

Elliman Report

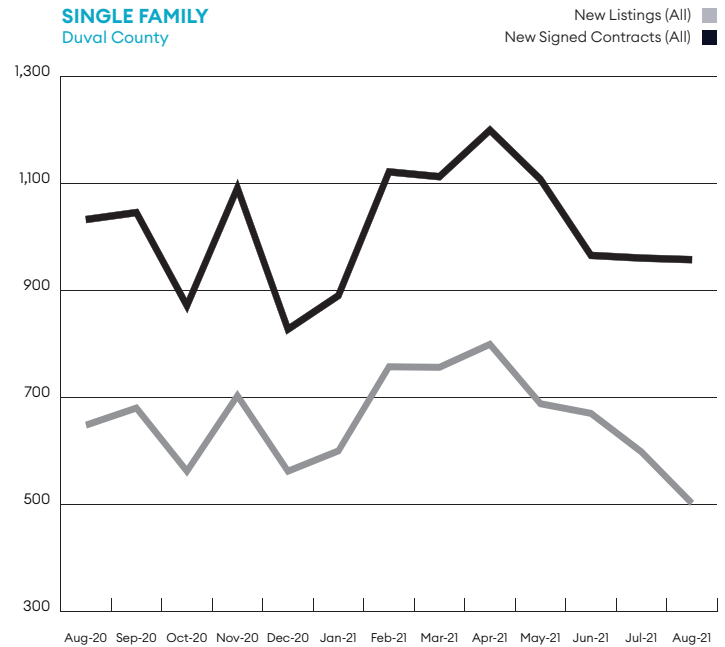
Florida

August 2021 New Signed Contracts

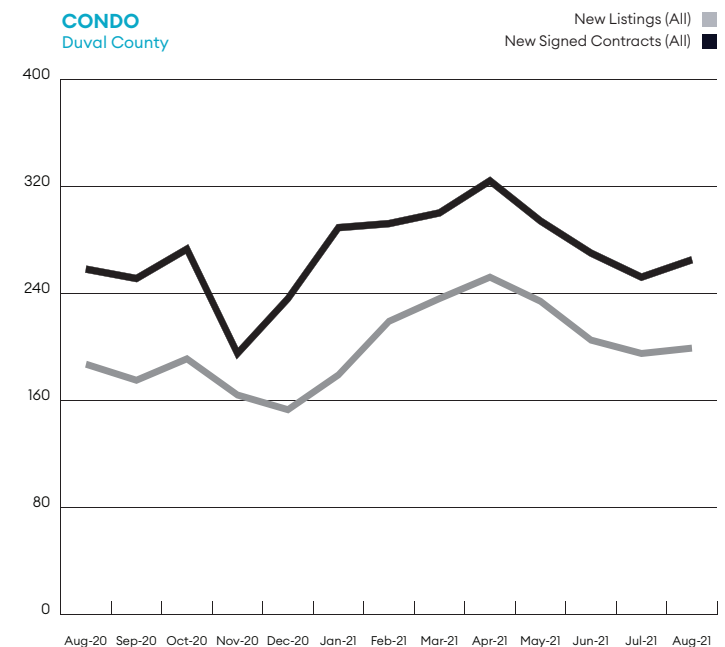
Duval County

"New signed contract volume for single families slipped year over year as the decline in new inventory slowed market activity. However, the condo's new signed contacts rose annually at a modest rate, aided by the uptick in new inventory."

SINGLE FAMILY MATRIX Duval County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	957	1,032	-7.3%
< \$200K	189	196	-3.6%
\$200K-\$299K	321	348	-7.8%
\$300K-\$399K	237	239	-0.8%
\$400K-\$499K	89	106	-16.0%
\$500K-\$599K	47	57	-17.5%
\$600K-\$799K	43	49	-12.2%
\$800K-\$999K	20	24	-16.7%
≥ \$1M	11	13	-15.4%
New Listings (All)	502	648	-22.5%
< \$200K	117	147	-20.4%
\$200K-\$299K	126	157	-19.7%
\$300K-\$399K	137	174	-21.3%
\$400K-\$499K	57	78	-26.9%
\$500K-\$599K	16	23	-30.4%
\$600K-\$799K	23	32	-28.1%
\$800K-\$999K	9	13	-30.8%
≥ \$1M	17	24	-29.2%



CONDO MATRIX Duval County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	265	258	2.7%
< \$200K	107	104	2.9%
\$200K-\$299K	120	117	2.6%
\$300K-\$399K	23	22	4.5%
\$400K-\$499K	4	4	0.0%
\$500K-\$599K	6	6	0.0%
\$600K-\$799K	1	1	0.0%
\$800K-\$999K	3	3	0.0%
≥ \$1M	1	1	0.0%
New Listings (All)	199	187	6.4%
< \$200K	59	55	7.3%
\$200K-\$299K	92	86	7.0%
\$300K-\$399K	27	25	8.0%
\$400K-\$499K	7	7	0.0%
\$500K-\$599K	3	3	0.0%
\$600K-\$799K	3	3	0.0%
\$800K-\$999K	2	2	0.0%
≥ \$1M	6	6	0.0%

