

Elliman Report

Q1-2021 St. Petersburg, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- + **19.6%**
Prices Median Sales Price
- + **13.6%**
Sales Closed Sales
- **66.3%**
Inventory Total Inventory
- **15 days**
Marketing Time Days on Market

Condo Dashboard

YEAR-OVER-YEAR

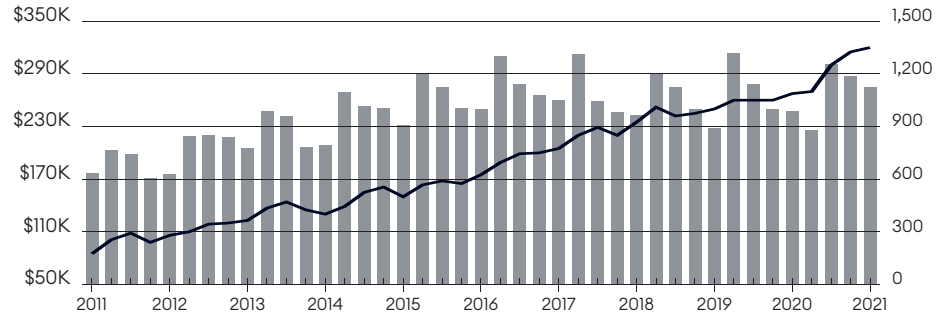
- + **26.8%**
Prices Median Sales Price
- + **42.5%**
Sales Closed Sales
- **65.7%**
Inventory Total Inventory
- **11 days**
Marketing Time Days on Market

- Single family price trend indicators surged to new records as listing inventory fell sharply
- Condo sales had significant annual gains for the third straight quarter

■ Median Sales Price

St. Petersburg Single Family

■ Number of Sales

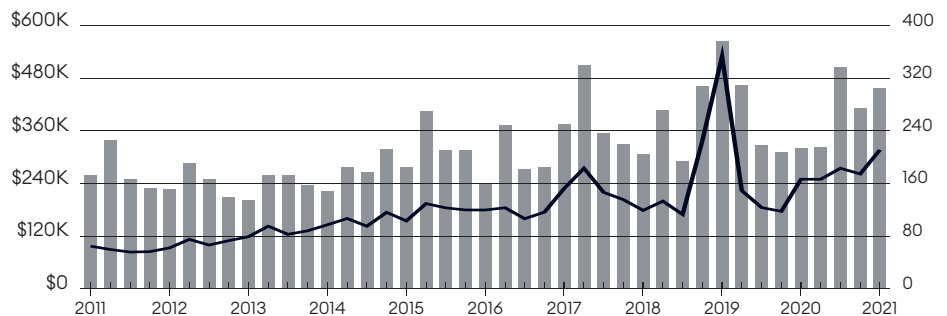


St. Petersburg Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$463,484	6.2%	\$436,575	31.6%	\$352,206
Average Price Per Sq Ft	\$290	6.6%	\$272	28.9%	\$225
Median Sales Price	\$320,000	1.6%	\$315,000	19.6%	\$267,500
Number of Sales (Closed)	1,121	-5.6%	1,188	13.6%	987
Days on Market (From Last List Date)	35	9.4%	32	-30.0%	50
Listing Discount (From Last List Price)	1.6%		2.6%		3.5%
Listing Inventory	225	-36.1%	352	-66.3%	668
Months of Supply	0.6	-33.3%	0.9	-70.0%	2.0
Average Square Feet	1,598	-0.6%	1,607	2.0%	1,566

■ Median Sales Price

St. Petersburg Condo

■ Number of Sales



St. Petersburg Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$444,882	20.4%	\$369,385	6.5%	\$417,695
Average Price Per Sq Ft	\$377	13.9%	\$331	9.9%	\$343
Median Sales Price	\$317,000	21.0%	\$262,000	26.8%	\$250,000
Number of Sales (Closed)	305	10.9%	275	42.5%	214
Days on Market (From Last List Date)	46	-19.3%	57	-19.3%	57
Listing Discount (From Last List Price)	2.8%		3.7%		3.0%
Listing Inventory	159	-43.2%	280	-65.7%	463
Months of Supply	1.6	-48.4%	3.1	-75.4%	6.5
Average Square Feet	1,179	5.7%	1,115	-3.3%	1,219



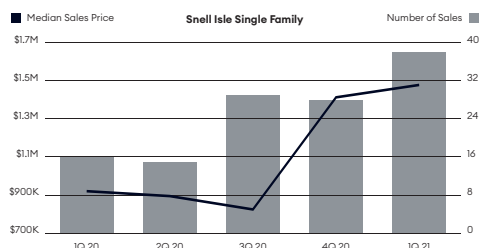
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The St. Petersburg housing market saw record prices, heavy sales volume, and listing inventory falling to new lows. Byproducts of these market conditions were a rapidly moving pace and the highest market share of bidding wars, at 23.2%, in seventeen years. Single family sales jumped 13.6% to 1,121 from the year-ago quarter as listing

inventory plunged 66.3% to a record low of 225 over the same period, resulting in a blistering market pace. Single family median and average sales price jumped to new records of \$320,000 and \$463,484, respectively. The luxury condo market, representing the top ten percent of all condo sales, began at \$920,000.

