



REALTOR® ASSOCIATION of Sarasota and Manatee

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REALTOR® Association of Sarasota and Manatee

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

SARASOTA, Fla. (July 23, 2025) – The REALTOR® Association of Sarasota and Manatee (RASM) has released its June 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 continued to show signs of cooling in June 2025, with year-over-year declines in median sale prices across all property types and both counties. While closed sales remained relatively steady in Sarasota, Manatee saw modest declines, particularly in the single-family segment. Rising inventory levels and extended time on market suggest a shift toward a buyer's market, though the months supply of inventory has begun to level out in recent months, a possible indicator of market stabilization ahead.

Key Trends in Sarasota/Manatee June 2025:

- **Median Sale Prices are down** in all categories year-over-year, with Manatee single-family homes seeing the steepest decline at -15.2%.
- **Inventory is significantly higher compared to last year.** The single-family home sector is fairly balanced with a moderate supply, while the townhome and condo market leans more toward buyers, with inventory levels indicating greater negotiating power for those looking to purchase.
- **Median Percent of Original List Price Received** is consistently under 95%, reflecting increased buyer leverage and price negotiation.
- **Time to Sale is long**, hovering near or above 100 days in all categories, indicating slower transactions and lingering inventory.

Single-Family Homes

In June 2025, Sarasota County reported 699 single-family home sales, a 1.0 percent increase year-over-year. The median sale price declined by 8.1 percent from June 2024 to \$455,000. Cash buyers accounted for 35.8 percent of all closed sales. The median percent of the original list price received by sellers was 92.2 percent, signaling an increase in buyer leverage.

Inventory levels increased by 23.2 percent year-over-year to 3,955 active listings, a slight drop from the previous month, bringing the months supply to 6.3 months. The median time to contract and median time to sale increased to 60 days and 99 days, respectively.

In June 2025, Manatee County reported 705 single-family home sales, a 3.2 percent decrease year-over-year. The median sale price decreased 15.2 percent year-over-year to \$440,000. Cash buyers accounted for 28.9 percent of all closed sales. The median percent of the original list price received by sellers was 94.3 percent, signaling an increase in buyer leverage.

Manatee County ended June 2025 with 3,196 active listings, representing a 5.2-month supply of inventory. The median time to contract and median time to sale increased to 56 days and 109 days, respectively.

“We’re seeing a clear shift in the market dynamics, with median sale prices continuing to decline and homes spending more time on the market,” said Debi Reynolds, 2025 RASM President and Managing Broker at SaraBay Real Estate. “Buyers now have more leverage, and sellers must adjust accordingly. Working with a knowledgeable REALTOR® has never been more important.”

Townhomes and Condos

In June 2025, Sarasota County reported 290 townhome and condo sales, a 2.5 percent increase year-over-year. The median sale price fell 3.2 percent year-over-year to \$371,750, with 67.2 percent of sales being cash purchases. The median percent of the original list price received by sellers was 89.7 percent.

Inventory levels increased by 14.8 percent from year-over-year to 2,229 active listings, bringing the months supply to 8.3 months, 0.9 months less than the previous month. The median time to contract and the median time increased to 72 days and 114 days, respectively.

In June 2025, Manatee County reported 233 townhome and condo sales, a 5.3 percent decrease year-over-year. The median sale price fell 9.2 percent to \$312,900 with 46.4 percent of sales being cash purchases. The median percent of the original list price received by sellers was 92.0 percent.

Inventory levels increased by 22.0 percent year-over-year to 1,623 active listings, bringing the months supply to 7.4 months. The median time to contract and the median time increased to 68 days and 111 days, respectively.

“The condo and townhome market is showing more resilience in pricing compared to single-family homes this month, but sales cycles are stretching, and inventory has grown significantly compared to 2024,” added Reynolds. “With over two-thirds of Sarasota transactions closing in cash, it’s clear this segment continues to attract retirees, second-home buyers, and investors. However, just like the purchase or sale of single-family homes, navigating today’s slower pace and evolving inventory trends requires experienced guidance.”

Summary

As the market shifts toward more favorable conditions for buyers, it becomes increasingly important for both buyers and sellers to work with a trusted real estate professional. REALTORS® bring local expertise, market insights, and negotiation skills that are essential in navigating a changing landscape. Whether you're looking to take advantage of increased inventory or need guidance on pricing your home competitively, a REALTOR® can help you make informed decisions every step of the way.

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.

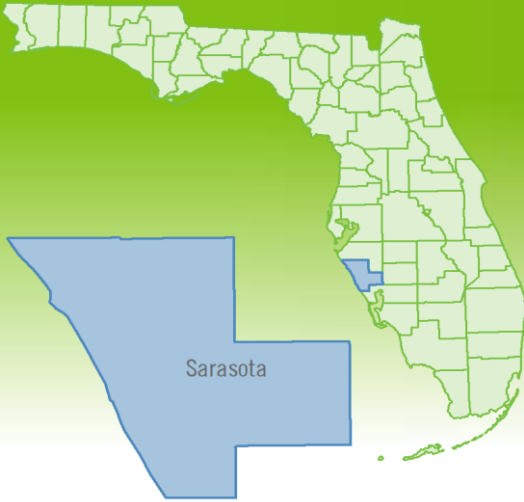
About REALTOR® Association of Sarasota and Manatee

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.

