

# Elliman Report

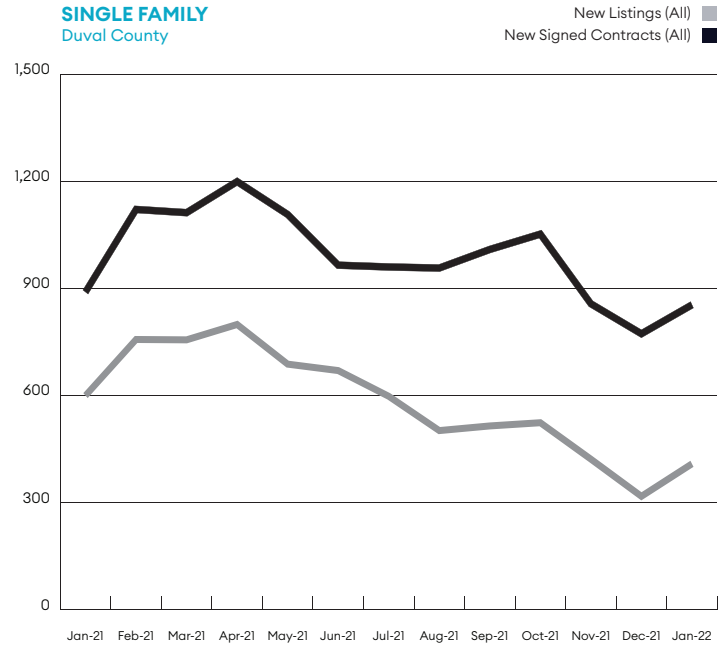
Florida

January 2022 New Signed Contracts

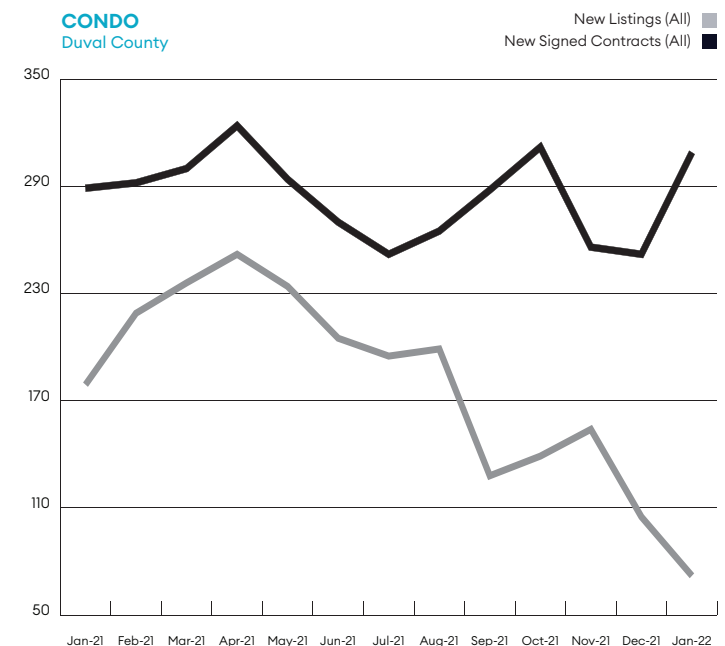
## Duval County

"Single family newly signed contracts have declined annually in five of the past six months, restrained by the sharp declines in new inventory over the same period. However, newly signed contracts for condos over the same period have shown consistent year over year gains."

SINGLE FAMILY MATRIX Duval County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	854	890	-4.0%
< \$200K	168	176	-4.5%
\$200K-\$299K	237	298	-20.5%
\$300K-\$399K	253	220	15.0%
\$400K-\$499K	92	83	10.8%
\$500K-\$599K	35	44	-20.5%
\$600K-\$799K	39	40	-2.5%
\$800K-\$999K	16	19	-15.8%
≥ \$1M	14	10	40.0%
<b>New Listings (All)</b>	409	600	-31.8%
< \$200K	78	140	-44.3%
\$200K-\$299K	108	151	-28.5%
\$300K-\$399K	109	164	-33.5%
\$400K-\$499K	53	68	-22.1%
\$500K-\$599K	25	19	31.6%
\$600K-\$799K	20	27	-25.9%
\$800K-\$999K	10	11	-9.1%
≥ \$1M	6	20	-70.0%



CONDO MATRIX Duval County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	309	289	6.9%
< \$200K	95	117	-18.8%
\$200K-\$299K	164	131	25.2%
\$300K-\$399K	30	25	20.0%
\$400K-\$499K	6	4	50.0%
\$500K-\$599K	3	7	-57.1%
\$600K-\$799K	5	1	400.0%
\$800K-\$999K	4	3	33.3%
≥ \$1M	2	1	100.0%
<b>New Listings (All)</b>	72	179	-59.8%
< \$200K	20	53	-62.3%
\$200K-\$299K	30	83	-63.9%
\$300K-\$399K	7	24	-70.8%
\$400K-\$499K	4	6	-33.3%
\$500K-\$599K	4	3	33.3%
\$600K-\$799K	2	3	-33.3%
\$800K-\$999K	1	2	-50.0%
≥ \$1M	4	5	-20.0%

