

Elliman Report

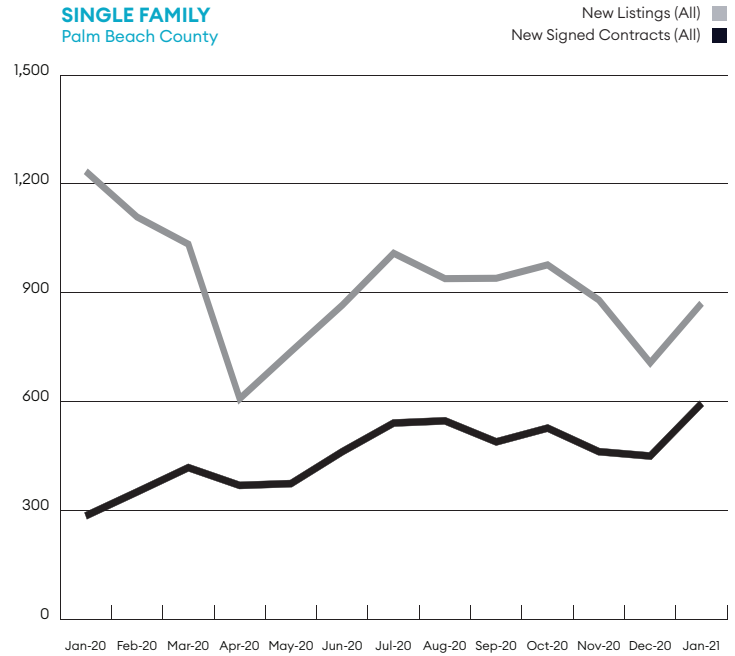
Florida

January 2021 New Signed Contracts

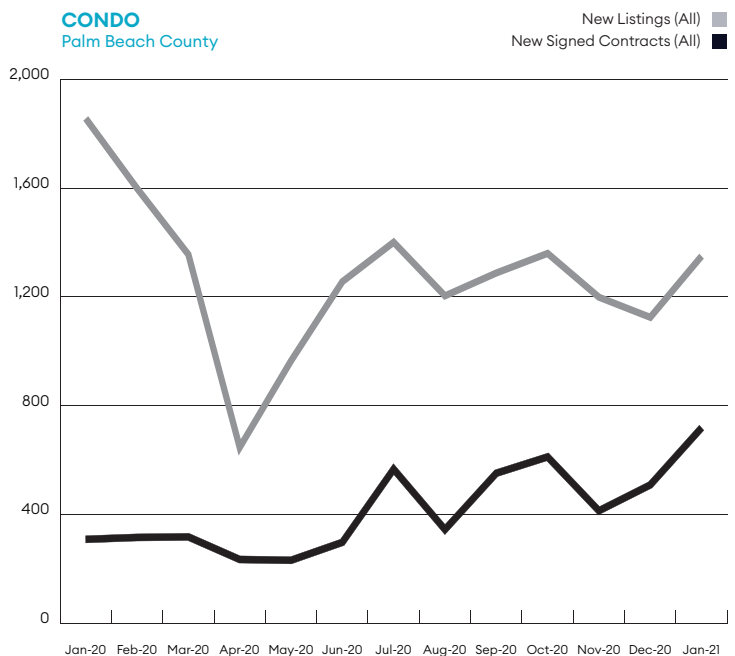
Palm Beach County

"New signed contracts for single families rose annually at their highest rate since the lockdown more than doubled the year-ago levels. Condo new signed contracts continued to rise at a higher rate than single families since September, with greater growth seen at the upper price tranches. New inventory for both property types has been falling annually since October, unable to keep pace with new signed contract gains."

