

Elliman Report

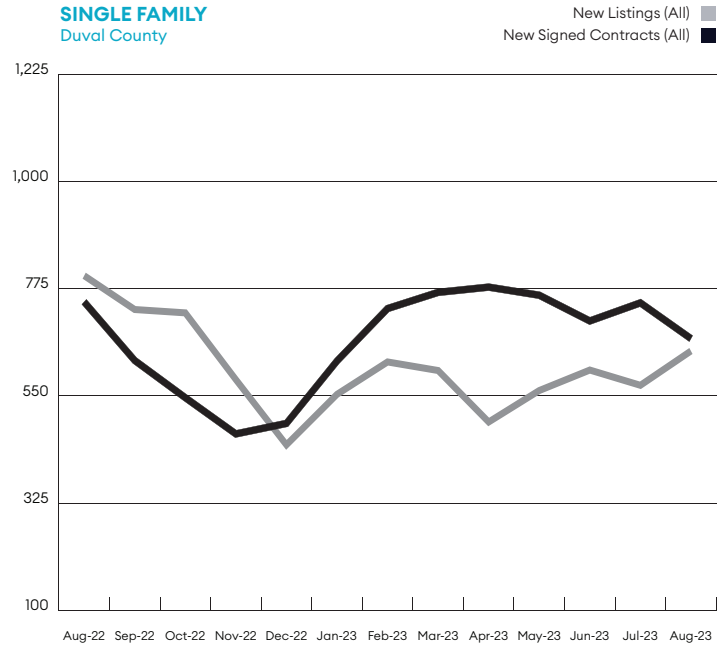
Florida

August 2023 New Signed Contracts

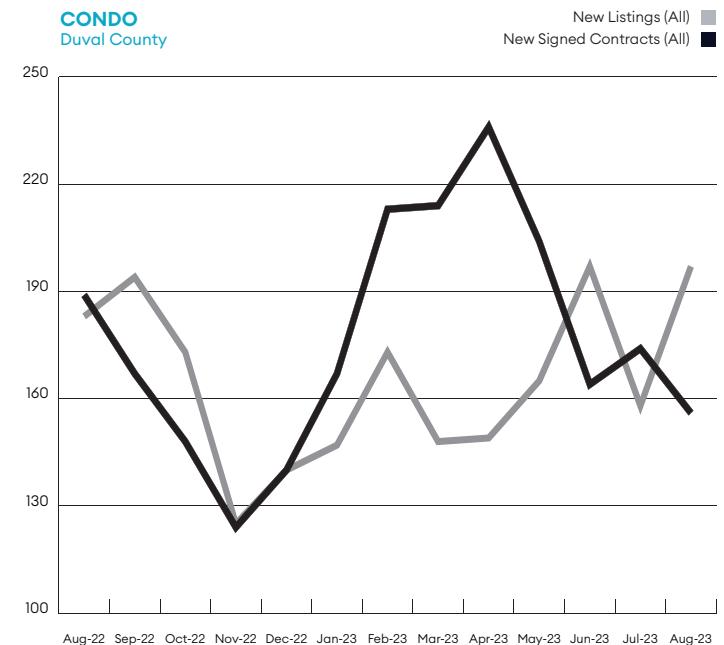
Duval County

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined much faster during the same period, keeping the market pace brisk."

| SINGLE FAMILY MATRIX Duval County | AUG 2023 | AUG 2022 | %Δ (YR) |
|--------------------------------------|-------------|-------------|---------------|
| New Signed Contracts (All) | 670 | 747 | -10.3% |
| < \$200K | 143 | 138 | 3.6% |
| \$200K-\$299K | 164 | 178 | -7.9% |
| \$300K-\$399K | 198 | 205 | -3.4% |
| \$400K-\$499K | 63 | 116 | -45.7% |
| \$500K-\$599K | 40 | 41 | -2.4% |
| \$600K-\$799K | 26 | 38 | -31.6% |
| \$800K-\$999K | 17 | 17 | 0.0% |
| ≥ \$1M | 19 | 14 | 35.7% |
| New Listings (All) | 644 | 802 | -19.7% |
| < \$200K | 94 | 94 | 0.0% |
| \$200K-\$299K | 120 | 177 | -32.2% |
| \$300K-\$399K | 215 | 223 | -3.6% |
| \$400K-\$499K | 85 | 153 | -44.4% |
| \$500K-\$599K | 31 | 58 | -46.6% |
| \$600K-\$799K | 46 | 52 | -11.5% |
| \$800K-\$999K | 25 | 18 | 38.9% |
| ≥ \$1M | 28 | 27 | 3.7% |



| CONDO MATRIX Duval County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-----------------------------------|-------------|-------------|---------------|
| New Signed Contracts (All) | 156 | 189 | -17.5% |
| < \$200K | 34 | 47 | -27.7% |
| \$200K-\$299K | 70 | 90 | -22.2% |
| \$300K-\$399K | 26 | 33 | -21.2% |
| \$400K-\$499K | 11 | 8 | 37.5% |
| \$500K-\$599K | 5 | 4 | 25.0% |
| \$600K-\$799K | 3 | 3 | 0.0% |
| \$800K-\$999K | 1 | 1 | 0.0% |
| ≥ \$1M | 6 | 3 | 100.0% |
| New Listings (All) | 197 | 183 | 7.7% |
| < \$200K | 31 | 37 | -16.2% |
| \$200K-\$299K | 83 | 93 | -10.8% |
| \$300K-\$399K | 37 | 30 | 23.3% |
| \$400K-\$499K | 16 | 7 | 128.6% |
| \$500K-\$599K | 12 | 3 | 300.0% |
| \$600K-\$799K | 12 | 6 | 100.0% |
| \$800K-\$999K | 6 | 3 | 100.0% |
| ≥ \$1M | 0 | 4 | -100.0% |

