

Elliman Report

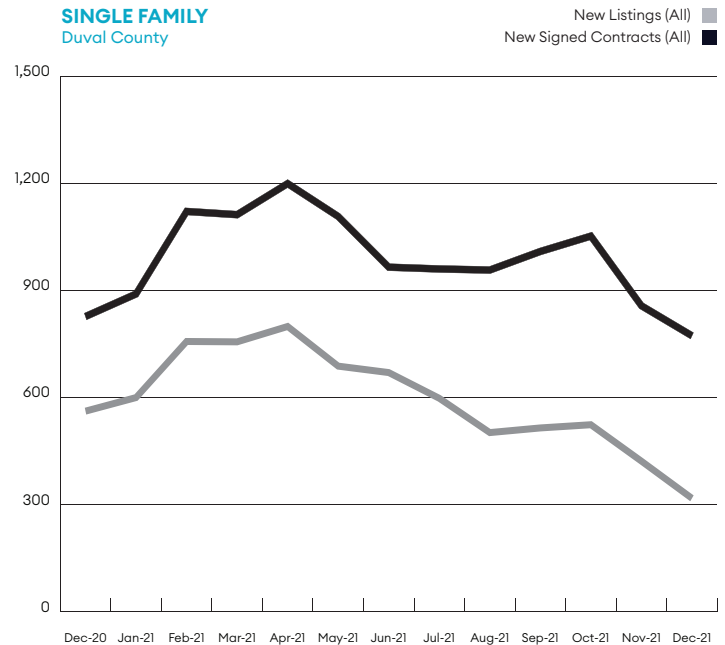
Florida

December 2021 New Signed Contracts

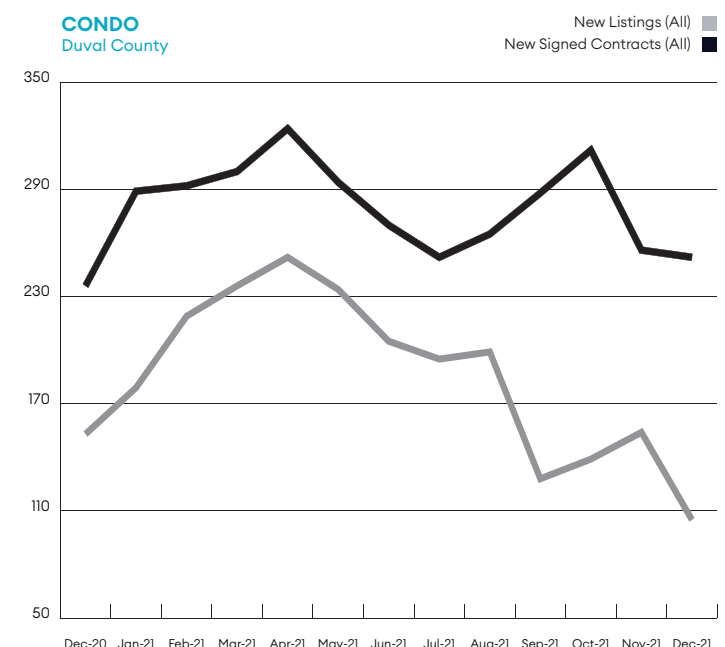
Duval County

"The sharp annual decline in newly signed contracts for single families for the fourth time in five months was due to the persistent yearly drop in new listings. On the other hand, newly signed contracts for condos have increased year over year for the fifth consecutive month but without the same intensity of decline in new inventory seen in the single family market."

SINGLE FAMILY MATRIX Duval County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	773	827	-6.5%
< \$200K	180	163	10.4%
\$200K-\$299K	228	277	-17.7%
\$300K-\$399K	212	205	3.4%
\$400K-\$499K	64	77	-16.9%
\$500K-\$599K	33	41	-19.5%
\$600K-\$799K	35	37	-5.4%
\$800K-\$999K	11	17	-35.3%
≥ \$1M	10	10	0.0%
New Listings (All)	318	562	-43.4%
< \$200K	76	131	-42.0%
\$200K-\$299K	88	141	-37.6%
\$300K-\$399K	73	153	-52.3%
\$400K-\$499K	30	64	-53.1%
\$500K-\$599K	11	18	-38.9%
\$600K-\$799K	14	26	-46.2%
\$800K-\$999K	16	10	60.0%
≥ \$1M	10	19	-47.4%



CONDO MATRIX Duval County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	252	236	6.8%
< \$200K	90	95	-5.3%
\$200K-\$299K	112	107	4.7%
\$300K-\$399K	22	20	10.0%
\$400K-\$499K	9	4	125.0%
\$500K-\$599K	11	5	120.0%
\$600K-\$799K	4	1	300.0%
\$800K-\$999K	0	3	-100.0%
≥ \$1M	4	1	300.0%
New Listings (All)	105	153	-31.4%
< \$200K	27	45	-40.0%
\$200K-\$299K	63	71	-11.3%
\$300K-\$399K	9	21	-57.1%
\$400K-\$499K	0	5	-100.0%
\$500K-\$599K	1	2	-50.0%
\$600K-\$799K	5	2	150.0%
\$800K-\$999K	0	2	-100.0%
≥ \$1M	0	5	-100.0%

