

TRENDS

TODAY'S REAL ESTATE
ALONG FLORIDA'S EAST COAST

ONE

Sotheby's
INTERNATIONAL REALTY

2023 QUARTER 3
MARKET REPORT



FEATURED PROPERTY:
6600 N HIGHWAY A1A, HUTCHINSON ISLAND, FL

LOCAL EXPERTISE WITH A GLOBAL PERSPECTIVE

I'm thrilled to share our Q3 market report—providing superior insights into Florida's East Coast real estate market. In the third quarter, our regions demonstrated resilience amidst rising mortgage rates and continued to outperform the rest of the country. Some markets showed signs of sustained strength against an exceptionally tough YOY comparison. Broward County saw homes selling faster, and Martin County stood out with 12% of single-family homes selling above asking price. Miami-Dade and Palm Beach Counties experienced an uptick in sales for single-family homes and condominiums. At the same time, Northeast Florida saw incremental price increases supporting a healthy market. Active listings increased across the board, adding much-needed inventory into the market, which still remains significantly below historic levels.

Summer 2023 was an exciting time for ONE Sotheby's International Realty. Our achievements echoed our commitment to excellence and the unmatched culture we have built together. We were voted Best Luxury Brokerage in Florida for the second consecutive year by Luxury Lifestyle Magazine and were recognized as one of the fastest-growing private companies in the U.S. and South Florida by INC. 5000 and South Florida Business Journal.

Looking forward, we expect a busy winter season with our brand incredibly positioned to make a lasting impression through Sotheby's International Realty's partnership with Art Basel Miami Beach. As all eyes turn to South Florida, this alliance establishes us as patrons of the arts and promises unique exposure for the properties we represent.

ONE Sotheby's International Realty remains dedicated to supporting its agents with industry-leading data, tools, and resources to help serve clients like no other brand can.

We simply do more.



Daniel de la Vega

President
ONE Sotheby's International Realty

A stylized, handwritten signature in black ink, consisting of several loops and a long horizontal stroke extending to the right.

ABOUT TRENDS:

ONE Sotheby's International Realty presents the only market report focused on Florida's East Coast. From Miami to Amelia Island, data is presented from a macro perspective down to city level.

Data is sourced from local Multiple Listing Service (MLS) organizations. Written analysis created in partnership with the Rosen Consulting Group, a nationally recognized consulting firm and trusted advisor to top public and private real estate operators and capital providers.

Market data for residential properties above \$1M for Miami-Dade County to Palm Beach County and properties above \$500K for Martin County to Nassau County.

CONTENTS

06	Miami-Dade County
08	Broward County
10	Palm Beach County
12	Martin County
14	Indian River County
16	Brevard County
18	St. Johns County
19	Duval County
20	Clay County
21	Nassau County
22	Flagler County





The St. Regis Residences, Miami

Situated along the beautiful coastline of South Brickell, with exquisite bayfront views, an on-property private marina, and an exclusive fine dining restaurant by Michelin-starred chef Fabio Trabocchi. The St. Regis Residences, Miami offer a lifetime of legendary moments - a place where the history and heritage of a timeless brand enables a signature way of life, propelled by impeccable service, world-class design and unparalleled connoisseurship.

PRICED FROM \$3.5M

SCHEDULE A PRIVATE PREVIEW

Sales Gallery Now Open | By Appointment Only

1809 Brickell Avenue, Miami, Florida 33129

Sales@MiamiSRR.com | +1 786 712 3495 | MiamiSRR.com

ONE | Sotheby's
INTERNATIONAL REALTY

© 2023 ONE Sotheby's International Realty. All rights reserved. Sotheby's International Realty® and the Sotheby's International Realty Logo are service marks licensed to Sotheby's International Realty Affiliates LLC and used with permission. ONE Sotheby's International Realty fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated. Any services or products provided by independently owned and operated franchisees are not provided by, affiliated with or related to Sotheby's International Realty Affiliates LLC or any of its affiliated companies. The information contained herein is deemed accurate but not guaranteed. Oral representations cannot be relied upon as correctly stating the representations of the developer. For correct representations, reference should be made to the documents required by section 718.503, Florida Statutes, to be furnished by a developer to a buyer or lessee. Pricing subject to change without notice.

PIER SIXTY-SIX RESIDENCES




Dock at Your Doorstep

Experience the ultimate marina lifestyle.
Introducing an unprecedented collection of exquisite residences
at Fort Lauderdale's iconic superyacht marina, priced from \$3.85M.

