

Elliman Report

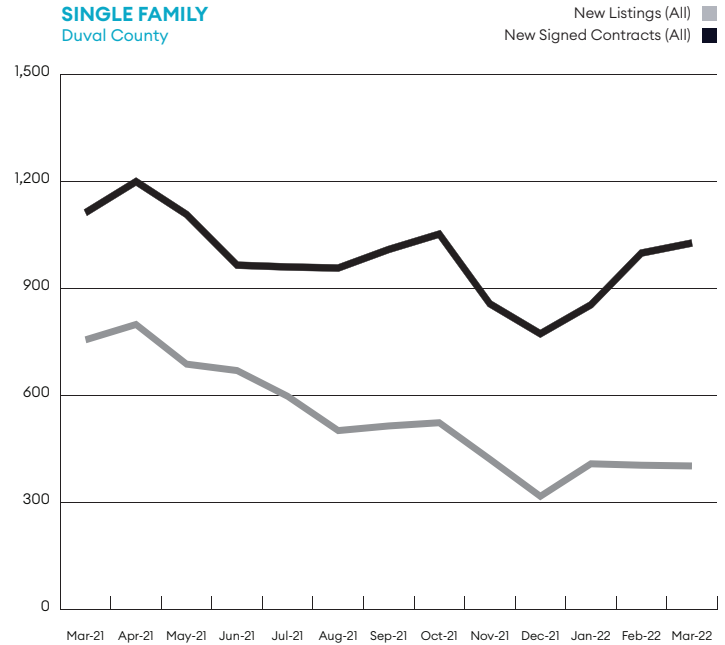
Florida

March 2022 New Signed Contracts

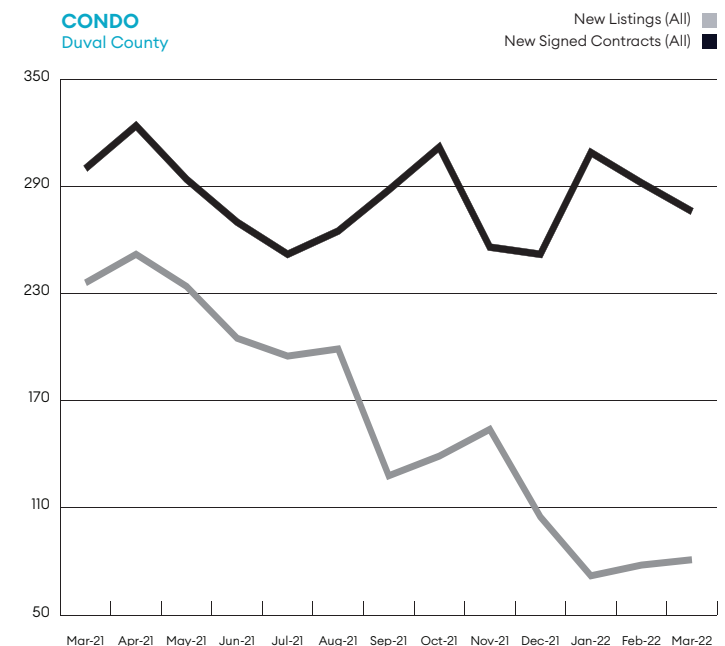
Duval County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth since October. However, new listings have remained at half year-ago levels since at least August."

SINGLE FAMILY MATRIX Duval County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	1,027	1,112	-7.6%
< \$200K	191	220	-13.2%
\$200K-\$299K	274	373	-26.5%
\$300K-\$399K	274	275	-0.4%
\$400K-\$499K	140	103	35.9%
\$500K-\$599K	59	55	7.3%
\$600K-\$799K	38	50	-24.0%
\$800K-\$999K	16	23	-30.4%
≥ \$1M	35	13	169.2%
New Listings (All)	403	756	-46.7%
< \$200K	62	176	-64.8%
\$200K-\$299K	77	189	-59.3%
\$300K-\$399K	87	206	-57.8%
\$400K-\$499K	67	86	-22.1%
\$500K-\$599K	42	24	75.0%
\$600K-\$799K	33	35	-5.7%
\$800K-\$999K	17	14	21.4%
≥ \$1M	18	26	-30.8%



CONDO MATRIX Duval County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	276	300	-8.0%
< \$200K	78	121	-35.5%
\$200K-\$299K	125	136	-8.1%
\$300K-\$399K	38	26	46.2%
\$400K-\$499K	12	5	140.0%
\$500K-\$599K	2	7	-71.4%
\$600K-\$799K	7	1	600.0%
\$800K-\$999K	4	3	33.3%
≥ \$1M	10	1	900.0%
New Listings (All)	81	236	-65.7%
< \$200K	27	70	-61.4%
\$200K-\$299K	26	109	-76.1%
\$300K-\$399K	10	32	-68.8%
\$400K-\$499K	5	8	-37.5%
\$500K-\$599K	8	4	100.0%
\$600K-\$799K	2	4	-50.0%
\$800K-\$999K	3	2	50.0%
≥ \$1M	0	7	-100.0%