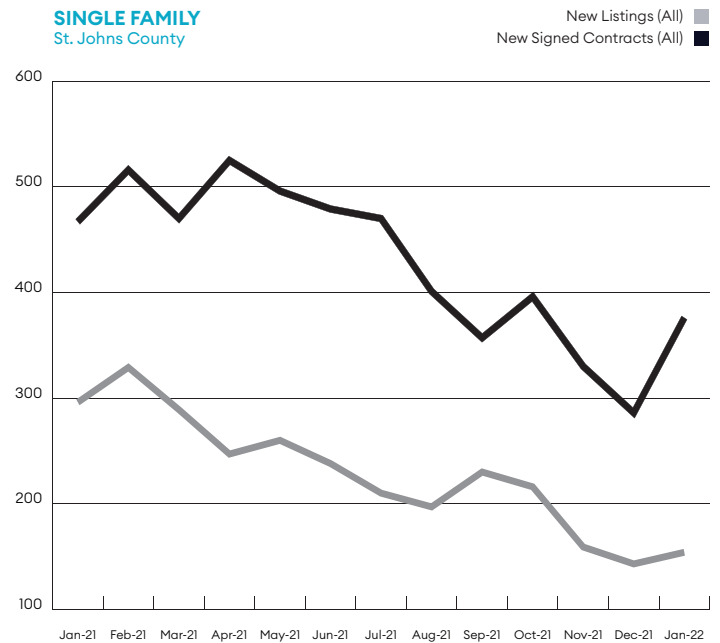


Source: Northeast Florida MLS

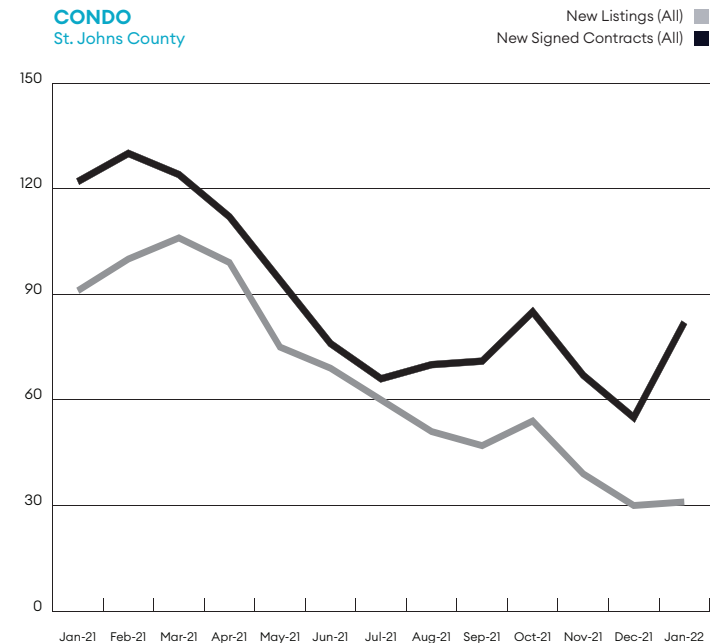
# St. Johns County

"Single family and condo newly signed contracts have declined annually in the past six months, restrained by the sharp declines in new inventory over the same period."

SINGLE FAMILY MATRIX St. Johns County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>376</b>	<b>467</b>	<b>-19.5%</b>
< \$200K	2	5	-60.0%
\$200K-\$299K	7	28	-75.0%
\$300K-\$399K	82	95	-13.7%
\$400K-\$499K	118	134	-11.9%
\$500K-\$599K	58	68	-14.7%
\$600K-\$799K	64	80	-20.0%
\$800K-\$999K	27	24	12.5%
≥ \$1M	18	33	-45.5%
<b>New Listings (All)</b>	<b>154</b>	<b>296</b>	<b>-48.0%</b>
< \$200K	2	1	100.0%
\$200K-\$299K	5	9	-44.4%
\$300K-\$399K	24	65	-63.1%
\$400K-\$499K	32	92	-65.2%
\$500K-\$599K	28	39	-28.2%
\$600K-\$799K	22	48	-54.2%
\$800K-\$999K	20	24	-16.7%
≥ \$1M	21	18	16.7%



CONDO MATRIX St. Johns County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>82</b>	<b>122</b>	<b>-32.8%</b>
< \$200K	7	21	-66.7%
\$200K-\$299K	23	54	-57.4%
\$300K-\$399K	33	21	57.1%
\$400K-\$499K	12	10	20.0%
\$500K-\$599K	1	5	-80.0%
\$600K-\$799K	2	4	-50.0%
\$800K-\$999K	1	5	-80.0%
≥ \$1M	3	2	50.0%
<b>New Listings (All)</b>	<b>31</b>	<b>91</b>	<b>-65.9%</b>
< \$200K	3	9	-66.7%
\$200K-\$299K	9	25	-64.0%
\$300K-\$399K	9	26	-65.4%
\$400K-\$499K	6	11	-45.5%
\$500K-\$599K	1	12	-91.7%
\$600K-\$799K	2	4	-50.0%
\$800K-\$999K	0	0	
≥ \$1M	1	4	-75.0%