SINGLE FAMILY MATRIX Palm Beach County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	595	285	108.8%
< \$200K	22	12	83.3%
\$200K - \$299K	57	43	32.6%
\$300K - \$399K	120	82	46.3%
\$400K - \$499K	90	45	100.0%
\$500K - \$599K	43	33	30.3%
\$600K - \$799K	72	23	213.0%
\$800K - \$999K	50	12	316.7%
≥ \$1M	141	35	302.9%
New Listings (All)	871	1,235	-29.5%
< \$200K	21	62	-66.1%
\$200K - \$299K	110	148	-25.7%
\$300K - \$399K	156	235	-33.6%
\$400K - \$499K	123	159	-22.6%
\$500K - \$599K	83	118	-29.7%
\$600K - \$799K	113	118	-4.2%
\$800K - \$999K	62	89	-30.3%
≥ \$1M	203	306	-33.7%



CONDO MATRIX Palm Beach County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	719	309	132.7%
< \$200K	327	168	94.6%
\$200K - \$299K	152	79	92.4%
\$300K - \$399K	61	21	190.5%
\$400K - \$499K	37	20	85.0%
\$500K - \$599K	30	8	275.0%
\$600K - \$799K	32	3	966.7%
\$800K - \$999K	17	2	750.0%
≥ \$1M	63	8	687.5%
New Listings (All)	1,350	1,856	-27.3%
< \$200K	640	861	-25.7%
\$200K - \$299K	305	384	-20.6%
\$300K - \$399K	126	161	-21.7%
\$400K - \$499K	67	120	-44.2%
\$500K - \$599K	46	69	-33.3%
\$600K - \$799K	45	71	-36.6%
\$800K - \$999K	33	54	-38.9%
≥ \$1M	88	136	-35.3%

