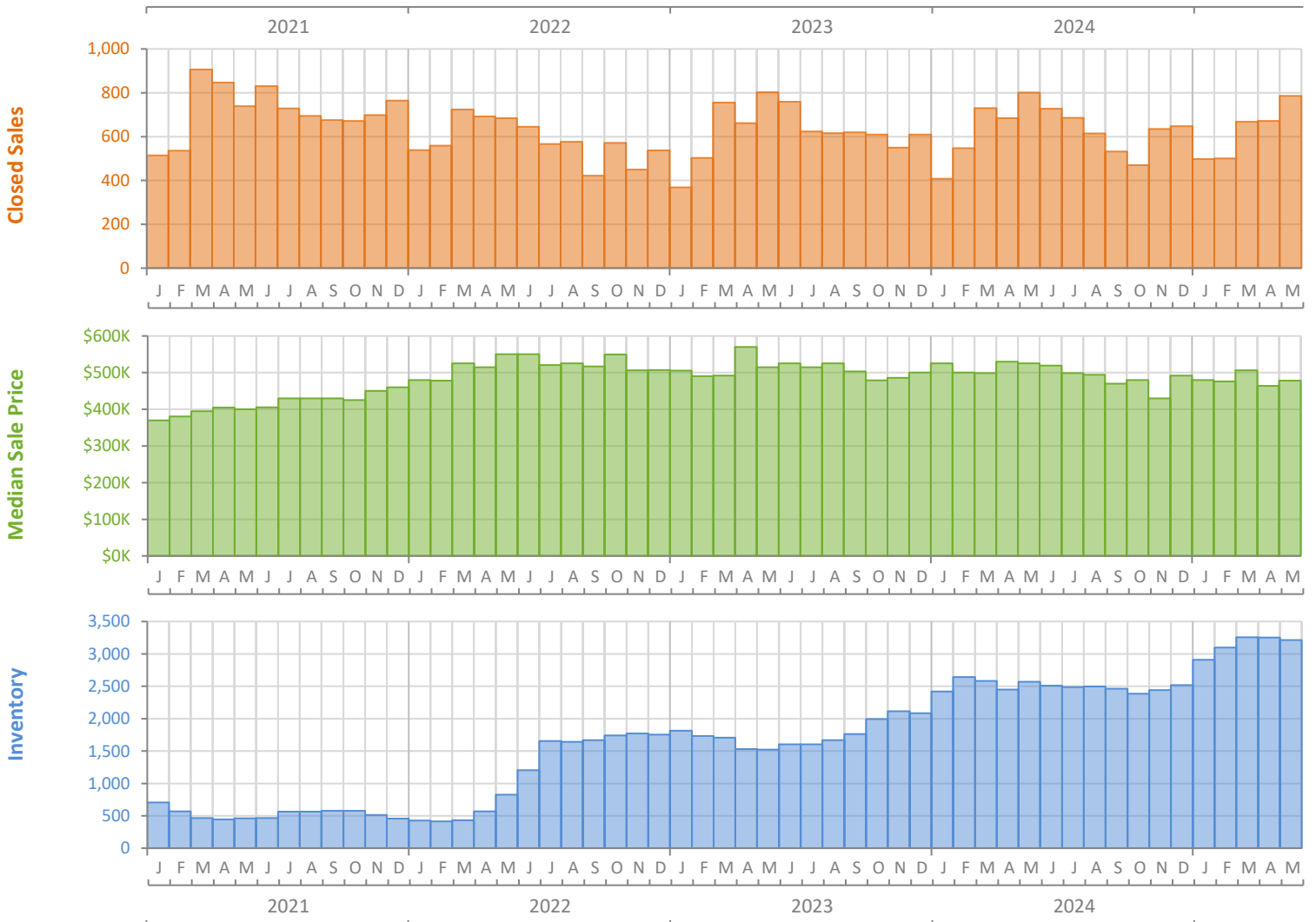
Monthly Market Summary - May 2025

Single-Family Homes

Manatee County



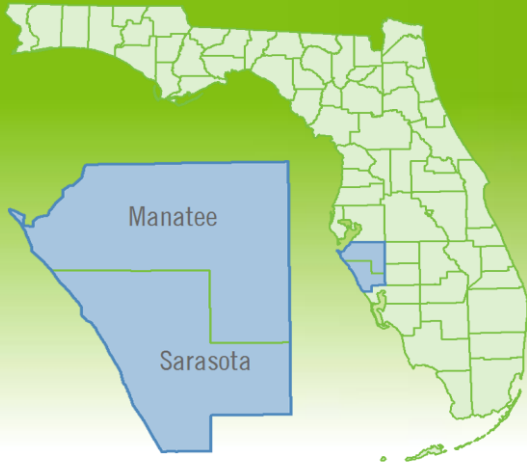
	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	786	801	-1.9%
Paid in Cash	245	253	-3.2%
Median Sale Price	\$478,195	\$525,000	-8.9%
Average Sale Price	\$638,855	\$709,406	-9.9%
Dollar Volume	\$502.1 Million	\$568.2 Million	-11.6%
Med. Pct. of Orig. List Price Received	94.4%	95.6%	-1.3%
Median Time to Contract	52 Days	45 Days	15.6%
Median Time to Sale	98 Days	95 Days	3.2%
New Pending Sales	704	666	5.7%
New Listings	902	966	-6.6%
Pending Inventory	989	1,023	-3.3%
Inventory (Active Listings)	3,212	2,570	25.0%
Months Supply of Inventory	5.2	4.1	26.8%



