

Elliman Report

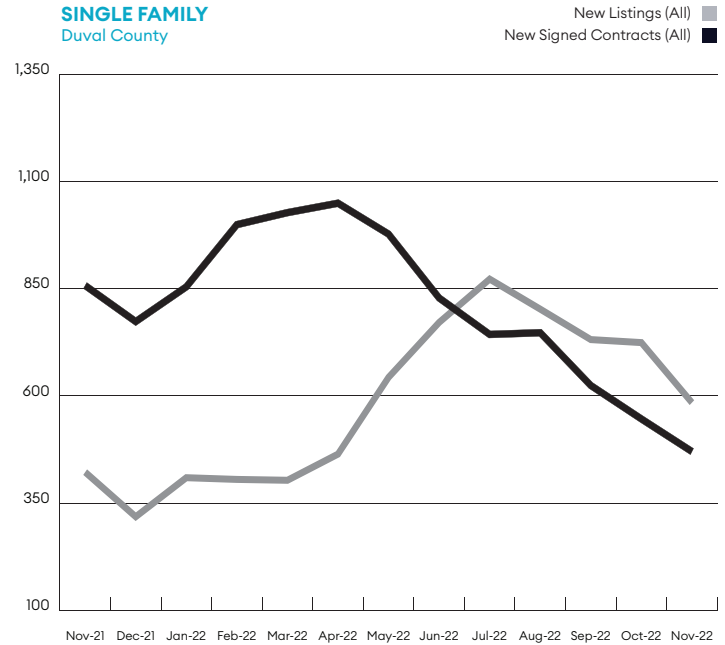
Florida

November 2022 New Signed Contracts

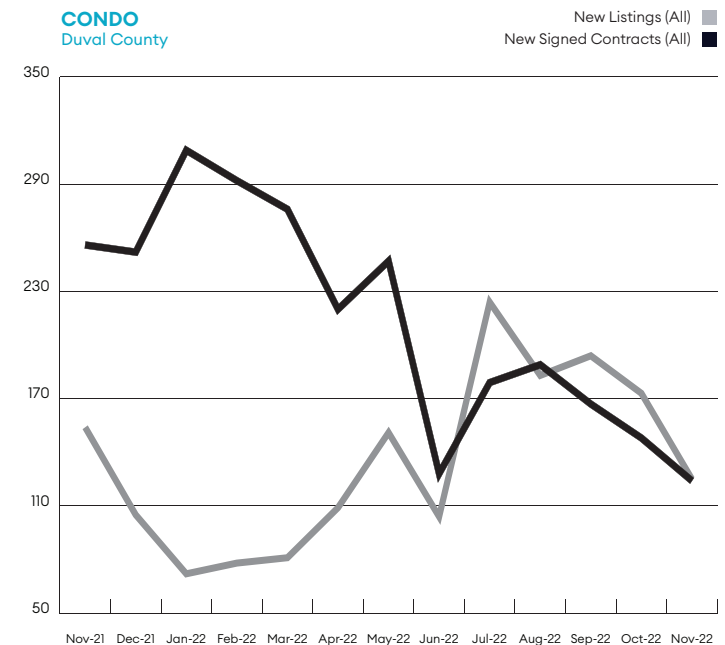
Duval County

"New listings fell faster month over month in November than newly signed contracts as would-be sellers remained wedded to their lower rates. New listings have fallen monthly since August."

SINGLE FAMILY MATRIX Duval County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	470	857	-45.2%
< \$200K	93	198	-53.0%
\$200K-\$299K	120	242	-50.4%
\$300K-\$399K	122	243	-49.8%
\$400K-\$499K	60	82	-26.8%
\$500K-\$599K	20	35	-42.9%
\$600K-\$799K	25	30	-16.7%
\$800K-\$999K	15	15	0.0%
≥ \$1M	15	12	25.0%
New Listings (All)	584	422	38.4%
< \$200K	82	83	-1.2%
\$200K-\$299K	161	113	42.5%
\$300K-\$399K	166	117	41.9%
\$400K-\$499K	75	40	87.5%
\$500K-\$599K	33	28	17.9%
\$600K-\$799K	39	21	85.7%
\$800K-\$999K	10	9	11.1%
≥ \$1M	18	11	63.6%



CONDO MATRIX Duval County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	124	256	-51.6%
< \$200K	33	99	-66.7%
\$200K-\$299K	64	114	-43.9%
\$300K-\$399K	17	26	-34.6%
\$400K-\$499K	3	10	-70.0%
\$500K-\$599K	5	2	150.0%
\$600K-\$799K	0	3	-100.0%
\$800K-\$999K	0	1	-100.0%
≥ \$1M	2	1	100.0%
New Listings (All)	125	154	-18.8%
< \$200K	26	34	-23.5%
\$200K-\$299K	55	88	-37.5%
\$300K-\$399K	22	10	120.0%
\$400K-\$499K	5	7	-28.6%
\$500K-\$599K	4	6	-33.3%
\$600K-\$799K	8	4	100.0%
\$800K-\$999K	3	3	0.0%
≥ \$1M	2	2	0.0%

