

Elliman Report

Q2-2021 St. Petersburg, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 29.7%
Prices Median Sales Price

+ 45.2%
Sales Closed Sales

- 40.5%
Inventory Total Inventory

- 28 days
Marketing Time
Days on Market

Condo

Dashboard

YEAR-OVER-YEAR

+ 15.2%
Prices Median Sales Price

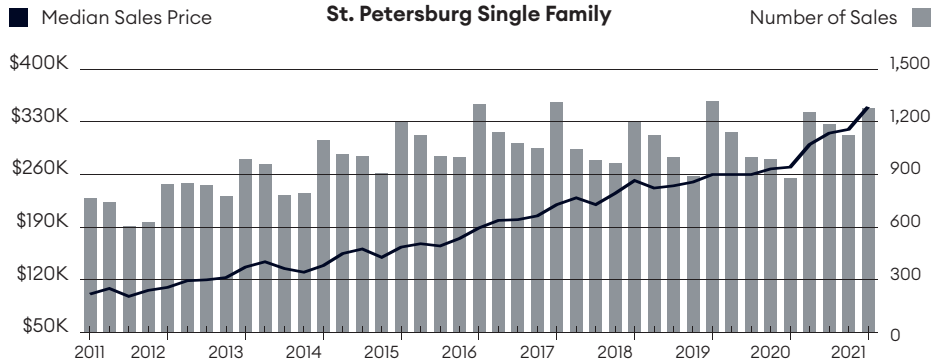
+ 58.1%
Sales Closed Sales

- 71.5%
Inventory Total Inventory

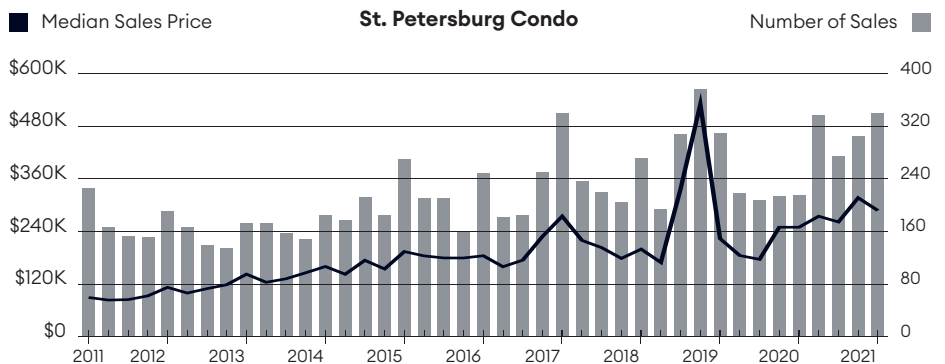
- 15 days
Marketing Time
Days on Market

- Single family price trend indicators surged to set new records

- Condo sales surged year over year as listing inventory fell to a record low



St. Petersburg Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$475,541	2.6%	\$463,484	34.8%	\$352,887
Average Price Per Sq Ft	\$299	3.1%	\$290	31.7%	\$227
Median Sales Price	\$350,000	9.4%	\$320,000	29.7%	\$269,856
Number of Sales (Closed)	1,278	14.0%	1,121	45.2%	880
Days on Market (From Last List Date)	18	-48.6%	35	-60.9%	46
Listing Discount (From Last List Price)	-0.1%		1.6%		3.3%
Listing Inventory	287	27.6%	225	-40.5%	482
Months of Supply	0.7	16.7%	0.6	-56.3%	1.6
Average Square Feet	1,589	-0.6%	1,598	2.3%	1,554



St. Petersburg Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$508,139	14.2%	\$444,882	18.8%	\$427,817
Average Price Per Sq Ft	\$415	10.1%	\$377	19.3%	\$348
Median Sales Price	\$288,000	-9.1%	\$317,000	15.2%	\$250,000
Number of Sales (Closed)	340	11.5%	305	58.1%	215
Days on Market (From Last List Date)	34	-26.1%	46	-30.6%	49
Listing Discount (From Last List Price)	2.3%		2.8%		3.3%
Listing Inventory	114	-28.3%	159	-71.5%	400
Months of Supply	1.0	-37.5%	1.6	-82.1%	5.6
Average Square Feet	1,223	3.7%	1,179	-0.6%	1,231

