



South Florida Real Estate: Market Shift Underway

September 1 - 7, 2025

From seller's paradise to buyer's opportunity. The market transformation happening right now in South Florida.



The Great Market Flip

Price Cuts

Sellers slashing asking prices as listings take longer to sell

Rising Inventory

Condo buyers now have significantly more options to choose from

Deal Cancellations

21% of Fort Lauderdale and 17% of Miami sales falling through

Older Condos: The Surprising Winner

62

Days to Sell

Older condos (30+ years)
selling faster than new
construction

79

New Condo Days

Newer units taking longer
despite premium features

50%

Price Difference

Older condos trading for
less than half of new
construction



Why Buyers Choose Older Buildings



Affordability Factor

Median price of \$294,000 for older condos versus much higher new construction costs



New Safety Laws

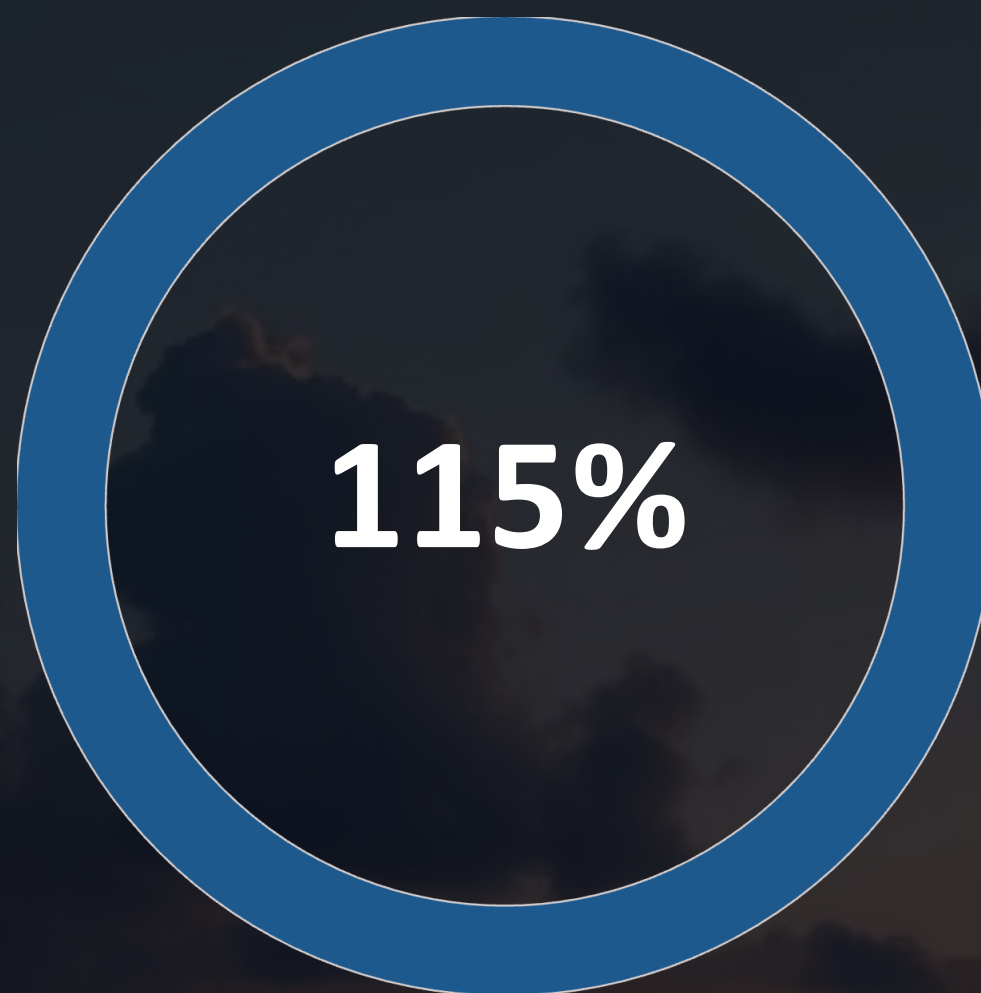
Florida's "Condo 3.0" regulations increase buyer confidence in structural integrity



