

Elliman Report

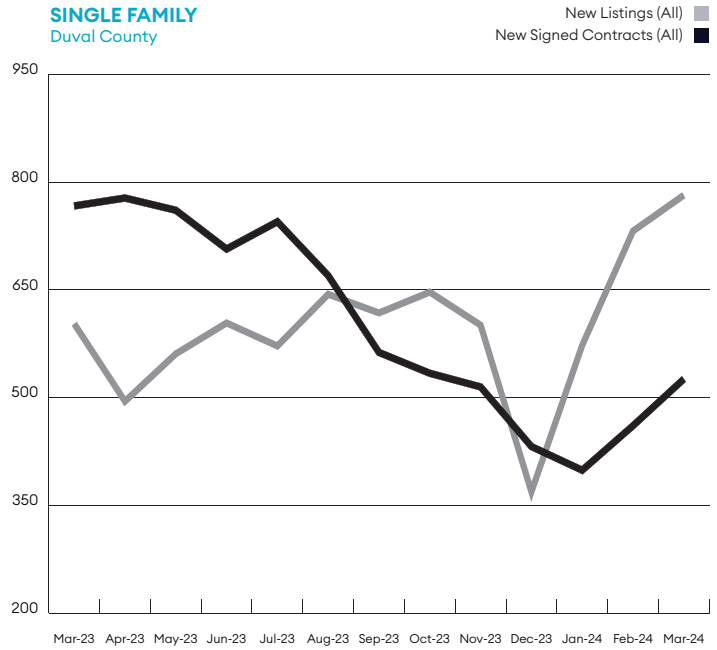
Florida

March 2024 New Signed Contracts

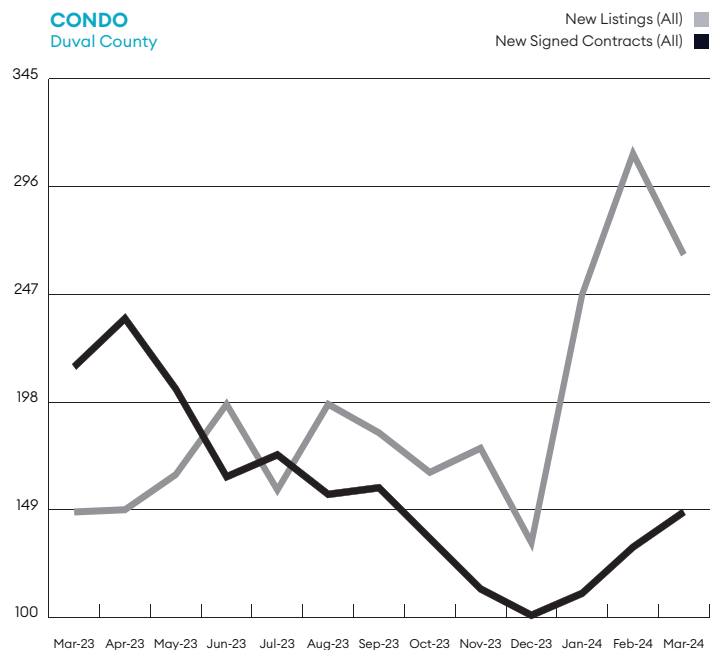
Duval County

"For the past four months, the number of newly signed contracts for single family and condos has fallen year over year. Above the \$1 million threshold, newly signed contracts over the same period have increased in two of the past four months. New inventory growth has pressed higher across the market for the past three months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Duval County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	526	767	-31.4%
< \$200K	77	131	-41.2%
\$200K-\$299K	136	210	-35.2%
\$300K-\$399K	171	220	-22.3%
\$400K-\$499K	62	88	-29.5%
\$500K-\$599K	29	37	-21.6%
\$600K-\$799K	21	44	-52.3%
\$800K-\$999K	12	14	-14.3%
≥ \$1M	18	23	-21.7%
New Listings (All)	782	603	29.7%
< \$200K	89	92	-3.3%
\$200K-\$299K	165	145	13.8%
\$300K-\$399K	243	159	52.8%
\$400K-\$499K	101	84	20.2%
\$500K-\$599K	47	39	20.5%
\$600K-\$799K	51	43	18.6%
\$800K-\$999K	25	15	66.7%
≥ \$1M	61	26	134.6%



CONDO MATRIX Duval County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	148	214	-30.8%
< \$200K	20	49	-59.2%
\$200K-\$299K	75	109	-31.2%
\$300K-\$399K	33	26	26.9%
\$400K-\$499K	9	10	-10.0%
\$500K-\$599K	2	7	-71.4%
\$600K-\$799K	6	6	0.0%
\$800K-\$999K	1	3	-66.7%
≥ \$1M	2	4	-50.0%
New Listings (All)	265	148	79.1%
< \$200K	45	21	114.3%
\$200K-\$299K	114	57	100.0%
\$300K-\$399K	59	33	78.8%
\$400K-\$499K	14	19	-26.3%
\$500K-\$599K	9	10	-10.0%
\$600K-\$799K	11	4	175.0%
\$800K-\$999K	3	1	200.0%
≥ \$1M	10	3	233.3%