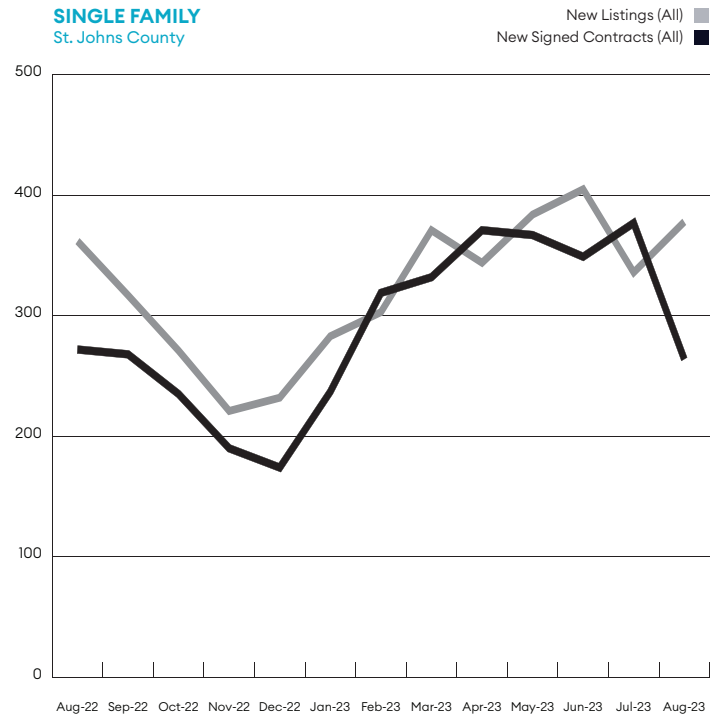


Source: Northeast Florida MLS

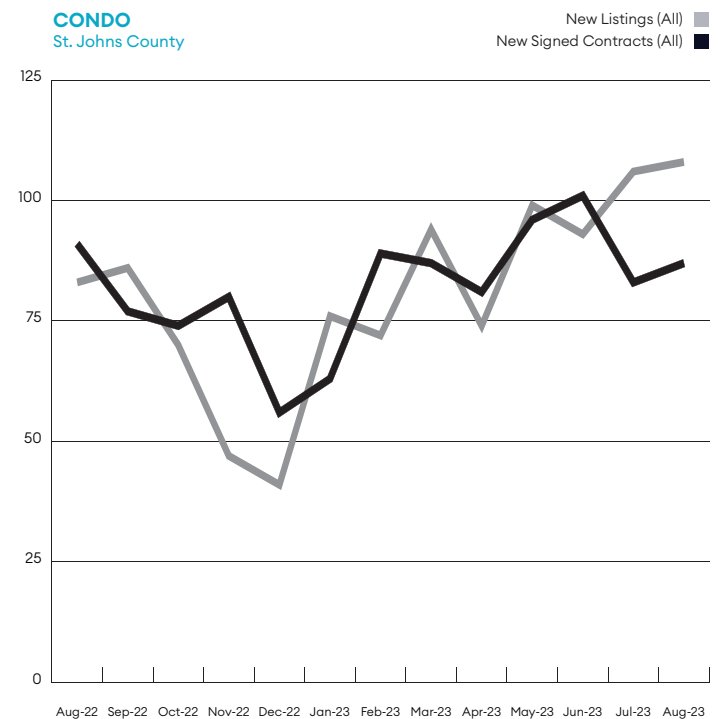
St. Johns County

"Newly signed contracts slipped year over year for the first time in three months as new listings expanded over the same period."

| SINGLE FAMILY MATRIX St. Johns County | AUG 2023 | AUG 2022 | %Δ (YR) |
|--|-------------|-------------|--------------|
| New Signed Contracts (All) | 264 | 272 | -2.9% |
| < \$200K | 0 | 4 | -100.0% |
| \$200K-\$299K | 5 | 3 | 66.7% |
| \$300K-\$399K | 42 | 36 | 16.7% |
| \$400K-\$499K | 56 | 68 | -17.6% |
| \$500K-\$599K | 44 | 42 | 4.8% |
| \$600K-\$799K | 60 | 71 | -15.5% |
| \$800K-\$999K | 27 | 23 | 17.4% |
| ≥ \$1M | 30 | 25 | 20.0% |
| New Listings (All) | 378 | 362 | 4.4% |
| < \$200K | 2 | 2 | 0.0% |
| \$200K-\$299K | 6 | 4 | 50.0% |
| \$300K-\$399K | 38 | 29 | 31.0% |
| \$400K-\$499K | 110 | 78 | 41.0% |
| \$500K-\$599K | 71 | 86 | -17.4% |
| \$600K-\$799K | 84 | 72 | 16.7% |
| \$800K-\$999K | 27 | 36 | -25.0% |
| ≥ \$1M | 40 | 55 | -27.3% |



| CONDO MATRIX St. Johns County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-----------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 87 | 91 | -4.4% |
| < \$200K | 1 | 0 | |
| \$200K-\$299K | 25 | 27 | -7.4% |
| \$300K-\$399K | 43 | 50 | -14.0% |
| \$400K-\$499K | 5 | 7 | -28.6% |
| \$500K-\$599K | 8 | 1 | 700.0% |
| \$600K-\$799K | 2 | 4 | -50.0% |
| \$800K-\$999K | 1 | 1 | 0.0% |
| ≥ \$1M | 2 | 1 | 100.0% |
| New Listings (All) | 108 | 83 | 30.1% |
| < \$200K | 0 | 3 | -100.0% |
| \$200K-\$299K | 41 | 24 | 70.8% |
| \$300K-\$399K | 41 | 29 | 41.4% |
| \$400K-\$499K | 9 | 4 | 125.0% |
| \$500K-\$599K | 2 | 6 | -66.7% |
| \$600K-\$799K | 11 | 8 | 37.5% |
| \$800K-\$999K | 2 | 4 | -50.0% |
| ≥ \$1M | 2 | 5 | -60.0% |