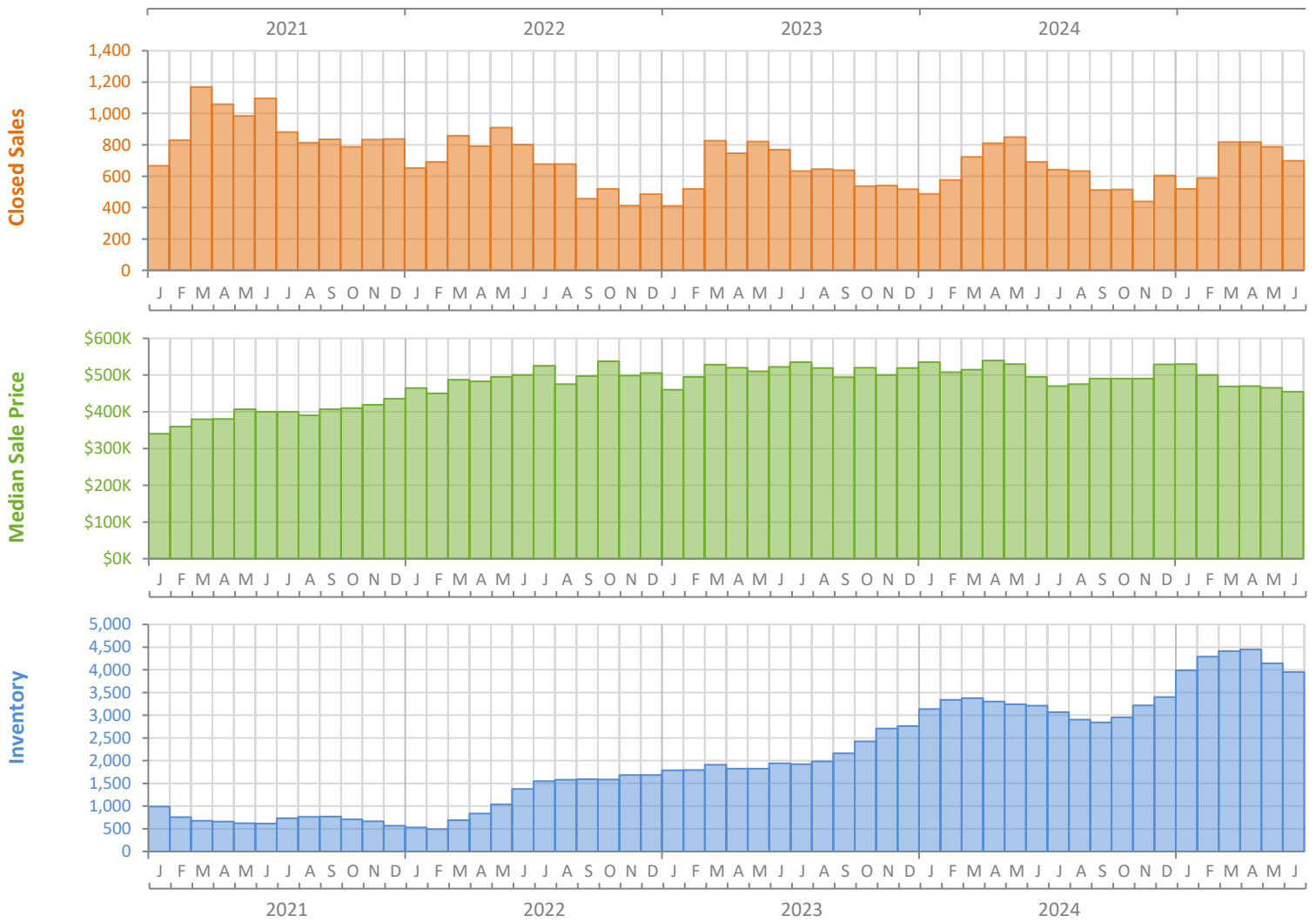
Monthly Market Summary - June 2025

Single-Family Homes

Sarasota County



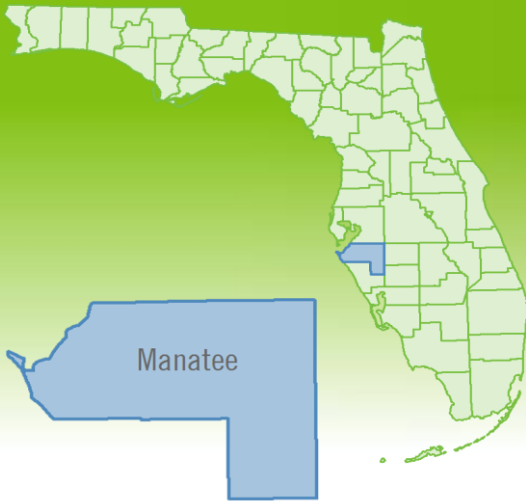
	June 2025	June 2024	Percent Change Year-over-Year
Closed Sales	699	692	1.0%
Paid in Cash	250	300	-16.7%
Median Sale Price	\$455,000	\$495,000	-8.1%
Average Sale Price	\$692,793	\$689,301	0.5%
Dollar Volume	\$484.3 Million	\$477.0 Million	1.5%
Med. Pct. of Orig. List Price Received	92.2%	93.6%	-1.5%
Median Time to Contract	60 Days	50 Days	20.0%
Median Time to Sale	99 Days	93 Days	6.5%
New Pending Sales	659	590	11.7%
New Listings	805	828	-2.8%
Pending Inventory	894	838	6.7%
Inventory (Active Listings)	3,955	3,211	23.2%
Months Supply of Inventory	6.3	5.0	26.0%



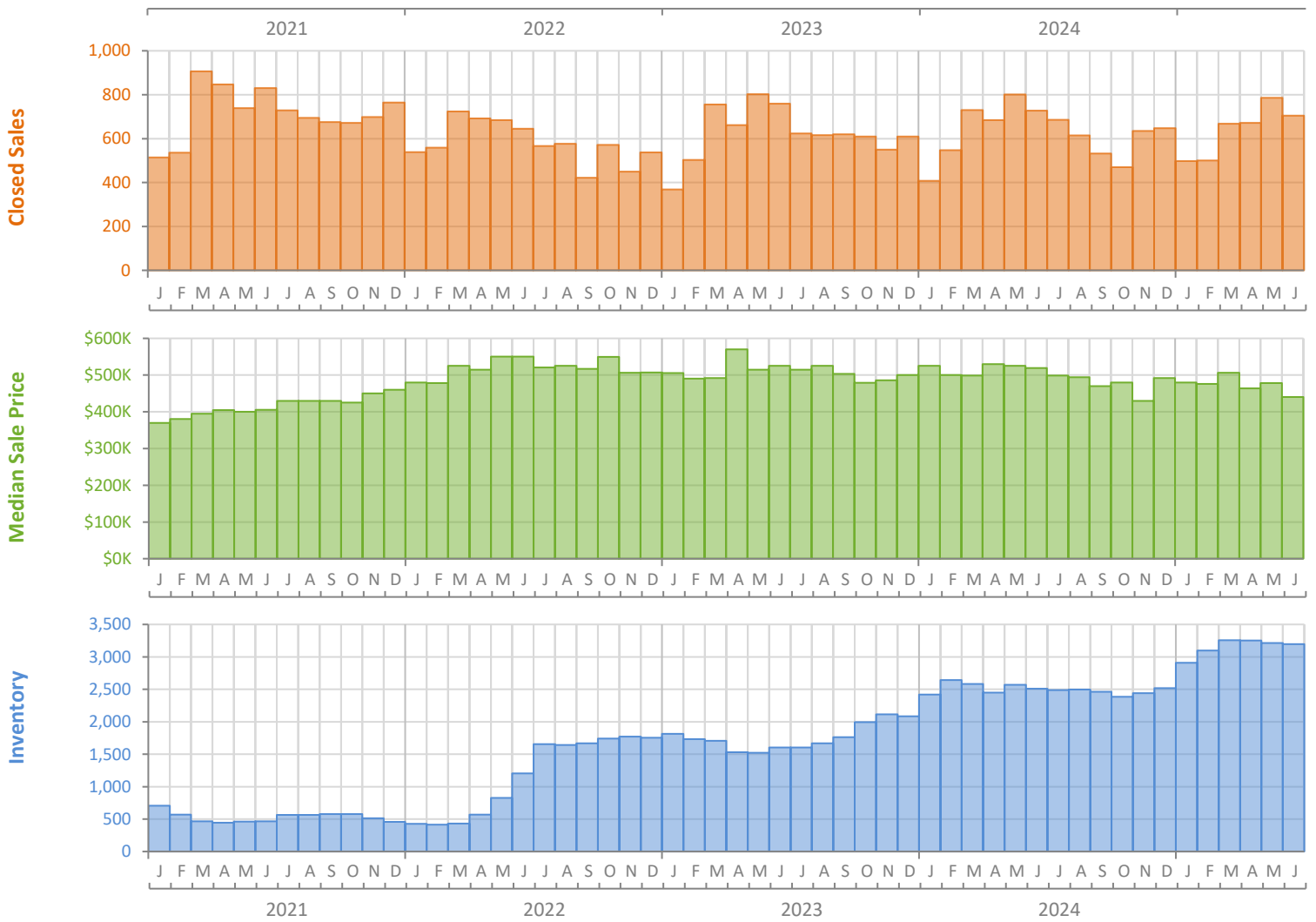
Monthly Market Summary - June 2025

Single-Family Homes

Manatee County



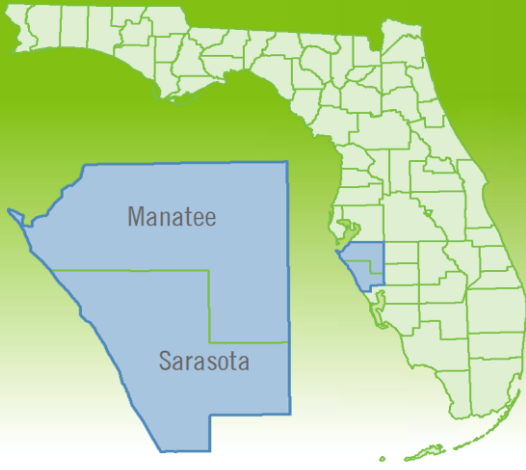
	June 2025	June 2024	Percent Change Year-over-Year
Closed Sales	705	728	-3.2%
Paid in Cash	204	249	-18.1%
Median Sale Price	\$440,000	\$518,950	-15.2%
Average Sale Price	\$583,447	\$736,322	-20.8%
Dollar Volume	\$411.3 Million	\$536.0 Million	-23.3%
Med. Pct. of Orig. List Price Received	94.3%	95.5%	-1.3%
Median Time to Contract	56 Days	57 Days	-1.8%
Median Time to Sale	109 Days	115 Days	-5.2%
New Pending Sales	583	653	-10.7%
New Listings	792	770	2.9%
Pending Inventory	858	950	-9.7%
Inventory (Active Listings)	3,196	2,508	27.4%
Months Supply of Inventory	5.2	4.0	30.0%