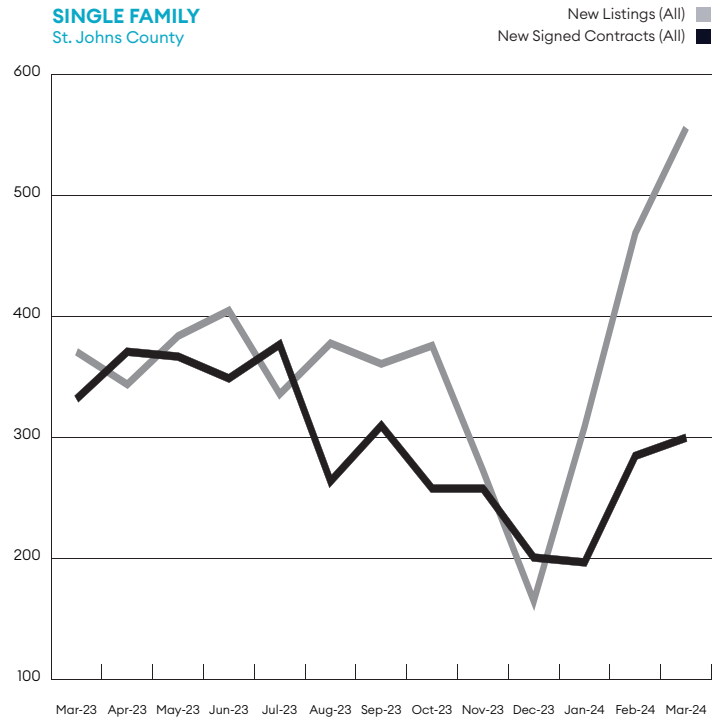


Source: Northeast Florida MLS

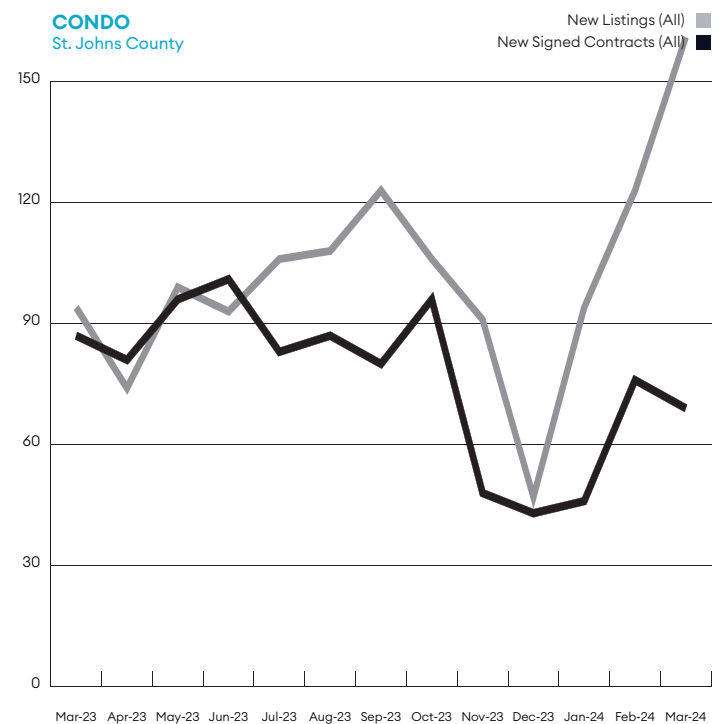
St. Johns County

"For the past three months, the number of newly signed contracts for single family and condos has fallen year over year. Above the \$1 million threshold, newly signed contracts over the same period have also fallen in the last three months. New inventory growth has pressed higher across the market for the past three months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX St. Johns County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	300	332	-9.6%
< \$200K	4	1	300.0%
\$200K-\$299K	5	7	-28.6%
\$300K-\$399K	48	46	4.3%
\$400K-\$499K	82	79	3.8%
\$500K-\$599K	49	59	-16.9%
\$600K-\$799K	52	66	-21.2%
\$800K-\$999K	32	34	-5.9%
≥ \$1M	28	40	-30.0%
New Listings (All)	556	371	49.9%
< \$200K	0	3	-100.0%
\$200K-\$299K	6	7	-14.3%
\$300K-\$399K	54	46	17.4%
\$400K-\$499K	122	83	47.0%
\$500K-\$599K	99	68	45.6%
\$600K-\$799K	135	76	77.6%
\$800K-\$999K	46	36	27.8%
≥ \$1M	94	52	80.8%



CONDO MATRIX St. Johns County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	69	87	-20.7%
< \$200K	1	5	-80.0%
\$200K-\$299K	26	25	4.0%
\$300K-\$399K	27	38	-28.9%
\$400K-\$499K	5	2	150.0%
\$500K-\$599K	4	6	-33.3%
\$600K-\$799K	5	6	-16.7%
\$800K-\$999K	1	1	0.0%
≥ \$1M	0	4	-100.0%
New Listings (All)	161	94	71.3%
< \$200K	3	1	200.0%
\$200K-\$299K	50	19	163.2%
\$300K-\$399K	48	42	14.3%
\$400K-\$499K	10	9	11.1%
\$500K-\$599K	10	9	11.1%
\$600K-\$799K	12	8	50.0%
\$800K-\$999K	3	4	-25.0%
≥ \$1M	25	2	1,150.0%

