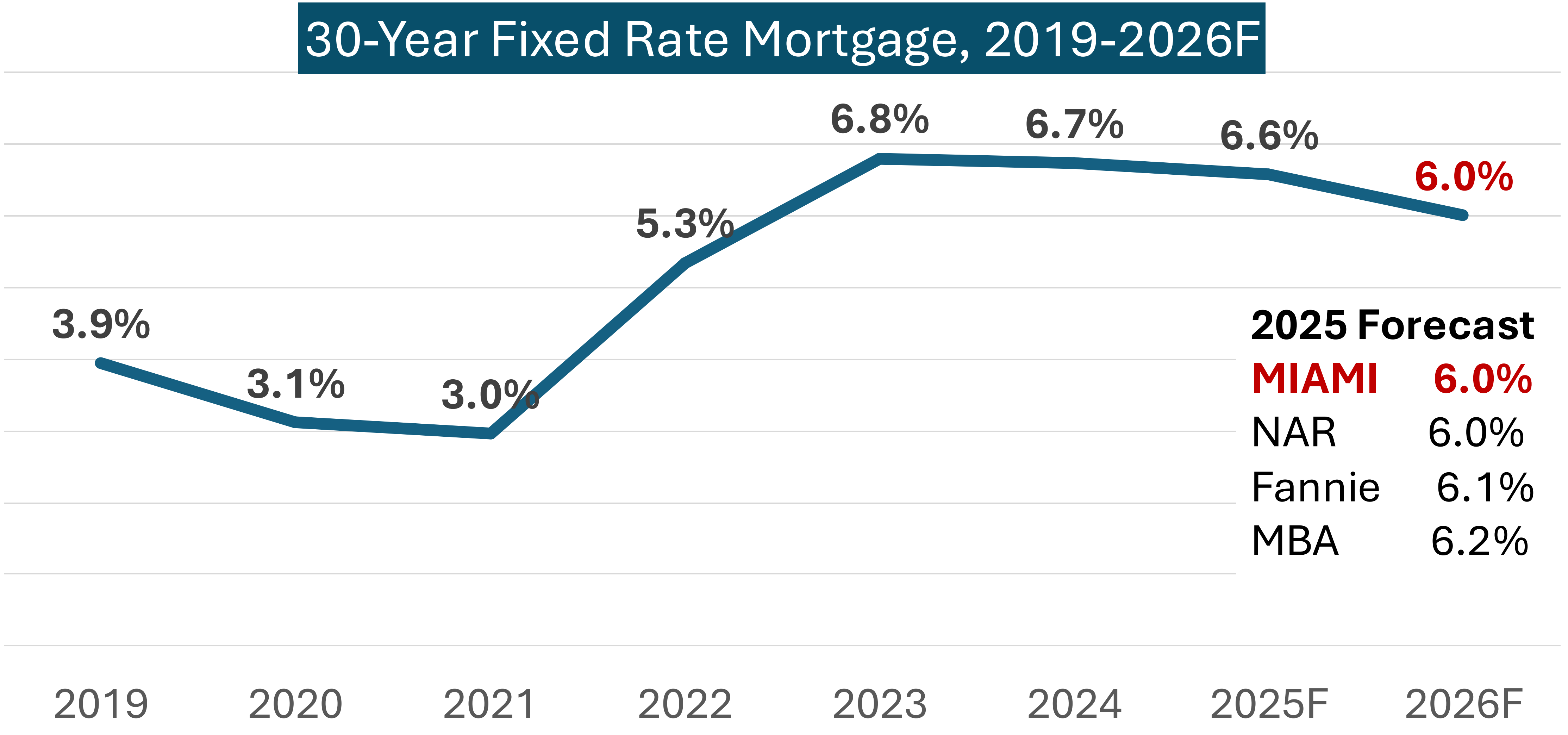
Southeast Florida Trends & Outlook

Gay Cororaton
MIAMI Realtors® Chief Economist

