

Elliman Report

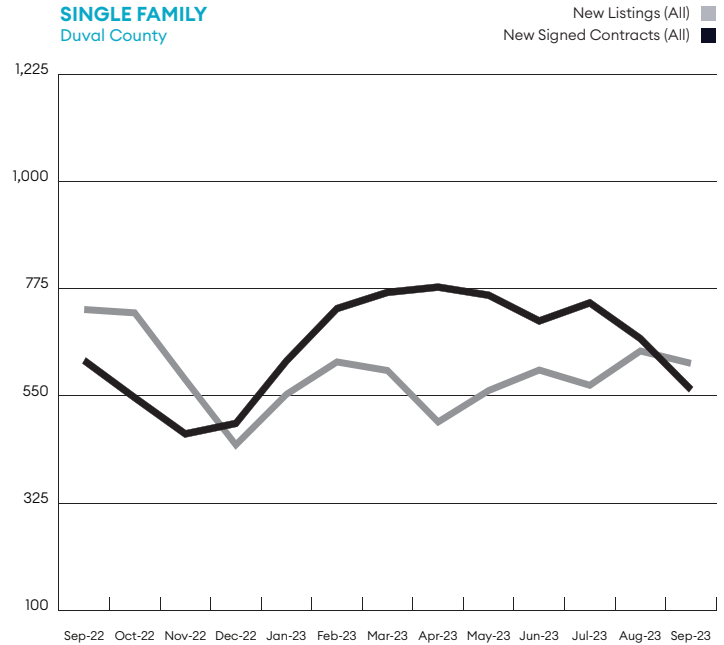
Florida

September 2023 New Signed Contracts

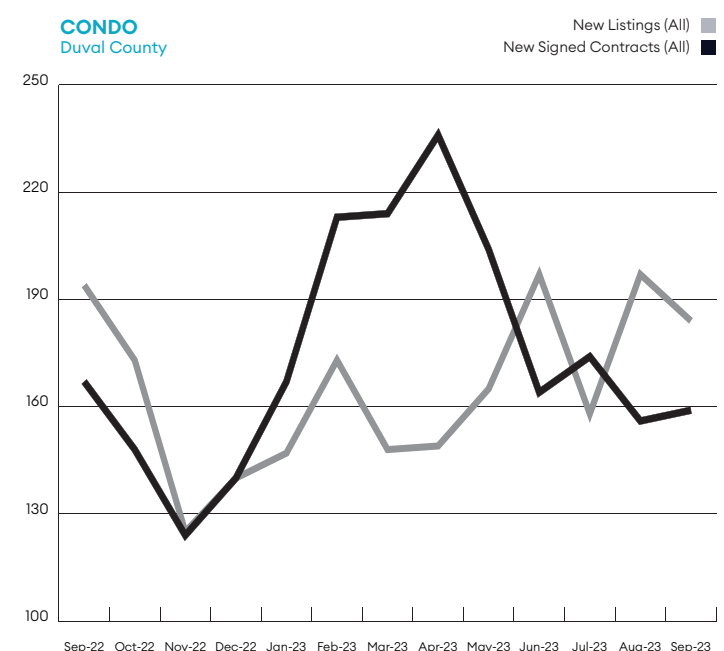
Duval County

"Since July, the annual decline in new listings has fallen faster than newly signed contracts, maintaining the brisk market pace. Rising mortgage rates have kept many would-be sellers from entering the market as they remain wedded to the lower rate they have enjoyed since a previous sale or refinance in the past four to five years."

SINGLE FAMILY MATRIX Duval County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	563	624	-9.8%
< \$200K	98	127	-22.8%
\$200K-\$299K	135	141	-4.3%
\$300K-\$399K	165	189	-12.7%
\$400K-\$499K	67	88	-23.9%
\$500K-\$599K	33	40	-17.5%
\$600K-\$799K	28	16	75.0%
\$800K-\$999K	16	8	100.0%
≥ \$1M	21	15	40.0%
New Listings (All)	618	731	-15.5%
< \$200K	85	89	-4.5%
\$200K-\$299K	129	162	-20.4%
\$300K-\$399K	187	207	-9.7%
\$400K-\$499K	83	114	-27.2%
\$500K-\$599K	50	56	-10.7%
\$600K-\$799K	43	55	-21.8%
\$800K-\$999K	24	24	0.0%
≥ \$1M	17	24	-29.2%



CONDO MATRIX Duval County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	159	167	-4.8%
< \$200K	22	31	-29.0%
\$200K-\$299K	83	83	0.0%
\$300K-\$399K	31	28	10.7%
\$400K-\$499K	10	16	-37.5%
\$500K-\$599K	5	2	150.0%
\$600K-\$799K	4	1	300.0%
\$800K-\$999K	2	2	0.0%
≥ \$1M	2	4	-50.0%
New Listings (All)	184	194	-5.2%
< \$200K	33	40	-17.5%
\$200K-\$299K	90	73	23.3%
\$300K-\$399K	25	39	-35.9%
\$400K-\$499K	14	20	-30.0%
\$500K-\$599K	13	12	8.3%
\$600K-\$799K	3	4	-25.0%
\$800K-\$999K	2	0	-33.3%
≥ \$1M	4	6	-33.3%

