

ELLI MAN

REPORT

Q4 2019

ST. PETERSBURG SALES

Quarterly Survey of
St. Petersburg Residential Sales

DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

6.1%

SALES

Closed Sales

0.1%

INVENTORY

Total Inventory

8.6%

MARKETING TIME

Days on Market

1 days

CONDO

PRICES

Median Sales Price

47.6%

SALES

Closed Sales

32.5%

INVENTORY

Total Inventory

11.7%

MARKETING TIME

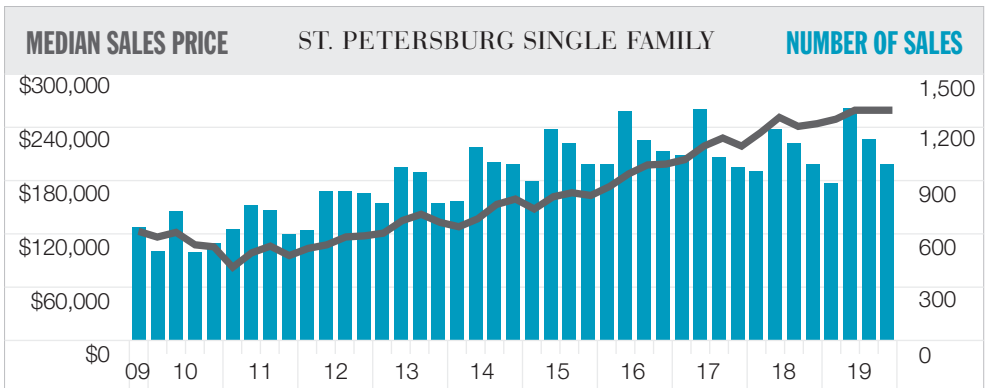
Days on Market

25 days

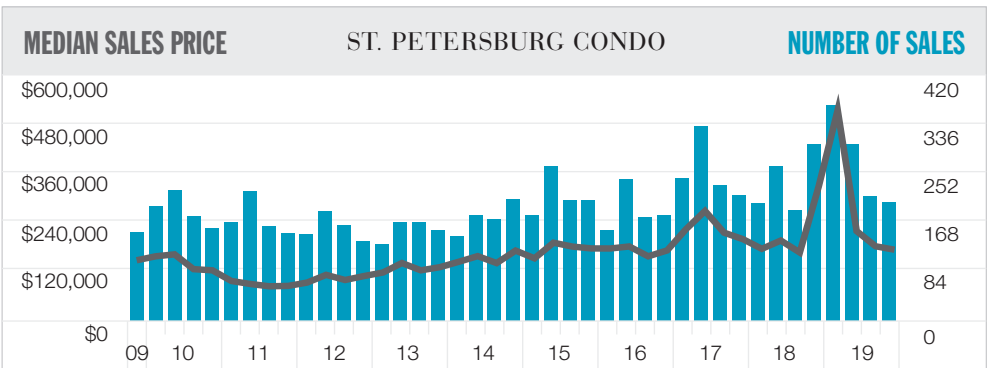
- Single family median sales price rose year over year for the thirty-second straight quarter
- Condo sales declined annually for the first time in five quarters

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

St. Petersburg Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$337,929	-4.6%	\$354,222	0.1%	\$337,656
Average Price Per Sq Ft	\$221	-1.3%	\$224	0.5%	\$220
Median Sales Price	\$260,000	0.0%	\$260,000	6.1%	\$245,000
Number of Sales (Closed)	999	-12.6%	1,143	-0.1%	1,000
Days on Market (From Last List Date)	47	-4.1%	49	2.2%	46
Listing Discount (From Last List Price)	3.3%		3.4%		3.4%
Listing Inventory (active)	704	0.4%	701	8.6%	648
Months of Supply	2.1	16.7%	1.8	10.5%	1.9
Average Square Feet (Closed)	1,528	-3.2%	1,579	-0.7%	1,538



St. Petersburg Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$335,727	11.7%	\$300,549	-31.2%	\$487,758
Average Price Per Sq Ft	\$293	6.9%	\$274	-18.2%	\$358
Median Sales Price	\$176,750	-4.7%	\$185,500	-47.6%	\$337,500
Number of Sales (Closed)	208	-4.6%	218	-32.5%	308
Days on Market (From Last List Date)	62	14.8%	54	67.6%	37
Listing Discount (From Last List Price)	5.0%		4.0%		1.9%
Listing Inventory (active)	335	-13.7%	388	11.7%	300
Months of Supply	4.8	-9.4%	5.3	65.5%	2.9
Average Square Feet (Closed)	1,144	4.1%	1,099	-16.1%	1,364



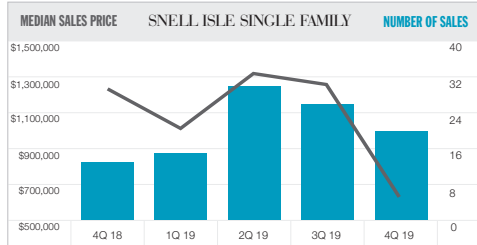
Price trend indicators showed more volatility this market pace for both single-family and condos quarter, skewed by shifts in the sales mix, yet the remained blistering. The market share of bidding

wars for both property types expanded year over year as listing inventory remained low. After considering the change in mix, most markets showed price gains. For the single-family market, the median sales price rose by 6.1% to \$260,000,

with a nominal change in the average sales size to 1,528 square feet. The overall condo market experienced a sharp drop in average sales size by 16.1% to 1,144 and an 18.2% decline in average price per square foot to \$293. Snell Isle single-family

price per foot rose 2.4% to \$383, and Historic Old Northeast jumped 13% to \$366, respectively, from the year-ago quarter. The downtown condo market showed a 17.8% increase in price per square foot to \$570 over the same period.