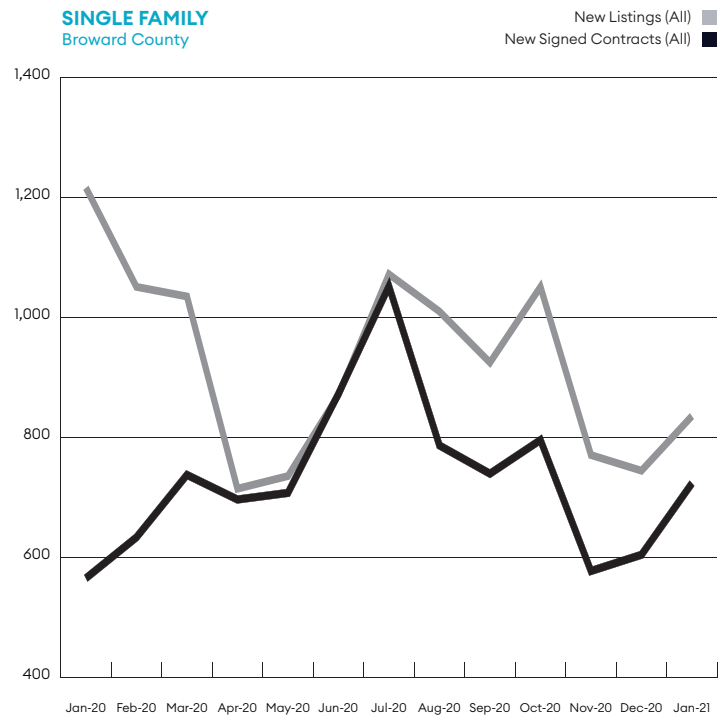


Source: BeachesMLS

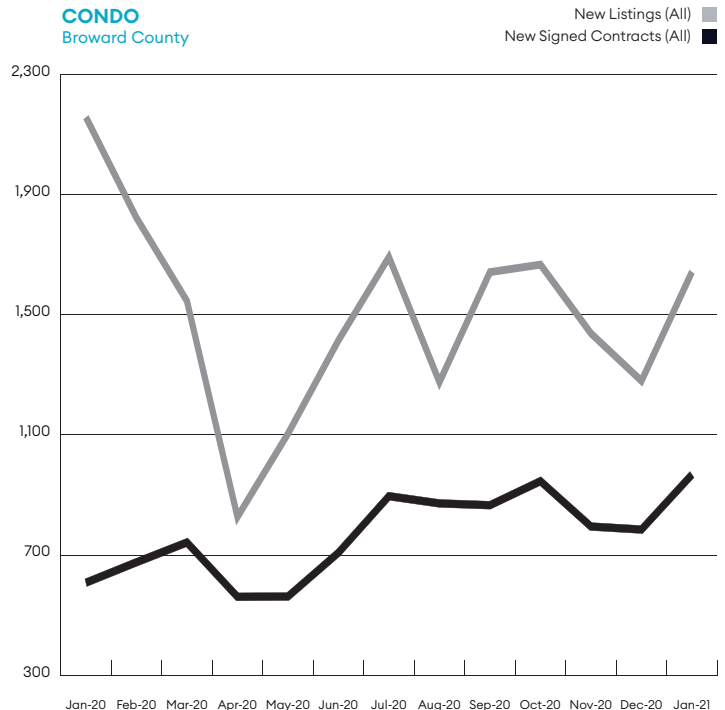
Broward County

"New signed contracts for single families and condos increased year over year since the lockdown ended. Condo new signed contracts continued to rise at a higher rate than single families since August. New inventory for both property types has been falling annually since the summer, overpowered by the growth in new signed contracts."

SINGLE FAMILY MATRIX Broward County	JAN 2021	JAN 2020	%Δ (yr)
New Signed Contracts (All)	724	566	27.9%
< \$200K	15	30	-50.0%
\$200K - \$299K	114	121	-5.8%
\$300K - \$399K	203	145	40.0%
\$400K - \$499K	151	90	67.8%
\$500K - \$599K	80	40	100.0%
\$600K - \$799K	72	75	-4.0%
\$800K - \$999K	30	29	3.4%
≥ \$1M	59	36	63.9%
New Listings (All)	836	1,216	-31.3%
< \$200K	19	37	-48.6%
\$200K - \$299K	138	222	-37.8%
\$300K - \$399K	177	242	-26.9%
\$400K - \$499K	139	194	-28.4%
\$500K - \$599K	85	102	-16.7%
\$600K - \$799K	101	140	-27.9%
\$800K - \$999K	52	80	-35.0%
≥ \$1M	125	199	-37.2%



CONDO MATRIX Broward County	JAN 2021	JAN 2020	%Δ (yr)
New Signed Contracts (All)	968	608	59.2%
< \$200K	473	333	42.0%
\$200K - \$299K	236	169	39.6%
\$300K - \$399K	122	68	79.4%
\$400K - \$499K	47	15	213.3%
\$500K - \$599K	21	7	200.0%
\$600K - \$799K	20	9	122.2%
\$800K - \$999K	13	5	160.0%
> \$1M	36	2	1700.0%
New Listings (All)	1,643	2,158	-23.9%
< \$200K	772	1,036	-25.5%
\$200K - \$299K	348	466	-25.3%
\$300K - \$399K	232	265	-12.5%
\$400K - \$499K	91	107	-15.0%
\$500K - \$599K	49	72	-31.9%
\$600K - \$799K	47	81	-42.0%
\$800K - \$999K	27	34	-20.6%
≥ \$1M	77	97	-20.6%