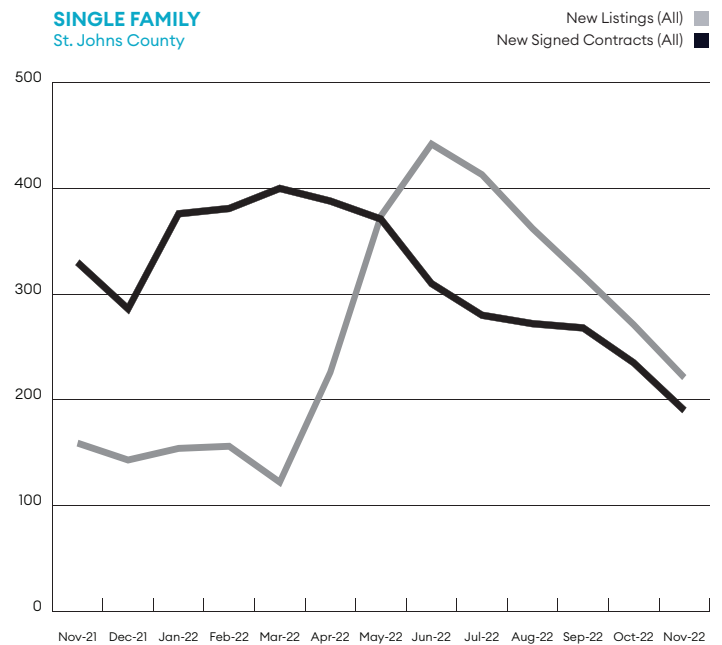


Source: Northeast Florida MLS

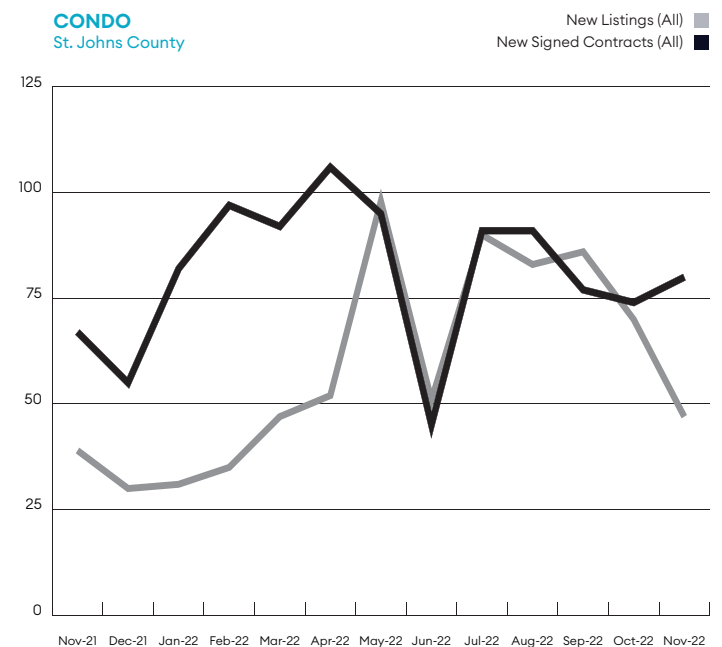
St. Johns County

"New listings fell faster month over month in November than newly signed contracts as would-be sellers remained wedded to their lower rates. New listings have fallen monthly since August."

SINGLE FAMILY MATRIX St. Johns County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	190	330	-42.4%
< \$200K	2	3	-33.3%
\$200K-\$299K	3	10	-70.0%
\$300K-\$399K	37	71	-47.9%
\$400K-\$499K	48	87	-44.8%
\$500K-\$599K	35	58	-39.7%
\$600K-\$799K	31	59	-47.5%
\$800K-\$999K	15	17	-11.8%
≥ \$1M	19	25	-24.0%
New Listings (All)	221	159	39.0%
< \$200K	0	0	
\$200K-\$299K	3	8	-62.5%
\$300K-\$399K	44	27	63.0%
\$400K-\$499K	34	50	-32.0%
\$500K-\$599K	34	27	25.9%
\$600K-\$799K	53	26	103.8%
\$800K-\$999K	30	8	275.0%
≥ \$1M	23	13	76.9%



CONDO MATRIX St. Johns County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	80	67	19.4%
< \$200K	1	5	-80.0%
\$200K-\$299K	41	27	51.9%
\$300K-\$399K	23	13	76.9%
\$400K-\$499K	3	12	-75.0%
\$500K-\$599K	5	6	-16.7%
\$600K-\$799K	7	1	600.0%
\$800K-\$999K	0	2	-100.0%
≥ \$1M	0	1	-100.0%
New Listings (All)	47	39	20.5%
< \$200K	0	0	
\$200K-\$299K	18	9	100.0%
\$300K-\$399K	9	22	-59.1%
\$400K-\$499K	8	3	166.7%
\$500K-\$599K	2	4	-50.0%
\$600K-\$799K	5	0	
\$800K-\$999K	3	0	
≥ \$1M	2	1	100.0%