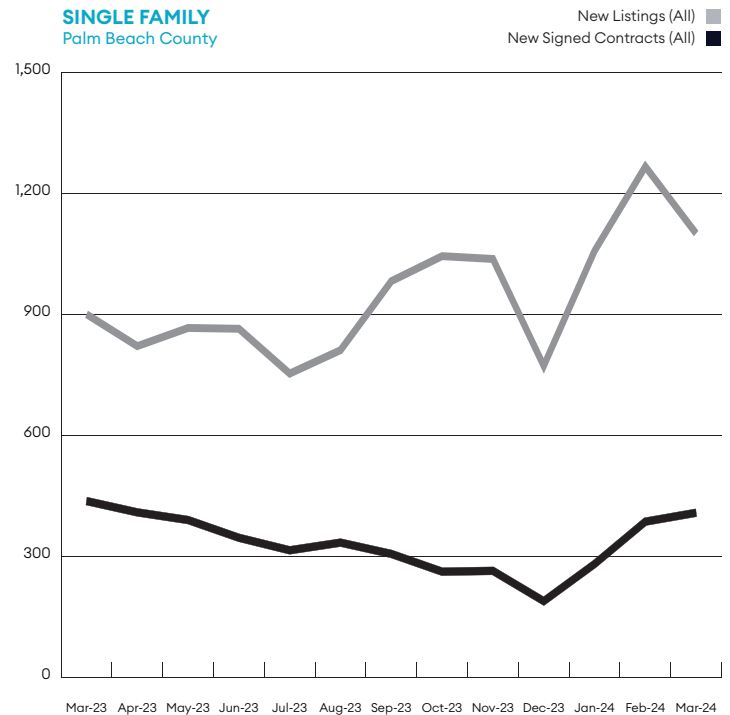


Source: Northeast Florida MLS

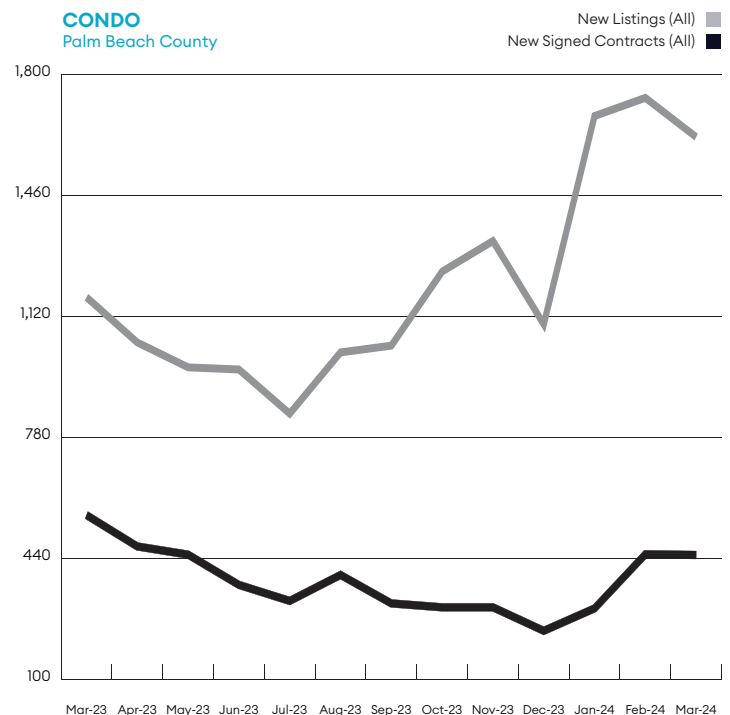
Palm Beach County

"Two of the past three months have seen single family and condo new-signed contracts decline year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly over the past three months. New inventory growth has pressed higher across the market for the past seven months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Palm Beach County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	409	438	-6.6%
< \$300K	17	24	-29.2%
\$300K - \$399K	24	46	-47.8%
\$400K - \$499K	60	61	-1.6%
\$500K - \$999K	156	166	-6.0%
\$1M - \$2.99M	105	104	1.0%
\$3M - \$4.99M	22	24	-8.3%
\$5M - \$9.99M	13	8	62.5%
≥ \$10M	12	5	140.0%
New Listings (All)	1,101	901	22.2%
< \$300K	24	9	166.7%
\$300K - \$399K	61	57	7.0%
\$400K - \$499K	88	87	1.1%
\$500K - \$999K	514	368	39.7%
\$1M - \$2.99M	295	258	14.3%
\$3M - \$4.99M	58	63	-7.9%
\$5M - \$9.99M	36	36	0.0%
≥ \$10M	25	23	8.7%



CONDO MATRIX Palm Beach County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	450	562	-19.9%
< \$200K	104	143	-27.3%
\$200K - \$299K	69	118	-41.5%
\$300K - \$399K	83	108	-23.1%
\$400K - \$599K	78	89	-12.4%
\$600K - \$999K	54	59	-8.5%
\$1M - \$2.99M	48	36	33.3%
\$3M - \$4.99M	9	4	125.0%
≥ \$5M	5	5	0.0%
New Listings (All)	1,624	1,174	38.3%
< \$200K	324	249	30.1%
\$200K - \$299K	376	252	49.2%
\$300K - \$399K	314	205	53.2%
\$400K - \$599K	284	218	30.3%
\$600K - \$999K	150	124	21.0%
\$1M - \$2.99M	119	102	16.7%
\$3M - \$4.99M	34	18	88.9%
≥ \$5M	23	6	283.3%

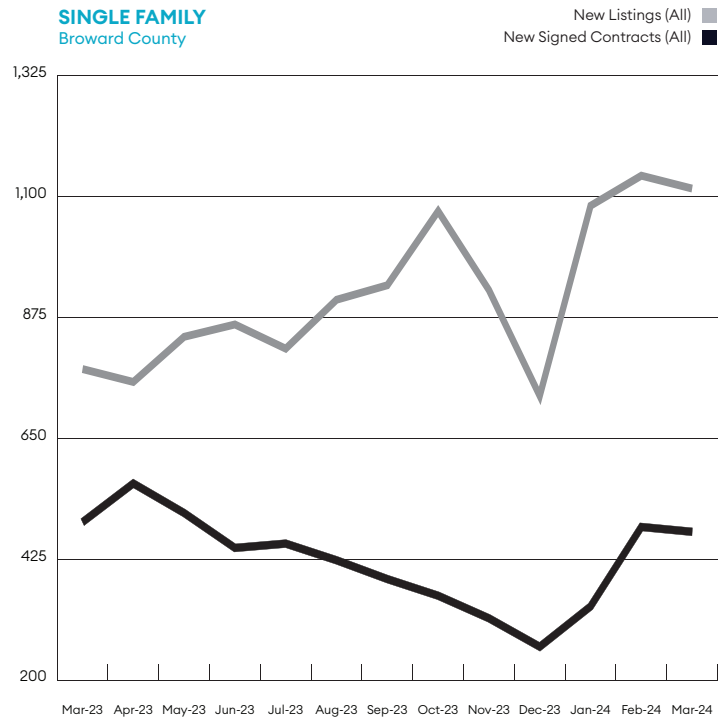


Source: BeachesMLS

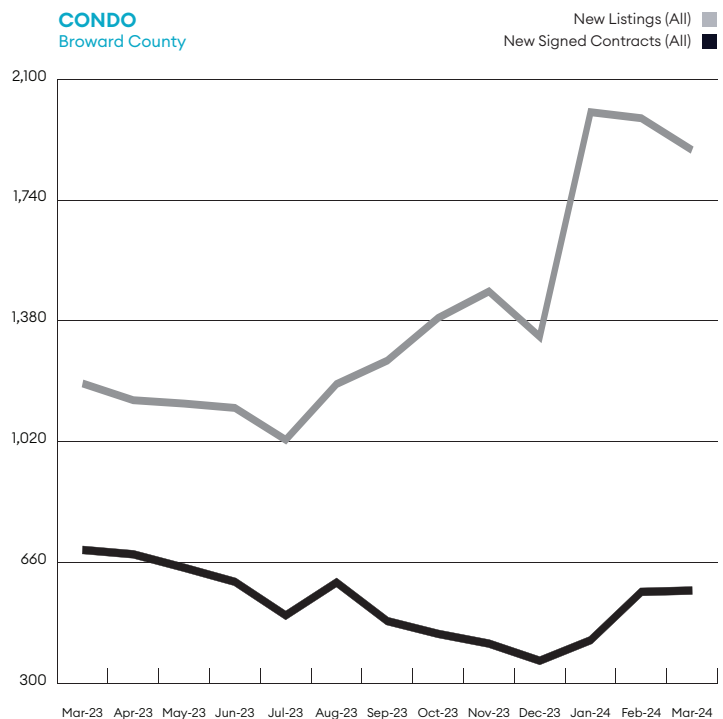
Broward County

"For nearly three years, the number of newly signed contracts for single family and condos has fallen year over year. Above the \$1 million threshold, newly signed contracts over the same period have surged over three months. Since September, new inventory growth has pressed higher across the market, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Broward County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	476	494	-3.6%
< \$300K	20	27	-25.9%
\$300K - \$399K	49	92	-46.7%
\$400K - \$499K	86	116	-25.9%
\$500K - \$999K	223	203	9.9%
\$1M - \$2.99M	88	53	66.0%
\$3M - \$4.99M	5	1	400.0%
\$5M - \$9.99M	2	2	0.0%
≥ \$10M	3	0	
New Listings (All)	1,115	779	43.1%
< \$300K	9	16	-43.8%
\$300K - \$399K	74	66	12.1%
\$400K - \$499K	140	109	28.4%
\$500K - \$999K	566	381	48.6%
\$1M - \$2.99M	265	163	62.6%
\$3M - \$4.99M	29	26	11.5%
\$5M - \$9.99M	21	14	50.0%
≥ \$10M	11	4	175.0%