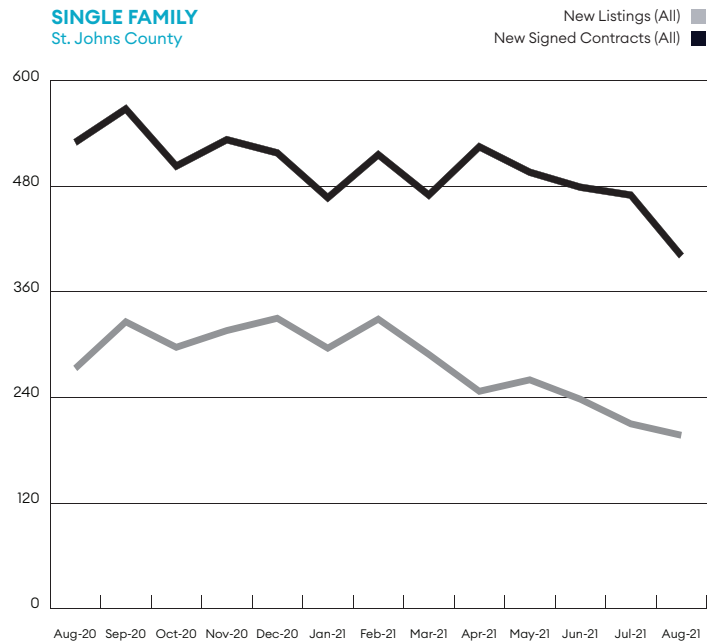


Source: Northeast Florida MLS

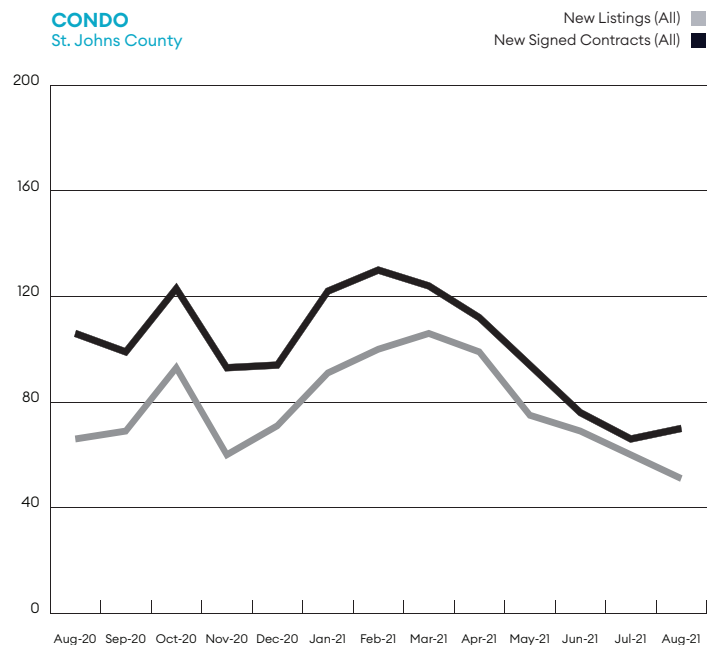
St. Johns County

"The exaggerated decline in single family and condo newly signed contracts reflects the year-ago post-lockdown sales surge. In addition, new inventory fell sharply, helping restrain new signed contract volume."

SINGLE FAMILY MATRIX St. Johns County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	401	530	-24.3%
< \$200K	4	5	-20.0%
\$200K-\$299K	24	32	-25.0%
\$300K-\$399K	82	108	-24.1%
\$400K-\$499K	115	152	-24.3%
\$500K-\$599K	58	77	-24.7%
\$600K-\$799K	69	91	-24.2%
\$800K-\$999K	21	28	-25.0%
≥ \$1M	28	37	-24.3%
New Listings (All)	197	273	-27.8%
< \$200K	1	1	0.0%
\$200K-\$299K	6	8	-25.0%
\$300K-\$399K	43	60	-28.3%
\$400K-\$499K	61	85	-28.2%
\$500K-\$599K	26	36	-27.8%
\$600K-\$799K	32	44	-27.3%
\$800K-\$999K	16	22	-27.3%
≥ \$1M	12	17	-29.4%



CONDO MATRIX St. Johns County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	70	106	-34.0%
< \$200K	12	14	-14.3%
\$200K-\$299K	31	52	-40.4%
\$300K-\$399K	12	21	-42.9%
\$400K-\$499K	6	8	-25.0%
\$500K-\$599K	3	4	-25.0%
\$600K-\$799K	2	2	0.0%
\$800K-\$999K	3	4	-25.0%
≥ \$1M	1	1	0.0%
New Listings (All)	51	66	-22.7%
< \$200K	5	5	0.0%
\$200K-\$299K	14	16	-12.5%
\$300K-\$399K	15	22	-31.8%
\$400K-\$499K	6	7	-14.3%
\$500K-\$599K	7	12	-41.7%
\$600K-\$799K	2	2	0.0%
\$800K-\$999K	0	0	0.0%
≥ \$1M	2	2	0.0%