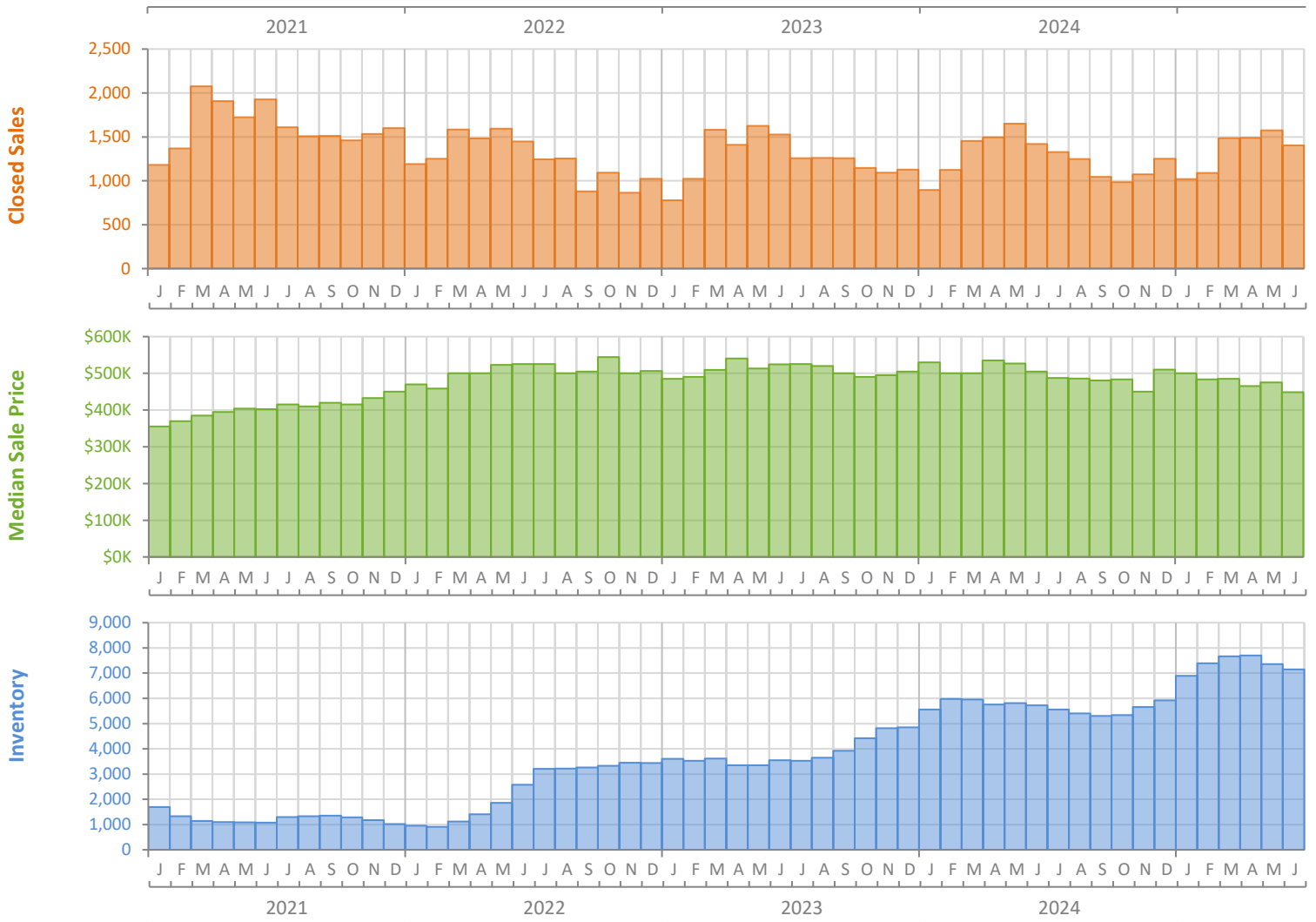
Monthly Market Summary - June 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



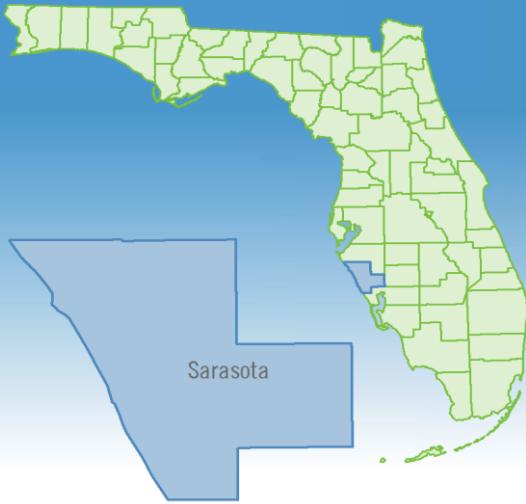
	June 2025	June 2024	Percent Change Year-over-Year
Closed Sales	1,404	1,420	-1.1%
Paid in Cash	454	549	-17.3%
Median Sale Price	\$448,500	\$504,900	-11.2%
Average Sale Price	\$637,925	\$713,424	-10.6%
Dollar Volume	\$895.6 Million	\$1.0 Billion	-11.6%
Med. Pct. of Orig. List Price Received	93.3%	94.4%	-1.2%
Median Time to Contract	59 Days	53 Days	11.3%
Median Time to Sale	105 Days	104 Days	1.0%
New Pending Sales	1,242	1,243	-0.1%
New Listings	1,597	1,598	-0.1%
Pending Inventory	1,752	1,788	-2.0%
Inventory (Active Listings)	7,151	5,719	25.0%
Months Supply of Inventory	5.7	4.5	26.7%