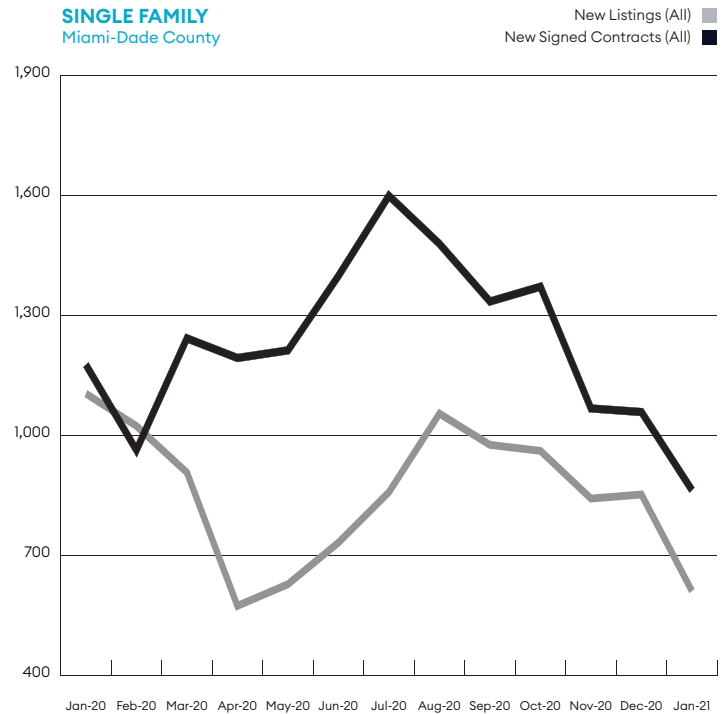


Source: BeachesMLS

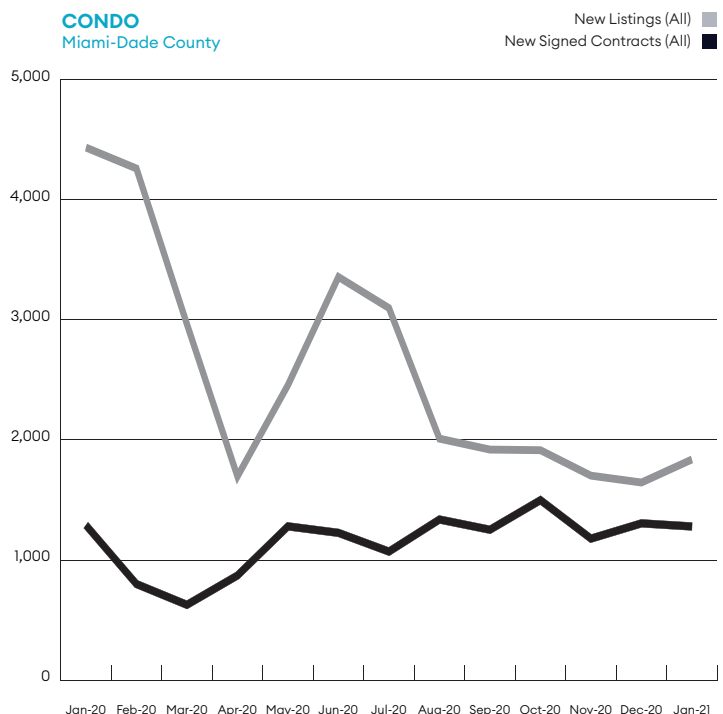
Miami-Dade County

"New signed contracts for single families declined for the first time since the lockdown in the spring. Condo's new signed contracts slipped annually for the first time since July. New listings for single families and condos fell sharply from the same month a year ago."

SINGLE FAMILY MATRIX Miami-Dade County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	864	1,177	-26.6%
< \$200K	6	47	-87.2%
\$200K - \$299K	60	223	-73.1%
\$300K - \$399K	157	404	-61.1%
\$400K - \$499K	163	204	-20.1%
\$500K - \$599K	102	95	7.4%
\$600K - \$799K	124	86	44.2%
\$800K - \$999K	55	41	34.1%
≥ \$1M	197	77	155.8%
New Listings (All)	612	1,105	-44.6%
< \$200K	10	24	-58.3%
\$200K - \$299K	30	138	-78.3%
\$300K - \$399K	67	279	-76.0%
\$400K - \$499K	108	184	-41.3%
\$500K - \$599K	78	87	-10.3%
\$600K - \$799K	73	102	-28.4%
\$800K - \$999K	38	55	-30.9%
≥ \$1M	208	236	-11.9%



