

Elliman Report

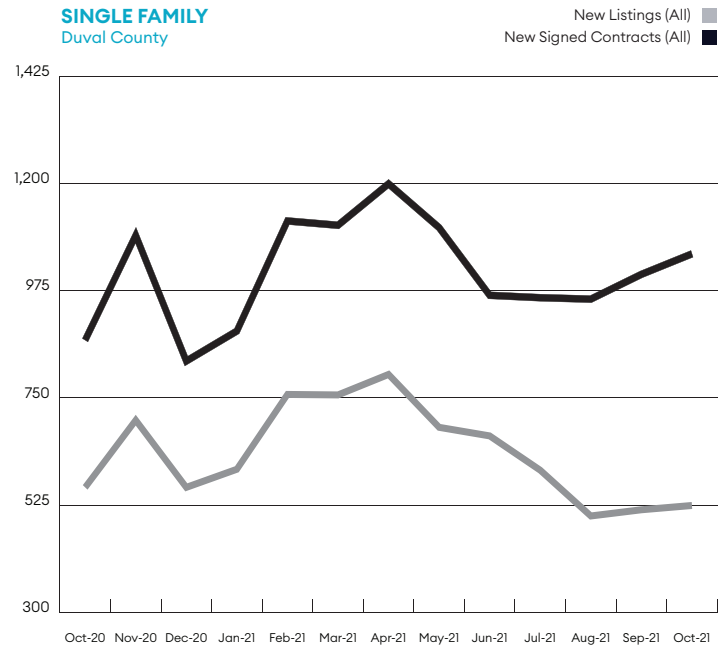
Florida

October 2021 New Signed Contracts

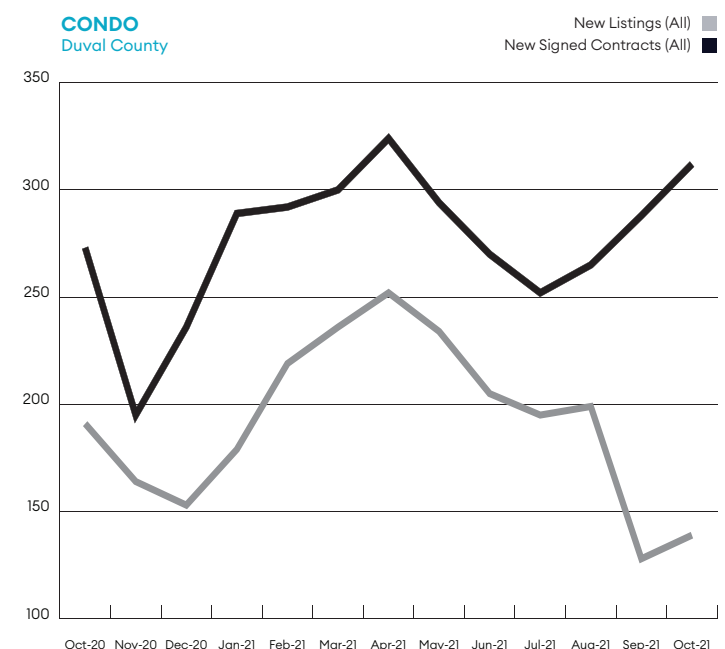
Duval County

"Single family new signed contract levels rose year over year for the first time in at least three months as condos continued to increase. However, new inventory was unable to keep pace with demand, falling annually."

SINGLE FAMILY MATRIX Duval County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	1,052	871	20.8%
< \$200K	208	172	20.9%
\$200K-\$299K	289	292	-1.0%
\$300K-\$399K	306	216	41.7%
\$400K-\$499K	131	81	61.7%
\$500K-\$599K	41	43	-4.7%
\$600K-\$799K	38	39	-2.6%
\$800K-\$999K	19	18	5.6%
≥ \$1M	20	10	100.0%
New Listings (All)	524	562	-6.8%
< \$200K	121	131	-7.6%
\$200K-\$299K	139	141	-1.4%
\$300K-\$399K	132	153	-13.7%
\$400K-\$499K	66	64	3.1%
\$500K-\$599K	27	18	50.0%
\$600K-\$799K	19	26	-26.9%
\$800K-\$999K	7	10	-30.0%
≥ \$1M	13	19	-31.6%



CONDO MATRIX Duval County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	312	273	14.3%
< \$200K	114	110	3.6%
\$200K-\$299K	135	124	8.9%
\$300K-\$399K	37	24	54.2%
\$400K-\$499K	9	4	125.0%
\$500K-\$599K	9	6	50.0%
\$600K-\$799K	6	1	500.0%
\$800K-\$999K	1	3	-66.7%
≥ \$1M	1	1	0.0%
New Listings (All)	139	191	-27.2%
< \$200K	43	56	-23.2%
\$200K-\$299K	61	88	-30.7%
\$300K-\$399K	13	26	-50.0%
\$400K-\$499K	7	7	0.0%
\$500K-\$599K	1	3	-66.7%
\$600K-\$799K	4	3	33.3%
\$800K-\$999K	3	2	50.0%
≥ \$1M	7	6	16.7%