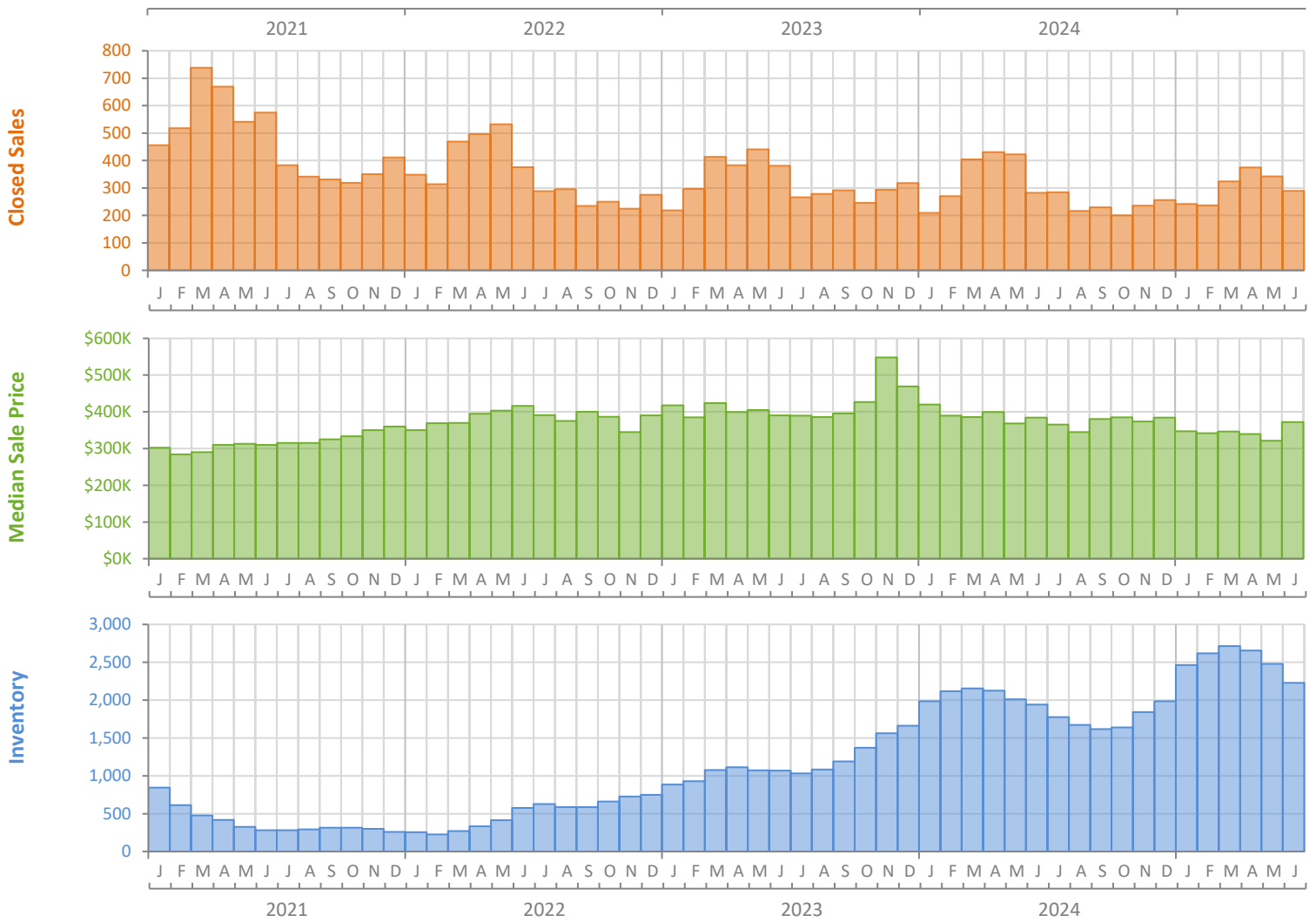
Monthly Market Summary - June 2025

Townhouses and Condos

Sarasota County



	June 2025	June 2024	Percent Change Year-over-Year
Closed Sales	290	283	2.5%
Paid in Cash	195	188	3.7%
Median Sale Price	\$371,750	\$384,060	-3.2%
Average Sale Price	\$577,550	\$581,185	-0.6%
Dollar Volume	\$167.5 Million	\$164.5 Million	1.8%
Med. Pct. of Orig. List Price Received	89.7%	91.7%	-2.2%
Median Time to Contract	72 Days	59 Days	22.0%
Median Time to Sale	114 Days	107 Days	6.5%
New Pending Sales	241	247	-2.4%
New Listings	315	358	-12.0%
Pending Inventory	487	553	-11.9%
Inventory (Active Listings)	2,229	1,941	14.8%
Months Supply of Inventory	8.3	6.3	31.7%



