

# South Florida Real Estate Market Briefing: June 2025

A comprehensive analysis of market trends, buyer behavior, and segment performance across Miami-Dade, Broward, and Palm Beach counties.



# Market Rebalancing: From Seller's to Buyer's Market

**-1.8%**

**Price Decline**

Florida's statewide median home price fell year-over-year in May 2025

**+16.2%**

**Inventory Growth**

Active listings in Florida reached a five-year high

**88**

**Days on Market**

Miami's average - the highest nationally

Florida is leading a national housing cooldown with increased inventory, slower sales, and longer marketing times - a "rebalancing" rather than a collapse.



# Segmented Market Performance



## **\$10M+ Trophy Homes**

Outperforming in volume and pricing, with 15% YoY sales growth in Boca Raton



## **\$6M-\$10M Segment**

Rising inventory and slower sales, particularly for properties without premium finishes



## **\$1M-\$3M Range**

Strongest bracket in Boca Raton with tighter inventory and steady demand



# Flight to Quality

## Turnkey Premium

Well-designed, move-in ready homes transact faster and achieve up to 98% of asking price

## Dated Properties Struggle

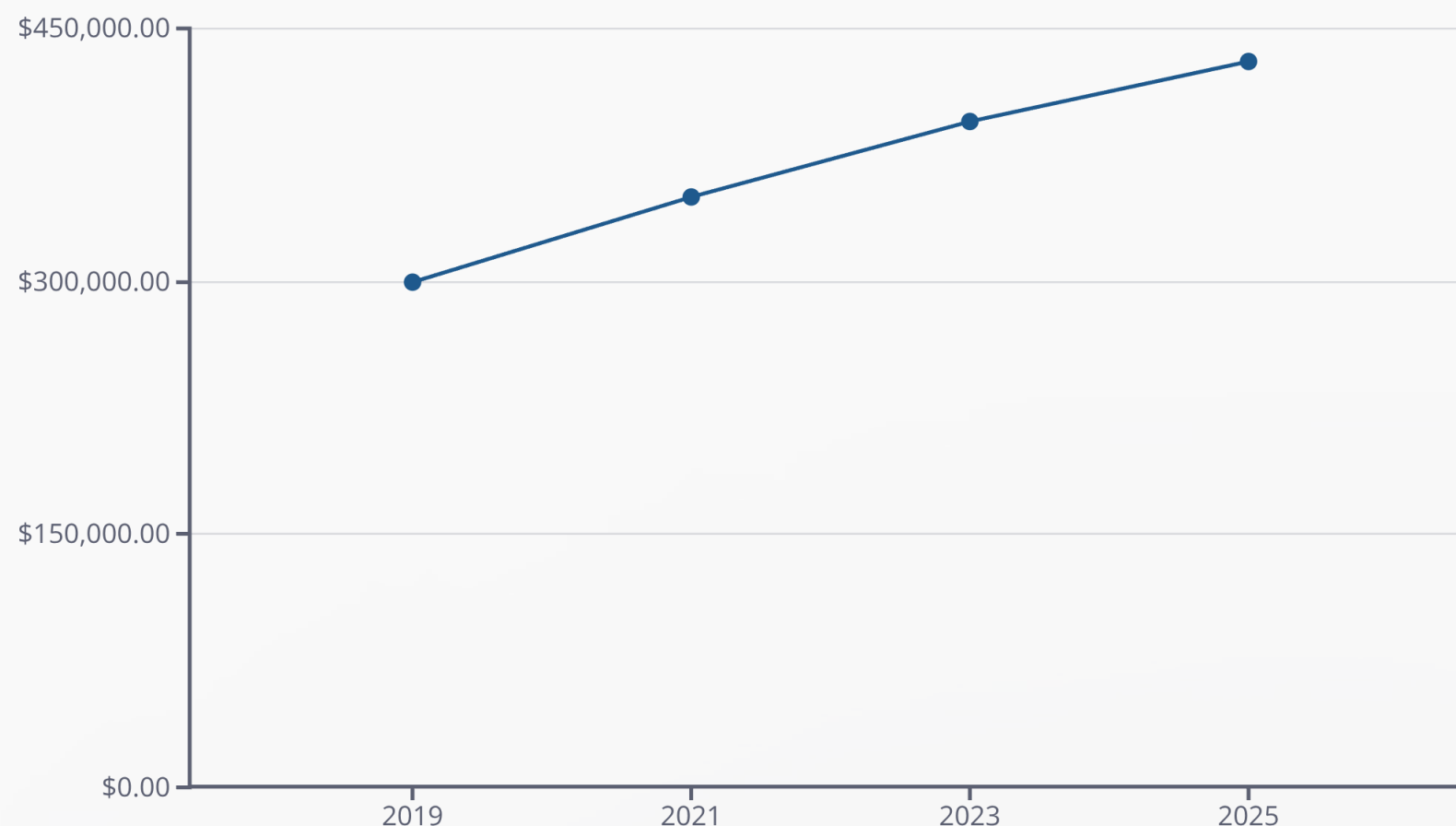
Homes needing renovation face significant price reductions or are withdrawn from market

## Buyer Selectivity

Buyers across all price points are increasingly discerning, emphasizing product-market fit



# Miami-Dade Condo Market: Long-Term Growth, Short-Term Challenges



## 14 Years of Uninterrupted Price Growth

Miami-Dade condo prices reached \$430,000 median in May 2025 (+8.9% YoY)

Driven by lifestyle appeal, tax advantages, and international demand



# Condo Market Headwinds

## Sales Volume Plummet

- Miami-Dade: -25.1% YoY
- Broward: -24% YoY
- Palm Beach: -17% YoY

## Post-Surfside Regulations

New maintenance laws and reserve requirements have increased assessments in older buildings, elevating ownership costs

