

Elliman Report

Q4-2022 St. Augustine, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 9.3%**
Prices Median Sales Price
- 29.1%**
Sales Closed Sales
- + 60.5%**
Inventory Total Inventory
- + 2.5%**
Negotiability Listing Discount

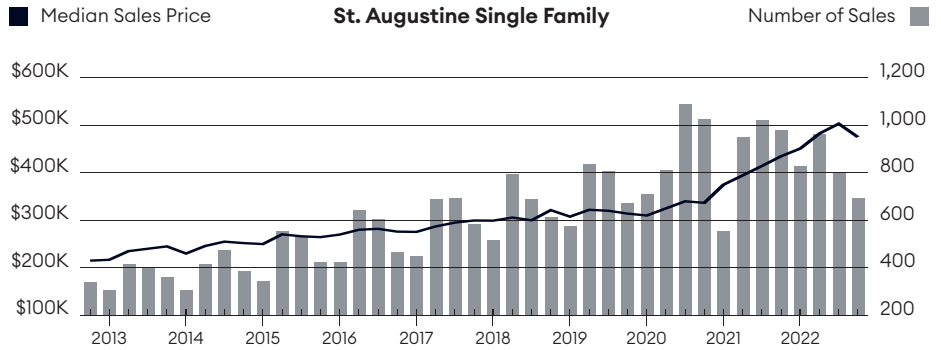
Condo

Dashboard

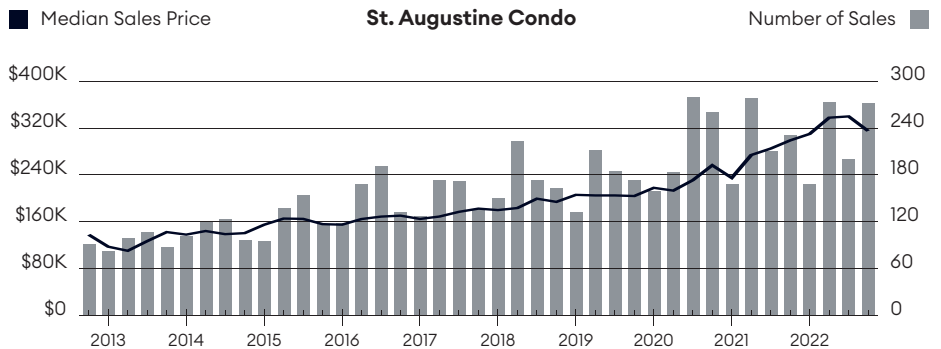
YEAR-OVER-YEAR

- + 5.4%**
Prices Median Sales Price
- + 17.7%**
Sales Closed Sales
- + 61.3%**
Inventory Total Inventory
- + 1.8%**
Negotiability Listing Discount

- Single family median sales price rose year over year for twelve quarters and was more than fifty percent higher than pre-pandemic
- Single family sales declined sharply year over year, but the current total is on par with pre-pandemic levels
- Condo price trend indicators rose year over year collectively for the seventeenth straight quarter



St. Augustine Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$535,467	-6.1%	\$570,494	9.8%	\$487,830
Average Price Per Sq Ft	\$251	-4.2%	\$262	10.6%	\$227
Median Sales Price	\$475,000	-5.6%	\$503,165	9.3%	\$434,775
Number of Sales (Closed)	694	-13.8%	805	-29.1%	979
Days on Market (From Last List Date)	56	69.7%	33	86.7%	30
Listing Discount (From Last List Price)	3.3%		1.9%		0.8%
Listing Inventory	748	-19.2%	926	60.5%	466
Months of Supply	3.2	-8.6%	3.5	128.6%	1.4
Average Square Feet	2,157	-2.0%	2,200	-0.7%	2,172

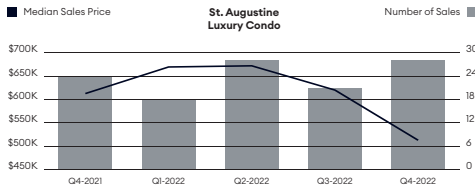
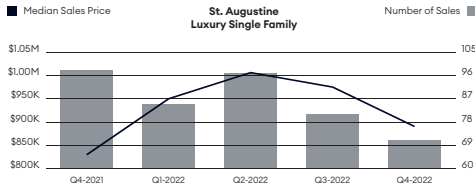


St. Augustine Condos Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$331,478	-10.0%	\$368,127	0.1%	\$331,092
Average Price Per Sq Ft	\$246	-6.8%	\$264	2.1%	\$241
Median Sales Price	\$314,995	-7.3%	\$339,900	5.4%	\$298,967
Number of Sales (Closed)	272	35.3%	201	17.7%	231
Days on Market (From Last List Date)	76	76.7%	43	117.1%	35
Listing Discount (From Last List Price)	2.5%		1.6%		0.7%
Listing Inventory	200	-19.4%	248	61.3%	124
Months of Supply	2.2	-40.5%	3.7	37.5%	1.6
Average Square Feet	1,354	-2.0%	1,382	-1.4%	1,373