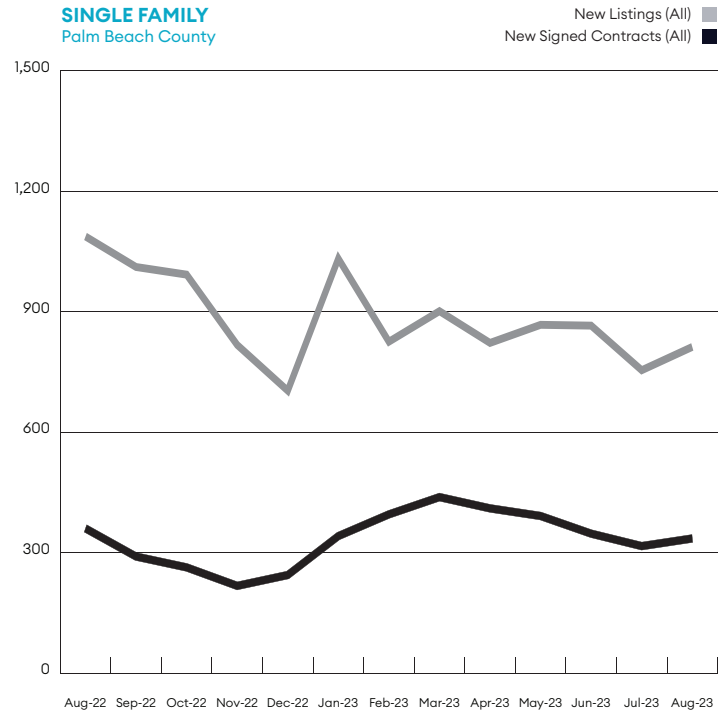


Source: Northeast Florida MLS

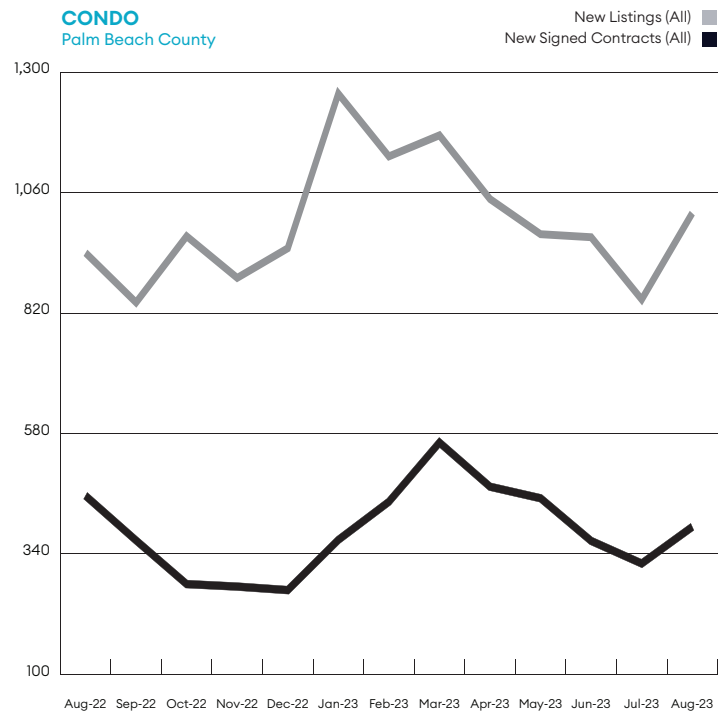
Palm Beach County

"The twenty-first annual decline in newly signed contracts was met with the fourth consecutive month of year over year declines in new listing inventory, keeping the current market pace brisk."

| SINGLE FAMILY MATRIX Palm Beach County | AUG 2023 | AUG 2022 | %Δ (YR) |
|---|-------------|--------------|---------------|
| New Signed Contracts (All) | 335 | 360 | -6.9% |
| < \$300K | 19 | 27 | -29.6% |
| \$300K - \$399K | 28 | 53 | -47.2% |
| \$400K - \$499K | 51 | 52 | -1.9% |
| \$500K - \$999K | 158 | 153 | 3.3% |
| \$1M - \$2.99M | 61 | 59 | 3.4% |
| \$3M - \$4.99M | 6 | 6 | 0.0% |
| \$5M - \$9.99M | 7 | 6 | 16.7% |
| ≥ \$10M | 5 | 4 | 25.0% |
| New Listings (All) | 812 | 1,087 | -25.3% |
| < \$300K | 17 | 22 | -22.7% |
| \$300K - \$399K | 41 | 103 | -60.2% |
| \$400K - \$499K | 79 | 147 | -46.3% |
| \$500K - \$999K | 399 | 531 | -24.9% |
| \$1M - \$2.99M | 195 | 218 | -10.6% |
| \$3M - \$4.99M | 40 | 29 | 37.9% |
| \$5M - \$9.99M | 26 | 20 | 30.0% |
| ≥ \$10M | 15 | 17 | -11.8% |



| CONDO MATRIX Palm Beach County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-----------------------------------|--------------|-------------|---------------|
| New Signed Contracts (All) | 394 | 456 | -13.6% |
| < \$200K | 99 | 123 | -19.5% |
| \$200K - \$299K | 99 | 119 | -16.8% |
| \$300K - \$399K | 75 | 91 | -17.6% |
| \$400K - \$599K | 78 | 61 | 27.9% |
| \$600K - \$999K | 25 | 36 | -30.6% |
| \$1M - \$2.99M | 13 | 22 | -40.9% |
| \$3M - \$4.99M | 4 | 3 | 33.3% |
| ≥ \$5M | 1 | 1 | 0.0% |
| New Listings (All) | 1,019 | 940 | 8.4% |
| < \$200K | 206 | 173 | 19.1% |
| \$200K - \$299K | 212 | 211 | 0.5% |
| \$300K - \$399K | 210 | 216 | -2.8% |
| \$400K - \$599K | 195 | 174 | 12.1% |
| \$600K - \$999K | 122 | 90 | 35.6% |
| \$1M - \$2.99M | 58 | 56 | 3.6% |
| \$3M - \$4.99M | 10 | 14 | -28.6% |
| ≥ \$5M | 6 | 6 | 0.0% |