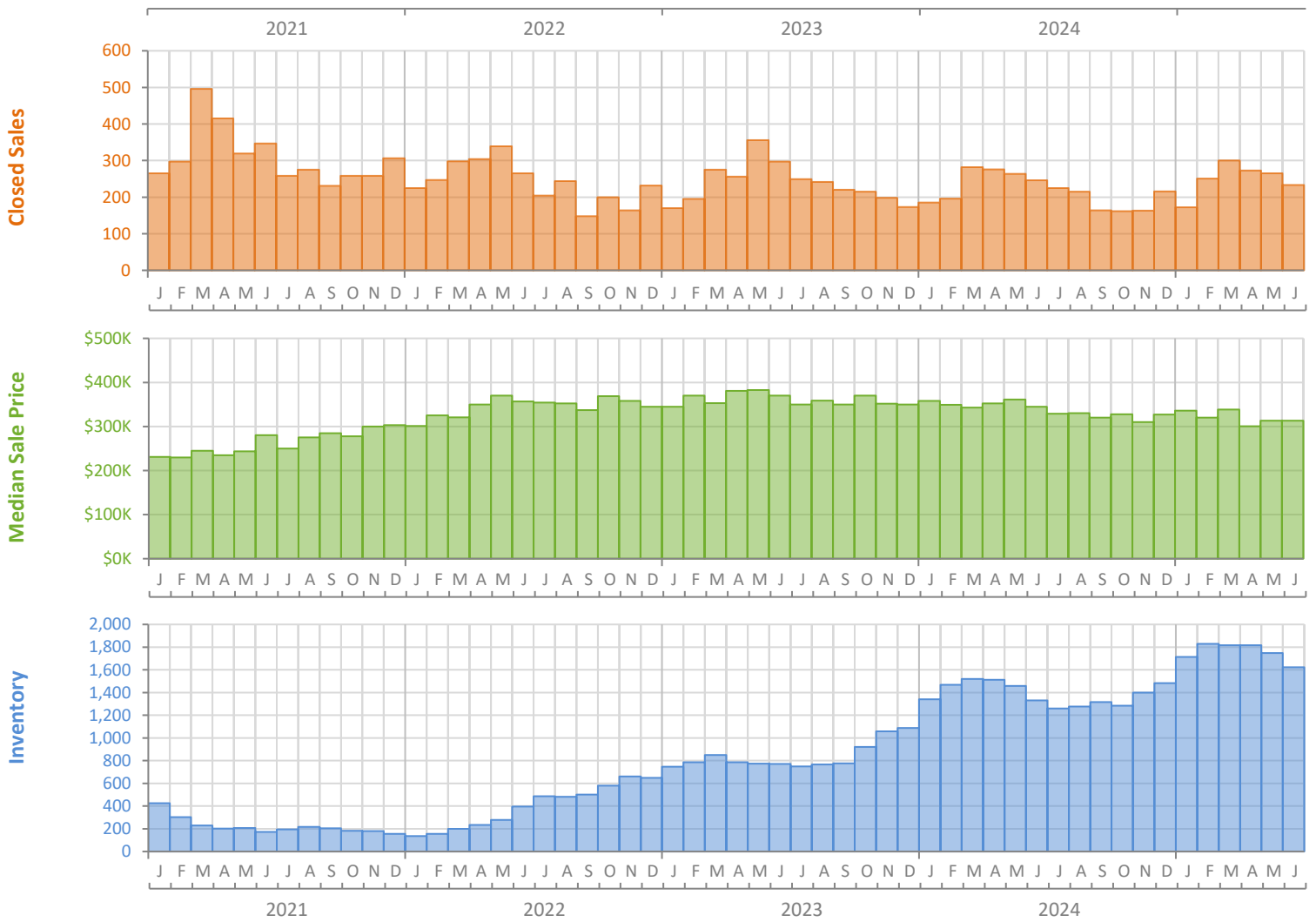
Monthly Market Summary - June 2025

Townhouses and Condos

Manatee County



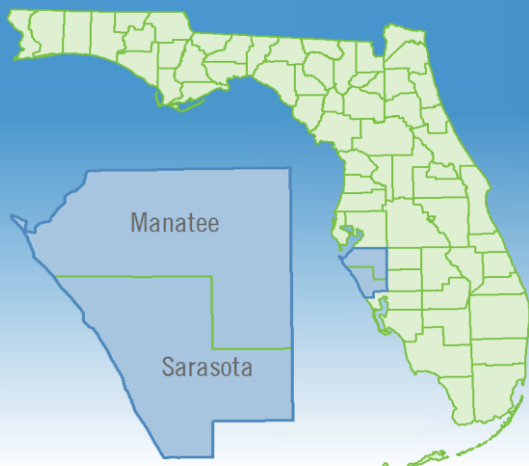
	June 2025	June 2024	Percent Change Year-over-Year
Closed Sales	233	246	-5.3%
Paid in Cash	108	117	-7.7%
Median Sale Price	\$312,900	\$344,495	-9.2%
Average Sale Price	\$333,877	\$416,198	-19.8%
Dollar Volume	\$77.8 Million	\$102.4 Million	-24.0%
Med. Pct. of Orig. List Price Received	92.0%	91.6%	0.4%
Median Time to Contract	68 Days	73 Days	-6.8%
Median Time to Sale	111 Days	115 Days	-3.5%
New Pending Sales	209	228	-8.3%
New Listings	259	246	5.3%
Pending Inventory	292	315	-7.3%
Inventory (Active Listings)	1,623	1,330	22.0%
Months Supply of Inventory	7.4	5.8	27.6%



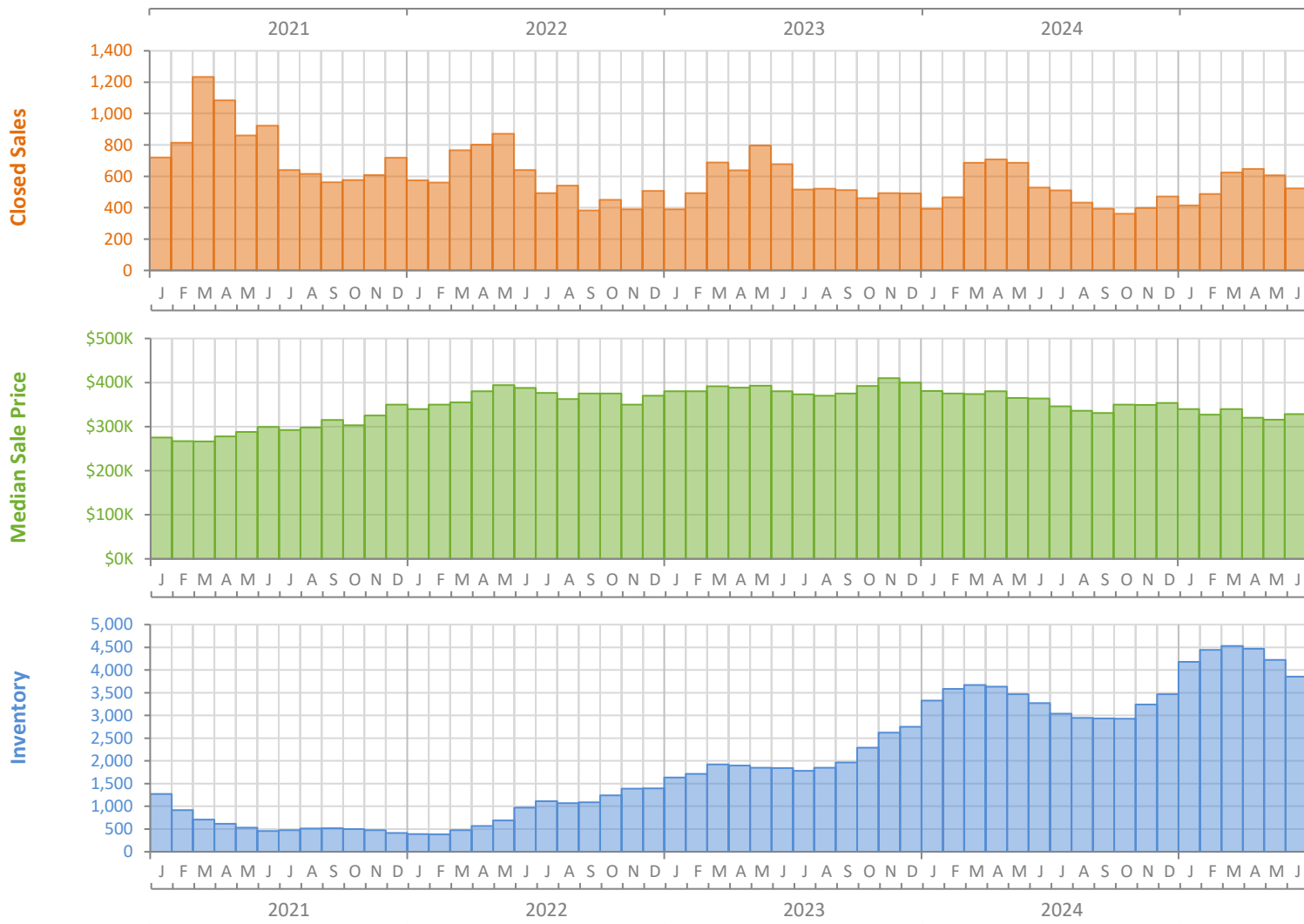
Monthly Market Summary - June 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



	June 2025	June 2024	Percent Change Year-over-Year
Closed Sales	523	529	-1.1%
Paid in Cash	303	305	-0.7%
Median Sale Price	\$328,460	\$363,520	-9.6%
Average Sale Price	\$468,992	\$504,461	-7.0%
Dollar Volume	\$245.3 Million	\$266.9 Million	-8.1%
Med. Pct. of Orig. List Price Received	90.7%	91.7%	-1.1%
Median Time to Contract	70 Days	66 Days	6.1%
Median Time to Sale	112 Days	111 Days	0.9%
New Pending Sales	450	475	-5.3%
New Listings	574	604	-5.0%
Pending Inventory	779	868	-10.3%
Inventory (Active Listings)	3,852	3,271	17.8%
Months Supply of Inventory	7.9	6.1	29.5%





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RASM MARKET STATISTICS

EXPANDED REPORTS

Sarasota and Manatee Counties

JUNE 2025

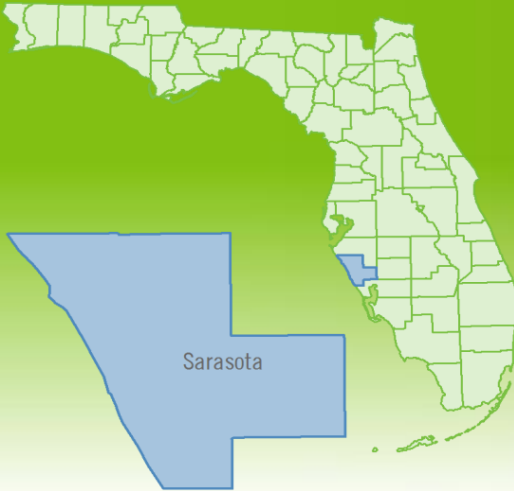
Reach Further With The Market.

