

# Elliman Report

Florida

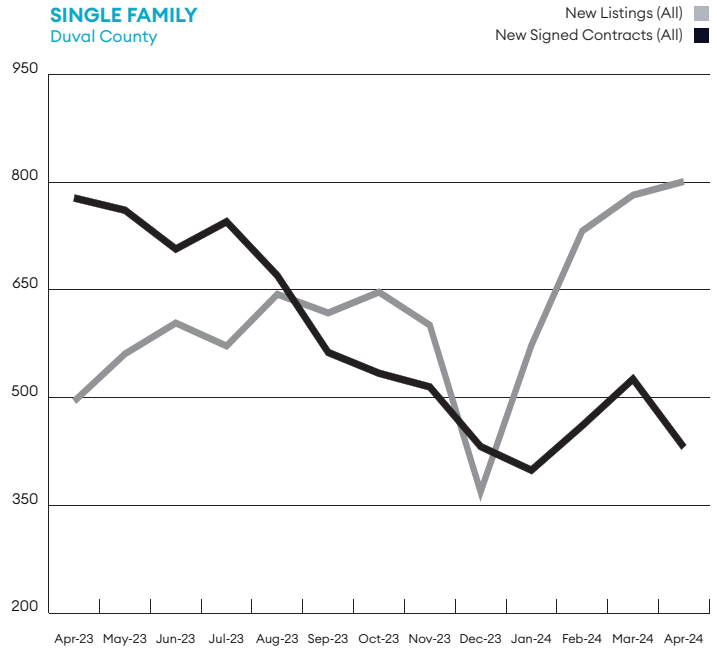
April 2024 New Signed Contracts

## Duval County

"Newly signed single family and condo contracts have fallen annually for the past five months as elevated mortgage rates dampened demand. Above the \$1 million threshold, newly signed contracts over the same period have declined over the past four months. New inventory growth has pressed higher across the market for the past four months, potentially enabling more sales later this year."

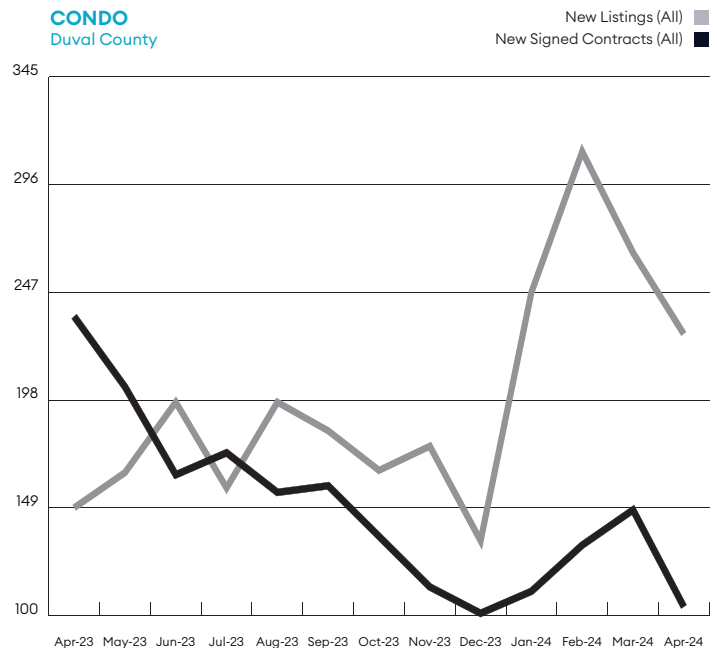
SINGLE FAMILY MATRIX Duval County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>431</b>	<b>778</b>	<b>-44.6%</b>
< \$200K	83	139	-40.3%
\$200K-\$299K	97	217	-55.3%
\$300K-\$399K	140	222	-36.9%
\$400K-\$499K	45	82	-45.1%
\$500K-\$599K	28	32	-12.5%
\$600K-\$799K	19	42	-54.8%
\$800K-\$999K	8	17	-52.9%
≥ \$1M	11	27	-59.3%
<b>New Listings (All)</b>	<b>801</b>	<b>495</b>	<b>61.8%</b>
< \$200K	110	73	50.7%
\$200K-\$299K	166	104	59.6%
\$300K-\$399K	247	164	50.6%
\$400K-\$499K	105	60	75.0%
\$500K-\$599K	51	28	82.1%
\$600K-\$799K	52	33	57.6%
\$800K-\$999K	28	12	133.3%
≥ \$1M	42	21	100.0%

### SINGLE FAMILY Duval County



CONDO MATRIX Duval County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>104</b>	<b>236</b>	<b>-55.9%</b>
< \$200K	14	53	-73.6%
\$200K-\$299K	46	120	-61.7%
\$300K-\$399K	26	32	-18.8%
\$400K-\$499K	8	13	-38.5%
\$500K-\$599K	3	4	-25.0%
\$600K-\$799K	4	8	-50.0%
\$800K-\$999K	0	2	-100.0%
≥ \$1M	3	4	-25.0%
<b>New Listings (All)</b>	<b>228</b>	<b>149</b>	<b>53.0%</b>
< \$200K	47	18	161.1%
\$200K-\$299K	96	69	39.1%
\$300K-\$399K	37	36	2.8%
\$400K-\$499K	10	9	11.1%
\$500K-\$599K	13	7	85.7%
\$600K-\$799K	12	7	71.4%
\$800K-\$999K	7	1	600.0%
≥ \$1M	6	2	200.0%

