

Elliman Report

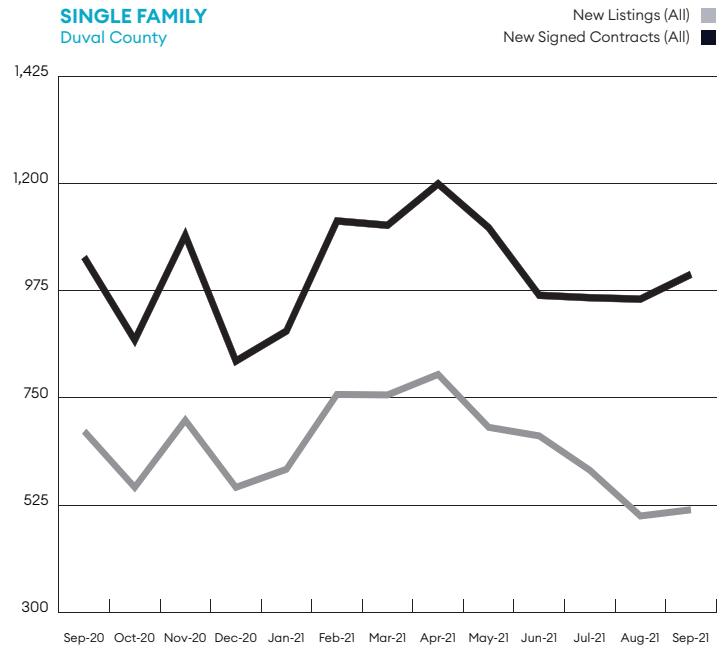
Florida

September 2021 New Signed Contracts

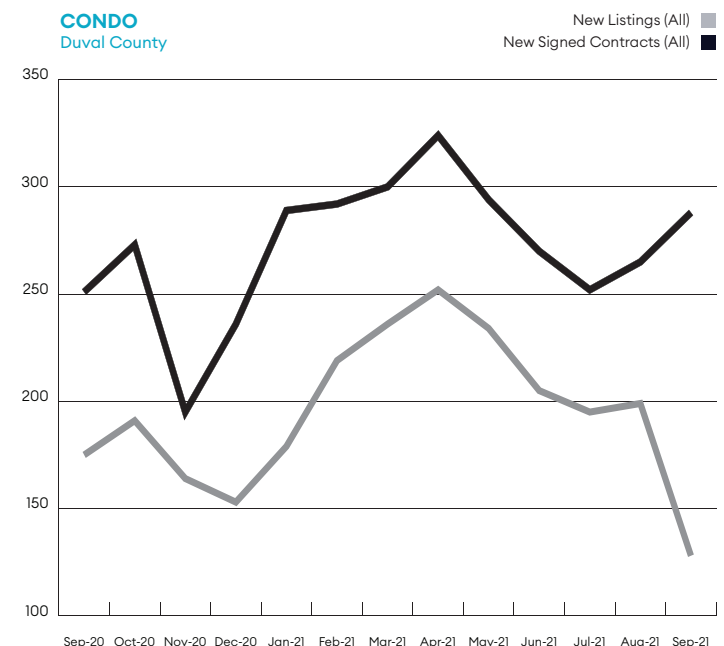
Duval County

"Single family new signed contract levels slipped annually as new inventory fell sharply. Condos fared better with more newly signed contracts over the year but were restrained by a sharp drop in new inventory."

SINGLE FAMILY MATRIX Duval County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,009	1,045	-3.4%
< \$200K	211	206	2.4%
\$200K-\$299K	305	351	-13.1%
\$300K-\$399K	281	259	8.5%
\$400K-\$499K	96	97	-1.0%
\$500K-\$599K	49	51	-3.9%
\$600K-\$799K	34	47	-27.7%
\$800K-\$999K	15	22	-31.8%
≥ \$1M	18	12	50.0%
New Listings (All)	515	680	-24.3%
< \$200K	118	158	-25.3%
\$200K-\$299K	126	171	-26.3%
\$300K-\$399K	131	186	-29.6%
\$400K-\$499K	62	77	-19.5%
\$500K-\$599K	24	22	9.1%
\$600K-\$799K	33	31	6.5%
\$800K-\$999K	9	12	-25.0%
≥ \$1M	12	23	-47.8%



CONDO MATRIX Duval County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	288	251	14.7%
< \$200K	120	101	18.8%
\$200K-\$299K	118	113	4.4%
\$300K-\$399K	26	22	18.2%
\$400K-\$499K	7	4	75.0%
\$500K-\$599K	6	6	0.0%
\$600K-\$799K	4	1	300.0%
\$800K-\$999K	2	3	-33.3%
≥ \$1M	5	1	400.0%
New Listings (All)	128	175	-26.9%
< \$200K	38	52	-26.9%
\$200K-\$299K	51	80	-36.3%
\$300K-\$399K	16	24	-33.3%
\$400K-\$499K	9	6	50.0%
\$500K-\$599K	3	3	0.0%
\$600K-\$799K	6	3	100.0%
\$800K-\$999K	3	2	50.0%
≥ \$1M	2	5	-60.0%