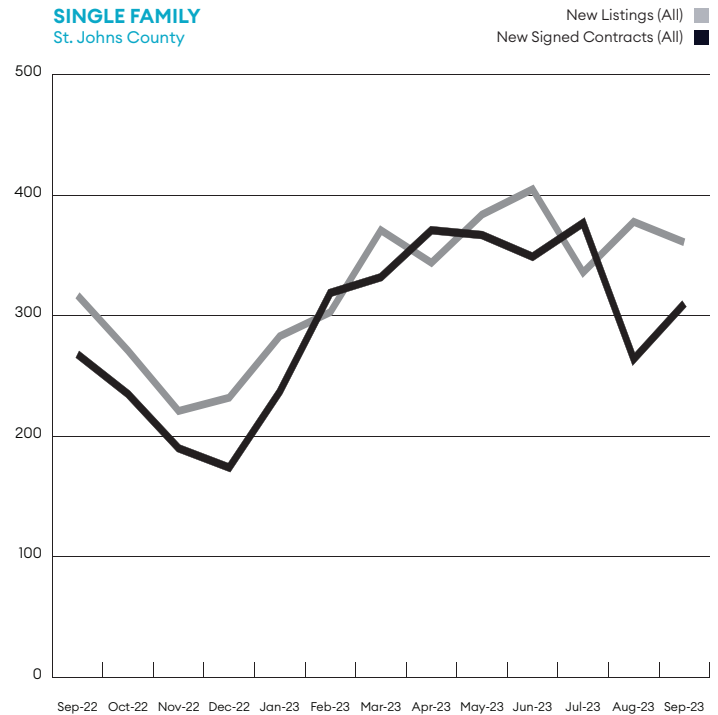


Source: Northeast Florida MLS

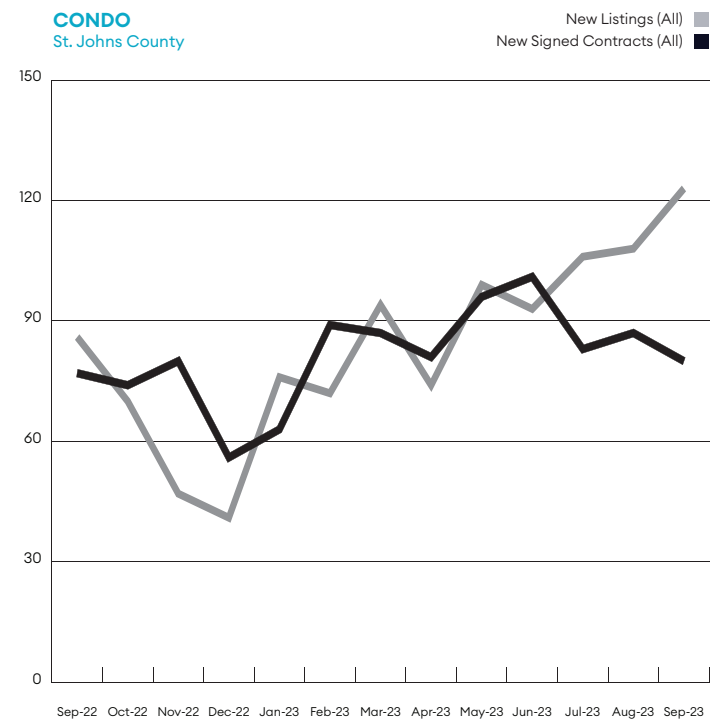
St. Johns County

"Newly signed contracts rose year over year for the third time in four months as new listings rose for the second consecutive month."

SINGLE FAMILY MATRIX St. Johns County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	310	268	15.7%
< \$200K	3	1	200.0%
\$200K-\$299K	5	8	-37.5%
\$300K-\$399K	44	35	25.7%
\$400K-\$499K	74	58	27.6%
\$500K-\$599K	47	41	14.6%
\$600K-\$799K	59	64	-7.8%
\$800K-\$999K	38	27	40.7%
≥ \$1M	40	34	17.6%
New Listings (All)	361	317	13.9%
< \$200K	0	1	-100.0%
\$200K-\$299K	3	4	-25.0%
\$300K-\$399K	60	25	140.0%
\$400K-\$499K	68	51	33.3%
\$500K-\$599K	66	78	-15.4%
\$600K-\$799K	77	80	-3.8%
\$800K-\$999K	45	29	55.2%
≥ \$1M	42	49	-14.3%



CONDO MATRIX St. Johns County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	80	77	3.9%
< \$200K	1	1	0.0%
\$200K-\$299K	25	19	31.6%
\$300K-\$399K	32	35	-8.6%
\$400K-\$499K	5	4	25.0%
\$500K-\$599K	6	5	20.0%
\$600K-\$799K	6	4	50.0%
\$800K-\$999K	1	4	-75.0%
≥ \$1M	4	5	-20.0%
New Listings (All)	123	86	43.0%
< \$200K	0	0	
\$200K-\$299K	24	17	41.2%
\$300K-\$399K	56	42	33.3%
\$400K-\$499K	13	8	62.5%
\$500K-\$599K	7	5	40.0%
\$600K-\$799K	12	10	20.0%
\$800K-\$999K	8	2	300.0%
≥ \$1M	3	2	50.0%