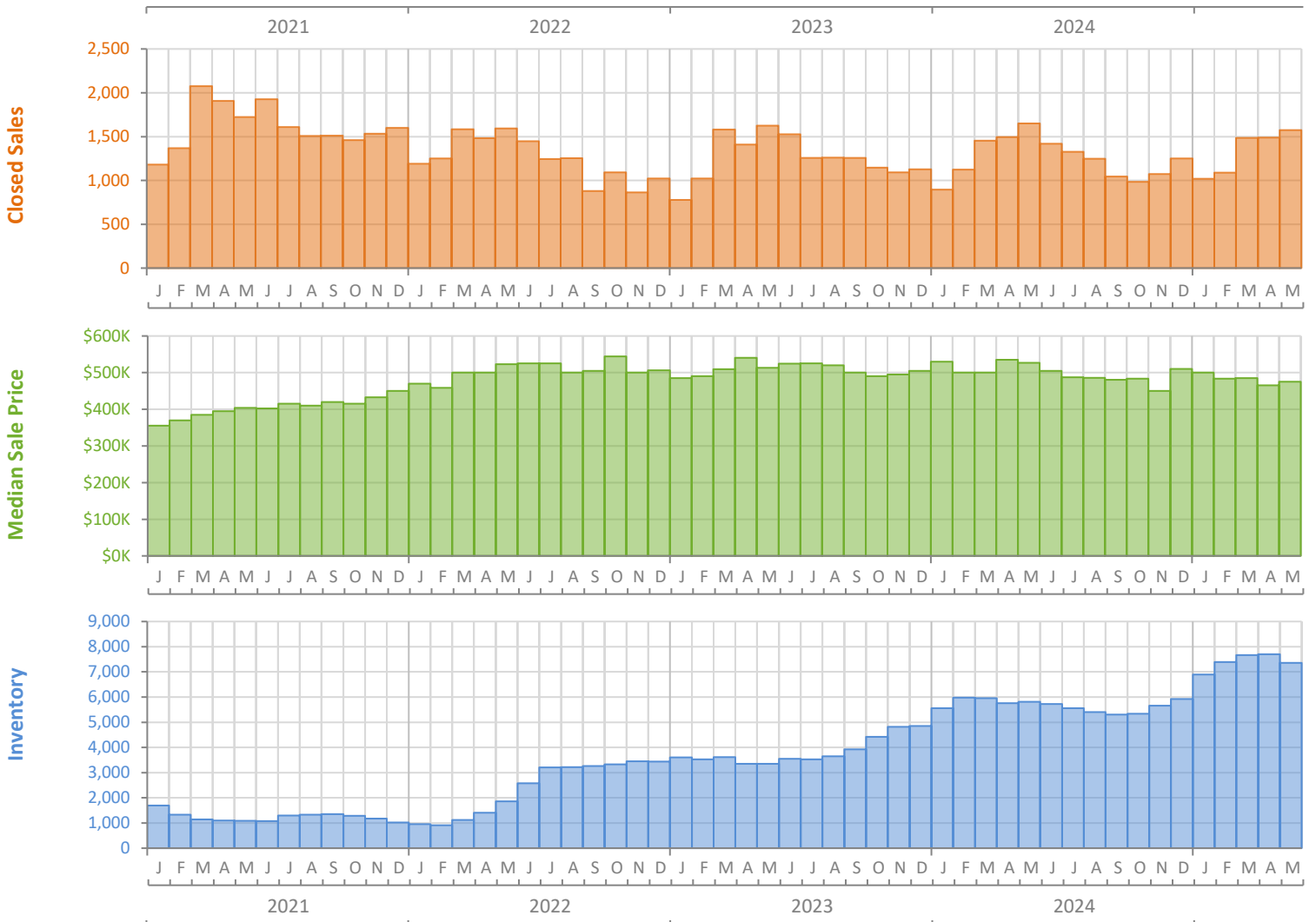
Monthly Market Summary - May 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	1,574	1,651	-4.7%
Paid in Cash	527	606	-13.0%
Median Sale Price	\$475,000	\$527,000	-9.9%
Average Sale Price	\$645,155	\$726,857	-11.2%
Dollar Volume	\$1.0 Billion	\$1.2 Billion	-15.4%
Med. Pct. of Orig. List Price Received	93.7%	95.0%	-1.4%
Median Time to Contract	51 Days	44 Days	15.9%
Median Time to Sale	96 Days	89 Days	7.9%
New Pending Sales	1,429	1,363	4.8%
New Listings	1,752	1,886	-7.1%
Pending Inventory	1,926	1,955	-1.5%
Inventory (Active Listings)	7,356	5,809	26.6%
Months Supply of Inventory	5.9	4.6	28.3%



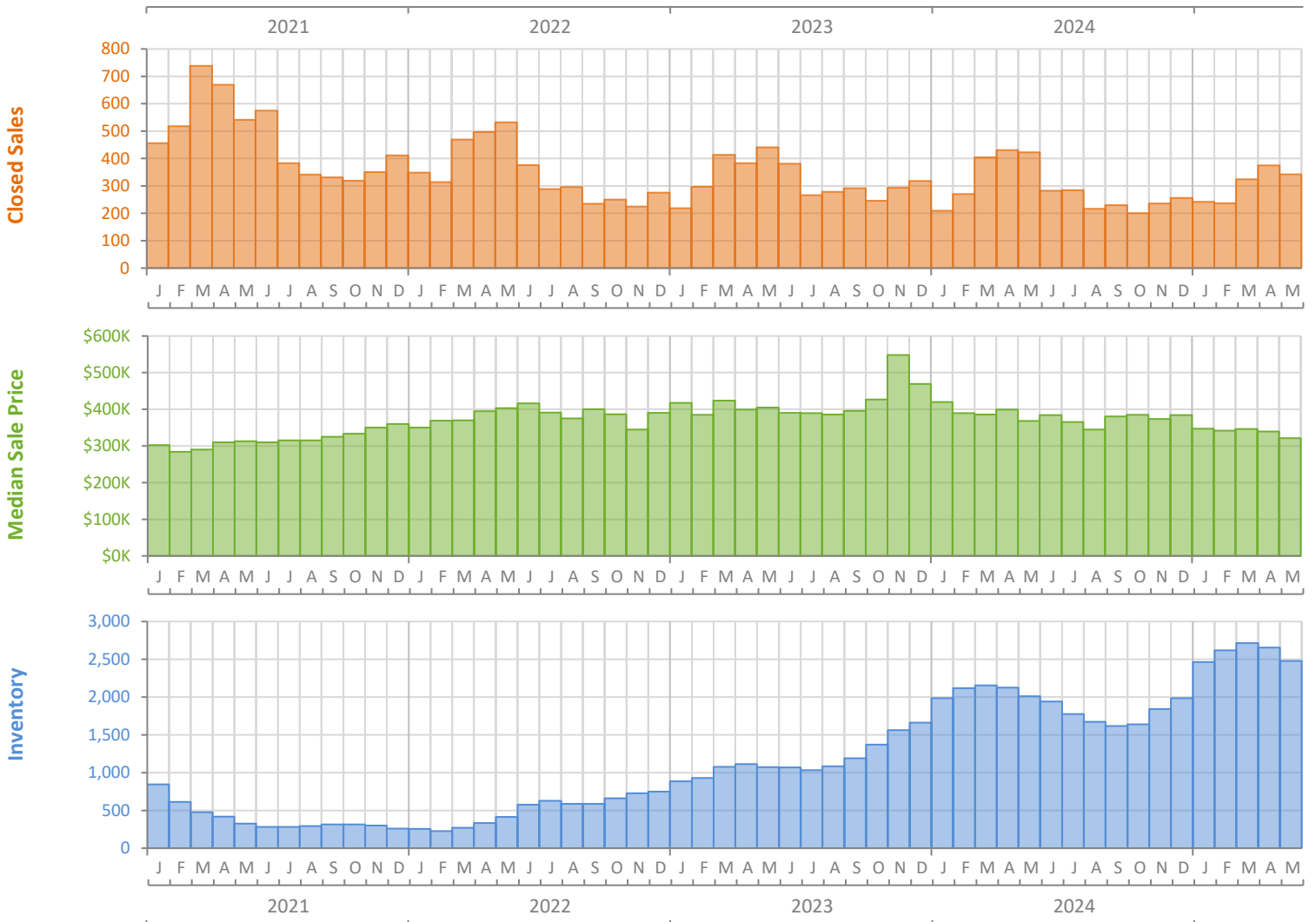
Monthly Market Summary - May 2025

Townhouses and Condos

Sarasota County



	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	342	423	-19.1%
Paid in Cash	207	270	-23.3%
Median Sale Price	\$321,020	\$368,000	-12.8%
Average Sale Price	\$488,795	\$545,992	-10.5%
Dollar Volume	\$167.2 Million	\$231.0 Million	-27.6%
Med. Pct. of Orig. List Price Received	90.0%	92.4%	-2.6%
Median Time to Contract	59 Days	61 Days	-3.3%
Median Time to Sale	102 Days	101 Days	1.0%
New Pending Sales	302	284	6.3%
New Listings	414	397	4.3%
Pending Inventory	538	581	-7.4%
Inventory (Active Listings)	2,477	2,010	23.2%
Months Supply of Inventory	9.2	6.3	46.0%



