

Elliman Report

Q4-2023 St. Petersburg, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

+ 10.8%
Prices Median Sales Price

- 9.8%
Sales Closed Sales

+ 8.8%
Inventory Total Inventory

+ 2 days
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

+ 137.8%
Prices Median Sales Price

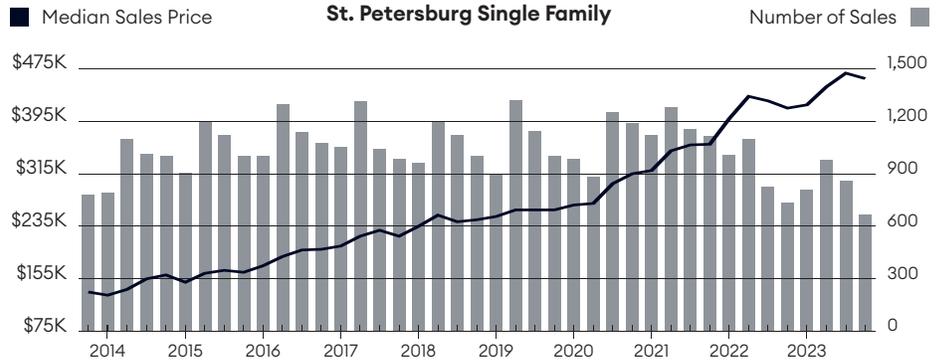
+ 52.1%
Sales Closed Sales

+ 60.3%
Inventory Total Inventory

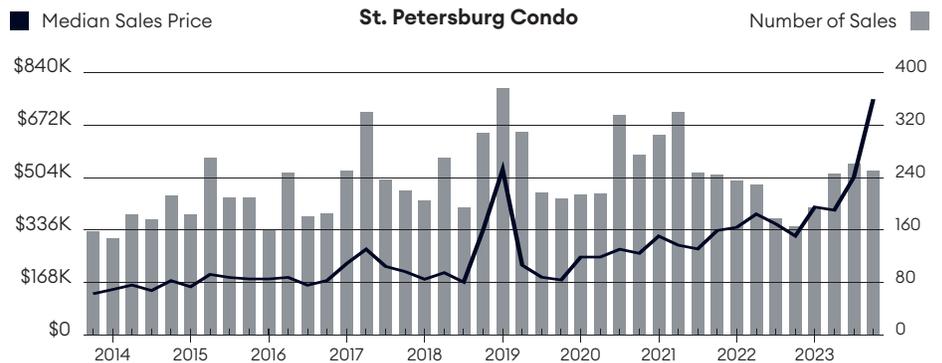
= 0 days
Marketing Time Days on Market

- Single family price trend indicators rose year over year collectively for the fourteenth time

- Condo price trend indicators jumped to new highs as average sales size surged year over year



St. Petersburg Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$676,686	12.1%	\$603,401	16.8%	\$579,161
Average Price Per Sq Ft	\$418	8.9%	\$384	8.6%	\$385
Median Sales Price	\$460,000	-1.8%	\$468,250	10.8%	\$415,000
Number of Sales (Closed)	665	-22.5%	858	-9.8%	737
Days on Market (From Last List Date)	34	13.3%	30	6.3%	32
Listing Discount (From Last List Price)	4.3%		2.6%		4.0%
Listing Inventory	595	31.3%	453	8.8%	547
Months of Supply	2.7	68.8%	1.6	22.7%	2.2
Average Square Feet	1,618	3.1%	1,570	7.4%	1,506



St. Petersburg Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,139,247	40.3%	\$812,091	132.4%	\$490,284
Average Price Per Sq Ft	\$704	29.9%	\$542	55.1%	\$454
Median Sales Price	\$755,000	49.5%	\$505,000	137.8%	\$317,500
Number of Sales (Closed)	251	-3.8%	261	52.1%	165
Days on Market (From Last List Date)	32	-17.9%	39	0.0%	32
Listing Discount (From Last List Price)	1.4%		2.2%		3.6%
Listing Inventory	505	28.2%	394	60.3%	315
Months of Supply	6.0	33.3%	4.5	5.3%	5.7
Average Square Feet	1,618	8.0%	1,498	49.8%	1,080

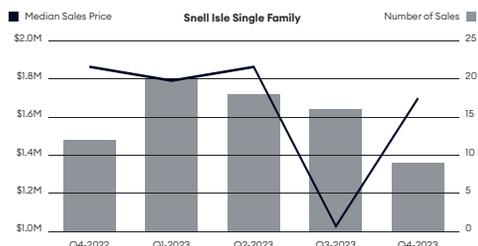


All single family price trend indicators rose year over year, as average sales price reached the highest level on record. The average sales price increased 16.8% from the year-ago quarter to \$676,686. Single family sales fell 9.8% over the same period to 665 as listing inventory rose 8.8% to 595. With sales falling and listing inventory

increasing, the pace of the market – months of supply – was 2.7, 22.7% slower than last year. Like single families, all condo price trend indicators increased annually. Condo median sales price more than doubled to \$755,000, reaching the highest on record. Condo listing inventory has been expanding for seven

consecutive quarters, up 60.3% annually to 505. The condo luxury market, representing the top ten percent of all condo sales, started at \$2,489,044 as the median sales price surged annually by 74% to \$2,740,000, the highest on record. The condo luxury listing inventory increased annually by 49.4% to 121.