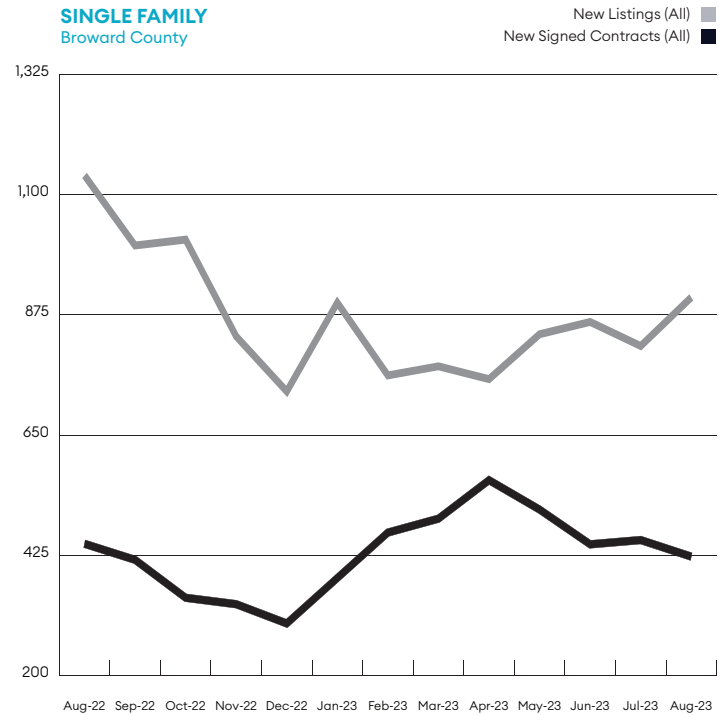


Source: BeachesMLS

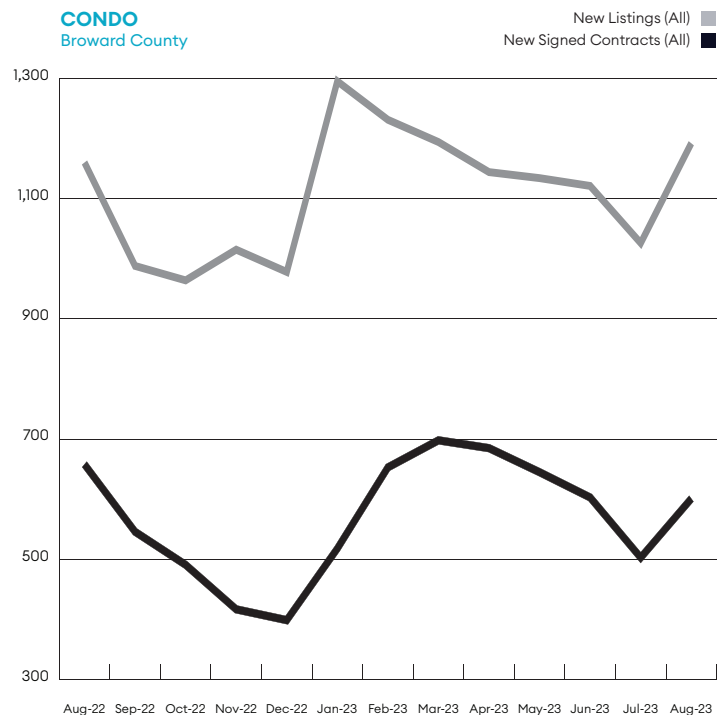
Broward County

"The twenty-sixth annual decline in newly signed contracts was met with the fourth consecutive month of year over year declines in new listing inventory, keeping the current market pace brisk."

| SINGLE FAMILY MATRIX Broward County | AUG 2023 | AUG 2022 | %Δ (YR) |
|--|-------------|--------------|---------------|
| New Signed Contracts (All) | 423 | 447 | -5.4% |
| < \$300K | 19 | 29 | -34.5% |
| \$300K - \$399K | 61 | 94 | -35.1% |
| \$400K - \$499K | 103 | 105 | -1.9% |
| \$500K - \$999K | 195 | 166 | 17.5% |
| \$1M - \$2.99M | 40 | 46 | -13.0% |
| \$3M - \$4.99M | 2 | 5 | -60.0% |
| \$5M - \$9.99M | 3 | 1 | 200.0% |
| ≥ \$10M | 0 | 1 | -100.0% |
| New Listings (All) | 908 | 1,136 | -20.1% |
| < \$300K | 9 | 27 | -66.7% |
| \$300K - \$399K | 79 | 137 | -42.3% |
| \$400K - \$499K | 157 | 183 | -14.2% |
| \$500K - \$999K | 423 | 551 | -23.2% |
| \$1M - \$2.99M | 189 | 202 | -6.4% |
| \$3M - \$4.99M | 25 | 23 | 8.7% |
| \$5M - \$9.99M | 17 | 11 | 54.5% |
| ≥ \$10M | 9 | 2 | 350.0% |



| CONDO MATRIX Broward County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-----------------------------------|--------------|--------------|--------------|
| New Signed Contracts (All) | 601 | 658 | -8.7% |
| < \$200K | 174 | 221 | -21.3% |
| \$200K - \$299K | 158 | 170 | -7.1% |
| \$300K - \$399K | 134 | 121 | 10.7% |
| \$400K - \$599K | 93 | 83 | 12.0% |
| \$600K - \$999K | 23 | 36 | -36.1% |
| \$1M - \$2.99M | 17 | 25 | -32.0% |
| \$3M - \$4.99M | 1 | 2 | -50.0% |
| ≥ \$5M | 1 | 0 | |
| New Listings (All) | 1,192 | 1,160 | 2.8% |
| < \$200K | 285 | 310 | -8.1% |
| \$200K - \$299K | 330 | 302 | 9.3% |
| \$300K - \$399K | 212 | 205 | 3.4% |
| \$400K - \$599K | 194 | 197 | -1.5% |
| \$600K - \$999K | 125 | 88 | 42.0% |
| \$1M - \$2.99M | 40 | 45 | -11.1% |
| \$3M - \$4.99M | 5 | 11 | -54.5% |
| ≥ \$5M | 1 | 2 | -50.0% |