### CONDO Duval County

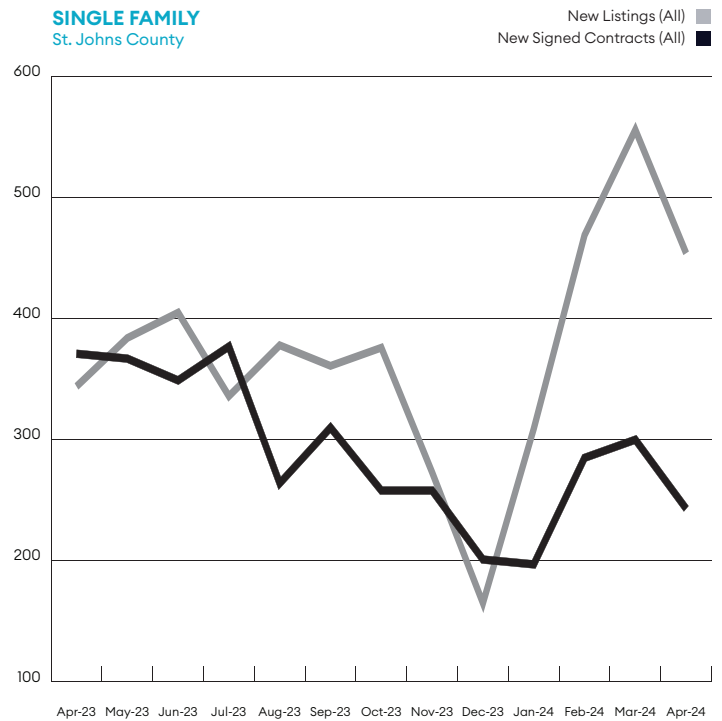


Source: Northeast Florida MLS

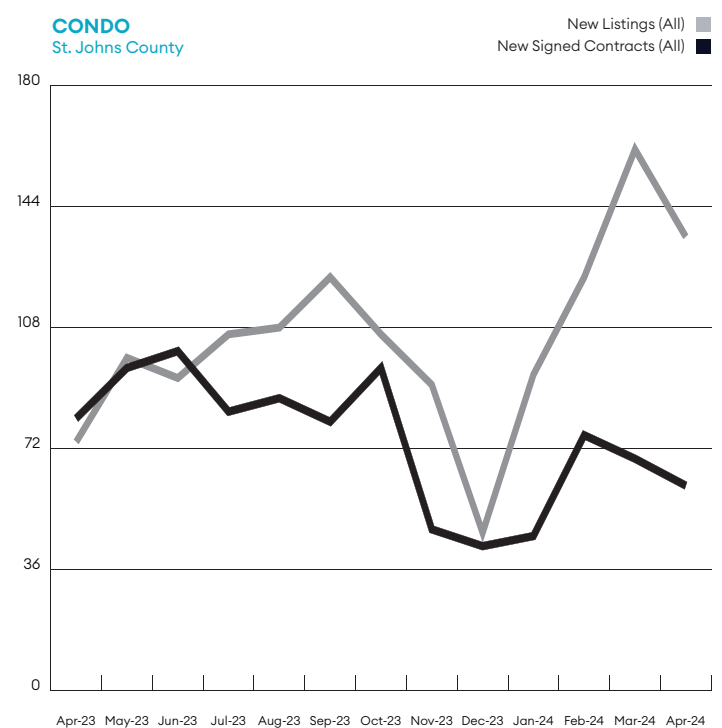
# St. Johns County

"Newly signed single family and condo contracts have fallen annually for the past four months as elevated mortgage rates restrained demand. Above the \$1 million threshold, newly signed contracts over the same period have declined over the past two months. New inventory growth has pressed higher across the market for the past four months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX St. Johns County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>243</b>	<b>371</b>	<b>-34.5%</b>
< \$200K	0	0	
\$200K-\$299K	8	11	-27.3%
\$300K-\$399K	44	41	7.3%
\$400K-\$499K	46	91	-49.5%
\$500K-\$599K	41	62	-33.9%
\$600K-\$799K	70	80	-12.5%
\$800K-\$999K	15	42	-64.3%
≥ \$1M	19	44	-56.8%
<b>New Listings (All)</b>	<b>454</b>	<b>344</b>	<b>32.0%</b>
< \$200K	3	1	200.0%
\$200K-\$299K	5	4	25.0%
\$300K-\$399K	41	38	7.9%
\$400K-\$499K	91	51	78.4%
\$500K-\$599K	93	66	40.9%
\$600K-\$799K	108	91	18.7%
\$800K-\$999K	52	37	40.5%
≥ \$1M	61	56	8.9%



CONDO MATRIX St. Johns County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>61</b>	<b>81</b>	<b>-24.7%</b>
< \$200K	0	1	-100.0%
\$200K-\$299K	23	25	-8.0%
\$300K-\$399K	22	32	-31.3%
\$400K-\$499K	3	7	-57.1%
\$500K-\$599K	3	5	-40.0%
\$600K-\$799K	7	9	-22.2%
\$800K-\$999K	1	2	-50.0%
≥ \$1M	2	0	
<b>New Listings (All)</b>	<b>135</b>	<b>74</b>	<b>82.4%</b>
< \$200K	1	0	
\$200K-\$299K	30	18	66.7%
\$300K-\$399K	46	31	48.4%
\$400K-\$499K	25	8	212.5%
\$500K-\$599K	15	4	275.0%
\$600K-\$799K	8	5	60.0%
\$800K-\$999K	2	7	-71.4%
≥ \$1M	8	1	700.0%

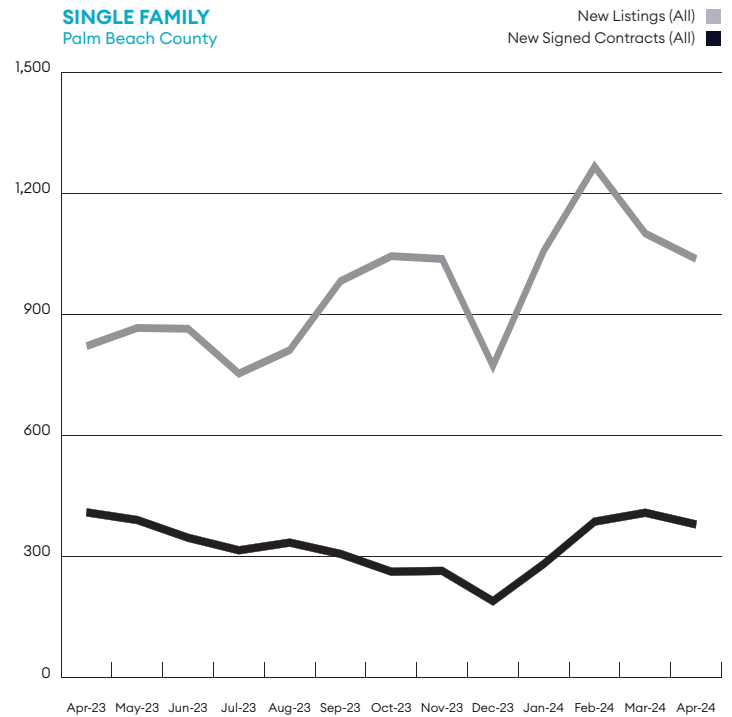


Source: Northeast Florida MLS

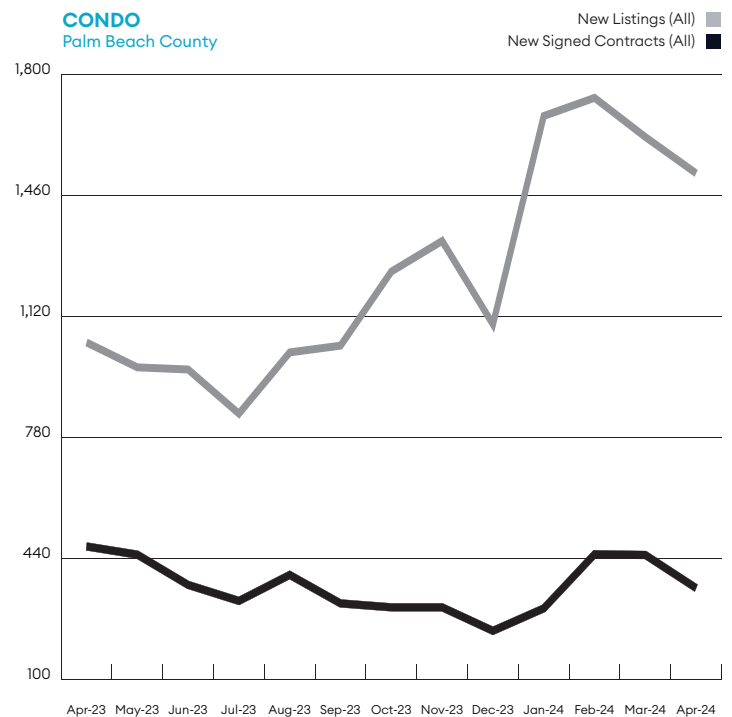
# Palm Beach County

"For the past two months, new single family and condo contracts have fallen annually. Above the \$1 million threshold, however, newly signed contracts over the same period have increased over the past four months. Since October, new inventory growth has pressed higher across the market, enabling more sales."