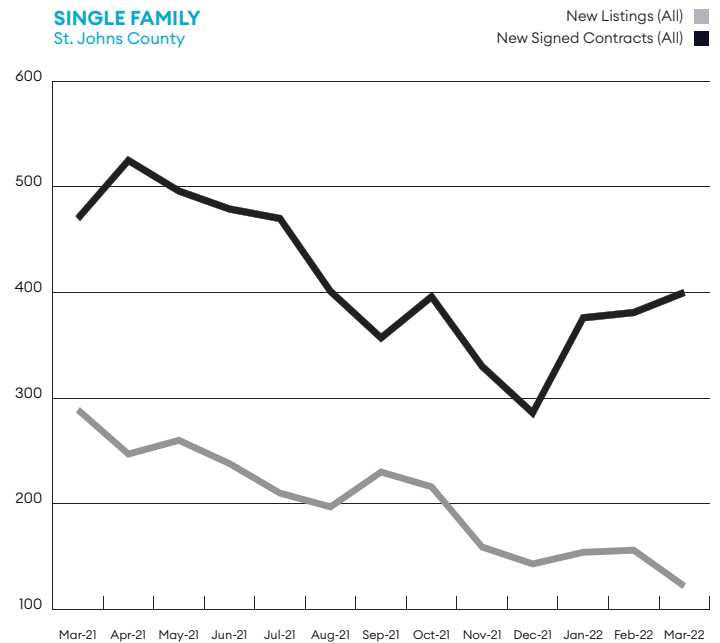


Source: Northeast Florida MLS

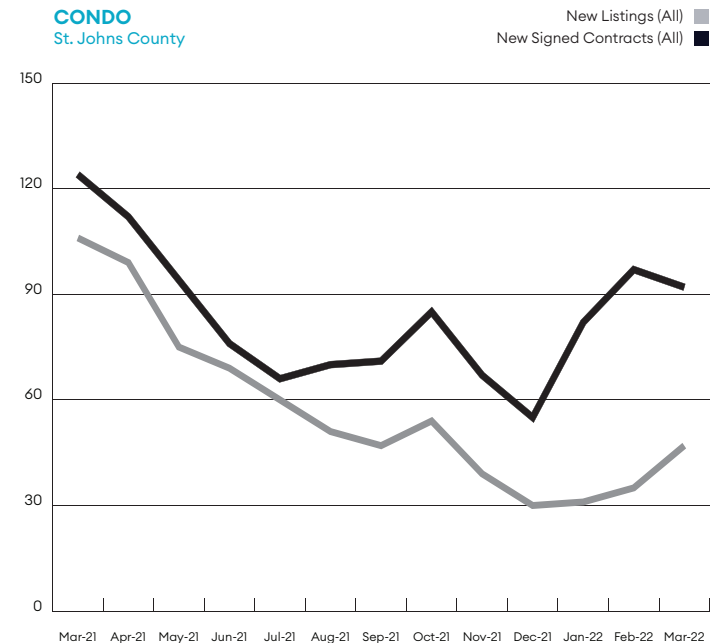
St. Johns County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth since at least August. In addition, new listings have continued to remain substantially below year-ago levels since at least August."

SINGLE FAMILY MATRIX St. Johns County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	400	470	-14.9%
< \$200K	2	5	-60.0%
\$200K-\$299K	14	28	-50.0%
\$300K-\$399K	38	96	-60.4%
\$400K-\$499K	91	135	-32.6%
\$500K-\$599K	83	68	22.1%
\$600K-\$799K	82	81	1.2%
\$800K-\$999K	44	24	83.3%
≥ \$1M	46	33	39.4%
New Listings (All)	122	289	-57.8%
< \$200K	0	1	-100.0%
\$200K-\$299K	3	9	-66.7%
\$300K-\$399K	15	63	-76.2%
\$400K-\$499K	19	90	-78.9%
\$500K-\$599K	19	38	-50.0%
\$600K-\$799K	20	47	-57.4%
\$800K-\$999K	11	23	-52.2%
≥ \$1M	35	18	94.4%



CONDO MATRIX St. Johns County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	92	124	-25.8%
< \$200K	4	21	-81.0%
\$200K-\$299K	22	55	-60.0%
\$300K-\$399K	44	21	109.5%
\$400K-\$499K	4	11	-63.6%
\$500K-\$599K	11	5	120.0%
\$600K-\$799K	7	4	75.0%
\$800K-\$999K	0	5	-100.0%
≥ \$1M	0	2	-100.0%
New Listings (All)	47	106	-55.7%
< \$200K	2	10	-80.0%
\$200K-\$299K	17	29	-41.4%
\$300K-\$399K	20	31	-35.5%
\$400K-\$499K	3	13	-76.9%
\$500K-\$599K	4	15	-73.3%
\$600K-\$799K	1	4	-75.0%
\$800K-\$999K	0	0	
≥ \$1M	0	4	-100.0%