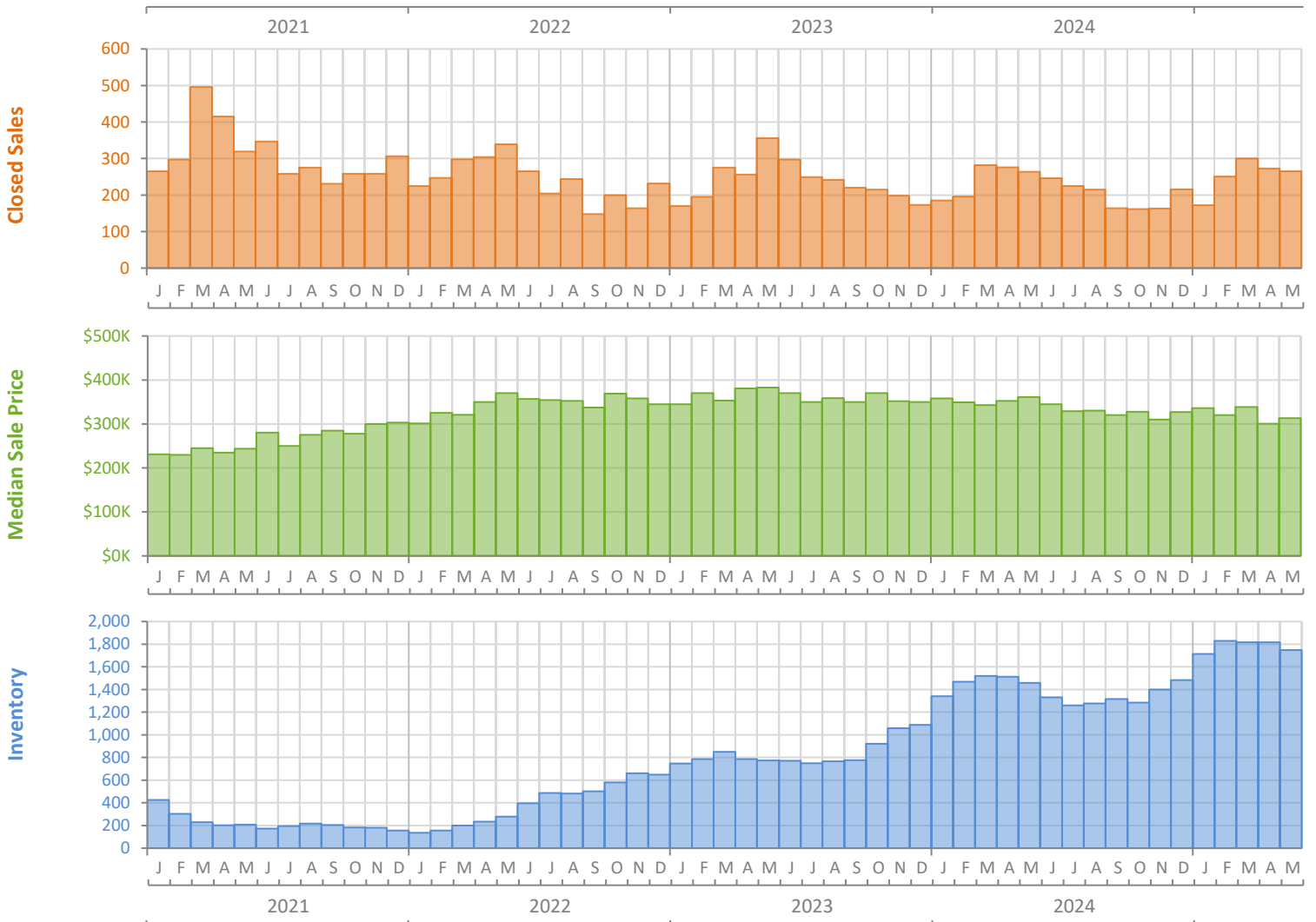
Monthly Market Summary - May 2025

Townhouses and Condos

Manatee County



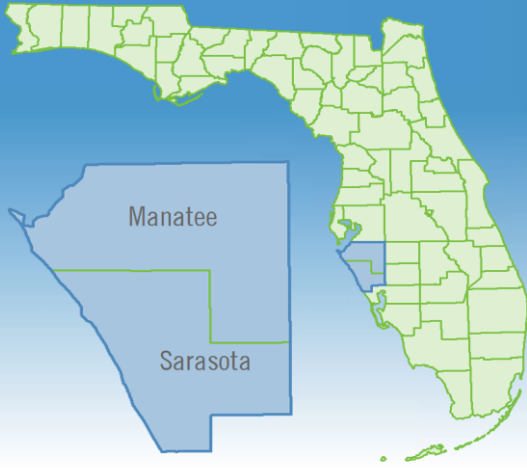
	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	265	264	0.4%
Paid in Cash	136	135	0.7%
Median Sale Price	\$313,000	\$361,495	-13.4%
Average Sale Price	\$345,549	\$412,348	-16.2%
Dollar Volume	\$91.6 Million	\$108.9 Million	-15.9%
Med. Pct. of Orig. List Price Received	93.4%	93.1%	0.3%
Median Time to Contract	60 Days	56 Days	7.1%
Median Time to Sale	99 Days	95 Days	4.2%
New Pending Sales	260	245	6.1%
New Listings	360	319	12.9%
Pending Inventory	334	340	-1.8%
Inventory (Active Listings)	1,747	1,458	19.8%
Months Supply of Inventory	7.9	6.3	25.4%