CONDO MATRIX Miami-Dade County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	1,279	1,290	-0.9%
< \$200K	248	372	-33.3%
\$200K - \$299K	324	403	-19.6%
\$300K - \$399K	225	257	-12.5%
\$400K - \$499K	96	60	60.0%
\$500K - \$599K	69	49	40.8%
\$600K - \$799K	85	59	44.1%
\$800K - \$999K	47	33	42.4%
≥ \$1M	185	57	224.6%
New Listings (All)	1,837	4,433	-58.6%
< \$200K	242	481	-49.7%
\$200K - \$299K	400	973	-58.9%
\$300K - \$399K	307	502	-38.8%
\$400K - \$499K	187	340	-45.0%
\$500K - \$599K	122	1,341	-90.9%
\$600K - \$799K	172	400	-57.0%
\$800K - \$999K	103	163	-36.8%
≥ \$1M	304	233	30.5%

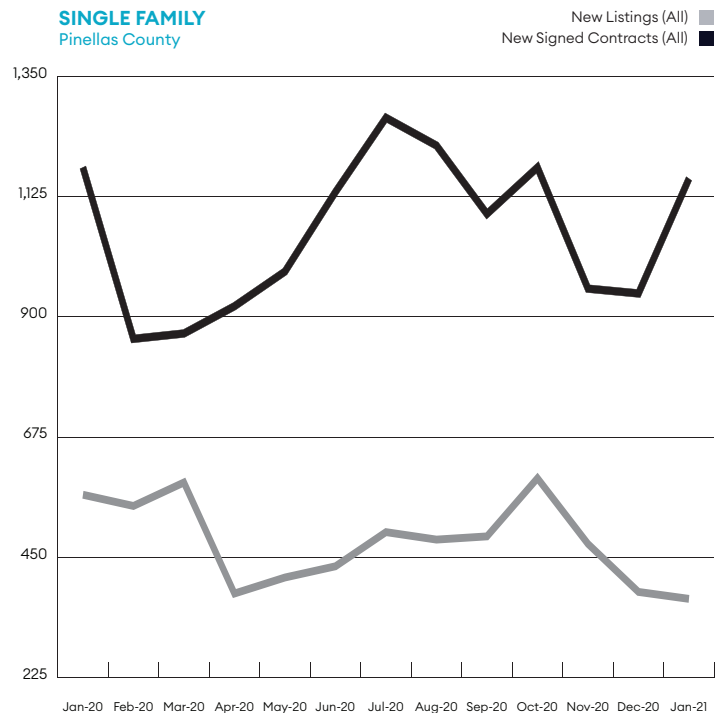


Source: Miami Association of REALTORS, INC. MLS

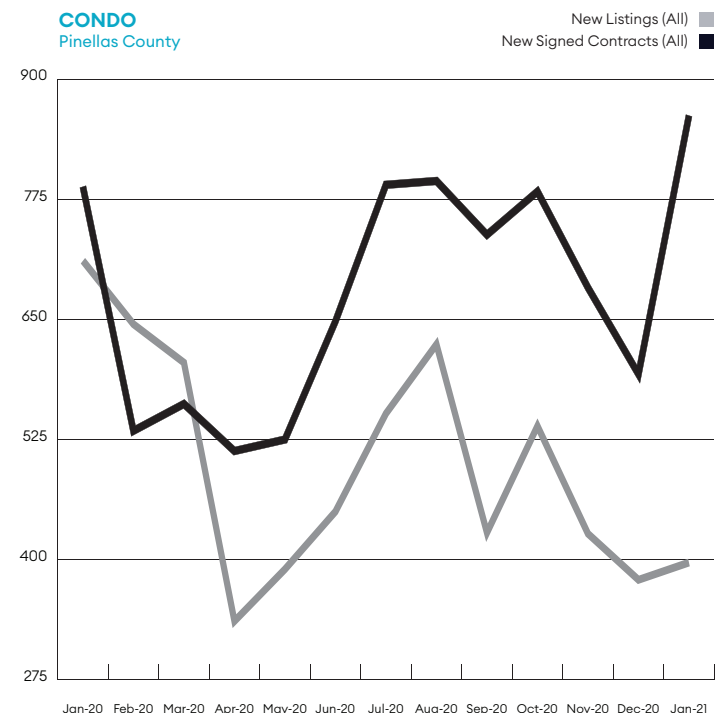
Pinellas County

"Single family new signed contracts slipped year over year for the first time since last April as the market struggles to shift to more seasonally consistent trends. Condo's new signed contracts saw greater annual gains in three of the past four months. New listings for single families and condos fell sharply from the same month a year ago."