CONDO MATRIX Broward County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	577	698	-17.3%
< \$200K	191	242	-21.1%
\$200K - \$299K	131	189	-30.7%
\$300K - \$399K	104	130	-20.0%
\$400K - \$599K	89	79	12.7%
\$600K - \$999K	42	36	16.7%
\$1M - \$2.99M	14	19	-26.3%
\$3M - \$4.99M	3	3	0.0%
≥ \$5M	3	0	
New Listings (All)	1,889	1,194	58.2%
< \$200K	496	304	63.2%
\$200K - \$299K	546	321	70.1%
\$300K - \$399K	285	177	61.0%
\$400K - \$599K	311	204	52.5%
\$600K - \$999K	159	104	52.9%
\$1M - \$2.99M	79	71	11.3%
\$3M - \$4.99M	7	8	-12.5%
≥ \$5M	6	5	20.0%

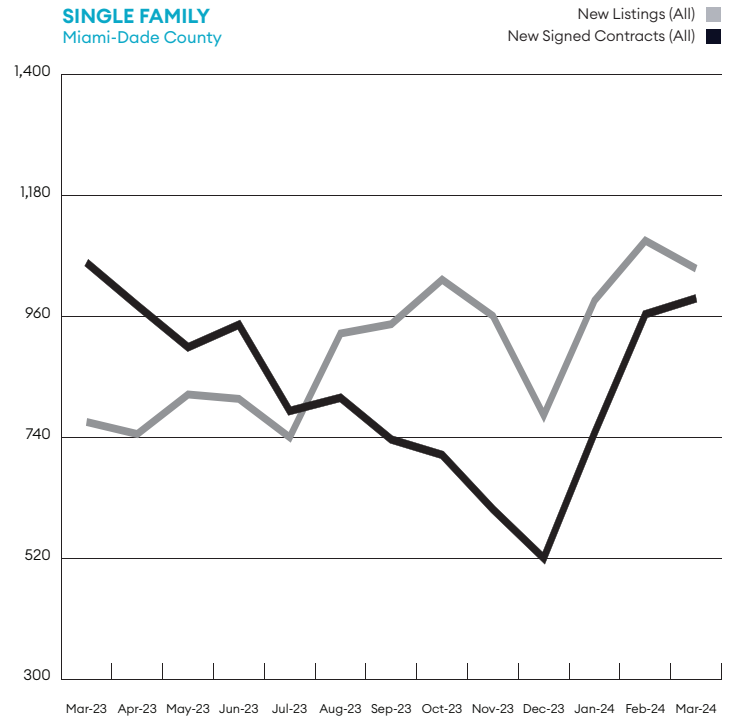


Source: BeachesMLS

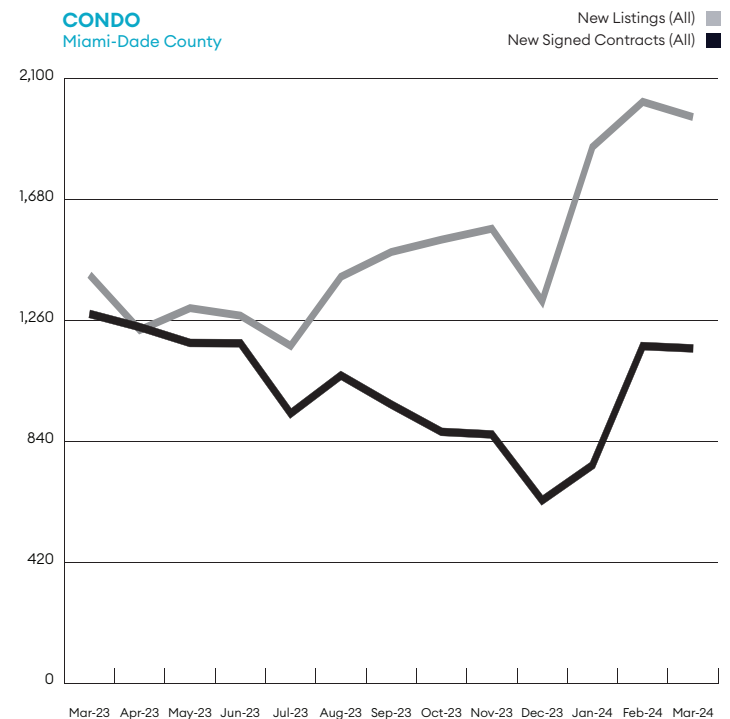
Miami-Dade County

"Two of the past three months have seen single family and condo new-signed contracts decline year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly since October, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Miami-Dade County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	993	1,058	-6.1%
< \$300K	13	29	-55.2%
\$300K - \$399K	46	101	-54.5%
\$400K - \$499K	138	223	-38.1%
\$500K - \$999K	584	512	14.1%
\$1M - \$2.99M	167	151	10.6%
\$3M - \$4.99M	23	25	-8.0%
\$5M - \$9.99M	13	13	0.0%
≥ \$10M	9	4	125.0%
New Listings (All)	1,047	768	36.3%
< \$300K	19	20	-5.0%
\$300K - \$399K	36	44	-18.2%
\$400K - \$499K	97	89	9.0%
\$500K - \$999K	526	340	54.7%
\$1M - \$2.99M	243	176	38.1%
\$3M - \$4.99M	54	48	12.5%
\$5M - \$9.99M	43	32	34.4%
≥ \$10M	29	19	52.6%



CONDO MATRIX Miami-Dade County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	1,163	1,283	-9.4%
< \$200K	67	100	-33.0%
\$200K - \$299K	207	284	-27.1%
\$300K - \$399K	246	257	-4.3%
\$400K - \$599K	299	312	-4.2%
\$600K - \$999K	155	177	-12.4%
\$1M - \$2.99M	143	128	11.7%
\$3M - \$4.99M	20	14	42.9%
≥ \$5M	26	11	136.4%
New Listings (All)	1,967	1,419	38.6%
< \$200K	67	77	-13.0%
\$200K - \$299K	314	193	62.7%
\$300K - \$399K	332	247	34.4%
\$400K - \$599K	544	342	59.1%
\$600K - \$999K	348	231	50.6%
\$1M - \$2.99M	263	242	8.7%
\$3M - \$4.99M	47	50	-6.0%
≥ \$5M	52	37	40.5%

