

# Elliman Report

## Q3-2020 St. Petersburg, FL Sales

### Single Family

Dashboard

YEAR-OVER-YEAR

**+ 15.4%**  
Prices Median Sales Price

**+ 9.6%**  
Sales Closed Sales

**- 30.8%**  
Inventory Total Inventory

**- 7 days**  
Marketing Time Days on Market

### Condo

Dashboard

YEAR-OVER-YEAR

**+ 48.2%**  
Prices Median Sales Price

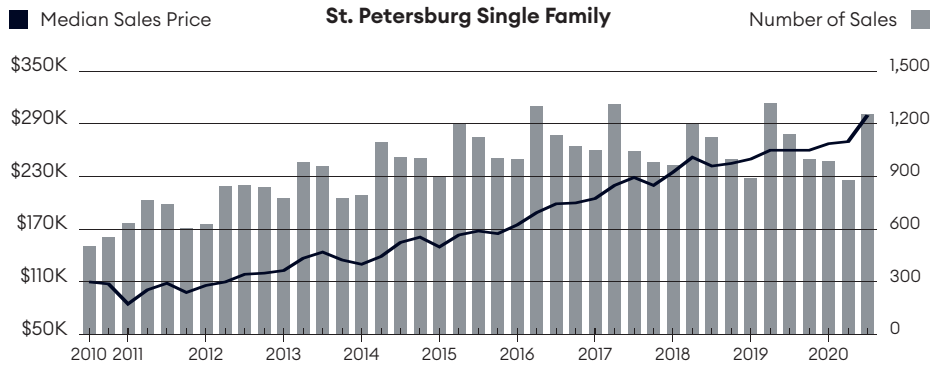
**+ 54.1%**  
Sales Closed Sales

**- 10.1%**  
Inventory Total Inventory

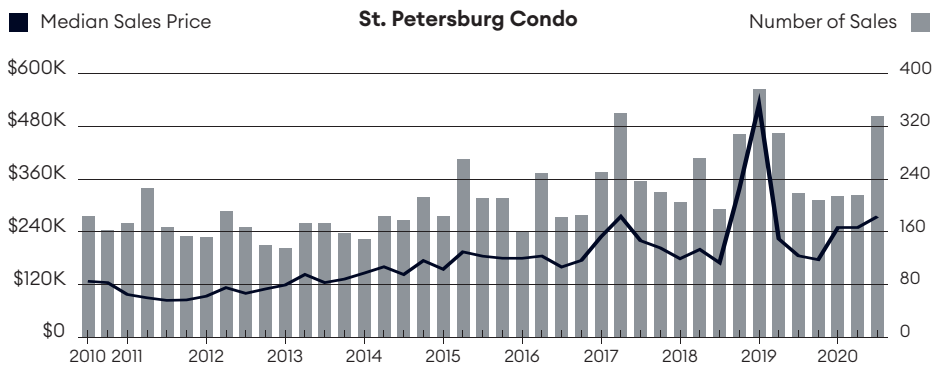
**+ 5 days**  
Marketing Time Days on Market

- Single family median sales price has risen annually each quarter for nearly nine years

- Condo listing inventory has declined year over year for the first time in six quarters



St. Petersburg Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$398,817	13.0%	\$352,887	12.6%	\$354,222
Average Price Per Sq Ft	\$247	8.8%	\$227	10.3%	\$224
Median Sales Price	\$300,000	11.2%	\$269,856	15.4%	\$260,000
Number of Sales (Closed)	1,253	42.4%	880	9.6%	1,143
Days on Market (From Last List Date)	42	-8.7%	46	-14.3%	49
Listing Discount (From Last List Price)	2.5%		3.3%		3.4%
Listing Inventory	485	0.6%	482	-30.8%	701
Months of Supply	1.2	-25.0%	1.6	-33.3%	1.8
Average Square Feet	1,612	3.7%	1,554	2.1%	1,579



St. Petersburg Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$385,444	-9.9%	\$427,817	28.2%	\$300,549
Average Price Per Sq Ft	\$331	-4.9%	\$348	20.8%	\$274
Median Sales Price	\$275,000	10.0%	\$250,000	48.2%	\$185,500
Number of Sales (Closed)	336	56.3%	215	54.1%	218
Days on Market (From Last List Date)	59	20.4%	49	9.3%	54
Listing Discount (From Last List Price)	3.4%		3.3%		4.0%
Listing Inventory	349	-12.8%	400	-10.1%	388
Months of Supply	3.1	-44.6%	5.6	-41.5%	5.3
Average Square Feet	1,164	-5.4%	1,231	5.9%	1,099



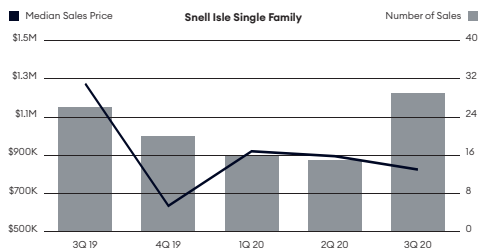
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The overall number of sales, led by condos, pressed higher. There were 1,589 sales to close, up 16.8% from the prior-year quarter, and up significantly since the prior quarter as the COVID lockdown restrained spring market activity. Condo listing inventory fell 10.1% year over year to 349 for at least the first time in six quarters.