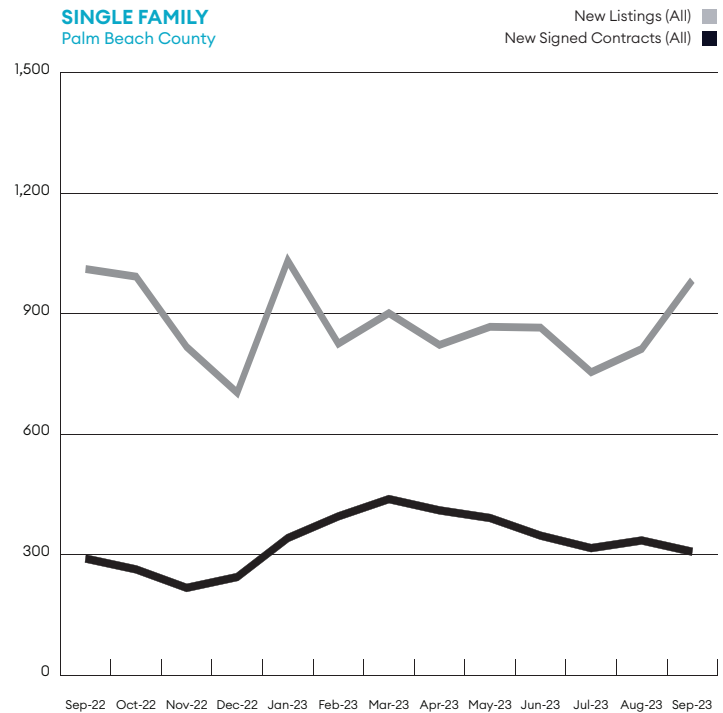


Source: Northeast Florida MLS

Palm Beach County

"New signed contracts have slipped annually for the twenty-second straight month as new listings expanded year over year for the first time since May."

SINGLE FAMILY MATRIX Palm Beach County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	307	290	5.9%
< \$300K	15	25	-40.0%
\$300K - \$399K	33	30	10.0%
\$400K - \$499K	46	44	4.5%
\$500K - \$999K	135	128	5.5%
\$1M - \$2.99M	59	50	18.0%
\$3M - \$4.99M	5	5	0.0%
\$5M - \$9.99M	14	2	600.0%
≥ \$10M	0	6	-100.0%
New Listings (All)	983	1,011	-2.8%
< \$300K	14	26	-46.2%
\$300K - \$399K	59	89	-33.7%
\$400K - \$499K	91	148	-38.5%
\$500K - \$999K	443	473	-6.3%
\$1M - \$2.99M	271	207	30.9%
\$3M - \$4.99M	39	35	11.4%
\$5M - \$9.99M	39	21	85.7%
≥ \$10M	27	12	125.0%



CONDO MATRIX Palm Beach County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	314	367	-14.4%
< \$200K	75	113	-33.6%
\$200K - \$299K	85	84	1.2%
\$300K - \$399K	56	73	-23.3%
\$400K - \$599K	49	48	2.1%
\$600K - \$999K	26	31	-16.1%
\$1M - \$2.99M	19	15	26.7%
\$3M - \$4.99M	4	2	100.0%
≥ \$5M	0	1	-100.0%
New Listings (All)	1,038	841	23.4%
< \$200K	192	124	54.8%
\$200K - \$299K	220	189	16.4%
\$300K - \$399K	244	193	26.4%
\$400K - \$599K	189	155	21.9%
\$600K - \$999K	100	88	13.6%
\$1M - \$2.99M	70	68	2.9%
\$3M - \$4.99M	15	14	7.1%
≥ \$5M	8	10	-20.0%