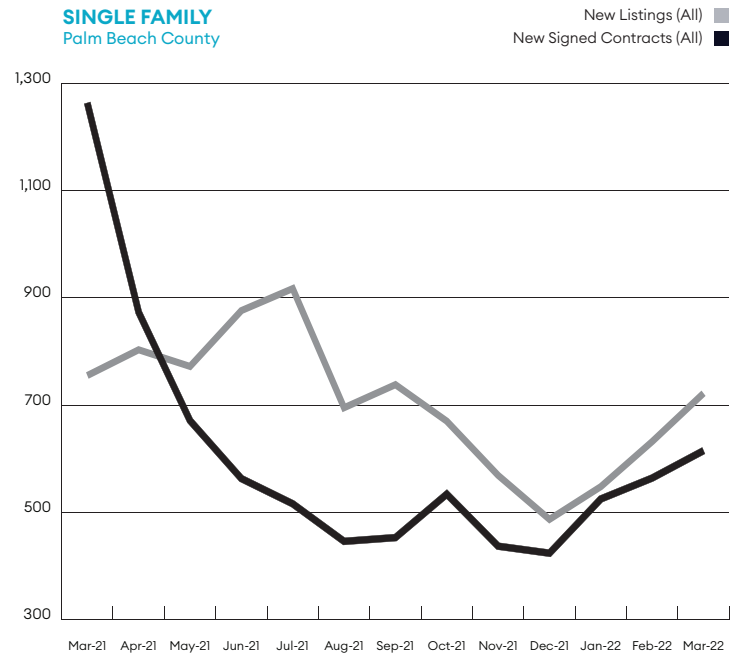


Northeast Florida MLS

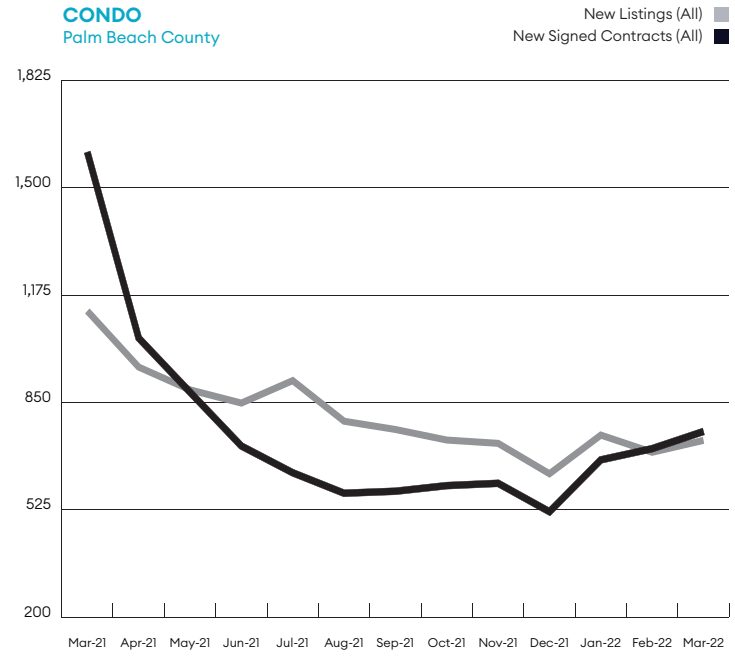
Palm Beach County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth. However, new signed contract levels remain sharply above pre-pandemic levels."

SINGLE FAMILY MATRIX Palm Beach County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	615	1,263	-51.3%
< \$300K	36	167	-78.4%
\$300K - \$399K	96	235	-59.1%
\$400K - \$499K	76	272	-72.1%
\$500K - \$999K	256	391	-34.5%
\$1M - \$2.99M	105	139	-24.5%
\$3M - \$4.99M	20	31	-35.5%
\$5M - \$9.99M	15	17	-11.8%
≥ \$10M	11	11	0.0%
New Listings (All)	722	755	-4.4%
< \$300K	25	50	-50.0%
\$300K - \$399K	58	122	-52.5%
\$400K - \$499K	81	154	-47.4%
\$500K - \$999K	295	265	11.3%
\$1M - \$2.99M	163	110	48.2%
\$3M - \$4.99M	48	25	92.0%
\$5M - \$9.99M	29	17	70.6%
≥ \$10M	23	12	91.7%



CONDO MATRIX Palm Beach County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	762	1,608	-52.6%
< \$200K	235	674	-65.1%
\$200K - \$299K	181	364	-50.3%
\$300K - \$399K	123	254	-51.6%
\$400K - \$599K	98	140	-30.0%
\$600K - \$999K	51	76	-32.9%
\$1M - \$2.99M	48	92	-47.8%
\$3M - \$4.99M	15	8	87.5%
≥ \$5M	11	0	
New Listings (All)	735	1,127	-34.8%
< \$200K	189	406	-53.4%
\$200K - \$299K	164	284	-42.3%
\$300K - \$399K	109	171	-36.3%
\$400K - \$599K	107	117	-8.5%
\$600K - \$999K	63	75	-16.0%
\$1M - \$2.99M	79	54	46.3%
\$3M - \$4.99M	16	9	77.8%
≥ \$5M	8	11	-27.3%

