

Elliman Report

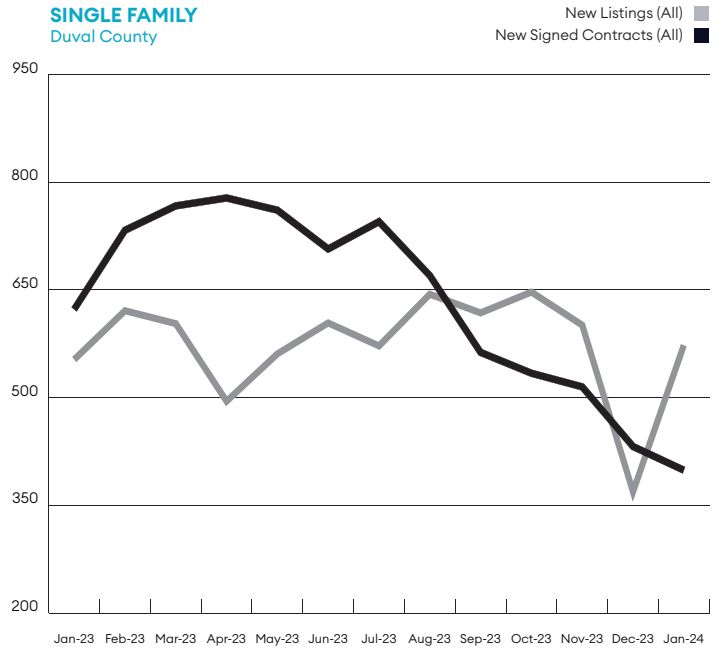
Florida

January 2024 New Signed Contracts

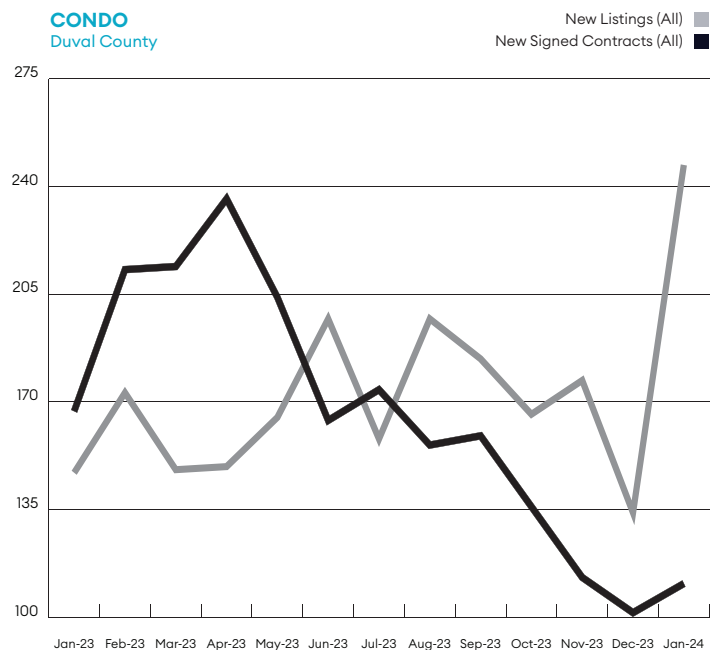
Duval County

"Newly signed contracts for both single families and condos continued to fall year over year as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families above the \$1 million threshold declined annually for the first time in three months as new listings surged."

SINGLE FAMILY MATRIX Duval County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	399	623	-36.0%
< \$200K	67	111	-39.6%
\$200K-\$299K	89	188	-52.7%
\$300K-\$399K	119	162	-26.5%
\$400K-\$499K	44	61	-27.9%
\$500K-\$599K	32	35	-8.6%
\$600K-\$799K	30	36	-16.7%
\$800K-\$999K	9	15	-40.0%
≥ \$1M	9	15	-40.0%
New Listings (All)	573	553	3.6%
< \$200K	71	91	-22.0%
\$200K-\$299K	135	155	-12.9%
\$300K-\$399K	147	153	-3.9%
\$400K-\$499K	97	61	59.0%
\$500K-\$599K	46	30	53.3%
\$600K-\$799K	35	36	-2.8%
\$800K-\$999K	16	12	33.3%
≥ \$1M	26	15	73.3%



CONDO MATRIX Duval County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	111	167	-33.5%
< \$200K	23	50	-54.0%
\$200K-\$299K	55	73	-24.7%
\$300K-\$399K	18	24	-25.0%
\$400K-\$499K	9	7	28.6%
\$500K-\$599K	2	6	-66.7%
\$600K-\$799K	1	4	-75.0%
\$800K-\$999K	1	1	0.0%
≥ \$1M	2	2	0.0%
New Listings (All)	247	147	68.0%
< \$200K	55	32	71.9%
\$200K-\$299K	105	72	45.8%
\$300K-\$399K	47	20	135.0%
\$400K-\$499K	14	7	100.0%
\$500K-\$599K	10	0	
\$600K-\$799K	14	9	55.6%
\$800K-\$999K	0	5	-100.0%
≥ \$1M	2	2	0.0%