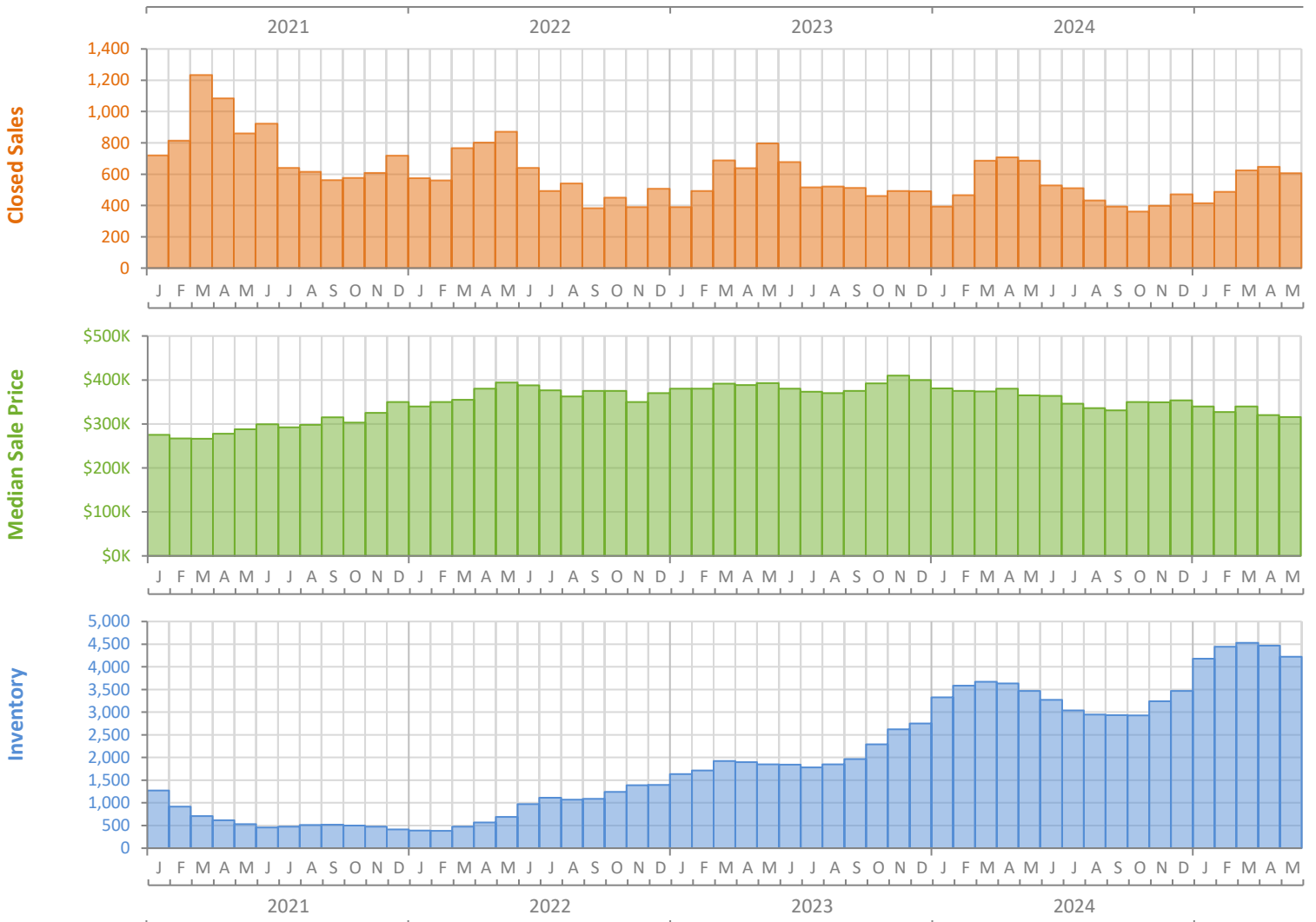
Monthly Market Summary - May 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	May 2025	May 2024	Percent Change Year-over-Year
Closed Sales	607	687	-11.6%
Paid in Cash	343	405	-15.3%
Median Sale Price	\$316,000	\$365,000	-13.4%
Average Sale Price	\$426,258	\$494,635	-13.8%
Dollar Volume	\$258.7 Million	\$339.8 Million	-23.9%
Med. Pct. of Orig. List Price Received	91.1%	92.7%	-1.7%
Median Time to Contract	59 Days	59 Days	0.0%
Median Time to Sale	102 Days	101 Days	1.0%
New Pending Sales	562	529	6.2%
New Listings	774	716	8.1%
Pending Inventory	872	921	-5.3%
Inventory (Active Listings)	4,224	3,468	21.8%
Months Supply of Inventory	8.6	6.3	36.5%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

MAY 2025

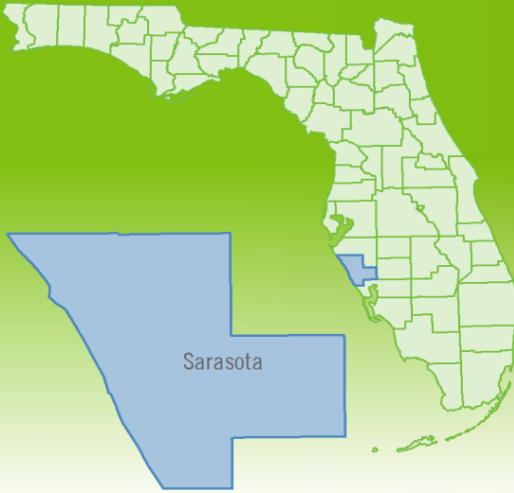
Reach Further With The Market.

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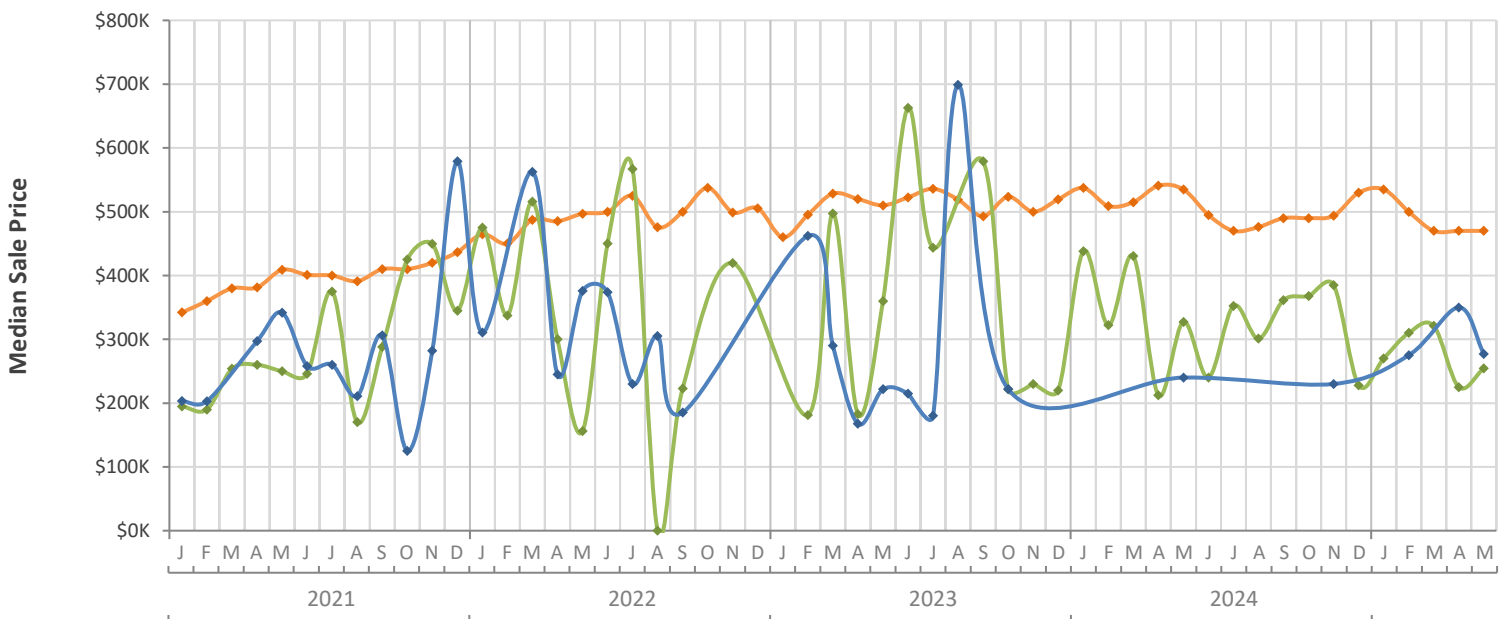
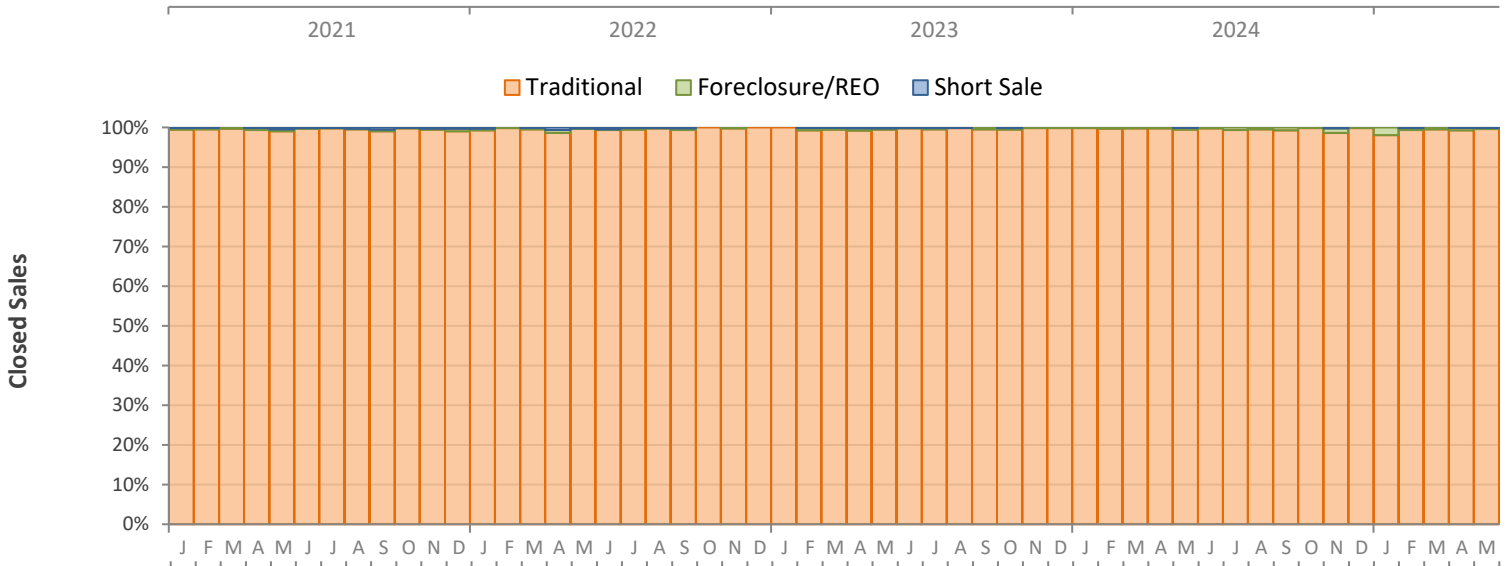
Monthly Distressed Market - May 2025