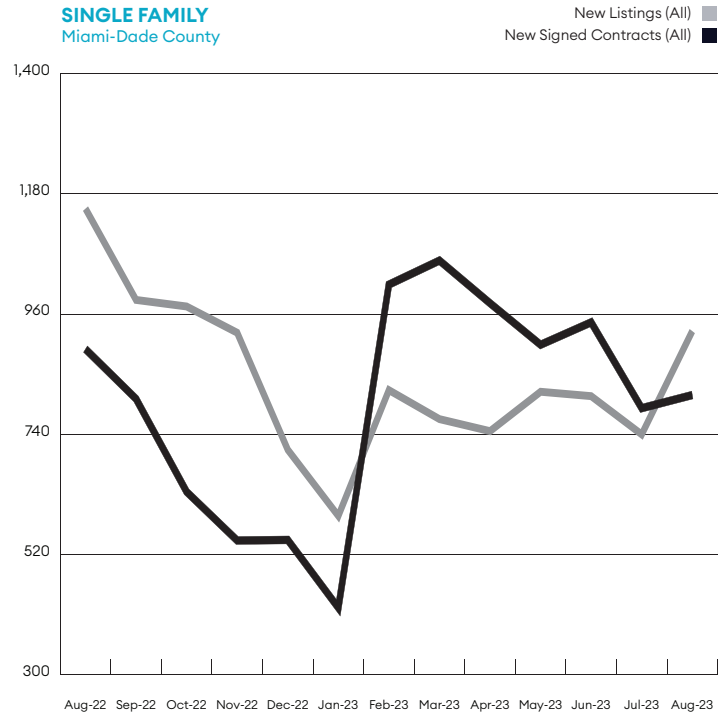


Source: BeachesMLS

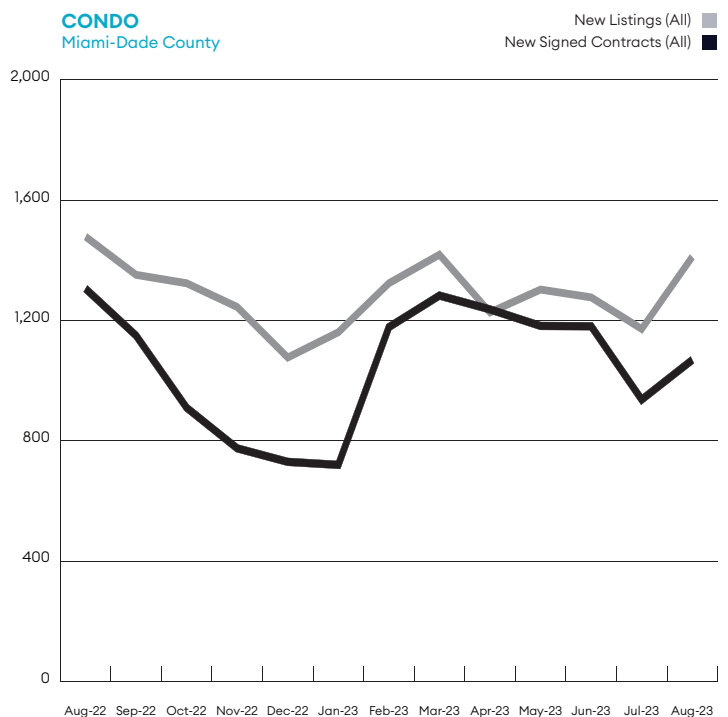
Miami-Dade County

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, as new listings declined annually for the twelfth consecutive month, keeping the current market pace brisk."

| SINGLE FAMILY MATRIX Miami-Dade County | AUG 2023 | AUG 2022 | %Δ (YR) |
|---|-------------|--------------|---------------|
| New Signed Contracts (All) | 812 | 896 | -9.4% |
| < \$300K | 15 | 36 | -58.3% |
| \$300K - \$399K | 59 | 100 | -41.0% |
| \$400K - \$499K | 156 | 213 | -26.8% |
| \$500K - \$999K | 424 | 410 | 3.4% |
| \$1M - \$2.99M | 119 | 116 | 2.6% |
| \$3M - \$4.99M | 16 | 15 | 6.7% |
| \$5M - \$9.99M | 18 | 5 | 260.0% |
| ≥ \$10M | 5 | 1 | 400.0% |
| New Listings (All) | 929 | 1,153 | -19.4% |
| < \$300K | 14 | 37 | -62.2% |
| \$300K - \$399K | 41 | 71 | -42.3% |
| \$400K - \$499K | 98 | 201 | -51.2% |
| \$500K - \$999K | 436 | 537 | -18.8% |
| \$1M - \$2.99M | 253 | 235 | 7.7% |
| \$3M - \$4.99M | 39 | 40 | -2.5% |
| \$5M - \$9.99M | 27 | 19 | 42.1% |
| ≥ \$10M | 21 | 13 | 61.5% |



| CONDO MATRIX Miami-Dade County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-----------------------------------|--------------|--------------|---------------|
| New Signed Contracts (All) | 1,069 | 1,306 | -18.1% |
| < \$200K | 51 | 114 | -55.3% |
| \$200K - \$299K | 229 | 331 | -30.8% |
| \$300K - \$399K | 230 | 275 | -16.4% |
| \$400K - \$599K | 301 | 288 | 4.5% |
| \$600K - \$999K | 143 | 168 | -14.9% |
| \$1M - \$2.99M | 98 | 107 | -8.4% |
| \$3M - \$4.99M | 12 | 12 | 0.0% |
| ≥ \$5M | 5 | 11 | -54.5% |
| New Listings (All) | 1,412 | 1,479 | -4.5% |
| < \$200K | 53 | 80 | -33.8% |
| \$200K - \$299K | 211 | 252 | -16.3% |
| \$300K - \$399K | 238 | 263 | -9.5% |
| \$400K - \$599K | 349 | 336 | 3.9% |
| \$600K - \$999K | 253 | 272 | -7.0% |
| \$1M - \$2.99M | 235 | 212 | 10.8% |
| \$3M - \$4.99M | 35 | 40 | -12.5% |
| ≥ \$5M | 38 | 24 | 58.3% |

