

Elliman Report

Q1-2024 St. Petersburg, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

+ 7.6%
Prices Median Sales Price

- 7.9%
Sales Closed Sales

+ 67.9%
Inventory Total Inventory

+ 1 day
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

+ 2.4%
Prices Median Sales Price

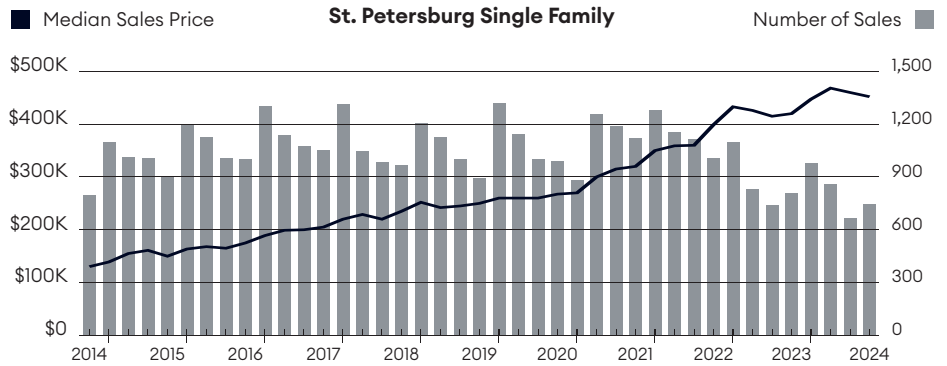
- 9.2%
Sales Closed Sales

+ 82.3%
Inventory Total Inventory

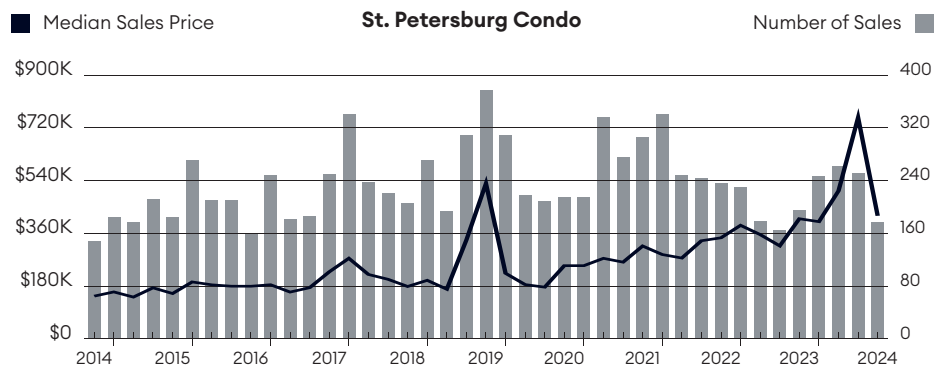
+ 24 days
Marketing Time Days on Market

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

- Condo median sales price rose by 2.4% to the third-highest level on record



St. Petersburg Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$653,575	-3.4%	\$676,686	13.8%	\$574,190
Average Price Per Sq Ft	\$416	-0.5%	\$418	8.6%	\$383
Median Sales Price	\$452,000	-1.7%	\$460,000	7.6%	\$420,000
Number of Sales (Closed)	745	12.0%	665	-7.9%	809
Days on Market (From Last List Date)	45	32.4%	34	2.3%	44
Listing Discount (From Last List Price)	3.8%		4.3%		3.0%
Listing Inventory	700	17.6%	595	67.9%	417
Months of Supply	2.8	3.7%	2.7	86.7%	1.5
Average Square Feet	1,570	-3.0%	1,618	4.6%	1,501



St. Petersburg Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$616,599	-45.9%	\$1,139,247	2.5%	\$601,739
Average Price Per Sq Ft	\$493	-30.0%	\$704	-1.4%	\$500
Median Sales Price	\$420,000	-44.4%	\$755,000	2.4%	\$410,000
Number of Sales (Closed)	177	-29.5%	251	-9.2%	195
Days on Market (From Last List Date)	69	115.6%	32	53.3%	45
Listing Discount (From Last List Price)	4.3%		1.4%		3.9%
Listing Inventory	629	24.6%	505	82.3%	345
Months of Supply	10.7	78.3%	6.0	101.9%	5.3
Average Square Feet	1,251	-22.7%	1,618	4.0%	1,203