Schedule An Appointment • 954.637.2486

Residences@PierSixtySix.com



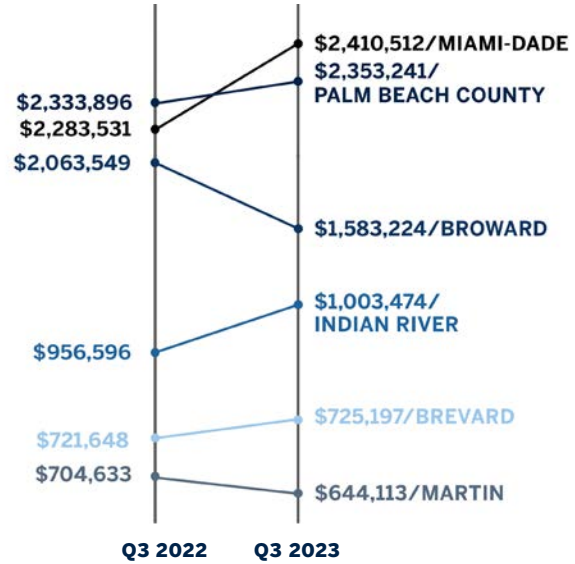
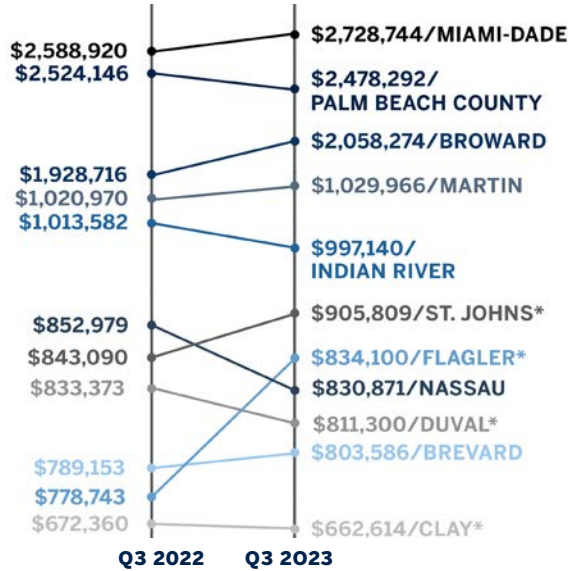
 Obtain the Property Report required by Federal Law and read it before signing anything. No Federal or State agency has endorsed or judge s not an offer to sell or solicitation to buy real estate in any jurisdiction where prohibited by law. Products and availability are subject to change without notice. Improvements, facilities and programs may be in formative stages and cannot be guaranteed. Artist renderings are for illustrative purposes only and may differ from completed products.

EXCLUSIVE SALES & MARKETING BY

ONE | Sotheby's
INTERNATIONAL REALTY

FLORIDA'S EAST COAST SNAPSHOT

MARKET DATA FOR RESIDENTIAL PROPERTIES ABOVE \$1M FOR MIAMI-DADE COUNTY TO PALM BEACH COUNTY AND PROPERTIES ABOVE \$500K FOR MARTIN COUNTY TO NASSAU COUNTY.



AVERAGE SALES PRICE BY COUNTY

SINGLE-FAMILY HOMES
*ALL RESIDENTIAL PROPERTIES

CONDOMINIUMS

	FOR SALE		MEDIAN SALES PRICE		AVG SALES PRICE		PRICE PER SF		CLOSED TRANSACTIONS		HIGHEST SALES
	SEP 23	CHANGE FROM PRIOR MONTH	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
MIAMI-DADE COUNTY											
SINGLE-FAMILY HOMES	1,679	5%	\$1,590,000	-5%	\$2,728,744	5%	\$665	1%	577	10%	\$57,000,000
CONDOS	1,994	6%	\$1,600,000	3%	\$2,410,512	6%	\$898	2%	411	5%	\$24,175,000
BREVARD COUNTY											
SINGLE-FAMILY HOMES	622	12%	\$655,000	-1%	\$803,586	2%	\$288	3%	585	-5%	\$6,000,000
CONDOS	184	6%	\$640,000	-1%	\$725,197	0%	\$398	8%	97	-5%	\$1,555,000
BROWARD COUNTY											
SINGLE-FAMILY HOMES	1,063	3%	\$1,400,000	0%	\$2,058,274	7%	\$442	-2%	519	1%	\$30,000,000
CONDOS	446	9%	\$1,400,000	-8%	\$1,583,224	-23%	\$726	0%	96	0%	\$4,625,000
INDIAN RIVER COUNTY											
SINGLE-FAMILY HOMES	429	7%	\$747,000	4%	\$997,140	-2%	\$302	2%	187	4%	\$4,250,000
CONDOS	96	1%	\$842,500	-5%	\$1,003,474	5%	\$441	2%	40	5%	\$2,500,000
MARTIN COUNTY											
SINGLE-FAMILY HOMES	153	-1%	\$815,500	2%	\$1,029,966	1%	\$337	1%	146	-1%	\$7,750,000
CONDOS	33	3%	\$597,500	-5%	\$644,113	-9%	\$457	-3%	20	33%	\$975,000
PALM BEACH COUNTY											
SINGLE-FAMILY HOMES	1,606	12%	\$1,590,000	-4%	\$2,478,292	-2%	\$527	1%	708	8%	\$50,000,000
CONDOS	503	10%	\$1,806,500	6%	\$2,353,241	15%	\$926	16%	172	17%	\$8,370,000
CLAY COUNTY											
ALL RESIDENTIAL	40	-26%	\$589,900	-3%	\$662,825	-1%	\$203	-2%	130	-2%	\$2,230,000
DUVAL COUNTY											
ALL RESIDENTIAL	224	14%	\$685,000	1%	\$822,074	-1%	\$284	0%	619	7%	\$5,000,000
FLAGLER COUNTY											
ALL RESIDENTIAL	124	-18%	\$675,000	3%	\$841,509	8%	\$321	2%	263	-10%	\$4,200,000
NASSAU COUNTY											
ALL RESIDENTIAL	158	15%	\$725,000	4%	\$856,052	-1%	\$335	11%	369	13%	\$6,350,000
ST. JOHNS COUNTY											
ALL RESIDENTIAL	478	10%	\$697,264	3%	\$889,357	7%	\$288	3%	1,111	-3%	\$19,000,000

MIAMI-DADE COUNTY

MARKET DATA FOR SINGLE-FAMILY HOMES, \$1,000,000+

SINGLE-FAMILY HOMES | SALES AND AVERAGE PRICE INCREASE

Sales experienced an optimistic increase of 10% from last year. There's also a surge in new listings, indicating a proactive response from sellers eager to leverage the favorable market conditions.