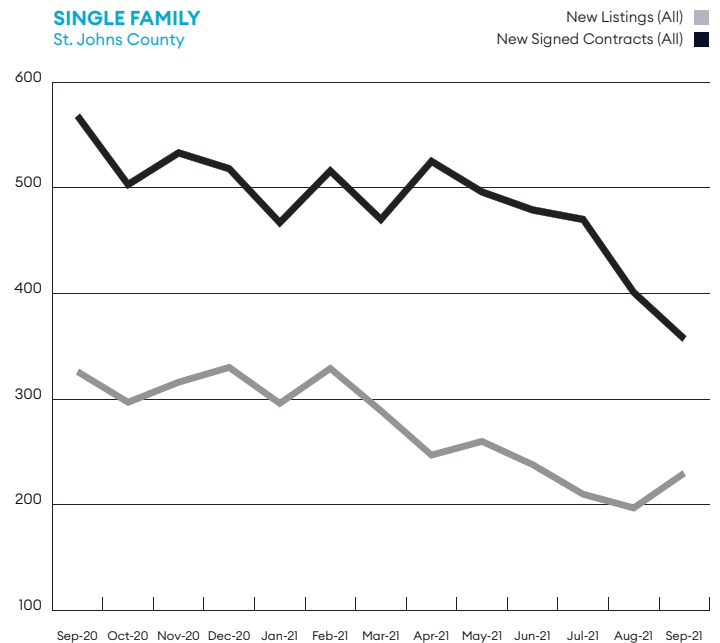


Source: Northeast Florida MLS

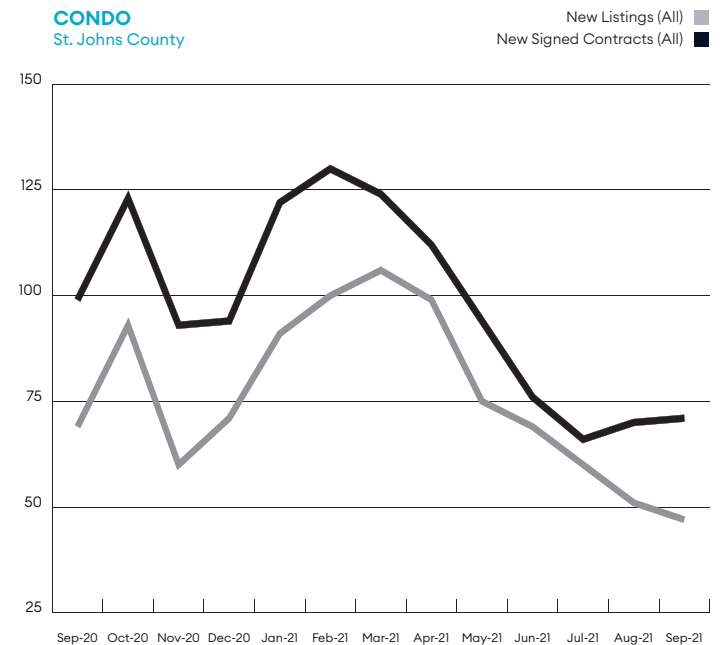
St. Johns County

"Single family and condo new signed contract levels slipped annually as new inventory fell sharply. Comparisons against the prior summer's post-lockdown new signed contract boom have distorted trends combined with the inability of new inventory to keep up have restrained sales."

SINGLE FAMILY MATRIX St. Johns County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	357	568	-37.1%
< \$200K	4	6	-33.3%
\$200K-\$299K	19	34	-44.1%
\$300K-\$399K	73	116	-37.1%
\$400K-\$499K	99	163	-39.3%
\$500K-\$599K	51	82	-37.8%
\$600K-\$799K	57	98	-41.8%
\$800K-\$999K	24	29	-17.2%
≥ \$1M	30	40	-25.0%
New Listings (All)	230	326	-29.4%
< \$200K	2	2	0.0%
\$200K-\$299K	7	10	-30.0%
\$300K-\$399K	47	71	-33.8%
\$400K-\$499K	68	101	-32.7%
\$500K-\$599K	32	43	-25.6%
\$600K-\$799K	45	53	-15.1%
\$800K-\$999K	11	26	-57.7%
≥ \$1M	18	20	-10.0%



CONDO MATRIX St. Johns County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	71	99	-28.3%
< \$200K	10	17	-41.2%
\$200K-\$299K	25	44	-43.2%
\$300K-\$399K	17	17	0.0%
\$400K-\$499K	9	9	0.0%
\$500K-\$599K	6	4	50.0%
\$600K-\$799K	3	3	0.0%
\$800K-\$999K	0	4	-100.0%
≥ \$1M	1	1	0.0%
New Listings (All)	47	69	-31.9%
< \$200K	4	7	-42.9%
\$200K-\$299K	17	19	-10.5%
\$300K-\$399K	8	20	-60.0%
\$400K-\$499K	9	8	12.5%
\$500K-\$599K	6	9	-33.3%
\$600K-\$799K	1	3	-66.7%
\$800K-\$999K	0	0	
≥ \$1M	2	3	-33.3%