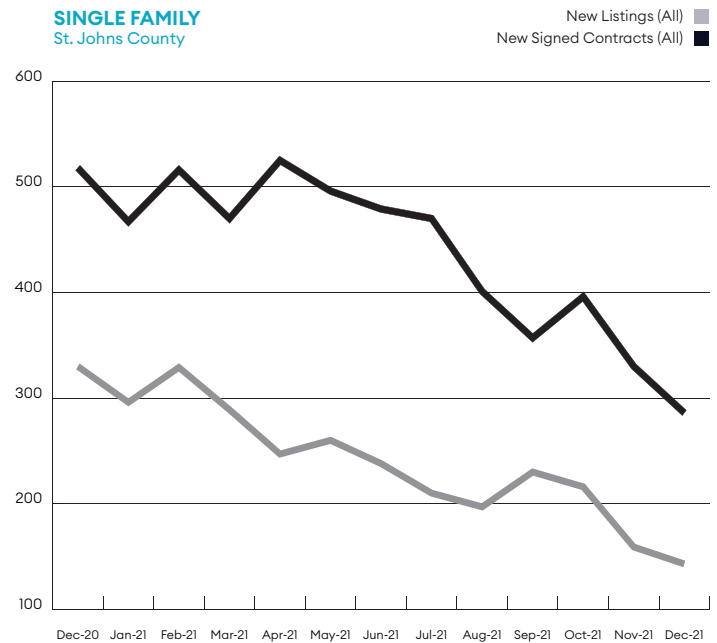


Source: Northeast Florida MLS

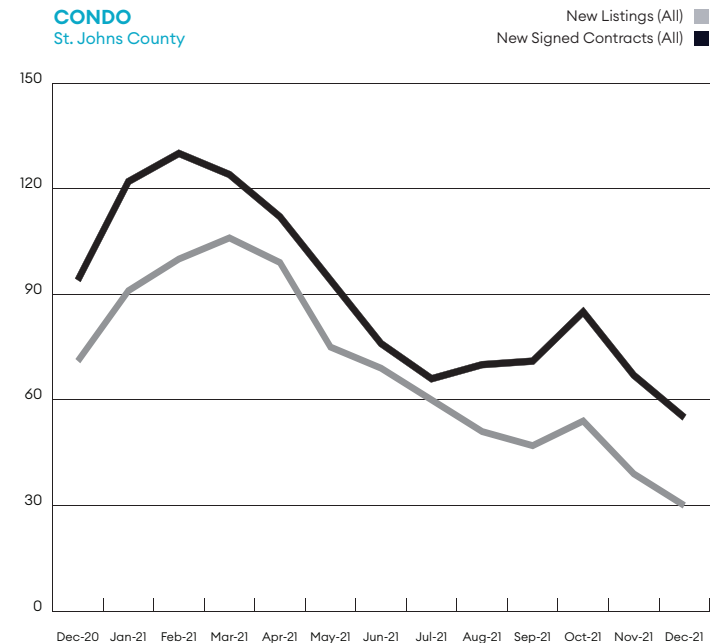
St. Johns County

"Newly signed single family and condo contracts fell year over year for the fifth consecutive month due to the expanding level of significant new listing declines over the same period."

SINGLE FAMILY MATRIX St. Johns County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	286	518	-44.8%
< \$200K	1	5	-80.0%
\$200K-\$299K	21	31	-32.3%
\$300K-\$399K	59	106	-44.3%
\$400K-\$499K	77	149	-48.3%
\$500K-\$599K	43	75	-42.7%
\$600K-\$799K	49	89	-44.9%
\$800K-\$999K	19	27	-29.6%
≥ \$1M	17	36	-52.8%
New Listings (All)	143	330	-56.7%
< \$200K	2	2	0.0%
\$200K-\$299K	1	10	-90.0%
\$300K-\$399K	37	72	-48.6%
\$400K-\$499K	36	102	-64.7%
\$500K-\$599K	20	44	-54.5%
\$600K-\$799K	19	53	-64.2%
\$800K-\$999K	10	27	-63.0%
≥ \$1M	18	20	-10.0%



CONDO MATRIX St. Johns County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	55	94	-41.5%
< \$200K	5	16	-68.8%
\$200K-\$299K	23	42	-45.2%
\$300K-\$399K	12	16	-25.0%
\$400K-\$499K	8	8	0.0%
\$500K-\$599K	2	4	-50.0%
\$600K-\$799K	2	3	-33.3%
\$800K-\$999K	0	4	-100.0%
≥ \$1M	3	1	200.0%
New Listings (All)	30	71	-57.7%
< \$200K	1	7	-85.7%
\$200K-\$299K	12	19	-36.8%
\$300K-\$399K	13	21	-38.1%
\$400K-\$499K	1	8	-87.5%
\$500K-\$599K	0	10	-100.0%
\$600K-\$799K	2	3	-33.3%
\$800K-\$999K	1	0	-100.0%
≥ \$1M	0	3	-100.0%