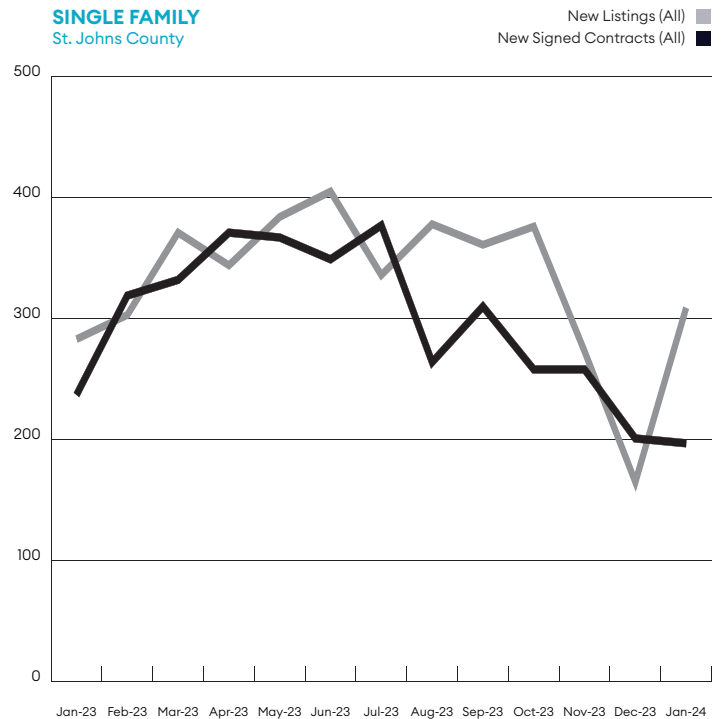


Source: Northeast Florida MLS

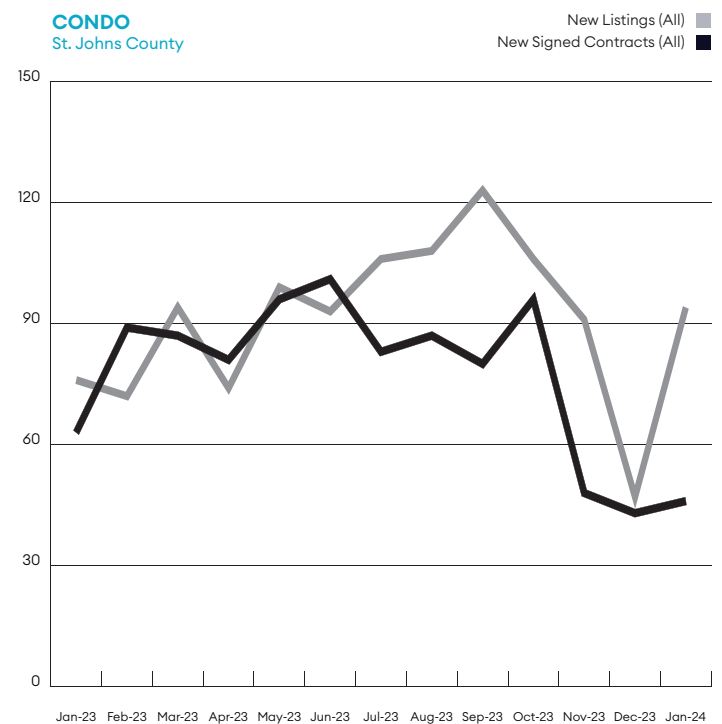
St. Johns County

"Newly signed contracts for both single families and condos fell year over year as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families above the \$1 million threshold declined annually for the first time in seven months as new listings continued to fall."

SINGLE FAMILY MATRIX St. Johns County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	197	237	-16.9%
< \$200K	1	0	
\$200K-\$299K	2	9	-77.8%
\$300K-\$399K	43	39	10.3%
\$400K-\$499K	54	60	-10.0%
\$500K-\$599K	33	38	-13.2%
\$600K-\$799K	35	51	-31.4%
\$800K-\$999K	13	21	-38.1%
≥ \$1M	16	19	-15.8%
New Listings (All)	309	283	9.2%
< \$200K	3	1	200.0%
\$200K-\$299K	4	4	0.0%
\$300K-\$399K	25	42	-40.5%
\$400K-\$499K	63	70	-10.0%
\$500K-\$599K	63	53	18.9%
\$600K-\$799K	79	45	75.6%
\$800K-\$999K	33	28	17.9%
≥ \$1M	39	40	-2.5%



CONDO MATRIX St. Johns County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	46	63	-27.0%
< \$200K	0	0	
\$200K-\$299K	10	21	-52.4%
\$300K-\$399K	25	21	19.0%
\$400K-\$499K	5	8	-37.5%
\$500K-\$599K	2	6	-66.7%
\$600K-\$799K	3	5	-40.0%
\$800K-\$999K	1	1	0.0%
≥ \$1M	0	1	-100.0%
New Listings (All)	94	76	23.7%
< \$200K	0	0	
\$200K-\$299K	23	22	4.5%
\$300K-\$399K	30	30	0.0%
\$400K-\$499K	20	5	300.0%
\$500K-\$599K	8	6	33.3%
\$600K-\$799K	9	5	80.0%
\$800K-\$999K	2	5	-60.0%
≥ \$1M	2	3	-33.3%