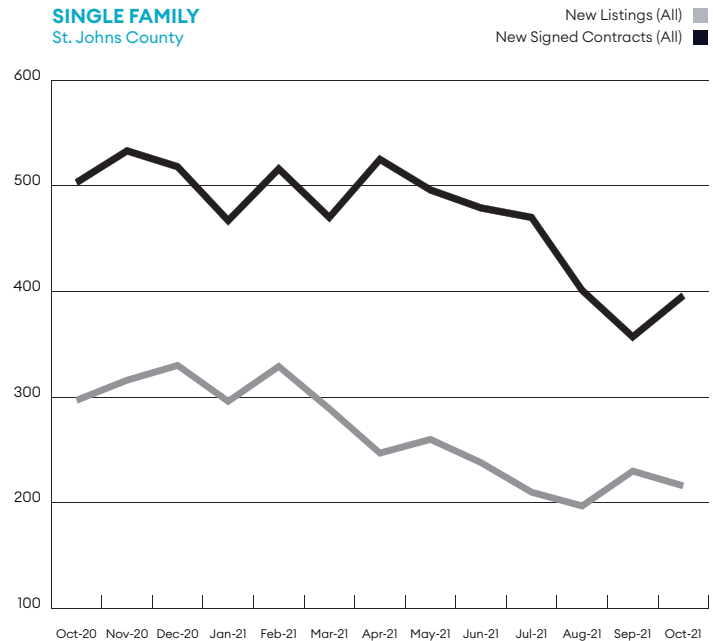
Source: Northeast Florida MLS

St. Johns County

"October appears to be the last month of distortions caused by the post-lockdown surge in activity in 2020. Newly signed contracts were down annually across all price tranches within the single family and condo markets, while new inventory fell at a larger rate, restraining sales."

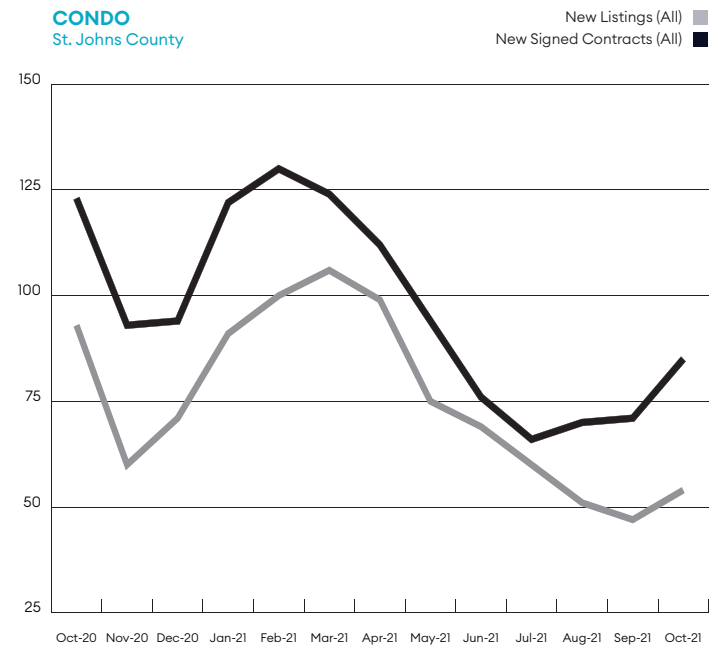
SINGLE FAMILY MATRIX St. Johns County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	396	503	-21.3%
< \$200K	1	5	-80.0%
\$200K-\$299K	23	30	-23.3%
\$300K-\$399K	64	103	-37.9%
\$400K-\$499K	120	144	-16.7%
\$500K-\$599K	64	73	-12.3%
\$600K-\$799K	76	87	-12.6%
\$800K-\$999K	24	26	-7.7%
≥ \$1M	24	35	-31.4%
New Listings (All)	216	297	-27.3%
< \$200K	0	1	-100.0%
\$200K-\$299K	6	9	-33.3%
\$300K-\$399K	34	65	-47.7%
\$400K-\$499K	70	93	-24.7%
\$500K-\$599K	36	39	-7.7%
\$600K-\$799K	39	48	-18.8%
\$800K-\$999K	15	24	-37.5%
≥ \$1M	16	18	-11.1%

SINGLE FAMILY
St. Johns County



CONDO MATRIX St. Johns County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	85	123	-30.9%
< \$200K	8	21	-61.9%
\$200K-\$299K	29	54	-46.3%
\$300K-\$399K	24	21	14.3%
\$400K-\$499K	10	11	-9.1%
\$500K-\$599K	4	5	-20.0%
\$600K-\$799K	5	4	25.0%
\$800K-\$999K	2	5	-60.0%
≥ \$1M	3	2	50.0%
New Listings (All)	54	93	-41.9%
< \$200K	6	9	-33.3%
\$200K-\$299K	13	25	-48.0%
\$300K-\$399K	23	27	-14.8%
\$400K-\$499K	2	11	-81.8%
\$500K-\$599K	7	13	-46.2%
\$600K-\$799K	2	4	-50.0%
\$800K-\$999K	0	0	
≥ \$1M	1	4	-75.0%