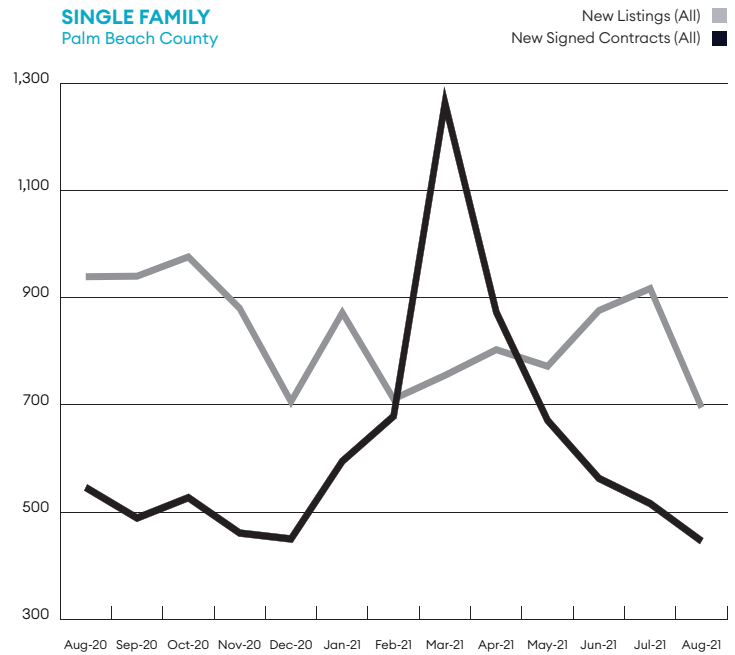


Northeast Florida MLS

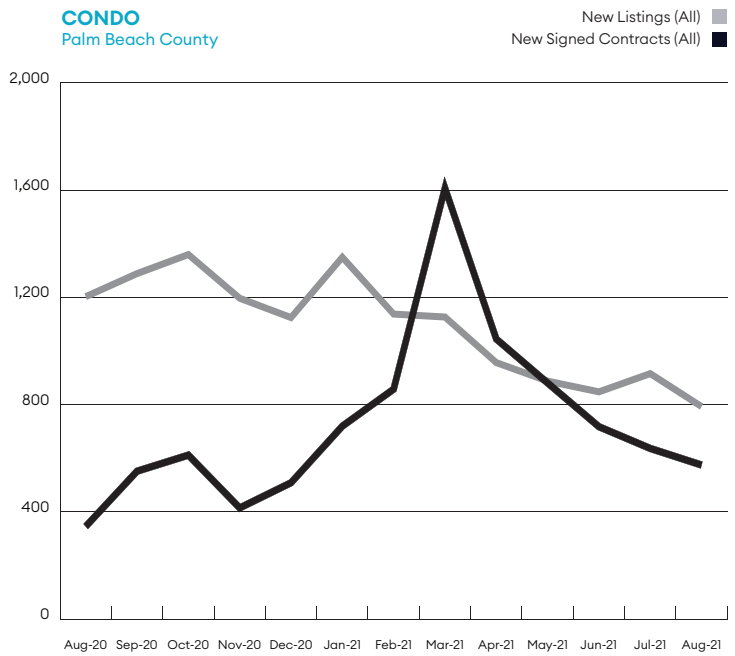
Palm Beach County

"After seeing a massive spike in new signed contract volume this spring for single families and condos, single family volume fell below prior-year levels while condo volume remained well above. In addition, new listings for both property types continued to drift lower, help to restrain new signed contract volume."

SINGLE FAMILY MATRIX Palm Beach County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	446	546	-18.3%
< \$300K	59	72	-18.1%
\$300K - \$399K	83	102	-18.6%
\$400K - \$499K	96	118	-18.6%
\$500K - \$999K	138	169	-18.3%
\$1M - \$2.99M	49	60	-18.3%
\$3M - \$4.99M	11	13	-15.4%
\$5M - \$9.99M	6	7	-14.3%
≥ \$10M	4	5	-20.0%
New Listings (All)	695	939	-26.0%
< \$300K	46	62	-25.8%
\$300K - \$399K	112	151	-25.8%
\$400K - \$499K	142	192	-26.0%
\$500K - \$999K	244	330	-26.1%
\$1M - \$2.99M	101	136	-25.7%
\$3M - \$4.99M	23	31	-25.8%
\$5M - \$9.99M	16	22	-27.3%
≥ \$10M	11	15	-26.7%



CONDO MATRIX Palm Beach County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	575	346	66.2%
< \$200K	241	145	66.2%
\$200K - \$299K	130	78	66.7%
\$300K - \$399K	91	55	65.5%
\$400K - \$599K	50	30	66.7%
\$600K - \$999K	27	16	68.8%
\$1M - \$2.99M	33	20	65.0%
\$3M - \$4.99M	3	2	50.0%
≥ \$5M	0	0	
New Listings (All)	793	1,203	-34.1%
< \$200K	286	434	-34.1%
\$200K - \$299K	200	304	-34.2%
\$300K - \$399K	120	182	-34.1%
\$400K - \$599K	82	124	-33.9%
\$600K - \$999K	53	80	-33.8%
\$1M - \$2.99M	38	58	-34.5%
\$3M - \$4.99M	6	9	-33.3%
≥ \$5M	8	12	-33.3%