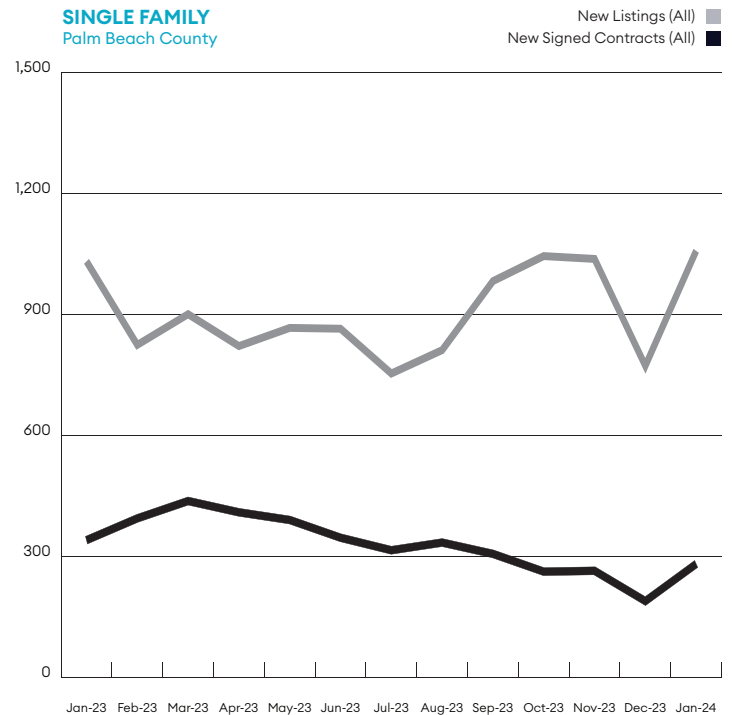


Source: Northeast Florida MLS

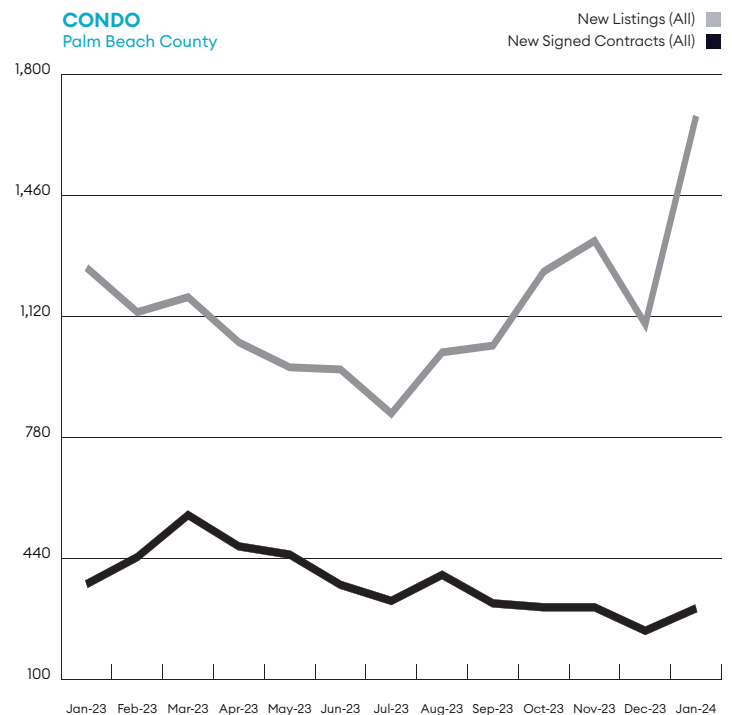
Palm Beach County

"Newly signed contracts for single families and condos continued to decline year over year as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families above the \$1 million threshold increased annually for the second time in three months as new listings expanded."

SINGLE FAMILY MATRIX Palm Beach County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	282	341	-17.3%
< \$300K	7	26	-73.1%
\$300K - \$399K	28	49	-42.9%
\$400K - \$499K	32	49	-34.7%
\$500K - \$999K	125	133	-6.0%
\$1M - \$2.99M	63	62	1.6%
\$3M - \$4.99M	17	14	21.4%
\$5M - \$9.99M	7	5	40.0%
≥ \$10M	3	3	0.0%
New Listings (All)	1,058	1,032	2.5%
< \$300K	12	34	-64.7%
\$300K - \$399K	51	59	-13.6%
\$400K - \$499K	109	128	-14.8%
\$500K - \$999K	494	455	8.6%
\$1M - \$2.99M	276	233	18.5%
\$3M - \$4.99M	43	62	-30.6%
\$5M - \$9.99M	40	39	2.6%
≥ \$10M	33	22	50.0%



CONDO MATRIX Palm Beach County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	300	368	-18.5%
< \$200K	58	99	-41.4%
\$200K - \$299K	71	69	2.9%
\$300K - \$399K	62	76	-18.4%
\$400K - \$599K	52	59	-11.9%
\$600K - \$999K	25	32	-21.9%
\$1M - \$2.99M	25	26	-3.8%
\$3M - \$4.99M	5	1	400.0%
≥ \$5M	2	6	-66.7%
New Listings (All)	1,683	1,257	33.9%
< \$200K	328	275	19.3%
\$200K - \$299K	338	268	26.1%
\$300K - \$399K	323	241	34.0%
\$400K - \$599K	322	195	65.1%
\$600K - \$999K	168	113	48.7%
\$1M - \$2.99M	152	127	19.7%
\$3M - \$4.99M	36	25	44.0%
≥ \$5M	16	13	23.1%

