

# Elliman Report

## Q4-2022 St. Petersburg, FL Sales

### Single Family Dashboard

YEAR-OVER-YEAR

**+ 15.3%**  
Prices Median Sales Price

**- 33.9%**  
Sales Closed Sales

**+ 173.5%**  
Inventory Total Inventory

**+ 9 days**  
Marketing Time  
Days on Market

### Condo Dashboard

YEAR-OVER-YEAR

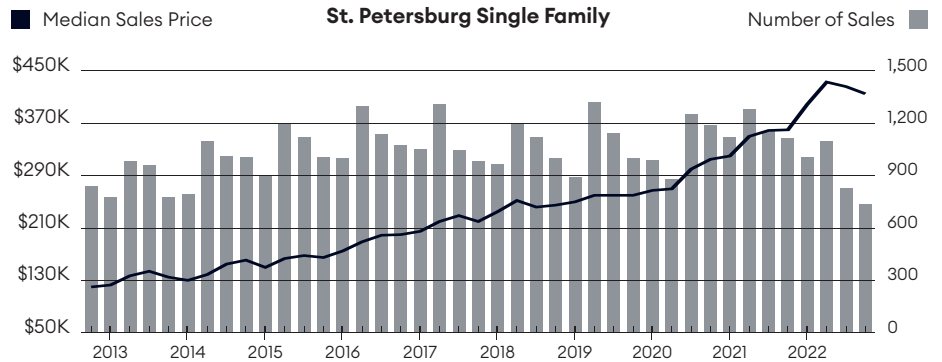
**- 5.2%**  
Prices Median Sales Price

**- 32.4%**  
Sales Closed Sales

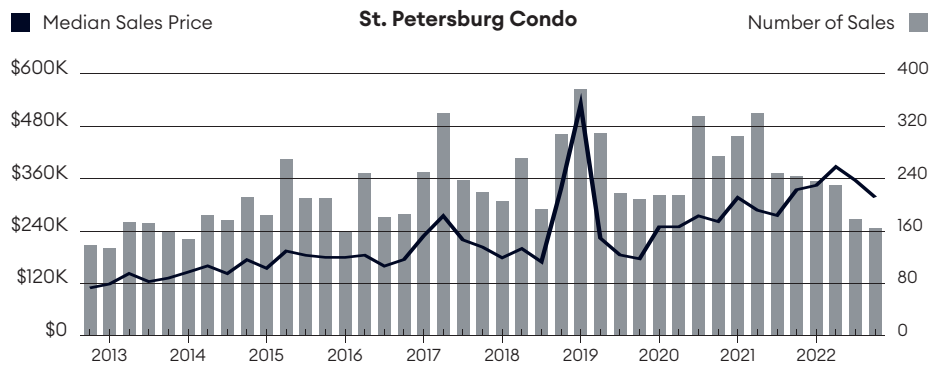
**+ 176.3%**  
Inventory Total Inventory

**+ 15 days**  
Marketing Time  
Days on Market

- Single family price trend indicators jumped year over year and remain sharply higher than pre-pandemic
- Condo price trend indicators showed mixed results year over year but were significantly above pre-pandemic levels



St. Petersburg Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$579,161	3.0%	\$562,139	17.5%	\$492,837
Average Price Per Sq Ft	\$385	1.9%	\$378	16.7%	\$330
Median Sales Price	\$415,000	-2.6%	\$426,000	15.3%	\$360,000
Number of Sales (Closed)	737	-11.0%	828	-33.9%	1,115
Days on Market (From Last List Date)	32	60.0%	20	39.1%	23
Listing Discount (From Last List Price)	4.0%		2.5%		1.3%
Listing Inventory	547	9.6%	499	173.5%	200
Months of Supply	2.2	22.2%	1.8	340.0%	0.5
Average Square Feet	1,506	1.1%	1,489	0.7%	1,495



St. Petersburg Condo Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$490,284	-5.5%	\$518,853	8.0%	\$454,022
Average Price Per Sq Ft	\$454	-3.4%	\$470	12.7%	\$403
Median Sales Price	\$317,500	-10.8%	\$356,000	-5.2%	\$335,000
Number of Sales (Closed)	165	-7.3%	178	-32.4%	244
Days on Market (From Last List Date)	32	33.3%	24	88.2%	17
Listing Discount (From Last List Price)	3.6%		3.2%		1.8%
Listing Inventory	315	15.0%	274	176.3%	114
Months of Supply	5.7	23.9%	4.6	307.1%	1.4
Average Square Feet	1,080	-2.1%	1,103	-4.0%	1,125

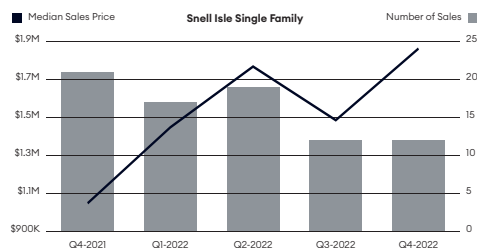


The median sales price for single families rose 15.3% annually to \$415,000, the third-highest on record, and was 59.6% above pre-pandemic levels. The number of sales fell 33.9% year over year to 737 while, over the same period listing inventory more than doubled to 547 annually but was still 22.3% short of pre-pandemic levels.

