

Elliman Report

Q3-2022 St. Petersburg, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

+ 18.7%
Prices Median Sales Price

- 28.2%
Sales Closed Sales

+ 67.4%
Inventory Total Inventory

+ 3 days
Marketing Time
Days on Market

Condo Dashboard

YEAR-OVER-YEAR

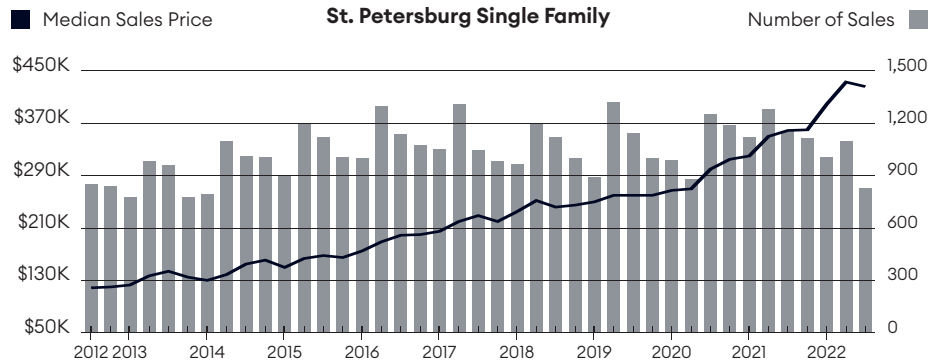
+ 29.0%
Prices Median Sales Price

- 28.2%
Sales Closed Sales

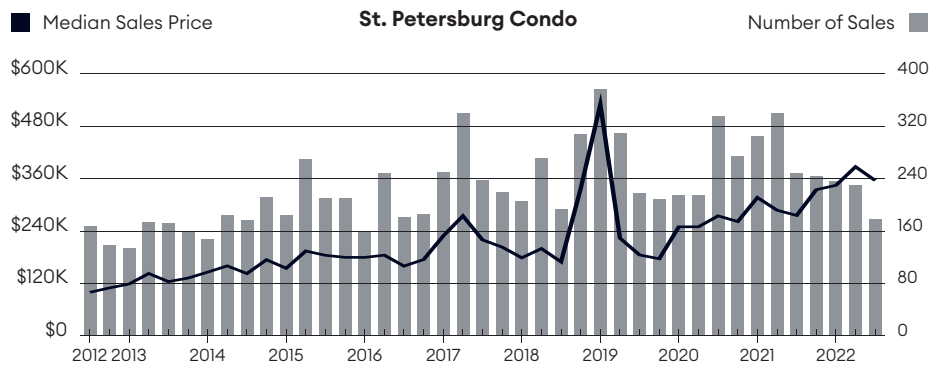
+ 121.0%
Inventory Total Inventory

+ 4 days
Marketing Time
Days on Market

- Single family median sales price increased annually for the forty-third consecutive quarter
- Condo price trend indicators increased year over year collectively tenth straight quarter



St. Petersburg Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$562,139	-3.1%	\$580,005	17.9%	\$476,727
Average Price Per Sq Ft	\$378	1.1%	\$374	23.5%	\$306
Median Sales Price	\$426,000	-1.6%	\$432,900	18.7%	\$359,000
Number of Sales (Closed)	828	-24.6%	1,098	-28.2%	1,153
Days on Market (From Last List Date)	20	100.0%	10	17.6%	17
Listing Discount (From Last List Price)	2.5%		-1.6%		0.8%
Listing Inventory	499	27.9%	390	67.4%	298
Months of Supply	1.8	63.6%	1.1	125.0%	0.8
Average Square Feet	1,489	-4.0%	1,551	-4.3%	1,556



St. Petersburg Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$518,853	-1.5%	\$526,614	24.6%	\$416,437
Average Price Per Sq Ft	\$470	0.0%	\$470	20.5%	\$390
Median Sales Price	\$356,000	-8.1%	\$387,500	29.0%	\$276,000
Number of Sales (Closed)	178	-22.6%	230	-28.2%	248
Days on Market (From Last List Date)	24	100.0%	12	20.0%	20
Listing Discount (From Last List Price)	3.2%		0.9%		1.7%
Listing Inventory	274	25.7%	218	121.0%	124
Months of Supply	4.6	64.3%	2.8	206.7%	1.5
Average Square Feet	1,103	-1.5%	1,120	3.2%	1,069