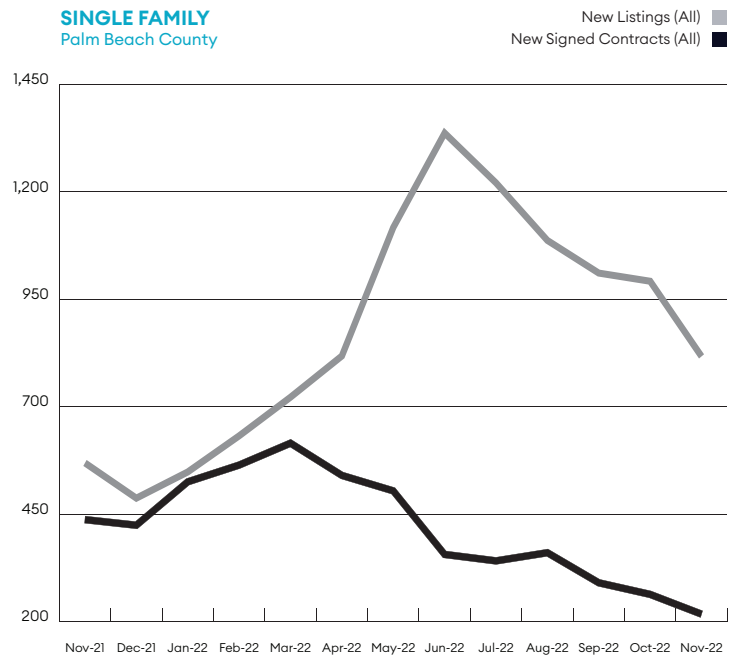


Northeast Florida MLS

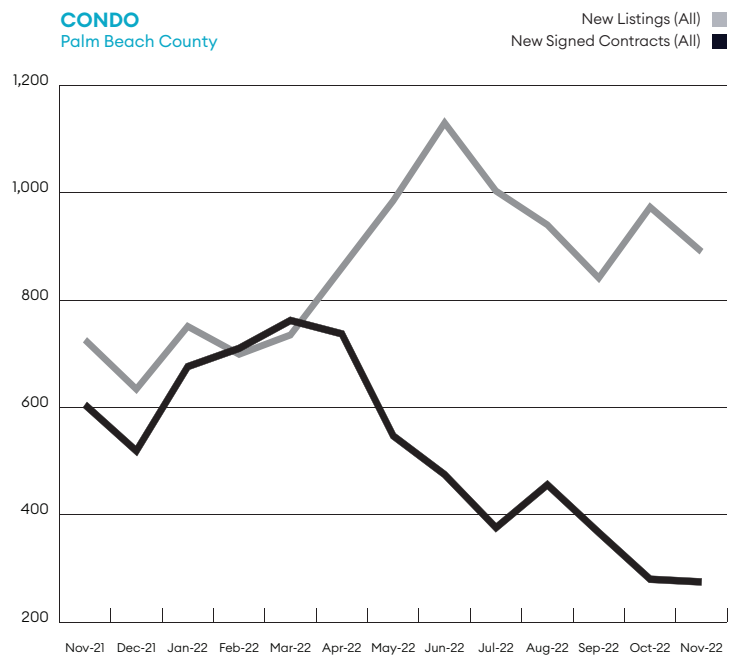
Palm Beach County

"New listings fell faster month over month in November than newly signed contracts as would-be sellers remained wedded to their lower rates. Moreover, compared to pre-pandemic conditions, new listings have been falling faster than newly signed contracts since at least September."

SINGLE FAMILY MATRIX Palm Beach County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	217	437	-50.3%
< \$300K	18	38	-52.6%
\$300K - \$399K	28	75	-62.7%
\$400K - \$499K	34	91	-62.6%
\$500K - \$999K	81	154	-47.4%
\$1M - \$2.99M	43	61	-29.5%
\$3M - \$4.99M	10	7	42.9%
\$5M - \$9.99M	2	6	-66.7%
≥ \$10M	1	5	-80.0%
New Listings (All)	817	569	43.6%
< \$300K	32	41	-22.0%
\$300K - \$399K	59	98	-39.8%
\$400K - \$499K	100	77	29.9%
\$500K - \$999K	356	214	66.4%
\$1M - \$2.99M	169	93	81.7%
\$3M - \$4.99M	50	13	284.6%
\$5M - \$9.99M	26	13	100.0%
≥ \$10M	25	20	25.0%



CONDO MATRIX Palm Beach County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	275	605	-54.5%
< \$200K	80	222	-64.0%
\$200K - \$299K	64	171	-62.6%
\$300K - \$399K	55	80	-31.3%
\$400K - \$599K	44	53	-17.0%
\$600K - \$999K	15	28	-46.4%
\$1M - \$2.99M	14	36	-61.1%
\$3M - \$4.99M	2	7	-71.4%
≥ \$5M	1	8	-87.5%
New Listings (All)	890	726	22.6%
< \$200K	164	215	-23.7%
\$200K - \$299K	224	189	18.5%
\$300K - \$399K	187	106	76.4%
\$400K - \$599K	138	84	64.3%
\$600K - \$999K	89	53	67.9%
\$1M - \$2.99M	54	60	-10.0%
\$3M - \$4.99M	19	13	46.2%
≥ \$5M	15	6	150.0%