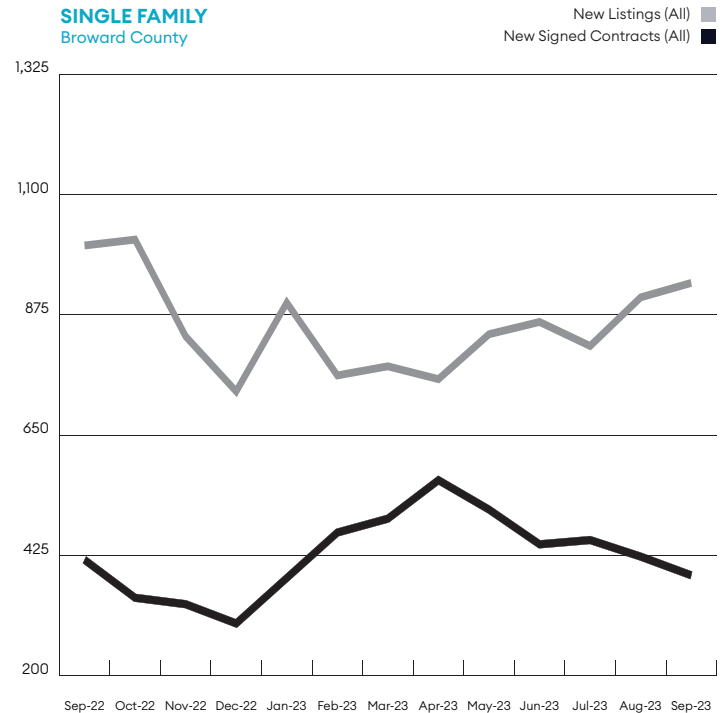


Source: BeachesMLS

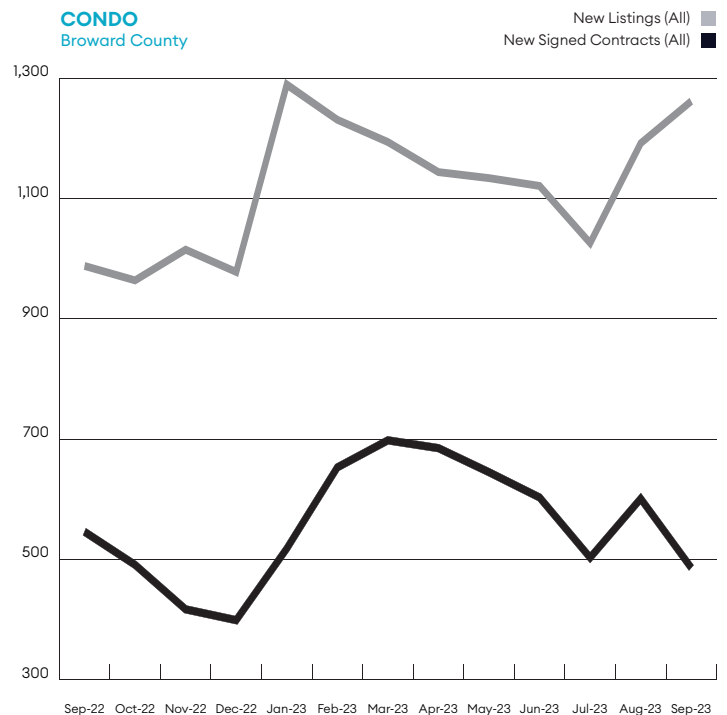
Broward County

"New signed contracts have slipped annually for the twenty-seventh straight month as new listings expanded year over year for the first time since April."

SINGLE FAMILY MATRIX Broward County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	388	417	-7.0%
< \$300K	16	26	-38.5%
\$300K - \$399K	45	75	-40.0%
\$400K - \$499K	86	84	2.4%
\$500K - \$999K	183	180	1.7%
\$1M - \$2.99M	46	47	-2.1%
\$3M - \$4.99M	7	4	75.0%
\$5M - \$9.99M	2	1	100.0%
≥ \$10M	3	0	
New Listings (All)	935	1,005	-7.0%
< \$300K	17	25	-32.0%
\$300K - \$399K	75	109	-31.2%
\$400K - \$499K	137	152	-9.9%
\$500K - \$999K	491	490	0.2%
\$1M - \$2.99M	168	187	-10.2%
\$3M - \$4.99M	24	24	0.0%
\$5M - \$9.99M	19	14	35.7%
≥ \$10M	4	4	0.0%



CONDO MATRIX Broward County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	486	546	-11.0%
< \$200K	156	196	-20.4%
\$200K - \$299K	130	146	-11.0%
\$300K - \$399K	95	99	-4.0%
\$400K - \$599K	69	67	3.0%
\$600K - \$999K	23	27	-14.8%
\$1M - \$2.99M	12	7	71.4%
\$3M - \$4.99M	1	1	0.0%
≥ \$5M	0	3	-100.0%
New Listings (All)	1,262	988	27.7%
< \$200K	311	262	18.7%
\$200K - \$299K	337	269	25.3%
\$300K - \$399K	208	146	42.5%
\$400K - \$599K	213	180	18.3%
\$600K - \$999K	121	81	49.4%
\$1M - \$2.99M	61	40	52.5%
\$3M - \$4.99M	8	9	-11.1%
≥ \$5M	3	1	200.0%