\$1.6M MEDIAN SALES PRICE **↓5%**

74 AVERAGE DAYS ON MARKET **↑61%**

\$665 MEDIAN PPSF **↑1%**

1,679 ACTIVE LISTINGS **↑10%**

577 SOLD LISTINGS **↑10%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
AVENTURA	\$1,662,500	\$2,042,500	-19%	\$579	-8%	4	0%	14
BAL HARBOUR	\$6,800,000	N/A	N/A	\$2,586	N/A	1	N/A	146
BAY HARBOR ISLANDS	\$3,075,000	\$6,150,000	-50%	\$1,033	-30%	5	150%	34
COCONUT GROVE	\$2,360,500	\$2,100,000	12%	\$1,052	-16%	8	167%	33
CORAL GABLES	\$1,557,000	\$1,900,000	-18%	\$821	5%	56	-23%	57
GOLDEN BEACH	\$6,850,000	\$22,000,000	-69%	\$1,662	-26%	1	-50%	34
KEY BISCAIYNE	\$2,500,000	\$4,300,000	-42%	\$1,250	-15%	7	-56%	147
MIAMI	\$1,403,500	\$1,400,000	0%	\$550	7%	164	28%	69
MIAMI BEACH	\$3,445,000	\$3,430,000	0%	\$1,158	1%	61	61%	113
MIAMI SHORES	\$1,345,000	\$1,500,000	-10%	\$707	7%	28	22%	37
NORTH BAY VILLAGE	\$1,487,500	\$1,185,000	26%	\$633	23%	4	-20%	91
PINECREST	\$2,440,000	\$2,400,000	2%	\$747	13%	50	9%	76
SOUTH MIAMI	\$1,346,875	\$2,690,000	-50%	\$683	-11%	13	-13%	48
SUNNY ISLES BEACH	N/A	\$1,750,000	N/A	N/A	N/A	-	N/A	N/A
SURFSIDE	\$1,312,500	\$1,492,500	-12%	\$767	-4%	6	-40%	91

MIAMI-DADE COUNTY

MARKET DATA FOR CONDOMINIUMS, \$1,000,000+

CONDOMINIUMS | SALES AND PRICE ON THE RISE

Compared with last year, sales increased by 5% while the median price was up by 3%. Buyer competition stalled, with few units selling above the list price.



\$1.6M MEDIAN SALES PRICE **↑3%**

122 AVERAGE DAYS ON MARKET **↑27%**

\$898 MEDIAN PPSF **↑2%**

1,994 ACTIVE LISTINGS **↑11%**

411 SOLD LISTINGS **↑5%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
AVENTURA	\$1,525,000	\$1,850,000	-18%	\$525	-8%	29	-12%	115
BAL HARBOUR	\$3,300,000	\$2,800,000	18%	\$1,155	-4%	19	111%	171
BAY HARBOR ISLANDS	\$1,700,000	\$1,192,500	43%	\$640	-16%	5	25%	85
BRICKELL/DOWNTOWN MIAMI/EDGEWATER	\$1,340,000	\$1,335,000	0%	\$815	0%	80	1%	100
COCONUT GROVE	\$1,600,000	\$1,315,000	22%	\$914	27%	11	83%	48
CORAL GABLES	\$1,840,000	\$2,199,000	-16%	\$811	8%	7	-22%	69
FISHER ISLAND	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
GOLDEN BEACH	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
INDIAN CREEK	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
KEY BISCAIYNE	\$1,700,000	\$1,825,000	-7%	\$891	-8%	30	7%	99
MIAMI	\$1,256,250	\$1,360,000	-8%	\$879	3%	38	9%	83
MIAMI BEACH	\$1,812,500	\$1,700,000	7%	\$1,242	6%	96	16%	136
MIAMI SHORES	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
NORTH BAY VILLAGE	\$1,140,000	N/A	N/A	\$597	N/A	1	N/A	42
PINECREST	\$1,500,000	\$1,099,000	36%	\$450	1%	1	-67%	10
SUNNY ISLES BEACH	\$2,380,000	\$1,700,000	40%	\$1,046	23%	55	-28%	182
SURFSIDE	\$6,100,000	\$2,750,000	122%	\$2,863	58%	6	-25%	88

BROWARD COUNTY

MARKET DATA FOR SINGLE-FAMILY HOMES, \$1,000,000+

SINGLE-FAMILY HOMES | SALES INCREASE

The total number of sales increased by 6% from last year. The median price was unchanged from last year.