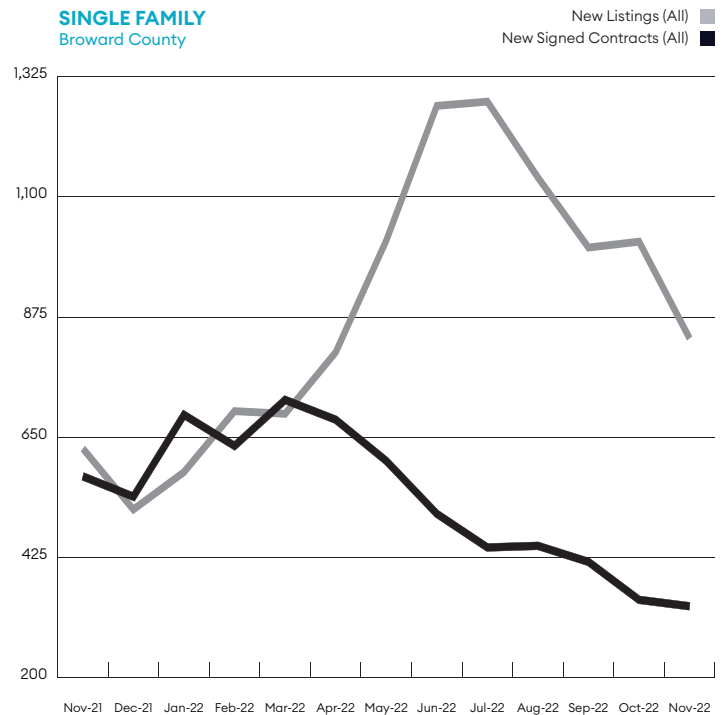


Source: BeachesMLS

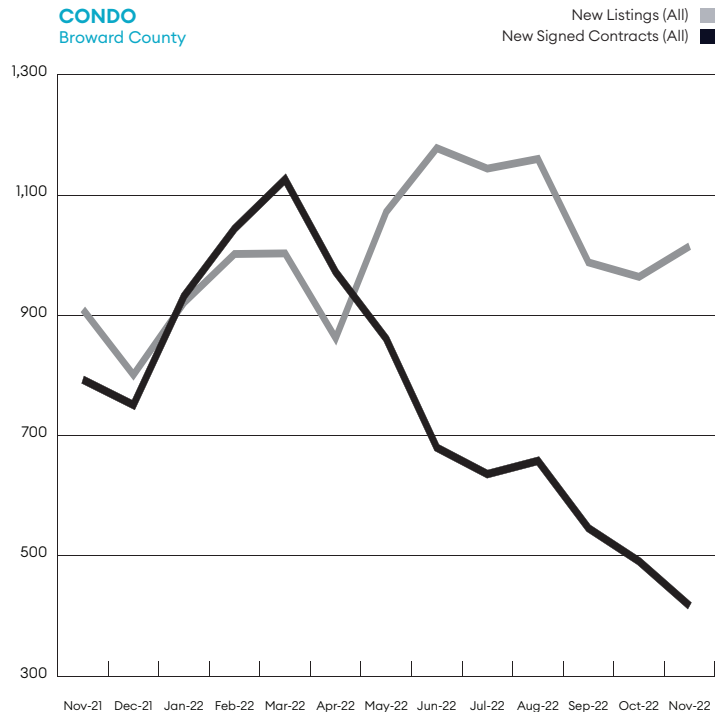
Broward County

"Newly signed contracts have fallen annually since April, distorted by the pandemic-era housing boom. New listings fell month over month for the fifth consecutive month as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Broward County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	334	577	-42.1%
< \$300K	18	66	-72.7%
\$300K - \$399K	81	120	-32.5%
\$400K - \$499K	67	132	-49.2%
\$500K - \$999K	131	195	-32.8%
\$1M - \$2.99M	33	56	-41.1%
\$3M - \$4.99M	3	6	-50.0%
\$5M - \$9.99M	0	0	
≥ \$10M	1	2	-50.0%
New Listings (All)	835	629	32.8%
< \$300K	28	60	-53.3%
\$300K - \$399K	99	139	-28.8%
\$400K - \$499K	141	125	12.8%
\$500K - \$999K	395	212	86.3%
\$1M - \$2.99M	146	73	100.0%
\$3M - \$4.99M	18	12	50.0%
\$5M - \$9.99M	7	4	75.0%
≥ \$10M	1	4	-75.0%



CONDO MATRIX Broward County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	417	793	-47.4%
< \$200K	171	341	-49.9%
\$200K - \$299K	106	198	-46.5%
\$300K - \$399K	64	119	-46.2%
\$400K - \$599K	43	64	-32.8%
\$600K - \$999K	14	47	-70.2%
\$1M - \$2.99M	15	22	-31.8%
\$3M - \$4.99M	4	0	
≥ \$5M	0	2	-100.0%
New Listings (All)	1,015	910	11.5%
< \$200K	258	365	-29.3%
\$200K - \$299K	256	198	29.3%
\$300K - \$399K	193	136	41.9%
\$400K - \$599K	180	114	57.9%
\$600K - \$999K	75	66	13.6%
\$1M - \$2.99M	43	28	53.6%
\$3M - \$4.99M	8	2	300.0%
≥ \$5M	2	1	100.0%