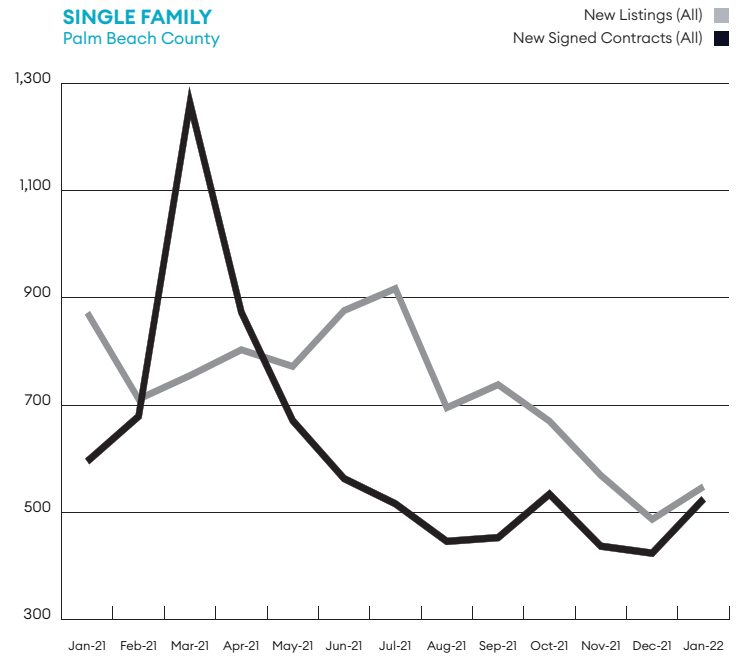


Northeast Florida MLS

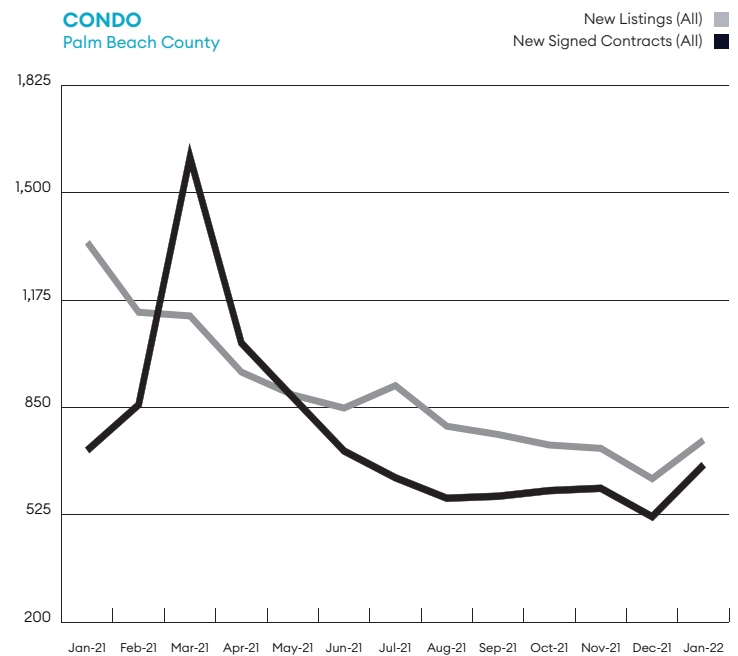
# Palm Beach County

"Single family newly signed contracts have declined year over year in six of the past seven months, held back by the sharp declines in new inventory over the same period. However, newly signed contracts for condos over the same period have shown year over year gains in the ten of the past twelve months."

SINGLE FAMILY MATRIX Palm Beach County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>525</b>	<b>595</b>	<b>-11.8%</b>
< \$300K	37	79	-53.2%
\$300K - \$399K	96	111	-13.5%
\$400K - \$499K	89	128	-30.5%
\$500K - \$999K	189	184	2.7%
\$1M - \$2.99M	75	65	15.4%
\$3M - \$4.99M	21	15	40.0%
\$5M - \$9.99M	14	8	75.0%
≥ \$10M	4	5	-20.0%
<b>New Listings (All)</b>	<b>548</b>	<b>872</b>	<b>-37.2%</b>
< \$300K	38	58	-34.5%
\$300K - \$399K	72	140	-48.6%
\$400K - \$499K	74	178	-58.4%
\$500K - \$999K	190	306	-37.9%
\$1M - \$2.99M	114	127	-10.2%
\$3M - \$4.99M	22	29	-24.1%
\$5M - \$9.99M	19	20	-5.0%
≥ \$10M	19	14	35.7%



CONDO MATRIX Palm Beach County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>676</b>	<b>720</b>	<b>-6.1%</b>
< \$200K	222	301	-26.2%
\$200K - \$299K	177	163	8.6%
\$300K - \$399K	92	114	-19.3%
\$400K - \$599K	72	63	14.3%
\$600K - \$999K	44	34	29.4%
\$1M - \$2.99M	51	41	24.4%
\$3M - \$4.99M	13	4	225.0%
≥ \$5M	5	0	
<b>New Listings (All)</b>	<b>751</b>	<b>1,350</b>	<b>-44.4%</b>
< \$200K	237	487	-51.3%
\$200K - \$299K	180	340	-47.1%
\$300K - \$399K	101	204	-50.5%
\$400K - \$599K	76	140	-45.7%
\$600K - \$999K	68	90	-24.4%
\$1M - \$2.99M	65	65	0.0%
\$3M - \$4.99M	13	10	30.0%
≥ \$5M	11	14	-21.4%

