

Elliman Report

Q2-2020 St. Petersburg, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 3.8%
Prices Median Sales Price

- 33.3%
Sales Closed Sales

- 33.1%
Inventory Total Inventory

- 7 days
Marketing Time Days on Market

Condo

Dashboard

YEAR-OVER-YEAR

+ 11.6%
Prices Median Sales Price

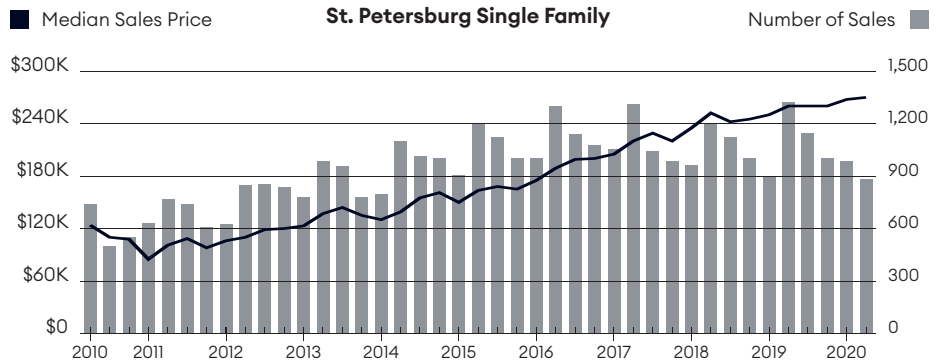
- 30.4%
Sales Closed Sales

+ 7.5%
Inventory Total Inventory

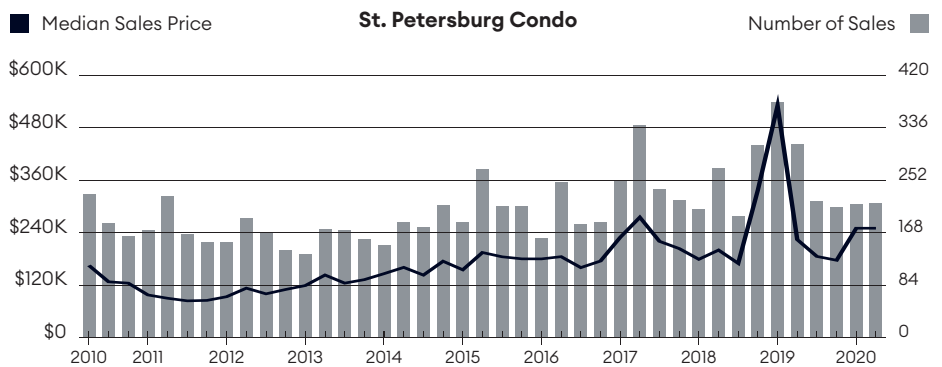
- 14 days
Marketing Time Days on Market

- Single-family listing inventory and sales showed steep declines while median sales price rose annually for the thirty-fourth straight quarter

- Condo price trend indicators increased year over year for the first time in three quarters



St. Petersburg Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$352,887	0.2%	\$352,206	-2.9%	\$363,439
Average Price Per Sq Ft	\$227	0.9%	\$225	-0.4%	\$228
Median Sales Price	\$269,856	0.9%	\$267,500	3.8%	\$260,000
Number of Sales (Closed)	880	-10.8%	987	-33.3%	1,319
Days on Market (From Last List Date)	46	-8.0%	50	-13.2%	53
Listing Discount (From Last List Price)	3.3%		3.5%		3.8%
Listing Inventory	482	-27.8%	668	-33.1%	721
Months of Supply	1.6	-20.0%	2.0	0.0%	1.6
Average Square Feet	1,554	-0.8%	1,566	-2.4%	1,593



St. Petersburg Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$427,817	2.4%	\$417,695	2.4%	\$417,800
Average Price Per Sq Ft	\$348	1.5%	\$343	3.6%	\$336
Median Sales Price	\$250,000	0.0%	\$250,000	11.6%	\$224,000
Number of Sales (Closed)	215	0.5%	214	-30.4%	309
Days on Market (From Last List Date)	49	-14.0%	57	-22.2%	63
Listing Discount (From Last List Price)	3.3%		3.0%		3.7%
Listing Inventory	400	-13.6%	463	7.5%	372
Months of Supply	5.6	-13.8%	6.5	55.6%	3.6
Average Square Feet	1,231	1.0%	1,219	-0.9%	1,242