SINGLE FAMILY MATRIX Pinellas County	JAN 2021	JAN 2020	%Δ (yr)
New Signed Contracts (All)	1,159	1,180	-1.8%
< \$200K	111	211	-47.4%
\$200K - \$299K	361	412	-12.4%
\$300K - \$399K	263	240	9.6%
\$400K - \$499K	142	116	22.4%
\$500K - \$599K	86	73	17.8%
\$600K - \$799K	88	64	37.5%
\$800K - \$999K	42	29	44.8%
≥ \$1M	66	35	88.6%
New Listings (All)	372	567	-34.4%
< \$200K	32	97	-67.0%
\$200K - \$299K	108	147	-26.5%
\$300K - \$399K	78	117	-33.3%
\$400K - \$499K	47	62	-24.2%
\$500K - \$599K	20	38	-47.4%
\$600K - \$799K	28	25	12.0%
\$800K - \$999K	20	22	-9.1%
≥ \$1M	39	59	-33.9%



CONDO MATRIX Pinellas County	JAN 2021	JAN 2020	%Δ (yr)
New Signed Contracts (All)	862	788	9.4%
< \$200K	409	428	-4.4%
\$200K - \$299K	160	172	-7.0%
\$300K - \$399K	96	73	31.5%
\$400K - \$499K	54	40	35.0%
\$500K - \$599K	35	20	75.0%
\$600K - \$799K	52	28	85.7%
\$800K - \$999K	20	4	400.0%
≥ \$1M	36	23	56.5%
New Listings (All)	397	711	-44.2%
< \$200K	208	380	-45.3%
\$200K - \$299K	70	138	-49.3%
\$300K - \$399K	31	69	-55.1%
\$400K - \$499K	15	38	-60.5%
\$500K - \$599K	18	20	-10.0%
\$600K - \$799K	20	27	-25.9%
\$800K - \$999K	13	15	-13.3%
≥ \$1M	22	24	-8.3%