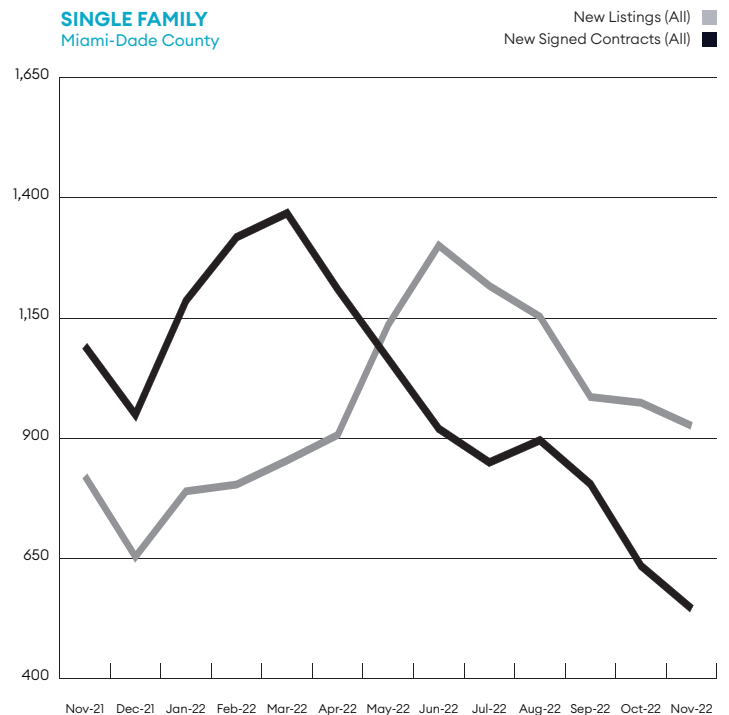


Source: BeachesMLS

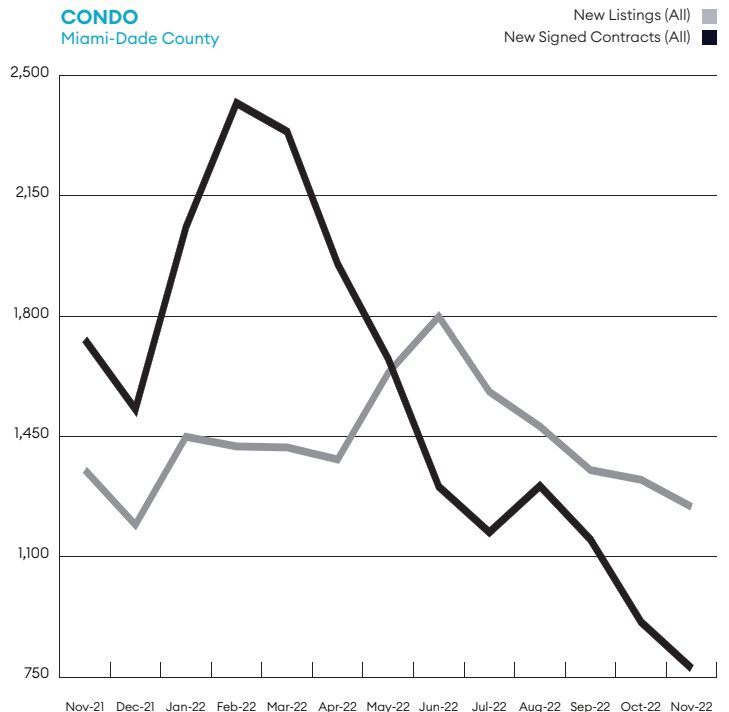
Miami-Dade County

"Newly signed contracts have fallen annually since January, distorted by the pandemic-era housing boom. New listings fell month over month for the fifth consecutive month as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Miami-Dade County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	546	1,092	-50.0%
< \$300K	23	77	-70.1%
\$300K - \$399K	85	209	-59.3%
\$400K - \$499K	129	260	-50.4%
\$500K - \$999K	226	366	-38.3%
\$1M - \$2.99M	62	139	-55.4%
\$3M - \$4.99M	12	25	-52.0%
\$5M - \$9.99M	6	9	-33.3%
≥ \$10M	3	7	-57.1%
New Listings (All)	926	822	12.7%
< \$300K	18	43	-58.1%
\$300K - \$399K	55	104	-47.1%
\$400K - \$499K	143	180	-20.6%
\$500K - \$999K	428	324	32.1%
\$1M - \$2.99M	186	119	56.3%
\$3M - \$4.99M	44	25	76.0%
\$5M - \$9.99M	27	14	92.9%
≥ \$10M	25	13	92.3%



CONDO MATRIX Miami-Dade County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	775	1,732	-55.3%
< \$200K	75	270	-72.2%
\$200K - \$299K	206	405	-49.1%
\$300K - \$399K	171	356	-52.0%
\$400K - \$599K	177	331	-46.5%
\$600K - \$999K	81	201	-59.7%
\$1M - \$2.99M	55	136	-59.6%
\$3M - \$4.99M	6	26	-76.9%
≥ \$5M	4	7	-42.9%
New Listings (All)	1,245	1,353	-8.0%
< \$200K	69	148	-53.4%
\$200K - \$299K	168	241	-30.3%
\$300K - \$399K	204	234	-12.8%
\$400K - \$599K	350	258	35.7%
\$600K - \$999K	229	212	8.0%
\$1M - \$2.99M	166	180	-7.8%
\$3M - \$4.99M	34	34	0.0%
≥ \$5M	25	46	-45.7%

