

South Florida Real Estate Market Briefing: August 4-10, 2025

This briefing provides a comprehensive overview of the South Florida real estate market, characterized by contrasting trends: high rates of delisted homes, rising foreclosures, increased inventory, and longer marketing times—yet sustained demand in specific segments, particularly luxury and affordable units.



Key Market Themes

Seller Resistance

South Florida leads the nation in delisted homes as sellers refuse to lower prices

Luxury Resilience

The \$1M+ market remains "hot" in Boca Raton and Coral Gables



Rising Foreclosures

Florida has the second-highest foreclosure rate with one filing per 2,420 housing units

Inventory Surge

Broward County saw a 123% year-over-year increase in resale inventory

Seller Resistance and Market Stalemate

South Florida leads the nation in the rate of delisted homes as sellers withdraw properties rather than lower prices to meet market realities.

"This reflects seller frustration and a refusal to adjust to new market conditions with longer property market times."

Many sellers are choosing to wait for more favorable conditions, creating a "market stalemate" between seller expectations and cautious buyers.



Rising Foreclosures Signal Economic Pressure

2nd

Florida's Ranking

Florida recorded the second-highest foreclosure rate in the U.S. in July

13%

National Increase

Year-over-year rise in foreclosure filings nationwide, the steepest recorded so far in 2025

1/2,420

Filing Rate

One foreclosure filing for every 2,420 housing units in Florida

This rise is a "clear warning sign of growing economic fragility," indicating the "strain that the combination of high inflation and elevated interest rates is placing on household budgets."

Market Rebalancing: Inventory & Marketing Times

Broward County Inventory Surge

- 123% year-over-year increase in resale inventory
- 13,104 homes on the market in August 2025
- Average days on market increased from 56 to 80 days
- Average listing price decreased from \$970,736 to \$915,680

Regional Correction

Despite increasing home prices in 75% of U.S. metros, South Florida is "currently in a price correction due to a surge in new home construction."

Interestingly, the number of homes sold in Broward County actually increased compared to the previous year, suggesting continued buyer demand despite cooling indicators.



Segmented Market Performance: Luxury Resilience

Luxury Market Strength

The luxury market for homes priced over \$1 million is described as "hot" in cities like Boca Raton and Coral Gables, driven by relocation buyers.

Miami Beach's median single-family home price: **\$3,875,000**

New Development Confidence

"Binding contract conversions" have begun at the world's first yacht-branded residential tower, Riva Residence in Fort Lauderdale, signaling strong developer and buyer confidence.

A developer has secured financing for a new 24-story mixed-use condominium project between Miami and Miami Beach.



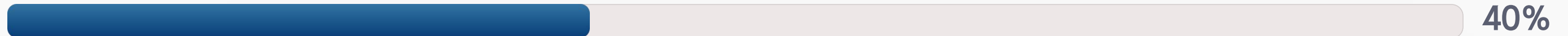
Mainstream Market & Affordability Focus

Mainstream Stability

- Broader markets in Fort Lauderdale and Miami are "holding steady"
- Bidding wars re-emerging in the \$600,000 to \$800,000 price range
- Fort Lauderdale's median single-family home price: \$621,000

Affordable Areas

- New "heat map" highlights greater affordability in Lauderhill and Tamarac (median prices below \$400,000)
- Miami Springs shows strong values but increasing price reductions
- Severe lack of entry-level inventory in Miami Springs (only one listing under \$600,000)



Miami Springs Luxury

Approximately 40% of all available listings priced over \$1 million

Condo Market Dynamics



Broward County

134 transactions with average price plummeting to about **\$250,000**, indicating activity heavily concentrated in affordable segments



Miami-Dade

Sales rose to \$121.6 million with dip in average price per square foot, yet ultra-luxury remains strong (e.g., \$17M Fisher Island sale)



Palm Beach

Sales surged to \$37.1 million with slight dip in average price, suggesting broad-based activity across moderately priced segments

Positive Catalysts for the Market

Mortgage Rates Decline

Rates have fallen to their lowest level in four months following disappointing economic news.

"This could provide a much-needed boost to buyer affordability and the housing market by reducing the monthly cost of a home loan."