CONDO
St. Johns County

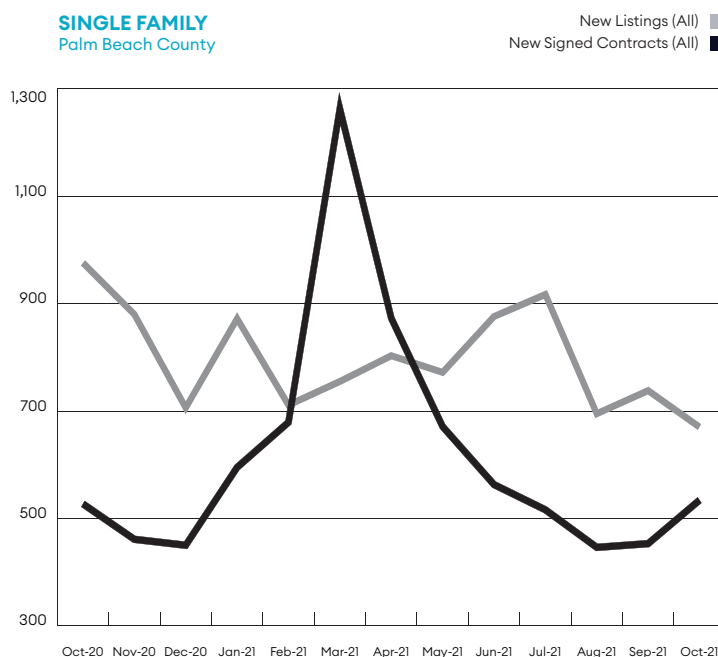


Northeast Florida MLS

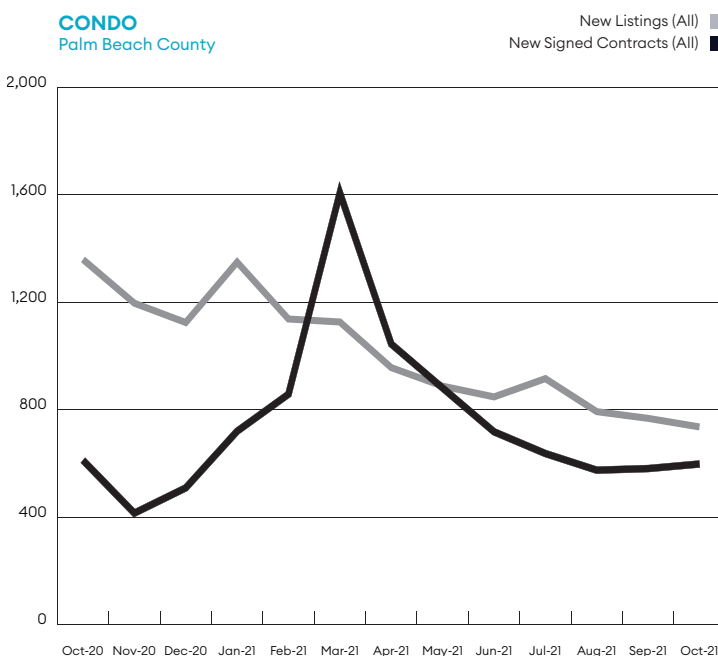
Palm Beach County

"New listings for both property types combined fell annually for the eighteenth consecutive month, holding back the potential new signed contracts. Newly signed contracts roughly doubled the same period two years ago for at least the past eight months."

SINGLE FAMILY MATRIX Palm Beach County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	534	527	1.3%
< \$300K	49	70	-30.0%
\$300K - \$399K	83	98	-15.3%
\$400K - \$499K	103	113	-8.8%
\$500K - \$999K	185	163	13.5%
\$1M - \$2.99M	87	58	50.0%
\$3M - \$4.99M	13	13	0.0%
\$5M - \$9.99M	6	7	-14.3%
≥ \$10M	8	5	60.0%
New Listings (All)	670	976	-31.4%
< \$300K	58	65	-10.8%
\$300K - \$399K	88	157	-43.9%
\$400K - \$499K	103	200	-48.5%
\$500K - \$999K	242	343	-29.4%
\$1M - \$2.99M	117	142	-17.6%
\$3M - \$4.99M	20	32	-37.5%
\$5M - \$9.99M	28	22	27.3%
≥ \$10M	14	15	-6.7%



CONDO MATRIX Palm Beach County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	598	612	-2.3%
< \$200K	232	257	-9.7%
\$200K - \$299K	148	138	7.2%
\$300K - \$399K	95	97	-2.1%
\$400K - \$599K	49	53	-7.5%
\$600K - \$999K	42	29	44.8%
\$1M - \$2.99M	28	35	-20.0%
\$3M - \$4.99M	2	3	-33.3%
≥ \$5M	2	0	
New Listings (All)	736	1,360	-45.9%
< \$200K	257	490	-47.6%
\$200K - \$299K	189	343	-44.9%
\$300K - \$399K	90	206	-56.3%
\$400K - \$599K	76	141	-46.1%
\$600K - \$999K	35	91	-61.5%
\$1M - \$2.99M	69	65	6.2%
\$3M - \$4.99M	11	10	10.0%
≥ \$5M	9	14	-35.7%