The market share of single family bidding wars decreased by 14.5% from 33.6% during the prior year's housing boom. The condo market saw median sales price sliding 5.2% year over year to \$317,500 and 79.6% above pre-pandemic levels. Condo sales fell 32.4% annually, and listing inventory almost tripled

year over year but remained 6% below pre-pandemic levels. Despite the slowdown to the 5.7-month pace of the condo market from last year's housing boom, the market remained 18.8% faster than pre-pandemic levels.

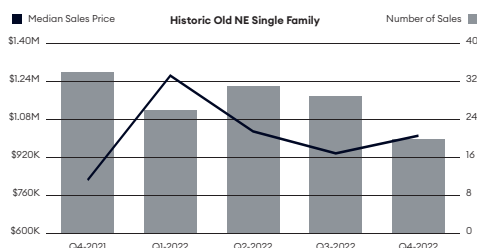
## Snell Isle Single Family



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

Snell Isle Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,899,958	73.2%	\$1,674,667	56.1%	\$1,858,167
Average Price per Sq Ft	\$922	57.3%	\$586	43.8%	\$641
Median Sales Price	\$1,864,750	25.4%	\$1,487,500	77.6%	\$1,050,000
Number of Sales (Closed)	12	0.0%	12	-42.9%	21
Days on Market (From Last List Date)	42	-2.3%	43	-4.5%	44
Listing Discount (From Last List Price)	11.8%		2.2%		1.0%
Listing Inventory	22	-12.0%	25	266.7%	6
Months of Supply	5.5	-12.7%	6.3	511.1%	0.9
Average Square Feet	3,147	10.1%	2,859	8.5%	2,900

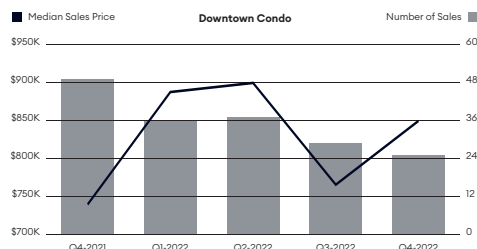
## Historic Old NE Single Family



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.

Historic Old NE Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,236,790	-5.2%	\$1,304,538	17.1%	\$1,056,147
Average Price per Sq Ft	\$564	-9.3%	\$622	8.7%	\$519
Median Sales Price	\$1,012,013	7.9%	\$937,500	22.7%	\$825,000
Number of Sales (Closed)	20	-31.0%	29	-41.2%	34
Days on Market (From Last List Date)	48	242.9%	14	128.6%	21
Listing Discount (From Last List Price)	6.0%		1.1%		1.3%
Listing Inventory	8	-52.9%	17	0.0%	8
Months of Supply	1.2	-33.3%	1.8	71.4%	0.7
Average Square Feet	2,191	4.4%	2,098	7.6%	2,036

## Downtown Condo



Comprised of condo data in zip code 33701.

Downtown Condo Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$927,084	0.1%	\$925,978	-4.8%	\$973,714
Average Price per Sq Ft	\$693	2.2%	\$678	0.4%	\$690
Median Sales Price	\$850,000	11.0%	\$766,000	14.9%	\$740,000
Number of Sales (Closed)	25	-13.8%	29	-49.0%	49
Days on Market (From Last List Date)	49	75.0%	28	206.3%	16
Listing Discount (From Last List Price)	3.5%		2.9%		1.7%
Listing Inventory	81	12.5%	72	92.9%	42
Months of Supply	9.7	31.1%	7.4	273.1%	2.6
Average Square Feet	2,951	3.9%	2,839	1.1%	2,919

## By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	35.5%	35.0%
Single Family Mortgage	64.5%	65.0%
Condo Cash	55.8%	45.5%
Condo Mortgage	44.2%	54.5%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	64.6%	74.4%
Single Family \$500K - \$1M	27.0%	19.0%
Single Family Over \$1M	8.4%	6.5%
Condo Under \$500K	69.7%	72.5%
Condo \$500K-\$1M	21.2%	19.3%
Condo Over \$1M	9.1%	8.2%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	14.5%	33.6%
Single Family At	14.5%	18.3%
Single Family Under	71.0%	48.1%
Condo Over	10.3%	27.5%
Condo At	16.4%	25.0%
Condo Under	73.3%	47.5%

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)

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