SINGLE FAMILY MATRIX Palm Beach County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>380</b>	<b>410</b>	<b>-7.3%</b>
< \$300K	9	15	-40.0%
\$300K - \$399K	34	41	-17.1%
\$400K - \$499K	45	62	-27.4%
\$500K - \$999K	148	171	-13.5%
\$1M - \$2.99M	104	92	13.0%
\$3M - \$4.99M	20	14	42.9%
\$5M - \$9.99M	13	11	18.2%
≥ \$10M	7	4	75.0%
<b>New Listings (All)</b>	<b>1,038</b>	<b>822</b>	<b>26.3%</b>
< \$300K	18	14	28.6%
\$300K - \$399K	47	46	2.2%
\$400K - \$499K	90	85	5.9%
\$500K - \$999K	528	368	43.5%
\$1M - \$2.99M	270	207	30.4%
\$3M - \$4.99M	39	49	-20.4%
\$5M - \$9.99M	23	33	-30.3%
≥ \$10M	23	20	15.0%



CONDO MATRIX Palm Beach County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>357</b>	<b>474</b>	<b>-24.7%</b>
< \$200K	65	118	-44.9%
\$200K - \$299K	73	101	-27.7%
\$300K - \$399K	61	87	-29.9%
\$400K - \$599K	65	86	-24.4%
\$600K - \$999K	48	33	45.5%
\$1M - \$2.99M	28	36	-22.2%
\$3M - \$4.99M	9	10	-10.0%
≥ \$5M	8	3	166.7%
<b>New Listings (All)</b>	<b>1,522</b>	<b>1,047</b>	<b>45.4%</b>
< \$200K	293	218	34.4%
\$200K - \$299K	371	236	57.2%
\$300K - \$399K	289	217	33.2%
\$400K - \$599K	274	161	70.2%
\$600K - \$999K	151	115	31.3%
\$1M - \$2.99M	108	73	47.9%
\$3M - \$4.99M	17	19	-10.5%
≥ \$5M	19	8	137.5%

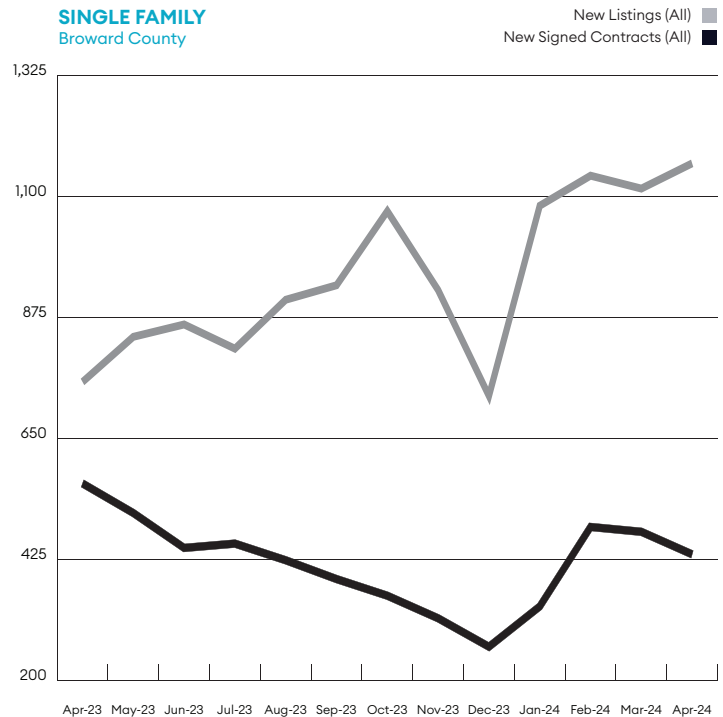


Source: BeachesMLS

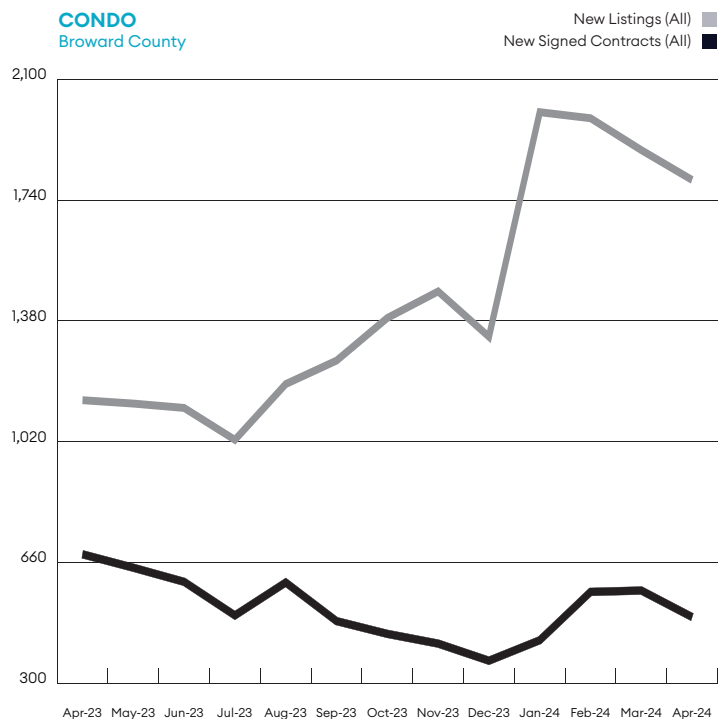
# Broward County

"For nearly three years, the number of newly signed contracts for single families and condos has fallen year over year. Above the \$1 million threshold, newly signed contracts over the same period declined for the first time after surging for 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	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>434</b>	<b>566</b>	<b>-23.3%</b>
< \$300K	13	28	-53.6%
\$300K - \$399K	45	95	-52.6%
\$400K - \$499K	68	108	-37.0%
\$500K - \$999K	225	251	-10.4%
\$1M - \$2.99M	67	68	-1.5%
\$3M - \$4.99M	9	14	-35.7%
\$5M - \$9.99M	7	2	250.0%
≥ \$10M	0	0	
<b>New Listings (All)</b>	<b>1,162</b>	<b>755</b>	<b>53.9%</b>
< \$300K	15	19	-21.1%
\$300K - \$399K	74	68	8.8%
\$400K - \$499K	142	94	51.1%
\$500K - \$999K	618	372	66.1%
\$1M - \$2.99M	259	169	53.3%
\$3M - \$4.99M	26	20	30.0%
\$5M - \$9.99M	19	10	90.0%
≥ \$10M	9	3	200.0%