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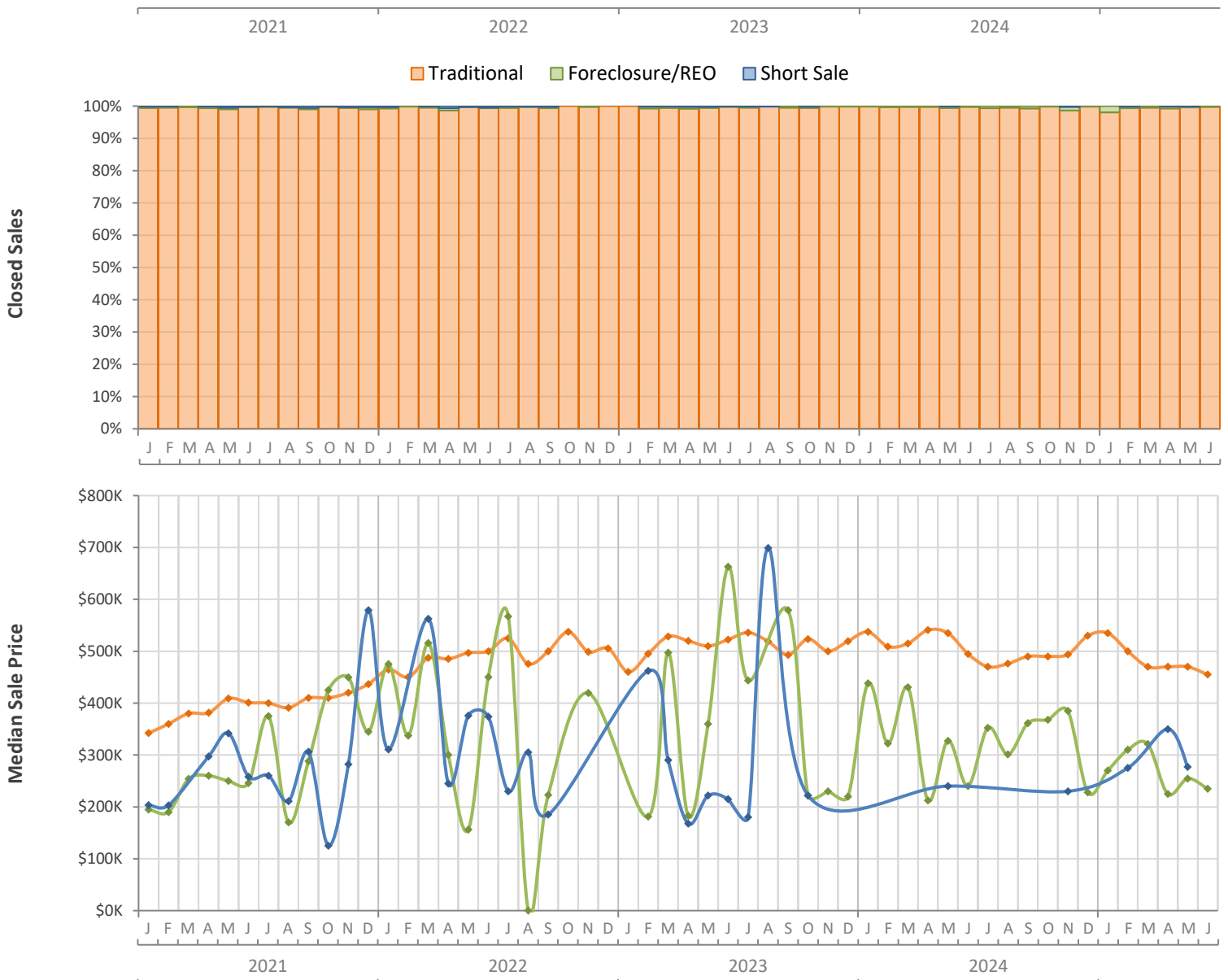
Monthly Distressed Market - June 2025

Single-Family Homes

Sarasota County



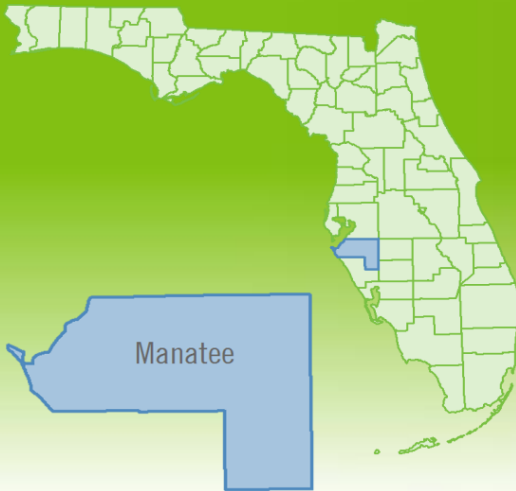
		June 2025	June 2024	Percent Change Year-over-Year
Traditional	Closed Sales	697	690	1.0%
	Median Sale Price	\$455,000	\$495,000	-8.1%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$234,950	\$240,000	-2.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