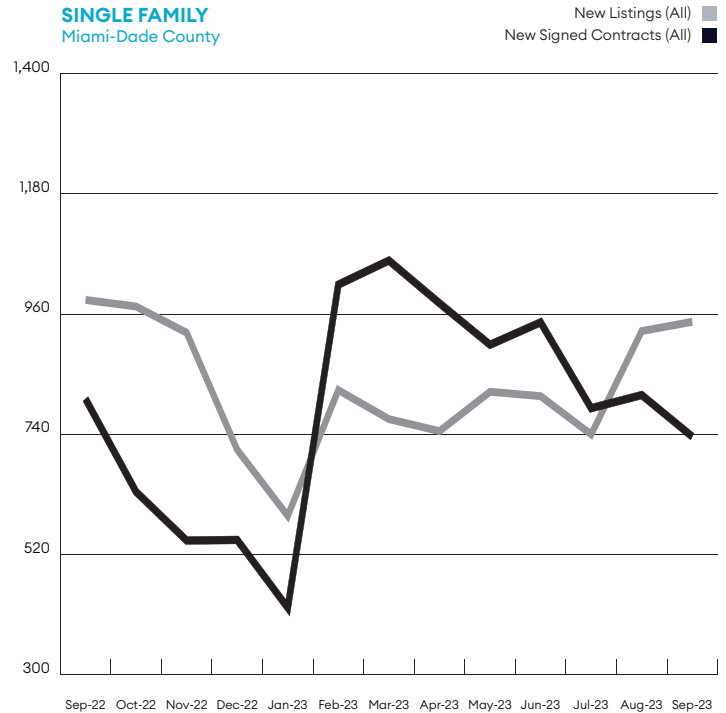


Source: BeachesMLS

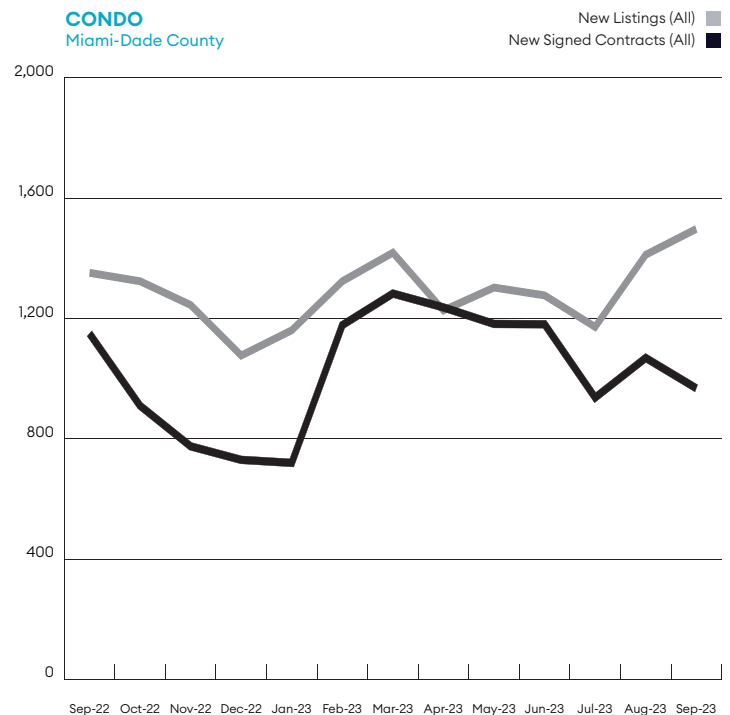
Miami-Dade County

"New signed contracts have slipped annually for the twentieth straight month as new listings expanded year over year for the first time since August 2022."

SINGLE FAMILY MATRIX Miami-Dade County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	736	805	-8.6%
< \$300K	15	34	-55.9%
\$300K - \$399K	51	88	-42.0%
\$400K - \$499K	126	188	-33.0%
\$500K - \$999K	408	358	14.0%
\$1M - \$2.99M	106	107	-0.9%
\$3M - \$4.99M	21	18	16.7%
\$5M - \$9.99M	6	8	-25.0%
≥ \$10M	3	4	-25.0%
New Listings (All)	946	986	-4.1%
< \$300K	11	19	-42.1%
\$300K - \$399K	29	69	-58.0%
\$400K - \$499K	99	157	-36.9%
\$500K - \$999K	478	477	0.2%
\$1M - \$2.99M	228	173	31.8%
\$3M - \$4.99M	42	48	-12.5%
\$5M - \$9.99M	28	28	0.0%
≥ \$10M	31	15	106.7%



CONDO MATRIX Miami-Dade County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	968	1,150	-15.8%
< \$200K	53	99	-46.5%
\$200K - \$299K	210	290	-27.6%
\$300K - \$399K	212	221	-4.1%
\$400K - \$599K	293	266	10.2%
\$600K - \$999K	111	159	-30.2%
\$1M - \$2.99M	71	93	-23.7%
\$3M - \$4.99M	13	11	18.2%
≥ \$5M	5	11	-54.5%
New Listings (All)	1,498	1,352	10.8%
< \$200K	64	81	-21.0%
\$200K - \$299K	239	209	14.4%
\$300K - \$399K	223	196	13.8%
\$400K - \$599K	377	372	1.3%
\$600K - \$999K	272	254	7.1%
\$1M - \$2.99M	236	182	29.7%
\$3M - \$4.99M	48	25	92.0%
≥ \$5M	39	33	18.2%