CONDO MATRIX Broward County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>498</b>	<b>685</b>	<b>-27.3%</b>
< \$200K	135	220	-38.6%
\$200K - \$299K	130	194	-33.0%
\$300K - \$399K	94	101	-6.9%
\$400K - \$599K	86	108	-20.4%
\$600K - \$999K	37	30	23.3%
\$1M - \$2.99M	13	29	-55.2%
\$3M - \$4.99M	3	3	0.0%
≥ \$5M	0	0	
<b>New Listings (All)</b>	<b>1,800</b>	<b>1,144</b>	<b>57.3%</b>
< \$200K	462	296	56.1%
\$200K - \$299K	509	288	76.7%
\$300K - \$399K	323	185	74.6%
\$400K - \$599K	286	185	54.6%
\$600K - \$999K	134	124	8.1%
\$1M - \$2.99M	75	56	33.9%
\$3M - \$4.99M	11	7	57.1%
≥ \$5M	0	3	-100.0%

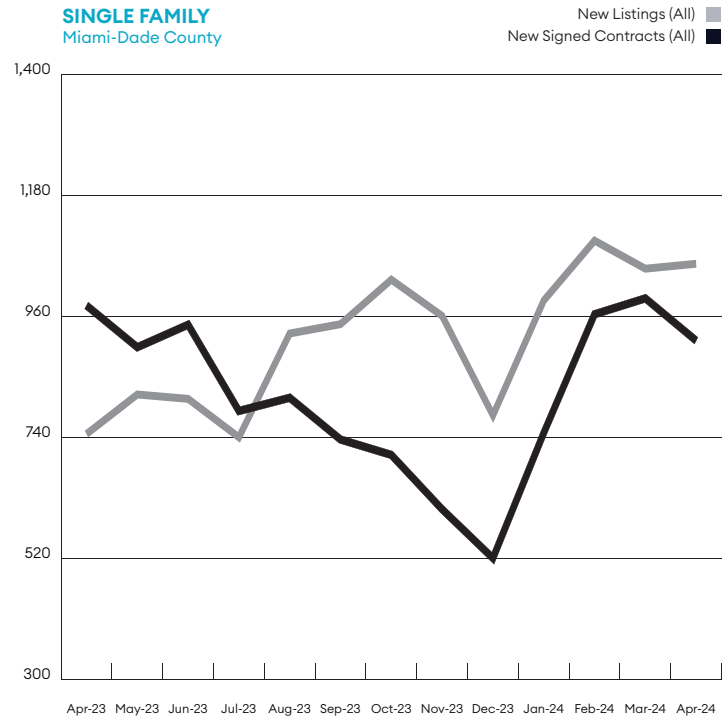


Source: BeachesMLS

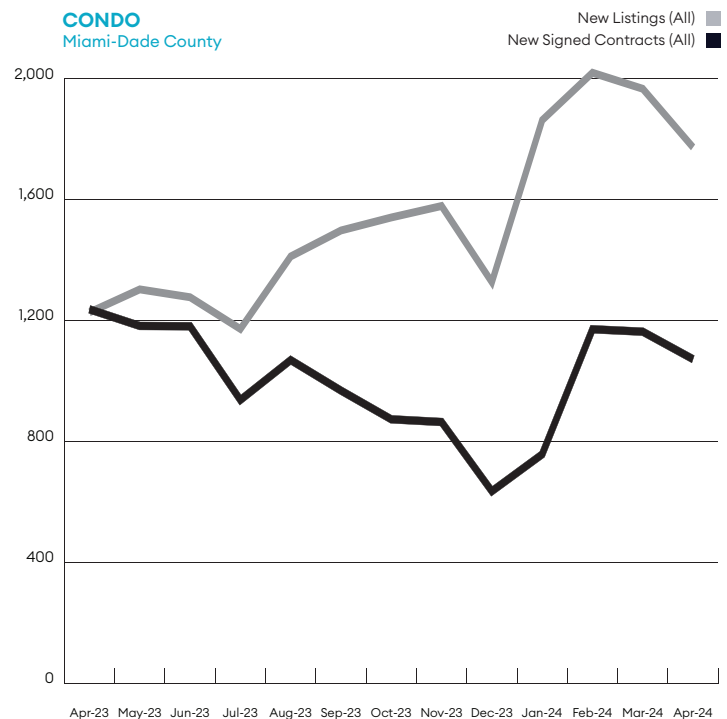
# Miami-Dade County

"Over the past three months, the number of newly signed contracts for single families and condos has fallen year over year. Above the \$1 million threshold, newly signed contracts over the same period declined for the first time after surging for six months. Since August, new inventory growth has pressed higher, enabling more sales."

SINGLE FAMILY MATRIX Miami-Dade County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>916</b>	<b>980</b>	<b>-6.5%</b>
< \$300K	21	20	5.0%
\$300K - \$399K	49	78	-37.2%
\$400K - \$499K	136	193	-29.5%
\$500K - \$999K	511	481	6.2%
\$1M - \$2.99M	149	165	-9.7%
\$3M - \$4.99M	26	26	0.0%
\$5M - \$9.99M	14	14	0.0%
≥ \$10M	10	3	233.3%
<b>New Listings (All)</b>	<b>1,056</b>	<b>746</b>	<b>41.6%</b>
< \$300K	22	18	22.2%
\$300K - \$399K	26	33	-21.2%
\$400K - \$499K	88	86	2.3%
\$500K - \$999K	539	324	66.4%
\$1M - \$2.99M	261	203	28.6%
\$3M - \$4.99M	55	40	37.5%
\$5M - \$9.99M	45	19	136.8%
≥ \$10M	20	23	-13.0%



CONDO MATRIX Miami-Dade County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,072</b>	<b>1,237</b>	<b>-13.3%</b>
< \$200K	45	84	-46.4%
\$200K - \$299K	191	249	-23.3%
\$300K - \$399K	218	260	-16.2%
\$400K - \$599K	315	318	-0.9%
\$600K - \$999K	146	170	-14.1%
\$1M - \$2.99M	128	120	6.7%
\$3M - \$4.99M	16	17	-5.9%
≥ \$5M	13	19	-31.6%
<b>New Listings (All)</b>	<b>1,773</b>	<b>1,227</b>	<b>44.5%</b>
< \$200K	72	64	12.5%
\$200K - \$299K	278	166	67.5%
\$300K - \$399K	333	219	52.1%
\$400K - \$599K	448	287	56.1%
\$600K - \$999K	301	221	36.2%
\$1M - \$2.99M	252	191	31.9%
\$3M - \$4.99M	41	41	0.0%
≥ \$5M	48	38	26.3%