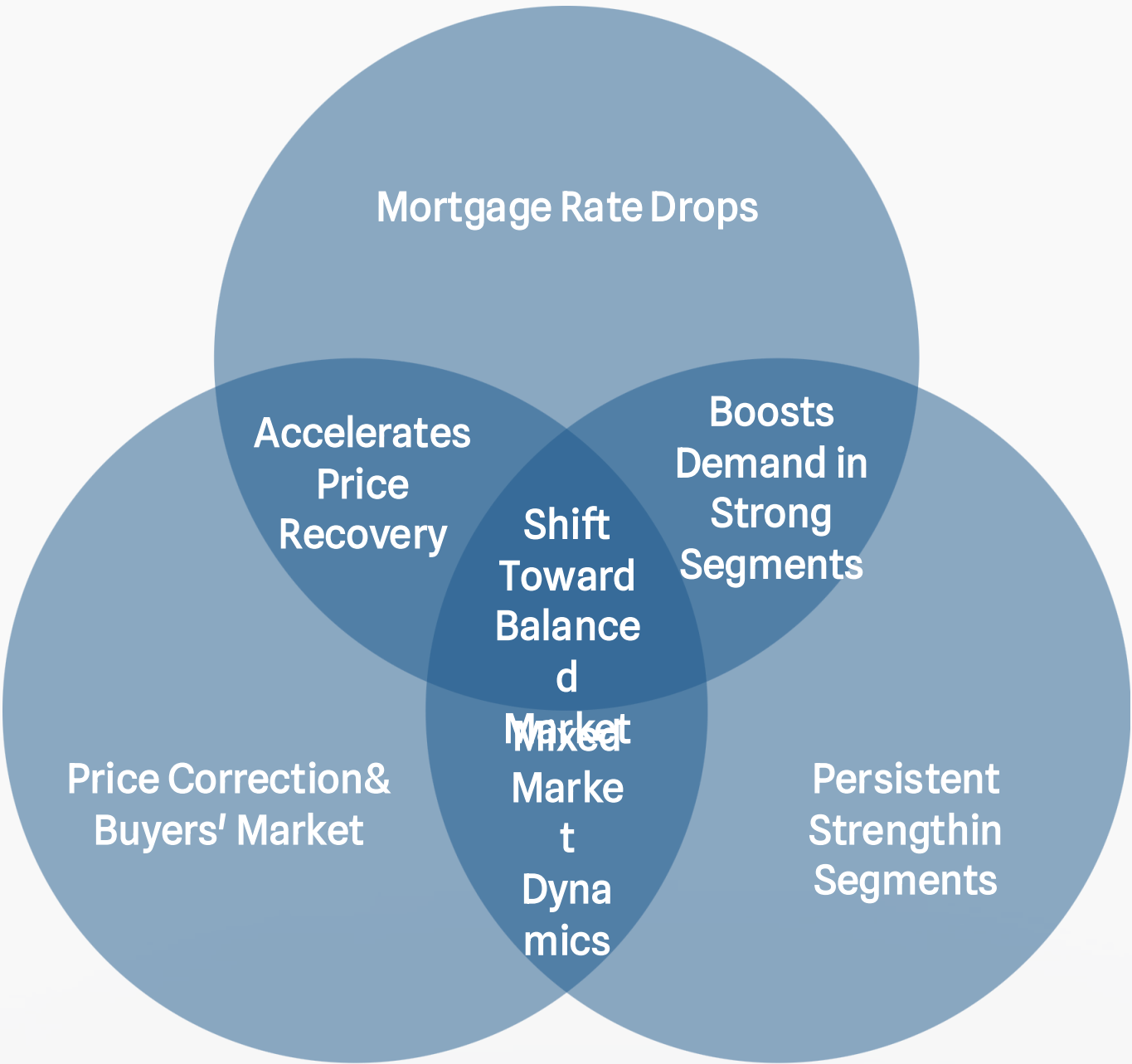
Hometown Heroes Program

Florida announced a new round of funding offering up to **\$35,000** in down payment and closing cost assistance to eligible workforce professionals.

This 0% interest, deferred second loan aims to make homeownership more accessible for the state's essential workforce.



Market Conclusion: A Study in Contrasts



The South Florida real estate market is not collapsing but undergoing a complex "psychological adjustment" towards a more sustainable equilibrium. While broad data indicates a price correction and rebalancing towards a buyer's market, pockets of strength persist in luxury segments and affordable units.

The recent drop in mortgage rates offers a crucial lifeline for overall affordability, potentially unlocking pent-up demand. However, rising foreclosures and the ongoing seller stalemate remain significant challenges.