Prepared by Miller Samuel Real Estate Appraisers & Consultants

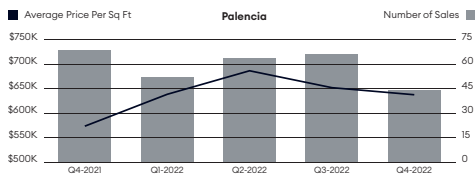
Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,074,634	-12.1%	\$1,222,335	0.9%	\$1,064,560
Average Price per Sq Ft	\$355	-10.1%	\$395	8.9%	\$326
Median Sales Price	\$890,500	-8.7%	\$975,000	7.3%	\$830,000
Number of Sales (Closed)	71	-12.3%	81	-27.6%	98
Days on Market (From Last List Date)	59	13.5%	52	28.3%	46
Listing Discount (From Last List Price)	7.0%		4.5%		3.0%
Listing Inventory	171	-19.3%	212	59.8%	107
Months of Supply	7.2	-8.9%	7.9	118.2%	3.3
Entry Price Threshold	\$760,000	-5.1%	\$800,500	12.6%	\$675,000
Average Sale Square Footage	3,035	-1.9%	3,095	-7.0%	3,263

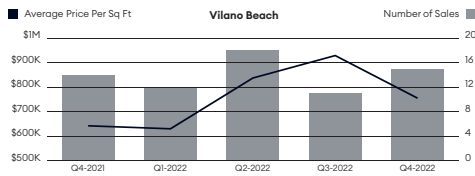
Luxury Condo Matrix (Top 10% of Sales)	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$545,837	-16.6%	\$654,154	-15.5%	\$645,887
Average Price per Sq Ft	\$335	-24.5%	\$444	-6.4%	\$358
Median Sales Price	\$512,500	-17.3%	\$620,000	-16.3%	\$612,500
Number of Sales (Closed)	28	33.3%	21	16.7%	24
Days on Market (From Last List Date)	61		38		43
Listing Discount (From Last List Price)	3.3%	50.0%	2.2%	83.3%	1.8%
Listing Inventory	33	-42.1%	57	17.9%	28
Months of Supply	3.5	-56.8%	8.1	0.0%	3.5
Entry Price Threshold	\$426,858	-22.4%	\$550,000	-20.2%	\$535,000
Average Sale Square Footage	1,641	11.0%	1,478	-9.2%	1,807

Palencia



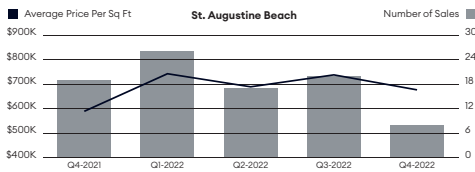
Palencia Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$676,871	-3.1%	\$698,265	-1.4%	\$686,696
Average Price Per Sq Ft	\$260	-3.7%	\$270	3.6%	\$251
Median Sales Price	\$638,031	-2.2%	\$652,500	11.2%	\$573,900
Number of Sales (Closed)	44	-33.3%	66	-36.2%	69

Vilano Beach



Vilano Beach Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$906,200	-19.7%	\$1,128,455	-29.4%	\$1,283,818
Average Price Per Sq Ft	\$393	-14.8%	\$461	-23.8%	\$516
Median Sales Price	\$755,000	-18.7%	\$929,000	17.6%	\$642,225
Number of Sales (Closed)	15	36.4%	11	7.1%	14

St. Augustine Beach



St. Augustine Beach Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,094,438	38.5%	\$790,125	83.0%	\$597,999
Average Price Per Sq Ft	\$409	7.9%	\$379	20.6%	\$339
Median Sales Price	\$677,500	-8.3%	\$738,750	14.8%	\$590,000
Number of Sales (Closed)	8	-60.0%	20	-57.9%	19

By Sales Share St. Augustine

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	25.5%	24.2%
Single Family Mortgage	74.5%	75.8%
Condo Cash	29.8%	29.9%
Condo Mortgage	70.2%	70.1%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$1M	56.1%	69.6%
Single Family \$1M - \$2M	40.6%	27.7%
Single Family Over \$2M	3.3%	2.8%
Condo Under \$500K	93.8%	88.7%
Condo \$500K - \$1M	6.3%	11.3%
Condo Over \$1M	0.0%	0.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	2.8%	21.4%
Single Family At	5.6%	12.2%
Single Family Under	91.5%	66.3%
Condo Over	7.1%	12.5%
Condo At	7.1%	33.3%
Condo Under	85.7%	54.2%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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