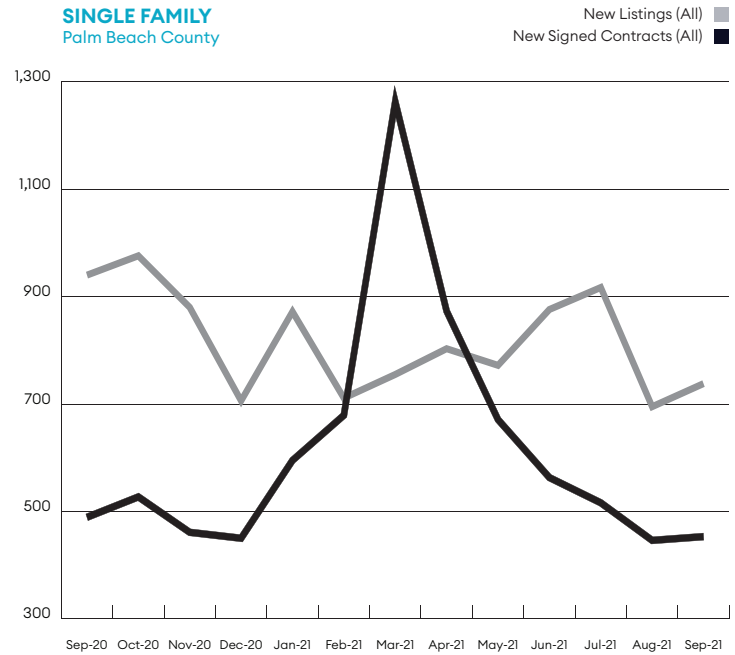


Northeast Florida MLS

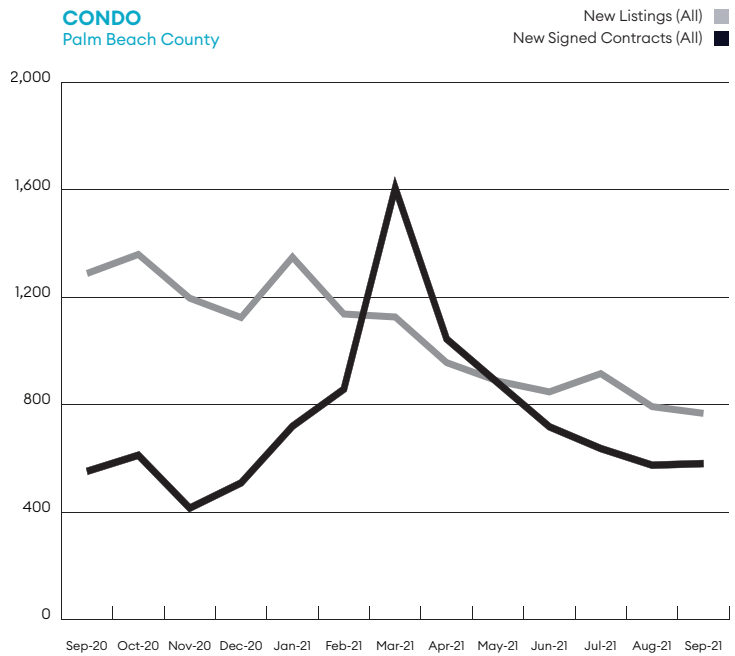
Palm Beach County

"Single family new signed contract levels slipped annually as new inventory fell sharply. Condos fared better with slightly more newly signed contracts over the year but were still restrained by a significant decline in new inventory."

SINGLE FAMILY MATRIX Palm Beach County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	453	489	-7.4%
< \$300K	42	65	-35.4%
\$300K - \$399K	85	91	-6.6%
\$400K - \$499K	95	105	-9.5%
\$500K - \$999K	146	151	-3.3%
\$1M - \$2.99M	62	54	14.8%
\$3M - \$4.99M	14	12	16.7%
\$5M - \$9.99M	7	7	0.0%
≥ \$10M	2	4	-50.0%
New Listings (All)	738	940	-21.5%
< \$300K	52	62	-16.1%
\$300K - \$399K	120	151	-20.5%
\$400K - \$499K	133	192	-30.7%
\$500K - \$999K	271	330	-17.9%
\$1M - \$2.99M	105	137	-23.4%
\$3M - \$4.99M	27	31	-12.9%
\$5M - \$9.99M	19	22	-13.6%
≥ \$10M	11	15	-26.7%



CONDO MATRIX Palm Beach County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	581	552	5.3%
< \$200K	249	231	7.8%
\$200K - \$299K	149	125	19.2%
\$300K - \$399K	82	87	-5.7%
\$400K - \$599K	45	48	-6.3%
\$600K - \$999K	22	26	-15.4%
\$1M - \$2.99M	27	32	-15.6%
\$3M - \$4.99M	4	3	33.3%
≥ \$5M	3	0	
New Listings (All)	768	1,289	-40.4%
< \$200K	229	465	-50.8%
\$200K - \$299K	197	325	-39.4%
\$300K - \$399K	122	195	-37.4%
\$400K - \$599K	78	133	-41.4%
\$600K - \$999K	74	86	-14.0%
\$1M - \$2.99M	55	62	-11.3%
\$3M - \$4.99M	9	10	-10.0%
≥ \$5M	4	13	-69.2%