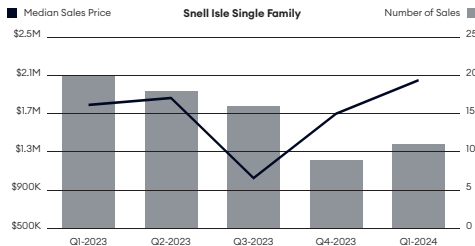


Single family price trend indicators rose as sales slipped. The median sales price increased 7.6% yearly to \$452,000, the third-highest level on record. The average sales price of a single family also increased 13.8% yearly to \$653,575, the second-highest level on record. Sales declined 7.9% to 745 for the second decline

in three quarters. Listing inventory for single families surged by 67.9% to 700, the second rise in three quarters. In addition, condo price trend indicators showed mixed yearly results. Condo median sales price increased by 2.4% to \$420,000, the third-highest level on record. Condo sales declined by 9.2% annually to

177, well below the 230 first-quarter average for the decade. The condo luxury market, representing the top ten percent of all condo sales, started at \$1,265,000. The median sales price for the condo luxury market fell 12.7% to \$1,790,000. Luxury condo listing inventory surged annually by 44.8% to 139.

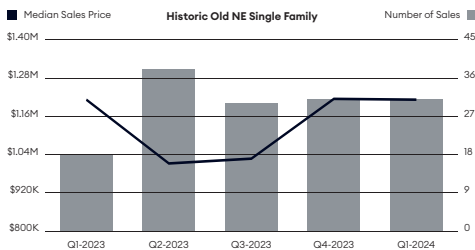
Snell Isle Single Family



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

Snell Isle Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,091,818	-16.8%	\$2,515,667	10.9%	\$1,886,070
Average Price per Sq Ft	\$717	-19.8%	\$894	14.4%	\$627
Median Sales Price	\$2,050,000	20.6%	\$1,700,000	14.4%	\$1,791,802
Number of Sales (Closed)	11	22.2%	9	-45.0%	20
Days on Market (From Last List Date)	125	78.6%	70	92.3%	65
Listing Discount (From Last List Price)	9.2%		12.8%		2.0%
Listing Inventory	38	65.2%	23	52.0%	25
Months of Supply	10.4	35.1%	7.7	173.7%	3.8
Average Square Feet	2,918	3.7%	2,813	-3.0%	3,008

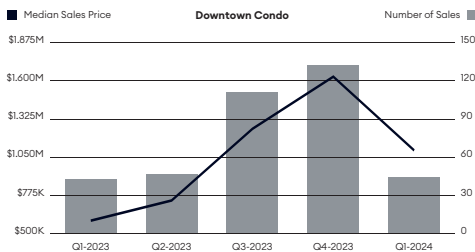
Historic Old NE Single Family



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	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,471,006	-0.6%	\$1,479,790	-4.1%	\$1,534,583
Average Price per Sq Ft	\$724	16.8%	\$620	5.4%	\$687
Median Sales Price	\$1,212,500	-0.2%	\$1,215,000	0.0%	\$1,212,500
Number of Sales (Closed)	31	0.0%	31	72.2%	18
Days on Market (From Last List Date)	41	-6.8%	44	-10.9%	46
Listing Discount (From Last List Price)	3.9%		8.9%		3.9%
Listing Inventory	30	0.0%	30	172.7%	11
Months of Supply	2.9	0.0%	2.9	61.1%	1.8
Average Square Feet	2,033	-14.9%	2,388	-9.0%	2,233

Downtown Condo



Comprised of condo data in zip code 33701.

Downtown Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,209,307	-33.7%	\$1,823,635	28.6%	\$940,436
Average Price per Sq Ft	\$698	-19.2%	\$864	3.3%	\$676
Median Sales Price	\$1,100,000	-32.5%	\$1,629,740	84.9%	\$595,000
Number of Sales (Closed)	44	-66.7%	132	2.3%	43
Days on Market (From Last List Date)	95	630.8%	13	86.3%	51
Listing Discount (From Last List Price)	5.4%		1.0%		4.1%
Listing Inventory	139	14.9%	121	44.8%	96
Months of Supply	9.5	239.3%	2.8	41.8%	6.7
Average Square Feet	2,938	-10.2%	3,271	2.9%	2,854

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	41.9%	37.8%
Single Family Mortgage	58.1%	62.2%
Condo Cash	66.1%	68.2%
Condo Mortgage	33.9%	31.8%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	56.6%	62.9%
Single Family \$500K - \$1M	28.7%	26.5%
Single Family Over \$1M	14.6%	10.6%
Condo Under \$500K	59.9%	63.1%
Condo \$500K-\$1M	23.2%	24.1%
Condo Over \$1M	16.9%	12.8%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	11.3%	15.2%
Single Family At	19.0%	16.1%
Single Family Under	70.0%	68.7%
Condo Over	5.7%	6.2%
Condo At	11.9%	13.8%
Condo Under	83.0%	80.0%

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

Douglas Elliman Real Estate
100 Beach Drive NE, Suite 102
St. Petersburg, FL 33701
727.698.5708 • elliman.com

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