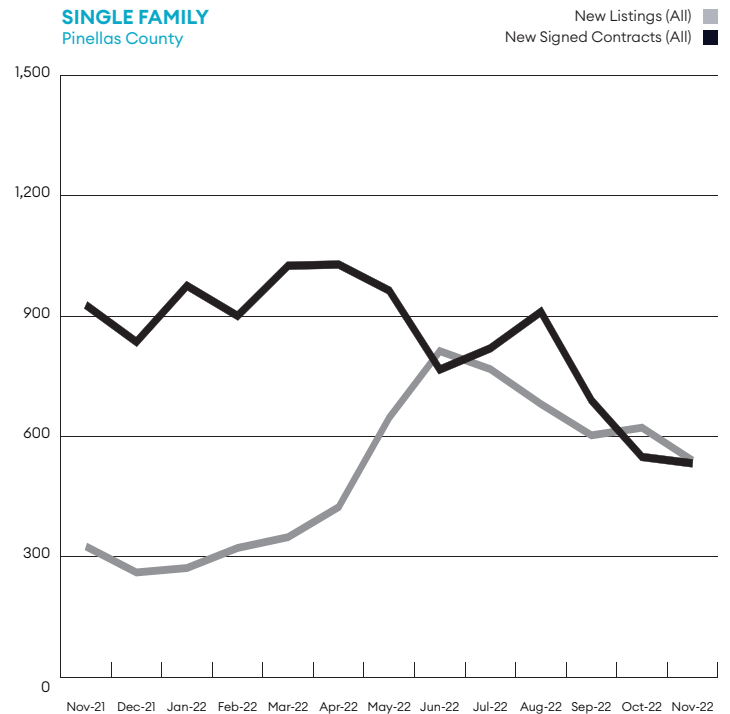


Source: Miami Association of REALTORS, INC. MLS

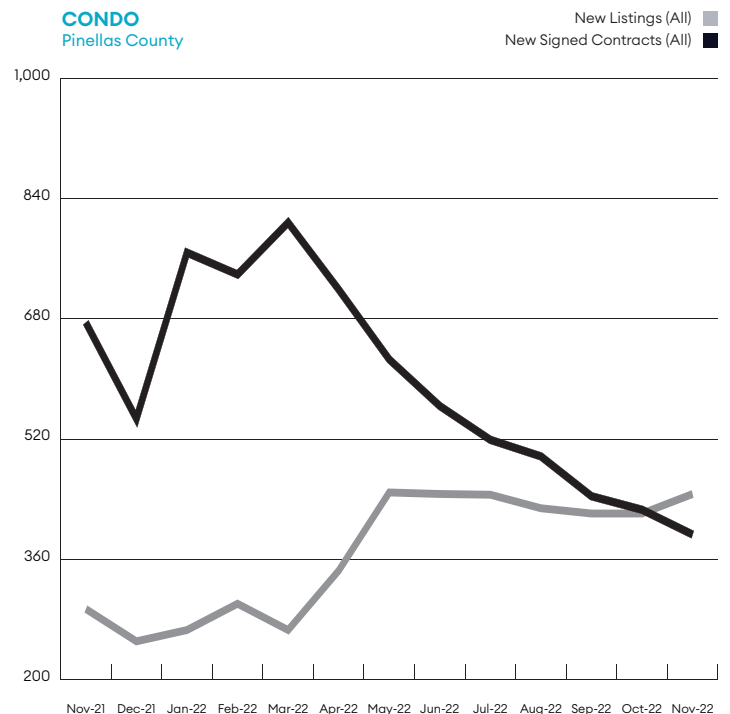
Pinellas County

"Newly signed contracts have fallen annually for more than a year, distorted by the pandemic-era housing boom. New listings fell month over month for the fourth time in five months as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Pinellas County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	533	928	-42.6%
< \$200K	11	35	-68.6%
\$200K - \$299K	94	193	-51.3%
\$300K - \$399K	136	250	-45.6%
\$400K - \$499K	101	172	-41.3%
\$500K - \$599K	63	66	-4.5%
\$600K - \$799K	61	94	-35.1%
\$800K - \$999K	19	42	-54.8%
≥ \$1M	48	76	-36.8%
New Listings (All)	540	326	65.6%
< \$200K	5	13	-61.5%
\$200K - \$299K	45	46	-2.2%
\$300K - \$399K	121	82	47.6%
\$400K - \$499K	120	58	106.9%
\$500K - \$599K	62	35	77.1%
\$600K - \$799K	80	37	116.2%
\$800K - \$999K	31	17	82.4%
≥ \$1M	76	38	100.0%



CONDO MATRIX Pinellas County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	393	675	-41.8%
< \$200K	108	236	-54.2%
\$200K - \$299K	120	141	-14.9%
\$300K - \$399K	53	109	-51.4%
\$400K - \$499K	29	56	-48.2%
\$500K - \$599K	21	35	-40.0%
\$600K - \$799K	29	50	-42.0%
\$800K - \$999K	15	21	-28.6%
≥ \$1M	18	27	-33.3%
New Listings (All)	447	294	52.0%
< \$200K	76	83	-8.4%
\$200K - \$299K	125	66	89.4%
\$300K - \$399K	76	35	117.1%
\$400K - \$499K	53	29	82.8%
\$500K - \$599K	34	16	112.5%
\$600K - \$799K	28	26	7.7%
\$800K - \$999K	20	13	53.8%
≥ \$1M	35	26	34.6%