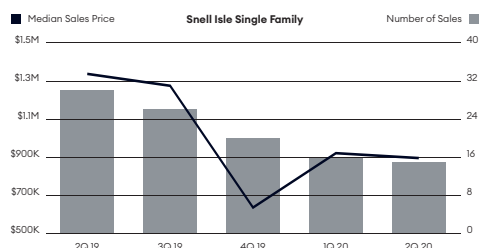


The decline in sales represented what a spring housing market looks like when it is shut down to fight a global pandemic. There were 880 single family sales, down 33.3%, and 215 condos, down 30.4% from the year-ago quarter. Single family listings declined 33.1% to 482 as would-be sellers either pulled their listing or delayed

placing them on the market during the market shutdown. The number of condo listings moved 7.5% higher to 400, year over year. Months of supply measures the number of months to sell all inventory at the current rate of sales. The single family market pace stabilized at 1.6 months, unchanged from the prior-year

quarter. The condo market pace slowed by 55.6%, rising to 5.6 months from 3.6 over the same period. Despite the market slowdown in transactions as the market paused for the pandemic, median sales price showed year over year price gains for both property types.

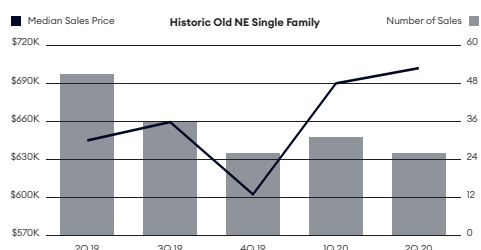
Snell Isle Single Family



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

Snell Isle Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$1,262,133	-3.9%	\$1,313,969	-10.6%	\$1,411,817
Average Price per Sq Ft	\$414	-3.9%	\$431	1.7%	\$407
Median Sales Price	\$895,000	-2.8%	\$920,750	-33.1%	\$1,337,500
Number of Sales (Closed)	15	-6.3%	16	-50.0%	30
Days on Market (From Last List Date)	215	136.3%	91	60.4%	134
Listing Discount (From Last List Price)	4.2%		2.3%		6.0%
Listing Inventory	32	10.3%	29	-31.9%	47
Months of Supply	6.4	18.5%	5.4	36.2%	4.7
Average Square Feet	3,051	0.2%	3,046	-12.1%	3,470

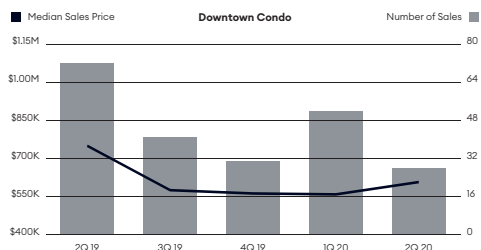
Historic Old NE Single Family



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 Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$813,212	18.4%	\$686,581	3.9%	\$782,995
Average Price per Sq Ft	\$336	3.1%	\$326	-0.9%	\$339
Median Sales Price	\$702,000	1.7%	\$690,000	8.8%	\$645,000
Number of Sales (Closed)	26	-16.1%	31	-49.0%	51
Days on Market (From Last List Date)	72	-17.2%	87	67.4%	43
Listing Discount (From Last List Price)	6.9%		4.7%		3.0%
Listing Inventory	29	-40.8%	49	-21.6%	37
Months of Supply	3.3	-29.8%	4.7	50.0%	2.2
Average Square Feet	2,422	14.9%	2,108	5.0%	2,307

Downtown Condo



Comprised of condo data in zip code 33701.

Downtown Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$963,825	33.5%	\$722,085	-6.8%	\$1,034,113
Average Price per Sq Ft	\$600	16.5%	\$515	4.2%	\$576
Median Sales Price	\$607,000	8.7%	\$558,500	-19.1%	\$750,000
Number of Sales (Closed)	28	-46.2%	52	-61.1%	72
Days on Market (From Last List Date)	31	-45.6%	57	-57.5%	73
Listing Discount (From Last List Price)	5.0%		3.8%		3.4%
Listing Inventory	116	22.1%	95	10.5%	105
Months of Supply	12.4	125.5%	5.5	181.8%	4.4
Average Square Feet	2,914	-5.4%	3,079	-8.3%	3,177

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	24.4%	26.9%
Single Family Mortgage	75.6%	73.1%
Condo Cash	48.4%	54.0%
Condo Mortgage	51.6%	46.0%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	82.3%	82.3%
Single Family \$500K - \$1M	15.2%	13.6%
Single Family Over \$1M	2.5%	4.0%
Condo Under \$500K	81.4%	77.0%
Condo \$500K-\$1M	8.8%	13.6%
Condo Over \$1M	9.8%	9.4%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	15.6%	11.3%
Single Family At	17.5%	15.7%
Single Family Under	66.9%	73.2%
Condo Over	5.1%	5.8%
Condo At	13.6%	12.0%
Condo Under	81.8%	82.5%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
100 Beach Drive NE, Suite 102
St. Petersburg, FL 33701
727.698.5708 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com