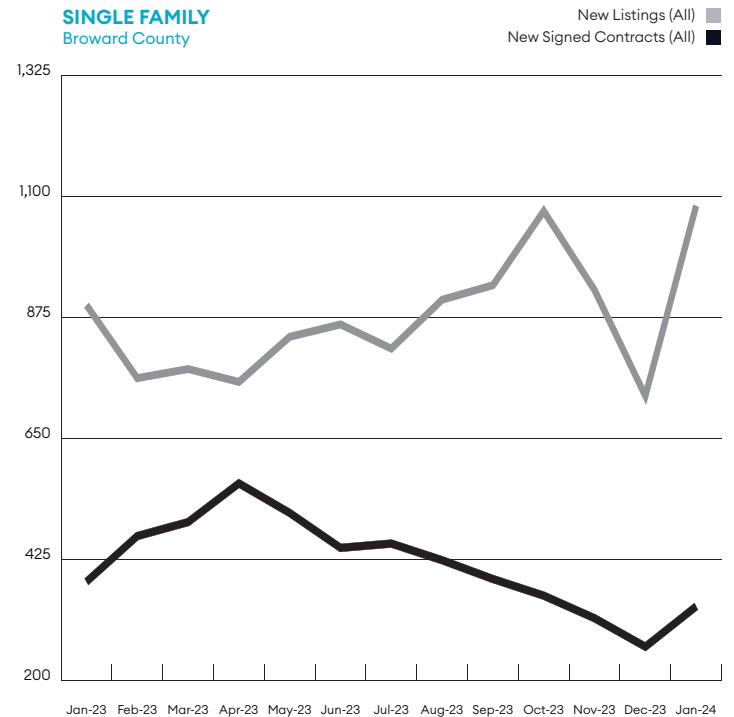


Source: BeachesMLS

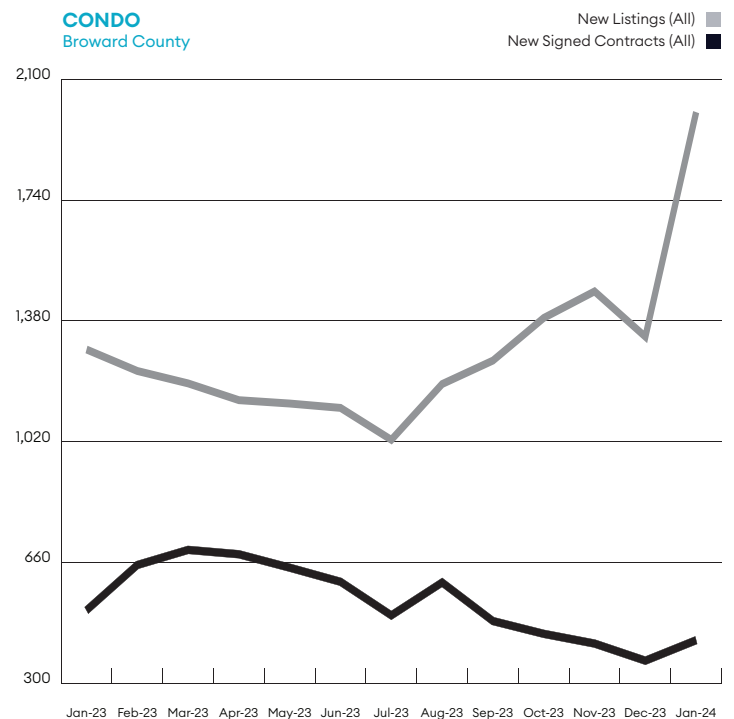
Broward County

"Newly signed contracts for single families and condos continued to decline year over year as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families above the \$1 million threshold surged as condos above the threshold fell."

SINGLE FAMILY MATRIX Broward County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	337	383	-12.0%
< \$300K	14	21	-33.3%
\$300K - \$399K	47	80	-41.3%
\$400K - \$499K	64	79	-19.0%
\$500K - \$999K	151	163	-7.4%
\$1M - \$2.99M	50	34	47.1%
\$3M - \$4.99M	10	4	150.0%
\$5M - \$9.99M	1	1	0.0%
≥ \$10M	0	1	-100.0%
New Listings (All)	1,083	898	20.6%
< \$300K	21	17	23.5%
\$300K - \$399K	89	105	-15.2%
\$400K - \$499K	160	143	11.9%
\$500K - \$999K	500	437	14.4%
\$1M - \$2.99M	252	158	59.5%
\$3M - \$4.99M	37	25	48.0%
\$5M - \$9.99M	18	10	80.0%
≥ \$10M	6	3	100.0%



CONDO MATRIX Broward County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	429	518	-17.2%
< \$200K	140	196	-28.6%
\$200K - \$299K	106	124	-14.5%
\$300K - \$399K	68	91	-25.3%
\$400K - \$599K	74	63	17.5%
\$600K - \$999K	25	23	8.7%
\$1M - \$2.99M	14	20	-30.0%
\$3M - \$4.99M	2	1	100.0%
≥ \$5M	0	0	
New Listings (All)	2,002	1,295	54.6%
< \$200K	463	349	32.7%
\$200K - \$299K	537	307	74.9%
\$300K - \$399K	377	237	59.1%
\$400K - \$599K	317	194	63.4%
\$600K - \$999K	197	140	40.7%
\$1M - \$2.99M	88	60	46.7%
\$3M - \$4.99M	12	3	300.0%
≥ \$5M	11	5	120.0%