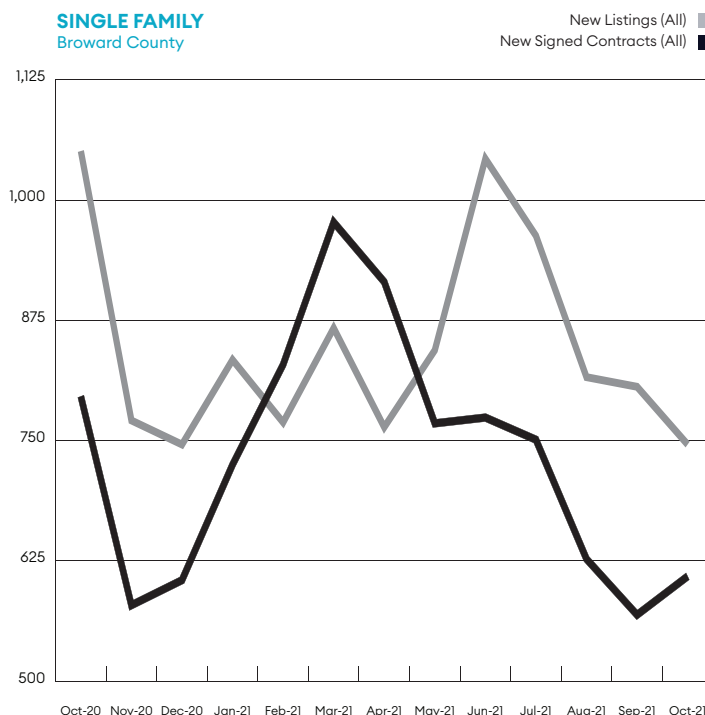


Source: BeachesMLS

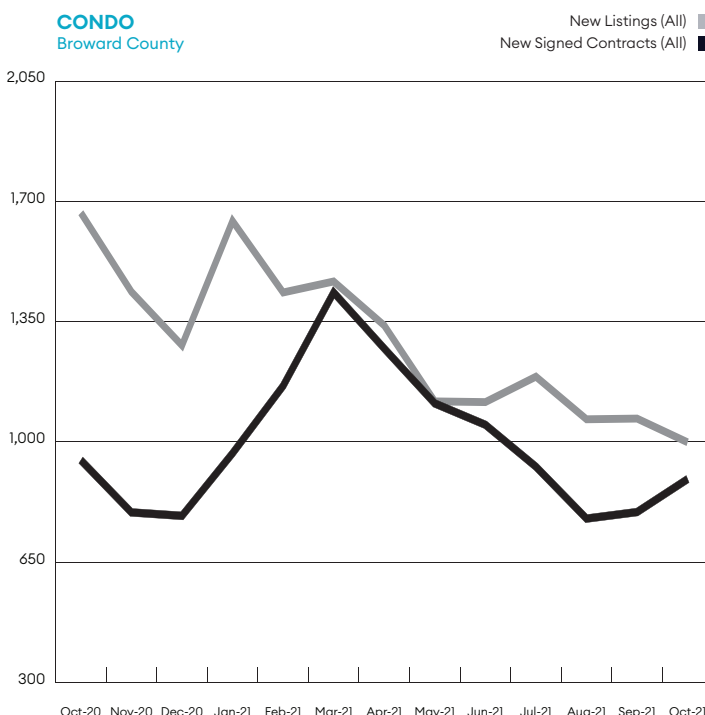
Broward County

"Single family and condo new signed contract levels fell year over year for the past four months, overpowered by the larger decline of new inventory over the same period. As a result, the market is near the end of the significant distortions caused by the post-lockdown surge in activity in 2020."

SINGLE FAMILY MATRIX Broward County	OCT 2021	OCT 2020	%Δ (yr)
New Signed Contracts (All)	609	796	-23.5%
< \$300K	68	103	-34.0%
\$300K - \$399K	148	194	-23.7%
\$400K - \$499K	147	173	-15.0%
\$500K - \$999K	185	244	-24.2%
\$1M - \$2.99M	53	72	-26.4%
\$3M - \$4.99M	4	5	-20.0%
\$5M - \$9.99M	3	4	-25.0%
≥ \$10M	1	1	0.0%
New Listings (All)	746	1,051	-29.0%
< \$300K	46	73	-37.0%
\$300K - \$399K	150	231	-35.1%
\$400K - \$499K	146	182	-19.8%
\$500K - \$999K	256	398	-35.7%
\$1M - \$2.99M	105	124	-15.3%
\$3M - \$4.99M	18	22	-18.2%
\$5M - \$9.99M	16	15	6.7%
≥ \$10M	9	6	50.0%



CONDO MATRIX Broward County	OCT 2021	OCT 2020	%Δ (yr)
New Signed Contracts (All)	892	947	-5.8%
< \$200K	408	455	-10.3%
\$200K - \$299K	222	223	-0.4%
\$300K - \$399K	140	139	0.7%
\$400K - \$599K	73	66	10.6%
\$600K - \$999K	28	37	-24.3%
\$1M - \$2.99M	20	21	-4.8%
\$3M - \$4.99M	0	6	-100.0%
≥ \$5M	1	0	
New Listings (All)	999	1,667	-40.1%
< \$200K	381	633	-39.8%
\$200K - \$299K	246	436	-43.6%
\$300K - \$399K	150	225	-33.3%
\$400K - \$599K	123	200	-38.5%
\$600K - \$999K	59	91	-35.2%
\$1M - \$2.99M	35	75	-53.3%
\$3M - \$4.99M	3	5	-40.0%
≥ \$5M	2	2	0.0%

