

Elliman Report

Q4-2023 St. Augustine, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- **1.6%**
Prices Median Sales Price
- **17.1%**
Sales Closed Sales
- + **22.7%**
Inventory Total Inventory
- **0.2%**
Negotiability Listing Discount

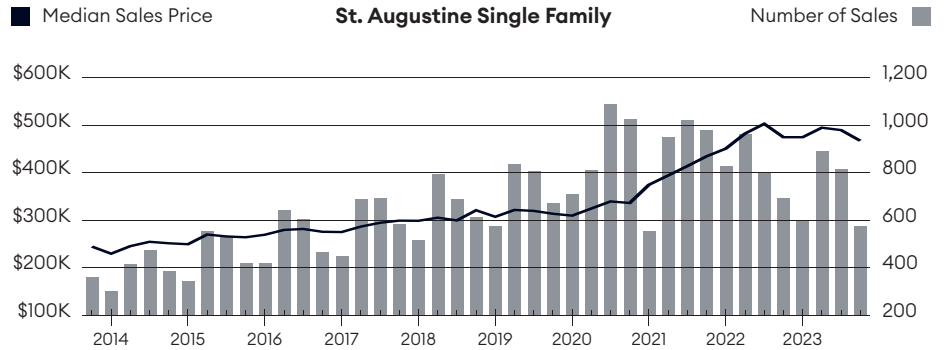
Condo

Dashboard

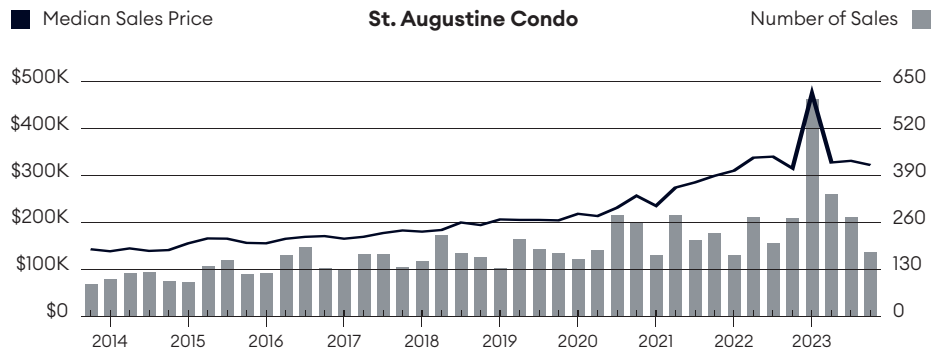
YEAR-OVER-YEAR

- + **2.2%**
Prices Median Sales Price
- **34.9%**
Sales Closed Sales
- + **41.0%**
Inventory Total Inventory
- + **0.8%**
Negotiability Listing Discount

- Single family price trend indicators slipped year over year collectively for the second time
- Single family sales declined annually for the fifth time in six quarters
- Condo median sales price rose annually for the first time in three quarters



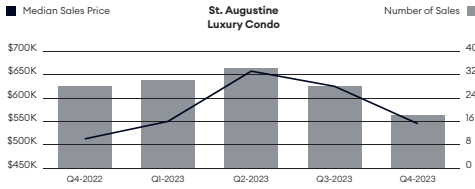
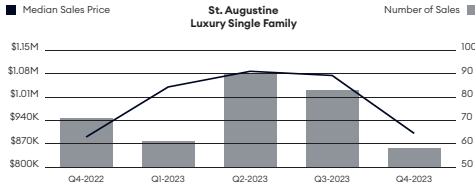
St. Augustine Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$532,104	-6.4%	\$568,719	-0.6%	\$535,467
Average Price Per Sq Ft	\$250	-3.1%	\$258	-0.4%	\$251
Median Sales Price	\$467,500	-4.6%	\$489,945	-1.6%	\$475,000
Number of Sales (Closed)	575	-29.7%	818	-17.1%	694
Days on Market (From Last List Date)	67	1.5%	66	19.6%	56
Listing Discount (From Last List Price)	3.1%		2.9%		3.3%
Listing Inventory	918	-6.5%	982	22.7%	748
Months of Supply	4.8	33.3%	3.6	50.0%	3.2
Average Square Feet	2,151	-2.6%	2,208	-0.3%	2,157



St. Augustine Condos Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$342,648	-6.4%	\$365,936	3.4%	\$331,478
Average Price Per Sq Ft	\$239	-7.7%	\$259	-2.8%	\$246
Median Sales Price	\$321,990	-2.7%	\$330,990	2.2%	\$314,995
Number of Sales (Closed)	177	-35.2%	273	-34.9%	272
Days on Market (From Last List Date)	57	1.8%	56	-25.0%	76
Listing Discount (From Last List Price)	3.3%		2.9%		2.5%
Listing Inventory	282	7.6%	262	41.0%	200
Months of Supply	4.8	65.5%	2.9	118.2%	2.2
Average Square Feet	1,428	0.6%	1,419	5.5%	1,354