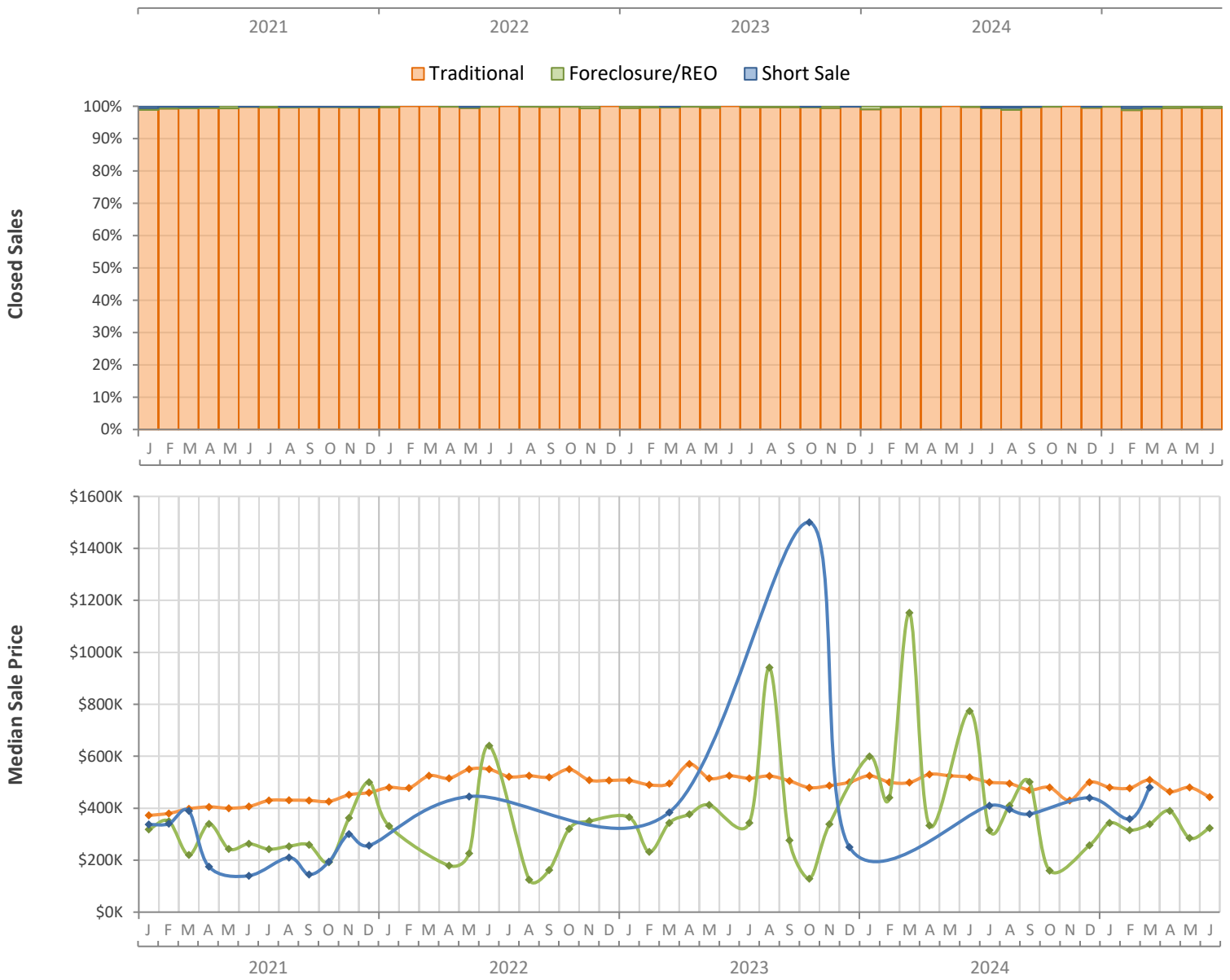
Monthly Distressed Market - June 2025

Single-Family Homes

Manatee County



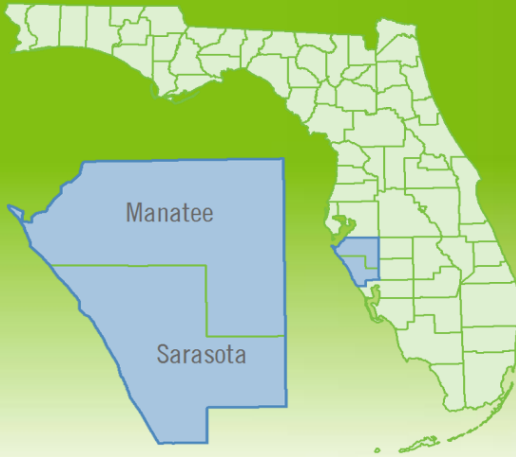
		June 2025	June 2024	Percent Change Year-over-Year
Traditional	Closed Sales	701	726	-3.4%
	Median Sale Price	\$442,420	\$518,950	-14.7%
Foreclosure/REO	Closed Sales	4	2	100.0%
	Median Sale Price	\$323,625	\$774,000	-58.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



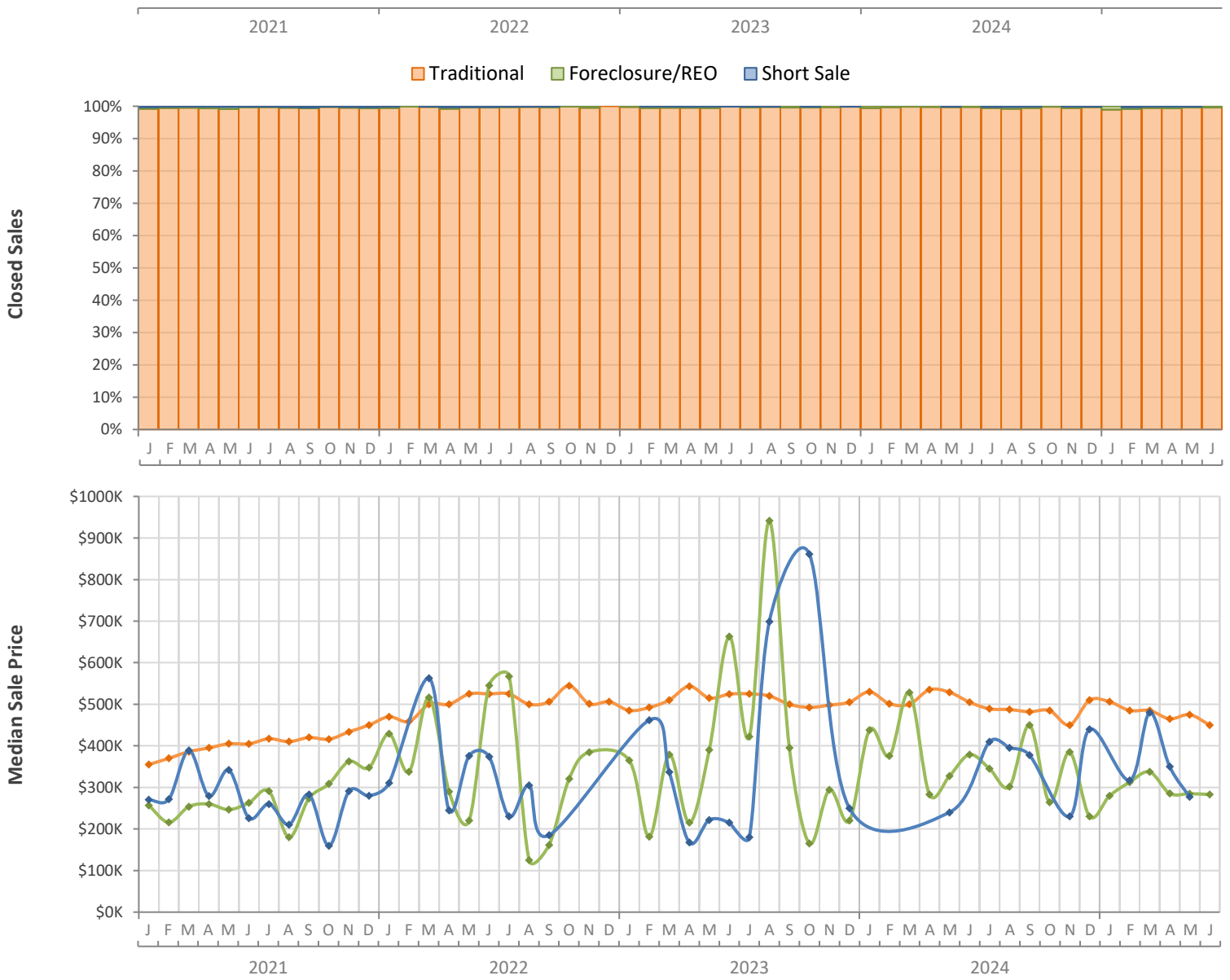
Monthly Distressed Market - June 2025

Single-Family Homes

North Port-Sarasota-Bradenton MSA



		June 2025	June 2024	Percent Change Year-over-Year
Traditional	Closed Sales	1,398	1,416	-1.3%
	Median Sale Price	\$450,000	\$505,000	-10.9%
Foreclosure/REO	Closed Sales	6	4	50.0%
	Median Sale Price	\$282,950	\$379,000	-25.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