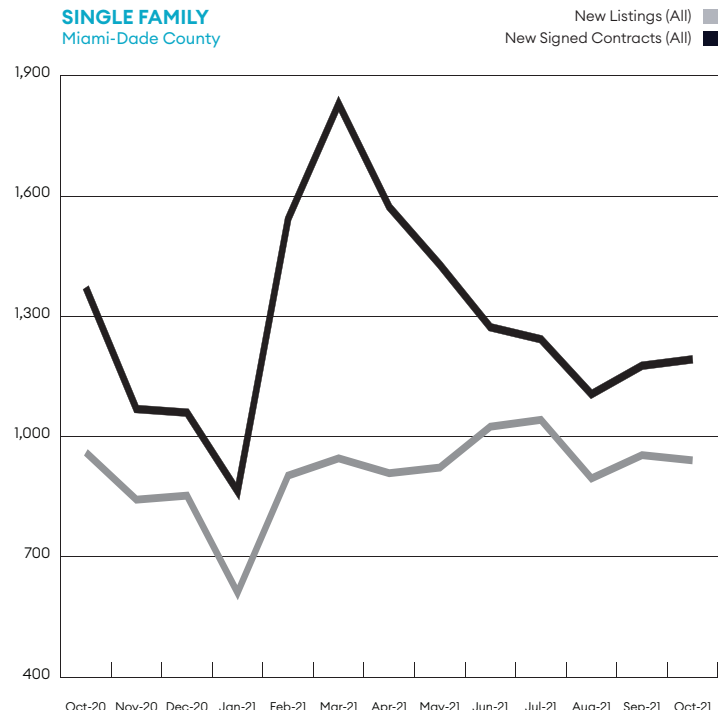


Source: BeachesMLS

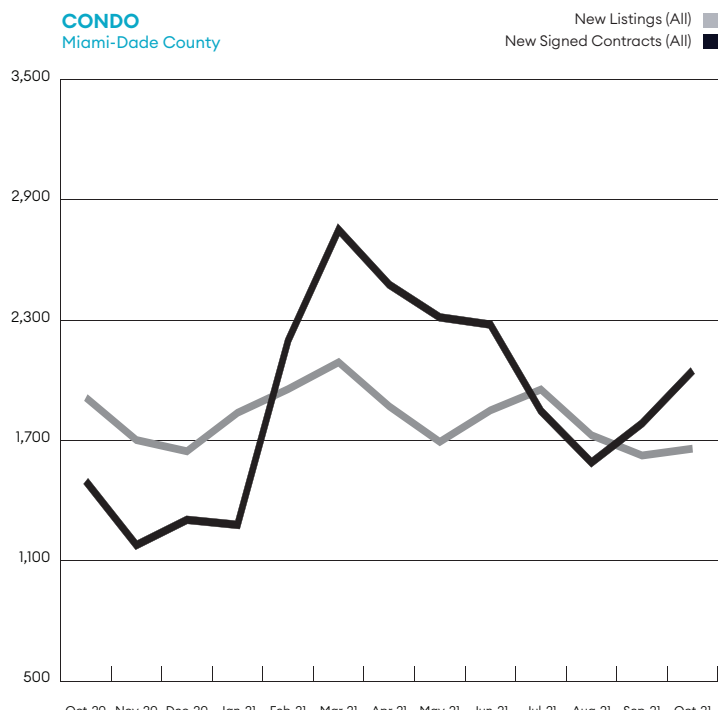
Miami-Dade County

"Condo's newly signed contract levels rose year over year, continuing to outperform the single family market, despite the latter remaining well-above the same period two years ago. As a result, new inventory for both property types combined declined annually for the fifth straight month."

SINGLE FAMILY MATRIX Miami-Dade County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	1,193	1,372	-13.0%
< \$300K	61	83	-26.5%
\$300K - \$399K	230	311	-26.0%
\$400K - \$499K	282	357	-21.0%
\$500K - \$999K	410	412	-0.5%
\$1M - \$2.99M	157	159	-1.3%
\$3M - \$4.99M	34	29	17.2%
\$5M - \$9.99M	13	14	-7.1%
≥ \$10M	6	7	-14.3%
New Listings (All)	941	961	-2.1%
< \$300K	48	57	-15.8%
\$300K - \$399K	143	132	8.3%
\$400K - \$499K	192	231	-16.9%
\$500K - \$999K	348	348	0.0%
\$1M - \$2.99M	154	121	27.3%
\$3M - \$4.99M	24	32	-25.0%
\$5M - \$9.99M	19	20	-5.0%
≥ \$10M	13	20	-35.0%



CONDO MATRIX Miami-Dade County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	2,048	1,497	36.8%
< \$200K	295	262	12.6%
\$200K - \$299K	533	385	38.4%
\$300K - \$399K	444	320	38.8%
\$400K - \$599K	312	258	20.9%
\$600K - \$999K	254	151	68.2%
\$1M - \$2.99M	179	98	82.7%
\$3M - \$4.99M	19	13	46.2%
≥ \$5M	12	10	20.0%
New Listings (All)	1,659	1,914	-13.3%
< \$200K	197	233	-15.5%
\$200K - \$299K	326	413	-21.1%
\$300K - \$399K	284	360	-21.1%
\$400K - \$599K	305	335	-9.0%
\$600K - \$999K	257	268	-4.1%
\$1M - \$2.99M	211	237	-11.0%
\$3M - \$4.99M	41	40	2.5%
≥ \$5M	38	28	35.7%

