

Elliman Report

Q4-2020 St. Petersburg, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 21.2%
Prices Median Sales Price

+ 18.9%
Sales Closed Sales

- 50.0%
Inventory Total Inventory

- 15 days
Marketing Time
Days on Market

Condo

Dashboard

YEAR-OVER-YEAR

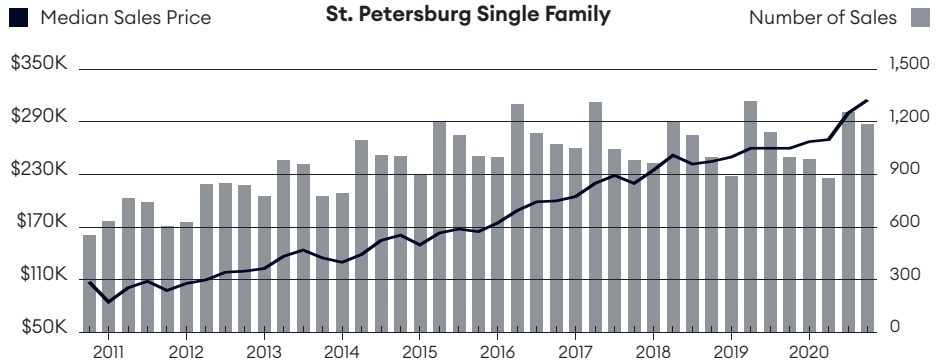
+ 48.2%
Prices Median Sales Price

+ 32.2%
Sales Closed Sales

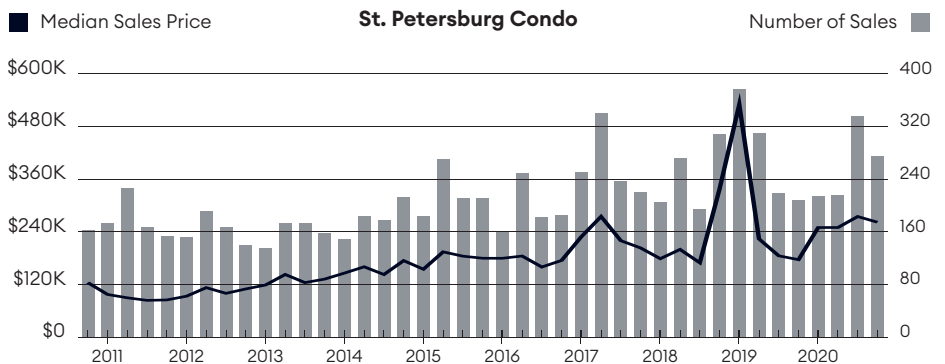
- 16.4%
Inventory Total Inventory

- 5 days
Marketing Time
Days on Market

- The largest year over year surge in the number of single family sales in six years. Condo listing inventory has declined year over year for the first time in six quarters.



St. Petersburg Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$436,575	9.5%	\$398,817	29.2%	\$337,929
Average Price Per Sq Ft	\$272	10.1%	\$247	23.1%	\$221
Median Sales Price	\$315,000	5.0%	\$300,000	21.2%	\$260,000
Number of Sales (Closed)	1,188	-5.2%	1,253	18.9%	999
Days on Market (From Last List Date)	32	-23.8%	42	-31.9%	47
Listing Discount (From Last List Price)	2.6%		2.5%		3.3%
Listing Inventory	352	-27.4%	485	-50.0%	704
Months of Supply	0.9	-25.0%	1.2	-57.1%	2.1
Average Square Feet	1,607	-0.3%	1,612	5.2%	1,528



St. Petersburg Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$369,385	-4.2%	\$385,444	10.0%	\$335,727
Average Price Per Sq Ft	\$331	0.0%	\$331	13.0%	\$293
Median Sales Price	\$262,000	-4.7%	\$275,000	48.2%	\$176,750
Number of Sales (Closed)	275	-18.2%	336	32.2%	208
Days on Market (From Last List Date)	57	-3.4%	59	-8.1%	62
Listing Discount (From Last List Price)	3.7%		3.4%		5.0%
Listing Inventory	280	-19.8%	349	-16.4%	335
Months of Supply	3.1	0.0%	3.1	-35.4%	4.8
Average Square Feet	1,115	-4.2%	1,164	-2.5%	1,144