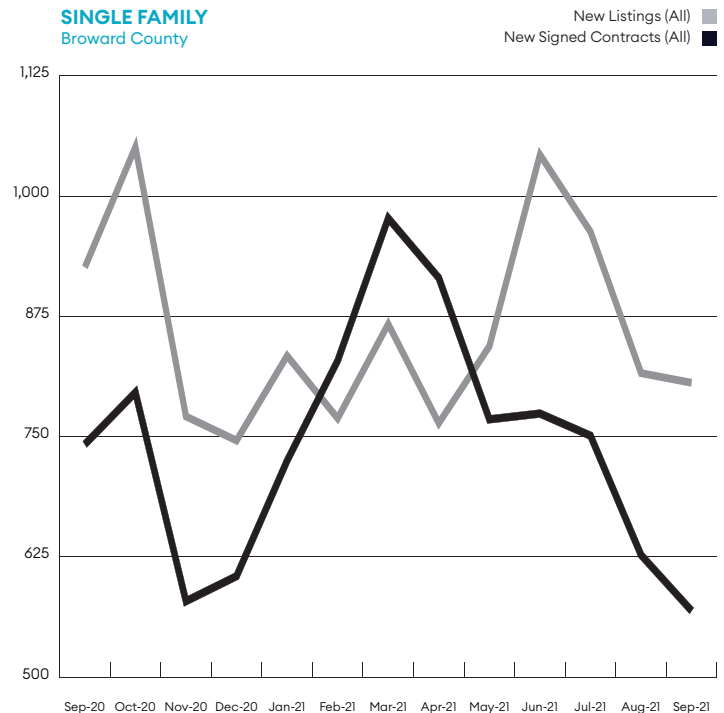


Source: BeachesMLS

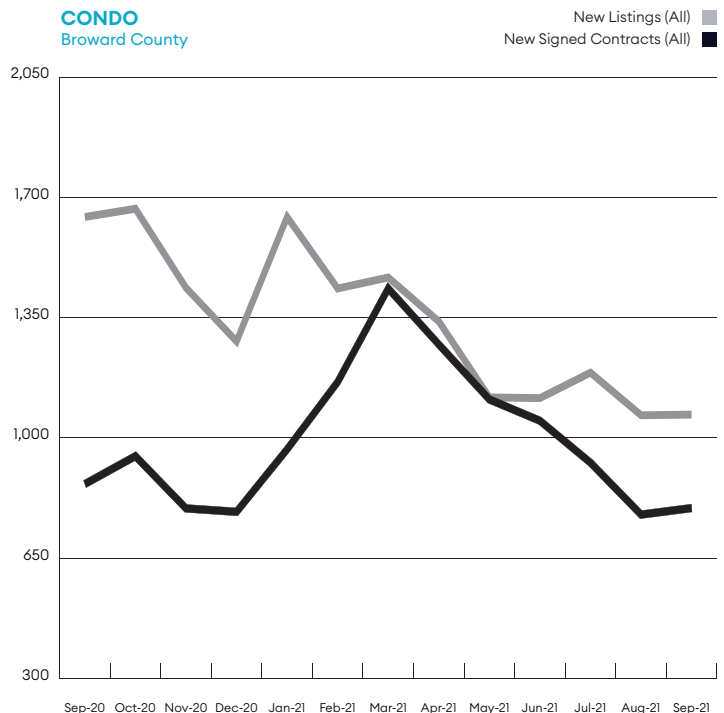
Broward County

"Single family and condo new signed contract levels fell annually as new inventory dropped sharply. Comparisons against the last summer's post-lockdown new signed contract boom combined with the inability of new inventory to keep up have kept sales from rising in recent months."

SINGLE FAMILY MATRIX Broward County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	569	742	-23.3%
< \$300K	71	96	-26.0%
\$300K - \$399K	133	181	-26.5%
\$400K - \$499K	128	161	-20.5%
\$500K - \$999K	184	227	-18.9%
\$1M - \$2.99M	48	67	-28.4%
\$3M - \$4.99M	3	5	-40.0%
\$5M - \$9.99M	2	4	-50.0%
≥ \$10M	0	1	-100.0%
New Listings (All)	806	926	-13.0%
< \$300K	67	65	3.1%
\$300K - \$399K	147	203	-27.6%
\$400K - \$499K	189	160	18.1%
\$500K - \$999K	281	350	-19.7%
\$1M - \$2.99M	99	109	-9.2%
\$3M - \$4.99M	10	19	-47.4%
\$5M - \$9.99M	10	14	-28.6%
≥ \$10M	3	6	-50.0%



CONDO MATRIX Broward County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	796	866	-8.1%
< \$200K	358	417	-14.1%
\$200K - \$299K	204	204	0.0%
\$300K - \$399K	118	127	-7.1%
\$400K - \$599K	68	60	13.3%
\$600K - \$999K	28	33	-15.2%
\$1M - \$2.99M	17	19	-10.5%
\$3M - \$4.99M	3	6	-50.0%
≥ \$5M	0	0	
New Listings (All)	1,068	1,643	-35.0%
< \$200K	425	624	-31.9%
\$200K - \$299K	265	430	-38.4%
\$300K - \$399K	134	222	-39.6%
\$400K - \$599K	121	197	-38.6%
\$600K - \$999K	72	89	-19.1%
\$1M - \$2.99M	48	74	-35.1%
\$3M - \$4.99M	1	5	-80.0%
≥ \$5M	2	2	0.0%