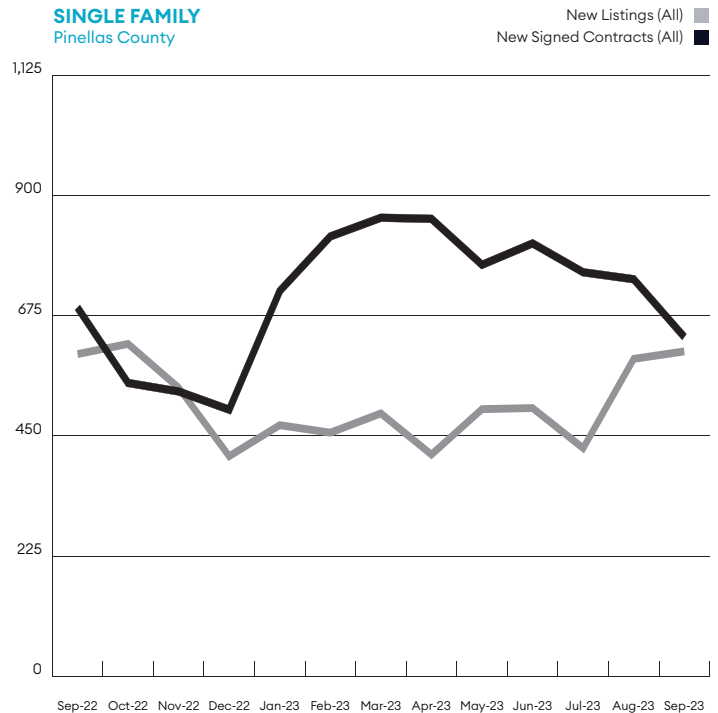


Source: Miami Association of REALTORS, INC. MLS

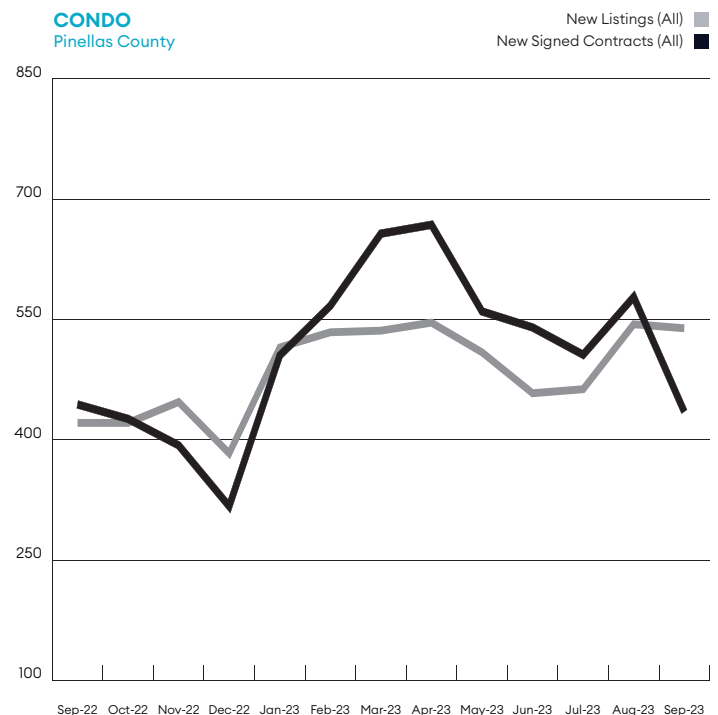
Pinellas County

"New signed contracts have slipped annually for the third straight month as new listings fell year over year for the second time."

SINGLE FAMILY MATRIX Pinellas County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	635	690	-8.0%
< \$200K	7	14	-50.0%
\$200K - \$299K	55	81	-32.1%
\$300K - \$399K	144	182	-20.9%
\$400K - \$499K	135	152	-11.2%
\$500K - \$599K	88	87	1.1%
\$600K - \$799K	104	75	38.7%
\$800K - \$999K	36	41	-12.2%
≥ \$1M	66	58	13.8%
New Listings (All)	608	603	0.8%
< \$200K	2	8	-75.0%
\$200K - \$299K	33	57	-42.1%
\$300K - \$399K	107	144	-25.7%
\$400K - \$499K	126	131	-3.8%
\$500K - \$599K	102	75	36.0%
\$600K - \$799K	102	81	25.9%
\$800K - \$999K	32	39	-17.9%
≥ \$1M	104	68	52.9%



CONDO MATRIX Pinellas County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	435	444	-2.0%
< \$200K	106	103	2.9%
\$200K - \$299K	137	145	-5.5%
\$300K - \$399K	77	59	30.5%
\$400K - \$499K	40	45	-11.1%
\$500K - \$599K	17	25	-32.0%
\$600K - \$799K	28	37	-24.3%
\$800K - \$999K	15	12	25.0%
≥ \$1M	15	18	-16.7%
New Listings (All)	539	421	28.0%
< \$200K	104	79	31.6%
\$200K - \$299K	137	131	4.6%
\$300K - \$399K	74	61	21.3%
\$400K - \$499K	60	38	57.9%
\$500K - \$599K	35	28	25.0%
\$600K - \$799K	46	37	24.3%
\$800K - \$999K	30	15	100.0%
≥ \$1M	53	32	65.6%