Single-Family Homes

Sarasota County



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	785	845	-7.1%
	Median Sale Price	\$470,000	\$535,000	-12.1%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$254,500	\$327,450	-22.3%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$277,200	\$240,000	15.5%

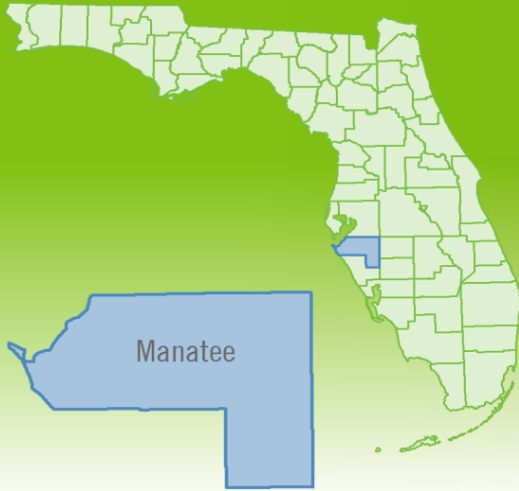


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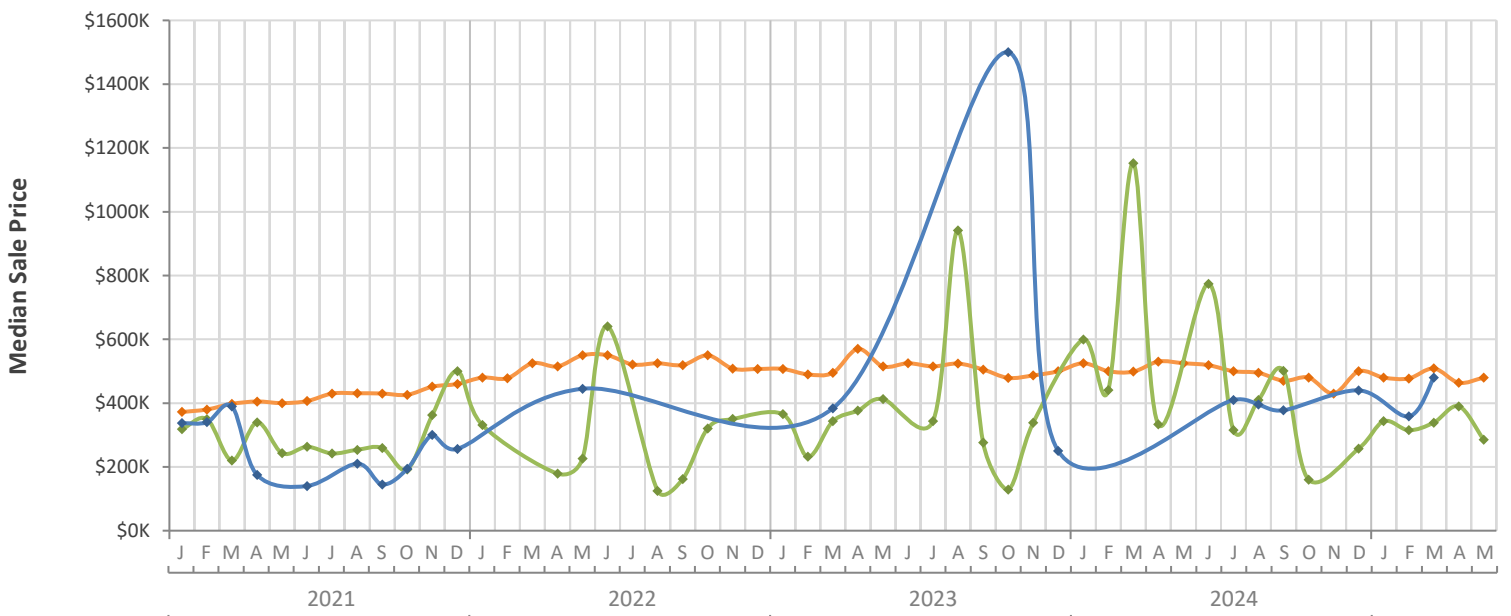
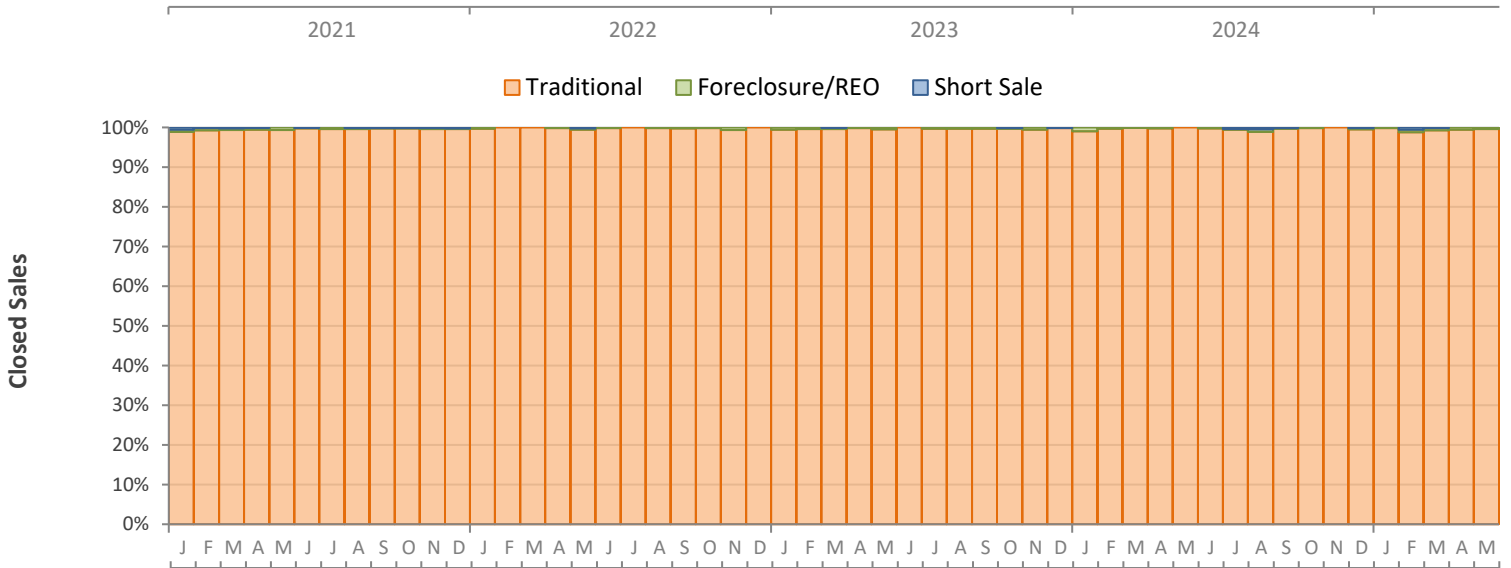
Monthly Distressed Market - May 2025