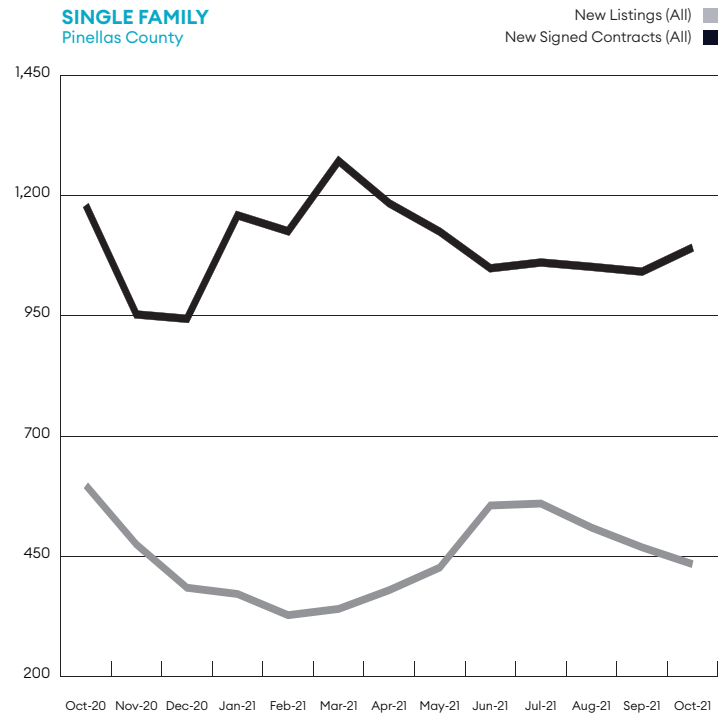


Source: Miami Association of REALTORS, INC., MLS

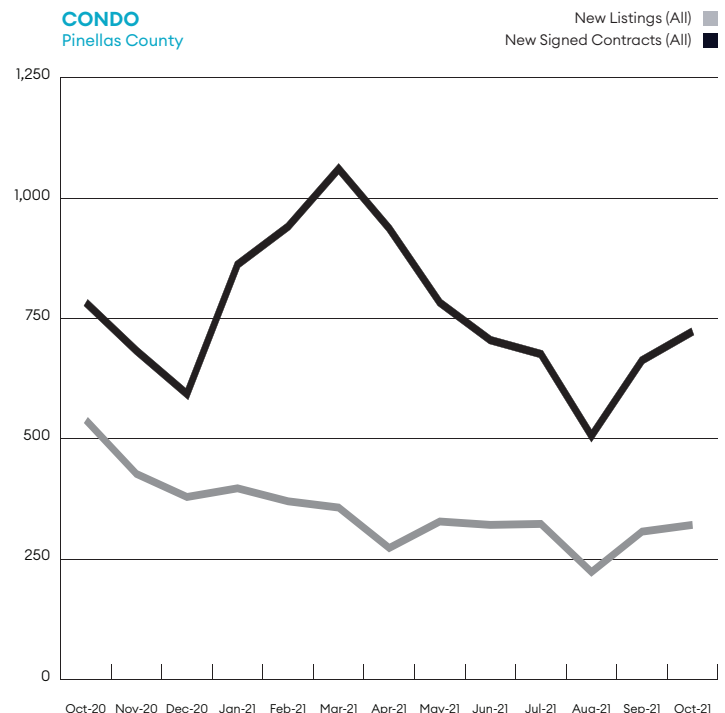
Pinellas County

"New signed contract levels fell year over year for the past five months combined, overpowered by the larger decline of new inventory over the same period. As a result, the market is coming to the end of the significant distortions caused by the post-lockdown surge in activity in 2020."

SINGLE FAMILY MATRIX Pinellas County	OCT 2021	OCT 2020	%Δ (yr)
New Signed Contracts (All)	1,092	1,180	-7.5%
< \$200K	45	116	-61.2%
\$200K - \$299K	252	400	-37.0%
\$300K - \$399K	322	276	16.7%
\$400K - \$499K	207	131	58.0%
\$500K - \$599K	71	70	1.4%
\$600K - \$799K	97	87	11.5%
\$800K - \$999K	39	39	0.0%
≥ \$1M	59	61	-3.3%
New Listings (All)	434	598	-27.4%
< \$200K	11	40	-72.5%
\$200K - \$299K	78	167	-53.3%
\$300K - \$399K	102	142	-28.2%
\$400K - \$499K	86	78	10.3%
\$500K - \$599K	31	56	-44.6%
\$600K - \$799K	46	47	-2.1%
\$800K - \$999K	28	22	27.3%
≥ \$1M	52	46	13.0%



CONDO MATRIX Pinellas County	OCT 2021	OCT 2020	%Δ (yr)
New Signed Contracts (All)	723	783	-7.7%
< \$200K	274	393	-30.3%
\$200K - \$299K	162	150	8.0%
\$300K - \$399K	89	86	3.5%
\$400K - \$499K	66	50	32.0%
\$500K - \$599K	39	24	62.5%
\$600K - \$799K	47	49	-4.1%
\$800K - \$999K	24	13	84.6%
≥ \$1M	22	18	22.2%
New Listings (All)	321	539	-40.4%
< \$200K	86	238	-63.9%
\$200K - \$299K	74	102	-27.5%
\$300K - \$399K	45	68	-33.8%
\$400K - \$499K	28	34	-17.6%
\$500K - \$599K	25	28	-10.7%
\$600K - \$799K	29	33	-12.1%
\$800K - \$999K	13	16	-18.8%
≥ \$1M	21	20	5.0%