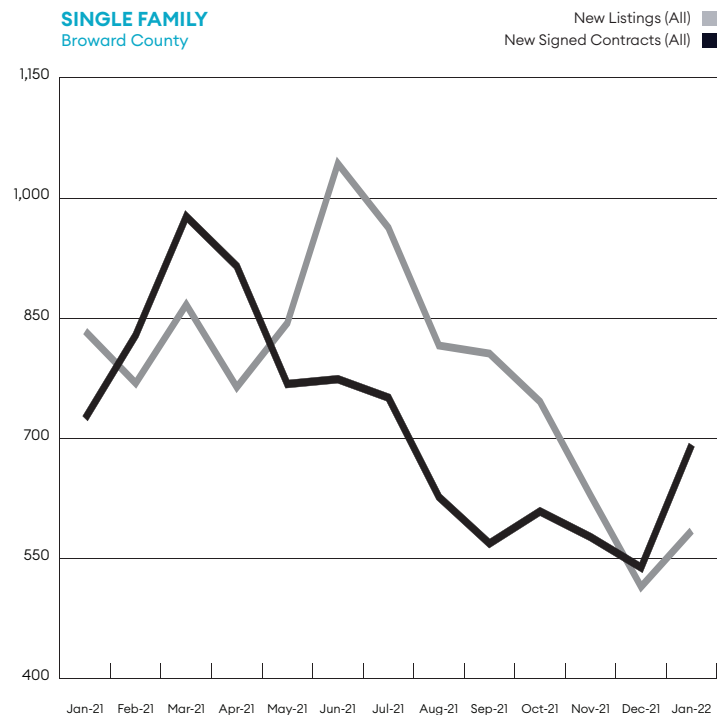


Source: BeachesMLS

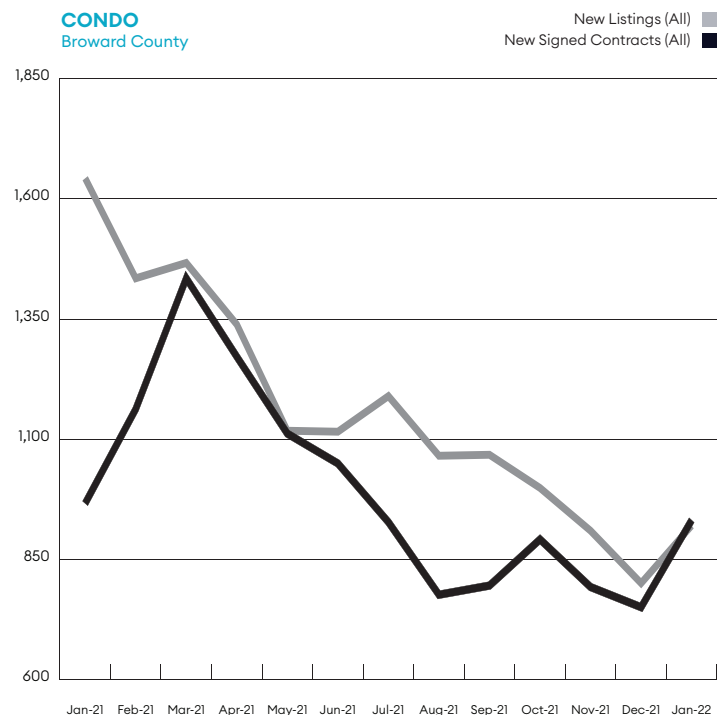
# Broward County

"Single family and condo newly signed contracts have declined year over year since the summer, restrained by the large declines in new inventory over the same period."

SINGLE FAMILY MATRIX Broward County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>692</b>	<b>725</b>	<b>-4.6%</b>
< \$300K	72	94	-23.4%
\$300K - \$399K	138	177	-22.0%
\$400K - \$499K	130	157	-17.2%
\$500K - \$999K	260	222	17.1%
\$1M - \$2.99M	73	66	10.6%
\$3M - \$4.99M	11	5	120.0%
\$5M - \$9.99M	8	3	166.7%
≥ \$10M	0	1	-100.0%
<b>New Listings (All)</b>	<b>585</b>	<b>834</b>	<b>-29.9%</b>
< \$300K	34	58	-41.4%
\$300K - \$399K	102	183	-44.3%
\$400K - \$499K	113	144	-21.5%
\$500K - \$999K	191	317	-39.7%
\$1M - \$2.99M	106	98	8.2%
\$3M - \$4.99M	16	17	-5.9%
\$5M - \$9.99M	17	12	41.7%
≥ \$10M	6	5	20.0%



CONDO MATRIX Broward County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>932</b>	<b>967</b>	<b>-3.6%</b>
< \$200K	400	466	-14.2%
\$200K - \$299K	227	228	-0.4%
\$300K - \$399K	145	142	2.1%
\$400K - \$599K	84	67	25.4%
\$600K - \$999K	49	37	32.4%
\$1M - \$2.99M	21	21	0.0%
\$3M - \$4.99M	3	6	-50.0%
≥ \$5M	3	0	
<b>New Listings (All)</b>	<b>921</b>	<b>1,643</b>	<b>-43.9%</b>
< \$200K	365	624	-41.5%
\$200K - \$299K	189	430	-56.0%
\$300K - \$399K	121	222	-45.5%
\$400K - \$599K	103	197	-47.7%
\$600K - \$999K	89	89	0.0%
\$1M - \$2.99M	48	74	-35.1%
\$3M - \$4.99M	6	5	20.0%
≥ \$5M	0	2	-100.0%