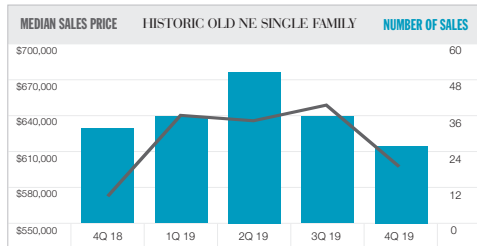
SNELL ISLE SINGLE FAMILY



Note: Comprised of single family data within zip code 33704 on Snell Isle

Snell Isle Market Matrix (SF)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$1,014,775	-29.1%	\$1,430,571	-25.8%	\$1,366,921
Average Price Per Sq Ft	\$383	-11.8%	\$434	2.4%	\$374
Median Sales Price	\$635,000	-50.2%	\$1,275,000	-49.2%	\$1,250,000
Number of Sales (Closed)	20	-23.1%	26	53.8%	13
Days on Market (From Last List Date)	120	15.4%	104	33.3%	90
Listing Discount (From Last List Price)	6.0%		4.5%		4.6%
Listing Inventory (active)	24	-29.4%	34	-42.9%	42
Months of Supply	3.6	-7.7%	3.9	-62.9%	9.7
Average Square Feet (Closed)	2,651	-19.6%	3,297	-27.5%	3,656

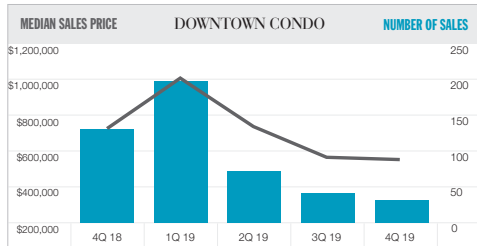
HISTORIC OLD NE SINGLE FAMILY



Note: Comprised of single family data within zip code 33704, east of 4th St N, north of 5th Ave N and south of 30th Ave N.

Historic Old NE Market Matrix (SF)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$849,555	21.3%	\$700,232	27.5%	\$666,328
Average Price Per Sq Ft	\$366	12.3%	\$326	13.0%	\$324
Median Sales Price	\$602,500	-8.6%	\$659,500	4.8%	\$575,000
Number of Sales (Closed)	26	-27.8%	36	-18.8%	32
Days on Market (From Last List Date)	49	-31.9%	72	-21.0%	62
Listing Discount (From Last List Price)	4.0%		5.4%		4.3%
Listing Inventory (active)	40	2.6%	39	21.2%	33
Months of Supply	4.6	39.4%	3.3	48.4%	3.1
Average Square Feet (Closed)	2,324	8.1%	2,150	13.0%	2,056

DOWNTOWN CONDO



Note: Comprised of condo data in zip code 33701

Downtown Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$836,282	11.2%	\$752,293	0.8%	\$829,904
Average Price Per Sq Ft	\$570	11.5%	\$511	17.8%	\$484
Median Sales Price	\$562,000	-2.3%	\$575,000	-23.9%	\$738,726
Number of Sales (Closed)	31	-24.4%	41	-76.5%	132
Days on Market (From Last List Date)	72	22.0%	59	260.0%	20
Listing Discount (From Last List Price)	5.8%		3.9%		0.4%
Listing Inventory (active)	99	-16.8%	119	12.5%	88
Months of Supply	9.6	10.3%	8.7	380.0%	2.0
Average Square Feet (Closed)	3,038	-2.5%	3,117	0.9%	3,011

BY SALES SHARE ST. PETERSBURG MARKET

FINANCE	Current Quarter	Prior Year Quarter
Single Family		
Cash	29.2%	32.3%
Mortgage	70.8%	67.7%
Condo		
Cash	59.6%	65.3%
Mortgage	40.4%	34.7%

PRICE	Current Quarter	Prior Year Quarter
Single Family		
Under \$500K	85.7%	85.2%
\$500K-\$1M	11.5%	10.8%
Over \$1M	2.8%	4.0%
Condo		
Under \$500K	86.5%	57.8%
\$500K-\$1M	8.2%	29.5%
Over \$1M	5.3%	12.7%

OVER/UNDER LAST LIST	Current Quarter	Prior Year Quarter
Single Family		
Over	13.8%	11.2%
At	17.0%	14.5%
Under	69.2%	74.4%
Condo		
Over	5.3%	0.7%
At	13.5%	8.5%
Under	81.3%	91.2%

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