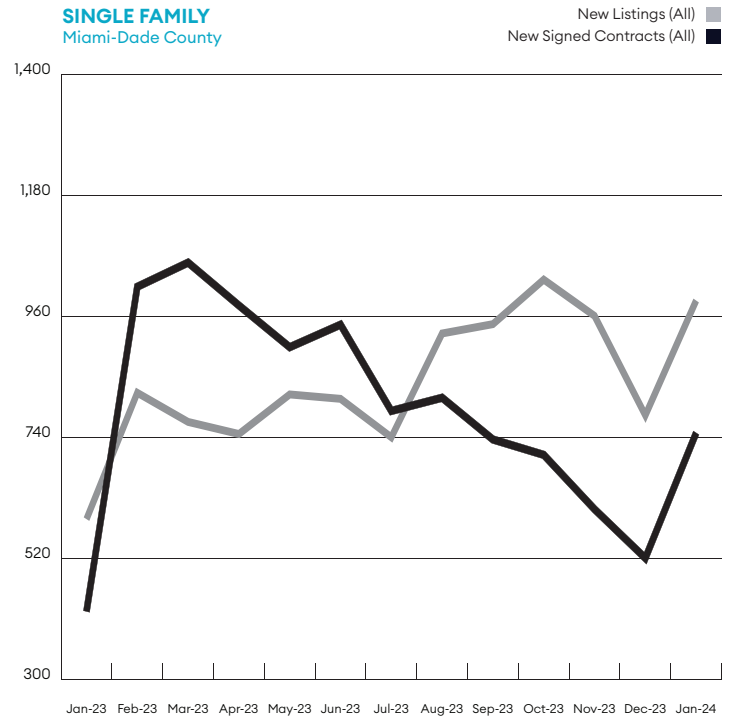


Source: BeachesMLS

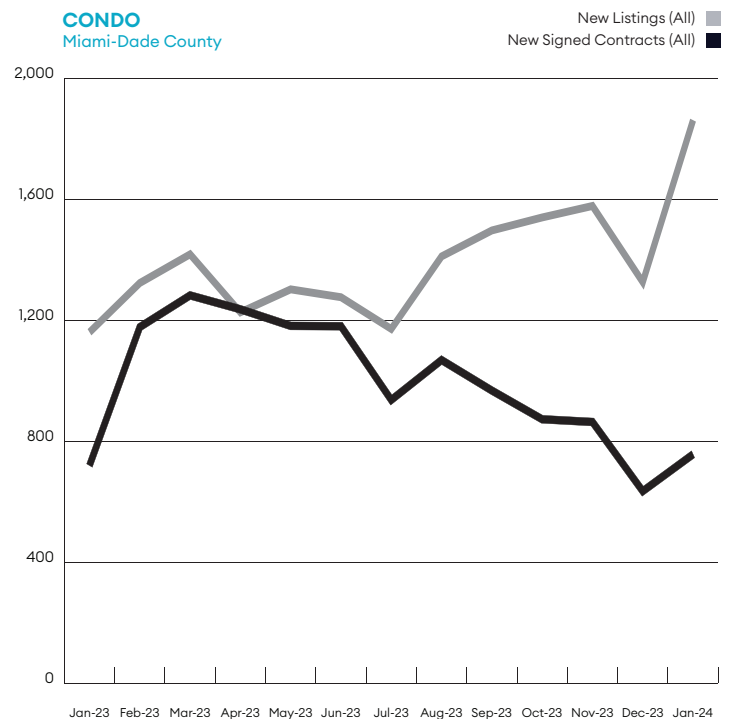
Miami-Dade County

"Newly signed contracts for single families surged, and condos rose year over year, respectively, as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families above the \$1 million threshold rose sharply for the fourth time as condos increased over the same period."

SINGLE FAMILY MATRIX Miami-Dade County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	748	423	76.8%
< \$300K	12	15	-20.0%
\$300K - \$399K	33	38	-13.2%
\$400K - \$499K	142	75	89.3%
\$500K - \$999K	414	195	112.3%
\$1M - \$2.99M	114	76	50.0%
\$3M - \$4.99M	13	13	0.0%
\$5M - \$9.99M	12	8	50.0%
≥ \$10M	8	3	166.7%
New Listings (All)	989	591	67.3%
< \$300K	20	7	185.7%
\$300K - \$399K	32	27	18.5%
\$400K - \$499K	113	61	85.2%
\$500K - \$999K	509	282	80.5%
\$1M - \$2.99M	207	142	45.8%
\$3M - \$4.99M	48	29	65.5%
\$5M - \$9.99M	40	25	60.0%
≥ \$10M	20	18	11.1%



CONDO MATRIX Miami-Dade County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	757	720	5.1%
< \$200K	52	50	4.0%
\$200K - \$299K	147	144	2.1%
\$300K - \$399K	144	121	19.0%
\$400K - \$599K	210	165	27.3%
\$600K - \$999K	91	130	-30.0%
\$1M - \$2.99M	87	82	6.1%
\$3M - \$4.99M	11	16	-31.3%
≥ \$5M	15	12	25.0%
New Listings (All)	1,863	1,161	60.5%
< \$200K	94	47	100.0%
\$200K - \$299K	292	152	92.1%
\$300K - \$399K	338	174	94.3%
\$400K - \$599K	477	257	85.6%
\$600K - \$999K	321	241	33.2%
\$1M - \$2.99M	230	204	12.7%
\$3M - \$4.99M	55	42	31.0%
≥ \$5M	56	44	27.3%