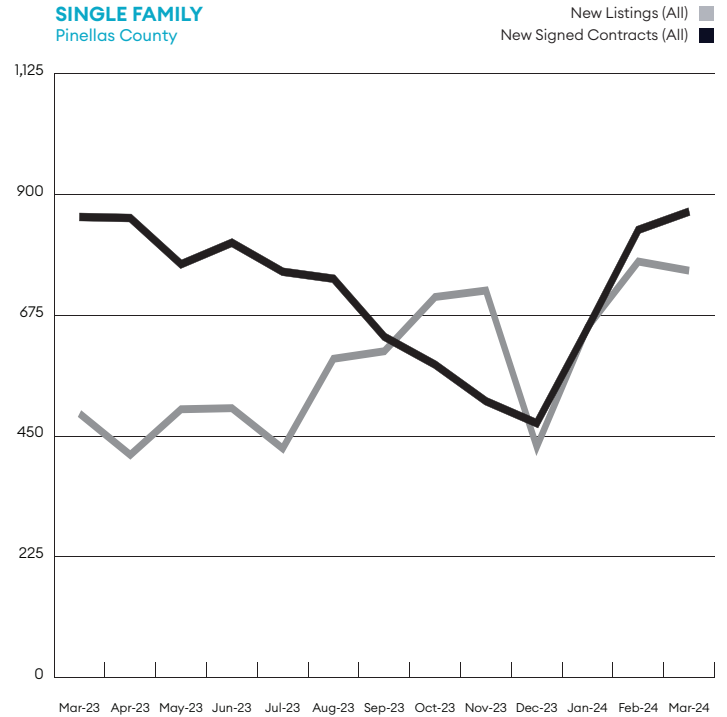


Source: Miami Association of REALTORS, INC. MLS

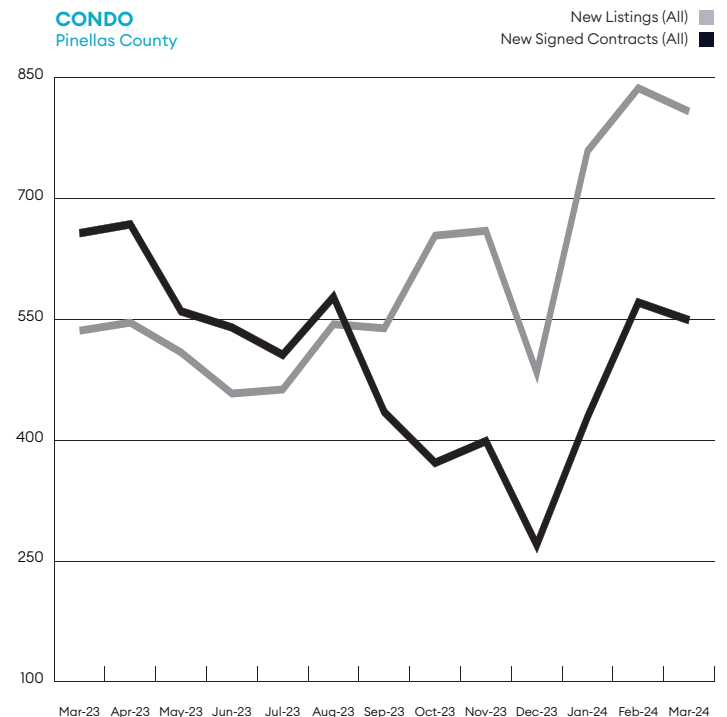
Pinellas County

"Two of the past three months have seen single family and condo new-signed contracts decline year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly for eleven of the past twelve months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Pinellas County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	868	858	1.2%
< \$200K	11	27	-59.3%
\$200K - \$299K	69	79	-12.7%
\$300K - \$399K	197	216	-8.8%
\$400K - \$499K	177	198	-10.6%
\$500K - \$599K	127	113	12.4%
\$600K - \$799K	111	92	20.7%
\$800K - \$999K	56	43	30.2%
≥ \$1M	120	90	33.3%
New Listings (All)	758	492	54.1%
< \$200K	6	12	-50.0%
\$200K - \$299K	31	31	0.0%
\$300K - \$399K	106	97	9.3%
\$400K - \$499K	140	91	53.8%
\$500K - \$599K	129	57	126.3%
\$600K - \$799K	111	62	79.0%
\$800K - \$999K	65	37	75.7%
≥ \$1M	170	105	61.9%



CONDO MATRIX Pinellas County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	549	657	-16.4%
< \$200K	130	138	-5.8%
\$200K - \$299K	154	203	-24.1%
\$300K - \$399K	88	104	-15.4%
\$400K - \$499K	51	67	-23.9%
\$500K - \$599K	27	41	-34.1%
\$600K - \$799K	40	54	-25.9%
\$800K - \$999K	22	23	-4.3%
≥ \$1M	37	27	37.0%
New Listings (All)	808	536	50.7%
< \$200K	165	112	47.3%
\$200K - \$299K	221	156	41.7%
\$300K - \$399K	134	88	52.3%
\$400K - \$499K	83	46	80.4%
\$500K - \$599K	50	33	51.5%
\$600K - \$799K	51	42	21.4%
\$800K - \$999K	29	25	16.0%
≥ \$1M	75	34	120.6%