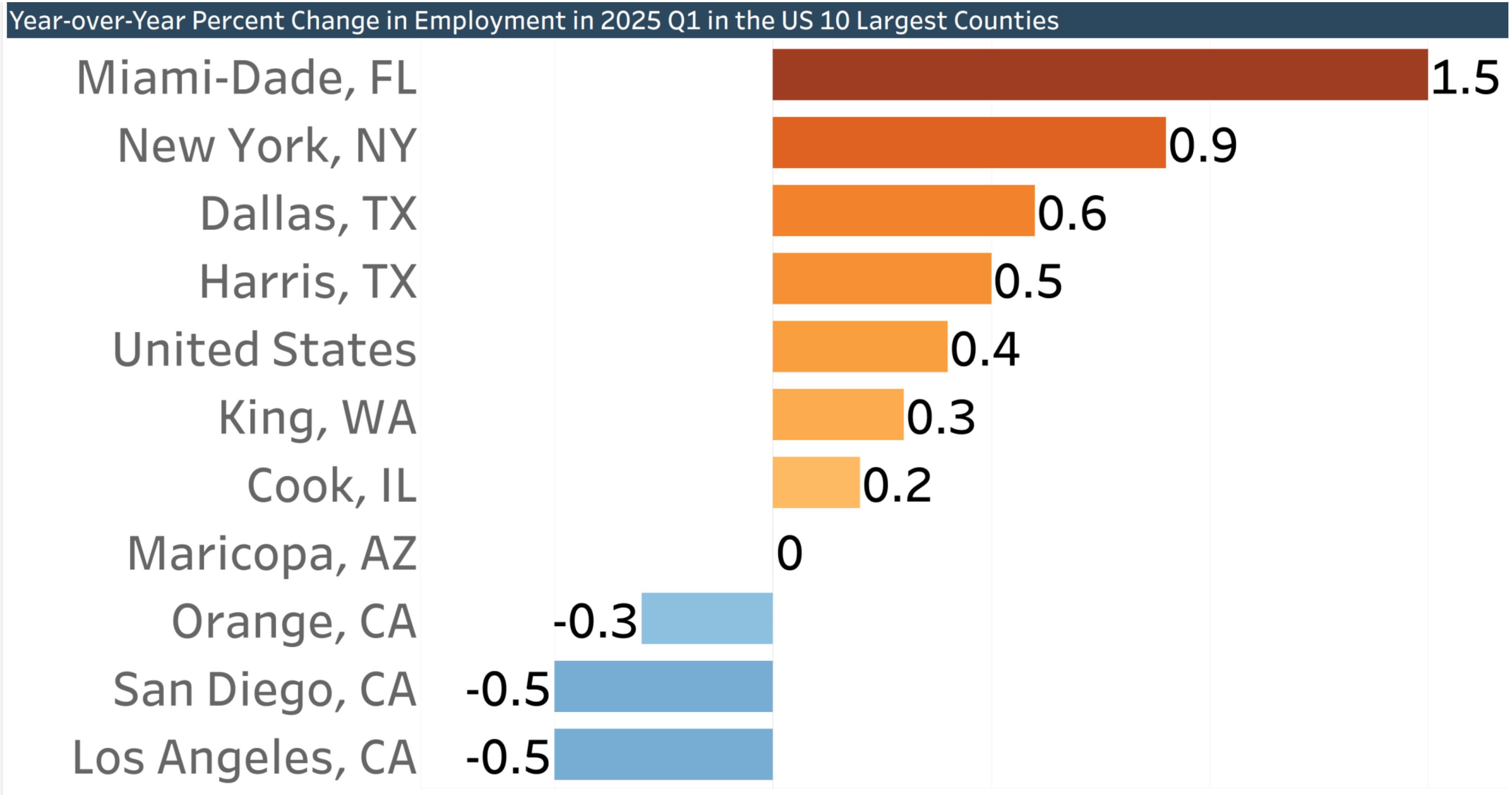
Broker VIP Briefing | September 26, 2025 | MIAMI HQ