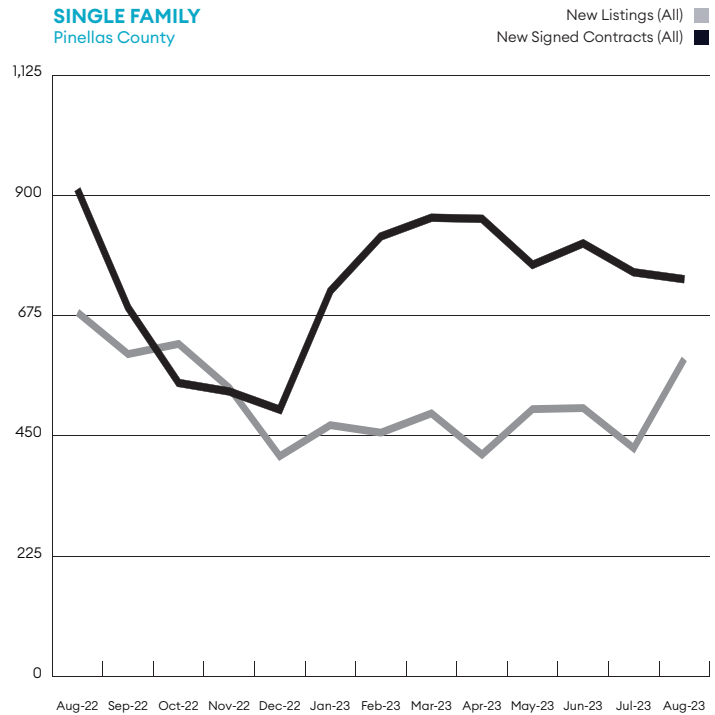


Source: Miami Association of REALTORS, INC. MLS

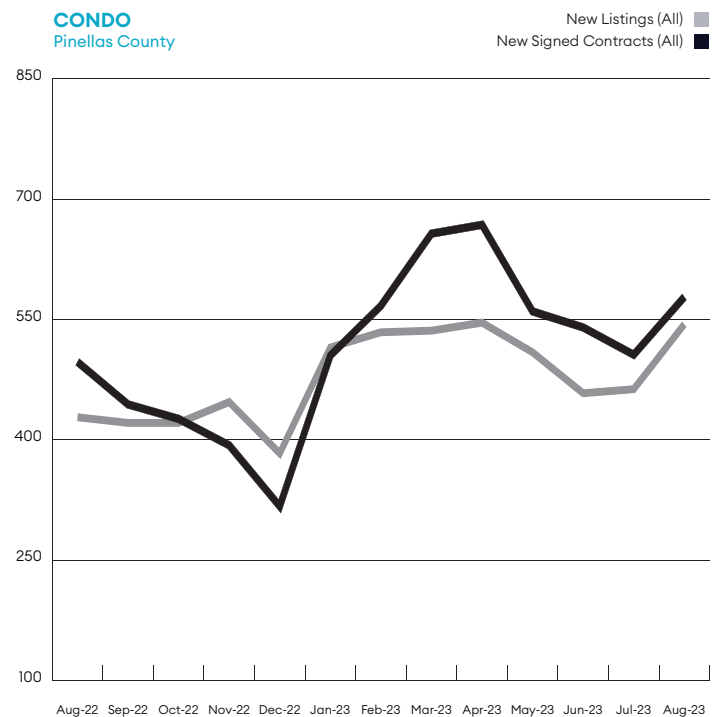
Pinellas County

"The year over year decline in newly signed contracts for the second time in three months is a comparison against the year-ago housing boom, yet new listings rose annually for the first time in four months, keeping the current market pace brisk."

| SINGLE FAMILY MATRIX Pinellas County | AUG 2023 | AUG 2022 | %Δ (YR) |
|---|-------------|-------------|---------------|
| New Signed Contracts (All) | 743 | 911 | -18.4% |
| < \$200K | 10 | 21 | -52.4% |
| \$200K - \$299K | 55 | 107 | -48.6% |
| \$300K - \$399K | 174 | 261 | -33.3% |
| \$400K - \$499K | 158 | 184 | -14.1% |
| \$500K - \$599K | 109 | 106 | 2.8% |
| \$600K - \$799K | 110 | 112 | -1.8% |
| \$800K - \$999K | 44 | 50 | -12.0% |
| ≥ \$1M | 83 | 70 | 18.6% |
| New Listings (All) | 594 | 681 | -12.8% |
| < \$200K | 6 | 4 | 50.0% |
| \$200K - \$299K | 32 | 46 | -30.4% |
| \$300K - \$399K | 95 | 160 | -40.6% |
| \$400K - \$499K | 119 | 145 | -17.9% |
| \$500K - \$599K | 88 | 97 | -9.3% |
| \$600K - \$799K | 103 | 93 | 10.8% |
| \$800K - \$999K | 45 | 50 | -10.0% |
| ≥ \$1M | 106 | 86 | 23.3% |



| CONDO MATRIX Pinellas County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-----------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 578 | 497 | 16.3% |
| < \$200K | 128 | 116 | 10.3% |
| \$200K - \$299K | 176 | 137 | 28.5% |
| \$300K - \$399K | 91 | 93 | -2.2% |
| \$400K - \$499K | 47 | 48 | -2.1% |
| \$500K - \$599K | 45 | 25 | 80.0% |
| \$600K - \$799K | 44 | 38 | 15.8% |
| \$800K - \$999K | 15 | 16 | -6.3% |
| ≥ \$1M | 32 | 24 | 33.3% |
| New Listings (All) | 544 | 428 | 27.1% |
| < \$200K | 90 | 84 | 7.1% |
| \$200K - \$299K | 139 | 126 | 10.3% |
| \$300K - \$399K | 89 | 68 | 30.9% |
| \$400K - \$499K | 60 | 40 | 50.0% |
| \$500K - \$599K | 35 | 22 | 59.1% |
| \$600K - \$799K | 59 | 40 | 47.5% |
| \$800K - \$999K | 23 | 16 | 43.8% |
| ≥ \$1M | 49 | 32 | 53.1% |