\$1.4M MEDIAN
SALES PRICE **0%**

69 AVERAGE DAYS
ON MARKET **↑69%**

\$442 MEDIAN
PPSF **↓2%**

1,063 ACTIVE
LISTINGS **↑1%**

519 SOLD
LISTINGS **↑6%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
COOPER CITY	\$1,239,759	\$1,235,000	0%	\$378	-3%	18	50%	51
CORAL SPRINGS	\$1,212,500	\$1,255,000	-3%	\$340	1%	8	-50%	58
DAVIE	\$1,525,000	\$1,500,000	2%	\$379	-6%	45	25%	72
DEERFIELD BEACH	\$2,325,000	\$1,800,000	29%	\$845	38%	4	-43%	49
FORT LAUDERDALE	\$1,900,000	\$2,000,000	-5%	\$713	-7%	121	2%	96
HALLANDALE	\$4,050,000	\$3,275,000	24%	\$767	-39%	3	50%	33
HILLSBORO BEACH	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
HOLLYWOOD	\$1,330,000	\$1,300,000	2%	\$478	-6%	27	8%	83
LAUDERDALE-BY-THE-SEA	\$2,000,000	\$1,559,000	28%	\$957	8%	2	-60%	127
LIGHTHOUSE POINT	\$2,050,000	\$2,250,000	-9%	\$722	2%	23	21%	58
MIRAMAR	\$1,200,000	\$1,330,000	-10%	\$317	-14%	19	36%	51
PARKLAND	\$1,350,000	\$1,325,000	2%	\$382	1%	103	17%	49
PEMBROKE PINES	\$1,075,000	\$1,212,500	-11%	\$328	5%	7	17%	38
PLANTATION	\$1,250,000	\$1,262,500	-1%	\$394	-3%	25	-4%	62
POMPAÑO BEACH	\$1,374,500	\$1,450,000	-5%	\$660	-14%	26	13%	66
SOUTHWEST RANCHES	\$2,025,000	\$1,800,000	13%	\$578	15%	17	89%	99
SUNRISE	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
WESTON	\$1,295,000	\$1,237,500	5%	\$409	3%	54	-18%	61
WILTON MANORS	\$1,065,000	\$1,350,000	-21%	\$539	-8%	5	-29%	30

BROWARD COUNTY

MARKET DATA FOR CONDOMINIUMS, \$1,000,000+

CONDOMINIUMS | UNITS SELLING FASTER

Units that sold during the third quarter averaged 64 days on the market, 26% less time than a year ago. Compared with last year, sales volume was down by 30%.



\$1.4M MEDIAN
SALES PRICE **↓8%**

64 AVERAGE DAYS
ON MARKET **↓26%**

726 MEDIAN
PPSF **0%**

446 ACTIVE
LISTINGS **↑37%**

96 SOLD
LISTINGS **↓30%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
DEERFIELD BEACH	\$1,212,500	\$2,250,000	-46%	\$704	-8%	2	-33%	74
FORT LAUDERDALE	\$1,447,500	\$1,550,000	-7%	\$731	0%	56	-36%	55
HALLANDALE	\$1,275,000	\$1,450,000	-12%	\$711	-10%	12	140%	68
HILLSBORO BEACH	\$1,025,000	\$1,295,000	-21%	\$441	-27%	3	-40%	55
HOLLYWOOD	\$1,650,000	\$1,335,000	24%	\$809	-1%	13	-32%	117
LAUDERDALE-BY-THE-SEA	\$1,720,000	\$2,038,750	-16%	\$930	58%	4	-67%	32
LIGHTHOUSE POINT	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
WILTON MANORS	N/A	\$1,150,000	N/A	N/A	N/A	-	N/A	N/A

PALM BEACH COUNTY

MARKET DATA FOR SINGLE-FAMILY HOMES, \$1,000,000+

SINGLE-FAMILY HOMES | SALES INCREASE, PRICES DECREASE

Sales volume increased compared with one year ago, and more homes sold at a premium to the asking price as well. However, the median price decreased slightly to just under \$1.6 million.



\$1.6M MEDIAN SALES PRICE **↓4%**

71 AVERAGE DAYS ON MARKET **↑77%**

\$527 MEDIAN PPSF **↑1%**

1,606 ACTIVE LISTINGS **↑21%**

708 SOLD LISTINGS **↑8%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
BOCA RATON	\$1,750,000	\$1,650,000	6%	\$531	6%	215	14%	\$62
BOYNTON BEACH	\$1,225,000	\$1,275,000	-4%	\$423	-5%	47	47%	\$58
DELRAY BEACH	\$1,850,000	\$1,658,750	12%	\$546	10%	89	1%	\$55
HIGHLAND BEACH	\$4,335,000	\$6,775,000	-36%	\$1,319	-13%	2	0%	\$18
JUNO BEACH	\$2,180,000	\$1,395,000	56%	\$845	49%	5	400%	\$56
JUPITER	\$1,710,000	\$1,743,250	-2%	\$564	2%	95	32%	\$74
JUPITER INLET COLONY	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
LAKE PARK	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
LAKE WORTH	\$1,200,000	\$1,325,000	-9%	\$382	-2%	9	-25%	\$51
LANTANA	\$3,725,000	\$2,525,000	48%	\$977	-16%	6	50%	\$78
NORTH PALM BEACH	\$2,629,000	\$26,775,000	-38%	\$6,864	11%	1	0%	\$137
MANALAPAN	\$16,500,000	\$1,635,000	61%	\$903	37%	7	-46%	\$66
PALM BEACH	\$14,350,000	\$8,375,000	71%	\$3,783	21%	5	-44%	\$198
PALM BEACH GARDENS	\$1,536,000	\$1,733,355	-11%	\$492	-7%	108	24%	\$75
SINGER ISLAND	\$1,075,000	\$4,462,500	-76%	\$605	-52%	1	-75%	\$338
TEQUESTA	\$1,775,000	\$1,610,000	10%	\$932	39%	7	75%	\$63
WELLINGTON	\$1,500,000	\$1,565,000	-4%	\$388	-16%	35	-31%	\$112
WEST PALM BEACH	\$1,450,000	\$1,775,000	-18%	\$576	-21%	37	-29%	\$105

PALM BEACH COUNTY

MARKET DATA FOR CONDOMINIUMS, \$1,000,000+

CONDOMINIUMS | CONDO SALES INCREASE

Compared with last year, sales volume increased by 17%. Sales at the higher price ranges improved, with the number of condos priced greater than \$3 million doubling.