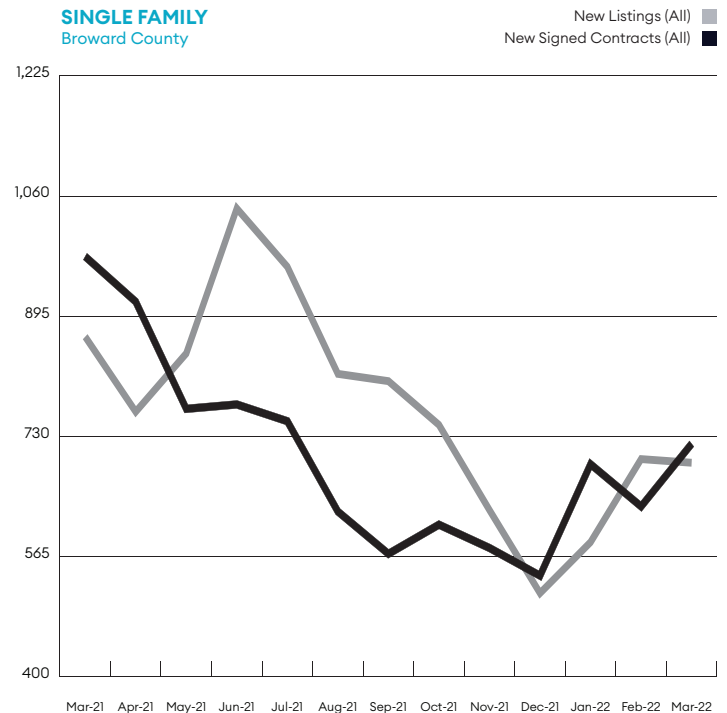


Source: BeachesMLS

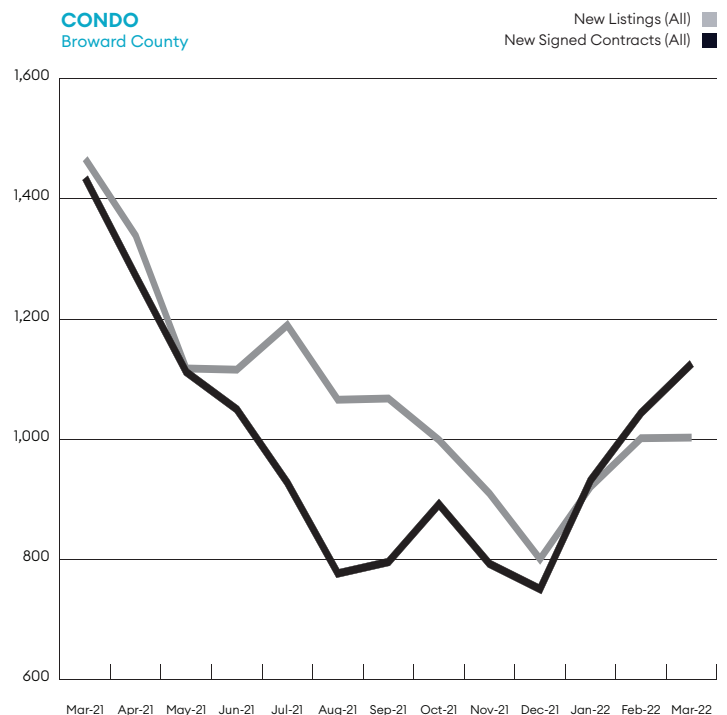
Broward County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth since June. However, new signed contract levels remain sharply above pre-pandemic levels."

SINGLE FAMILY MATRIX Broward County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	720	977	-26.3%
< \$300K	54	126	-57.1%
\$300K - \$399K	147	238	-38.2%
\$400K - \$499K	142	212	-33.0%
\$500K - \$999K	275	299	-8.0%
\$1M - \$2.99M	85	89	-4.5%
\$3M - \$4.99M	13	6	116.7%
\$5M - \$9.99M	3	5	-40.0%
≥ \$10M	1	2	-50.0%
New Listings (All)	694	867	-20.0%
< \$300K	31	61	-49.2%
\$300K - \$399K	109	190	-42.6%
\$400K - \$499K	108	150	-28.0%
\$500K - \$999K	282	328	-14.0%
\$1M - \$2.99M	126	102	23.5%
\$3M - \$4.99M	16	18	-11.1%
\$5M - \$9.99M	15	13	15.4%
≥ \$10M	7	5	40.0%



CONDO MATRIX Broward County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	1,126	1,435	-21.5%
< \$200K	491	691	-28.9%
\$200K - \$299K	269	338	-20.4%
\$300K - \$399K	151	211	-28.4%
\$400K - \$599K	118	100	18.0%
\$600K - \$999K	61	55	10.9%
\$1M - \$2.99M	32	31	3.2%
\$3M - \$4.99M	2	9	-77.8%
≥ \$5M	2	0	
New Listings (All)	1,003	1,467	-31.6%
< \$200K	344	558	-38.4%
\$200K - \$299K	226	384	-41.1%
\$300K - \$399K	149	198	-24.7%
\$400K - \$599K	137	176	-22.2%
\$600K - \$999K	80	80	0.0%
\$1M - \$2.99M	54	66	-18.2%
\$3M - \$4.99M	10	4	150.0%
≥ \$5M	3	1	200.0%