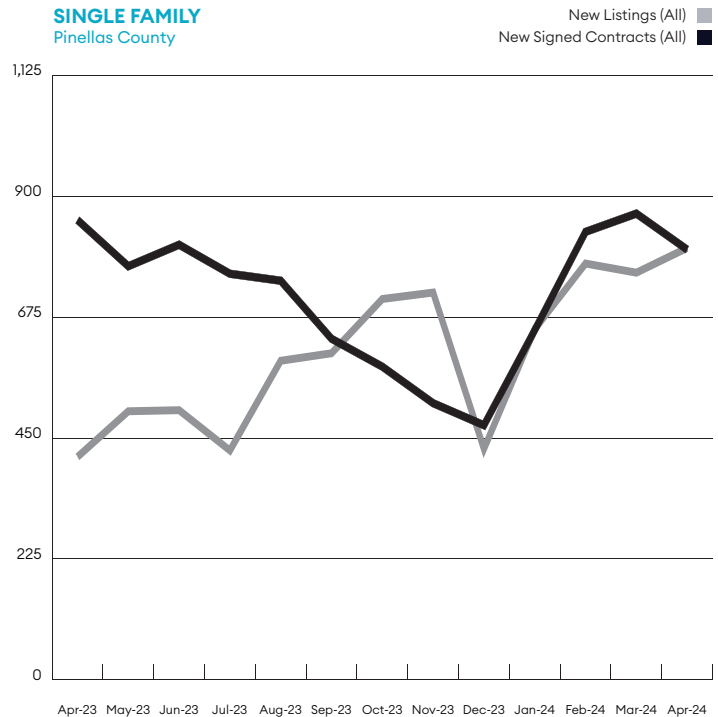


Source: Miami Association of REALTORS, INC. MLS

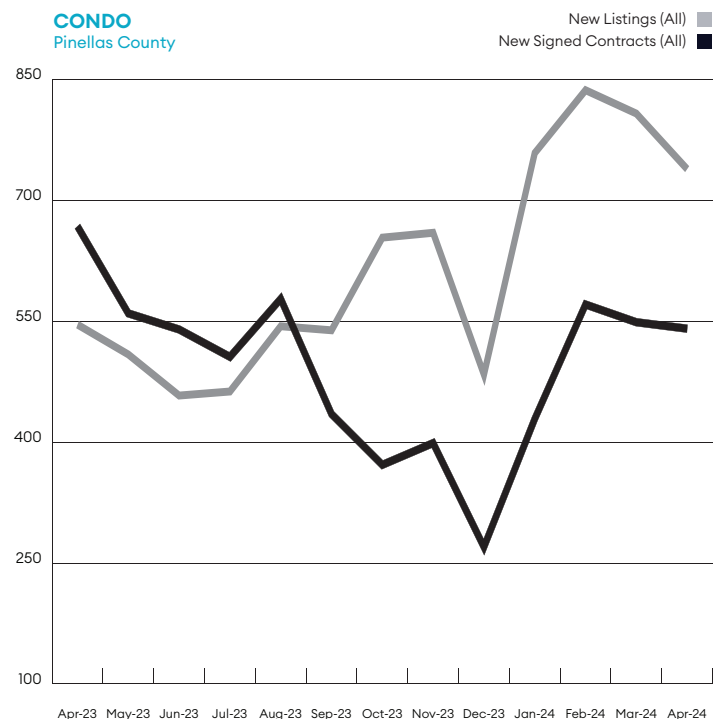
# Pinellas County

"Newly signed single family and condo contracts have fallen annually for the past two months as elevated mortgage rates restrained demand. Above the \$1 million threshold, newly signed contracts over the same period have surged over the past three months. Since August, new inventory growth has pressed higher across the market, enabling more sales."

SINGLE FAMILY MATRIX Pinellas County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>801</b>	<b>856</b>	<b>-6.4%</b>
< \$200K	7	12	-41.7%
\$200K - \$299K	61	92	-33.7%
\$300K - \$399K	187	224	-16.5%
\$400K - \$499K	151	166	-9.0%
\$500K - \$599K	116	105	10.5%
\$600K - \$799K	115	101	13.9%
\$800K - \$999K	53	54	-1.9%
≥ \$1M	111	102	8.8%
<b>New Listings (All)</b>	<b>804</b>	<b>415</b>	<b>93.7%</b>
< \$200K	2	10	-80.0%
\$200K - \$299K	31	19	63.2%
\$300K - \$399K	146	69	111.6%
\$400K - \$499K	137	74	85.1%
\$500K - \$599K	151	65	132.3%
\$600K - \$799K	134	59	127.1%
\$800K - \$999K	72	30	140.0%
≥ \$1M	131	89	47.2%



CONDO MATRIX Pinellas County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>541</b>	<b>668</b>	<b>-19.0%</b>
< \$200K	130	155	-16.1%
\$200K - \$299K	164	201	-18.4%
\$300K - \$399K	74	81	-8.6%
\$400K - \$499K	43	78	-44.9%
\$500K - \$599K	43	36	19.4%
\$600K - \$799K	30	52	-42.3%
\$800K - \$999K	10	27	-63.0%
≥ \$1M	47	38	23.7%
<b>New Listings (All)</b>	<b>739</b>	<b>546</b>	<b>35.3%</b>
< \$200K	142	102	39.2%
\$200K - \$299K	191	145	31.7%
\$300K - \$399K	118	78	51.3%
\$400K - \$499K	79	50	58.0%
\$500K - \$599K	38	50	-24.0%
\$600K - \$799K	68	50	36.0%
\$800K - \$999K	29	27	7.4%
≥ \$1M	74	44	68.2%