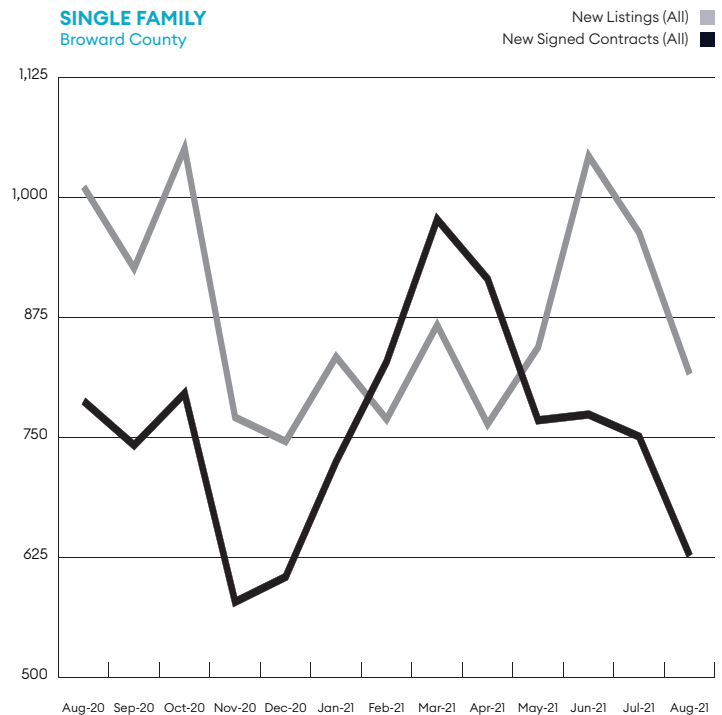


Source: BeachesMLS

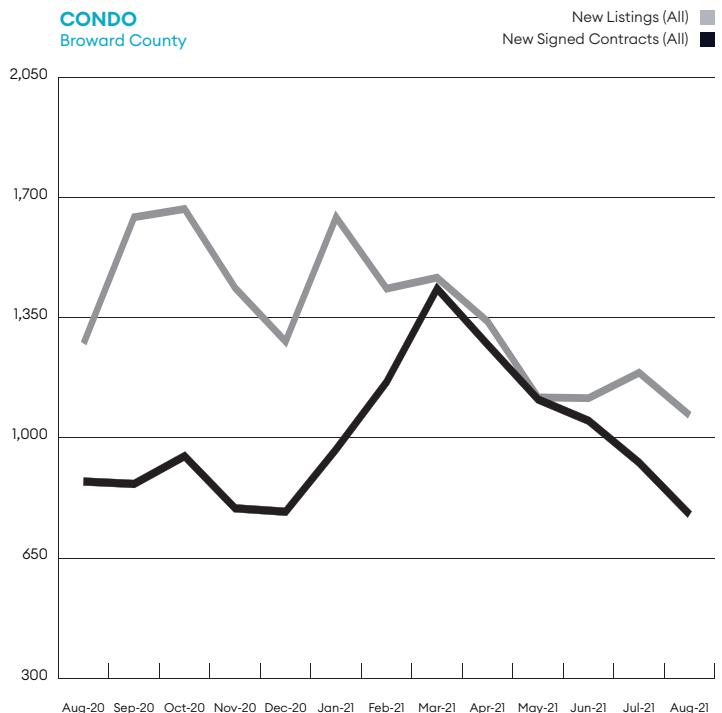
Broward County

"New signed contract volume for both property types combined declined year over year, largely matched by decreases in new listings as the market continues to return to normal seasonal patterns. The exaggerated declines reflect the year-ago post-lockdown sales surge. Nevertheless, new signed contract levels for both property types combined are well above levels in the same period two years ago."

SINGLE FAMILY MATRIX Broward County	AUG 2021	AUG 2020	%Δ (yr)
New Signed Contracts (All)	627	788	-20.4%
< \$300K	81	102	-20.6%
\$300K - \$399K	153	192	-20.3%
\$400K - \$499K	136	171	-20.5%
\$500K - \$999K	192	241	-20.3%
\$1M - \$2.99M	57	72	-20.8%
\$3M - \$4.99M	4	5	-20.0%
\$5M - \$9.99M	3	4	-25.0%
≥ \$10M	1	1	0.0%
New Listings (All)	816	1,011	-19.3%
< \$300K	57	71	-19.7%
\$300K - \$399K	179	222	-19.4%
\$400K - \$499K	141	175	-19.4%
\$500K - \$999K	309	382	-19.1%
\$1M - \$2.99M	96	119	-19.3%
\$3M - \$4.99M	17	21	-19.0%
\$5M - \$9.99M	12	15	-20.0%
≥ \$10M	5	6	-16.7%



CONDO MATRIX Broward County	AUG 2021	AUG 2020	%Δ (yr)
New Signed Contracts (All)	777	873	-11.0%
< \$200K	374	420	-11.0%
\$200K - \$299K	183	205	-10.7%
\$300K - \$399K	114	128	-10.9%
\$400K - \$599K	54	61	-11.5%
\$600K - \$999K	30	34	-11.8%
\$1M - \$2.99M	17	19	-10.5%
\$3M - \$4.99M	5	6	-16.7%
≥ \$5M	0	0	
New Listings (All)	1,066	1,275	-16.4%
< \$200K	405	485	-16.5%
\$200K - \$299K	279	334	-16.5%
\$300K - \$399K	144	172	-16.3%
\$400K - \$599K	128	153	-16.3%
\$600K - \$999K	58	69	-15.9%
\$1M - \$2.99M	48	57	-15.8%
\$3M - \$4.99M	3	4	-25.0%
≥ \$5M	1	1	0.0%