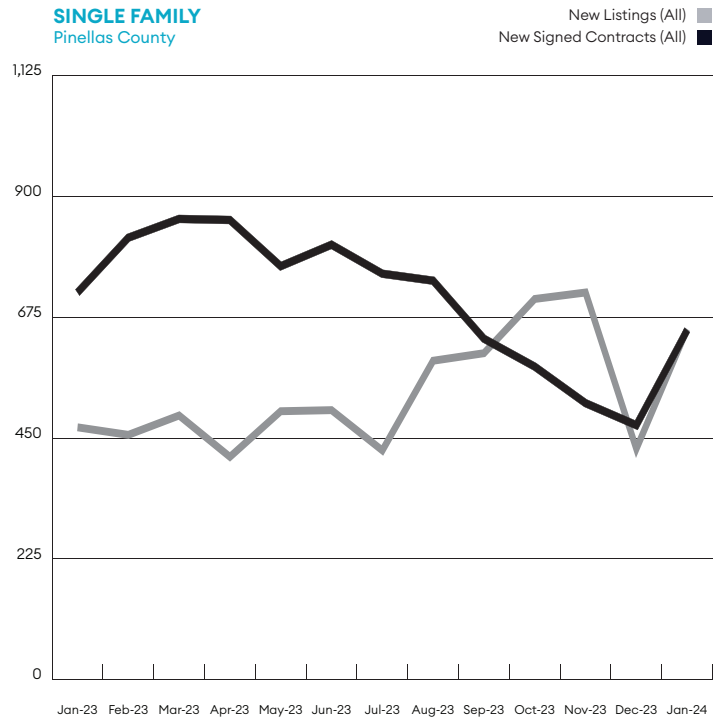


Source: Miami Association of REALTORS, INC. MLS

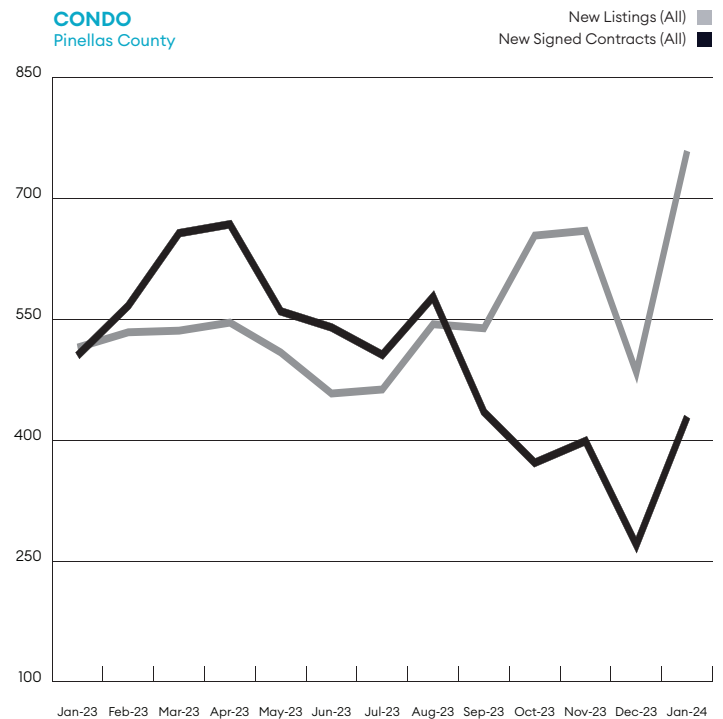
Pinellas County

"Newly signed contracts for single families and condos continued to decline year over year as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families above the \$1 million threshold slipped annually for the second time in three months as new listings surged."

SINGLE FAMILY MATRIX Pinellas County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	651	721	-9.7%
< \$200K	14	18	-22.2%
\$200K - \$299K	51	85	-40.0%
\$300K - \$399K	168	191	-12.0%
\$400K - \$499K	128	155	-17.4%
\$500K - \$599K	79	79	0.0%
\$600K - \$799K	101	77	31.2%
\$800K - \$999K	36	38	-5.3%
≥ \$1M	74	78	-5.1%
New Listings (All)	653	470	38.9%
< \$200K	1	6	-83.3%
\$200K - \$299K	25	39	-35.9%
\$300K - \$399K	109	100	9.0%
\$400K - \$499K	127	89	42.7%
\$500K - \$599K	98	57	71.9%
\$600K - \$799K	124	68	82.4%
\$800K - \$999K	45	28	60.7%
≥ \$1M	124	83	49.4%



CONDO MATRIX Pinellas County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	429	505	-15.0%
< \$200K	99	133	-25.6%
\$200K - \$299K	103	144	-28.5%
\$300K - \$399K	63	76	-17.1%
\$400K - \$499K	39	45	-13.3%
\$500K - \$599K	26	28	-7.1%
\$600K - \$799K	38	34	11.8%
\$800K - \$999K	29	16	81.3%
≥ \$1M	32	29	10.3%
New Listings (All)	759	515	47.4%
< \$200K	136	86	58.1%
\$200K - \$299K	229	146	56.8%
\$300K - \$399K	103	76	35.5%
\$400K - \$499K	78	46	69.6%
\$500K - \$599K	38	44	-13.6%
\$600K - \$799K	65	41	58.5%
\$800K - \$999K	34	26	30.8%
≥ \$1M	76	50	52.0%