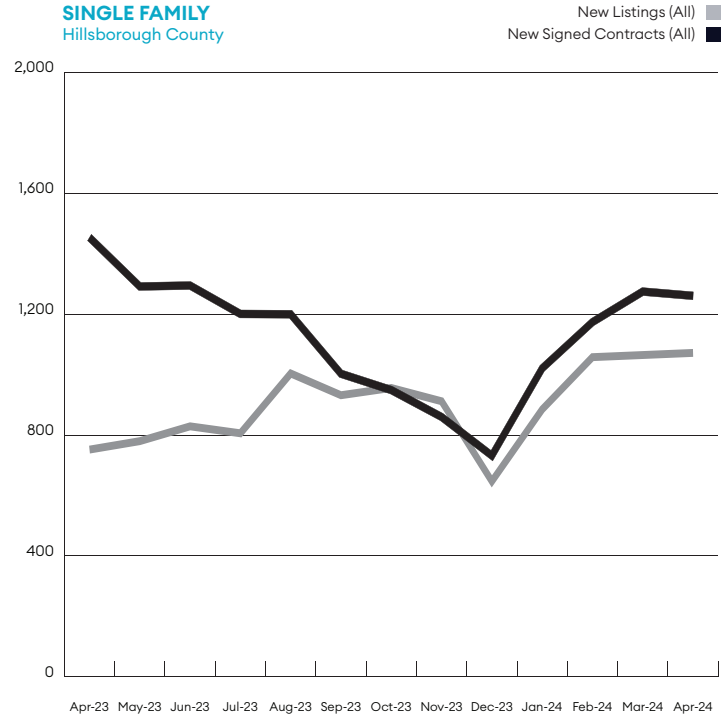


Source: Stellar MLS

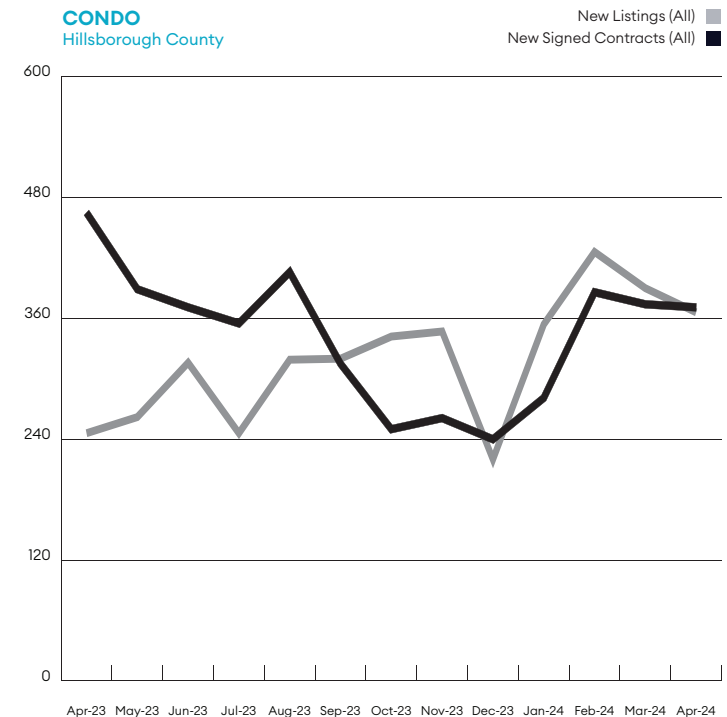
# Hillsborough County

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

SINGLE FAMILY MATRIX Hillsborough County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,261</b>	<b>1,454</b>	<b>-13.3%</b>
< \$200K	7	29	-75.9%
\$200K - \$299K	89	111	-19.8%
\$300K - \$399K	389	460	-15.4%
\$400K - \$499K	327	322	1.6%
\$500K - \$599K	160	170	-5.9%
\$600K - \$799K	135	188	-28.2%
\$800K - \$999K	50	76	-34.2%
≥ \$1M	104	98	6.1%
<b>New Listings (All)</b>	<b>1,072</b>	<b>752</b>	<b>42.6%</b>
< \$200K	10	7	42.9%
\$200K - \$299K	54	39	38.5%
\$300K - \$399K	254	181	40.3%
\$400K - \$499K	270	174	55.2%
\$500K - \$599K	144	119	21.0%
\$600K - \$799K	152	90	68.9%
\$800K - \$999K	72	43	67.4%
≥ \$1M	116	99	17.2%



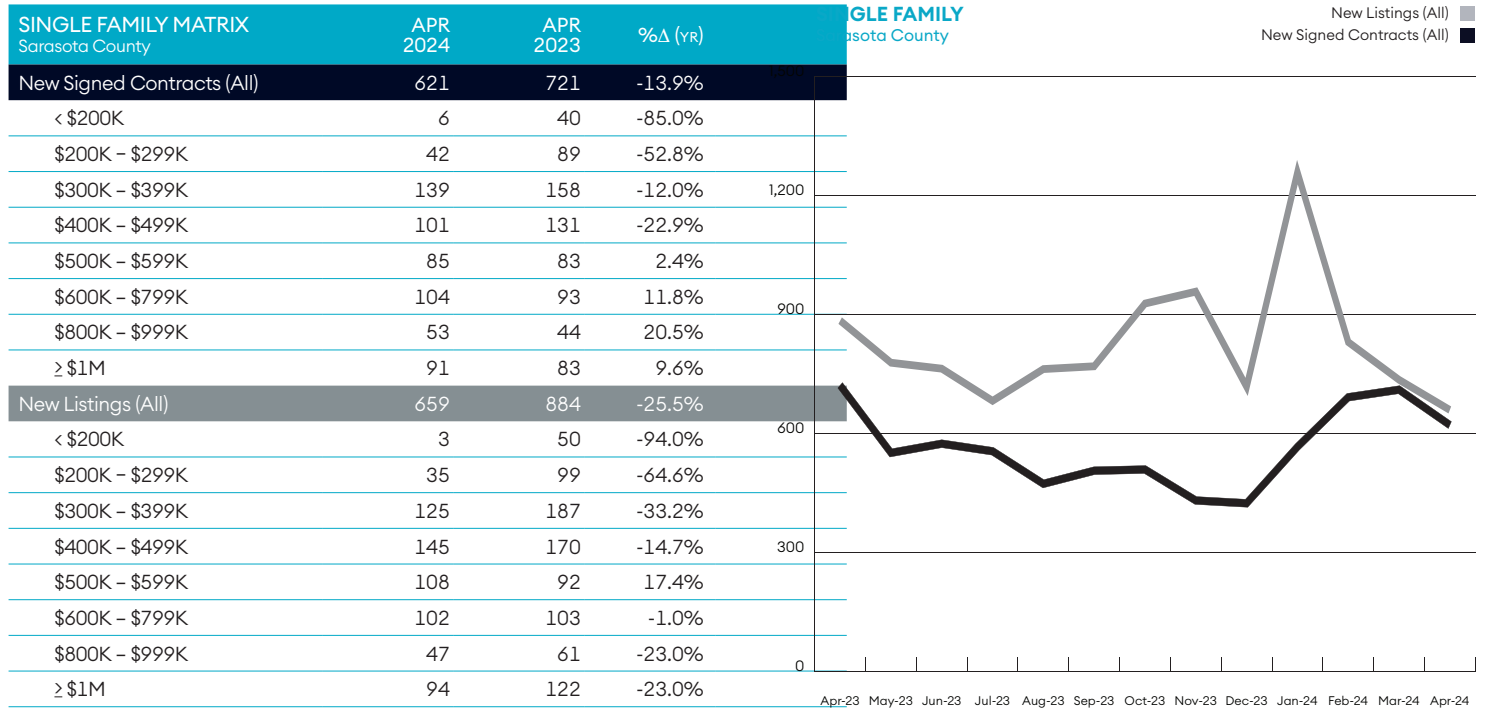
CONDO MATRIX Hillsborough County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>371</b>	<b>465</b>	<b>-20.2%</b>
< \$200K	47	62	-24.2%
\$200K - \$299K	148	179	-17.3%
\$300K - \$399K	85	131	-35.1%
\$400K - \$499K	33	31	6.5%
\$500K - \$599K	12	10	20.0%
\$600K - \$799K	24	30	-20.0%
\$800K - \$999K	14	6	133.3%
≥ \$1M	8	16	-50.0%
<b>New Listings (All)</b>	<b>366</b>	<b>246</b>	<b>48.8%</b>
< \$200K	47	31	51.6%
\$200K - \$299K	134	80	67.5%
\$300K - \$399K	83	63	31.7%
\$400K - \$499K	37	24	54.2%
\$500K - \$599K	17	8	112.5%
\$600K - \$799K	16	16	0.0%
\$800K - \$999K	16	10	60.0%
≥ \$1M	16	14	14.3%