Single-Family Homes

Manatee County



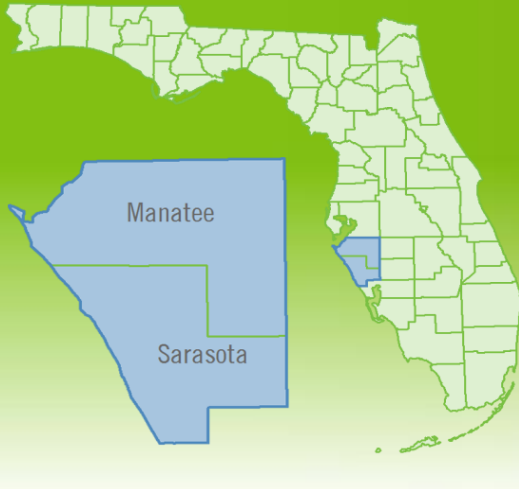
		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	783	801	-2.2%
	Median Sale Price	\$479,900	\$525,000	-8.6%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$285,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



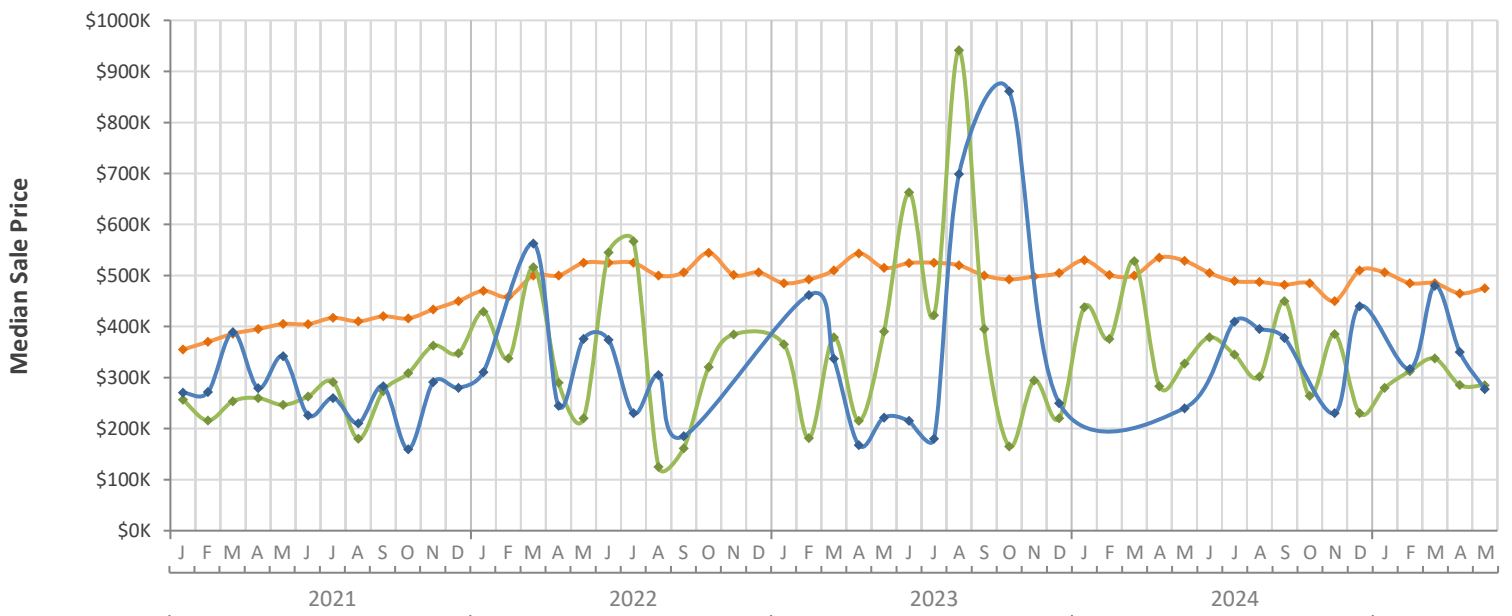
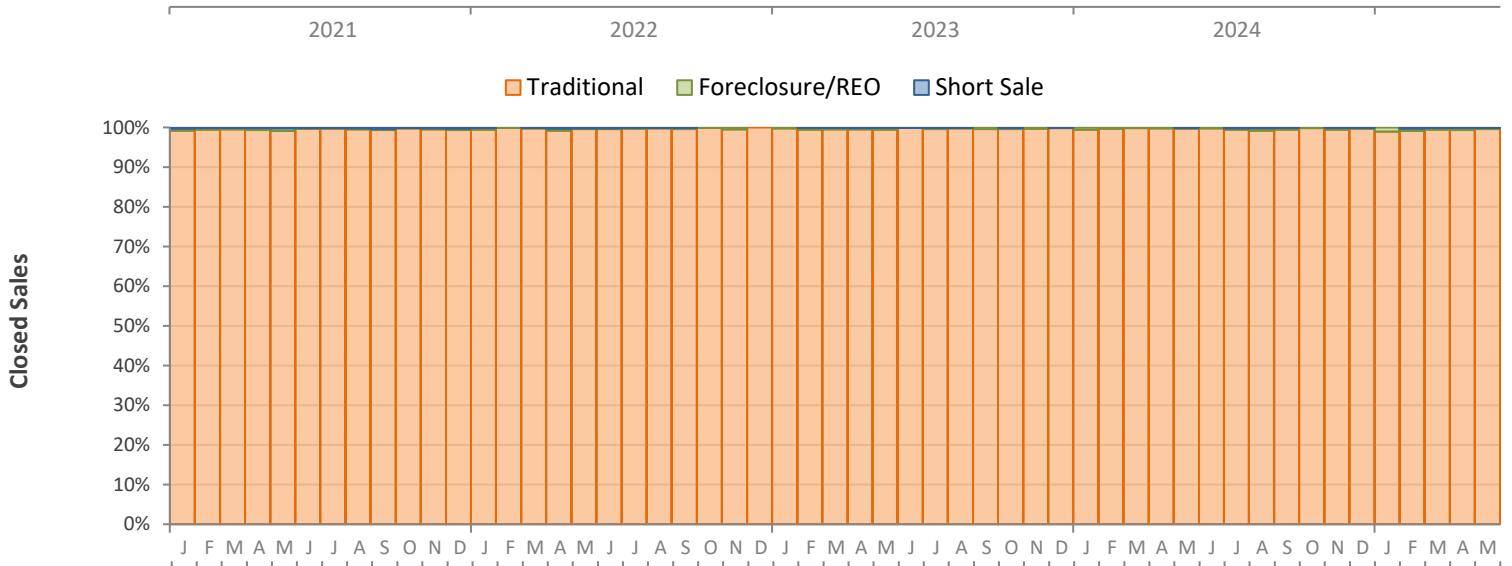
Monthly Distressed Market - May 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