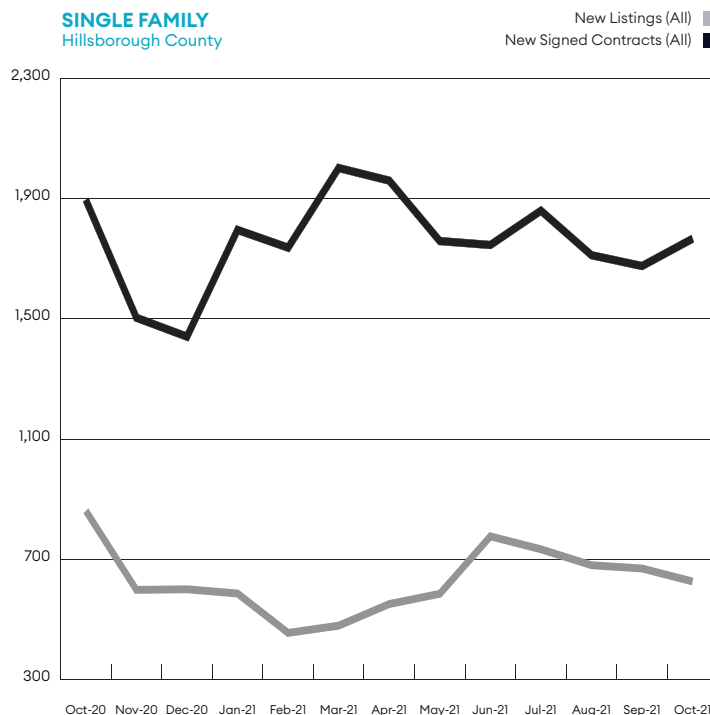


Source: Stellar MLS

Hillsborough County

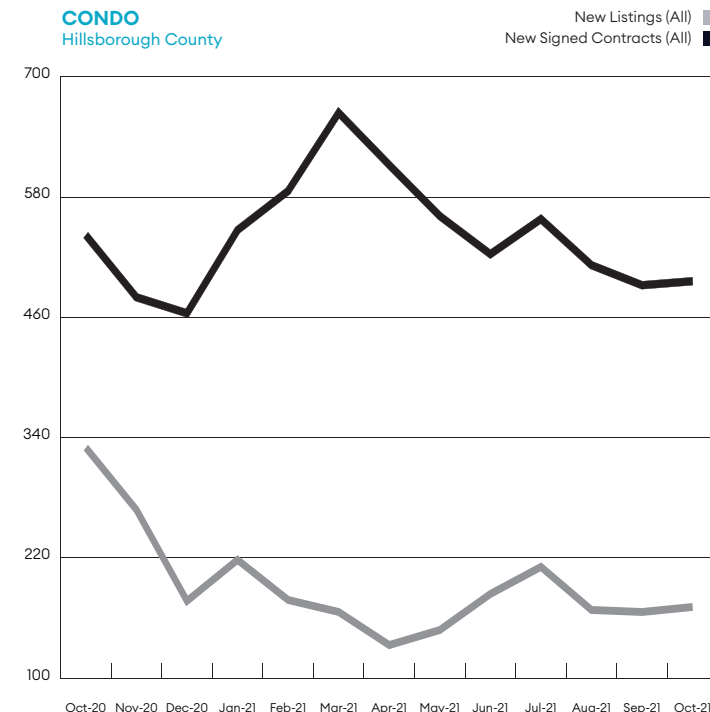
"New signed contract levels fell year over year for the past five months combined, overpowered by the larger decline of new inventory over the same period. As a result, the market is coming to the end of the significant distortions caused by the post-lockdown surge in activity in 2020."

SINGLE FAMILY MATRIX Hillsborough County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	1,767	1,896	-6.8%
< \$200K	67	173	-61.3%
\$200K - \$299K	382	820	-53.4%
\$300K - \$399K	637	443	43.8%
\$400K - \$499K	326	194	68.0%
\$500K - \$599K	115	99	16.2%
\$600K - \$799K	136	78	74.4%
\$800K - \$999K	43	28	53.6%
≥ \$1M	61	61	0.0%
New Listings (All)	627	862	-27.3%
< \$200K	25	68	-63.2%
\$200K - \$299K	109	284	-61.6%
\$300K - \$399K	192	205	-6.3%
\$400K - \$499K	111	119	-6.7%
\$500K - \$599K	47	50	-6.0%
\$600K - \$799K	60	60	0.0%
\$800K - \$999K	26	29	-10.3%
≥ \$1M	57	47	21.3%



CONDO MATRIX Hillsborough County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	496	542	-8.5%
< \$200K	179	296	-39.5%
\$200K - \$299K	184	156	17.9%
\$300K - \$399K	66	45	46.7%
\$400K - \$499K	23	21	9.5%
\$500K - \$599K	24	12	100.0%
\$600K - \$799K	10	7	42.9%
\$800K - \$999K	3	2	50.0%
≥ \$1M	7	3	133.3%
New Listings (All)	171	330	-48.2%
< \$200K	55	141	-61.0%
\$200K - \$299K	53	82	-35.4%
\$300K - \$399K	28	44	-36.4%
\$400K - \$499K	16	26	-38.5%
\$500K - \$599K	7	16	-56.3%
\$600K - \$799K	8	12	-33.3%
\$800K - \$999K	0	4	-100.0%
≥ \$1M	4	5	-20.0%