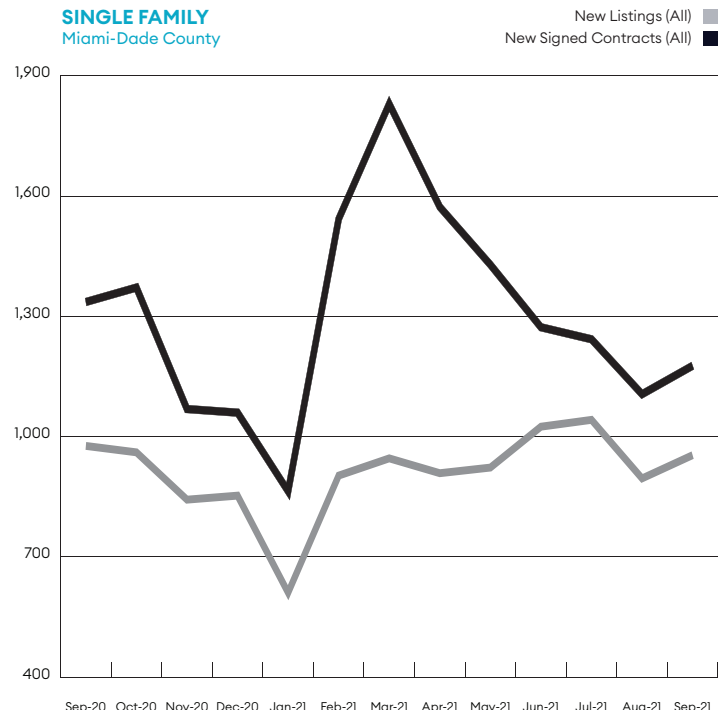


Source: BeachesMLS

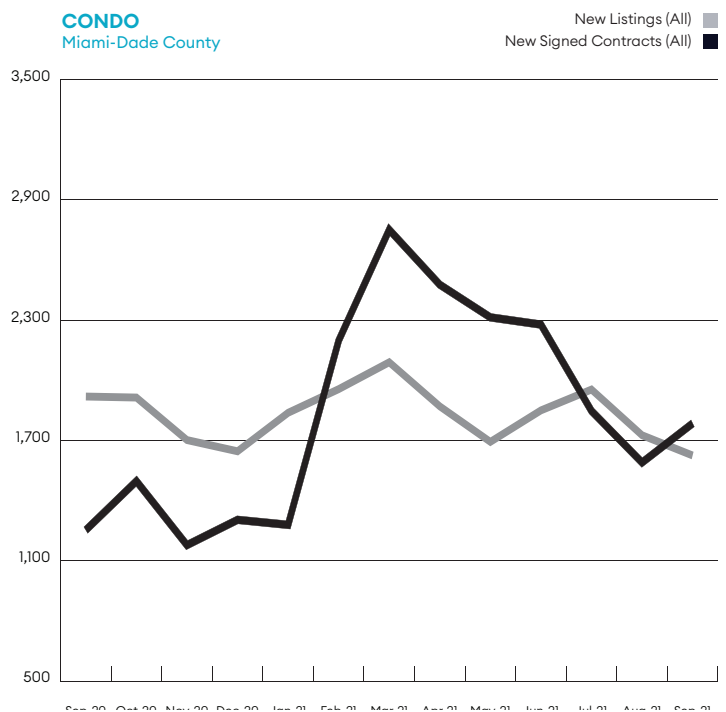
Miami-Dade County

"Single family new signed contract levels and new inventory slipped annually as the market slowly returned to seasonal patterns. Condos fared much better with a surge in newly signed contracts over the year but were still restrained by the decline in new inventory."

SINGLE FAMILY MATRIX Miami-Dade County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,177	1,336	-11.9%
< \$300K	84	81	3.7%
\$300K - \$399K	248	303	-18.2%
\$400K - \$499K	340	348	-2.3%
\$500K - \$999K	342	401	-14.7%
\$1M - \$2.99M	125	155	-19.4%
\$3M - \$4.99M	22	28	-21.4%
\$5M - \$9.99M	13	13	0.0%
≥ \$10M	3	7	-57.1%
New Listings (All)	954	977	-2.4%
< \$300K	52	58	-10.3%
\$300K - \$399K	140	134	4.5%
\$400K - \$499K	214	234	-8.5%
\$500K - \$999K	334	353	-5.4%
\$1M - \$2.99M	146	123	18.7%
\$3M - \$4.99M	34	33	3.0%
\$5M - \$9.99M	24	21	14.3%
≥ \$10M	10	21	-52.4%



CONDO MATRIX Miami-Dade County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,785	1,253	42.5%
< \$200K	312	219	42.5%
\$200K - \$299K	464	322	44.1%
\$300K - \$399K	393	268	46.6%
\$400K - \$599K	304	216	40.7%
\$600K - \$999K	168	126	33.3%
\$1M - \$2.99M	112	82	36.6%
\$3M - \$4.99M	23	11	109.1%
≥ \$5M	9	9	0.0%
New Listings (All)	1,625	1,919	-15.3%
< \$200K	204	233	-12.4%
\$200K - \$299K	352	414	-15.0%
\$300K - \$399K	291	361	-19.4%
\$400K - \$599K	290	336	-13.7%
\$600K - \$999K	221	269	-17.8%
\$1M - \$2.99M	199	238	-16.4%
\$3M - \$4.99M	29	40	-27.5%
≥ \$5M	39	28	39.3%

