

Elliman Report

Q1-2022

St. Petersburg, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

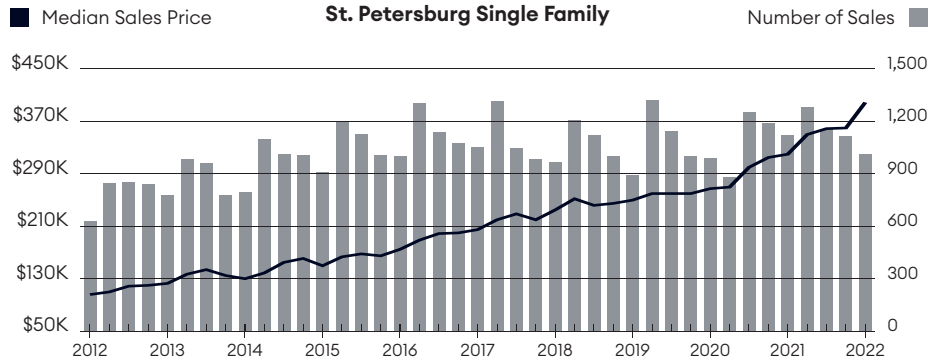
- + 24.7%**
Prices Median Sales Price
- 10.1%**
Sales Closed Sales
- 26.7%**
Inventory Total Inventory
- 18 days**
Marketing Time Days on Market

Condo Dashboard

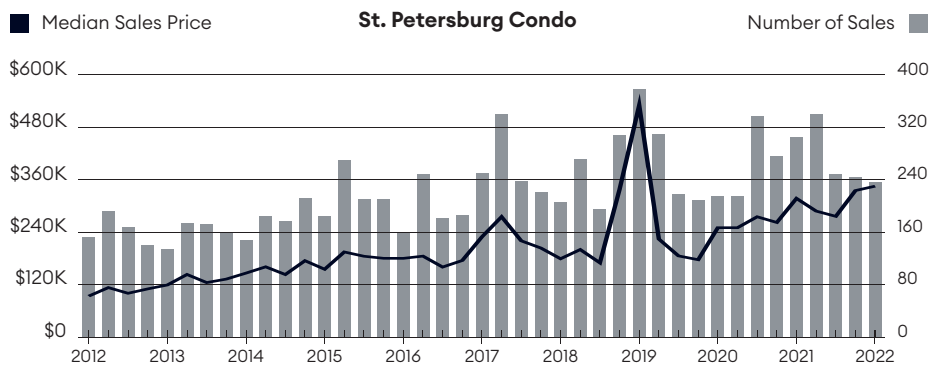
YEAR-OVER-YEAR

- + 8.8%**
Prices Median Sales Price
- 22.6%**
Sales Closed Sales
- 40.9%**
Inventory Total Inventory
- 27 days**
Marketing Time Days on Market

- Single family median sales price rose to a new high for the twelfth consecutive quarter
- Condo median sales price rose year over year for the eighth straight quarter



St. Petersburg Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$539,448	9.5%	\$492,837	16.4%	\$463,484
Average Price Per Sq Ft	\$346	4.8%	\$330	19.3%	\$290
Median Sales Price	\$399,000	10.8%	\$360,000	24.7%	\$320,000
Number of Sales (Closed)	1,008	-9.6%	1,115	-10.1%	1,121
Days on Market (From Last List Date)	17	-26.1%	23	-51.4%	35
Listing Discount (From Last List Price)	-1.0%		1.3%		1.6%
Listing Inventory	165	-17.5%	200	-26.7%	225
Months of Supply	0.5	0.0%	0.5	-16.7%	0.6
Average Square Feet	1,557	4.1%	1,495	-2.6%	1,598



St. Petersburg Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$495,486	9.1%	\$454,022	11.4%	\$444,882
Average Price Per Sq Ft	\$434	7.7%	\$403	15.1%	\$377
Median Sales Price	\$345,000	3.0%	\$335,000	8.8%	\$317,000
Number of Sales (Closed)	236	-3.3%	244	-22.6%	305
Days on Market (From Last List Date)	19	11.8%	17	-58.7%	46
Listing Discount (From Last List Price)	0.5%		1.8%		2.8%
Listing Inventory	94	-17.5%	114	-40.9%	159
Months of Supply	1.2	-14.3%	1.4	-25.0%	1.6
Average Square Feet	1,142	1.5%	1,125	-3.1%	1,179