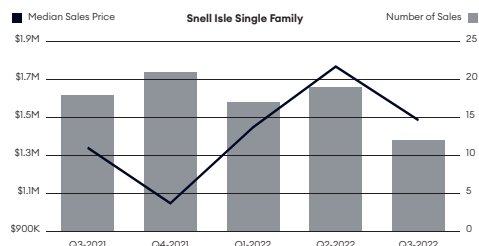


Price trends continued to rise as sales slid and listing inventory expanded. Single family median sales price increased 18.7% year over year to \$426,000, the second-highest on record. With the spike in mortgage rates over the past six months, single family sales fell by 28.2% to 828 from the previous year's quarter, causing listing

inventory to expand. There were 499 single family listings at the end of the quarter, sharply above the year-ago level of 298. Despite the slower market pace, 27.7% of all closings in the quarter went to bidding wars, paying an average premium of 2.5%. The condo market showed similar results, with the median sales

price rising 29% annually to \$356,000, 91.9% above pre-pandemic levels. With condo sales falling 28.2% and listing inventory expanding by more than double, the condo market's pace slowed by more than half, 13.2% faster than pre-pandemic conditions.

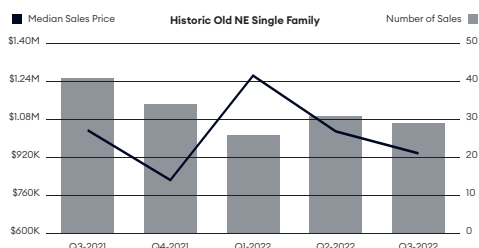
Snell Isle Single Family



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

Snell Isle Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,674,667	-26.9%	\$2,290,000	9.5%	\$1,530,038
Average Price per Sq Ft	\$586	-19.7%	\$730	18.9%	\$493
Median Sales Price	\$1,487,500	-16.0%	\$1,770,000	10.8%	\$1,342,500
Number of Sales (Closed)	12	-36.8%	19	-33.3%	18
Days on Market (From Last List Date)	43	437.5%	8	13.2%	38
Listing Discount (From Last List Price)	2.2%		0.7%		3.4%
Listing Inventory	25	25.0%	20	108.3%	12
Months of Supply	6.3	96.9%	3.2	215.0%	2.0
Average Square Feet	2,859	-8.9%	3,138	-7.9%	3,104

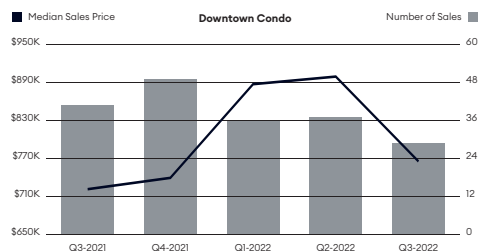
Historic Old NE Single Family



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.

Historic Old NE Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,304,538	0.1%	\$1,303,171	7.8%	\$1,210,034
Average Price per Sq Ft	\$622	18.0%	\$527	33.2%	\$467
Median Sales Price	\$937,500	-9.0%	\$1,030,122	-9.4%	\$1,035,000
Number of Sales (Closed)	29	-6.5%	31	-29.3%	41
Days on Market (From Last List Date)	14	7.7%	13	-26.3%	19
Listing Discount (From Last List Price)	1.1%		-1.7%		1.7%
Listing Inventory	17	-10.5%	19	88.9%	9
Months of Supply	1.8	0.0%	1.8	157.1%	0.7
Average Square Feet	2,098	-15.1%	2,471	-19.1%	2,593

Downtown Condo



Comprised of condo data in zip code 33701.

Downtown Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$925,978	-31.5%	\$1,350,808	-4.2%	\$966,844
Average Price per Sq Ft	\$678	-19.9%	\$846	-3.3%	\$701
Median Sales Price	\$766,000	-14.9%	\$900,000	6.1%	\$722,100
Number of Sales (Closed)	29	-21.6%	37	-29.3%	41
Days on Market (From Last List Date)	28	211.1%	9	154.5%	11
Listing Discount (From Last List Price)	2.9%		1.7%		1.9%
Listing Inventory	72	-2.7%	74	67.4%	43
Months of Supply	7.4	23.3%	6.0	138.7%	3.1
Average Square Feet	2,839	-3.7%	2,948	-8.6%	3,106

By Sales Share St. Petersburg

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	35.0%	38.9%
Single Family Mortgage	65.0%	61.1%
Condo Cash	52.8%	59.7%
Condo Mortgage	47.2%	40.3%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	63.9%	75.2%
Single Family \$500K - \$1M	28.0%	18.4%
Single Family Over \$1M	8.1%	6.4%
Condo Under \$500K	70.8%	78.2%
Condo \$500K-\$1M	19.1%	13.7%
Condo Over \$1M	10.1%	8.1%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	27.7%	38.1%
Single Family At	18.1%	18.9%
Single Family Under	54.2%	43.1%
Condo Over	19.7%	31.0%
Condo At	14.6%	24.2%
Condo Under	65.7%	44.8%

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