

# South Florida Real Estate Market Briefing: July 21-27, 2025

The South Florida real estate market presents a complex picture characterized by strong international demand, divergent county performance, and affordability challenges. While Miami-Dade continues its 14-year price appreciation streak, Broward and Palm Beach counties show different patterns, creating a market that's no longer moving in unison.

# Key Market Themes

## Divergent County Performance

Miami-Dade vs. Broward & Palm Beach showing opposite trends in sales volume and pricing

## Robust Luxury & International Demand

Strong international buyer presence, particularly from Latin America

## Affordability Challenges

Higher interest rates and insurance costs creating market rebalancing

## No Major Crash Expected

Despite sales slowdown, fundamental stability remains

These four key themes define the current state of South Florida's real estate market in mid-2025.

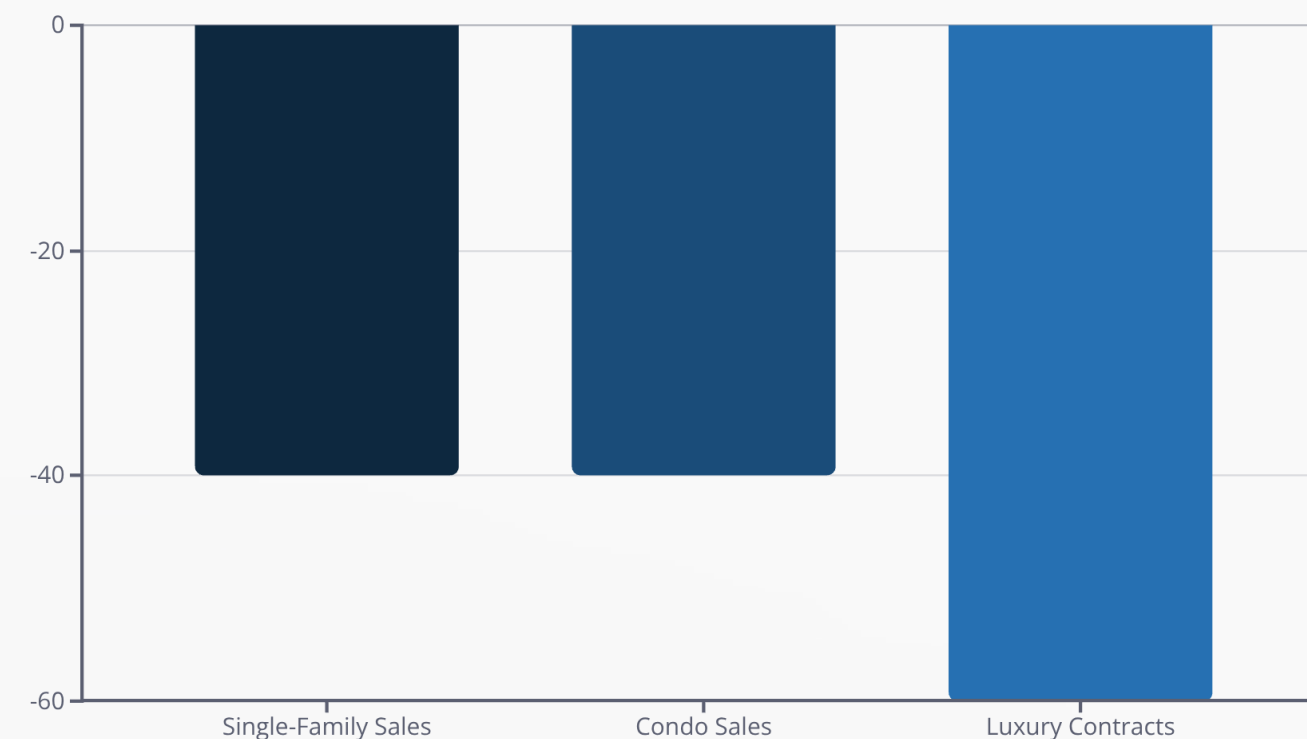
# Miami-Dade: Price Resilience Amid Cooling Sales