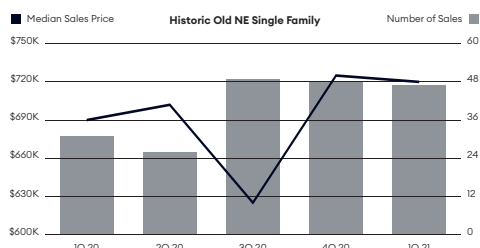
However, luxury average and median sales price for condos slipped from year-ago levels, despite this condo luxury listings fell to a new of 60 by plunging 36.8% from the prior-year quarter.

Snell Isle Single Family



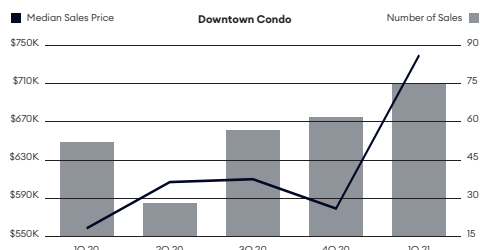
Note: Comprised of single family data within zip code 33704 on Snell Isle

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.

Downtown Condo



Comprised of condo data in zip code 33701.

Snell Isle Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,766,290	17.7%	\$1,500,752	34.4%	\$1,313,969
Average Price per Sq Ft	\$567	22.7%	\$462	31.6%	\$431
Median Sales Price	\$1,477,500	4.6%	\$1,412,500	60.5%	\$920,750
Number of Sales (Closed)	38	35.7%	28	137.5%	16
Days on Market (From Last List Date)	48	-25.0%	64	-47.3%	91
Listing Discount (From Last List Price)	2.1%		3.3%		2.3%
Listing Inventory	13	-38.1%	21	-55.2%	29
Months of Supply	1.0	-56.5%	2.3	-81.5%	5.4
Average Square Feet	3,113	-4.1%	3,247	2.2%	3,046

Historic Old NE Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$847,063	-3.4%	\$877,165	23.4%	\$686,581
Average Price per Sq Ft	\$387	0.5%	\$385	18.7%	\$326
Median Sales Price	\$720,000	-0.7%	\$725,000	4.3%	\$690,000
Number of Sales (Closed)	47	-2.1%	48	51.6%	31
Days on Market (From Last List Date)	51	10.9%	46	-41.4%	87
Listing Discount (From Last List Price)	1.2%		3.1%		4.7%
Listing Inventory	13	-38.1%	21	-73.5%	49
Months of Supply	0.8	-38.5%	1.3	-83.0%	4.7
Average Square Feet	2,190	-3.8%	2,276	3.9%	2,108

Downtown Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$899,423	8.8%	\$826,450	24.6%	\$722,085
Average Price per Sq Ft	\$600	4.5%	\$574	16.5%	\$515
Median Sales Price	\$740,000	27.8%	\$579,250	32.5%	\$558,500
Number of Sales (Closed)	75	21.0%	62	44.2%	52
Days on Market (From Last List Date)	71	-19.3%	88	24.6%	57
Listing Discount (From Last List Price)	3.6%		4.1%		3.8%
Listing Inventory	60	-38.1%	97	-36.8%	95
Months of Supply	2.4	-48.9%	4.7	-56.4%	5.5
Average Square Feet	3,145	-5.3%	3,321	2.1%	3,079

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	34.5%	30.6%
Single Family Mortgage	65.5%	69.4%
Condo Cash	51.8%	60.7%
Condo Mortgage	48.2%	39.3%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	74.0%	83.5%
Single Family \$500K - \$1M	20.4%	13.3%
Single Family Over \$1M	5.6%	3.2%
Condo Under \$500K	74.1%	78.0%
Condo \$500K-\$1M	18.0%	10.3%
Condo Over \$1M	7.9%	11.7%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	26.8%	14.4%
Single Family At	20.6%	14.5%
Single Family Under	52.7%	71.2%
Condo Over	9.8%	6.1%
Condo At	21.6%	15.4%
Condo Under	68.5%	78.5%

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

© 2021 DOUGLAS ELLIMAN REAL ESTATE AND MILLER SAMUEL REAL ESTATE APPRAISERS & CONSULTANTS. ALL WORLDWIDE RIGHTS RESERVED. ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATION PURPOSES ONLY. WHILE, THIS INFORMATION IS BELIEVED TO BE CORRECT, IT IS REPRESENTED SUBJECT TO ERRORS, OMISSIONS, CHANGES OR WITHDRAWAL WITHOUT NOTICE. ALL PROPERTY INFORMATION, INCLUDING, BUT NOT LIMITED TO SQUARE FOOTAGE, ROOM COUNT, NUMBER OF BEDROOMS AND THE SCHOOL DISTRICT IN PROPERTY LISTINGS SHOULD BE VERIFIED BY YOUR OWN ATTORNEY, ARCHITECT OR ZONING EXPERT. IF YOUR PROPERTY IS CURRENTLY LISTED WITH ANOTHER REAL ESTATE BROKER, PLEASE DISREGARD THIS OFFER. IT IS NOT OUR INTENTION TO SOLICIT THE OFFERINGS OF OTHER REAL ESTATE BROKERS. WE COOPERATE WITH THEM FULLY. EQUAL HOUSING OPPORTUNITY. 🏡