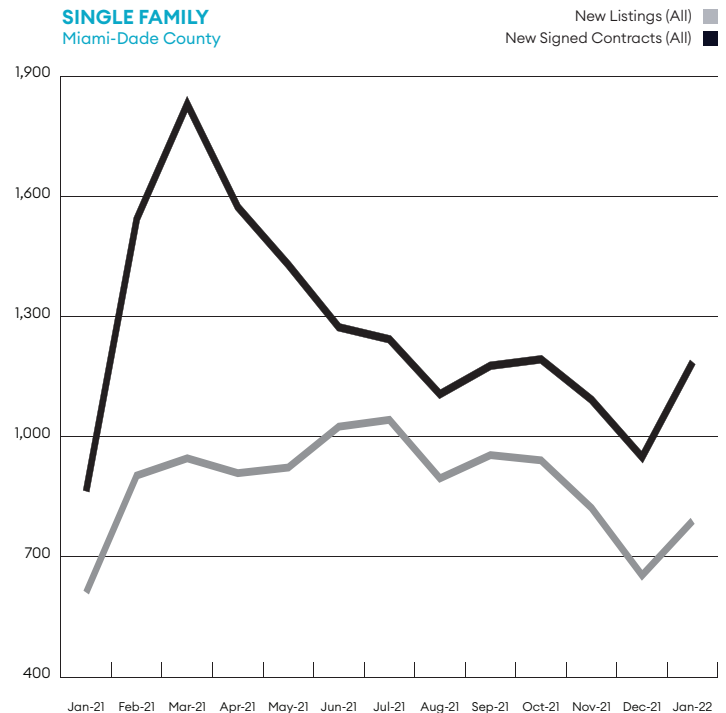


Source: BeachesMLS

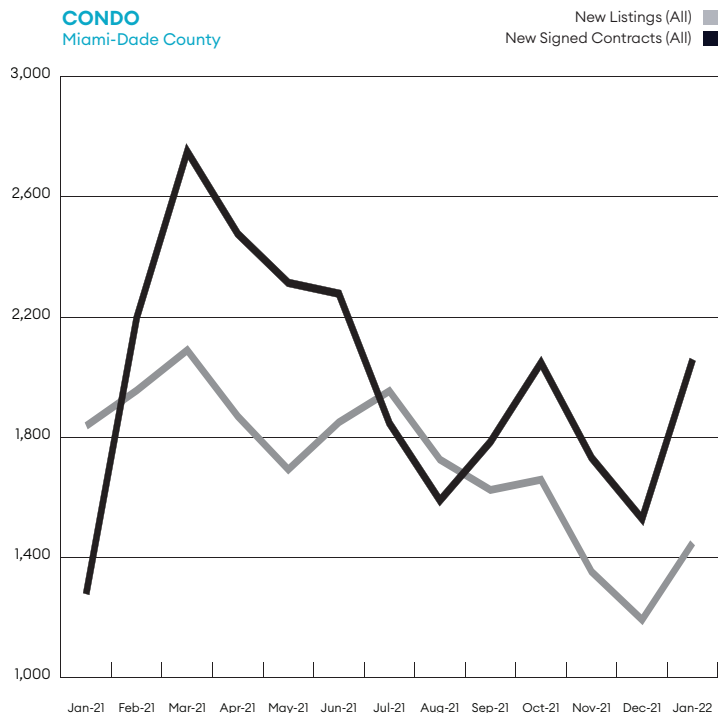
# Miami-Dade County

"Newly signed contracts for single families increased annually in two of the past three years, with a large gain in new inventory this month enabling more activity. In addition, annual increases in newly signed condo contracts have been unprecedented in the pandemic era, surging for twelve consecutive quarters."

SINGLE FAMILY MATRIX Miami-Dade County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,186</b>	<b>864</b>	<b>37.3%</b>
< \$300K	77	52	48.1%
\$300K - \$399K	196	196	0.0%
\$400K - \$499K	289	225	28.4%
\$500K - \$999K	429	259	65.6%
\$1M - \$2.99M	133	100	33.0%
\$3M - \$4.99M	36	18	100.0%
\$5M - \$9.99M	14	9	55.6%
≥ \$10M	12	5	140.0%
<b>New Listings (All)</b>	<b>790</b>	<b>611</b>	<b>29.3%</b>
< \$300K	46	36	27.8%
\$300K - \$399K	92	84	9.5%
\$400K - \$499K	139	147	-5.4%
\$500K - \$999K	304	221	37.6%
\$1M - \$2.99M	152	77	97.4%
\$3M - \$4.99M	19	20	-5.0%
\$5M - \$9.99M	22	13	69.2%
≥ \$10M	16	13	23.1%



CONDO MATRIX Miami-Dade County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>2,059</b>	<b>1,279</b>	<b>61.0%</b>
< \$200K	280	224	25.0%
\$200K - \$299K	438	329	33.1%
\$300K - \$399K	405	273	48.4%
\$400K - \$599K	385	220	75.0%
\$600K - \$999K	270	129	109.3%
\$1M - \$2.99M	209	84	148.8%
\$3M - \$4.99M	36	11	227.3%
≥ \$5M	36	9	300.0%
<b>New Listings (All)</b>	<b>1,449</b>	<b>1,838</b>	<b>-21.2%</b>
< \$200K	136	224	-39.3%
\$200K - \$299K	270	396	-31.8%
\$300K - \$399K	229	346	-33.8%
\$400K - \$599K	277	321	-13.7%
\$600K - \$999K	224	258	-13.2%
\$1M - \$2.99M	227	228	-0.4%
\$3M - \$4.99M	43	38	13.2%
≥ \$5M	43	27	59.3%