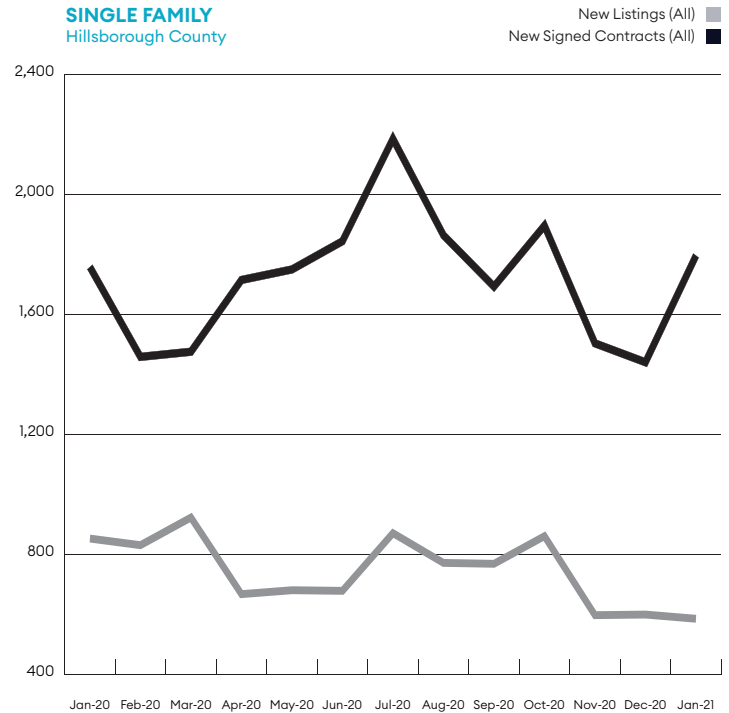


Source: Stellar MLS

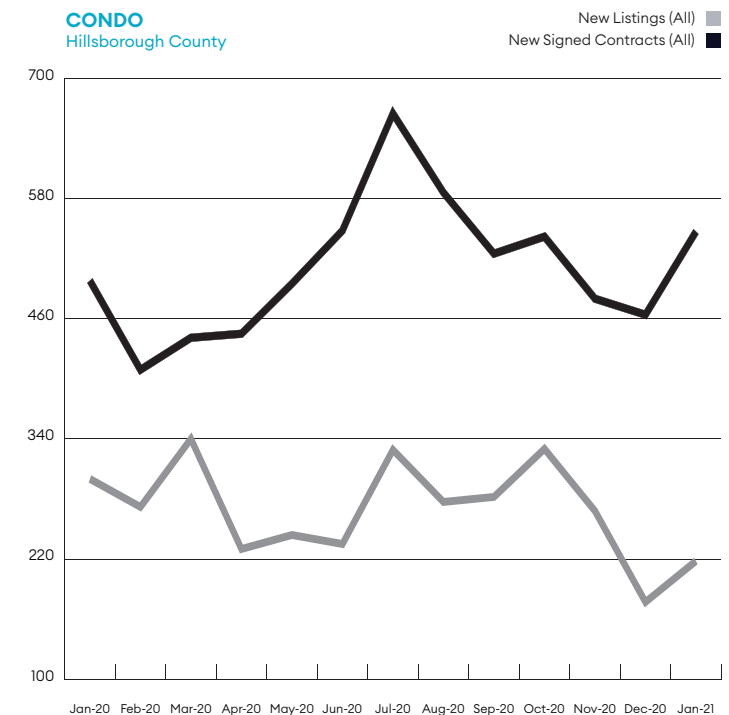
Hillsborough County

"Single family and condo new signed contracts have been rising year over year since tracking began last May. Condo's new signed contract growth has exceeded single family gains over the past three months. New listings for single families and condos fell sharply from the same month a year ago."

SINGLE FAMILY MATRIX Hillsborough County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	1,796	1,758	2.2%
< \$200K	147	306	-52.0%
\$200K - \$299K	728	820	-11.2%
\$300K - \$399K	436	316	38.0%
\$400K - \$499K	196	139	41.0%
\$500K - \$599K	101	66	53.0%
\$600K - \$799K	87	64	35.9%
\$800K - \$999K	35	23	52.2%
≥ \$1M	66	24	175.0%
New Listings (All)	587	854	-31.3%
< \$200K	55	97	-43.3%
\$200K - \$299K	193	321	-39.9%
\$300K - \$399K	144	191	-24.6%
\$400K - \$499K	57	88	-35.2%
\$500K - \$599K	36	40	-10.0%
\$600K - \$799K	30	49	-38.8%
\$800K - \$999K	22	25	-12.0%
≥ \$1M	50	43	16.3%



CONDO MATRIX Hillsborough County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	547	498	9.8%
< \$200K	248	290	-14.5%
\$200K - \$299K	170	114	49.1%
\$300K - \$399K	58	39	48.7%
\$400K - \$499K	30	20	50.0%
\$500K - \$599K	15	20	-25.0%
\$600K - \$799K	15	6	150.0%
\$800K - \$999K	5	4	25.0%
≥ \$1M	6	5	20.0%
New Listings (All)	218	300	-27.3%
< \$200K	86	141	-39.0%
\$200K - \$299K	58	55	5.5%
\$300K - \$399K	29	29	0.0%
\$400K - \$499K	16	17	-5.9%
\$500K - \$599K	7	36	-80.6%
\$600K - \$799K	12	6	100.0%
\$800K - \$999K	3	4	-25.0%
≥ \$1M	7	12	-41.7%



Source: Stellar MLS

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

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

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