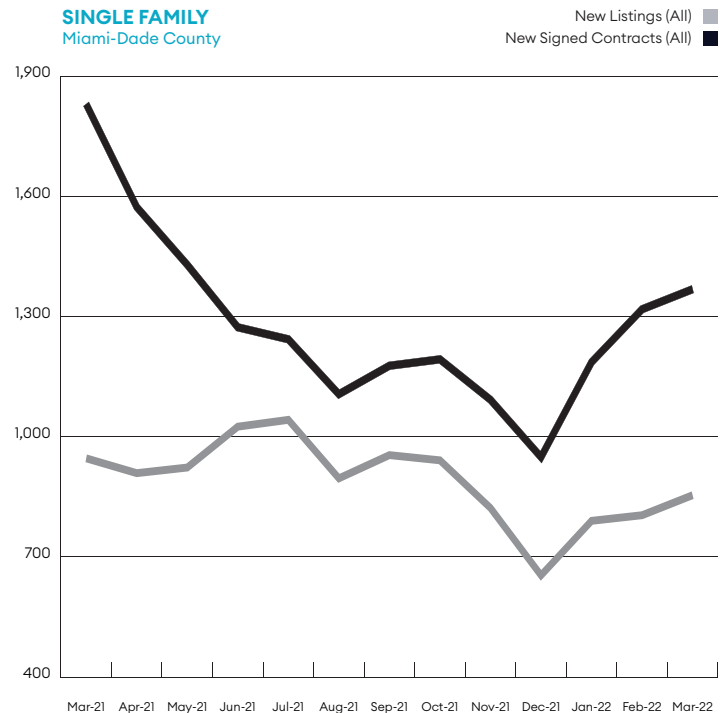


Source: BeachesMLS

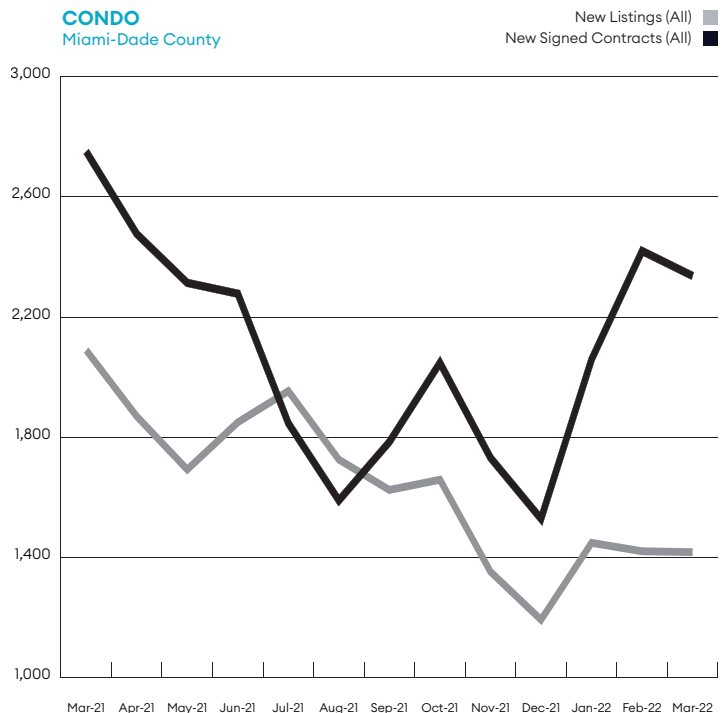
Miami-Dade County

"Condo's newly signed contracts declined annually for the first time since January 2021 as their new inventory has fallen sharply year over year since April. However, condo newly signed contracts have been more than triple the same period pre-pandemic for the second straight month."

SINGLE FAMILY MATRIX Miami-Dade County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	1,368	1,830	-25.2%
< \$300K	76	111	-31.5%
\$300K - \$399K	178	415	-57.1%
\$400K - \$499K	287	477	-39.8%
\$500K - \$999K	572	549	4.2%
\$1M - \$2.99M	183	212	-13.7%
\$3M - \$4.99M	30	38	-21.1%
\$5M - \$9.99M	27	18	50.0%
≥ \$10M	15	10	50.0%
New Listings (All)	854	946	-9.7%
< \$300K	27	56	-51.8%
\$300K - \$399K	71	130	-45.4%
\$400K - \$499K	135	227	-40.5%
\$500K - \$999K	341	342	-0.3%
\$1M - \$2.99M	173	119	45.4%
\$3M - \$4.99M	54	32	68.8%
\$5M - \$9.99M	28	20	40.0%
≥ \$10M	25	20	25.0%



CONDO MATRIX Miami-Dade County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	2,337	2,751	-15.0%
< \$200K	276	481	-42.6%
\$200K - \$299K	521	708	-26.4%
\$300K - \$399K	465	588	-20.9%
\$400K - \$599K	428	474	-9.7%
\$600K - \$999K	335	277	20.9%
\$1M - \$2.99M	239	180	32.8%
\$3M - \$4.99M	33	24	37.5%
≥ \$5M	40	19	110.5%
New Listings (All)	1,418	2,090	-32.2%
< \$200K	99	254	-61.0%
\$200K - \$299K	235	450	-47.8%
\$300K - \$399K	210	394	-46.7%
\$400K - \$599K	267	366	-27.0%
\$600K - \$999K	268	293	-8.5%
\$1M - \$2.99M	259	259	0.0%
\$3M - \$4.99M	44	44	0.0%
≥ \$5M	36	30	20.0%