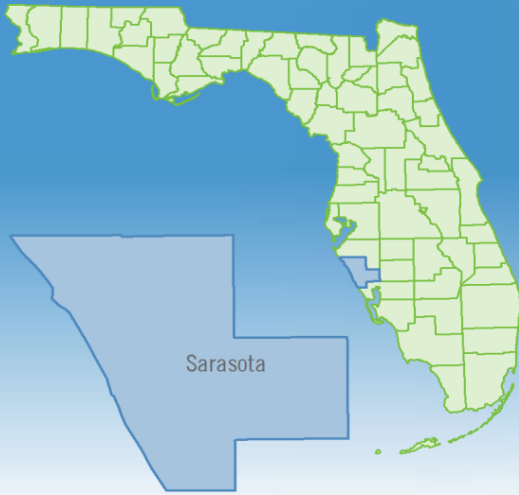
		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,568	1,646	-4.7%
	Median Sale Price	\$475,000	\$529,000	-10.2%
Foreclosure/REO	Closed Sales	5	4	25.0%
	Median Sale Price	\$285,000	\$327,450	-13.0%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$277,200	\$240,000	15.5%



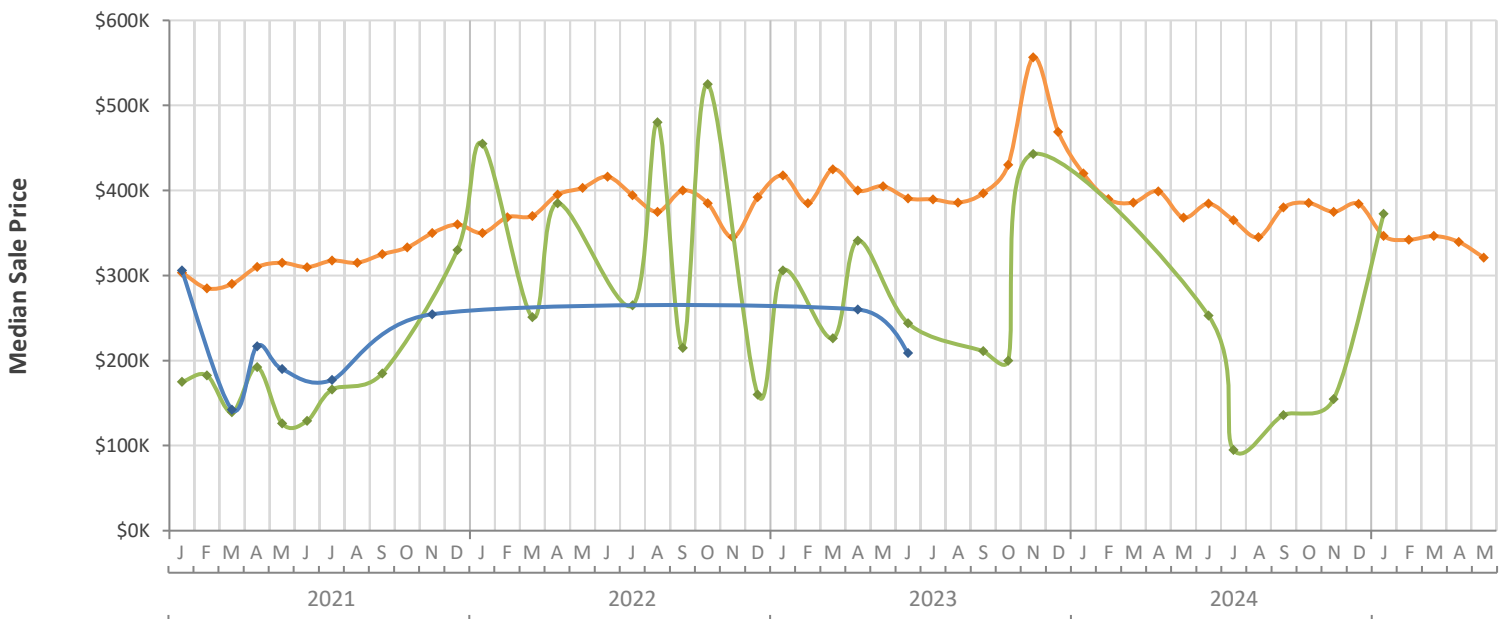
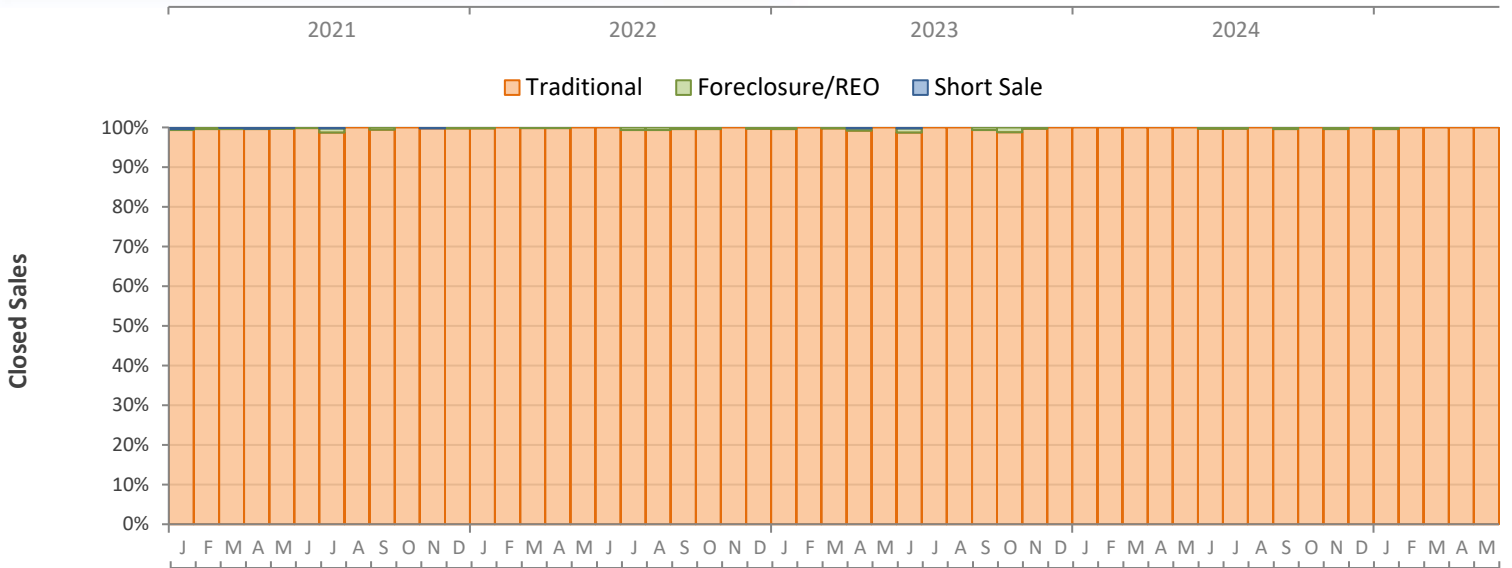
Monthly Distressed Market - May 2025