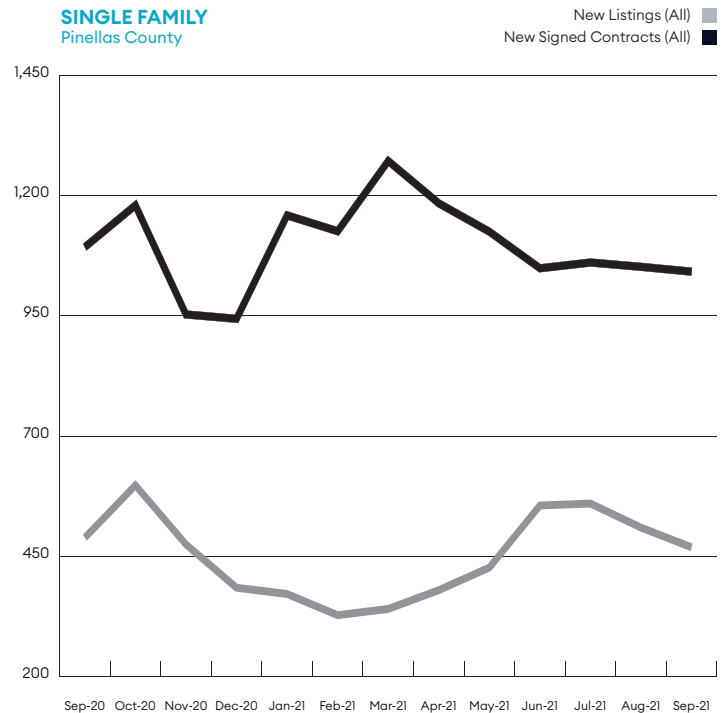


Source: Miami Association of REALTORS, INC. MLS

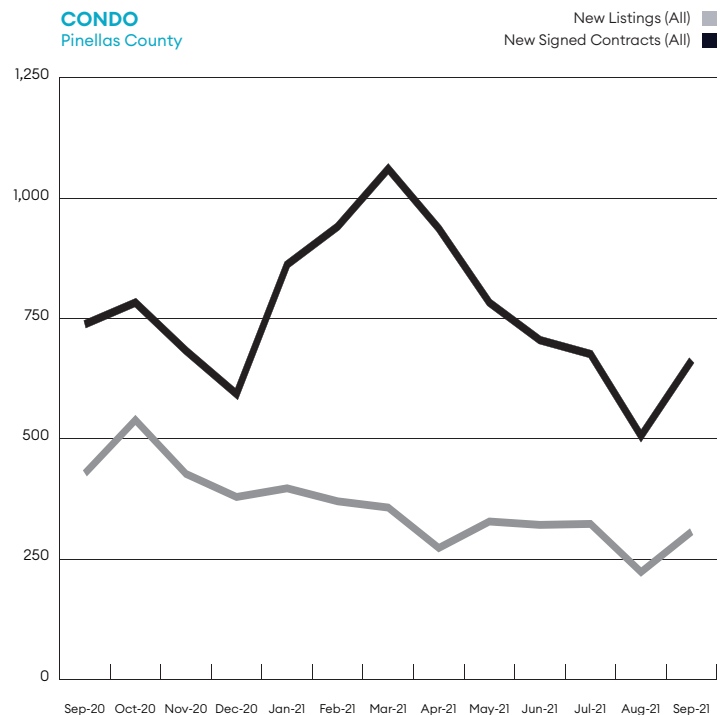
Pinellas County

"Single family and condo new signed contract levels and new inventory declined year over year as the market slowly returned to seasonal patterns. Single family new signed contracts over the \$1 million threshold saw the most annual growth."

SINGLE FAMILY MATRIX Pinellas County	SEP 2021	SEP 2020	%Δ (yr)
New Signed Contracts (All)	1,042	1,093	-4.7%
< \$200K	49	118	-58.5%
\$200K - \$299K	252	356	-29.2%
\$300K - \$399K	289	252	14.7%
\$400K - \$499K	186	123	51.2%
\$500K - \$599K	77	88	-12.5%
\$600K - \$799K	78	66	18.2%
\$800K - \$999K	41	45	-8.9%
≥ \$1M	70	45	55.6%
New Listings (All)	469	489	-4.1%
< \$200K	14	42	-66.7%
\$200K - \$299K	95	123	-22.8%
\$300K - \$399K	137	103	33.0%
\$400K - \$499K	79	55	43.6%
\$500K - \$599K	30	39	-23.1%
\$600K - \$799K	43	46	-6.5%
\$800K - \$999K	21	24	-12.5%
≥ \$1M	50	57	-12.3%



CONDO MATRIX Pinellas County	SEP 2021	SEP 2020	%Δ (yr)
New Signed Contracts (All)	663	738	-10.2%
< \$200K	269	342	-21.3%
\$200K - \$299K	156	152	2.6%
\$300K - \$399K	82	99	-17.2%
\$400K - \$499K	46	42	9.5%
\$500K - \$599K	31	36	-13.9%
\$600K - \$799K	33	28	17.9%
\$800K - \$999K	26	14	85.7%
≥ \$1M	20	25	-20.0%
New Listings (All)	307	428	-28.3%
< \$200K	85	196	-56.6%
\$200K - \$299K	58	71	-18.3%
\$300K - \$399K	56	58	-3.4%
\$400K - \$499K	32	25	28.0%
\$500K - \$599K	23	28	-17.9%
\$600K - \$799K	30	20	50.0%
\$800K - \$999K	5	14	-64.3%
≥ \$1M	18	16	12.5%