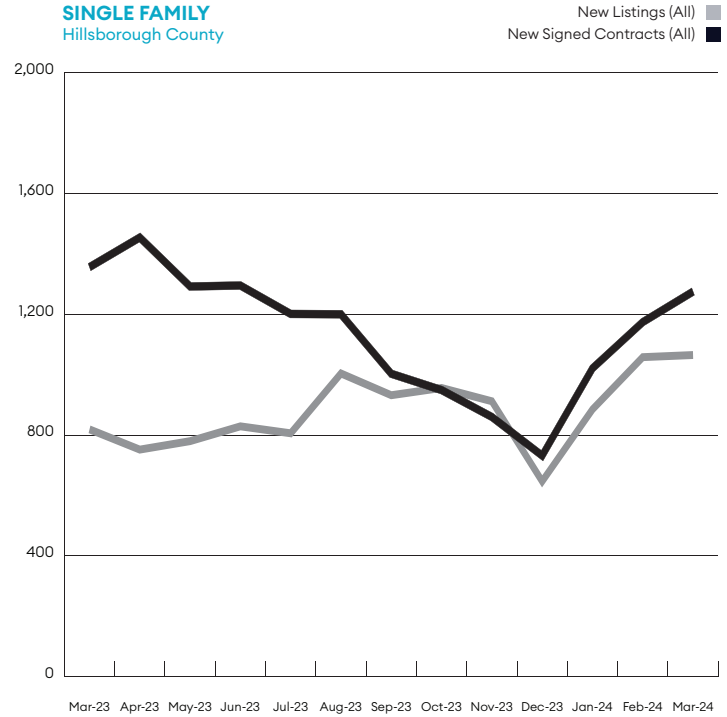


Source: Stellar MLS

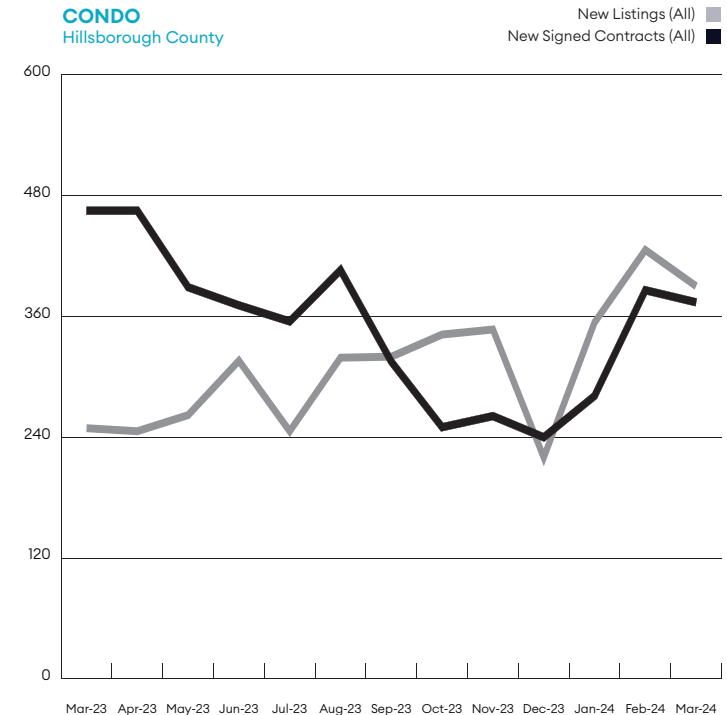
Hillsborough County

"Since the spring of 2021, newly signed contracts for single family and condos have declined year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly for seven of the past ten months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Hillsborough County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	1,275	1,356	-6.0%
< \$200K	12	36	-66.7%
\$200K - \$299K	91	122	-25.4%
\$300K - \$399K	448	443	1.1%
\$400K - \$499K	300	308	-2.6%
\$500K - \$599K	163	167	-2.4%
\$600K - \$799K	118	135	-12.6%
\$800K - \$999K	60	61	-1.6%
≥ \$1M	83	84	-1.2%
New Listings (All)	1,065	819	30.0%
< \$200K	2	8	-75.0%
\$200K - \$299K	65	41	58.5%
\$300K - \$399K	268	220	21.8%
\$400K - \$499K	234	189	23.8%
\$500K - \$599K	149	99	50.5%
\$600K - \$799K	166	107	55.1%
\$800K - \$999K	59	45	31.1%
≥ \$1M	122	110	10.9%



CONDO MATRIX Hillsborough County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	374	465	-19.6%
< \$200K	43	61	-29.5%
\$200K - \$299K	153	197	-22.3%
\$300K - \$399K	96	98	-2.0%
\$400K - \$499K	31	43	-27.9%
\$500K - \$599K	10	24	-58.3%
\$600K - \$799K	20	22	-9.1%
\$800K - \$999K	13	10	30.0%
≥ \$1M	8	10	-20.0%
New Listings (All)	390	249	56.6%
< \$200K	62	36	72.2%
\$200K - \$299K	143	82	74.4%
\$300K - \$399K	86	71	21.1%
\$400K - \$499K	42	16	162.5%
\$500K - \$599K	16	9	77.8%
\$600K - \$799K	16	8	100.0%
\$800K - \$999K	9	8	12.5%
≥ \$1M	16	19	-15.8%

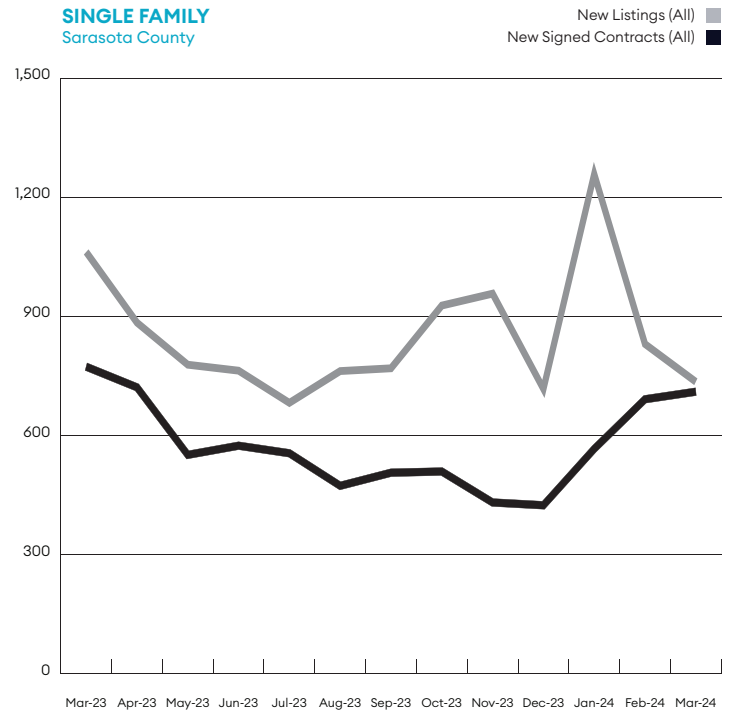


Source: Stellar MLS

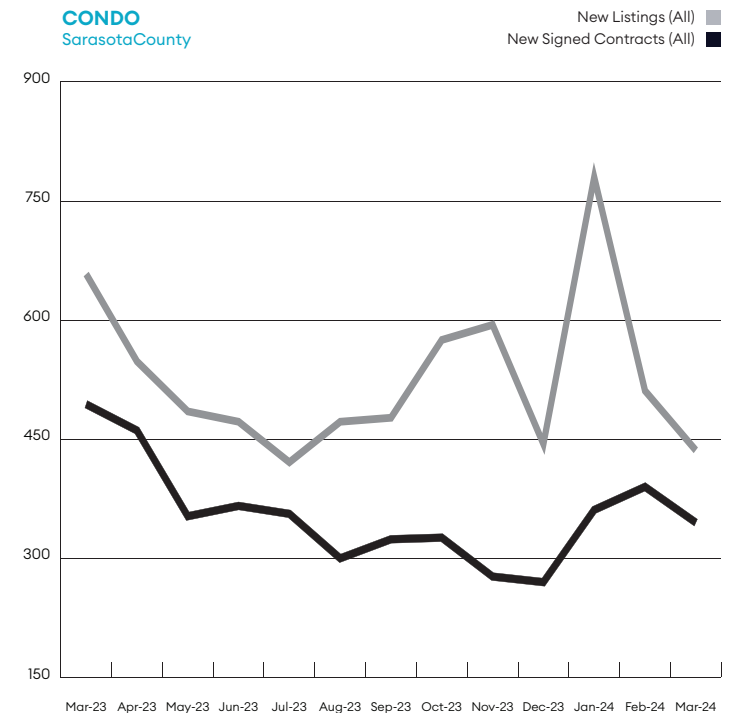
Sarasota County

"For the second time, newly signed single family and condo contracts and new listings decreased year over year. On the contrary, newly signed single family and condo contracts above the \$1 million threshold have not seen a decline."