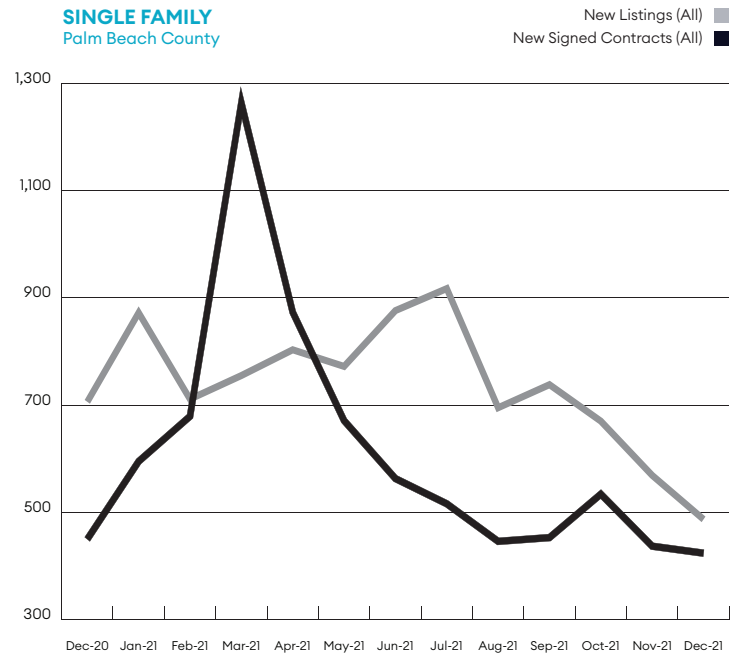


Northeast Florida MLS

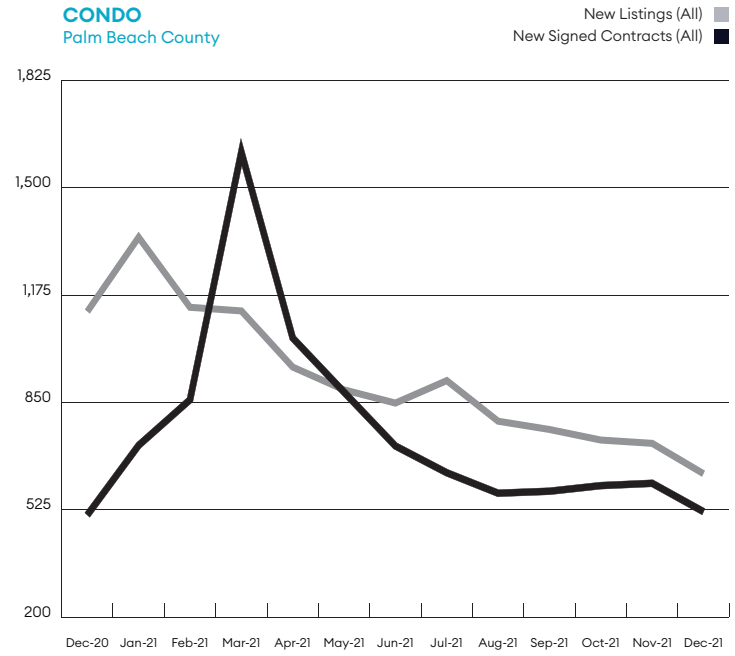
Palm Beach County

"Despite the fifth modest decline of newly signed single family contracts in six months, annual gains were significantly above the \$5 million price threshold. In contrast, newly signed condo contracts rose annually for the twenty-first time in twenty-two months."

SINGLE FAMILY MATRIX Palm Beach County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	424	450	-5.8%
< \$300K	43	60	-28.3%
\$300K - \$399K	73	84	-13.1%
\$400K - \$499K	54	97	-44.3%
\$500K - \$999K	179	139	28.8%
\$1M - \$2.99M	41	49	-16.3%
\$3M - \$4.99M	13	11	18.2%
\$5M - \$9.99M	11	6	83.3%
≥ \$10M	10	4	150.0%
New Listings (All)	487	706	-31.0%
< \$300K	38	47	-19.1%
\$300K - \$399K	61	114	-46.5%
\$400K - \$499K	71	144	-50.7%
\$500K - \$999K	169	248	-31.9%
\$1M - \$2.99M	99	103	-3.9%
\$3M - \$4.99M	19	23	-17.4%
\$5M - \$9.99M	16	16	0.0%
≥ \$10M	14	11	27.3%



CONDO MATRIX Palm Beach County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	519	509	2.0%
< \$200K	182	213	-14.6%
\$200K - \$299K	142	115	23.5%
\$300K - \$399K	70	81	-13.6%
\$400K - \$599K	64	44	45.5%
\$600K - \$999K	21	24	-12.5%
\$1M - \$2.99M	33	29	13.8%
\$3M - \$4.99M	3	3	0.0%
≥ \$5M	4	0	
New Listings (All)	634	1,125	-43.6%
< \$200K	216	406	-46.8%
\$200K - \$299K	149	284	-47.5%
\$300K - \$399K	81	170	-52.4%
\$400K - \$599K	70	116	-39.7%
\$600K - \$999K	53	75	-29.3%
\$1M - \$2.99M	51	54	-5.6%
\$3M - \$4.99M	8	9	-11.1%
≥ \$5M	6	11	-45.5%

