



# South Florida Real Estate Market Briefing

August 25-31, 2025

South Florida's dynamic real estate landscape is currently experiencing a fascinating dichotomy. While we observe a notable increase in properties being delisted, a rise in foreclosure activity, and a general expansion of available inventory accompanied by extended marketing periods, certain pockets of the market continue to exhibit robust demand. This is particularly evident in the luxury sector and the surprisingly resilient affordable housing segment.



# Market Overview: A Tale of Two Markets

## Widespread Cooldown

Miami-Dade sees sharp declines in sales and prices across most segments

## Ultra-Luxury Resilience

High-end properties and international cash buyers drive exceptional strength

## Buyer's Market

Inventory surge creates favorable conditions for purchasers through mid-2026



# Miami-Dade's Sharp Decline

**14.6%**

## Single-Family Sales Drop

Year-over-year decline in July 2025

**17.3%**

## Condo Sales Decline

Significant drop in condominium transactions

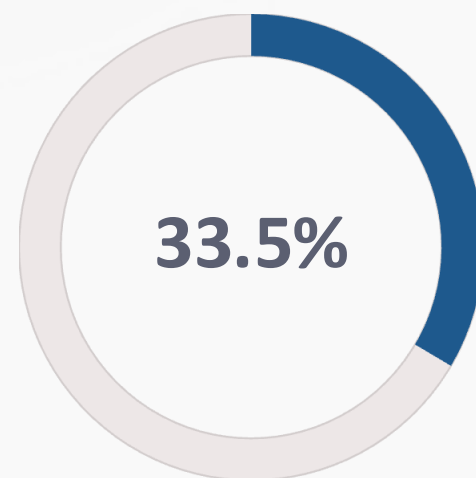
**1.5%**

## Price Decrease

First median price drop in over 13 years

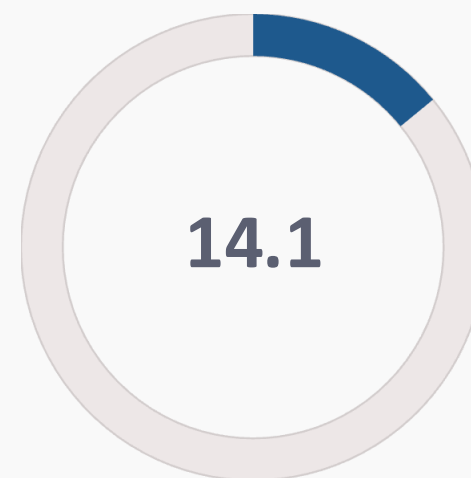
"For the first time in over 13 years, the median sale price for a single-family home decreased, falling 1.5% to \$660,000."

# Inventory Surge Creates Buyer's Market



**Active Listings Jump**

Miami-Dade inventory surge year-over-year



**Months Supply**

Condo inventory creates clear buyer's market



Single-family homes reach balanced 6.6-month supply while condos face oversupply challenges.

# Seller Resistance: Price Anchoring Effect



## Record Delisting Rate

59% of Miami listings removed without selling in June, up from 36% prior year - highest in nation



## Withdrawal Strategy

Sellers choosing to rent out or withdraw listings rather than reduce prices



## Anchored Expectations

Seller expectations remain tied to previous peak valuations



# Ultra-Luxury: The Major Outlier



## Exceptional Growth

Miami-Dade homes over \$3,000/sq ft up 115% year-over-year



## Luxury Condos Hold

\$2M+ properties maintain flat sales despite market decline



## Counter-Cyclical

Ultra-luxury defies broader market trends

# International Buyers Drive Cash Market



Argentina



Colombia



Brazil



Mexico

## \$367M

**Latin American Investment**

Aug 2023 - July 2024 purchases

## 68%

**All-Cash Transactions**

International buyers prefer cash

# Regional Market Variations



1

## Miami-Dade

Sharp sales decline, high delisting rates, ultra-luxury strength. Weekly condo volatility from \$94M to \$49M.

2

## Palm Beach County

Unique 1% single-family sales growth. Strong luxury activity with \$64.7M in contracts signed.

3

## Broward County

Value-driven market with \$256K average condo price. Activity concentrated in affordable segments.



# Market Forecast: Buyer's Market Continues

01

## Current State

High inventory, elevated mortgage rates create buyer-favorable conditions

02

## Through Mid-2026

Buyer's market expected to persist with continued inventory growth

03

## Potential Catalyst

Significant demand surge if mortgage rates fall to low 6% range



30-year fixed-rate mortgage at 10-month low but still represents significant affordability barrier

# Key Takeaways

## Market Rebalancing

Broad cooldown contrasts with ultra-luxury resilience and international cash strength

## Inventory Advantage

14.1-month condo supply creates clear buyer's market through 2026

## Price Anchoring Risk

59% delisting rate indicates seller resistance may prolong market adjustment

## Regional Divergence

Palm Beach growth and Broward value activity show market complexity