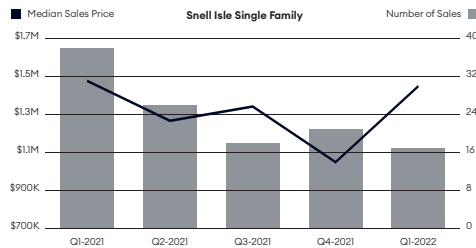
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single family median sales price jumped 24.7% year over year to \$399,000 and was 49.2% above pre-pandemic levels. Listing inventory for single families dropped 26.7% annually to 165 as their sales declined 10.1% to 1,008 from the prior-year quarter. Despite the decline in sales,

months of supply was 0.5 months, the fastest single family pace on record and a 75% faster pace than pre-pandemic levels. As a result, its bidding war market share jumped to a record 48.7%. Condo market conditions were generally similar, with rising prices and record

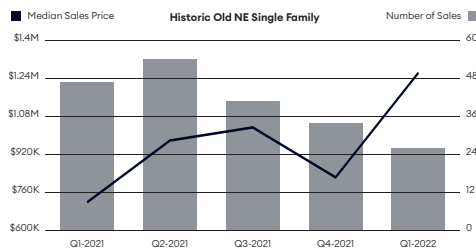
low listing inventory restraining potential sales. Condo median sales price increased 8.8% year over year to \$345,000. With both condo listing inventory and condo sales declining, their bidding war market share surged to a new high of 36%.

Snell Isle Single Family



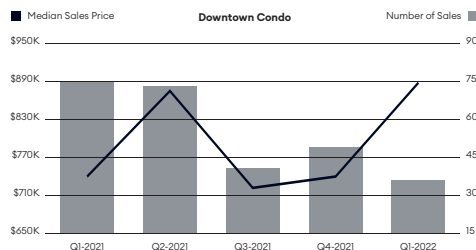
Note: Comprised of single family data within zip code 33704 on Snell Isle

Historic Old NE Single Family



Comprised of single family data within zip code 33704, east of 4th St N, north of 5th Ave N and south of 30th Ave N.

Downtown Condo



Comprised of condo data in zip code 33701.

Snell Isle Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,656,574	-10.8%	\$1,858,167	-6.2%	\$1,766,290
Average Price per Sq Ft	\$580	-9.5%	\$641	2.3%	\$567
Median Sales Price	\$1,450,000	38.1%	\$1,050,000	-1.9%	\$1,477,500
Number of Sales (Closed)	17	-19.0%	21	-55.3%	38
Days on Market (From Last List Date)	24	-45.5%	44	-50.0%	48
Listing Discount (From Last List Price)	2.4%		1.0%		2.1%
Listing Inventory	10	66.7%	6	-23.1%	13
Months of Supply	1.8	100.0%	0.9	80.0%	1.0
Average Square Feet	2,857	-1.5%	2,900	-8.2%	3,113

Historic Old NE Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,522,869	44.2%	\$1,056,147	79.8%	\$847,063
Average Price per Sq Ft	\$597	15.0%	\$519	54.3%	\$387
Median Sales Price	\$1,265,000	53.3%	\$825,000	75.7%	\$720,000
Number of Sales (Closed)	26	-23.5%	34	-44.7%	47
Days on Market (From Last List Date)	29	38.1%	21	-43.1%	51
Listing Discount (From Last List Price)	1.3%		1.3%		1.2%
Listing Inventory	6	-25.0%	8	-53.8%	13
Months of Supply	0.7	0.0%	0.7	-12.5%	0.8
Average Square Feet	2,553	25.4%	2,036	16.6%	2,190

Downtown Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,360,786	39.8%	\$973,714	51.3%	\$899,423
Average Price per Sq Ft	\$796	15.4%	\$690	32.7%	\$600
Median Sales Price	\$888,000	20.0%	\$740,000	20.0%	\$740,000
Number of Sales (Closed)	36	-26.5%	49	-52.0%	75
Days on Market (From Last List Date)	18	12.5%	16	-74.6%	71
Listing Discount (From Last List Price)	0.6%		1.7%		3.6%
Listing Inventory	29	-31.0%	42	-51.7%	60
Months of Supply	2.4	-7.7%	2.6	0.0%	2.4
Average Square Feet	3,050	4.5%	2,919	-3.0%	3,145

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	37.7%	34.5%
Single Family Mortgage	62.3%	65.5%
Condo Cash	60.6%	51.8%
Condo Mortgage	39.4%	48.2%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	67.8%	74.0%
Single Family \$500K - \$1M	24.1%	20.4%
Single Family Over \$1M	8.1%	5.6%
Condo Under \$500K	73.3%	74.1%
Condo \$500K-\$1M	19.1%	18.0%
Condo Over \$1M	7.6%	7.9%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	48.7%	26.8%
Single Family At	17.5%	20.6%
Single Family Under	34.0%	52.7%
Condo Over	36.0%	9.8%
Condo At	23.7%	21.6%
Condo Under	40.3%	68.5%

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

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