\$1.8M MEDIAN SALES PRICE **↑6%**

88 AVERAGE DAYS ON MARKET **↑114%**

\$926 MEDIAN PPSF **↑16%**

503 ACTIVE LISTINGS **↑28%**

172 SOLD LISTINGS **↑17%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
BOCA RATON	\$1,700,000	\$1,440,000	18%	\$852	10%	39	26%	\$77
BOYNTON BEACH	\$1,395,000	N/A	N/A	\$987	N/A	1	N/A	\$31
DELRAY BEACH	\$1,275,000	\$1,650,000	-23%	\$741	-3%	15	-21%	\$63
HIGHLAND BEACH	\$1,475,000	\$1,650,000	-11%	\$720	-9%	15	-12%	\$71
JUNO BEACH	\$1,562,500	\$1,707,500	-8%	\$703	-18%	8	0%	\$92
JUPITER	\$2,025,000	\$1,712,500	18%	\$938	27%	5	-69%	\$38
JUPITER INLET COLONY	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
LAKE PARK	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
LAKE WORTH	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
LANTANA	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
NORTH PALM BEACH	\$1,525,000	\$2,455,000	-38%	\$564	-32%	7	75%	\$151
MANALAPAN	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
PALM BEACH	\$2,150,000	\$2,350,000	-9%	\$1,632	29%	11	-59%	\$65
PALM BEACH GARDENS	\$1,425,000	\$1,987,500	-28%	\$526	-16%	4	100%	\$29
SINGER ISLAND	\$1,402,000	\$1,225,000	14%	\$875	12%	9	50%	\$148
TEQUESTA	\$2,400,000	\$2,600,000	-8%	\$873	-21%	1	-67%	\$181
WELLINGTON	N/A	\$1,372,500	N/A	N/A	N/A	-	N/A	N/A
WEST PALM BEACH	\$3,494,928	\$1,300,000	169%	\$1,435	106%	48	586%	\$108

MARTIN COUNTY

MARKET DATA FOR SINGLE-FAMILY HOMES, \$500,000+

SINGLE-FAMILY HOMES | BUYER COMPETITION PERSISTS

The share of homes that sold above the asking price was 12% during the third quarter, on par with last year.



\$816K MEDIAN SALES PRICE **↑2%**

49 AVERAGE DAYS ON MARKET **↑60%**

\$337 MEDIAN PPSF **↑1%**

153 ACTIVE LISTINGS **↑7%**

146 SOLD LISTINGS **↓1%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
HOBE SOUND	\$630,000	\$684,500	-8%	\$337	5%	11	38%	40
HUTCHINSON ISLAND	\$3,115,000	\$2,652,500	17%	\$724	15%	4	100%	64
JENSEN BEACH	\$730,000	\$750,000	-3%	\$324	8%	19	-14%	24
JUPITER ISLAND	\$15,650,000	\$4,937,500	217%	\$2,588	87%	4	0%	150
PALM CITY	\$845,000	\$832,500	2%	\$320	0%	99	6%	54
SEWALL'S POINT	\$1,575,000	\$1,630,000	-3%	\$586	25%	11	-8%	66
STUART	\$865,000	\$697,900	24%	\$351	8%	52	11%	57

MARTIN COUNTY

MARKET DATA FOR CONDOMINIUMS, \$500,000+

CONDOMINIUMS | SALES VOLUME IS UP

The number of condo sales increased by 33% from last year. However, the median sales of condos priced greater than \$500,000 decreased by 5%.

\$598K MEDIAN SALES PRICE **↓5%**

83 AVERAGE DAYS ON MARKET **↑224%**

\$457 MEDIAN PPSF **↓3%**

33 ACTIVE LISTINGS **↑18%**

20 SOLD LISTINGS **↑33%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.



Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
HOBE SOUND	N/A	\$1,250,000	N/A	N/A	N/A	-	N/A	N/A
HUTCHINSON ISLAND	\$610,875	\$567,500	8%	\$482	0%	14	40%	93
JENSEN BEACH	\$500,000	\$500,590	0%	\$277	0%	1	0%	58
JUPITER ISLAND	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
PALM CITY	\$535,000	N/A	N/A	\$336	N/A	1	N/A	15
SEWALL'S POINT	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
STUART	\$650,000	\$792,500	-18%	\$416	-2%	3	50%	75

INDIAN RIVER COUNTY

MARKET DATA FOR SINGLE-FAMILY HOMES, \$500,000+

SINGLE-FAMILY HOMES | SALES VOLUME AND PRICING ON THE RISE

Total transactions increased by 4% compared with last year. While pricing in much of the region fell, the median price in Indian River County increased by 4% annually.



\$747K MEDIAN SALES PRICE ↑4%

91 AVERAGE DAYS ON MARKET ↑44%

\$302 MEDIAN PPSF ↑2%

429 ACTIVE LISTINGS ↑54%

187 SOLD LISTINGS ↑4%

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
BARRIER ISLAND	\$1,250,000	\$1,315,000	-5%	\$444	-10%	51	13%	102
MAINLAND VERO BEACH	\$635,000	\$627,500	1%	\$273	6%	89	3%	96
SEBASTIAN/FELLSMERE	\$600,000	\$645,000	-7%	\$239	-16%	11	-8%	98

INDIAN RIVER COUNTY

MARKET DATA FOR CONDOMINIUMS, \$500,000+

CONDOMINIUMS | PRICING MIXED

While the median condo price decreased by 5% from last year, it was higher than the second quarter tally. Units took longer to sell, roughly double the amount of time on average as last year.