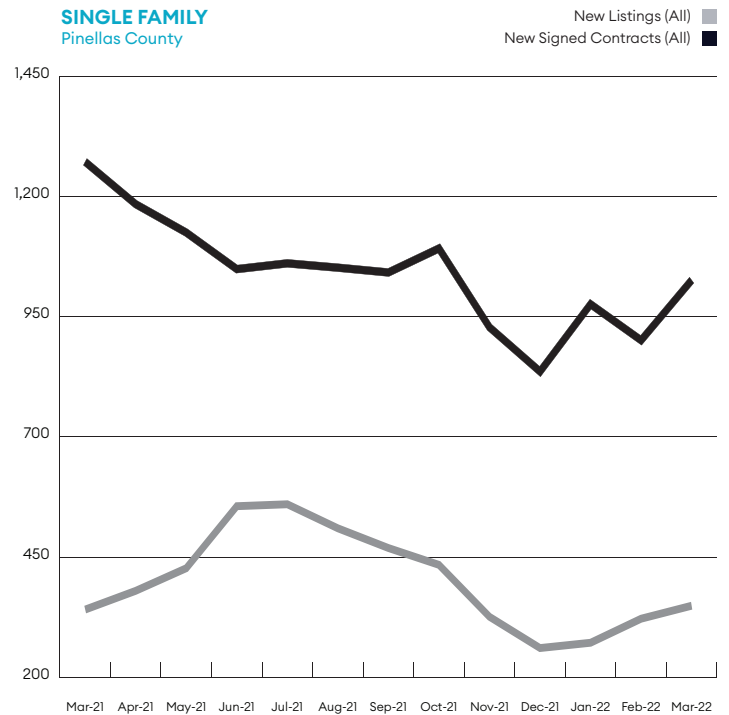


Source: Miami Association of REALTORS, INC. MLS

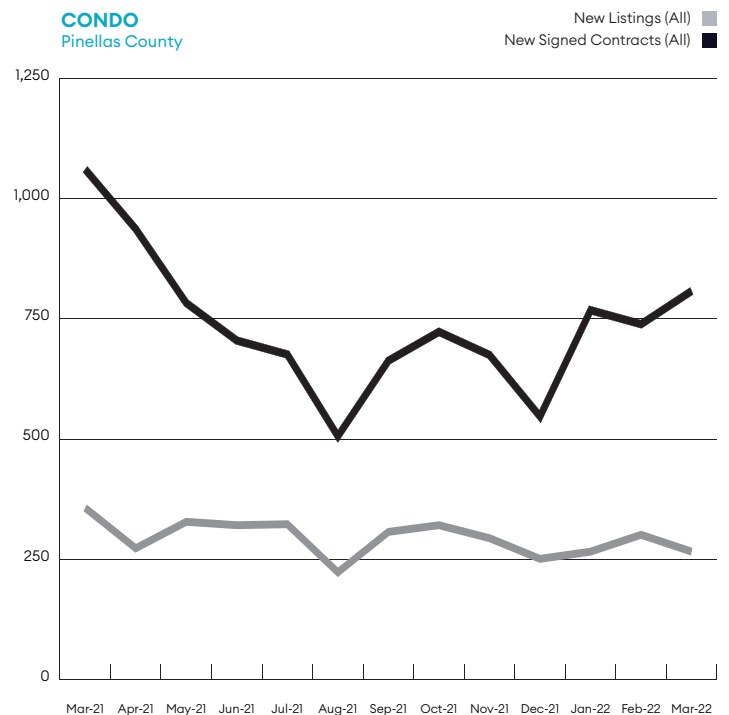
Pinellas County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth since May. However, new signed contract levels were significantly above pre-pandemic levels."

SINGLE FAMILY MATRIX Pinellas County	MAR 2022	MAR 2021	%Δ (yr)
New Signed Contracts (All)	1,026	1,272	-19.3%
< \$200K	17	109	-84.4%
\$200K - \$299K	127	353	-64.0%
\$300K - \$399K	304	306	-0.7%
\$400K - \$499K	215	174	23.6%
\$500K - \$599K	96	87	10.3%
\$600K - \$799K	113	84	34.5%
\$800K - \$999K	56	57	-1.8%
≥ \$1M	98	102	-3.9%
New Listings (All)	349	341	2.3%
< \$200K	3	24	-87.5%
\$200K - \$299K	33	71	-53.5%
\$300K - \$399K	75	86	-12.8%
\$400K - \$499K	65	47	38.3%
\$500K - \$599K	43	25	72.0%
\$600K - \$799K	38	27	40.7%
\$800K - \$999K	27	27	0.0%
≥ \$1M	65	34	91.2%



CONDO MATRIX Pinellas County	MAR 2022	MAR 2021	%Δ (yr)
New Signed Contracts (All)	808	1,061	-23.8%
< \$200K	238	473	-49.7%
\$200K - \$299K	236	227	4.0%
\$300K - \$399K	105	113	-7.1%
\$400K - \$499K	55	71	-22.5%
\$500K - \$599K	48	42	14.3%
\$600K - \$799K	65	60	8.3%
\$800K - \$999K	24	37	-35.1%
≥ \$1M	37	38	-2.6%
New Listings (All)	266	357	-25.5%
< \$200K	75	151	-50.3%
\$200K - \$299K	60	48	25.0%
\$300K - \$399K	41	50	-18.0%
\$400K - \$499K	28	22	27.3%
\$500K - \$599K	8	19	-57.9%
\$600K - \$799K	24	23	4.3%
\$800K - \$999K	7	11	-36.4%
≥ \$1M	23	33	-30.3%