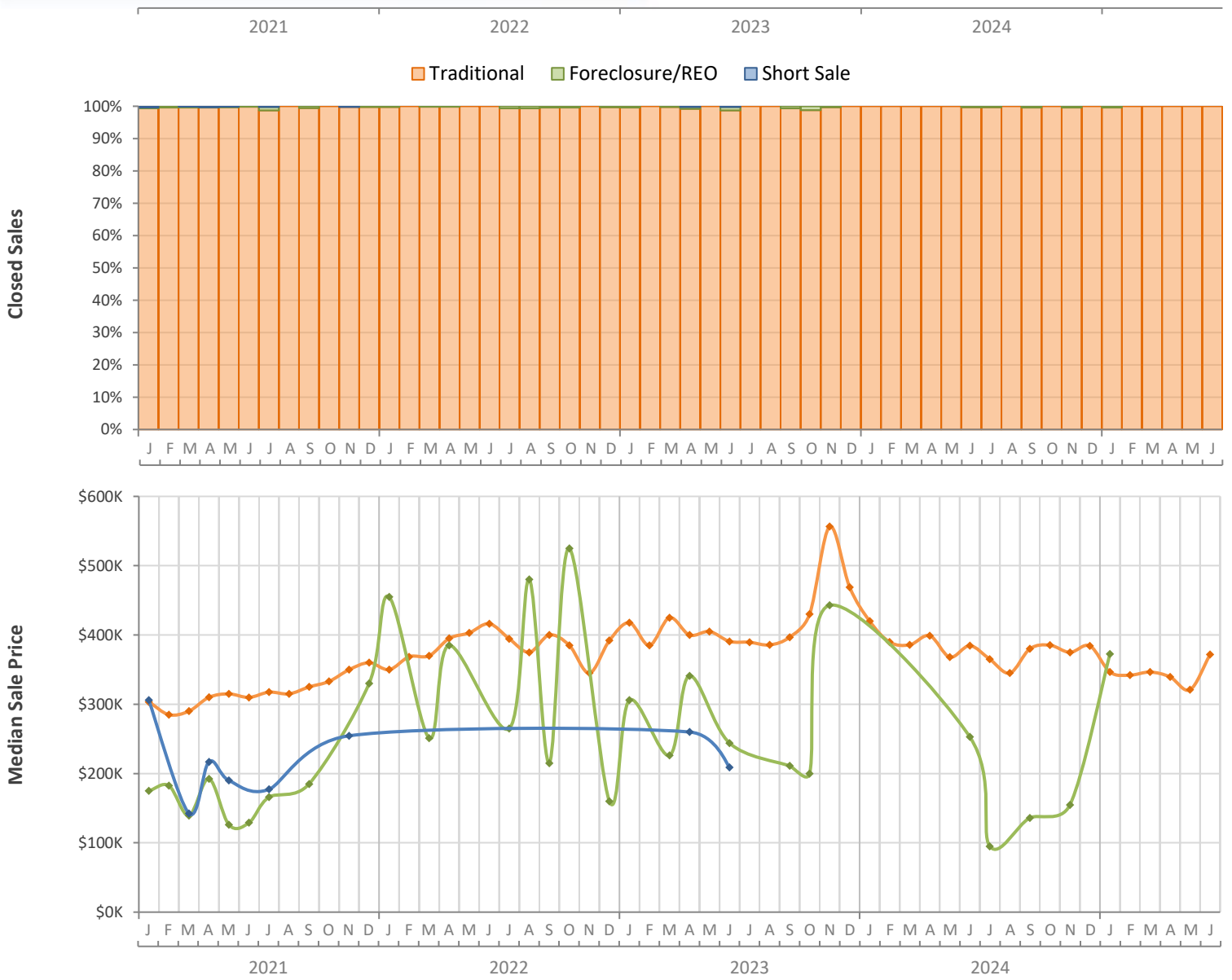
Monthly Distressed Market - June 2025

Townhouses and Condos

Sarasota County



		June 2025	June 2024	Percent Change Year-over-Year
Traditional	Closed Sales	290	282	2.8%
	Median Sale Price	\$371,750	\$384,530	-3.3%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$252,900	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



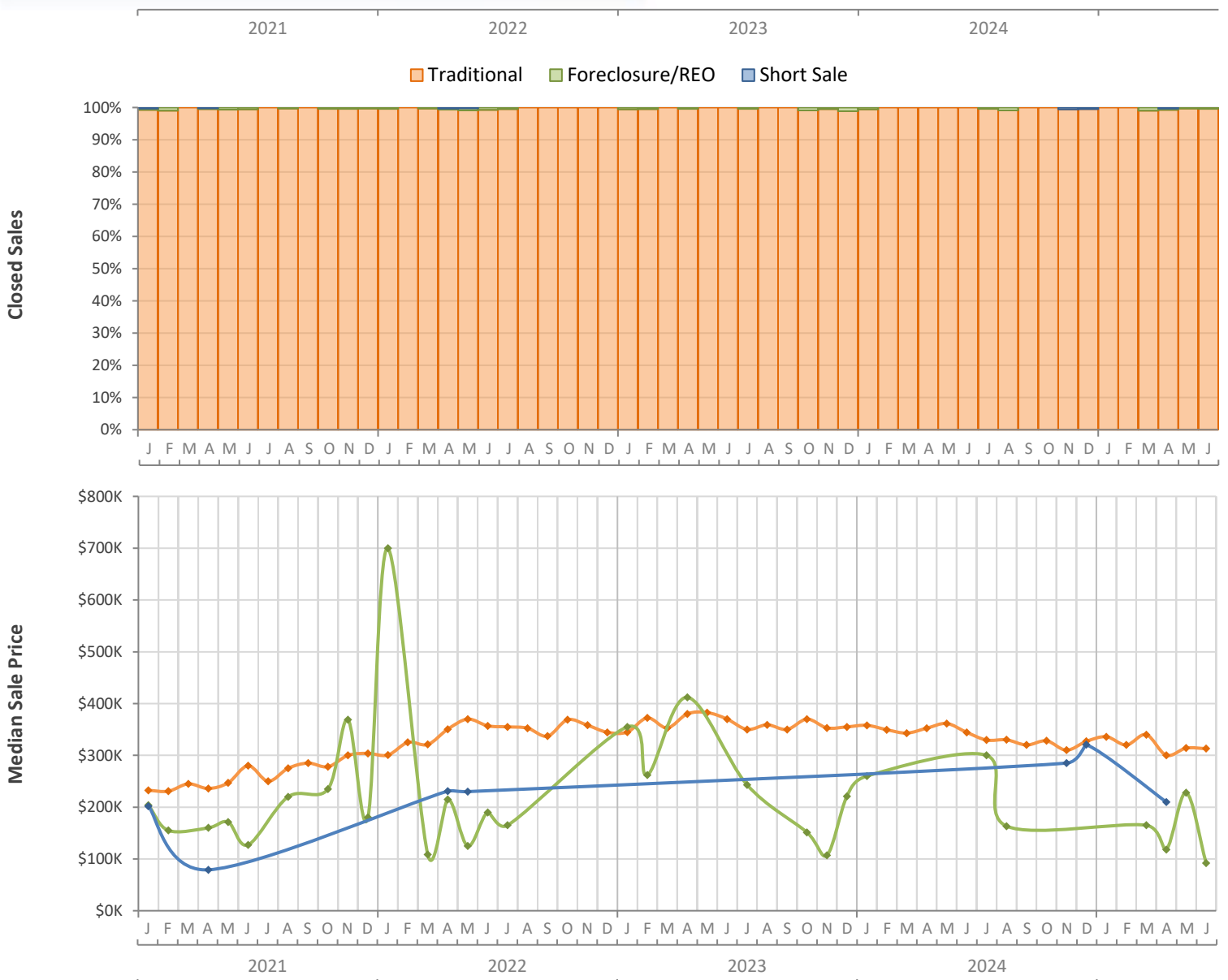
Monthly Distressed Market - June 2025

Townhouses and Condos

Manatee County



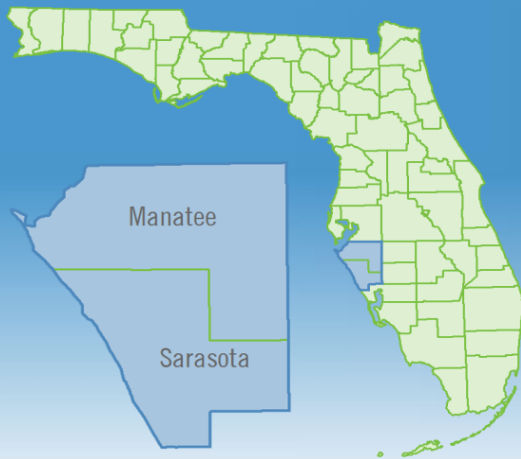
		June 2025	June 2024	Percent Change Year-over-Year
Traditional	Closed Sales	232	246	-5.7%
	Median Sale Price	\$312,950	\$344,495	-9.2%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$92,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Distressed Market - June 2025

Townhouses and Condos

North Port-Sarasota-Bradenton MSA



		June 2025	June 2024	Percent Change Year-over-Year
Traditional	Closed Sales	522	528	-1.1%
	Median Sale Price	\$328,730	\$364,260	-9.8%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$92,000	\$252,900	-63.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