Source: Stellar MLS

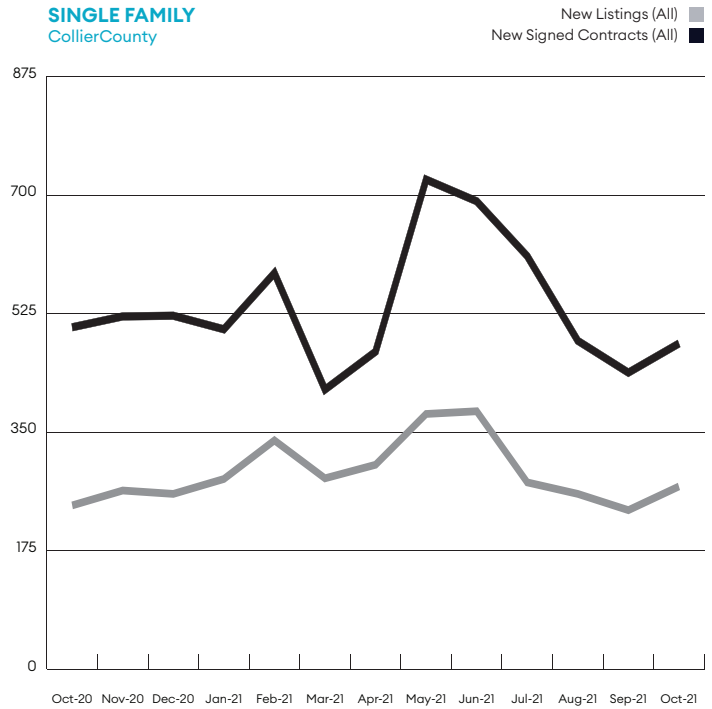


Collier County

"Single family and condo new signed contract levels declined annually as the market slowly returned to seasonal patterns. However, by price tranches, newly signed contracts for single families largely rose above the \$400,000 threshold and while most condo tranches showed annual gains above \$500,000."

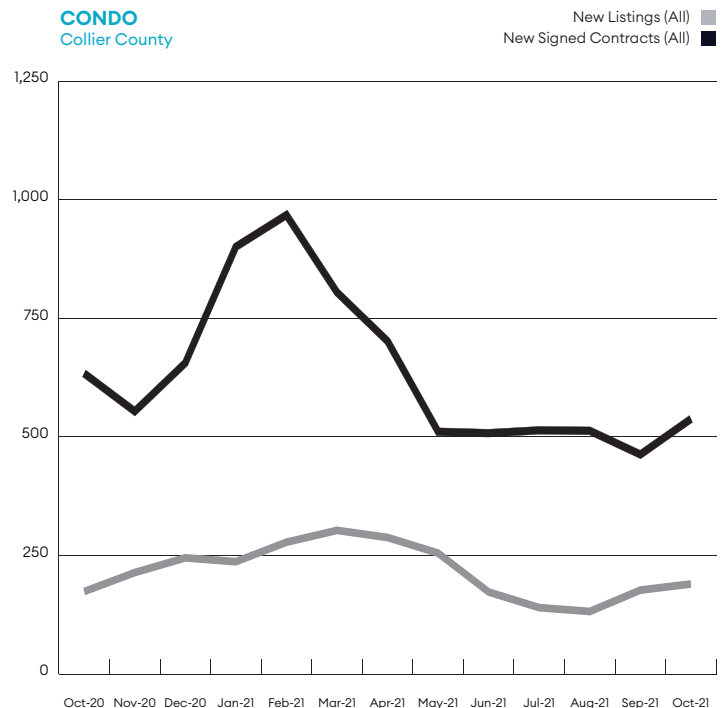
SINGLE FAMILY MATRIX Collier County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	481	505	-4.8%
< \$300K	8	14	-42.9%
\$300K-\$499K	118	148	-20.3%
\$500K-\$699K	131	136	-3.7%
\$700K-\$899K	75	68	10.3%
\$900K-\$999K	21	14	50.0%
\$1M-\$1.99M	74	84	-11.9%
\$2M-\$4.99M	39	35	11.4%
≥ \$5M	15	6	150.0%
New Listings (All)	270	242	11.6%
< \$300K	2	7	-71.4%
\$300K-\$499K	43	44	-2.3%
\$500K-\$699K	75	58	29.3%
\$700K-\$899K	40	43	-7.0%
\$900K-\$999K	14	8	75.0%
\$1M-\$1.99M	54	43	25.6%
\$2M-\$4.99M	22	30	-26.7%
≥ \$5M	20	9	122.2%

SINGLE FAMILY
Collier County



CONDO MATRIX Collier County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	538	634	-15.1%
< \$300K	168	217	-22.6%
\$300K-\$499K	190	228	-16.7%
\$500K-\$599K	33	51	-35.3%
\$600K-\$699K	24	35	-31.4%
\$700K-\$799K	17	13	30.8%
\$800K-\$999K	25	21	19.0%
\$1M-\$1.99M	54	37	45.9%
≥ \$2M	27	32	-15.6%
New Listings (All)	190	174	9.2%
< \$300K	55	53	3.8%
\$300K-\$499K	53	29	82.8%
\$500K-\$599K	15	17	-11.8%
\$600K-\$699K	8	17	-52.9%
\$700K-\$799K	13	17	-23.5%
\$800K-\$999K	9	15	-40.0%
\$1M-\$1.99M	19	21	-9.5%
≥ \$2M	18	5	260.0%

CONDO
Collier County



Source: Southwest Florida MLS

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

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