Source: Stellar MLS

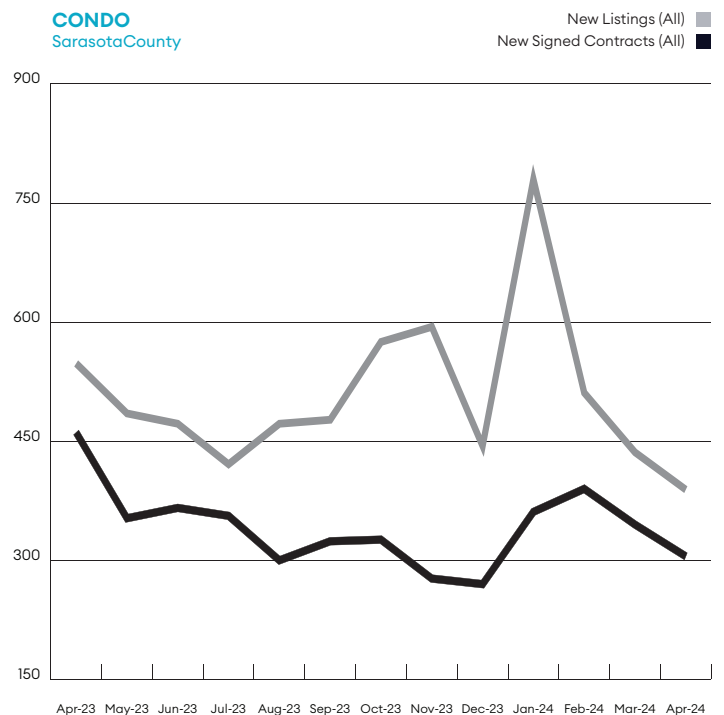
# Sarasota County

"For the third time, newly signed single family and condo contracts and new listings decreased year over year. On the contrary, newly signed single family contracts above the \$1 million threshold have risen over the past three months."



CONDO MATRIX Sarasota County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>305</b>	<b>461</b>	<b>-33.8%</b>
< \$200K	16	26	-38.5%
\$200K - \$299K	70	57	22.8%
\$300K - \$399K	80	101	-20.8%
\$400K - \$499K	46	84	-45.2%
\$500K - \$599K	19	53	-64.2%
\$600K - \$799K	17	59	-71.2%
\$800K - \$999K	18	28	-35.7%
≥ \$1M	39	53	-26.4%
<b>New Listings (All)</b>	<b>389</b>	<b>548</b>	<b>-29.0%</b>
< \$200K	22	31	-29.0%
\$200K - \$299K	74	61	21.3%
\$300K - \$399K	114	116	-1.7%
\$400K - \$499K	64	105	-39.0%
\$500K - \$599K	31	57	-45.6%
\$600K - \$799K	26	64	-59.4%
\$800K - \$999K	10	38	-73.7%
≥ \$1M	48	76	-36.8%

Source: Stellar MLS

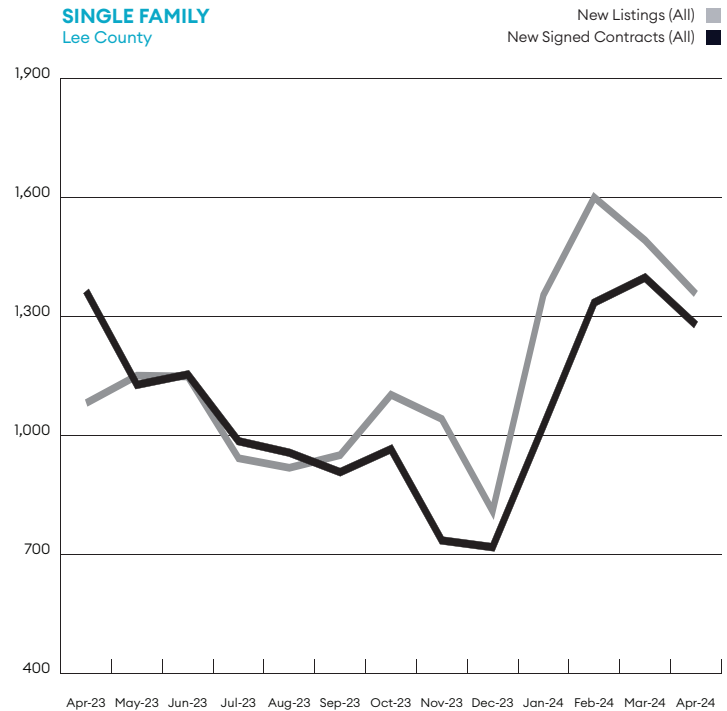




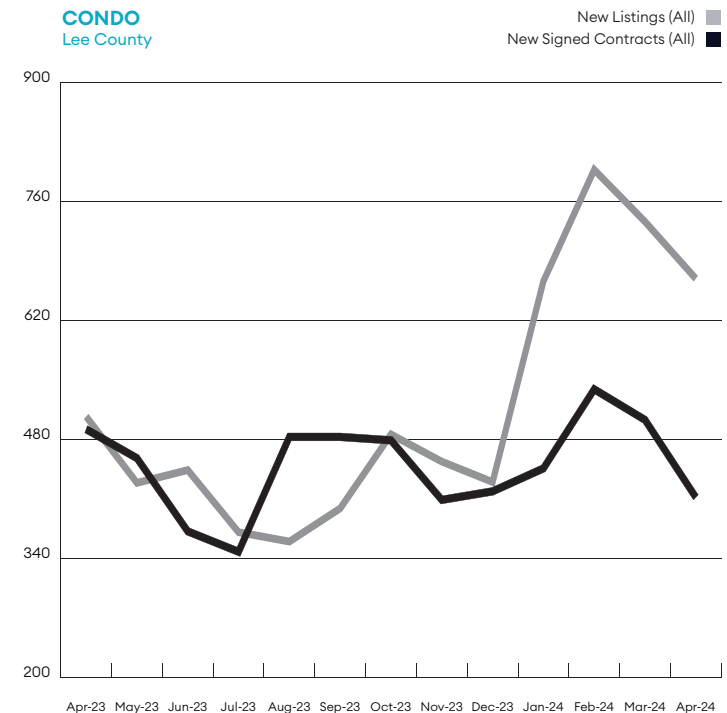
# Lee County

"Newly signed single family and condo contracts decreased year over year for the second time. Above the \$1 million threshold, newly signed contracts over the same period declined for the first time since March 2023. Since November, new inventory growth has pressed higher, enabling more sales."

