

Elliman Report

Q2-2021 St. Petersburg, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 29.7%
Prices Median Sales Price

+ 45.2%
Sales Closed Sales

- 40.5%
Inventory Total Inventory

- 28 days
Marketing Time
Days on Market

Condo

Dashboard

YEAR-OVER-YEAR

+ 15.2%
Prices Median Sales Price

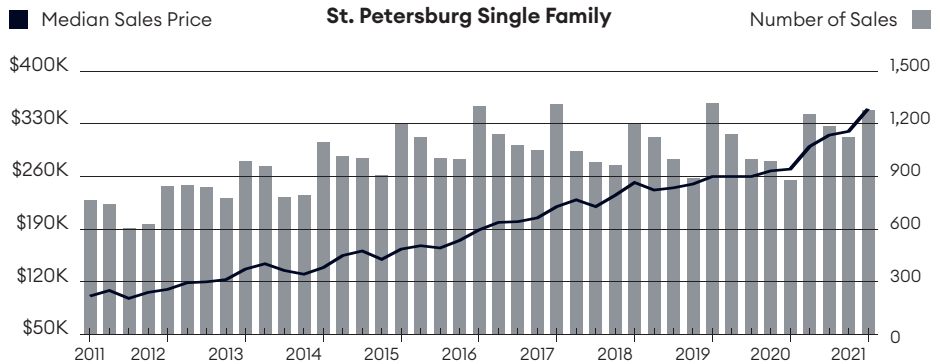
+ 58.1%
Sales Closed Sales

- 71.5%
Inventory Total Inventory

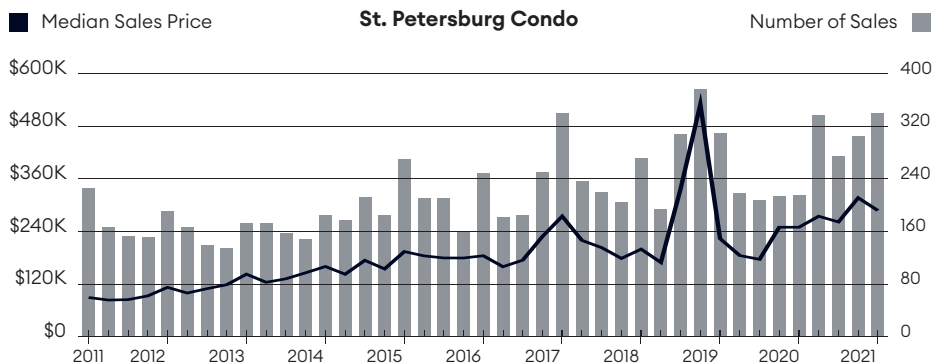
- 15 days
Marketing Time
Days on Market

- Single family price trend indicators surged to set new records

- Condo sales surged year over year as listing inventory fell to a record low



St. Petersburg Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$475,541	2.6%	\$463,484	34.8%	\$352,887
Average Price Per Sq Ft	\$299	3.1%	\$290	31.7%	\$227
Median Sales Price	\$350,000	9.4%	\$320,000	29.7%	\$269,856
Number of Sales (Closed)	1,278	14.0%	1,121	45.2%	880
Days on Market (From Last List Date)	18	-48.6%	35	-60.9%	46
Listing Discount (From Last List Price)	-0.1%		1.6%		3.3%
Listing Inventory	287	27.6%	225	-40.5%	482
Months of Supply	0.7	16.7%	0.6	-56.3%	1.6
Average Square Feet	1,589	-0.6%	1,598	2.3%	1,554



St. Petersburg Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$508,139	14.2%	\$444,882	18.8%	\$427,817
Average Price Per Sq Ft	\$415	10.1%	\$377	19.3%	\$348
Median Sales Price	\$288,000	-9.1%	\$317,000	15.2%	\$250,000
Number of Sales (Closed)	340	11.5%	305	58.1%	215
Days on Market (From Last List Date)	34	-26.1%	46	-30.6%	49
Listing Discount (From Last List Price)	2.3%		2.8%		3.3%
Listing Inventory	114	-28.3%	159	-71.5%	400
Months of Supply	1.0	-37.5%	1.6	-82.1%	5.6
Average Square Feet	1,223	3.7%	1,179	-0.6%	1,231