\$843K MEDIAN SALES PRICE **↓5%**

115 AVERAGE DAYS ON MARKET **↑106%**

\$441 MEDIAN PPSF **↑2%**

96 ACTIVE LISTINGS **↑39%**

40 SOLD LISTINGS **↑5%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
BARRIER ISLAND	\$825,000	\$945,000	-13%	\$442	-9%	27	0%	134
MAINLAND VERO BEACH	\$800,227	\$655,000	22%	\$388	35%	10	43%	85
SEBASTIAN/FELLSMERE	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A

BREVARD COUNTY

MARKET DATA FOR SINGLE-FAMILY HOMES, \$500,000+

SINGLE-FAMILY HOMES | HOMES SELL QUICKLY

The average time a home was on the market in Brevard County was 33 days in the third quarter, the lowest average in the region. The amount of time to sell has decreased since the start of the year.



\$655K MEDIAN **↓1%**
SALES PRICE

33 AVERAGE DAYS **↑57%**
ON MARKET

\$288 MEDIAN **↑3%**
PPSF

622 ACTIVE **↑25%**
LISTINGS

585 SOLD **↓5%**
LISTINGS

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
COCOA	\$649,000	\$625,000	4%	\$286	10%	12	-37%	29
COCOA BEACH	\$907,051	\$855,000	6%	\$466	10%	30	0%	35
GRANT	\$655,000	\$775,000	-15%	\$271	-12%	15	114%	71
INDIALANTIC	\$757,500	\$688,000	10%	\$342	1%	46	35%	35
MALABAR	\$710,000	\$625,000	14%	\$269	-9%	9	-40%	29
MELBOURNE	\$636,657	\$659,900	-4%	\$273	2%	196	1%	23
MELBOURNE BEACH	\$812,500	\$955,000	-15%	\$361	-12%	32	-20%	70
MERRITT ISLAND	\$675,000	\$655,000	3%	\$296	7%	74	-24%	39
MIMS	\$710,000	\$618,750	15%	\$251	-7%	7	-30%	111
PALM BAY	\$575,000	\$525,000	10%	\$227	8%	27	-27%	25
ROCKLEDGE	\$677,000	\$642,500	5%	\$281	3%	45	2%	20
SATELLITE BEACH & INDIAN HARBOUR BEACH	\$618,750	\$660,000	-6%	\$349	6%	48	-16%	30
TITUSVILLE	\$575,000	\$584,000	-2%	\$240	11%	21	62%	32
WEST MELBOURNE	\$547,500	\$545,500	0%	\$225	-1%	18	80%	31

BREVARD COUNTY

MARKET DATA FOR CONDOMINIUMS, \$500,000+

CONDOMINIUMS | SLIGHT CHANGE IN SALES AND PRICING

During the third quarter, sales slowed slightly while the median price decreased. Homes remained on the market for longer, twice the amount of time compared to a year ago.



\$640K MEDIAN SALES PRICE **↓1%**

64 AVERAGE DAYS ON MARKET **↑103%**

\$398 MEDIAN PPSF **↑8%**

184 ACTIVE LISTINGS **↑44%**

97 SOLD LISTINGS **↓5%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
COCOA	\$580,000	\$650,000	-11%	\$263	-18%	5	0%	42
COCOA BEACH	\$615,000	\$647,500	-5%	\$450	8%	27	-10%	60
INDIALANTIC	\$745,000	\$780,000	-4%	\$393	6%	9	125%	102
MELBOURNE	\$682,500	\$612,000	12%	\$273	-5%	4	-50%	37
MELBOURNE BEACH	\$1,124,900	\$702,500	60%	\$566	46%	13	63%	90
MERRITT ISLAND	\$511,250	\$536,250	-5%	\$222	-10%	2	-50%	45
PALM BAY	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
ROCKLEDGE	\$891,500	\$720,000	24%	\$313	-7%	1	0%	36
SATELLITE BEACH & INDIAN HARBOUR BEACH	\$740,000	\$750,000	-1%	\$405	-5%	13	-24%	65
TITUSVILLE	\$544,900	\$569,900	-4%	\$298	14%	11	57%	50
WEST MELBOURNE	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A

ST. JOHNS COUNTY

MARKET DATA FOR RESIDENTIAL PROPERTIES, \$500,000+

ALL RESIDENTIAL | MEDIAN PRICE INCREASES

The median price increased in the third quarter, within reach of the \$700,000 threshold. Though St. Johns County generally has the most sales in the region each quarter, volume decreased by 3%.



\$697K MEDIAN **↑3%**
SALES PRICE

68 AVERAGE DAYS **↑80%**
ON MARKET

\$288 MEDIAN **↑3%**
PPSF

478 ACTIVE **↑23%**
LISTINGS

1,111 SOLD **↓3%**
LISTINGS

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	ON MARKET
JULINGTON CREEK AREA	\$663,000	\$646,875	2%	\$244	2%	151	-3%	62
NOCATEE	\$759,766	\$749,828	1%	\$317	0%	147	-1%	51
PONTE VEDRA BEACH	\$1,187,500	\$1,200,000	-1%	\$426	4%	132	25%	60
SOUTHEAST ST JOHNS COUNTY	\$666,500	\$679,900	-2%	\$411	3%	88	-9%	81
ST AUGUSTINE BEACHES/ANASTASIA ISLAND	\$597,500	\$590,000	1%	\$292	15%	16	-48%	65
ST JOHNS	\$654,000	\$630,000	4%	\$251	0%	151	13%	94
SOUTHWEST ST JOHNS COUNTY	\$676,888	\$549,450	23%	\$268	14%	12	-33%	63
ST AUGUSTINE/VILANO BEACH	\$769,000	\$700,000	10%	\$373	31%	49	-27%	74
WORLD GOLF VILLAGE AREA/PALENCIA	\$617,500	\$587,000	5%	\$231	-3%	142	3%	72

DUVAL COUNTY

MARKET DATA FOR RESIDENTIAL PROPERTIES, \$500,000+

ALL RESIDENTIAL | SALES INCREASE

Sales increased by 7% from a year ago and reached the highest quarterly total thus far in 2023. The median price has remained fairly stable in the last year.