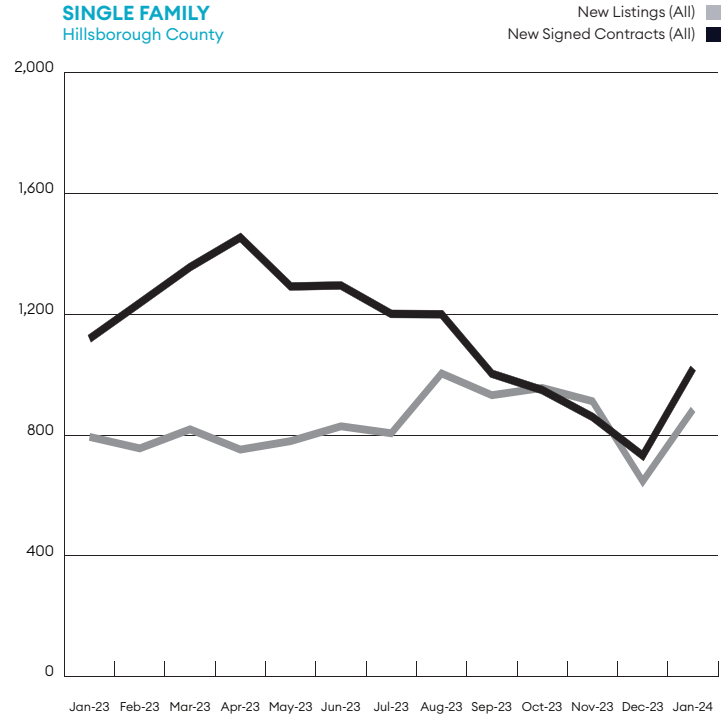


Source: Stellar MLS

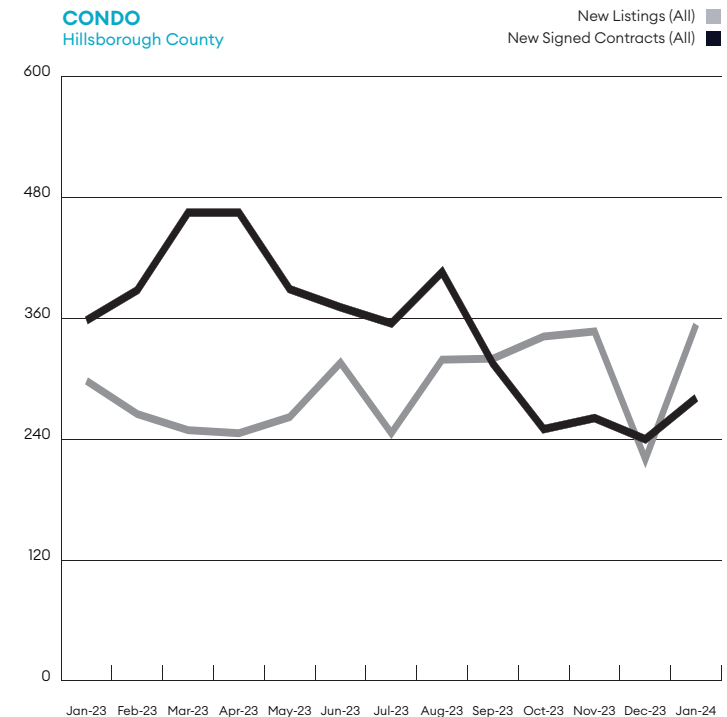
Hillsborough County

"Newly signed contracts for single families and condos continued to decline year over year as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families above the \$1 million threshold slipped annually for the second time as new listings surged."

SINGLE FAMILY MATRIX Hillsborough County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	1,021	1,119	-8.8%
< \$200K	14	32	-56.3%
\$200K - \$299K	82	128	-35.9%
\$300K - \$399K	320	374	-14.4%
\$400K - \$499K	242	226	7.1%
\$500K - \$599K	133	139	-4.3%
\$600K - \$799K	112	104	7.7%
\$800K - \$999K	51	47	8.5%
≥ \$1M	67	69	-2.9%
New Listings (All)	885	794	11.5%
< \$200K	6	14	-57.1%
\$200K - \$299K	48	59	-18.6%
\$300K - \$399K	246	246	0.0%
\$400K - \$499K	234	185	26.5%
\$500K - \$599K	118	98	20.4%
\$600K - \$799K	100	93	7.5%
\$800K - \$999K	54	38	42.1%
≥ \$1M	79	61	29.5%



CONDO MATRIX Hillsborough County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	281	358	-21.5%
< \$200K	41	59	-30.5%
\$200K - \$299K	94	150	-37.3%
\$300K - \$399K	80	81	-1.2%
\$400K - \$499K	23	35	-34.3%
\$500K - \$599K	14	8	75.0%
\$600K - \$799K	18	15	20.0%
\$800K - \$999K	5	4	25.0%
≥ \$1M	6	6	0.0%
New Listings (All)	354	298	18.8%
< \$200K	50	30	66.7%
\$200K - \$299K	138	101	36.6%
\$300K - \$399K	73	94	-22.3%
\$400K - \$499K	30	25	20.0%
\$500K - \$599K	15	9	66.7%
\$600K - \$799K	21	12	75.0%
\$800K - \$999K	16	13	23.1%
≥ \$1M	11	14	-21.4%