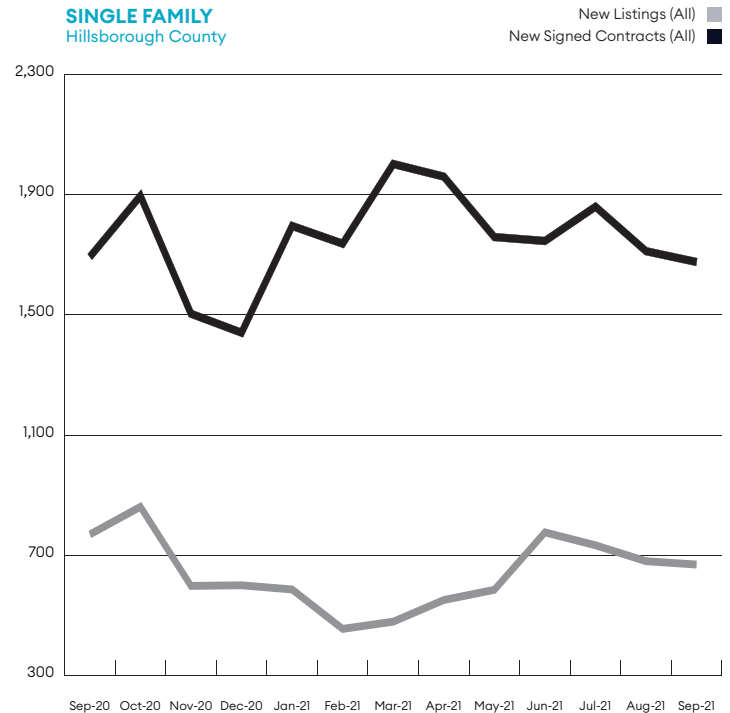


Source: Stellar MLS

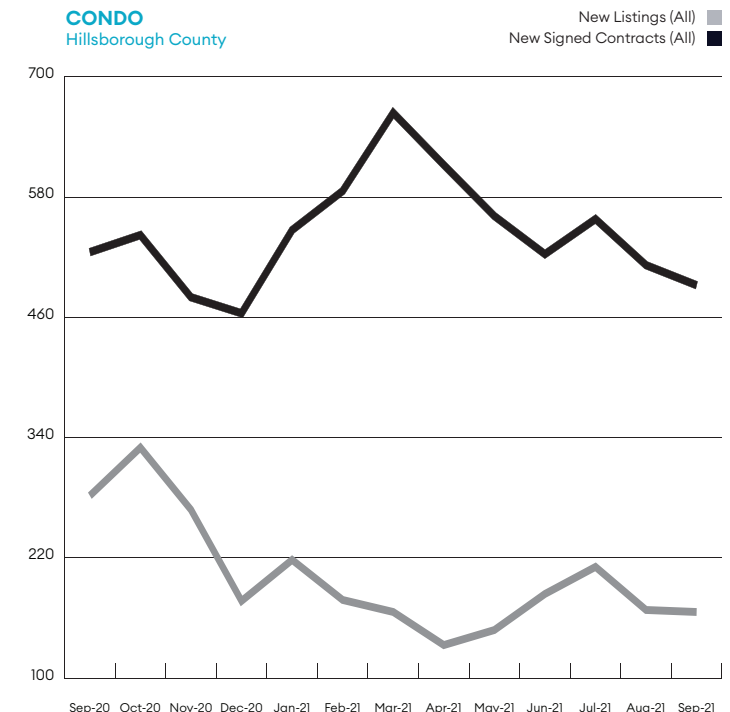
Hillsborough County

"Single family and condo new signed contract levels and new inventory declined year over year as the market slowly returned to seasonal patterns. However, the overall annual declines reflected a shift in the mix of activity since most price tranches for both property types showed gains."

SINGLE FAMILY MATRIX Hillsborough County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,676	1,693	-1.0%
< \$200K	69	184	-62.5%
\$200K - \$299K	373	745	-49.9%
\$300K - \$399K	616	381	61.7%
\$400K - \$499K	280	163	71.8%
\$500K - \$599K	128	73	75.3%
\$600K - \$799K	109	73	49.3%
\$800K - \$999K	41	27	51.9%
≥ \$1M	60	47	27.7%
New Listings (All)	670	770	-13.0%
< \$200K	26	43	-39.5%
\$200K - \$299K	127	253	-49.8%
\$300K - \$399K	194	191	1.6%
\$400K - \$499K	141	97	45.4%
\$500K - \$599K	52	53	-1.9%
\$600K - \$799K	53	62	-14.5%
\$800K - \$999K	29	27	7.4%
≥ \$1M	48	44	9.1%



CONDO MATRIX Hillsborough County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	492	525	-6.3%
< \$200K	176	284	-38.0%
\$200K - \$299K	201	159	26.4%
\$300K - \$399K	59	43	37.2%
\$400K - \$499K	23	16	43.8%
\$500K - \$599K	8	7	14.3%
\$600K - \$799K	19	9	111.1%
\$800K - \$999K	3	1	200.0%
≥ \$1M	3	6	-50.0%
New Listings (All)	166	282	-41.1%
< \$200K	45	120	-62.5%
\$200K - \$299K	64	72	-11.1%
\$300K - \$399K	27	30	-10.0%
\$400K - \$499K	9	26	-65.4%
\$500K - \$599K	4	12	-66.7%
\$600K - \$799K	11	9	22.2%
\$800K - \$999K	1	1	0.0%
≥ \$1M	5	12	-58.3%