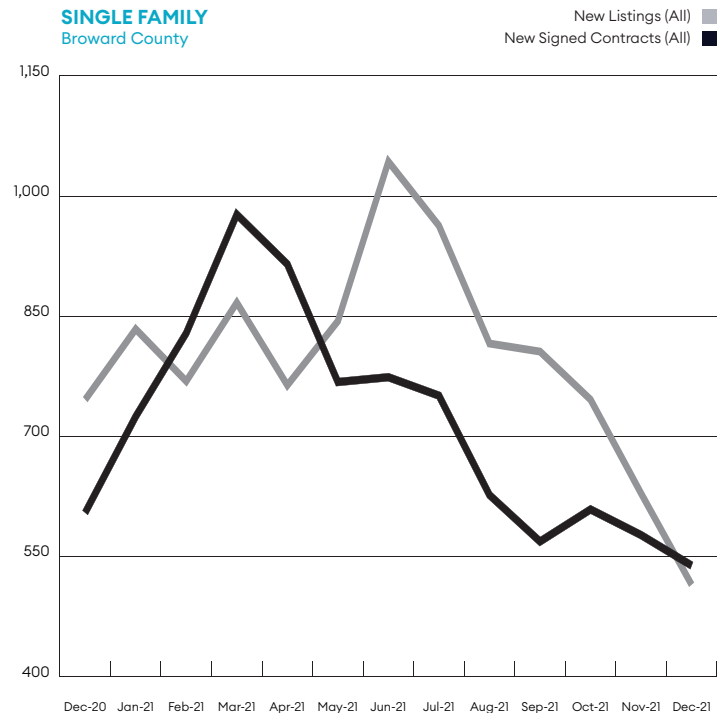


Source: BeachesMLS

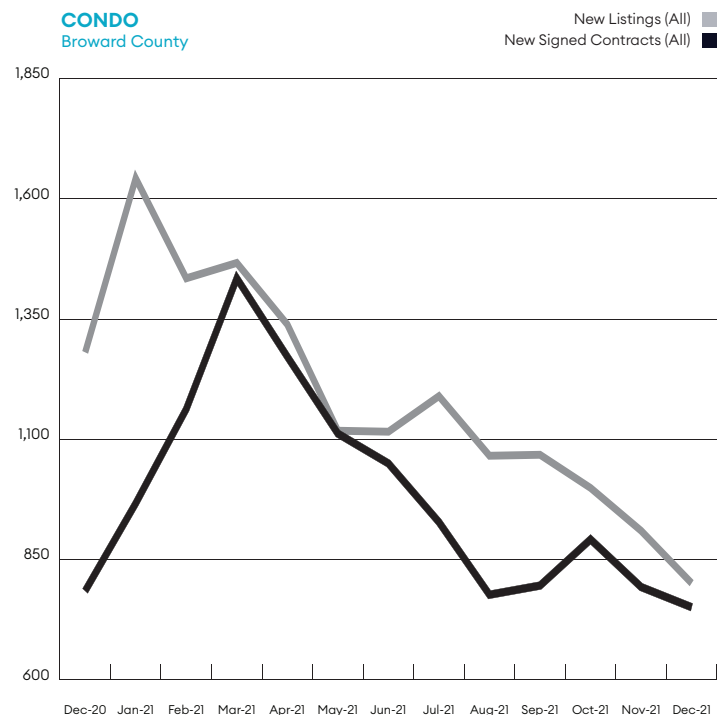
Broward County

"Since the summer, the year-over-year decline in newly signed contracts for single families and condos was due to the persistent annual drop in new listings over a similar period."

SINGLE FAMILY MATRIX Broward County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	539	605	-10.9%
< \$300K	65	78	-16.7%
\$300K - \$399K	115	148	-22.3%
\$400K - \$499K	121	131	-7.6%
\$500K - \$999K	182	185	-1.6%
\$1M - \$2.99M	43	55	-21.8%
\$3M - \$4.99M	5	4	25.0%
\$5M - \$9.99M	6	3	100.0%
≥ \$10M	2	1	100.0%
New Listings (All)	515	746	-31.0%
< \$300K	41	52	-21.2%
\$300K - \$399K	105	163	-35.6%
\$400K - \$499K	99	129	-23.3%
\$500K - \$999K	181	282	-35.8%
\$1M - \$2.99M	65	88	-26.1%
\$3M - \$4.99M	12	16	-25.0%
\$5M - \$9.99M	9	11	-18.2%
≥ \$10M	3	5	-40.0%



CONDO MATRIX Broward County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	751	785	-4.3%
< \$200K	331	378	-12.4%
\$200K - \$299K	179	185	-3.2%
\$300K - \$399K	117	115	1.7%
\$400K - \$599K	75	55	36.4%
\$600K - \$999K	30	30	0.0%
\$1M - \$2.99M	18	17	5.9%
\$3M - \$4.99M	1	5	-80.0%
≥ \$5M	0	0	
New Listings (All)	801	1,281	-37.5%
< \$200K	363	486	-25.3%
\$200K - \$299K	165	335	-50.7%
\$300K - \$399K	103	173	-40.5%
\$400K - \$599K	87	154	-43.5%
\$600K - \$999K	41	70	-41.4%
\$1M - \$2.99M	34	58	-41.4%
\$3M - \$4.99M	5	4	25.0%
≥ \$5M	3	1	200.0%