MIAMI Mortgage Rate Forecast: 6% in 2026



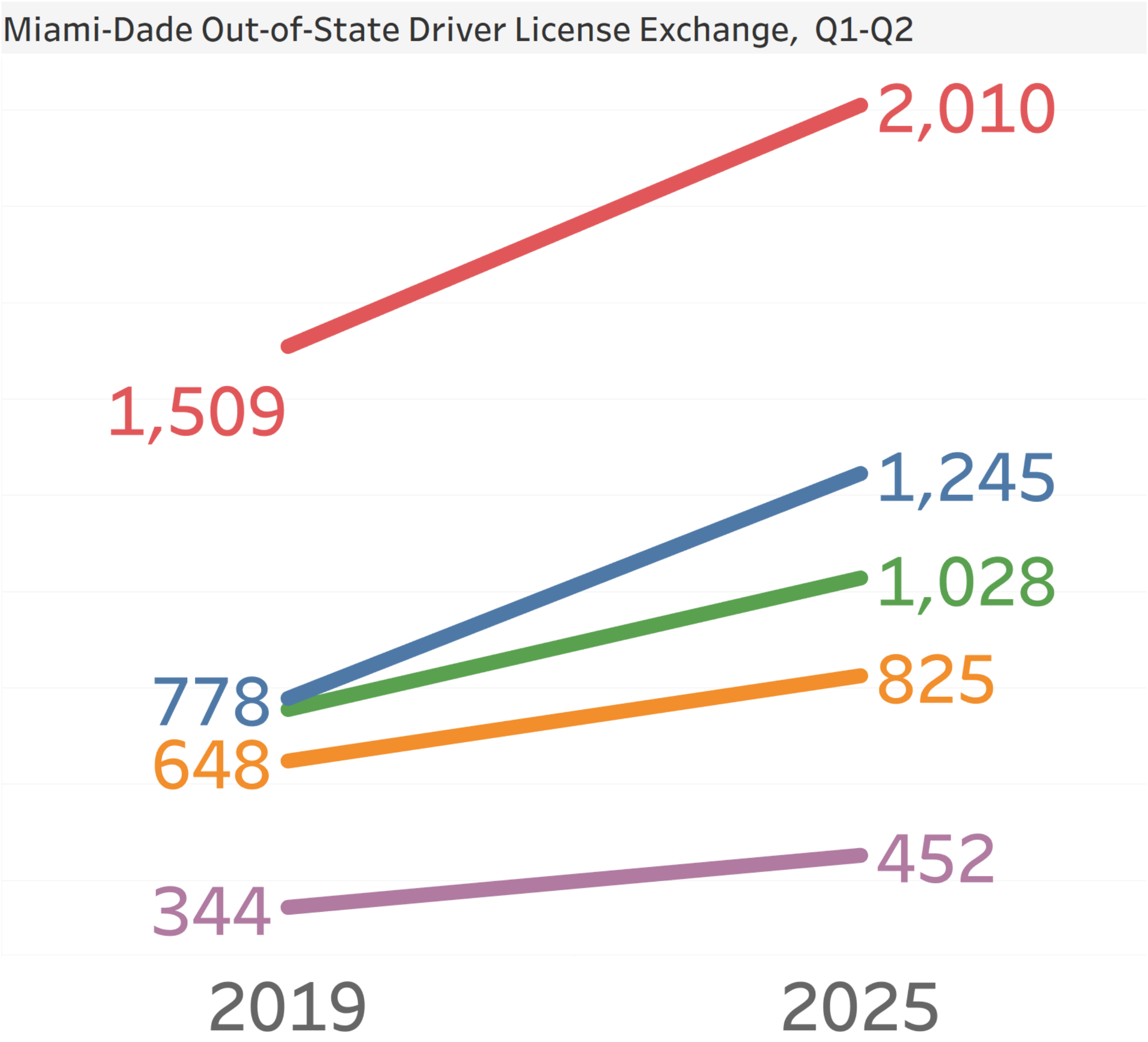
Southeast Florida Home Sales to Rebound in 2026 as Mortgage Rates Hit 6% - MIAMI REALTORS®

Miami-Dade: #1 in job growth (10 largest counties)



[Miami-Dade: Ranked No. 1 in the U.S. in Jobs Growth - MIAMI REALTORS®]()