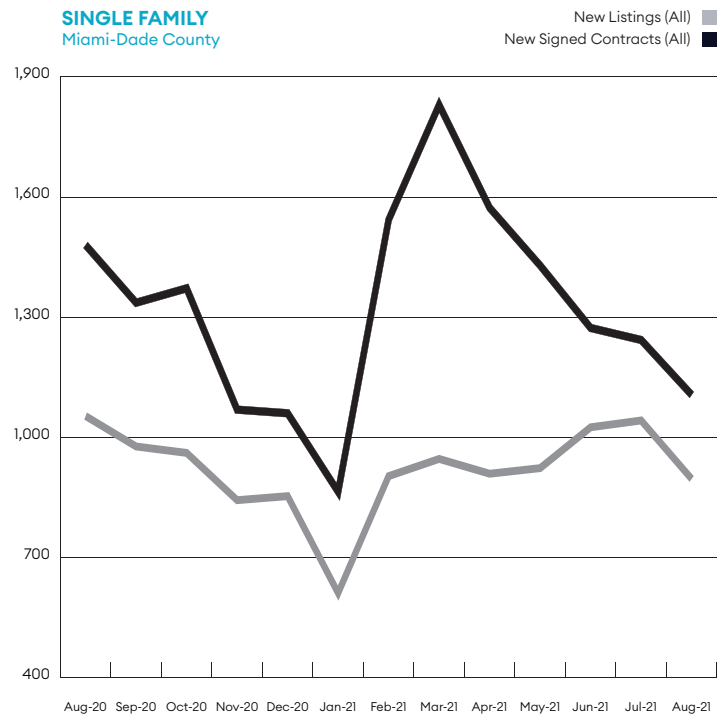


Source: BeachesMLS

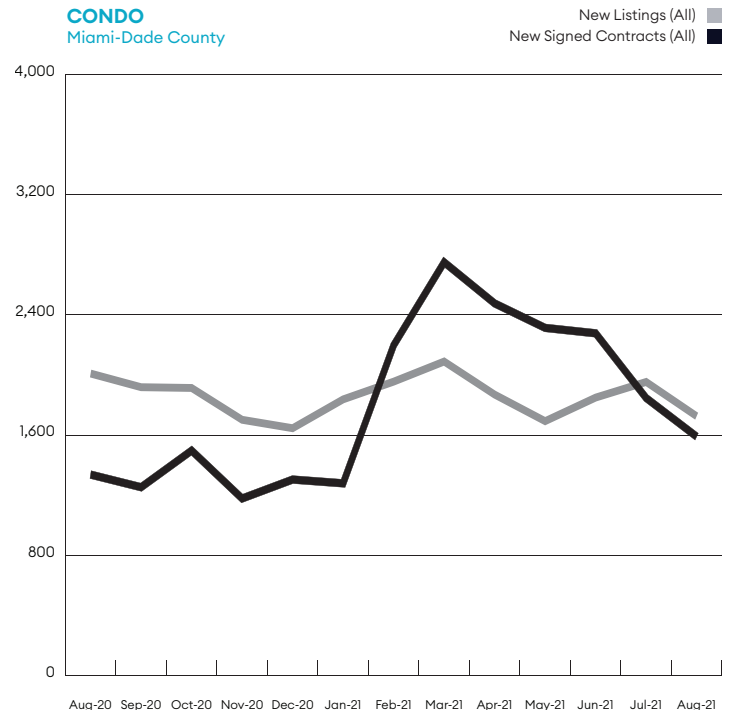
Miami-Dade County

"Condo's new signed contracts rose year over year for the seventh consecutive month as new listings fell for the fourth straight month. After rising every month since May of 2020, new signed contract volume for single families declined annually for the third straight month. However, new signed contract levels for both property types combined remained above levels in the same period two years ago."

SINGLE FAMILY MATRIX Miami-Dade County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	1,106	1,480	-25.3%
< \$300K	67	90	-25.6%
\$300K - \$399K	251	336	-25.3%
\$400K - \$499K	288	385	-25.2%
\$500K - \$999K	332	444	-25.2%
\$1M - \$2.99M	128	171	-25.1%
\$3M - \$4.99M	23	31	-25.8%
\$5M - \$9.99M	11	15	-26.7%
≥ \$10M	6	8	-25.0%
New Listings (All)	896	1,053	-14.9%
< \$300K	53	62	-14.5%
\$300K - \$399K	123	145	-15.2%
\$400K - \$499K	215	253	-15.0%
\$500K - \$999K	324	381	-15.0%
\$1M - \$2.99M	113	133	-15.0%
\$3M - \$4.99M	30	35	-14.3%
\$5M - \$9.99M	19	22	-13.6%
≥ \$10M	19	22	-13.6%



CONDO MATRIX Miami-Dade County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	1,590	1,337	18.9%
< \$200K	278	234	18.8%
\$200K - \$299K	409	344	18.9%
\$300K - \$399K	340	286	18.9%
\$400K - \$599K	274	230	19.1%
\$600K - \$999K	160	135	18.5%
\$1M - \$2.99M	104	87	19.5%
\$3M - \$4.99M	14	12	16.7%
≥ \$5M	11	9	22.2%
New Listings (All)	1,726	2,010	-14.1%
< \$200K	210	245	-14.3%
\$200K - \$299K	372	433	-14.1%
\$300K - \$399K	325	378	-14.0%
\$400K - \$599K	302	352	-14.2%
\$600K - \$999K	242	282	-14.2%
\$1M - \$2.99M	214	249	-14.1%
\$3M - \$4.99M	36	42	-14.3%
≥ \$5M	25	29	-13.8%