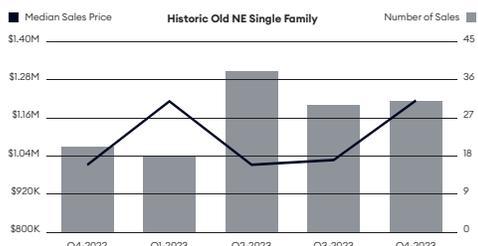
Snell Isle Single Family



Note: Comprised of single family data within zip code 33704 on Snell Isle

Snell Isle Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,515,667	69.3%	\$1,485,625	-13.3%	\$2,899,958
Average Price per Sq Ft	\$894	51.5%	\$590	-3.0%	\$922
Median Sales Price	\$1,700,000	65.5%	\$1,027,000	-8.8%	\$1,864,750
Number of Sales (Closed)	9	-43.8%	16	-25.0%	12
Days on Market (From Last List Date)	70	141.4%	29	66.7%	42
Listing Discount (From Last List Price)	12.8%		3.3%		11.8%
Listing Inventory	23	43.8%	16	4.5%	22
Months of Supply	7.7	156.7%	3.0	40.0%	5.5
Average Square Feet	2,813	11.7%	2,518	-10.6%	3,147

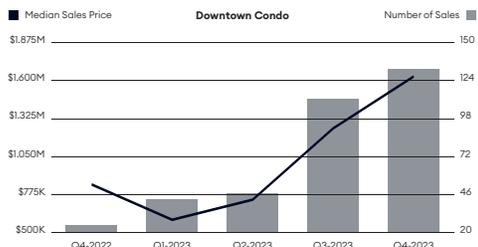
Historic Old NE Single Family



Comprised of single family data within zip code 33704, east of 4th St N, north of 5th Ave N and south of 30th Ave N.

Historic Old NE Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,479,790	23.8%	\$1,195,157	19.6%	\$1,236,790
Average Price per Sq Ft	\$620	15.2%	\$538	9.9%	\$564
Median Sales Price	\$1,215,000	18.2%	\$1,027,500	20.1%	\$1,012,013
Number of Sales (Closed)	31	3.3%	30	55.0%	20
Days on Market (From Last List Date)	44	33.3%	33	-8.3%	48
Listing Discount (From Last List Price)	8.9%		3.8%		6.0%
Listing Inventory	30	36.4%	22	275.0%	8
Months of Supply	2.9	31.8%	2.2	141.7%	1.2
Average Square Feet	2,388	7.4%	2,223	9.0%	2,191

Downtown Condo



Comprised of condo data in zip code 33701.

Downtown Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,823,635	32.7%	\$1,374,767	96.7%	\$927,084
Average Price per Sq Ft	\$864	30.3%	\$663	24.7%	\$693
Median Sales Price	\$1,629,740	29.9%	\$1,255,000	91.7%	\$850,000
Number of Sales (Closed)	132	18.9%	111	428.0%	25
Days on Market (From Last List Date)	13	-18.8%	16	-73.5%	49
Listing Discount (From Last List Price)	1.0%		1.6%		3.5%
Listing Inventory	121	4.3%	116	49.4%	81
Months of Supply	2.8	-9.7%	3.1	-71.1%	9.7
Average Square Feet	3,271	14.7%	2,852	10.8%	2,951

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	45.0%	35.5%
Single Family Mortgage	55.0%	64.5%
Condo Cash	71.7%	55.8%
Condo Mortgage	28.3%	44.2%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	55.3%	64.6%
Single Family \$500K – \$1M	31.4%	27.0%
Single Family Over \$1M	13.2%	8.4%
Condo Under \$500K	40.2%	69.7%
Condo \$500K-\$1M	15.5%	21.2%
Condo Over \$1M	44.2%	9.1%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	13.7%	14.5%
Single Family At	19.3%	14.5%
Single Family Under	67.2%	71.0%
Condo Over	2.4%	10.3%
Condo At	11.2%	16.4%
Condo Under	86.5%	73.3%

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

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