Townhouses and Condos

Sarasota County



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	342	423	-19.1%
	Median Sale Price	\$321,020	\$368,000	-12.8%
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



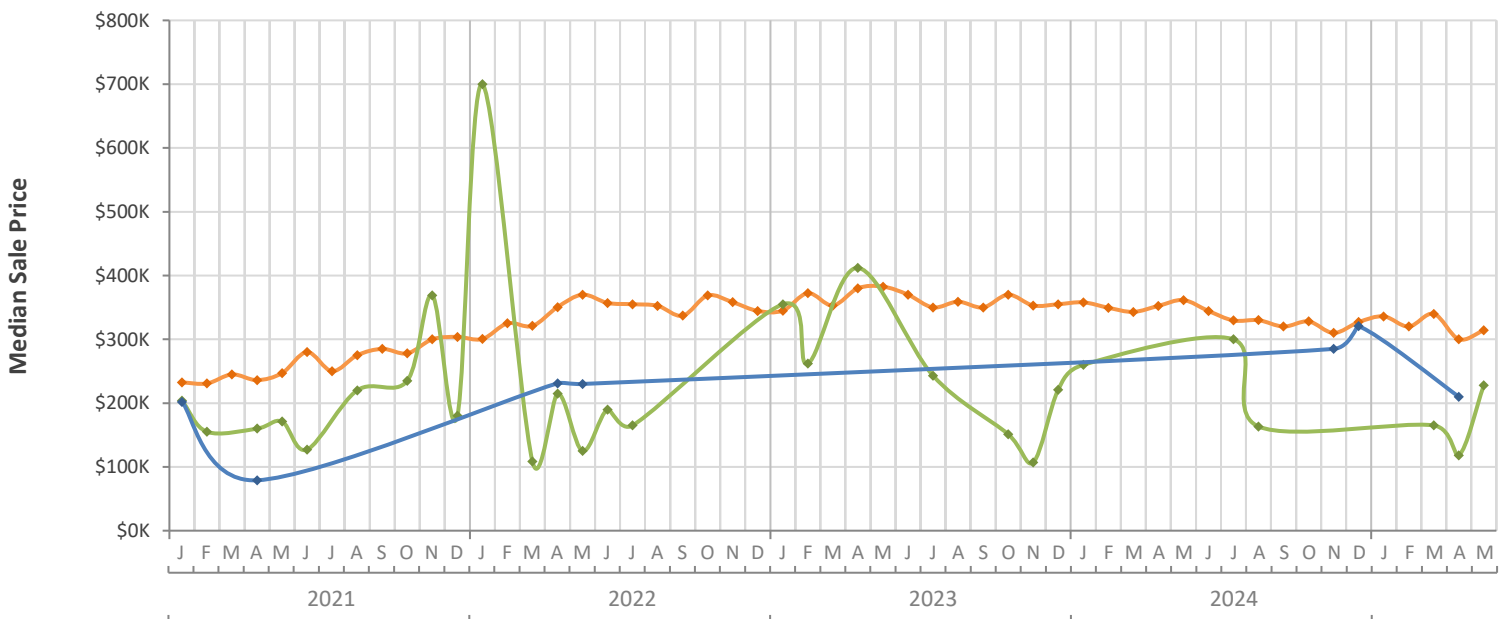
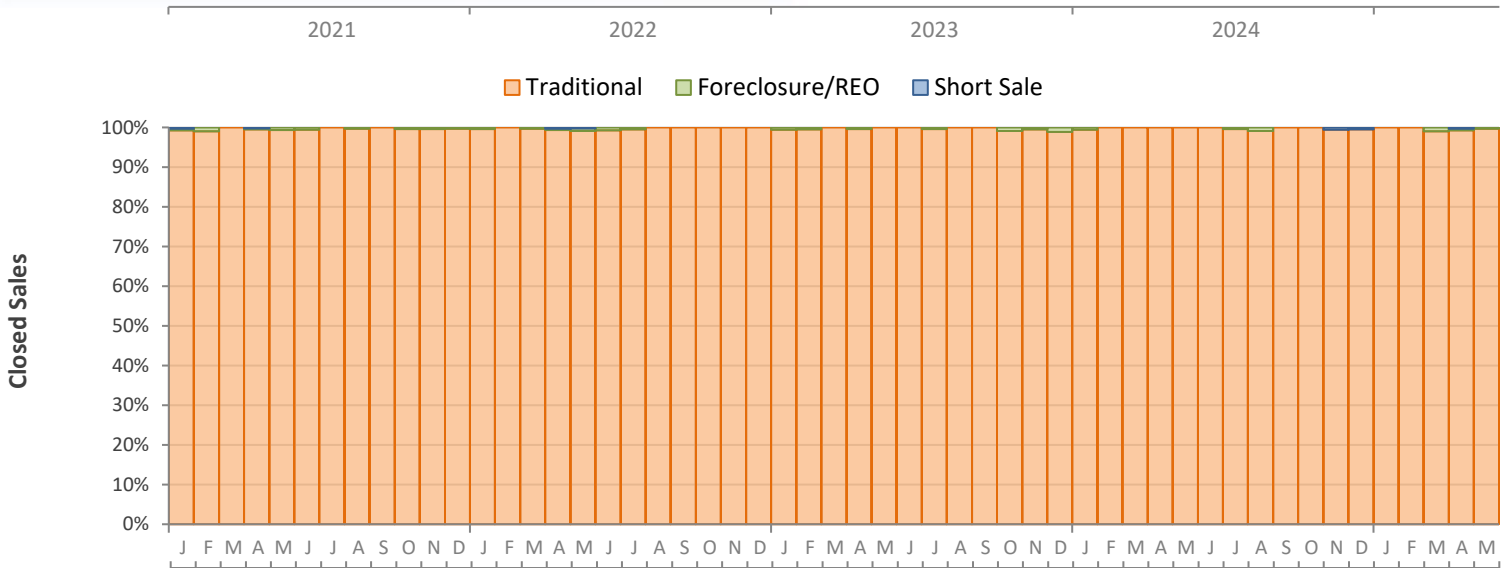
Monthly Distressed Market - May 2025

Townhouses and Condos

Manatee County



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	264	264	0.0%
	Median Sale Price	\$313,995	\$361,495	-13.1%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$228,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

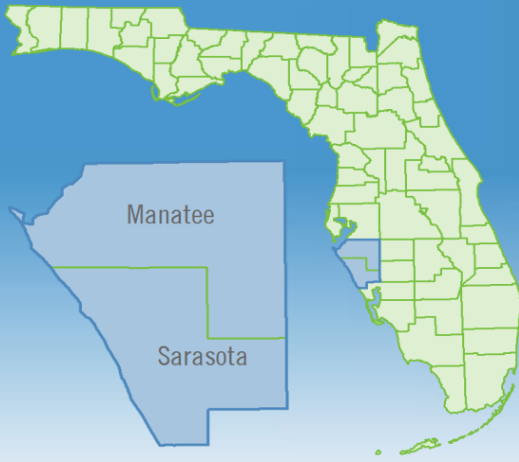


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Monthly Distressed Market - May 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		May 2025	May 2024	Percent Change Year-over-Year
Traditional	Closed Sales	606	687	-11.8%
	Median Sale Price	\$316,000	\$365,000	-13.4%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$228,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