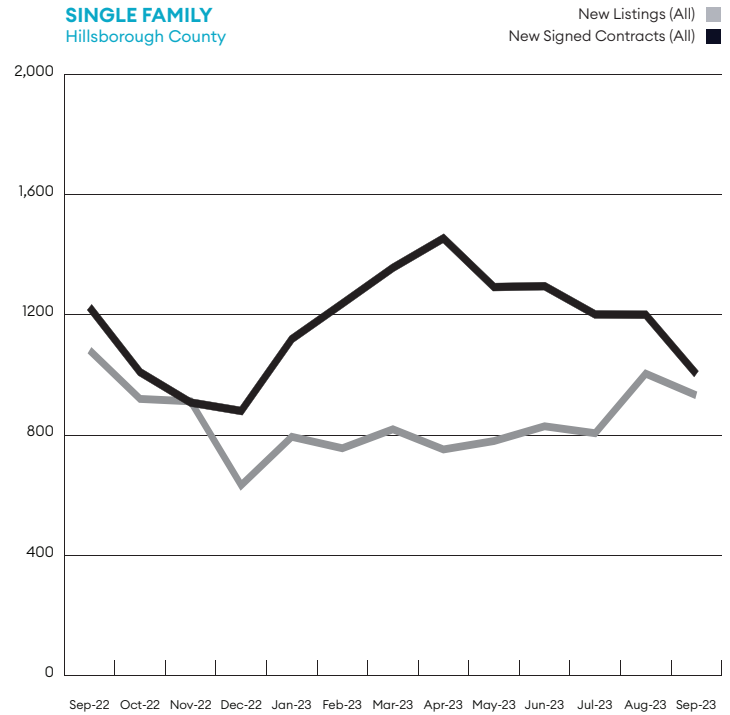


Source: Stellar MLS

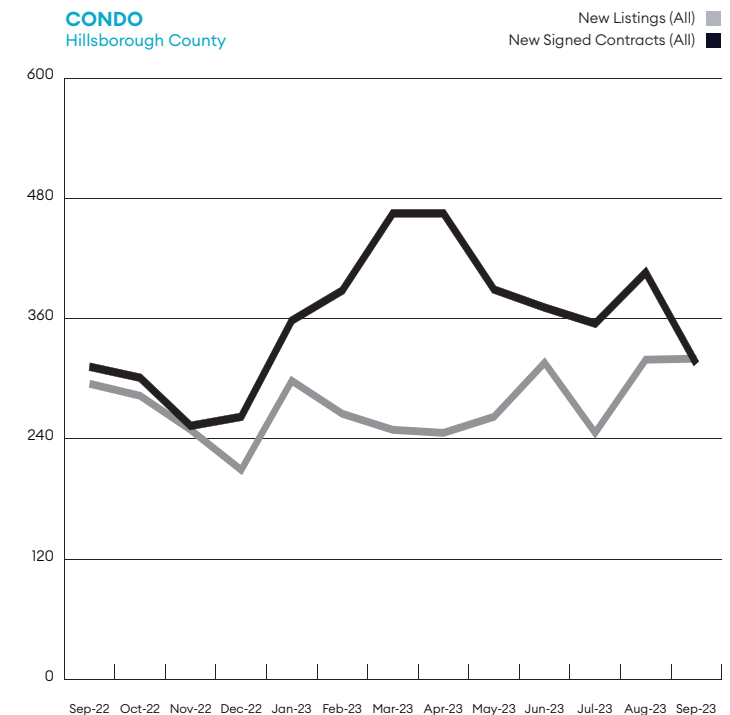
Hillsborough County

"New signed contracts have slipped annually for the twenty-eighth straight month as new listings have declined year over year since May, keeping the market tight."

SINGLE FAMILY MATRIX Hillsborough County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	1,003	1,225	-18.1%
< \$200K	20	28	-28.6%
\$200K - \$299K	101	146	-30.8%
\$300K - \$399K	291	414	-29.7%
\$400K - \$499K	248	292	-15.1%
\$500K - \$599K	124	121	2.5%
\$600K - \$799K	107	112	-4.5%
\$800K - \$999K	43	45	-4.4%
≥ \$1M	69	67	3.0%
New Listings (All)	932	1,082	-13.9%
< \$200K	13	11	18.2%
\$200K - \$299K	41	65	-36.9%
\$300K - \$399K	247	289	-14.5%
\$400K - \$499K	246	311	-20.9%
\$500K - \$599K	119	160	-25.6%
\$600K - \$799K	121	116	4.3%
\$800K - \$999K	55	48	14.6%
≥ \$1M	90	82	9.8%



CONDO MATRIX Hillsborough County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	315	312	1.0%
< \$200K	49	63	-22.2%
\$200K - \$299K	105	122	-13.9%
\$300K - \$399K	94	75	25.3%
\$400K - \$499K	21	27	-22.2%
\$500K - \$599K	10	8	25.0%
\$600K - \$799K	21	10	110.0%
\$800K - \$999K	6	4	50.0%
≥ \$1M	9	3	200.0%
New Listings (All)	320	295	8.5%
< \$200K	40	34	17.6%
\$200K - \$299K	97	84	15.5%
\$300K - \$399K	79	84	-6.0%
\$400K - \$499K	42	30	40.0%
\$500K - \$599K	12	16	-25.0%
\$600K - \$799K	21	13	61.5%
\$800K - \$999K	12	12	0.0%
≥ \$1M	17	22	-22.7%