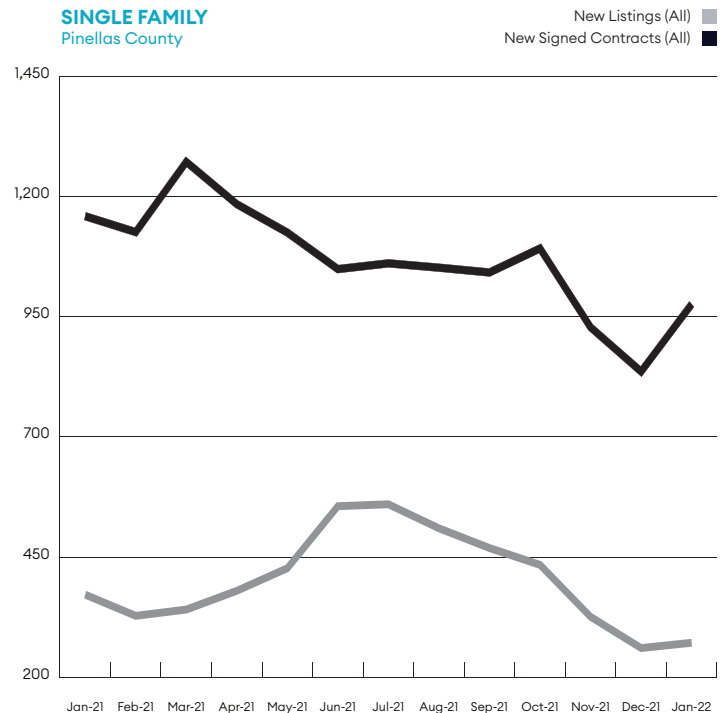


Source: Miami Association of REALTORS, INC. MLS

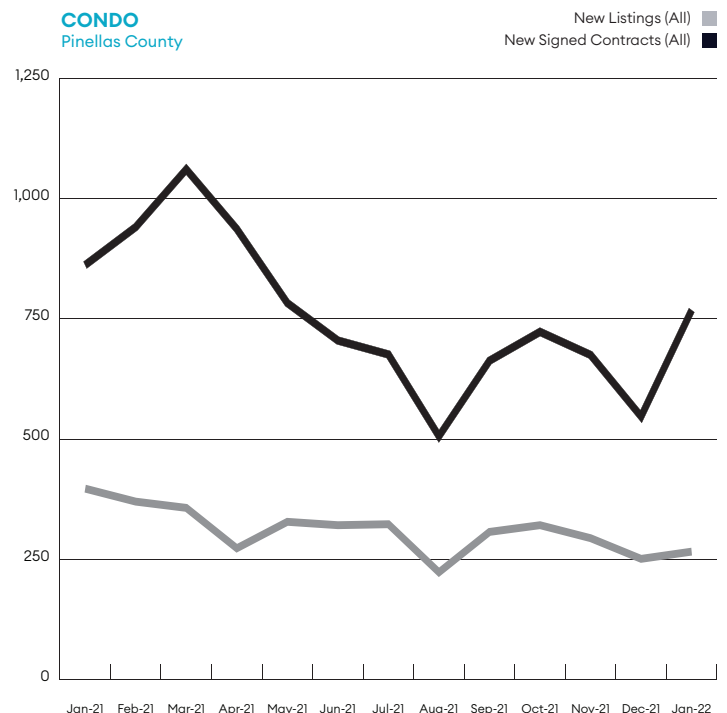
# Pinellas County

"Single family and condo newly signed contracts have declined year over year since the summer, restrained by the large declines in new inventory over the same period."

SINGLE FAMILY MATRIX Pinellas County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>976</b>	<b>1,159</b>	<b>-15.8%</b>
< \$200K	31	111	-72.1%
\$200K - \$299K	178	361	-50.7%
\$300K - \$399K	260	263	-1.1%
\$400K - \$499K	197	142	38.7%
\$500K - \$599K	87	86	1.2%
\$600K - \$799K	96	88	9.1%
\$800K - \$999K	44	42	4.8%
≥ \$1M	83	66	25.8%
<b>New Listings (All)</b>	<b>272</b>	<b>372</b>	<b>-26.9%</b>
< \$200K	3	32	-90.6%
\$200K - \$299K	39	108	-63.9%
\$300K - \$399K	70	78	-10.3%
\$400K - \$499K	46	47	-2.1%
\$500K - \$599K	35	20	75.0%
\$600K - \$799K	35	28	25.0%
\$800K - \$999K	12	20	-40.0%
≥ \$1M	32	39	-17.9%



CONDO MATRIX Pinellas County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>768</b>	<b>862</b>	<b>-10.9%</b>
< \$200K	249	409	-39.1%
\$200K - \$299K	188	160	17.5%
\$300K - \$399K	91	96	-5.2%
\$400K - \$499K	67	54	24.1%
\$500K - \$599K	39	35	11.4%
\$600K - \$799K	56	52	7.7%
\$800K - \$999K	27	20	35.0%
≥ \$1M	51	36	41.7%
<b>New Listings (All)</b>	<b>266</b>	<b>397</b>	<b>-33.0%</b>
< \$200K	72	208	-65.4%
\$200K - \$299K	61	70	-12.9%
\$300K - \$399K	42	31	35.5%
\$400K - \$499K	21	15	40.0%
\$500K - \$599K	15	18	-16.7%
\$600K - \$799K	20	20	0.0%
\$800K - \$999K	5	13	-61.5%
≥ \$1M	30	22	36.4%