The condo sales market also saw a jump in sales, surging 54.1% year over year to 336 and a 56.3% jump from the previous quarter after the lockdown ended. With the limited supply and fast-moving market pace, a condo's median sales price jumped 48.2% to \$275,000. The single family market showed a similar

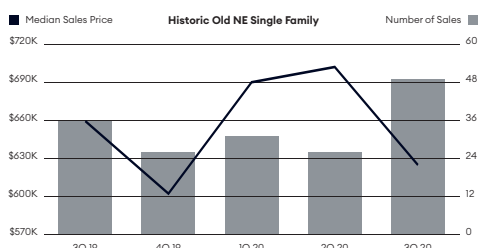
pattern with a sharp uptick in prices, increased sales, and a large drop listing inventory. Of the three luxury submarkets, the downtown condo market showed the most strength, with rising sales and price trend indicators and declining listing inventory.

## Snell Isle Single Family



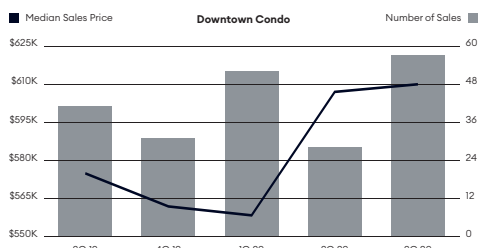
Note: Comprised of single family data within zip code 33704 on Snell Isle

## 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.

## Downtown Condo



Comprised of condo data in zip code 33701.

Snell Isle Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,229,276	-2.6%	\$1,262,133	-14.1%	\$1,430,571
Average Price per Sq Ft	\$418	1.0%	\$414	-3.7%	\$434
Median Sales Price	\$825,000	-7.8%	\$895,000	-35.3%	\$1,275,000
Number of Sales (Closed)	29	93.3%	15	11.5%	26
Days on Market (From Last List Date)	51	-76.3%	215	-51.0%	104
Listing Discount (From Last List Price)	4.0%		4.2%		4.5%
Listing Inventory	25	-21.9%	32	-26.5%	34
Months of Supply	2.6	-59.4%	6.4	-33.3%	3.9
Average Square Feet	2,940	-3.6%	3,051	-10.8%	3,297

Historic Old NE Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$665,695	-18.1%	\$813,212	-4.9%	\$700,232
Average Price per Sq Ft	\$313	-6.8%	\$336	-4.0%	\$326
Median Sales Price	\$625,000	-11.0%	\$702,000	-5.2%	\$659,500
Number of Sales (Closed)	49	88.5%	26	36.1%	36
Days on Market (From Last List Date)	81	12.5%	72	12.5%	72
Listing Discount (From Last List Price)	4.0%		6.9%		5.4%
Listing Inventory	33	13.8%	29	-15.4%	39
Months of Supply	2.0	-39.4%	3.3	-39.4%	3.3
Average Square Feet	2,125	-12.3%	2,422	-1.2%	2,150

Downtown Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$912,161	-5.4%	\$963,825	21.3%	\$752,293
Average Price per Sq Ft	\$589	-1.8%	\$600	15.3%	\$511
Median Sales Price	\$610,000	0.5%	\$607,000	6.1%	\$575,000
Number of Sales (Closed)	57	103.6%	28	39.0%	41
Days on Market (From Last List Date)	77	148.4%	31	30.5%	59
Listing Discount (From Last List Price)	3.9%		5.0%		3.9%
Listing Inventory	105	-9.5%	116	-11.8%	119
Months of Supply	5.5	-55.6%	12.4	-36.8%	8.7
Average Square Feet	3,109	6.7%	2,914	-0.3%	3,117

## By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	28.0%	29.1%
Single Family Mortgage	72.0%	70.9%
Condo Cash	51.2%	55.5%
Condo Mortgage	48.8%	44.5%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	78.9%	84.6%
Single Family \$500K - \$1M	16.8%	11.7%
Single Family Over \$1M	4.3%	3.7%
Condo Under \$500K	80.7%	85.3%
Condo \$500K-\$1M	14.3%	10.1%
Condo Over \$1M	5.1%	4.6%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	22.9%	14.5%
Single Family At	17.9%	12.3%
Single Family Under	59.3%	73.1%
Condo Over	6.8%	4.6%
Condo At	13.7%	10.6%
Condo Under	79.5%	84.9%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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