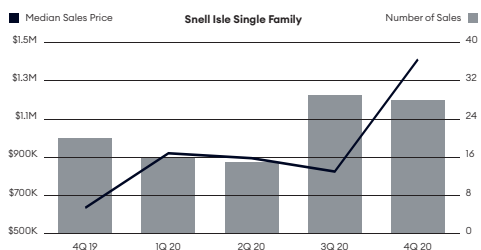


Record low mortgage rates and chronically low inventory kept market conditions tight. The single family market continued to see year over year sales growth and large gains in the three price trend indicators. The single family median sales price jumped 21.2% to a record \$315,000 from the prior-year quarter. This record and others

were aided by the 5.2% rise in average sales size to 1,607 square feet for the second largest on record, over the same period. Condo sales surged 32.2% to 275 while listing inventory fell by 16.4% to 280 from the same year-ago period. With an overall rise in sales and a sharp decline in listing inventory, the market's pace

accelerated. Months of supply, a measure of the number of months to sell all inventory at the current sales rate, was 1.3 months or 50% faster than the same period last year. Market-wide, the market share of sales to close above the last asking price, a proxy for bidding wars, was 18.9%, up from 12.4% in the prior-year quarter.

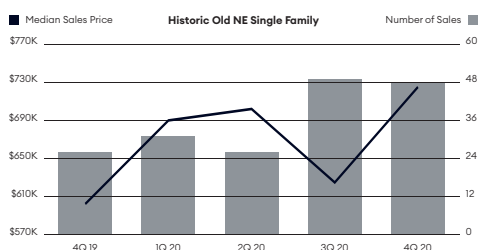
Snell Isle Single Family



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

Snell Isle Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,500,752	22.1%	\$1,229,276	47.9%	\$1,014,775
Average Price per Sq Ft	\$462	10.5%	\$418	20.6%	\$383
Median Sales Price	\$1,412,500	71.2%	\$825,000	122.4%	\$635,000
Number of Sales (Closed)	28	-3.4%	29	40.0%	20
Days on Market (From Last List Date)	64	25.5%	51	-46.7%	120
Listing Discount (From Last List Price)	3.3%		4.0%		6.0%
Listing Inventory	21	-16.0%	25	-12.5%	24
Months of Supply	2.3	-11.5%	2.6	-36.1%	3.6
Average Square Feet	3,247	10.4%	2,940	22.5%	2,651

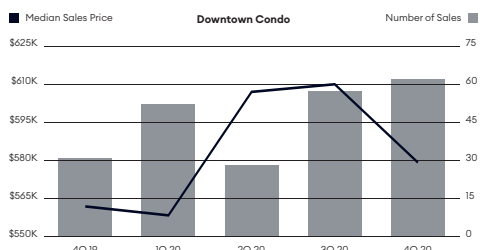
Historic Old NE Single Family



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	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$877,165	31.8%	\$665,695	3.2%	\$849,555
Average Price per Sq Ft	\$385	23.0%	\$313	5.2%	\$366
Median Sales Price	\$725,000	16.0%	\$625,000	20.3%	\$602,500
Number of Sales (Closed)	48	-2.0%	49	84.6%	26
Days on Market (From Last List Date)	46	-43.2%	81	-6.1%	49
Listing Discount (From Last List Price)	3.1%		4.0%		4.0%
Listing Inventory	21	-36.4%	33	-47.5%	40
Months of Supply	1.3	-35.0%	2.0	-71.7%	4.6
Average Square Feet	2,276	7.1%	2,125	-2.1%	2,324

Downtown Condo



Comprised of condo data in zip code 33701.

Downtown Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$826,450	-9.4%	\$912,161	-1.2%	\$836,282
Average Price per Sq Ft	\$574	-2.5%	\$589	0.7%	\$570
Median Sales Price	\$579,250	-5.0%	\$610,000	3.1%	\$562,000
Number of Sales (Closed)	62	8.8%	57	100.0%	31
Days on Market (From Last List Date)	88	14.3%	77	22.2%	72
Listing Discount (From Last List Price)	4.1%		3.9%		5.8%
Listing Inventory	97	-7.6%	105	-2.0%	99
Months of Supply	4.7	-14.5%	5.5	-51.0%	9.6
Average Square Feet	3,321	6.8%	3,109	9.3%	3,038

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	29.7%	29.2%
Single Family Mortgage	70.3%	70.8%
Condo Cash	56.4%	59.6%
Condo Mortgage	43.6%	40.4%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	77.8%	85.7%
Single Family \$500K - \$1M	16.3%	11.5%
Single Family Over \$1M	5.9%	2.8%
Condo Under \$500K	81.5%	86.5%
Condo \$500K-\$1M	12.7%	8.2%
Condo Over \$1M	5.8%	5.3%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	21.5%	13.8%
Single Family At	21.0%	17.0%
Single Family Under	57.5%	69.2%
Condo Over	7.6%	5.3%
Condo At	13.8%	13.5%
Condo Under	78.5%	81.3%

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

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