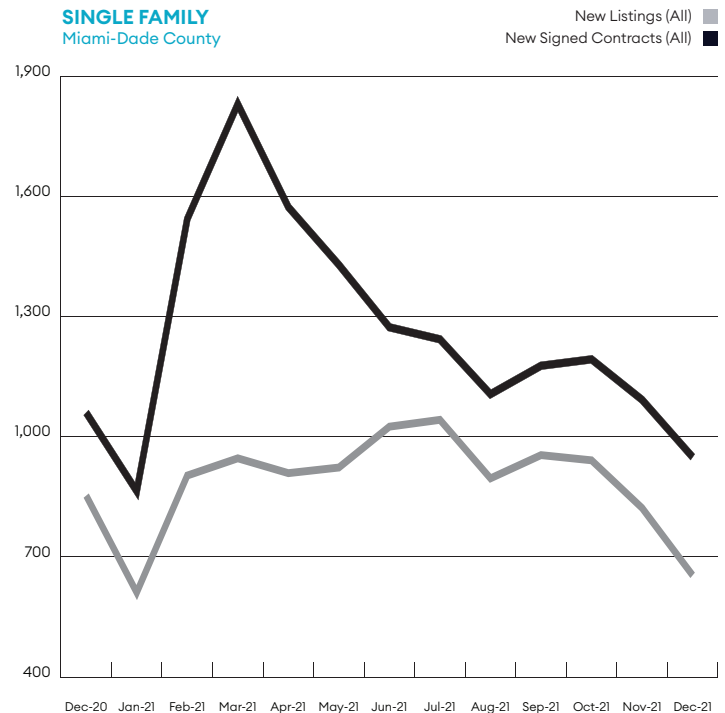


Source: BeachesMLS

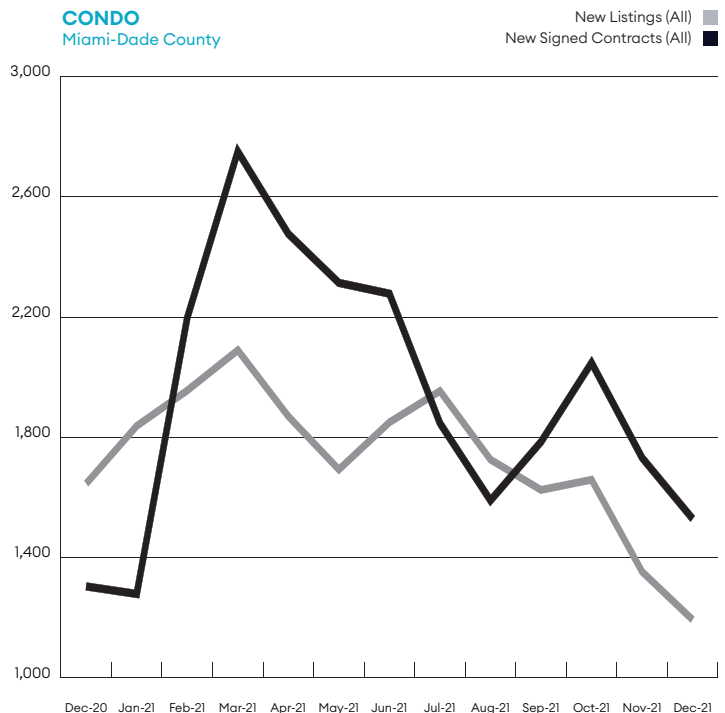
Miami-Dade County

"Newly signed contracts for single families declined year over year, finishing the year without a consistent pattern. However, newly signed contracts of condos rose annually for the eleventh consecutive month and the sixteenth of the last seventeen months."

SINGLE FAMILY MATRIX Miami-Dade County	DEC 2021	DEC 2020	%Δ (yr)
New Signed Contracts (All)	949	1,060	-10.5%
< \$300K	64	64	0.0%
\$300K - \$399K	151	240	-37.1%
\$400K - \$499K	222	276	-19.6%
\$500K - \$999K	348	318	9.4%
\$1M - \$2.99M	119	123	-3.3%
\$3M - \$4.99M	22	22	0.0%
\$5M - \$9.99M	11	11	0.0%
≥ \$10M	12	6	100.0%
New Listings (All)	654	853	-23.3%
< \$300K	29	50	-42.0%
\$300K - \$399K	108	117	-7.7%
\$400K - \$499K	130	205	-36.6%
\$500K - \$999K	233	308	-24.4%
\$1M - \$2.99M	107	108	-0.9%
\$3M - \$4.99M	22	29	-24.1%
\$5M - \$9.99M	15	18	-16.7%
≥ \$10M	10	18	-44.4%



CONDO MATRIX Miami-Dade County	DEC 2021	DEC 2020	%Δ (yr)
New Signed Contracts (All)	1,529	1,304	17.3%
< \$200K	214	228	-6.1%
\$200K - \$299K	370	336	10.1%
\$300K - \$399K	284	279	1.8%
\$400K - \$599K	264	225	17.3%
\$600K - \$999K	196	131	49.6%
\$1M - \$2.99M	157	85	84.7%
\$3M - \$4.99M	26	11	136.4%
≥ \$5M	18	9	100.0%
New Listings (All)	1,193	1,646	-27.5%
< \$200K	141	200	-29.5%
\$200K - \$299K	206	355	-42.0%
\$300K - \$399K	216	310	-30.3%
\$400K - \$599K	214	288	-25.7%
\$600K - \$999K	182	231	-21.2%
\$1M - \$2.99M	169	204	-17.2%
\$3M - \$4.99M	25	34	-26.5%
≥ \$5M	40	24	66.7%