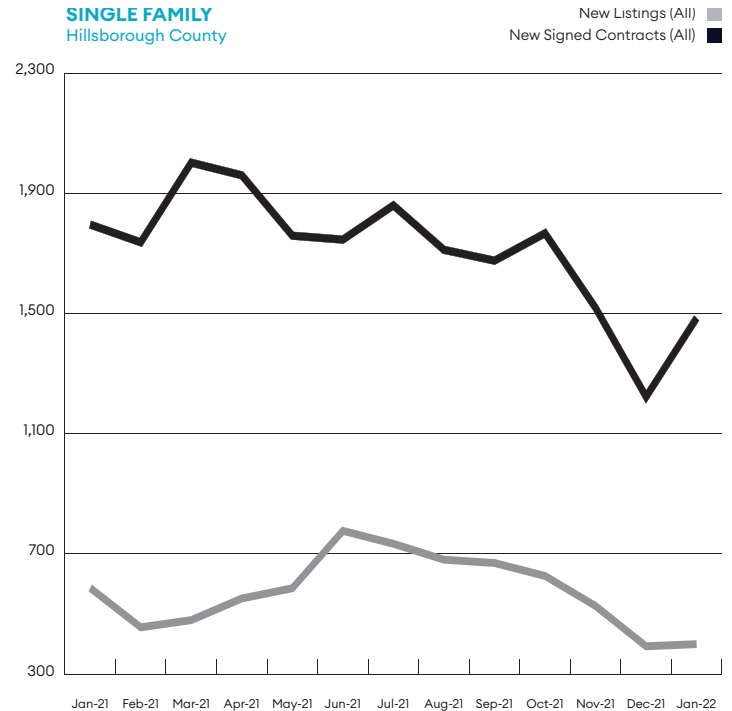


Source: Stellar MLS

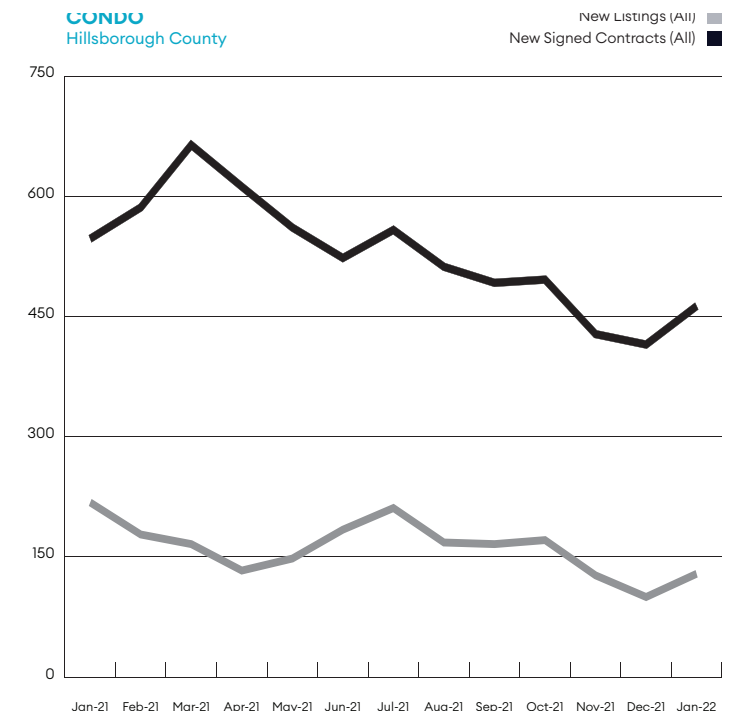
# Hillsborough County

"Single family and condo newly signed contracts have declined year over year since the summer, restrained by the large declines in new inventory over the same period."

SINGLE FAMILY MATRIX Hillsborough County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,485</b>	<b>1,796</b>	<b>-17.3%</b>
< \$200K	57	147	-61.2%
\$200K - \$299K	219	728	-69.9%
\$300K - \$399K	487	436	11.7%
\$400K - \$499K	351	196	79.1%
\$500K - \$599K	125	101	23.8%
\$600K - \$799K	131	87	50.6%
\$800K - \$999K	51	35	45.7%
≥ \$1M	64	66	-3.0%
<b>New Listings (All)</b>	<b>400</b>	<b>587</b>	<b>-31.9%</b>
< \$200K	12	55	-78.2%
\$200K - \$299K	55	193	-71.5%
\$300K - \$399K	107	144	-25.7%
\$400K - \$499K	81	57	42.1%
\$500K - \$599K	39	36	8.3%
\$600K - \$799K	47	30	56.7%
\$800K - \$999K	20	22	-9.1%
≥ \$1M	39	50	-22.0%



CONDO MATRIX Hillsborough County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>463</b>	<b>547</b>	<b>-15.4%</b>
< \$200K	137	248	-44.8%
\$200K - \$299K	162	170	-4.7%
\$300K - \$399K	87	58	50.0%
\$400K - \$499K	38	30	26.7%
\$500K - \$599K	7	15	-53.3%
\$600K - \$799K	18	15	20.0%
\$800K - \$999K	6	5	20.0%
≥ \$1M	8	6	33.3%
<b>New Listings (All)</b>	<b>129</b>	<b>218</b>	<b>-40.8%</b>
< \$200K	33	86	-61.6%
\$200K - \$299K	30	58	-48.3%
\$300K - \$399K	27	29	-6.9%
\$400K - \$499K	6	16	-62.5%
\$500K - \$599K	3	7	-57.1%
\$600K - \$799K	7	12	-41.7%
\$800K - \$999K	1	3	-66.7%
≥ \$1M	22	7	214.3%