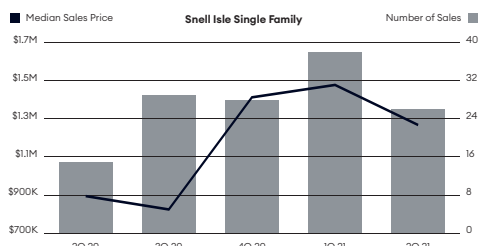


The market share of single family sales skewed towards higher-end properties. This growth was evidenced by the market share gain of sales over \$1 million to 7% from 2.5% in the prior-year quarter. In addition, condo sales surged 58.1%

to 340 from the year-ago quarter as listing inventory dropped 71.5% to 114 over the same period. As a result, the average months of supply was one month or 82.1% faster than last year. The market share of condo sales also

shifted towards higher-end properties. There was a market share gain of sales from \$500 thousand to \$1 million that rose to 17.1% from 8.8% in the prior-year quarter.

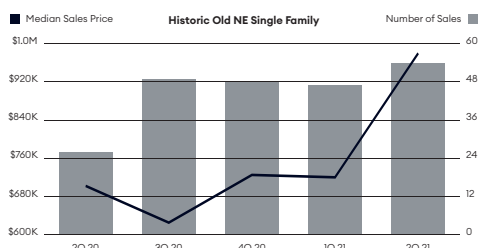
Snell Isle Single Family



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

Snell Isle Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,727,551	-2.2%	\$1,766,290	36.9%	\$1,262,133
Average Price per Sq Ft	\$547	-3.5%	\$567	32.1%	\$414
Median Sales Price	\$1,267,500	-14.2%	\$1,477,500	41.6%	\$895,000
Number of Sales (Closed)	26	-31.6%	38	73.3%	15
Days on Market (From Last List Date)	40	-16.7%	48	-81.4%	215
Listing Discount (From Last List Price)	2.9%		2.1%		4.2%
Listing Inventory	10	-23.1%	13	-68.8%	32
Months of Supply	1.2	20.0%	1.0	-81.3%	6.4
Average Square Feet	3,158	1.4%	3,113	3.5%	3,051

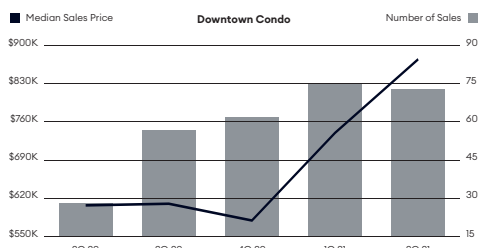
Historic Old NE Single Family



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	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,102,243	30.1%	\$847,063	35.5%	\$813,212
Average Price per Sq Ft	\$440	13.7%	\$387	31.0%	\$336
Median Sales Price	\$980,000	36.1%	\$720,000	39.6%	\$702,000
Number of Sales (Closed)	54	14.9%	47	107.7%	26
Days on Market (From Last List Date)	25	-51.0%	51	-65.3%	72
Listing Discount (From Last List Price)	0.5%		1.2%		6.9%
Listing Inventory	17	30.8%	13	-41.4%	29
Months of Supply	0.9	12.5%	0.8	-72.7%	3.3
Average Square Feet	2,507	14.5%	2,190	3.5%	2,422

Downtown Condo



Comprised of condo data in zip code 33701.

Downtown Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,284,458	42.8%	\$899,423	33.3%	\$963,825
Average Price per Sq Ft	\$715	19.2%	\$600	19.2%	\$600
Median Sales Price	\$875,000	18.2%	\$740,000	44.2%	\$607,000
Number of Sales (Closed)	73	-2.7%	75	160.7%	28
Days on Market (From Last List Date)	46	-35.2%	71	48.4%	31
Listing Discount (From Last List Price)	3.7%		3.6%		5.0%
Listing Inventory	44	-26.7%	60	-62.1%	116
Months of Supply	1.8	-25.0%	2.4	-85.5%	12.4
Average Square Feet	3,147	0.1%	3,145	8.0%	2,914

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	35.7%	24.4%
Single Family Mortgage	64.3%	75.6%
Condo Cash	55.9%	48.4%
Condo Mortgage	44.1%	51.6%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	73.0%	82.3%
Single Family \$500K - \$1M	20.0%	15.2%
Single Family Over \$1M	7.0%	2.5%
Condo Under \$500K	72.9%	81.4%
Condo \$500K-\$1M	17.1%	8.8%
Condo Over \$1M	10.0%	9.8%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	42.8%	15.6%
Single Family At	18.8%	17.5%
Single Family Under	38.4%	66.9%
Condo Over	27.6%	5.1%
Condo At	21.5%	13.6%
Condo Under	50.9%	81.8%

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