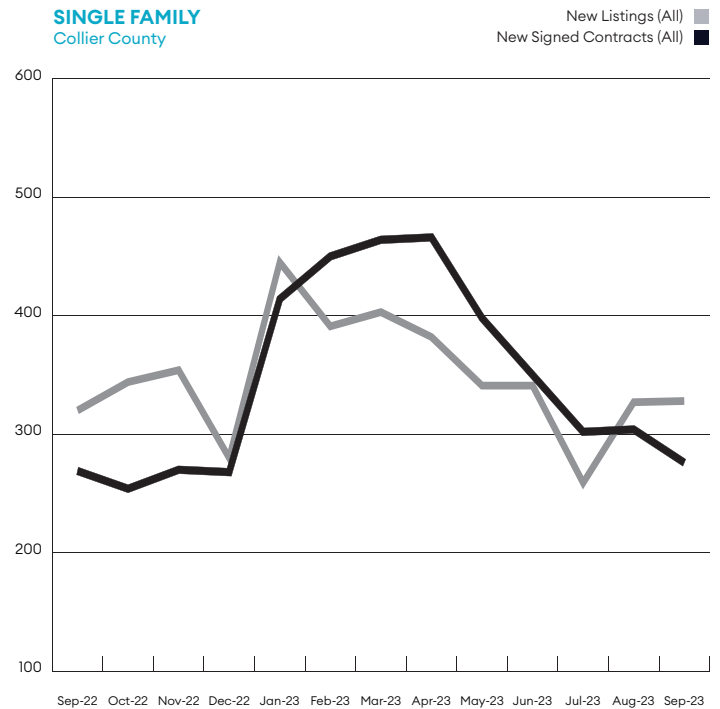


Source: Stellar MLS

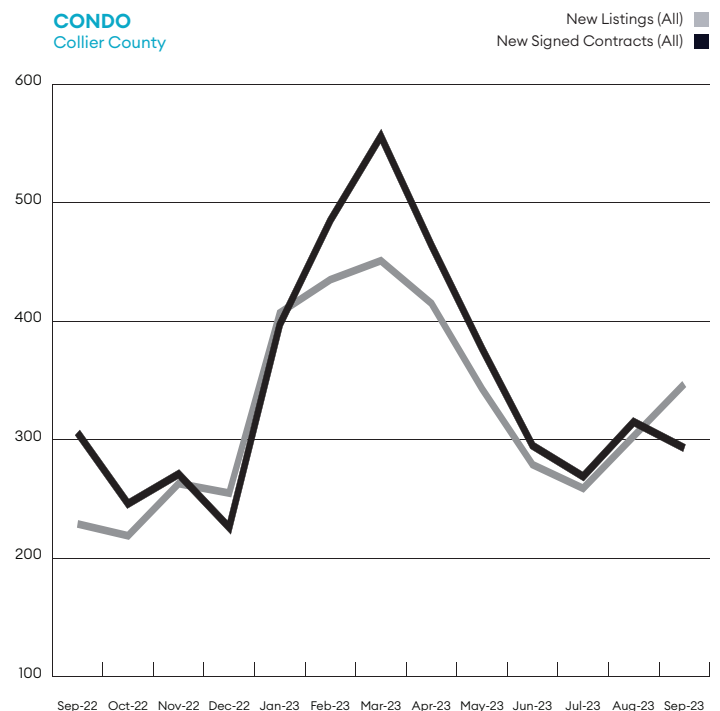
Collier County

"New signed contracts have fallen annually for the third straight month as new listings rose year over year for the second time."

SINGLE FAMILY MATRIX Collier County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	276	269	2.6%
< \$300K	1	2	-50.0%
\$300K-\$499K	29	45	-35.6%
\$500K-\$699K	88	57	54.4%
\$700K-\$899K	43	61	-29.5%
\$900K-\$999K	15	10	50.0%
\$1M-\$1.99M	71	50	42.0%
\$2M-\$4.99M	24	37	-35.1%
≥ \$5M	5	7	-28.6%
New Listings (All)	328	320	2.5%
< \$300K	1	0	
\$300K-\$499K	31	46	-32.6%
\$500K-\$699K	78	80	-2.5%
\$700K-\$899K	61	61	0.0%
\$900K-\$999K	20	15	33.3%
\$1M-\$1.99M	71	60	18.3%
\$2M-\$4.99M	49	40	22.5%
≥ \$5M	17	18	-5.6%



CONDO MATRIX Collier County	SEP 2023	SEP 2022	%Δ (YR)
New Signed Contracts (All)	293	306	-4.2%
< \$300K	33	40	-17.5%
\$300K-\$499K	123	131	-6.1%
\$500K-\$599K	36	37	-2.7%
\$600K-\$699K	20	18	11.1%
\$700K-\$799K	11	17	-35.3%
\$800K-\$999K	16	14	14.3%
\$1M-\$1.99M	30	25	20.0%
≥ \$2M	24	24	0.0%
New Listings (All)	347	229	51.5%
< \$300K	18	16	12.5%
\$300K-\$499K	127	76	67.1%
\$500K-\$599K	43	29	48.3%
\$600K-\$699K	15	23	-34.8%
\$700K-\$799K	16	14	14.3%
\$800K-\$999K	38	13	192.3%
\$1M-\$1.99M	48	28	71.4%
≥ \$2M	42	30	40.0%



Source: Southwest Florida MLS

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

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