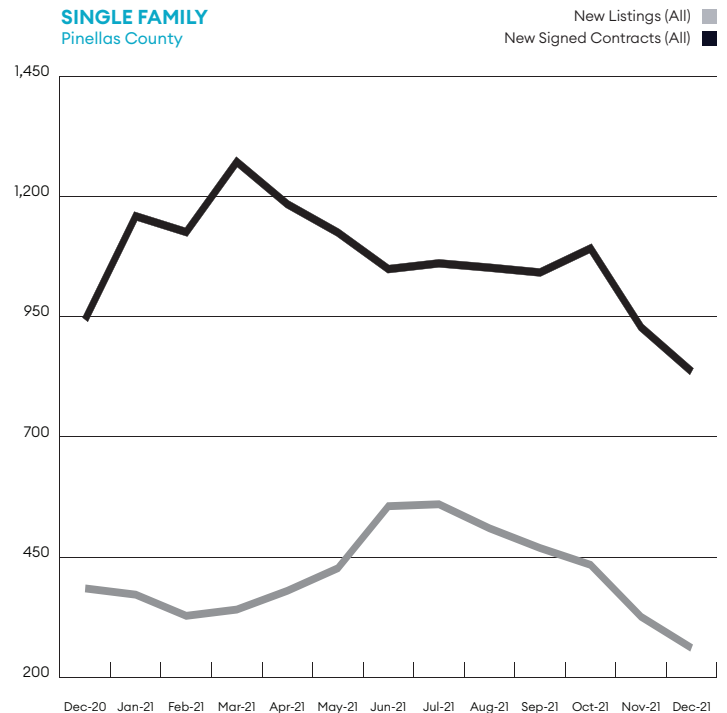


Source: Miami Association of REALTORS, INC. MLS

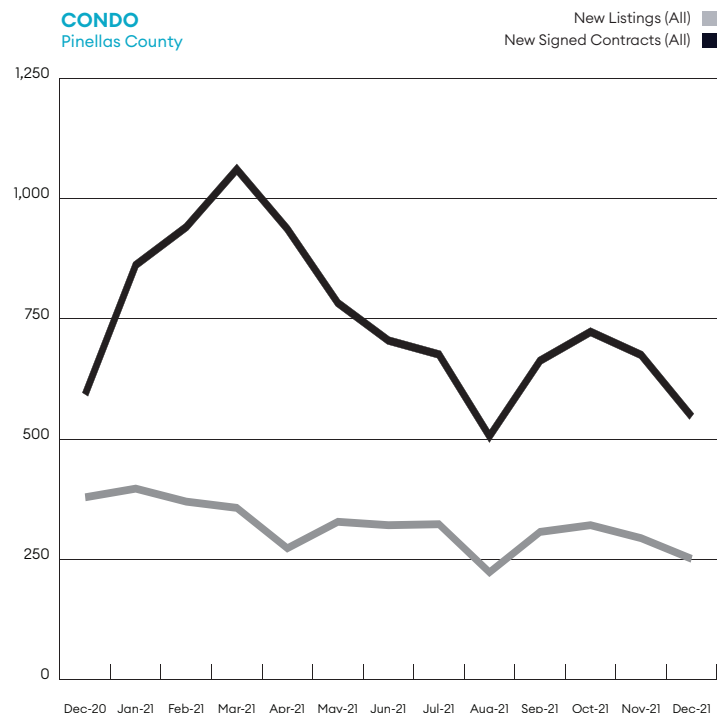
Pinellas County

"Newly signed single family and condo contracts fell year over year since the summer due to the cumulative impact of annual declines in new listings."

SINGLE FAMILY MATRIX Pinellas County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	836	944	-11.4%
< \$200K	36	108	-66.7%
\$200K - \$299K	169	334	-49.4%
\$300K - \$399K	247	223	10.8%
\$400K - \$499K	135	97	39.2%
\$500K - \$599K	74	50	48.0%
\$600K - \$799K	89	67	32.8%
\$800K - \$999K	37	26	42.3%
≥ \$1M	49	39	25.6%
New Listings (All)	261	385	-32.2%
< \$200K	10	31	-67.7%
\$200K - \$299K	39	123	-68.3%
\$300K - \$399K	68	91	-25.3%
\$400K - \$499K	46	48	-4.2%
\$500K - \$599K	27	21	28.6%
\$600K - \$799K	30	31	-3.2%
\$800K - \$999K	8	19	-57.9%
≥ \$1M	33	21	57.1%



CONDO MATRIX Pinellas County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	547	593	-7.8%
< \$200K	192	271	-29.2%
\$200K - \$299K	117	107	9.3%
\$300K - \$399K	70	71	-1.4%
\$400K - \$499K	44	40	10.0%
\$500K - \$599K	30	30	0.0%
\$600K - \$799K	37	38	-2.6%
\$800K - \$999K	22	17	29.4%
≥ \$1M	35	19	84.2%
New Listings (All)	251	379	-33.8%
< \$200K	77	182	-57.7%
\$200K - \$299K	66	71	-7.0%
\$300K - \$399K	20	47	-57.4%
\$400K - \$499K	17	21	-19.0%
\$500K - \$599K	15	14	7.1%
\$600K - \$799K	26	22	18.2%
\$800K - \$999K	9	9	0.0%
≥ \$1M	21	13	61.5%