## Financing Constraints

Only 21 South Florida condo buildings are FHA-approved; rates near 7% limit financing options



# Miami-Dade's Unique Resilience



## 37.9% of Miami-Dade sales in May were all-cash transactions


This high percentage of cash buyers:

- Insulates the market from interest rate volatility
- Signals confidence from high-net-worth individuals
- Attracts global investors seeking lifestyle and tax benefits
- Stabilizes volumes compared to other Florida metros




# Seller Behavior & Luxury Market Repricing

## Strategic Delisting

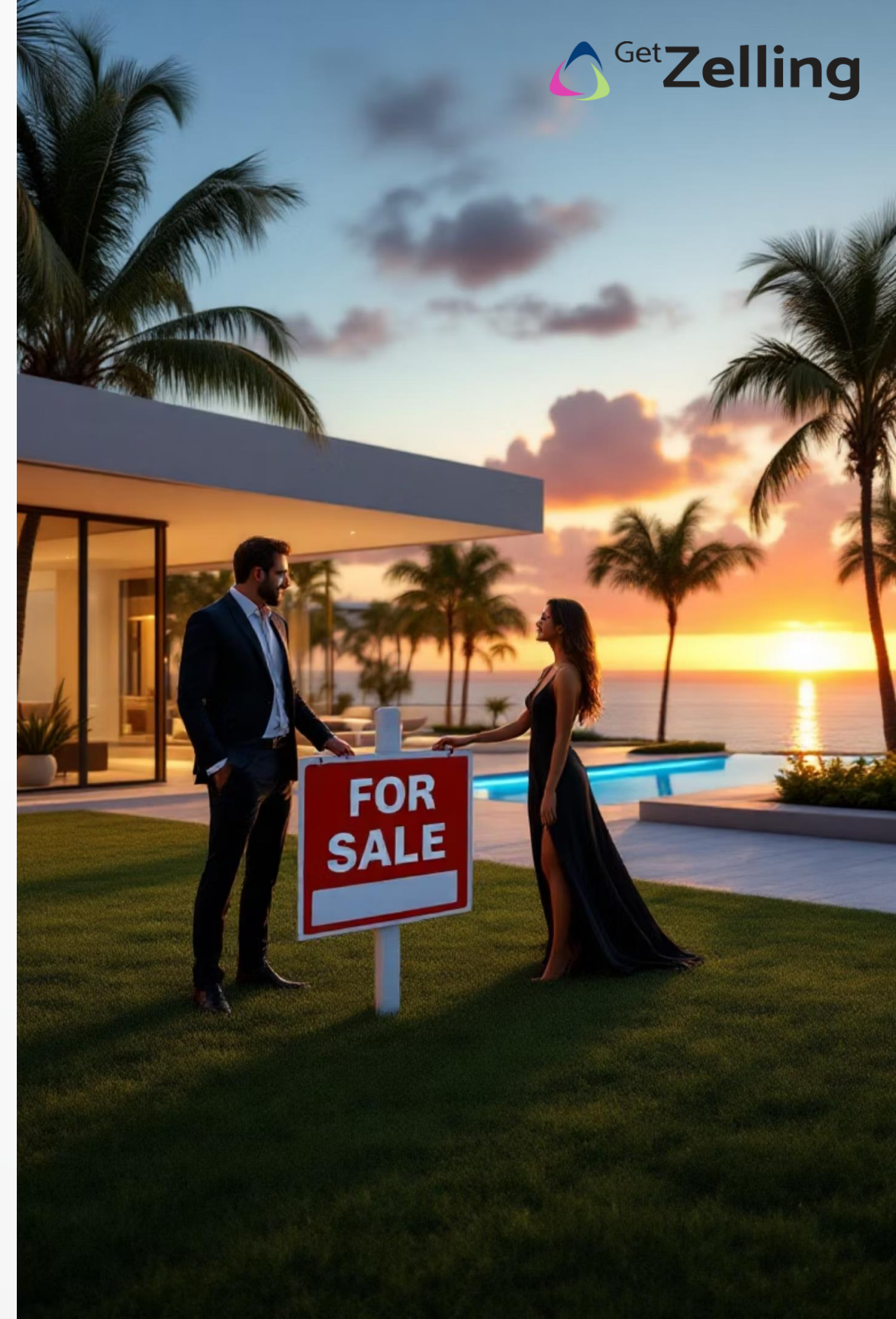
-  59 homes delisted per 100 new listings in June - highest rate nationally

Equity-rich sellers are pulling homes off market rather than cutting prices, creating perception of scarcity despite rising inventory

## Luxury Repricing

-  Over 40,000 of 160,000 luxury listings have reduced asking prices

Newly built properties among most aggressively discounted as wealthy buyers shift to a wait-and-see posture





# Development & Investment Outlook



## Multifamily Demand

South Florida remains a magnet for multifamily investment due to population growth and high ownership costs pushing demand to rentals



## Luxury Pipeline

Branded, amenity-rich developments like Villa Miami and CasaBella Residences signal confidence in long-term luxury demand



## Live Local Act

Florida's initiative yields its first Miami-Dade project, aiming to accelerate housing supply by loosening local density constraints

# Key Takeaways & Forward Outlook

## 1 Market Rebalancing

South Florida is leading a national housing cooldown with increased inventory and longer marketing times, but this represents normalization rather than collapse

## 2 Quality Premium

Turnkey, well-designed homes continue to transact faster and at premiums while dated properties require significant price reductions

## 3 Condo Dichotomy

Miami-Dade condos show 14 years of price appreciation despite recent sales volume plunges due to maintenance laws and financing constraints

## 4 Cautious Optimism

Pending sales rose 1.8% month-over-month nationally in May, with the South outperforming, suggesting gradual adaptation to higher rates