Renovation Budget

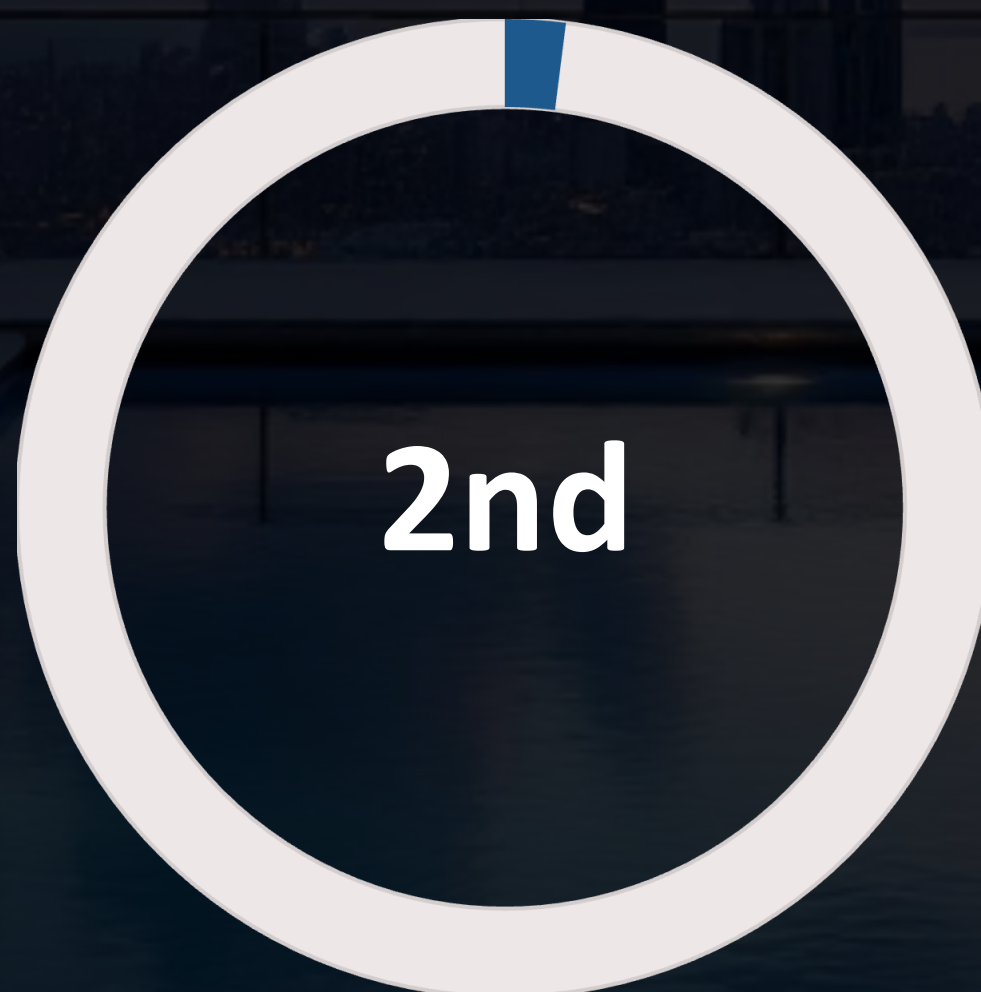
Even with upgrades, buyers still come out ahead financially

Ultra-Luxury Market Defies Gravity



High-End Growth

Miami homes over \$3,000/sq ft up year-over-year



Record Year

Best year ever for \$10M+ home sales

Low taxes, global appeal, and sunny climate continue attracting affluent buyers.



Developers Turn to International Buyers

1

Domestic Slowdown

High interest rates cooling local buyer enthusiasm

2

Pre-Sale Challenges

Buyers hesitant about 4-6 year construction timelines

3

International Strategy

Reviving 2000s playbook with Buenos Aires expos



Why Foreign Buyers Are Key

Cultural Fit

Latin American buyers accustomed to long timelines and installment payments

Financing Dependency

Projects need foreign capital to hit pre-sale targets for construction loans

Pipeline Protection

Miami's massive development pipeline depends on international investment



West Palm Beach: The Patient Market

2000+

Units in Pipeline

Unprecedented construction boom underway

60-70%

Pre-Sale Success

Top projects like Forté achieving strong sales

End-user driven market moving at measured, sustainable pace.

Market Risks to Watch

Absorption Challenge

Can West Palm Beach absorb 2,000+ new units in current environment?

Interest Rate Impact

Higher rates affecting buyer purchasing power and timeline preferences

Geographic Expansion

Development moving into unproven neighborhoods north of downtown



The Bottom Line

South Florida's market isn't cooling uniformly. Ultra-luxury thrives, older condos surprise, and international buyers remain crucial for new development success.

Share this market insight with your network!