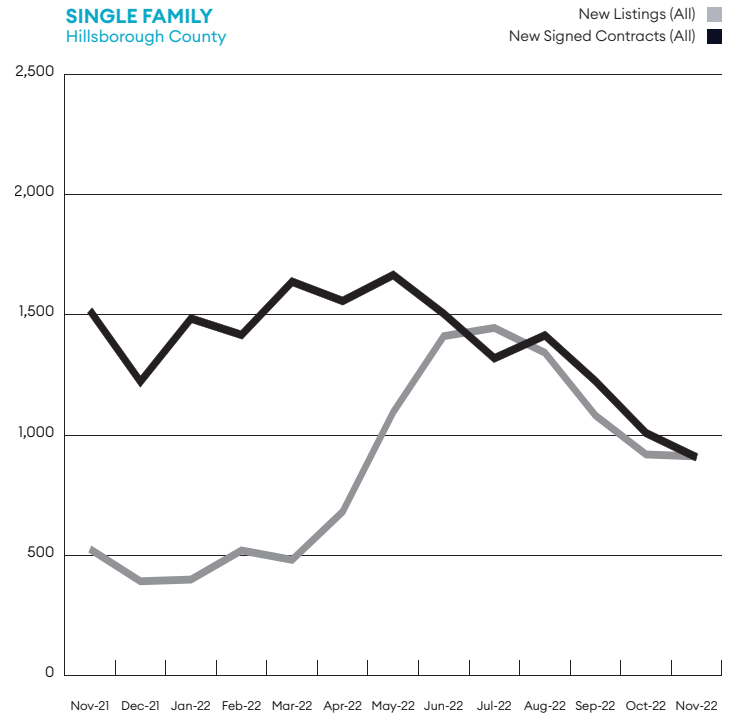


Source: Stellar MLS

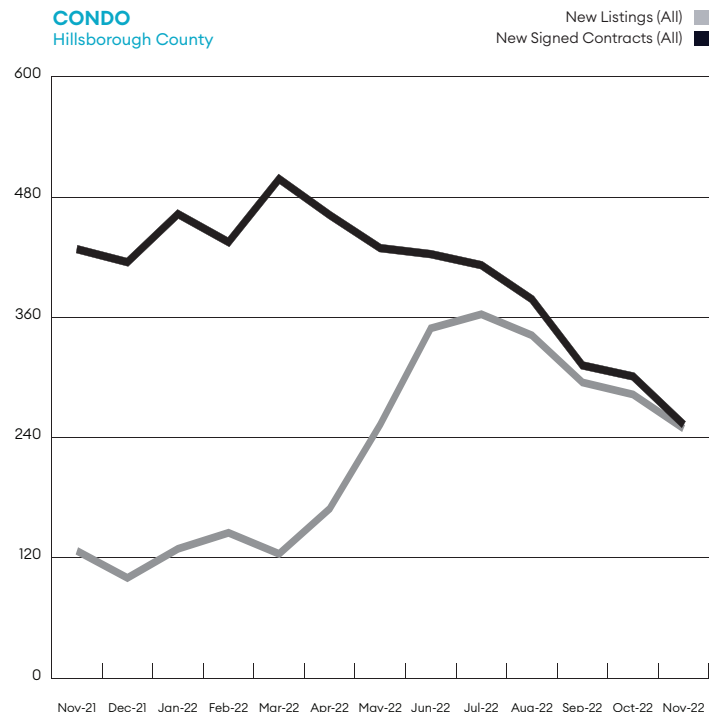
Hillsborough County

"Newly signed contracts have fallen annually for more than a year, distorted by the pandemic-era housing boom. New listings fell month over month for the fourth time as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Hillsborough County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	908	1,519	-40.2%
< \$200K	22	62	-64.5%
\$200K - \$299K	120	309	-61.2%
\$300K - \$399K	347	569	-39.0%
\$400K - \$499K	166	251	-33.9%
\$500K - \$599K	83	111	-25.2%
\$600K - \$799K	98	120	-18.3%
\$800K - \$999K	30	42	-28.6%
≥ \$1M	42	55	-23.6%
New Listings (All)	912	527	73.1%
< \$200K	16	14	14.3%
\$200K - \$299K	72	69	4.3%
\$300K - \$399K	287	178	61.2%
\$400K - \$499K	230	114	101.8%
\$500K - \$599K	100	41	143.9%
\$600K - \$799K	104	56	85.7%
\$800K - \$999K	52	24	116.7%
≥ \$1M	51	31	64.5%



CONDO MATRIX Hillsborough County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	253	428	-40.9%
< \$200K	56	143	-60.8%
\$200K - \$299K	106	162	-34.6%
\$300K - \$399K	46	73	-37.0%
\$400K - \$499K	17	20	-15.0%
\$500K - \$599K	9	12	-25.0%
\$600K - \$799K	12	10	20.0%
\$800K - \$999K	4	4	0.0%
≥ \$1M	3	4	-25.0%
New Listings (All)	249	127	96.1%
< \$200K	28	37	-24.3%
\$200K - \$299K	92	45	104.4%
\$300K - \$399K	67	19	252.6%
\$400K - \$499K	25	8	212.5%
\$500K - \$599K	6	4	50.0%
\$600K - \$799K	15	10	50.0%
\$800K - \$999K	11	3	266.7%
≥ \$1M	5	1	400.0%