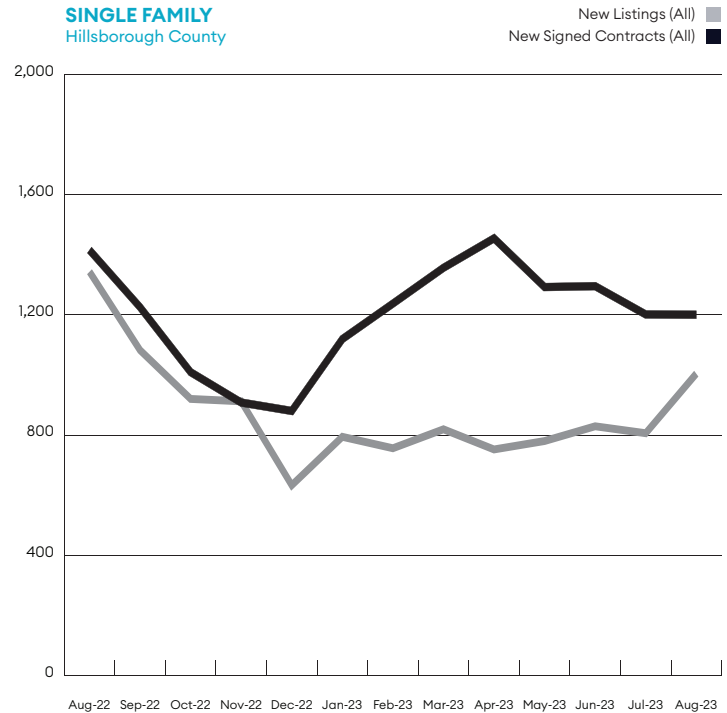


Source: Stellar MLS

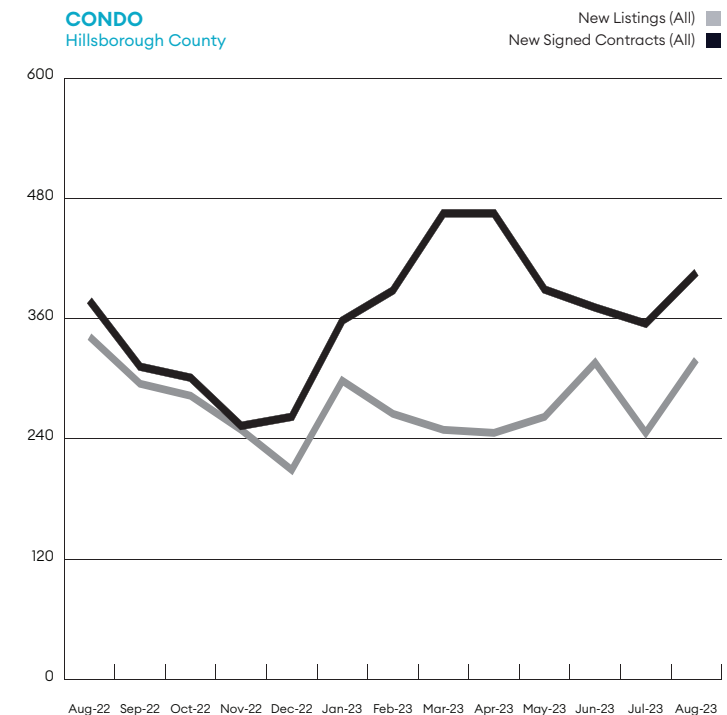
Hillsborough County

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined much faster during the same period, keeping the market pace brisk."

| SINGLE FAMILY MATRIX Hillsborough County | AUG 2023 | AUG 2022 | %Δ (YR) |
|---|--------------|--------------|---------------|
| New Signed Contracts (All) | 1,200 | 1,415 | -15.2% |
| < \$200K | 27 | 31 | -12.9% |
| \$200K - \$299K | 129 | 133 | -3.0% |
| \$300K - \$399K | 377 | 482 | -21.8% |
| \$400K - \$499K | 263 | 365 | -27.9% |
| \$500K - \$599K | 145 | 138 | 5.1% |
| \$600K - \$799K | 137 | 138 | -0.7% |
| \$800K - \$999K | 41 | 63 | -34.9% |
| ≥ \$1M | 81 | 65 | 24.6% |
| New Listings (All) | 1,004 | 1,343 | -25.2% |
| < \$200K | 12 | 17 | -29.4% |
| \$200K - \$299K | 59 | 90 | -34.4% |
| \$300K - \$399K | 251 | 362 | -30.7% |
| \$400K - \$499K | 265 | 347 | -23.6% |
| \$500K - \$599K | 139 | 174 | -20.1% |
| \$600K - \$799K | 141 | 182 | -22.5% |
| \$800K - \$999K | 49 | 73 | -32.9% |
| ≥ \$1M | 88 | 98 | -10.2% |



| CONDO MATRIX Hillsborough County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-------------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 406 | 378 | 7.4% |
| < \$200K | 62 | 62 | 0.0% |
| \$200K - \$299K | 151 | 136 | 11.0% |
| \$300K - \$399K | 105 | 111 | -5.4% |
| \$400K - \$499K | 37 | 24 | 54.2% |
| \$500K - \$599K | 14 | 20 | -30.0% |
| \$600K - \$799K | 18 | 16 | 12.5% |
| \$800K - \$999K | 8 | 7 | 14.3% |
| ≥ \$1M | 11 | 2 | 450.0% |
| New Listings (All) | 319 | 342 | -6.7% |
| < \$200K | 31 | 42 | -26.2% |
| \$200K - \$299K | 123 | 94 | 30.9% |
| \$300K - \$399K | 72 | 103 | -30.1% |
| \$400K - \$499K | 27 | 38 | -28.9% |
| \$500K - \$599K | 19 | 19 | 0.0% |
| \$600K - \$799K | 18 | 22 | -18.2% |
| \$800K - \$999K | 12 | 13 | -7.7% |
| ≥ \$1M | 17 | 11 | 54.5% |