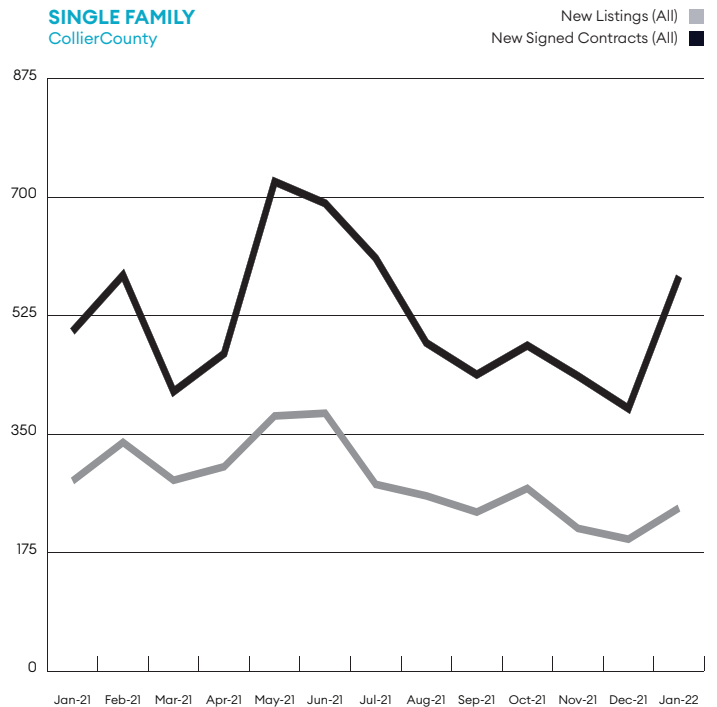


Source: Stellar MLS

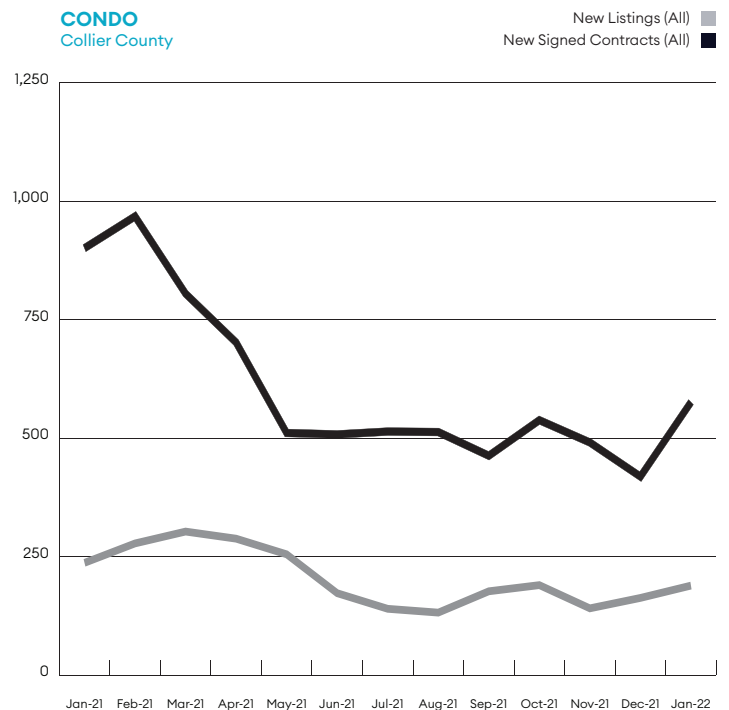
# Collier County

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

SINGLE FAMILY MATRIX Collier County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>583</b>	<b>502</b>	<b>16.1%</b>
< \$300K	5	14	-64.3%
\$300K-\$499K	117	147	-20.4%
\$500K-\$699K	129	135	-4.4%
\$700K-\$899K	92	67	37.3%
\$900K-\$999K	32	14	128.6%
\$1M-\$1.99M	103	84	22.6%
\$2M-\$4.99M	77	35	120.0%
≥ \$5M	28	6	366.7%
<b>New Listings (All)</b>	<b>241</b>	<b>281</b>	<b>-14.2%</b>
< \$300K	2	8	-75.0%
\$300K-\$499K	30	50	-40.0%
\$500K-\$699K	41	67	-38.8%
\$700K-\$899K	51	50	2.0%
\$900K-\$999K	14	10	40.0%
\$1M-\$1.99M	54	50	8.0%
\$2M-\$4.99M	35	35	0.0%
≥ \$5M	14	11	27.3%



CONDO MATRIX Collier County	JAN 2022	JAN 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>576</b>	<b>901</b>	<b>-36.1%</b>
< \$300K	102	309	-67.0%
\$300K-\$499K	222	323	-31.3%
\$500K-\$599K	55	72	-23.6%
\$600K-\$699K	39	50	-22.0%
\$700K-\$799K	22	19	15.8%
\$800K-\$999K	42	30	40.0%
\$1M-\$1.99M	43	52	-17.3%
≥ \$2M	51	46	10.9%
<b>New Listings (All)</b>	<b>189</b>	<b>237</b>	<b>-20.3%</b>
< \$300K	27	72	-62.5%
\$300K-\$499K	58	40	45.0%
\$500K-\$599K	19	23	-17.4%
\$600K-\$699K	14	23	-39.1%
\$700K-\$799K	6	23	-73.9%
\$800K-\$999K	10	20	-50.0%
\$1M-\$1.99M	26	29	-10.3%
≥ \$2M	29	7	314.3%



Source: Southwest Florida MLS

Questions or comments? Email report author  
Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

**Douglas Elliman Real Estate**  
575 Madison Avenue, New York, NY 10022  
212.891.7000 • [elliman.com](http://elliman.com)

**Miller Samuel Real Estate Appraisers & Consultants**  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)