\$685K MEDIAN SALES PRICE **↑1%**

49 AVERAGE DAYS ON MARKET **↑32%**

\$284 MEDIAN PPSF **0%**

224 ACTIVE LISTINGS **↑2%**

619 SOLD LISTINGS **↑7%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
ARLINGTON/FORT CAROLINE	\$596,250	\$662,480	-10%	\$217	-9%	26	86%	53
AVONDALE/RIVERSIDE/ORTEGA	\$655,000	\$649,900	1%	\$297	-5%	46	18%	49
BARTRAM	\$570,000	\$555,000	3%	\$202	0%	13	44%	30
BEACHES	\$741,250	\$827,500	-10%	\$422	-2%	136	11%	46
BEAUCLERC/MANDARIN	\$600,000	\$615,000	-2%	\$238	5%	52	-29%	50
DOWNTOWN JACKSONVILLE	\$540,000	\$592,500	-9%	\$256	3%	7	133%	55
INTRACOASTAL	\$755,000	\$680,000	11%	\$285	0%	204	19%	49
NOCATEE (DUVAL)	\$540,950	\$525,000	3%	\$192	-17%	2	-60%	44
NORTH JACKSONVILLE	\$592,500	\$559,100	6%	\$212	-3%	20	-20%	45
SAN MARCO/SAN JOSE	\$769,500	\$720,000	7%	\$300	9%	31	-16%	50
SOUTHSIDE	\$610,000	\$610,000	0%	\$219	-11%	44	13%	47
WEST JACKSONVILLE	\$544,500	\$579,900	-6%	\$214	-5%	10	11%	91

CLAY COUNTY

MARKET DATA FOR RESIDENTIAL PROPERTIES, \$500,000+

ALL RESIDENTIAL | SALES REMAINED STABLE

The number of sales changed slightly compared to last year while the average time on market approached the two-month mark. The median price fell by 3%.



\$590K MEDIAN SALES PRICE **↓3%**

58 AVERAGE DAYS ON MARKET **↑57%**

\$203 MEDIAN PPSF **↓2%**

40 ACTIVE LISTINGS **↑21%**

130 SOLD LISTINGS **↓2%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
FLEMING ISLAND	\$612,500	\$597,450	3%	\$217	5%	38	-32%	52
GREEN COVE SPRINGS	\$606,500	\$617,000	-2%	\$229	-6%	20	18%	42
MIDDLEBURG/KEYSTONE	\$584,500	\$624,750	-6%	\$203	-10%	24	20%	73
ORANGE PARK	\$600,000	\$578,000	4%	\$197	11%	13	63%	81
OAKLEAF PLANTATION	\$545,000	\$629,000	-13%	\$173	0%	27	42%	49

NASSAU COUNTY

MARKET DATA FOR RESIDENTIAL PROPERTIES, \$500,000+

ALL RESIDENTIAL | SALES INCREASE

Sales volume was up by 13% compared to last year and the average time it takes to sell a home more than doubled to 74 days. The median price also increased slightly by 4%.



\$725K MEDIAN SALES PRICE ↑4%

74 AVERAGE DAYS ON MARKET ↑108%

\$335 MEDIAN PPSF ↑11%

158 ACTIVE LISTINGS ↑63%

369 SOLD LISTINGS ↑13%

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
AMELIA ISLAND/FERNANDINA BEACH	\$744,285	\$752,500	-1%	\$358	5%	191	12%	75
YULEE/WILDLIGHT	\$575,000	\$584,000	-2%	\$231	-18%	7	-46%	64

FLAGLER COUNTY

MARKET DATA FOR RESIDENTIAL PROPERTIES, \$500,000+

ALL RESIDENTIAL | MEDIAN PRICE INCREASES

The median price increased by 3% from last year, even as transaction volume slowed. On average, the amount of time on market more than doubled compared to last year.



\$675K MEDIAN SALES PRICE **↑3%**

57 AVERAGE DAYS ON MARKET **↑104%**

\$321 MEDIAN PPSF **↑2%**

124 ACTIVE LISTINGS **↑20%**

263 SOLD LISTINGS **↓10%**

*ALL PERCENTAGES REFLECT YEAR OVER YEAR CHANGE.

Neighborhood Snapshots

	MEDIAN SALES PRICE			MEDIAN PRICE PER SF		CLOSED SALES		AVERAGE DAYS ON MARKET
	Q3 23	Q3 22	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23	YOY% CHANGE	Q3 23
BUNNELL	\$612,000	\$642,500	-5%	\$240	12%	4	300%	57
FLAGLER BEACH	\$660,000	\$715,000	-8%	\$374	-16%	24	-11%	87
PALM COAST	\$729,000	\$645,000	13%	\$325	10%	117	-19%	52



NOW ACCEPTING CONTRACTS

A DISTINCTIVE COLLECTION OF ONLY 95 RESIDENCES
SOUL-INSPIRED BY MIAMI BEACH'S GLAMOROUS HEYDAY.

Located walking distance from the sands of Miami Beach and the waters of Biscayne Bay, the residences at Ella Miami Beach feature unique floor plans ranging from studios to two-bedrooms.