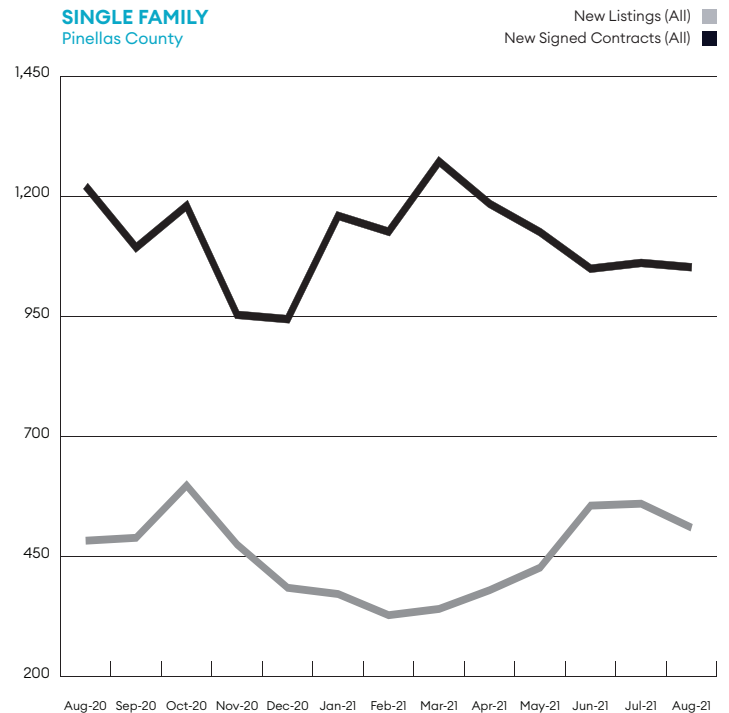


Source: Miami Association of REALTORS, INC. MLS

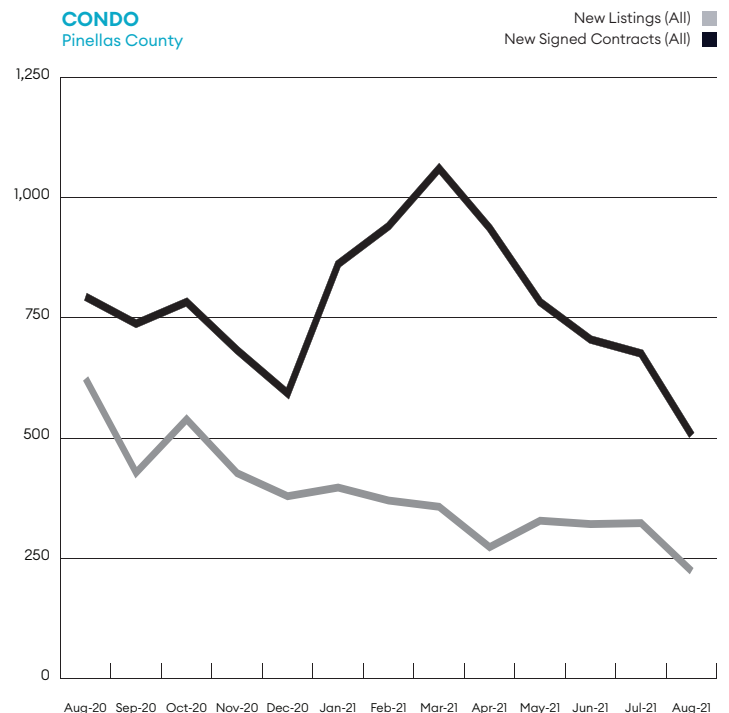
Pinellas County

"Condo new signed contracts declined annually for the second time after six months of increases. Their activity has been enabled by four straight months of annual gains in new listings. New signed contract volume for single families declined annually for the third straight month, with large declines were generally seen below the \$300,000 threshold."

SINGLE FAMILY MATRIX Pinellas County	AUG 2021	AUG 2020	%Δ (yr)
New Signed Contracts (All)	1,052	1,221	-13.8%
< \$200K	48	123	-61.0%
\$200K - \$299K	256	404	-36.6%
\$300K - \$399K	305	268	13.8%
\$400K - \$499K	173	143	21.0%
\$500K - \$599K	72	92	-21.7%
\$600K - \$799K	89	78	14.1%
\$800K - \$999K	44	44	0.0%
≥ \$1M	65	69	-5.8%
New Listings (All)	510	483	5.6%
< \$200K	15	45	-66.7%
\$200K - \$299K	104	138	-24.6%
\$300K - \$399K	148	108	37.0%
\$400K - \$499K	92	49	87.8%
\$500K - \$599K	43	31	38.7%
\$600K - \$799K	46	47	-2.1%
\$800K - \$999K	21	25	-16.0%
≥ \$1M	41	40	2.5%



CONDO MATRIX Pinellas County	AUG 2021	AUG 2020	%Δ (yr)
New Signed Contracts (All)	506	794	-36.3%
< \$200K	223	371	-39.9%
\$200K - \$299K	85	156	-45.5%
\$300K - \$399K	64	95	-32.6%
\$400K - \$499K	50	46	8.7%
\$500K - \$599K	28	35	-20.0%
\$600K - \$799K	23	45	-48.9%
\$800K - \$999K	13	18	-27.8%
≥ \$1M	20	28	-28.6%
New Listings (All)	223	624	-64.3%
< \$200K	84	310	-72.9%
\$200K - \$299K	34	98	-65.3%
\$300K - \$399K	28	69	-59.4%
\$400K - \$499K	18	41	-56.1%
\$500K - \$599K	15	32	-53.1%
\$600K - \$799K	20	37	-45.9%
\$800K - \$999K	8	14	-42.9%
≥ \$1M	16	23	-30.4%