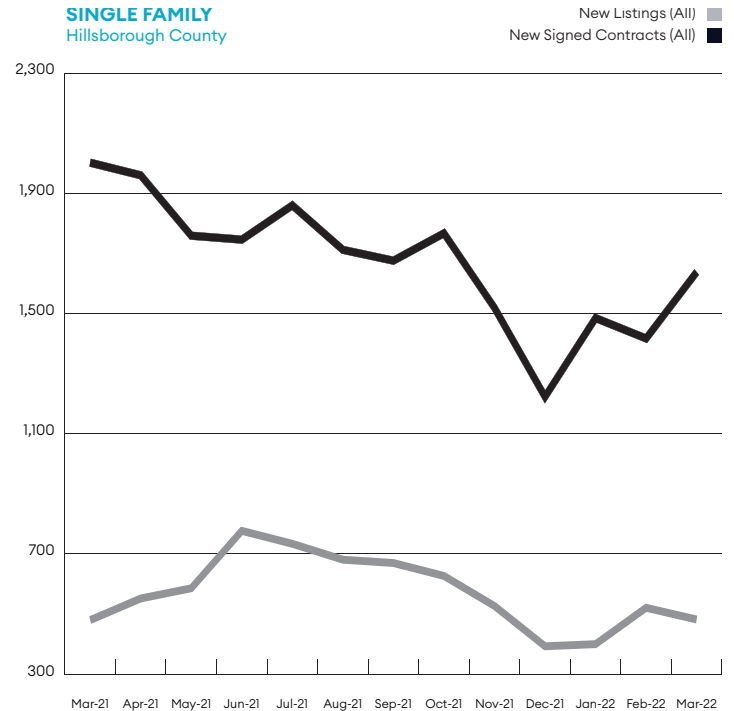


Source: Stellar MLS

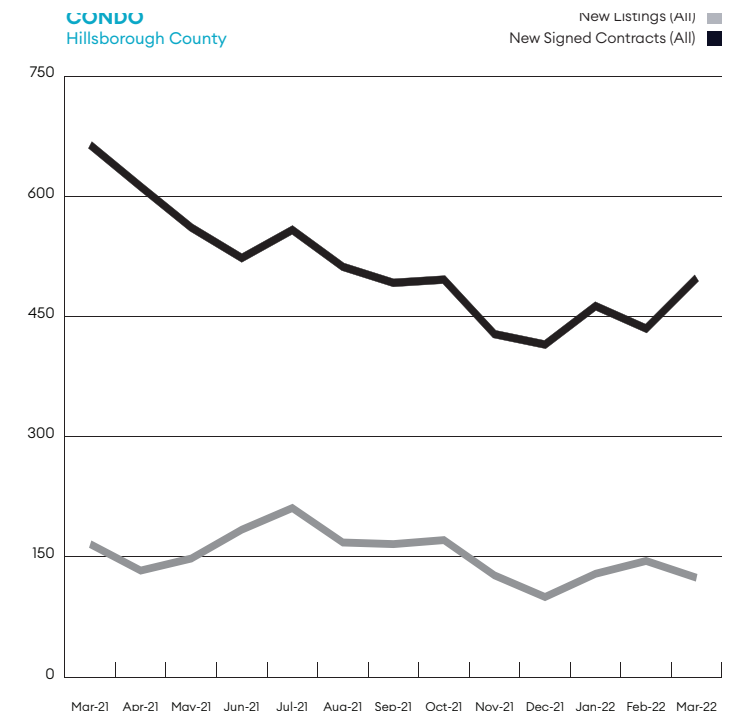
Hillsborough County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth since May. However, new signed contract levels were above pre-pandemic levels in the same period for the first time since November."

SINGLE FAMILY MATRIX Hillsborough County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	1,638	2,002	-18.2%
< \$200K	50	148	-66.2%
\$200K - \$299K	192	678	-71.7%
\$300K - \$399K	535	561	-4.6%
\$400K - \$499K	399	248	60.9%
\$500K - \$599K	160	133	20.3%
\$600K - \$799K	160	107	49.5%
\$800K - \$999K	55	45	22.2%
≥ \$1M	87	82	6.1%
New Listings (All)	482	480	0.4%
< \$200K	8	32	-75.0%
\$200K - \$299K	66	129	-48.8%
\$300K - \$399K	116	137	-15.3%
\$400K - \$499K	108	54	100.0%
\$500K - \$599K	52	31	67.7%
\$600K - \$799K	52	42	23.8%
\$800K - \$999K	22	17	29.4%
≥ \$1M	58	38	52.6%



CONDO MATRIX Hillsborough County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	498	664	-25.0%
< \$200K	122	282	-56.7%
\$200K - \$299K	184	211	-12.8%
\$300K - \$399K	112	79	41.8%
\$400K - \$499K	35	42	-16.7%
\$500K - \$599K	11	24	-54.2%
\$600K - \$799K	16	20	-20.0%
\$800K - \$999K	8	1	700.0%
≥ \$1M	10	5	100.0%
New Listings (All)	124	166	-25.3%
< \$200K	19	55	-65.5%
\$200K - \$299K	37	38	-2.6%
\$300K - \$399K	33	25	32.0%
\$400K - \$499K	5	8	-37.5%
\$500K - \$599K	2	12	-83.3%
\$600K - \$799K	11	12	-8.3%
\$800K - \$999K	5	2	150.0%
≥ \$1M	12	14	-14.3%