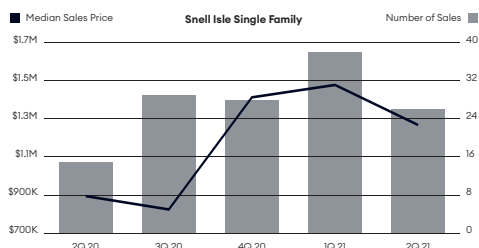


The market share of single family sales skewed towards higher-end properties. This growth was evidenced by the market share gain of sales over \$1 million to 7% from 2.5% in the prior-year quarter. In addition, condo sales surged 58.1%

to 340 from the year-ago quarter as listing inventory dropped 71.5% to 114 over the same period. As a result, the average months of supply was one month or 82.1% faster than last year. The market share of condo sales also

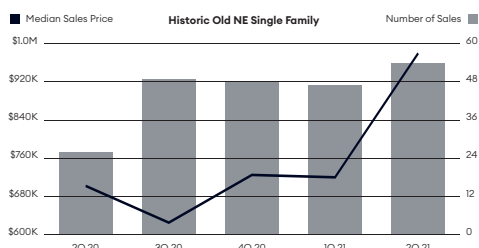
shifted towards higher-end properties. There was a market share gain of sales from \$500 thousand to \$1 million that rose to 17.1% from 8.8% in the prior-year quarter.

Snell Isle Single Family



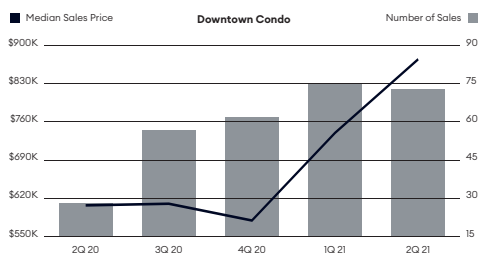
Note: Comprised of single family data within zip code 33704 on Snell Isle

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	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,727,551	-2.2%	\$1,766,290	36.9%	\$1,262,133
Average Price per Sq Ft	\$547	-3.5%	\$567	32.1%	\$414
Median Sales Price	\$1,267,500	-14.2%	\$1,477,500	41.6%	\$895,000
Number of Sales (Closed)	26	-31.6%	38	73.3%	15
Days on Market (From Last List Date)	40	-16.7%	48	-81.4%	215
Listing Discount (From Last List Price)	2.9%		2.1%		4.2%
Listing Inventory	10	-23.1%	13	-68.8%	32
Months of Supply	1.2	20.0%	1.0	-81.3%	6.4
Average Square Feet	3,158	1.4%	3,113	3.5%	3,051

Historic Old NE Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,102,243	30.1%	\$847,063	35.5%	\$813,212
Average Price per Sq Ft	\$440	13.7%	\$387	31.0%	\$336
Median Sales Price	\$980,000	36.1%	\$720,000	39.6%	\$702,000
Number of Sales (Closed)	54	14.9%	47	107.7%	26
Days on Market (From Last List Date)	25	-51.0%	51	-65.3%	72
Listing Discount (From Last List Price)	0.5%		1.2%		6.9%
Listing Inventory	17	30.8%	13	-41.4%	29
Months of Supply	0.9	12.5%	0.8	-72.7%	3.3
Average Square Feet	2,507	14.5%	2,190	3.5%	2,422

Downtown Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,284,458	42.8%	\$899,423	33.3%	\$963,825
Average Price per Sq Ft	\$715	19.2%	\$600	19.2%	\$600
Median Sales Price	\$875,000	18.2%	\$740,000	44.2%	\$607,000
Number of Sales (Closed)	73	-2.7%	75	160.7%	28
Days on Market (From Last List Date)	46	-35.2%	71	48.4%	31
Listing Discount (From Last List Price)	3.7%		3.6%		5.0%
Listing Inventory	44	-26.7%	60	-62.1%	116
Months of Supply	1.8	-25.0%	2.4	-85.5%	12.4
Average Square Feet	3,147	0.1%	3,145	8.0%	2,914

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	35.7%	24.4%
Single Family Mortgage	64.3%	75.6%
Condo Cash	55.9%	48.4%
Condo Mortgage	44.1%	51.6%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	73.0%	82.3%
Single Family \$500K - \$1M	20.0%	15.2%
Single Family Over \$1M	7.0%	2.5%
Condo Under \$500K	72.9%	81.4%
Condo \$500K-\$1M	17.1%	8.8%
Condo Over \$1M	10.0%	9.8%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	42.8%	15.6%
Single Family At	18.8%	17.5%
Single Family Under	38.4%	66.9%
Condo Over	27.6%	5.1%
Condo At	21.5%	13.6%
Condo Under	50.9%	81.8%

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

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