SINGLE FAMILY MATRIX Lee County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,279</b>	<b>1,364</b>	<b>-6.2%</b>
< \$200K	11	22	-50.0%
\$200K - \$299K	104	114	-8.8%
\$300K - \$399K	496	447	11.0%
\$400K - \$499K	221	223	-0.9%
\$500K - \$599K	119	161	-26.1%
\$600K - \$799K	127	178	-28.7%
\$800K - \$999K	69	95	-27.4%
≥ \$1M	132	124	6.5%
<b>New Listings (All)</b>	<b>1,357</b>	<b>1,082</b>	<b>25.4%</b>
< \$200K	12	10	20.0%
\$200K - \$299K	44	44	0.0%
\$300K - \$399K	435	255	70.6%
\$400K - \$499K	267	211	26.5%
\$500K - \$599K	157	143	9.8%
\$600K - \$799K	196	175	12.0%
\$800K - \$999K	100	84	19.0%
≥ \$1M	146	160	-8.8%



CONDO MATRIX Lee County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>412</b>	<b>492</b>	<b>-16.3%</b>
< \$200K	66	57	15.8%
\$200K - \$299K	100	130	-23.1%
\$300K - \$399K	89	123	-27.6%
\$400K - \$499K	62	89	-30.3%
\$500K - \$599K	34	28	21.4%
\$600K - \$799K	26	37	-29.7%
\$800K - \$999K	10	6	66.7%
≥ \$1M	25	22	13.6%
<b>New Listings (All)</b>	<b>669</b>	<b>507</b>	<b>32.0%</b>
< \$200K	67	41	63.4%
\$200K - \$299K	182	117	55.6%
\$300K - \$399K	176	133	32.3%
\$400K - \$499K	99	91	8.8%
\$500K - \$599K	55	51	7.8%
\$600K - \$799K	36	31	16.1%
\$800K - \$999K	17	18	-5.6%
≥ \$1M	37	25	48.0%

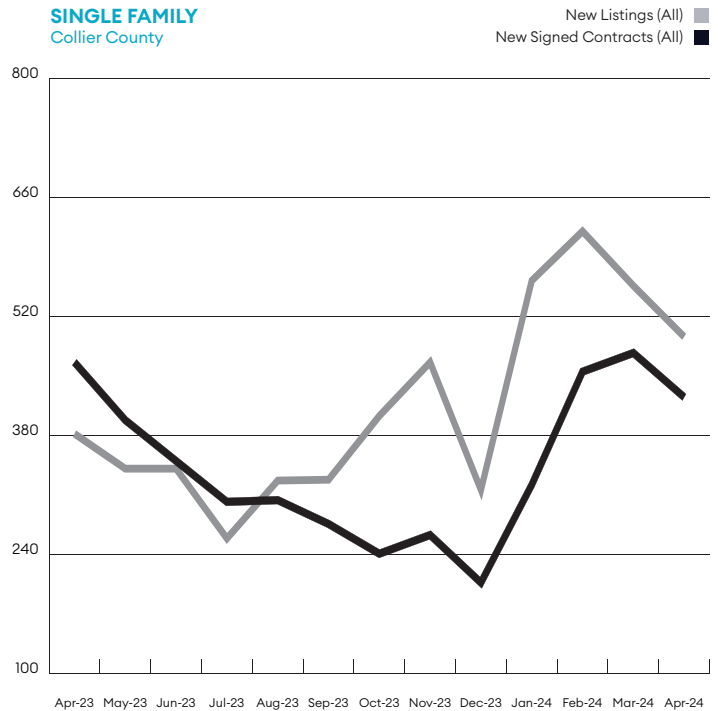


Source: NABOR MLS

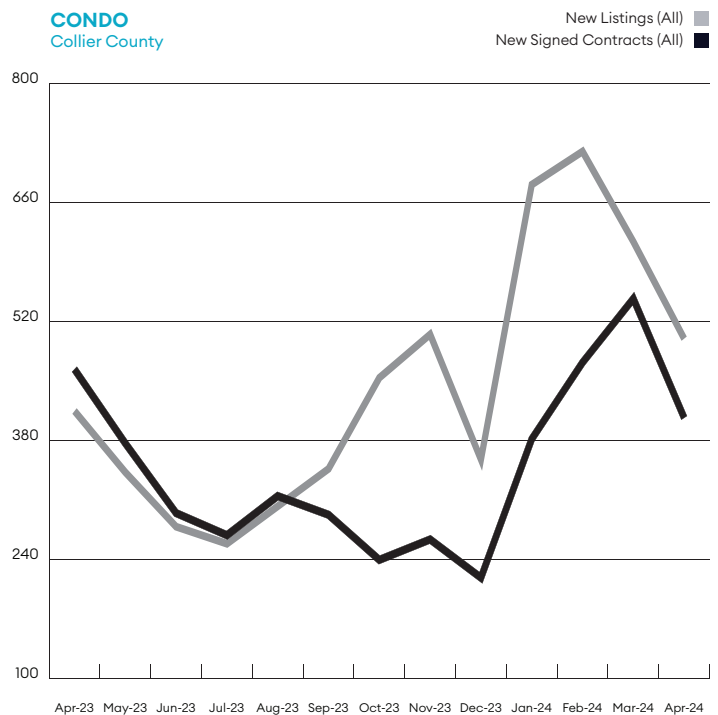
# Collier County

"Newly signed single family and condo contracts declined year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly over the past three months. Since August, new inventory growth has pressed higher, enabling more sales."

SINGLE FAMILY MATRIX Collier County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	425	466	-8.8%
< \$300K	2	0	
\$300K-\$499K	48	82	-41.5%
\$500K-\$699K	84	90	-6.7%
\$700K-\$899K	77	82	-6.1%
\$900K-\$999K	13	16	-18.8%
\$1M-\$1.99M	106	107	-0.9%
\$2M-\$4.99M	66	64	3.1%
≥ \$5M	29	25	16.0%
<b>New Listings (All)</b>	496	382	29.8%
< \$300K	0	1	-100.0%
\$300K-\$499K	32	24	33.3%
\$500K-\$699K	104	84	23.8%
\$700K-\$899K	91	57	59.6%
\$900K-\$999K	26	21	23.8%
\$1M-\$1.99M	124	104	19.2%
\$2M-\$4.99M	84	63	33.3%
≥ \$5M	35	28	25.0%



CONDO MATRIX Collier County	APR 2024	APR 2023	%Δ (YR)
<b>New Signed Contracts (All)</b>	407	464	-12.3%
< \$300K	39	52	-25.0%
\$300K-\$499K	134	177	-24.3%
\$500K-\$599K	54	52	3.8%
\$600K-\$699K	33	39	-15.4%
\$700K-\$799K	25	28	-10.7%
\$800K-\$999K	31	26	19.2%
\$1M-\$1.99M	48	56	-14.3%
≥ \$2M	43	34	26.5%
<b>New Listings (All)</b>	500	415	20.5%
< \$300K	46	24	91.7%
\$300K-\$499K	185	131	41.2%
\$500K-\$599K	67	45	48.9%
\$600K-\$699K	44	43	2.3%
\$700K-\$799K	28	24	16.7%
\$800K-\$999K	40	41	-2.4%
\$1M-\$1.99M	52	61	-14.8%
≥ \$2M	38	46	-17.4%



Source: Southwest Florida MLS

Questions or comments? Email report author  
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