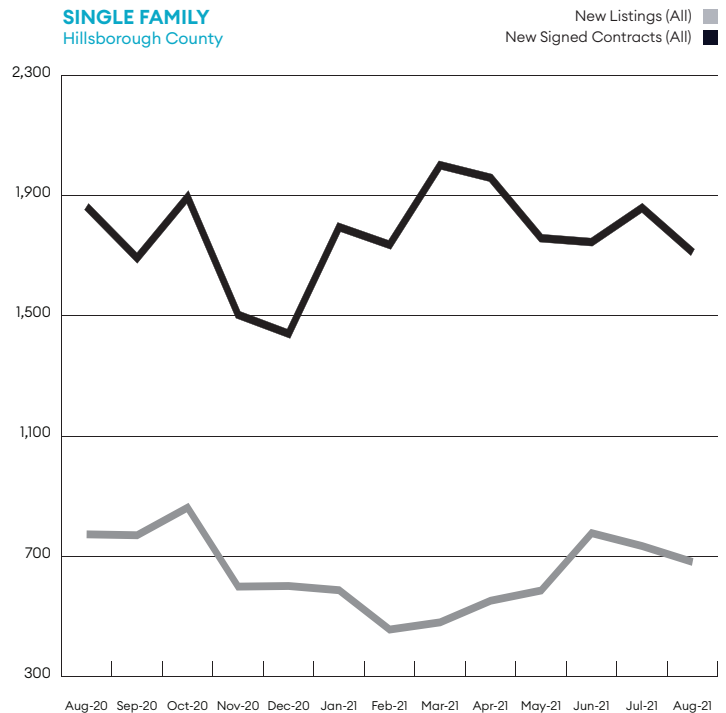


Source: Stellar MLS

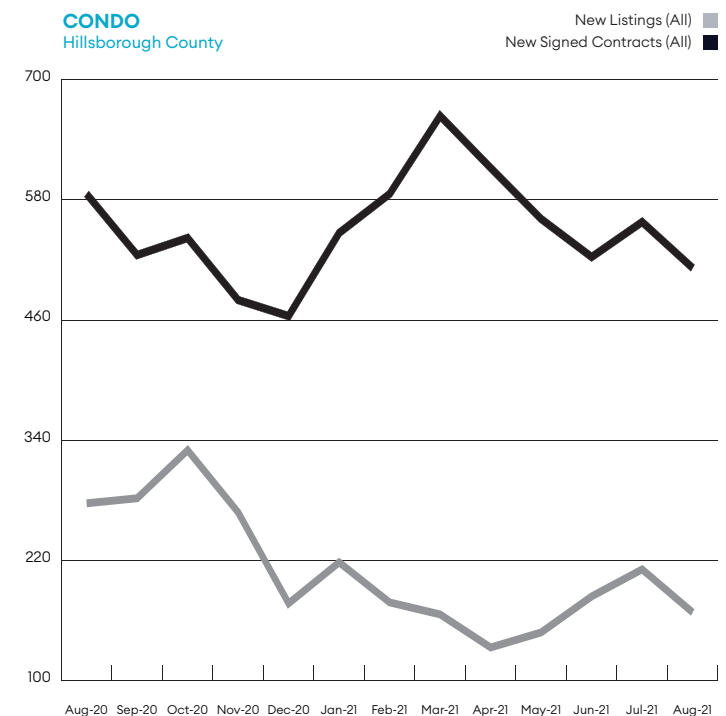
Hillsborough County

"New signed contract volume for both property types combined declined year over year for the third straight month, largely matched by decreases in new listings over the past two months. However, new signed contract levels for both property types combined remained above levels in the same period two years ago."

SINGLE FAMILY MATRIX Hillsborough County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	1,712	1,864	-8.2%
< \$200K	73	172	-57.6%
\$200K - \$299K	416	807	-48.5%
\$300K - \$399K	602	428	40.7%
\$400K - \$499K	271	182	48.9%
\$500K - \$599K	119	104	14.4%
\$600K - \$799K	128	91	40.7%
\$800K - \$999K	51	31	64.5%
≥ \$1M	52	49	6.1%
New Listings (All)	681	773	-11.9%
< \$200K	33	55	-40.0%
\$200K - \$299K	147	263	-44.1%
\$300K - \$399K	207	186	11.3%
\$400K - \$499K	112	95	17.9%
\$500K - \$599K	45	50	-10.0%
\$600K - \$799K	60	59	1.7%
\$800K - \$999K	27	17	58.8%
≥ \$1M	50	48	4.2%



CONDO MATRIX Hillsborough County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	512	586	-12.6%
< \$200K	191	319	-40.1%
\$200K - \$299K	208	151	37.7%
\$300K - \$399K	60	47	27.7%
\$400K - \$499K	23	30	-23.3%
\$500K - \$599K	15	16	-6.3%
\$600K - \$799K	11	15	-26.7%
\$800K - \$999K	0	3	-100.0%
≥ \$1M	4	5	-20.0%
New Listings (All)	168	277	-39.4%
< \$200K	53	184	-71.2%
\$200K - \$299K	56	31	80.6%
\$300K - \$399K	19	25	-24.0%
\$400K - \$499K	14	15	-6.7%
\$500K - \$599K	2	3	-33.3%
\$600K - \$799K	7	7	0.0%
\$800K - \$999K	6	2	200.0%
≥ \$1M	11	10	10.0%