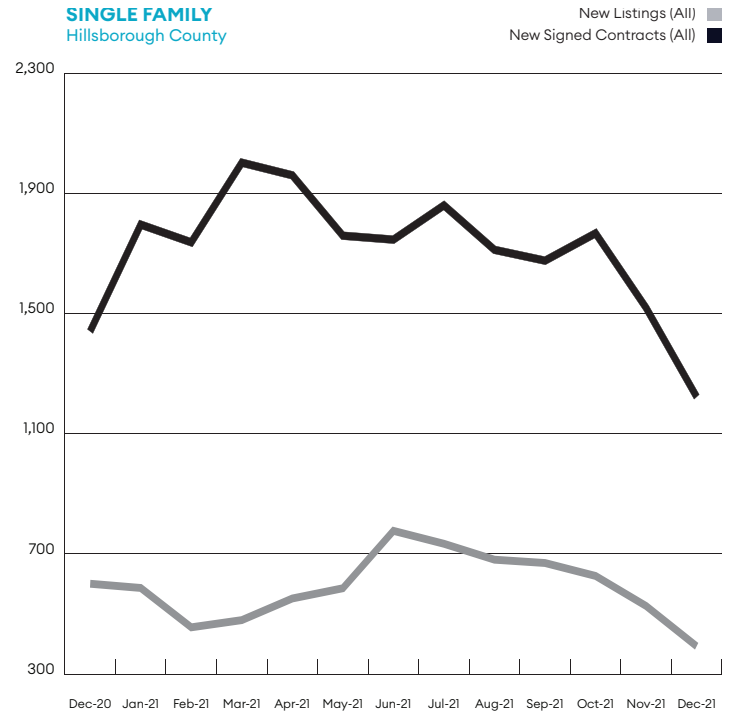


Source: Stellar MLS

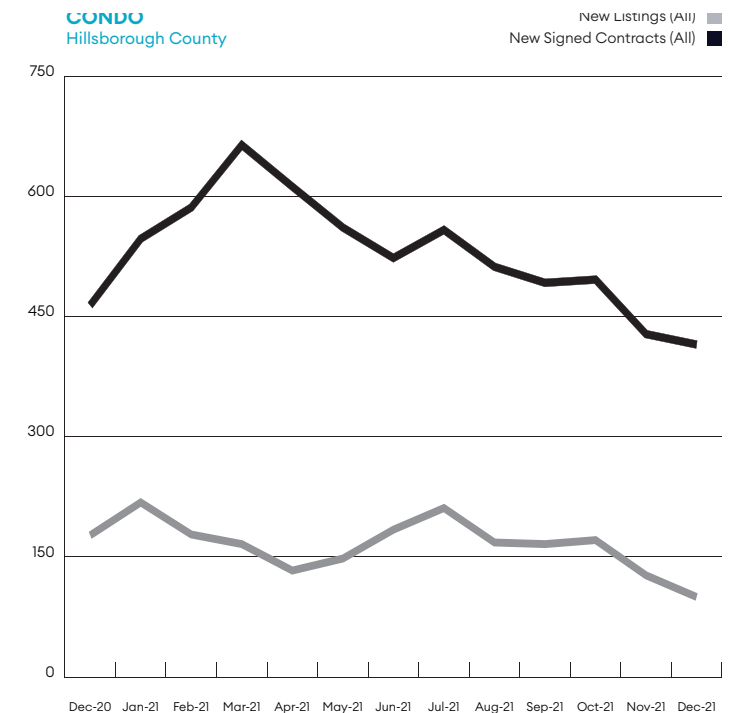
Hillsborough County

"Newly signed single family and condo contracts fell year over year since the summer due to the ongoing pattern of annual declines in new listings."

SINGLE FAMILY MATRIX Hillsborough County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	1,223	1,441	-15.1%
< \$200K	58	123	-52.8%
\$200K - \$299K	242	632	-61.7%
\$300K - \$399K	430	333	29.1%
\$400K - \$499K	216	156	38.5%
\$500K - \$599K	89	69	29.0%
\$600K - \$799K	109	56	94.6%
\$800K - \$999K	29	31	-6.5%
≥ \$1M	50	41	22.0%
New Listings (All)	393	601	-34.6%
< \$200K	13	52	-75.0%
\$200K - \$299K	61	209	-70.8%
\$300K - \$399K	112	146	-23.3%
\$400K - \$499K	94	76	23.7%
\$500K - \$599K	26	35	-25.7%
\$600K - \$799K	51	34	50.0%
\$800K - \$999K	14	13	7.7%
≥ \$1M	22	36	-38.9%



CONDO MATRIX Hillsborough County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	415	464	-10.6%
< \$200K	122	224	-45.5%
\$200K - \$299K	160	138	15.9%
\$300K - \$399K	70	47	48.9%
\$400K - \$499K	26	18	44.4%
\$500K - \$599K	6	18	-66.7%
\$600K - \$799K	21	13	61.5%
\$800K - \$999K	1	2	-50.0%
≥ \$1M	9	4	125.0%
New Listings (All)	100	177	-43.5%
< \$200K	30	79	-62.0%
\$200K - \$299K	31	58	-46.6%
\$300K - \$399K	21	18	16.7%
\$400K - \$499K	5	6	-16.7%
\$500K - \$599K	3	6	-50.0%
\$600K - \$799K	2	6	-66.7%
\$800K - \$999K	2	1	100.0%
≥ \$1M	6	3	100.0%