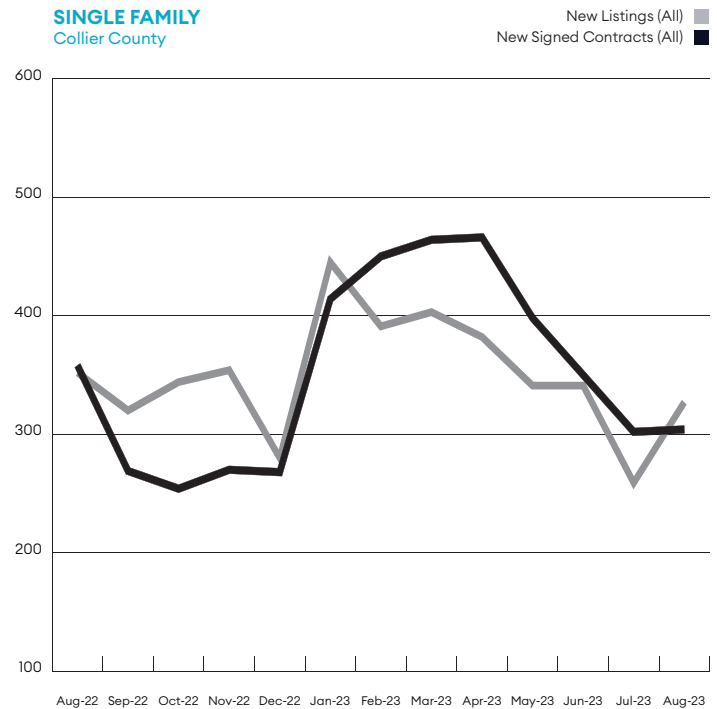


Source: Stellar MLS

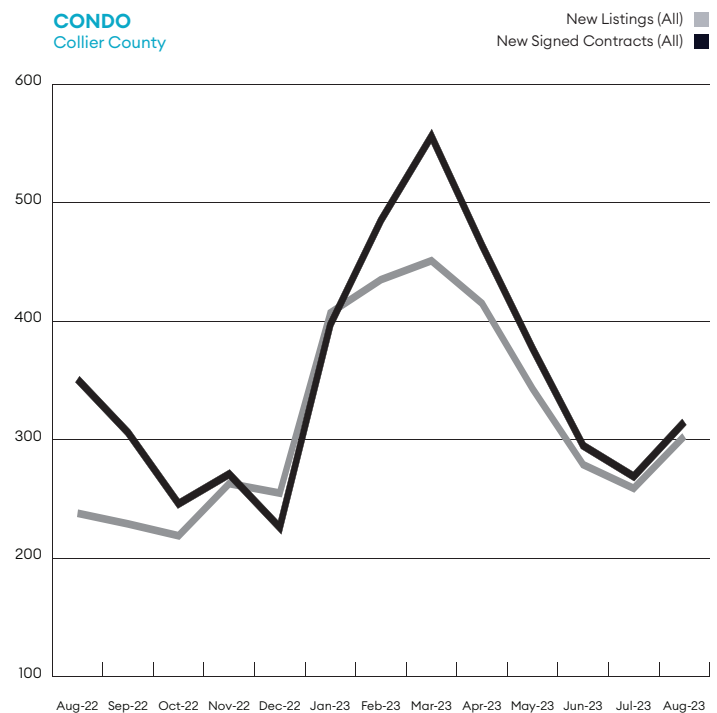
Collier County

"The year over year decline in newly signed contracts for the second time in three months is a comparison against the year-ago housing boom, yet new listings rose annually for the first time in four months, keeping the current market pace brisk."

| SINGLE FAMILY MATRIX Collier County | AUG 2023 | AUG 2022 | %Δ (YR) |
|--|-------------|-------------|---------------|
| New Signed Contracts (All) | 304 | 358 | -15.1% |
| < \$300K | 1 | 7 | -85.7% |
| \$300K-\$499K | 34 | 59 | -42.4% |
| \$500K-\$699K | 79 | 87 | -9.2% |
| \$700K-\$899K | 50 | 64 | -21.9% |
| \$900K-\$999K | 17 | 25 | -32.0% |
| \$1M-\$1.99M | 78 | 77 | 1.3% |
| \$2M-\$4.99M | 34 | 34 | 0.0% |
| ≥ \$5M | 11 | 5 | 120.0% |
| New Listings (All) | 327 | 352 | -7.1% |
| < \$300K | 1 | 3 | -66.7% |
| \$300K-\$499K | 25 | 42 | -40.5% |
| \$500K-\$699K | 85 | 103 | -17.5% |
| \$700K-\$899K | 59 | 65 | -9.2% |
| \$900K-\$999K | 17 | 18 | -5.6% |
| \$1M-\$1.99M | 81 | 75 | 8.0% |
| \$2M-\$4.99M | 46 | 38 | 21.1% |
| ≥ \$5M | 13 | 8 | 62.5% |



| CONDO MATRIX Collier County | AUG 2023 | AUG 2022 | %Δ (YR) |
|-----------------------------------|-------------|-------------|---------------|
| New Signed Contracts (All) | 315 | 351 | -10.3% |
| < \$300K | 35 | 66 | -47.0% |
| \$300K-\$499K | 138 | 155 | -11.0% |
| \$500K-\$599K | 43 | 36 | 19.4% |
| \$600K-\$699K | 19 | 19 | 0.0% |
| \$700K-\$799K | 17 | 10 | 70.0% |
| \$800K-\$999K | 16 | 22 | -27.3% |
| \$1M-\$1.99M | 29 | 27 | 7.4% |
| ≥ \$2M | 18 | 16 | 12.5% |
| New Listings (All) | 303 | 238 | 27.3% |
| < \$300K | 25 | 27 | -7.4% |
| \$300K-\$499K | 124 | 91 | 36.3% |
| \$500K-\$599K | 44 | 35 | 25.7% |
| \$600K-\$699K | 28 | 20 | 40.0% |
| \$700K-\$799K | 18 | 14 | 28.6% |
| \$800K-\$999K | 14 | 15 | -6.7% |
| \$1M-\$1.99M | 30 | 17 | 76.5% |
| ≥ \$2M | 20 | 19 | 5.3% |



Source: Southwest Florida MLS

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

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