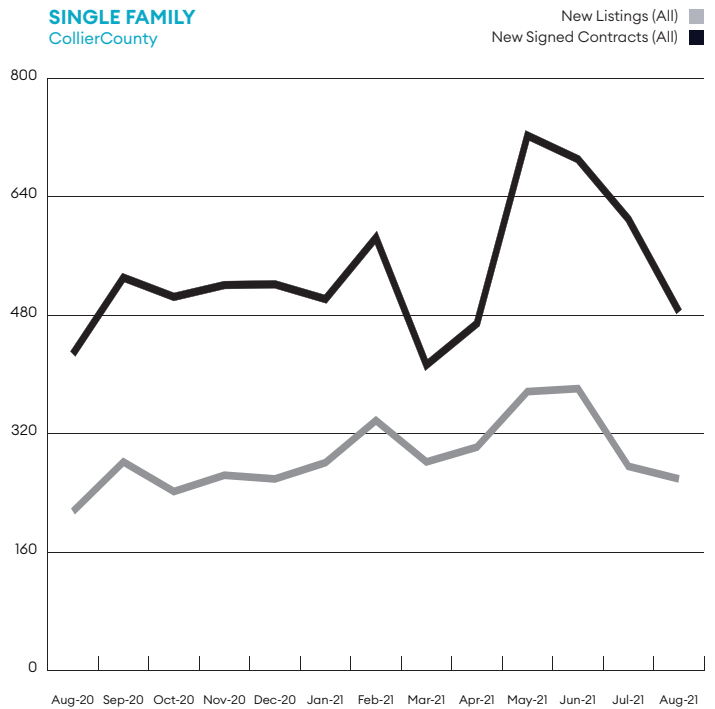


Source: Stellar MLS

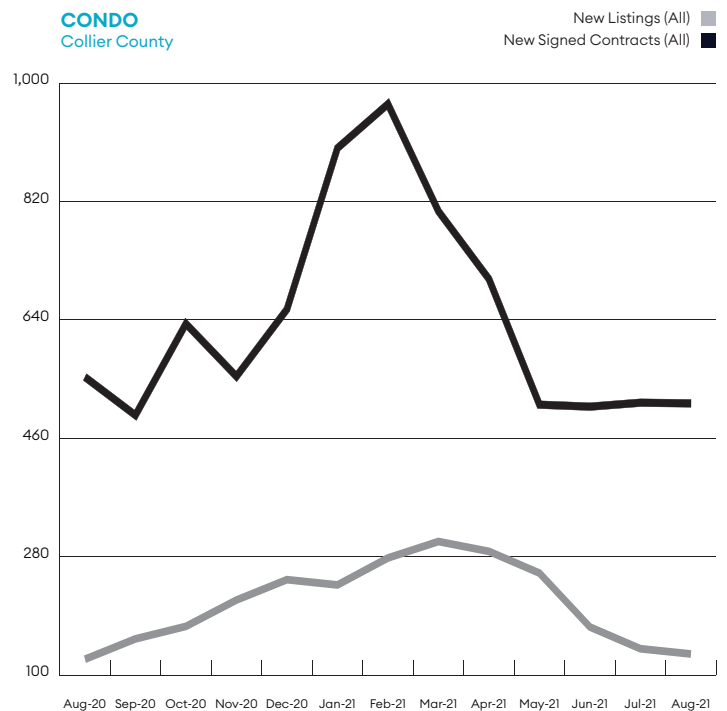
Collier County

"New signed contract volume for condos slipped year over year despite the uptick in new inventory. Single family new signed contacts rose annually at a modest rate, aided by the uptick in new inventory."

SINGLE FAMILY MATRIX Collier County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	485	428	13.3%
< \$300K	13	12	8.3%
\$300K-\$499K	142	125	13.6%
\$500K-\$699K	131	116	12.9%
\$700K-\$899K	65	57	14.0%
\$900K-\$999K	13	12	8.3%
\$1M-\$1.99M	81	71	14.1%
\$2M-\$4.99M	34	30	13.3%
≥ \$5M	6	5	20.0%
New Listings (All)	259	215	20.5%
< \$300K	7	6	16.7%
\$300K-\$499K	47	39	20.5%
\$500K-\$699K	62	51	21.6%
\$700K-\$899K	46	38	21.1%
\$900K-\$999K	9	8	12.5%
\$1M-\$1.99M	46	38	21.1%
\$2M-\$4.99M	32	27	18.5%
≥ \$5M	10	8	25.0%



CONDO MATRIX Collier County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	513	553	-7.2%
< \$300K	176	190	-7.4%
\$300K-\$499K	184	199	-7.5%
\$500K-\$599K	41	44	-6.8%
\$600K-\$699K	28	30	-6.7%
\$700K-\$799K	11	12	-8.3%
\$800K-\$999K	17	18	-5.6%
\$1M-\$1.99M	30	32	-6.3%
≥ \$2M	26	28	-7.1%
New Listings (All)	132	124	6.5%
< \$300K	40	38	5.3%
\$300K-\$499K	22	21	4.8%
\$500K-\$599K	13	12	8.3%
\$600K-\$699K	13	12	8.3%
\$700K-\$799K	13	12	8.3%
\$800K-\$999K	11	10	10.0%
\$1M-\$1.99M	16	15	6.7%
≥ \$2M	4	4	0.0%



Source: Southwest Florida MLS

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

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

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