SINGLE FAMILY MATRIX Sarasota County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	710	773	-8.2%
< \$200K	12	36	-66.7%
\$200K - \$299K	53	100	-47.0%
\$300K - \$399K	147	181	-18.8%
\$400K - \$499K	114	136	-16.2%
\$500K - \$599K	103	83	24.1%
\$600K - \$799K	120	99	21.2%
\$800K - \$999K	61	43	41.9%
≥ \$1M	100	95	5.3%
New Listings (All)	735	1,062	-30.8%
< \$200K	3	55	-94.5%
\$200K - \$299K	28	115	-75.7%
\$300K - \$399K	128	223	-42.6%
\$400K - \$499K	136	176	-22.7%
\$500K - \$599K	124	107	15.9%
\$600K - \$799K	120	136	-11.8%
\$800K - \$999K	70	75	-6.7%
≥ \$1M	126	175	-28.0%



CONDO MATRIX Sarasota County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	345	494	-30.2%
< \$200K	20	23	-13.0%
\$200K - \$299K	67	64	4.7%
\$300K - \$399K	84	116	-27.6%
\$400K - \$499K	52	87	-40.2%
\$500K - \$599K	17	53	-67.9%
\$600K - \$799K	21	63	-66.7%
\$800K - \$999K	29	28	3.6%
≥ \$1M	55	60	-8.3%
New Listings (All)	436	658	-33.7%
< \$200K	19	34	-44.1%
\$200K - \$299K	93	71	31.0%
\$300K - \$399K	127	138	-8.0%
\$400K - \$499K	64	109	-41.3%
\$500K - \$599K	40	66	-39.4%
\$600K - \$799K	30	85	-64.7%
\$800K - \$999K	21	47	-55.3%
≥ \$1M	42	108	-61.1%

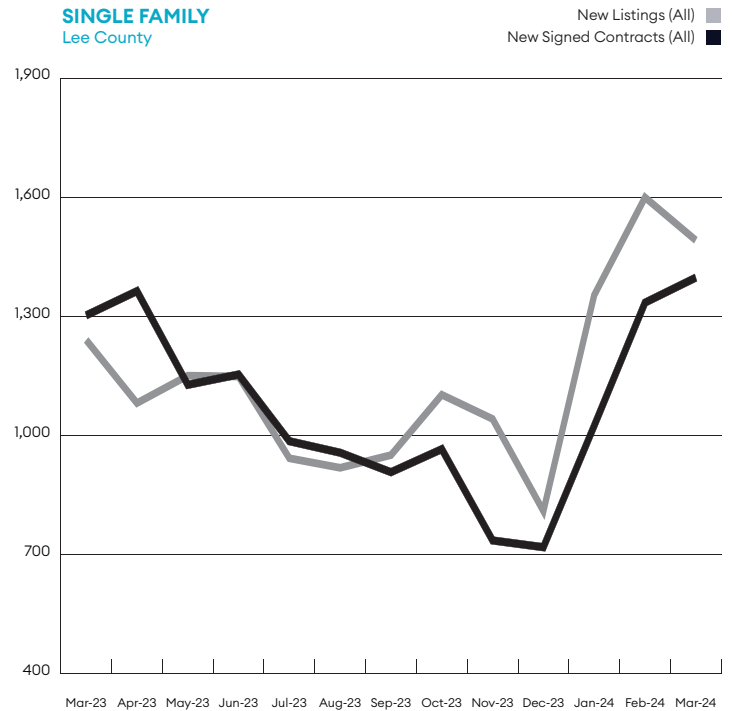


Source: Stellar MLS

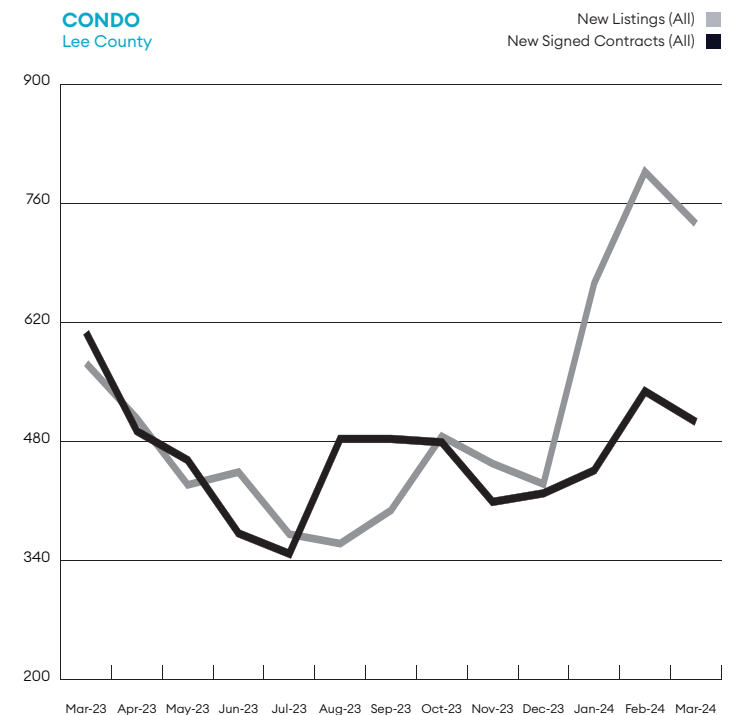
Lee County

"Newly signed single family and condo contracts slipped nominally year over year after twelve months of gains. Above the \$1 million threshold, however, newly signed contracts have increased significantly for the past twelve months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Lee County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	1,398	1,303	7.3%
< \$200K	17	19	-10.5%
\$200K - \$299K	133	119	11.8%
\$300K - \$399K	465	411	13.1%
\$400K - \$499K	221	253	-12.6%
\$500K - \$599K	149	154	-3.2%
\$600K - \$799K	161	158	1.9%
\$800K - \$999K	84	73	15.1%
≥ \$1M	168	116	44.8%
New Listings (All)	1,492	1,241	20.2%
< \$200K	9	6	50.0%
\$200K - \$299K	57	43	32.6%
\$300K - \$399K	416	313	32.9%
\$400K - \$499K	288	208	38.5%
\$500K - \$599K	184	157	17.2%
\$600K - \$799K	231	211	9.5%
\$800K - \$999K	110	100	10.0%
≥ \$1M	197	203	-3.0%