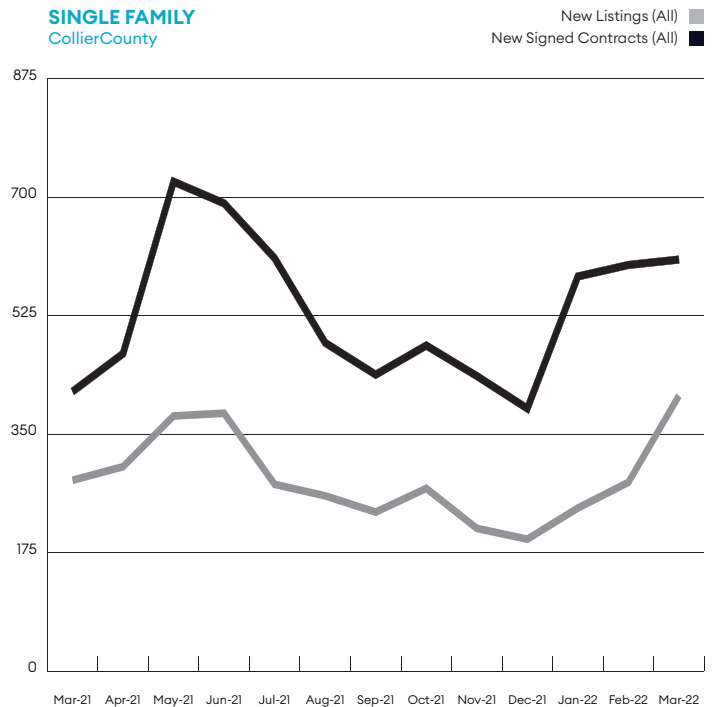


Source: Stellar MLS

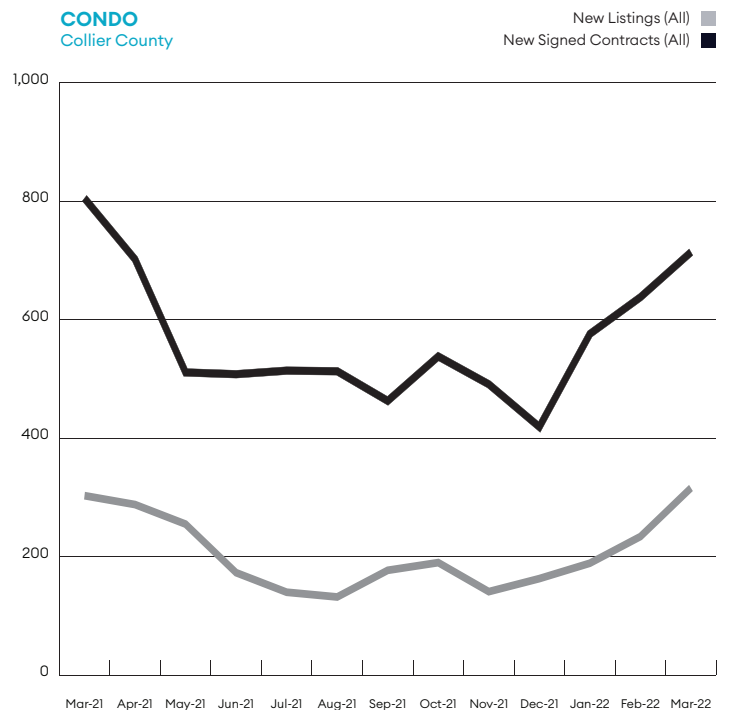
Collier County

"Newly signed contracts for the combination of single families and condos rose annually for the first time since August, while new listings increased over the same period for the first time since October."

SINGLE FAMILY MATRIX Collier County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	608	413	47.2%
< \$300K	3	11	-72.7%
\$300K-\$499K	99	121	-18.2%
\$500K-\$699K	111	112	-0.9%
\$700K-\$899K	103	55	87.3%
\$900K-\$999K	42	11	281.8%
\$1M-\$1.99M	138	69	100.0%
\$2M-\$4.99M	75	29	158.6%
≥ \$5M	37	5	640.0%
New Listings (All)	407	282	44.3%
< \$300K	1	8	-87.5%
\$300K-\$499K	32	51	-37.3%
\$500K-\$699K	68	67	1.5%
\$700K-\$899K	64	50	28.0%
\$900K-\$999K	21	10	110.0%
\$1M-\$1.99M	95	50	90.0%
\$2M-\$4.99M	77	35	120.0%
≥ \$5M	49	11	345.5%



CONDO MATRIX Collier County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	714	805	-11.3%
< \$300K	100	276	-63.8%
\$300K-\$499K	268	289	-7.3%
\$500K-\$599K	89	64	39.1%
\$600K-\$699K	51	44	15.9%
\$700K-\$799K	27	17	58.8%
\$800K-\$999K	45	27	66.7%
\$1M-\$1.99M	77	47	63.8%
≥ \$2M	57	41	39.0%
New Listings (All)	316	303	4.3%
< \$300K	24	92	-73.9%
\$300K-\$499K	109	50	118.0%
\$500K-\$599K	32	30	6.7%
\$600K-\$699K	32	30	6.7%
\$700K-\$799K	15	30	-50.0%
\$800K-\$999K	20	25	-20.0%
\$1M-\$1.99M	33	37	-10.8%
≥ \$2M	51	9	466.7%



Source: Southwest Florida MLS

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

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