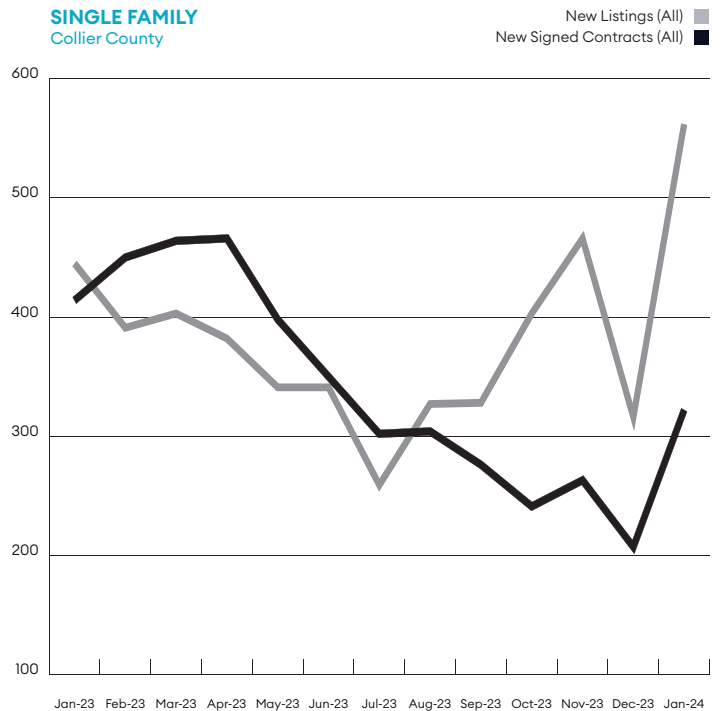


Source: Stellar MLS

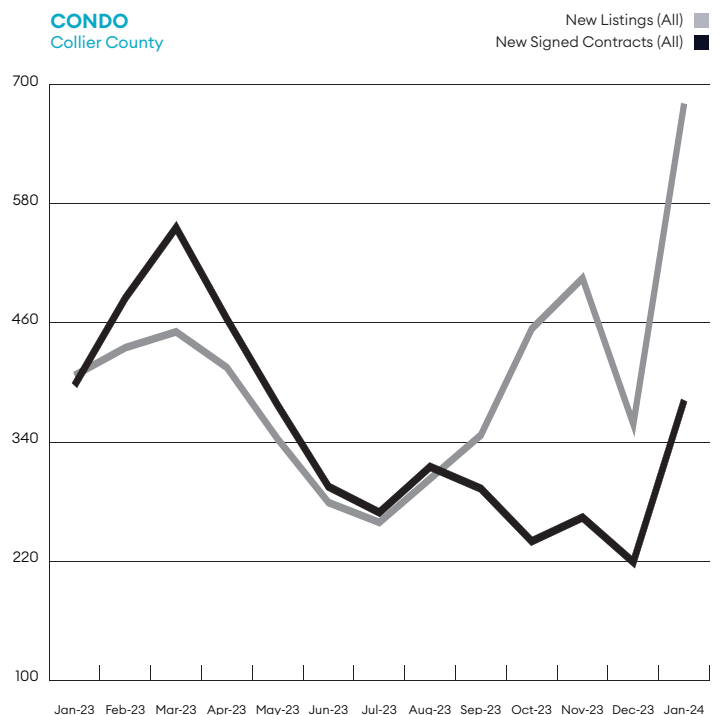
Collier County

"Newly signed contracts for single families and condos continued to decline year over year as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families above the \$1 million threshold slipped annually for the third time as new listings surged."

SINGLE FAMILY MATRIX Collier County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	322	414	-22.2%
< \$300K	2	5	-60.0%
\$300K-\$499K	34	65	-47.7%
\$500K-\$699K	64	100	-36.0%
\$700K-\$899K	56	53	5.7%
\$900K-\$999K	17	21	-19.0%
\$1M-\$1.99M	88	108	-18.5%
\$2M-\$4.99M	46	43	7.0%
≥ \$5M	15	19	-21.1%
New Listings (All)	562	445	26.3%
< \$300K	0	1	-100.0%
\$300K-\$499K	26	42	-38.1%
\$500K-\$699K	106	66	60.6%
\$700K-\$899K	95	64	48.4%
\$900K-\$999K	31	27	14.8%
\$1M-\$1.99M	163	115	41.7%
\$2M-\$4.99M	82	82	0.0%
≥ \$5M	59	48	22.9%



CONDO MATRIX Collier County	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	382	397	-3.8%
< \$300K	30	37	-18.9%
\$300K-\$499K	138	163	-15.3%
\$500K-\$599K	44	50	-12.0%
\$600K-\$699K	40	29	37.9%
\$700K-\$799K	19	15	26.7%
\$800K-\$999K	36	29	24.1%
\$1M-\$1.99M	43	42	2.4%
≥ \$2M	32	32	0.0%
New Listings (All)	681	407	67.3%
< \$300K	48	19	152.6%
\$300K-\$499K	225	135	66.7%
\$500K-\$599K	83	64	29.7%
\$600K-\$699K	53	35	51.4%
\$700K-\$799K	29	25	16.0%
\$800K-\$999K	57	25	128.0%
\$1M-\$1.99M	92	63	46.0%
≥ \$2M	94	41	129.3%



Source: Southwest Florida MLS

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

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