CONDO MATRIX Lee County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	503	608	-17.3%
< \$200K	51	67	-23.9%
\$200K - \$299K	127	138	-8.0%
\$300K - \$399K	140	158	-11.4%
\$400K - \$499K	59	112	-47.3%
\$500K - \$599K	44	52	-15.4%
\$600K - \$799K	32	43	-25.6%
\$800K - \$999K	14	10	40.0%
≥ \$1M	36	28	28.6%
New Listings (All)	736	572	28.7%
< \$200K	66	39	69.2%
\$200K - \$299K	178	129	38.0%
\$300K - \$399K	204	147	38.8%
\$400K - \$499K	108	106	1.9%
\$500K - \$599K	50	39	28.2%
\$600K - \$799K	49	45	8.9%
\$800K - \$999K	31	28	10.7%
≥ \$1M	50	39	28.2%

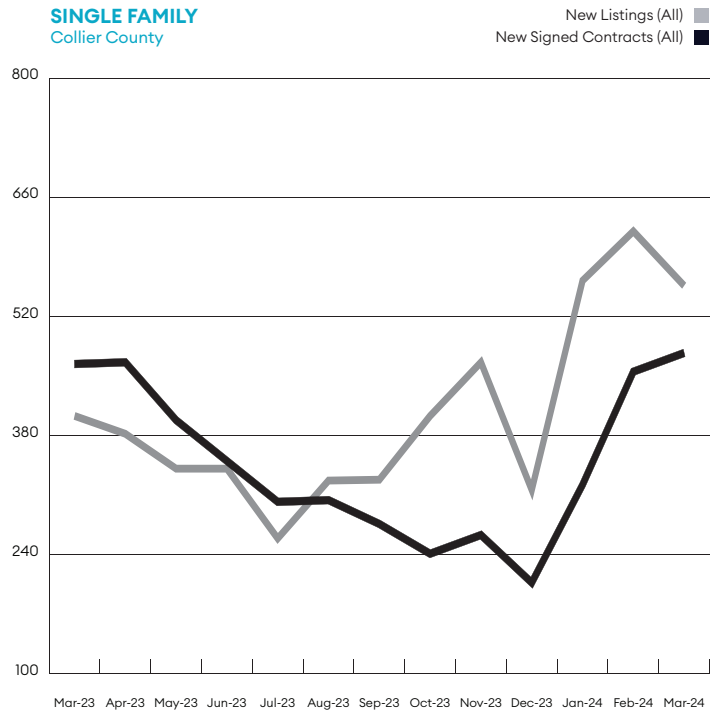


Source: NABOR MLS

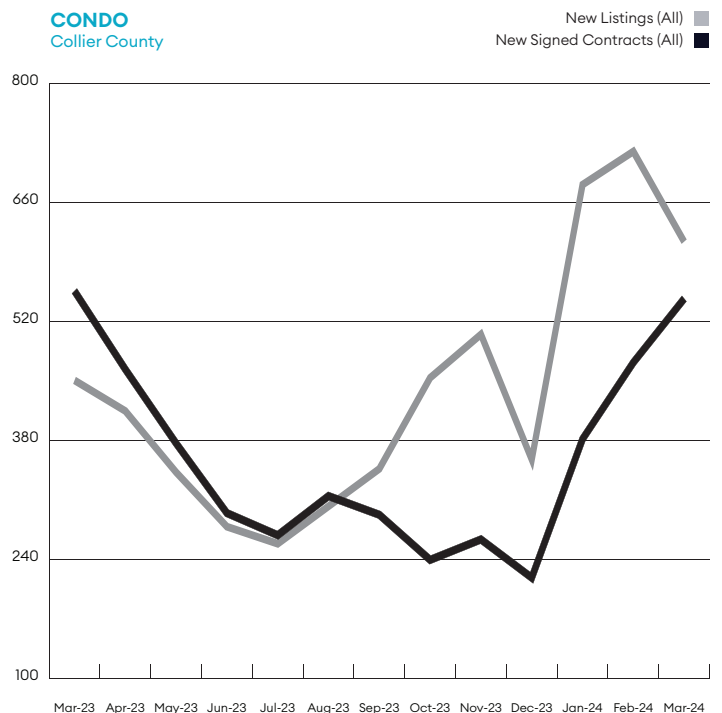
Collier County

"For the first time in nine months, newly signed single family and condo contracts edged higher year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly over the past two months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Collier County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	477	464	2.8%
< \$300K	0	3	-100.0%
\$300K-\$499K	46	68	-32.4%
\$500K-\$699K	104	97	7.2%
\$700K-\$899K	74	85	-12.9%
\$900K-\$999K	22	26	-15.4%
\$1M-\$1.99M	133	108	23.1%
\$2M-\$4.99M	69	58	19.0%
≥ \$5M	29	19	52.6%
New Listings (All)	556	403	38.0%
< \$300K	3	0	
\$300K-\$499K	40	32	25.0%
\$500K-\$699K	99	65	52.3%
\$700K-\$899K	104	77	35.1%
\$900K-\$999K	40	21	90.5%
\$1M-\$1.99M	144	99	45.5%
\$2M-\$4.99M	79	63	25.4%
≥ \$5M	47	46	2.2%



CONDO MATRIX Collier County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	547	556	-1.6%
< \$300K	52	56	-7.1%
\$300K-\$499K	181	198	-8.6%
\$500K-\$599K	68	66	3.0%
\$600K-\$699K	53	44	20.5%
\$700K-\$799K	38	36	5.6%
\$800K-\$999K	44	30	46.7%
\$1M-\$1.99M	60	84	-28.6%
≥ \$2M	51	42	21.4%
New Listings (All)	614	451	36.1%
< \$300K	52	27	92.6%
\$300K-\$499K	224	156	43.6%
\$500K-\$599K	76	53	43.4%
\$600K-\$699K	36	32	12.5%
\$700K-\$799K	29	29	0.0%
\$800K-\$999K	46	38	21.1%
\$1M-\$1.99M	81	61	32.8%
≥ \$2M	70	55	27.3%



Source: Southwest Florida MLS

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

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