## 14 Consecutive Years

Of year-over-year median price increases for both houses and condos as of June 2025

## Outlier Status

"Only county to post year-over-year price growth for both condos (+6%) and single-family homes (+2%)" in June



Sharp decline in sales volume despite price gains





# Broward & Palm Beach: Signs of Recovery



## Increased Contracts

Broward: Single-family contracts up 11.4%, condo contracts up 13.2%

Palm Beach: Single-family contracts surged 35.1%, condo contracts up 10.1%



## Palm Beach Luxury Leadership

"Leads luxury real estate boom in Florida" with luxury single-family contracts up 10.5% and condos up 5.1%



## Price Adjustments

Despite contract increases, Palm Beach median prices down 3.9% year-over-year

Broward's median condo price fell 6.1% year-over-year

# International Buyers Drive New Construction

"Global buyers, overwhelmingly from Latin America, purchased nearly half of all new construction condos in South Florida over the last 18 months, seeking a safe haven for wealth amid international uncertainty."

— MIAMI Association of Realtors®, July 21, 2025

- 86% of global buyers were from Latin American countries
- New developments appealing due to modern amenities
- Perceived safety from new state regulations requiring inspections and funded reserves





# Luxury Market Resilience

## 6.4%

### Miami-Dade

Year-over-year increase in sales of units priced at \$1 million and above

## 137%

### Broward

Increase in luxury condo sales (\$1M+) in June 2025 compared to June 2019

## \$11.7B

### Palm Beach

Total year-to-date dollar volume of residential sales, up 1.84% from last year

South Florida's transformation "from a vacation destination into a permanent home for wealthy buyers" has caused sales of properties over \$10 million to nearly sextuple. (Casta y Asociados, July 22, 2025)





# Affordability Challenges & Market Rebalancing

## Cooling Metrics

- Residential sales dollar volume down 9% year-over-year
- Palm Beach homes taking 95 days to sell (up from 77)
- Miami-Dade active listings up 38.5% year-over-year
- Broward has 12.3-month supply of condo inventory

## Value Shift

"A market inversion in Miami-Dade now sees older condos selling faster than new ones as buyers seek value."

- Condos 30+ years old selling in median of 62 days
- Newer units taking 79 days to sell
- Driven by "rising price sensitivity among buyers"



# Financing Hurdles & Affordable Housing

⚠️ "A significant structural challenge facing the market, particularly for entry-level buyers, is the lack of financing options due to an astonishingly low number of condominium buildings in the tri-county area approved for FHA loans."

— MIAMI Association of Realtors®, July 23, 2025

## Financing Challenges

- Few condominiums qualify for FHA loans
- Higher interest rates limiting buyer purchasing power
- Increased insurance costs adding to monthly payments

## Affordable Housing Initiatives

"Religious and non-profit organizations in Miami are actively developing new affordable rental housing projects to address the city's housing crisis."

These initiatives "could help alleviate pressure on the lower end of the real estate market." (El Nuevo Herald, July 25, 2025)



# Market Outlook: No Major Crash Expected

## National Sales Projection

Revised forecast projects "national existing-home sales will fall by 1.5% in 2025, reaching their lowest level since 1995." (Realtor.com / SFGATE, July 26, 2025)

## Price Resilience

"Despite the slump in sales, a national price correction is not anticipated; instead, home prices are projected to grow by 2.5% through 2025."

## Seller Behavior

A key reason for price resilience is "seller behavior, with a 47% surge in homeowners delisting their properties rather than reducing prices."

"A major market crash is considered unlikely due to a nationwide housing shortage and strong underlying demand in the state."

— Newsweek, July 24, 2025

# Conclusion: A Market of Contrasts

## Miami-Dade

- Maintains long-term price appreciation
- Significant reduction in sales velocity
- Declining luxury contract signings

## Broward & Palm Beach

- Signs of strong recovery
- Growing luxury segments
- Price adjustments despite increased activity

The market is rebalancing due to affordability pressures, but strong cash buyer presence and persistent international demand suggest continued resilience rather than a major crash.