NOW ACCEPTING CONTACTS | PRICED FROM \$675,000

VISIT OUR SALES GALLERY

T. 786.919.6940 | [Hello@EllaMiamiBeach.com](mailto>Hello@EllaMiamiBeach.com) | EllaMiamiBeach.com



ONE | **Sotheby's**
INTERNATIONAL REALTY

© 2023 ONE Sotheby's International Realty. All rights reserved. Sotheby's International Realty® and the Sotheby's International Realty Logo are service marks licensed to Sotheby's International Realty Affiliates LLC and used with permission. ONE Sotheby's International Realty fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated. Any services or products provided by independently owned and operated franchisees are not provided by, affiliated with or related to Sotheby's International Realty Affiliates LLC or any of its affiliated companies. The information contained herein is deemed accurate but not guaranteed. Oral representations cannot be relied upon as correctly stating the representations of the developer. For correct representations, reference should be made to the documents required by section 718.503, Florida Statutes, to be furnished by a developer to a buyer or lessee. Pricing subject to change without notice.

THE VILLAGE AT CORAL GABLES



A BESPOKE COLLECTION OF NEW CONSTRUCTION RESIDENCES IN THE HEART OF CORAL GABLES

Situated within a luxurious residential enclave, The Village at Coral Gables features forty-eight distinctive homes which include Sophisticated Condominium Residences, Glamorous Townhomes, Expansive Lofts, and Private Villas. Developed by MG Developer, The Village at Coral Gables is a once-in-a-generation offering of residences in Miami's most coveted neighborhood.

Townhome Residences Priced From \$3.8M

SCHEDULE A PRIVATE PREVIEW

thevillageatcoralgables.com | sales@thevillageatcoralgables.com | 786.833.6398

FOLLOW US  @THEVILLAGEATCORALGABLES



ORAL REPRESENTATIONS CANNOT BE RELIED UPON AS CORRECTLY STATING THE REPRESENTATIONS OF THE DEVELOPER. FOR CORRECT REPRESENTATIONS, MAKE REFERENCE TO THE DOCUMENTS REQUIRED BY SECTION 718.503, FLORIDA STATUTES, TO BE FURNISHED BY A DEVELOPER TO A BUYER OR LESSEE.

This is not intended to be an offer to sell, or solicitation of an offer to buy, condominium units to residents of CT, DE, NY, NJ and FL, unless registered or exempted from registration. This offering is made only by the prospectus for the condominium and no statement should be relied upon if not made in the prospectus. The Developer has defined herein below reserves the right to revise or modify, in its sole and absolute discretion, any or all improvements, designs and construction specifications depicted and all terms, conditions and statements made. All of the drawings, rendering, and photographs provided by Developer are conceptual only and are for the convenience of illustrating a proposed development, said drawings, renderings and photographs should not be relied upon as representations, express or implied, of the final detail of the residences. All depictions of appliances, fixtures, counters, soffits, wall coverings, floor coverings, furnishings, closets, and other matters of detail including, without limitation, items of finish and decoration, are conceptual only and are not necessarily the final finishes and details included in the purchase of a Unit. Consult your Purchase Agreement and the Prospectus for information on what is included in the purchase of a Unit. The photographs contained in these materials and other brochures may be stock photography or may have been taken off-site and are used to depict the spirit of the finishes to be achieved rather than any that may exist or that may be proposed, and the photographs are merely intended as illustrations of the activities and concepts depicted therein. No statements or representations have been made by Developer or any of its agents, employees or representatives with respect to any potential for future profit, any future appreciation potential, any rental income potential, the ability or willingness of Developer, or its affiliates, to assist any buyer in financing, existing (other than the existence of a voluntary rental program) or selling the Unit except only in response to a direct inquiry from a buyer, the economic or tax benefits to be derived from the management efforts of a third party as a result of owning the Unit or other units, or the economic or tax benefits to be derived from ownership of the Unit. The Developer, its agents, employees, and representatives are neither investment advisors nor tax advisors and any statement that may have been made should not be relied upon in your decision to purchase. Certain publicly available information or identified in these materials are off-site and not controlled by the Developer. The references to nearby attractions are based upon public information sources and are believed to be accurate as of the date of these materials or publications; however, there is no guarantee that such attractions will continue to exist, or that there would not be changes and/or substitutions of any of the same. The managing entities, operators, amenities and other features that may be referred to in the Prospectus are approximate and may vary with actual construction. The Condominium is being developed by Village Properties LLC, a Delaware limited liability company ("Developer"). You will look solely to Developer with respect to any and all matters relating to the sale, marketing, and development of the Condominium or your purchase of a Unit in the Condominium. No salesperson is authorized to make any representation or other statements regarding the project, and its representations with, deposits paid for or other arrangements made with any real estate broker that are or shall be binding on the Developer. All prices are subject to change at any time and without notice, and do not include optional features or premiums for upgrades. From time to time, price changes may have occurred that are not reflected in these materials or other brochures. Please check with the Developer for the most current pricing. Concierge services that may be described are available to Unit owners who pay additional fees. Consult the Prospectus for the site plan and the location of the Unit you desire. Unless otherwise noted, this content is owned by Developer and the unauthorized reproduction, display or dissemination of these or other materials is strictly prohibited and constitutes copyright infringement. Unless otherwise defined, capitalized terms used herein shall have the meanings ascribed to them in the Prospectus.

ONE | Sotheby's
INTERNATIONAL REALTY

For *unmatched*
real estate expertise

ONE | Sotheby's
INTERNATIONAL REALTY