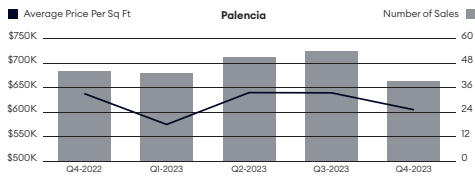
Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,063,004	-14.5%	\$1,242,690	-1.1%	\$1,074,634
Average Price per Sq Ft	\$348	-6.2%	\$371	-2.0%	\$355
Median Sales Price	\$901,336	-16.2%	\$1,075,000	1.2%	\$890,500
Number of Sales (Closed)	58	-30.1%	83	-18.3%	71
Days on Market (From Last List Date)	77	45.3%	53	30.5%	59
Listing Discount (From Last List Price)	5.2%		4.6%		7.0%
Listing Inventory	180	18.4%	152	5.3%	171
Months of Supply	9.3	69.1%	5.5	29.2%	7.2
Entry Price Threshold	\$770,000	-9.4%	\$850,000	1.3%	\$760,000
Average Sale Square Footage	3,051	-8.0%	3,318	0.5%	3,035

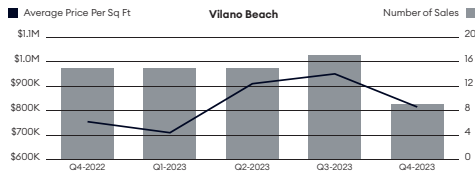
Luxury Condo Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$603,800	-12.7%	\$691,495	10.6%	\$545,837
Average Price per Sq Ft	\$350	-18.6%	\$430	4.5%	\$335
Median Sales Price	\$544,950	-12.8%	\$625,000	6.3%	\$512,500
Number of Sales (Closed)	18	-35.7%	28	-35.7%	28
Days on Market (From Last List Date)	90		73		61
Listing Discount (From Last List Price)	3.7%	-11.9%	4.2%	12.1%	3.3%
Listing Inventory	60	11.1%	54	81.8%	33
Months of Supply	10.0	72.4%	5.8	185.7%	3.5
Entry Price Threshold	\$480,000	-9.8%	\$532,000	12.4%	\$426,858
Average Sale Square Footage	1,757	9.2%	1,609	7.1%	1,641

Palencia



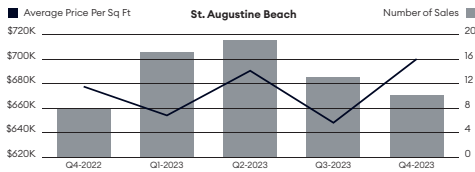
Palencia Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$644,781	-8.4%	\$703,858	-4.7%	\$676,871
Average Price Per Sq Ft	\$261	-4.4%	\$273	0.4%	\$260
Median Sales Price	\$605,000	-5.4%	\$639,521	-5.2%	\$638,031
Number of Sales (Closed)	39	-27.8%	54	-11.4%	44

Vilano Beach



Vilano Beach Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$894,556	-19.9%	\$1,117,265	-1.3%	\$906,200
Average Price Per Sq Ft	\$420	-15.7%	\$498	6.9%	\$393
Median Sales Price	\$815,000	-14.2%	\$950,000	7.9%	\$755,000
Number of Sales (Closed)	9	-47.1%	17	-40.0%	15

St. Augustine Beach



St. Augustine Beach Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$916,465	8.3%	\$846,075	-16.3%	\$1,094,438
Average Price Per Sq Ft	\$430	8.3%	\$397	5.1%	\$409
Median Sales Price	\$700,000	8.0%	\$648,000	3.3%	\$677,500
Number of Sales (Closed)	10	-23.1%	13	25.0%	8

By Sales Share St. Augustine

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	30.4%	25.5%
Single Family Mortgage	69.6%	74.5%
Condo Cash	39.0%	29.8%
Condo Mortgage	61.0%	70.2%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$1M	56.3%	56.1%
Single Family \$1M - \$2M	40.0%	40.6%
Single Family Over \$2M	3.7%	3.3%
Condo Under \$500K	92.1%	93.8%
Condo \$500K - \$1M	7.9%	6.3%
Condo Over \$1M	0.0%	0.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	3.4%	2.8%
Single Family At	6.9%	5.6%
Single Family Under	89.7%	91.5%
Condo Over	5.6%	7.1%
Condo At	16.7%	7.1%
Condo Under	77.8%	85.7%

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

Douglas Elliman Real Estate
820 A1A N, E8, Ponte Vedra Beach, FL 32082
904.834.0032 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com