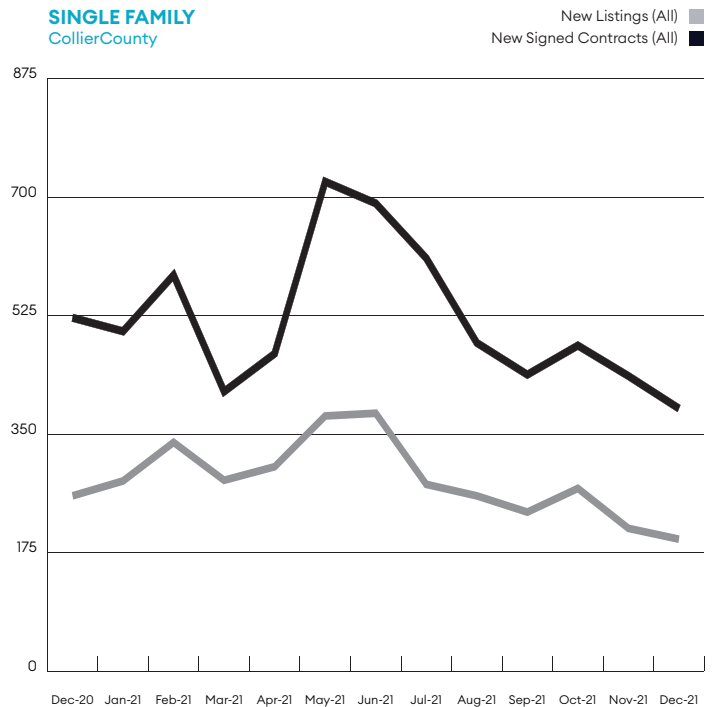


Source: Stellar MLS

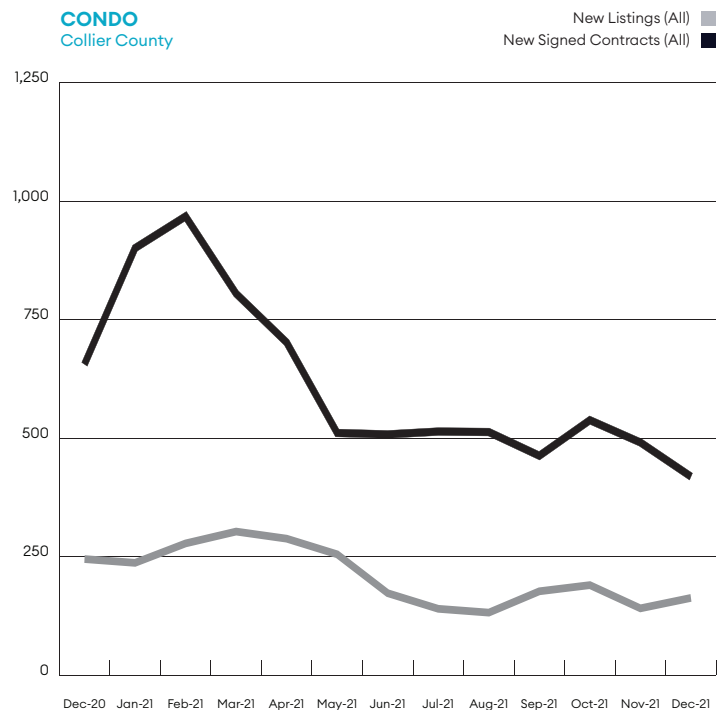
Collier County

"Newly signed single family and condo contracts fell year over year since the end of the summer as the decline in new listing expanded."

SINGLE FAMILY MATRIX Collier County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	388	522	-25.7%
< \$300K	5	14	-64.3%
\$300K-\$499K	81	153	-47.1%
\$500K-\$699K	95	141	-32.6%
\$700K-\$899K	74	70	5.7%
\$900K-\$999K	19	14	35.7%
\$1M-\$1.99M	64	87	-26.4%
\$2M-\$4.99M	34	37	-8.1%
≥ \$5M	16	6	166.7%
New Listings (All)	195	259	-24.7%
< \$300K	2	7	-71.4%
\$300K-\$499K	38	47	-19.1%
\$500K-\$699K	46	62	-25.8%
\$700K-\$899K	28	46	-39.1%
\$900K-\$999K	8	9	-11.1%
\$1M-\$1.99M	37	46	-19.6%
\$2M-\$4.99M	19	32	-40.6%
≥ \$5M	17	10	70.0%



CONDO MATRIX Collier County	DEC 2021	DEC 2020	%Δ (YR)
New Signed Contracts (All)	419	656	-36.1%
< \$300K	109	225	-51.6%
\$300K-\$499K	143	236	-39.4%
\$500K-\$599K	38	52	-26.9%
\$600K-\$699K	28	36	-22.2%
\$700K-\$799K	18	14	28.6%
\$800K-\$999K	18	22	-18.2%
\$1M-\$1.99M	37	38	-2.6%
≥ \$2M	28	33	-15.2%
New Listings (All)	163	245	-33.5%
< \$300K	18	75	-76.0%
\$300K-\$499K	41	41	0.0%
\$500K-\$599K	11	24	-54.2%
\$600K-\$699K	17	24	-29.2%
\$700K-\$799K	12	24	-50.0%
\$800K-\$999K	9	20	-55.0%
\$1M-\$1.99M	38	30	26.7%
≥ \$2M	17	7	142.9%



Source: Southwest Florida MLS

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

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