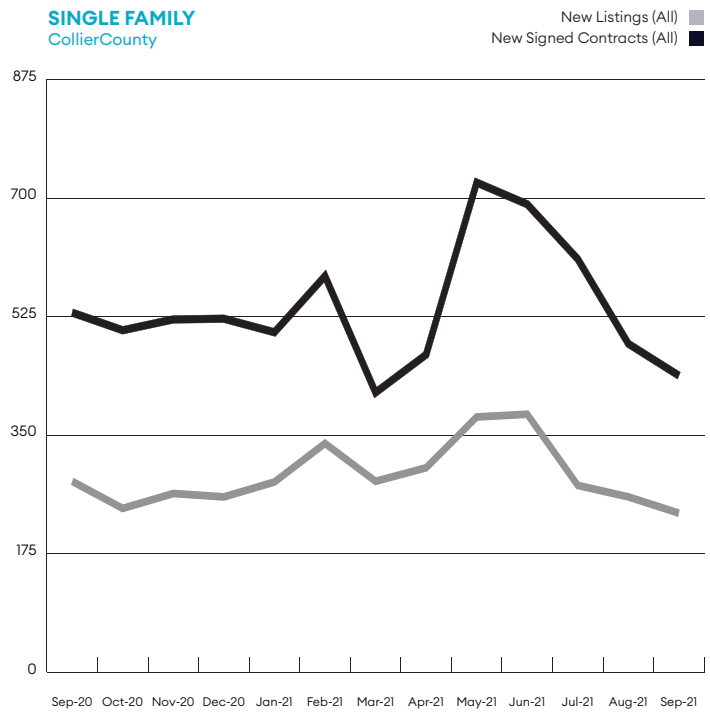


Source: Stellar MLS

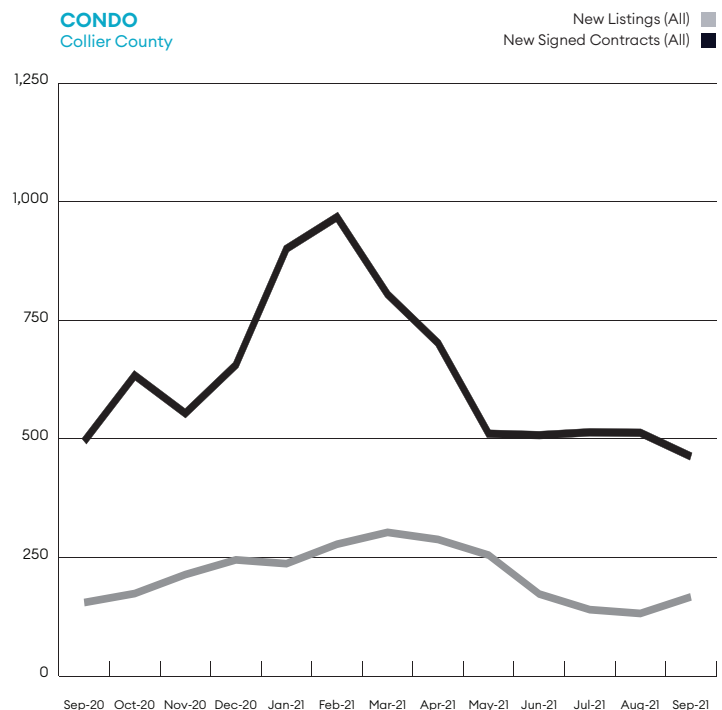
Collier County

"Single family new signed contract levels and new inventory declined annually as the market slowly returned to seasonal patterns. Condos also saw a modest decline in newly signed contracts but experienced a slight gain in new inventory, even though overall supply remained chronically low."

SINGLE FAMILY MATRIX Collier County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	438	531	-17.5%
< \$300K	15	14	7.1%
\$300K-\$499K	136	156	-12.8%
\$500K-\$699K	102	144	-29.2%
\$700K-\$899K	66	71	-7.0%
\$900K-\$999K	23	14	64.3%
\$1M-\$1.99M	66	89	-25.8%
\$2M-\$4.99M	24	37	-35.1%
≥ \$5M	6	6	0.0%
New Listings (All)	235	282	-16.7%
< \$300K	4	8	-50.0%
\$300K-\$499K	48	51	-5.9%
\$500K-\$699K	53	67	-20.9%
\$700K-\$899K	39	50	-22.0%
\$900K-\$999K	6	10	-40.0%
\$1M-\$1.99M	48	50	-4.0%
\$2M-\$4.99M	22	35	-37.1%
≥ \$5M	15	11	36.4%



CONDO MATRIX Collier County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	463	495	-6.5%
< \$300K	153	170	-10.0%
\$300K-\$499K	173	178	-2.8%
\$500K-\$599K	34	40	-15.0%
\$600K-\$699K	22	27	-18.5%
\$700K-\$799K	18	10	80.0%
\$800K-\$999K	18	16	12.5%
\$1M-\$1.99M	33	29	13.8%
≥ \$2M	12	25	-52.0%
New Listings (All)	167	155	7.7%
< \$300K	35	47	-25.5%
\$300K-\$499K	57	26	119.2%
\$500K-\$599K	18	15	20.0%
\$600K-\$699K	13	15	-13.3%
\$700K-\$799K	4	15	-73.3%
\$800K-\$999K	12	13	-7.7%
\$1M-\$1.99M	14	19	-26.3%
≥ \$2M	14	5	180.0%



Source: Southwest Florida MLS

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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