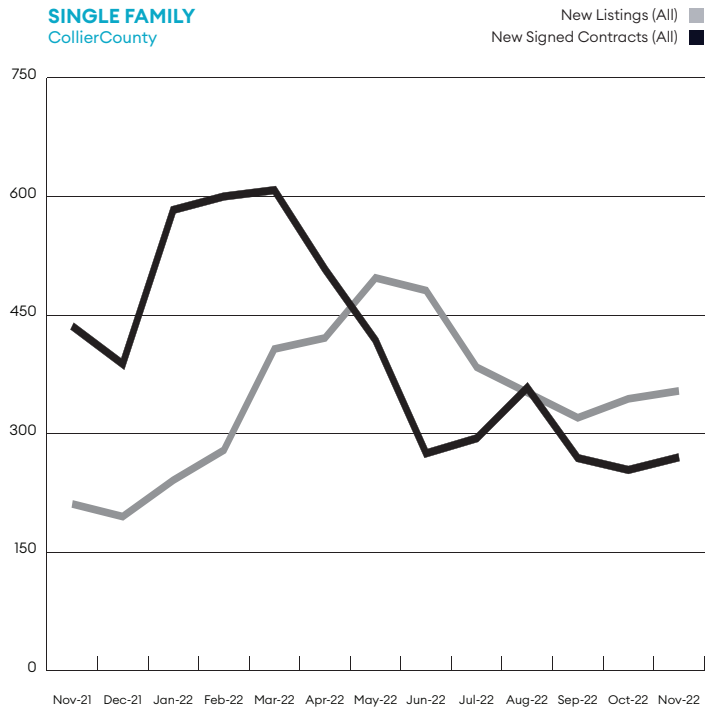


Source: Stellar MLS

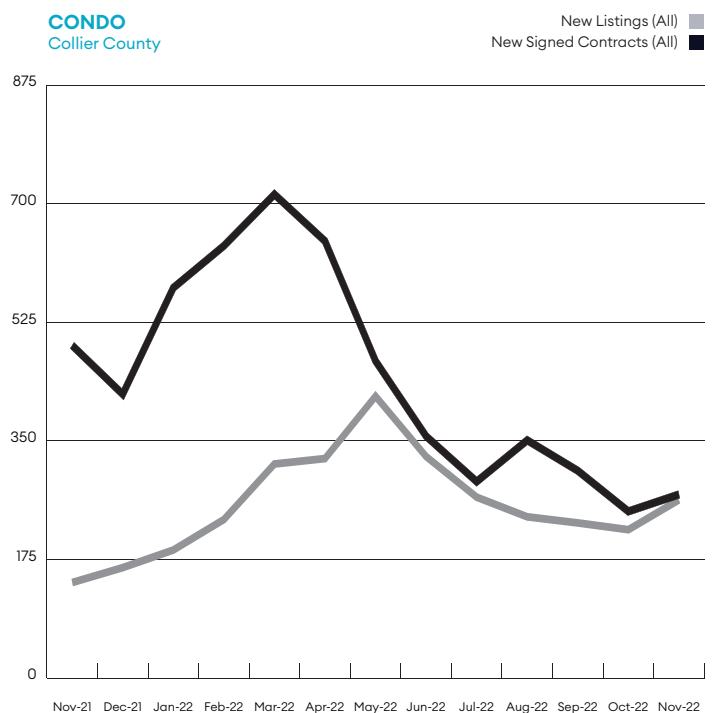
Collier County

"Newly signed contracts rose monthly for the first time since March. In addition, new listings expanded month over month for the second time."

SINGLE FAMILY MATRIX Collier County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	270	436	-38.1%
< \$300K	2	4	-50.0%
\$300K-\$499K	57	99	-42.4%
\$500K-\$699K	54	100	-46.0%
\$700K-\$899K	38	72	-47.2%
\$900K-\$999K	16	14	14.3%
\$1M-\$1.99M	54	85	-36.5%
\$2M-\$4.99M	29	45	-35.6%
≥ \$5M	20	17	17.6%
New Listings (All)	354	211	67.8%
< \$300K	5	1	400.0%
\$300K-\$499K	41	47	-12.8%
\$500K-\$699K	51	61	-16.4%
\$700K-\$899K	56	28	100.0%
\$900K-\$999K	25	10	150.0%
\$1M-\$1.99M	78	33	136.4%
\$2M-\$4.99M	61	12	408.3%
≥ \$5M	37	19	94.7%



CONDO MATRIX Collier County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	271	491	-44.8%
< \$300K	38	125	-69.6%
\$300K-\$499K	118	173	-31.8%
\$500K-\$599K	32	39	-17.9%
\$600K-\$699K	16	34	-52.9%
\$700K-\$799K	7	21	-66.7%
\$800K-\$999K	17	23	-26.1%
\$1M-\$1.99M	24	50	-52.0%
≥ \$2M	19	26	-26.9%
New Listings (All)	263	141	86.5%
< \$300K	12	28	-57.1%
\$300K-\$499K	110	42	161.9%
\$500K-\$599K	36	10	260.0%
\$600K-\$699K	21	3	600.0%
\$700K-\$799K	17	11	54.5%
\$800K-\$999K	23	12	91.7%
\$1M-\$1.99M	31	19	63.2%
≥ \$2M	13	16	-18.8%



Source: Southwest Florida MLS

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

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