Miami-Dade: more out-of-state movers vs. 2019



% Chg. 2025 Q1-Q2 vs. 2019 Q1-Q2

New York +33%

California +60%

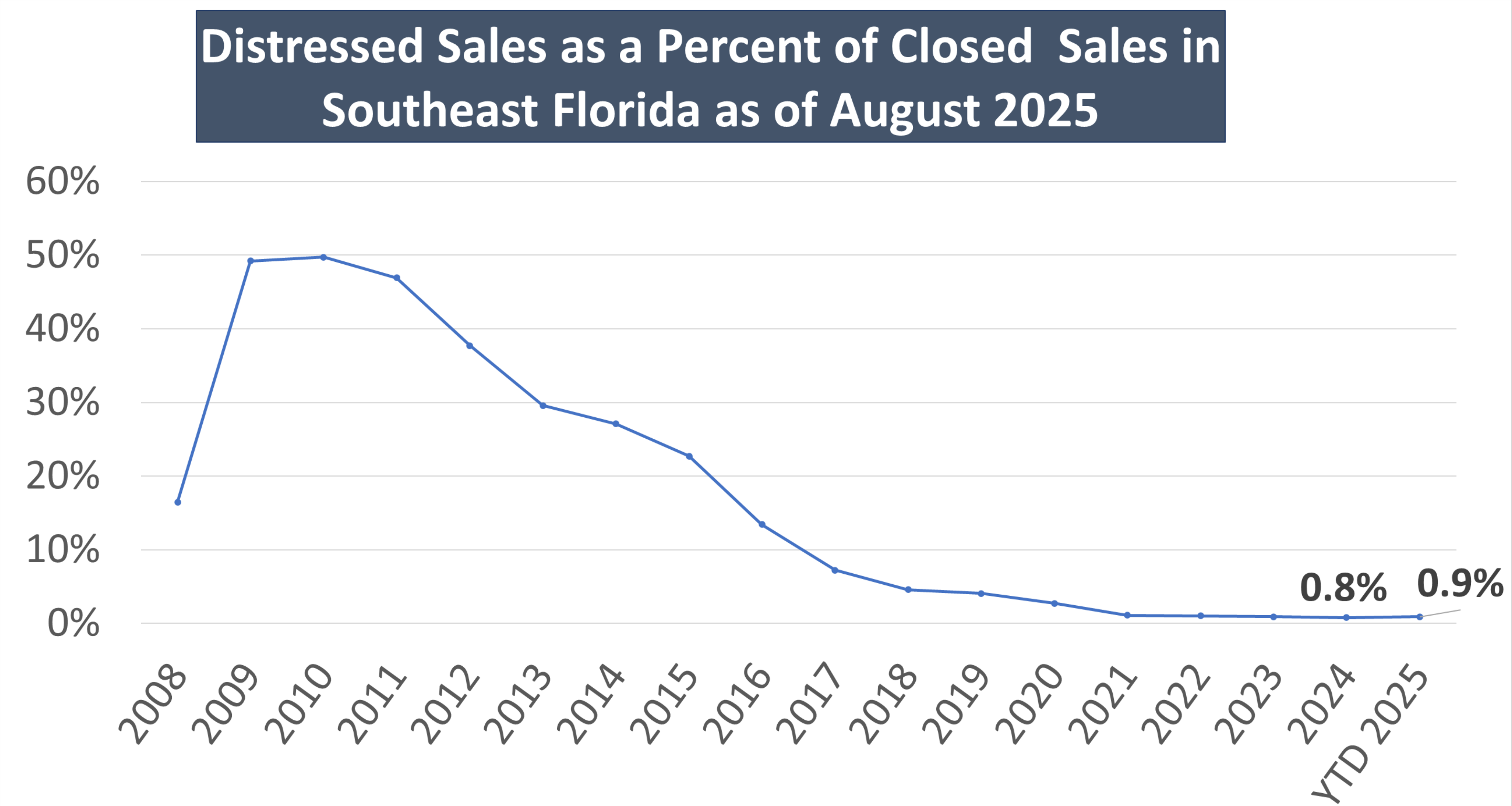
Texas +36%

New Jersey +27%

Illinois +31%

[Miami-Dade Out-of-State Driver License Exchanges Are 22% Above Pre-Pandemic - MIAMI REALTORS®]

Distressed sales: 1% of sales



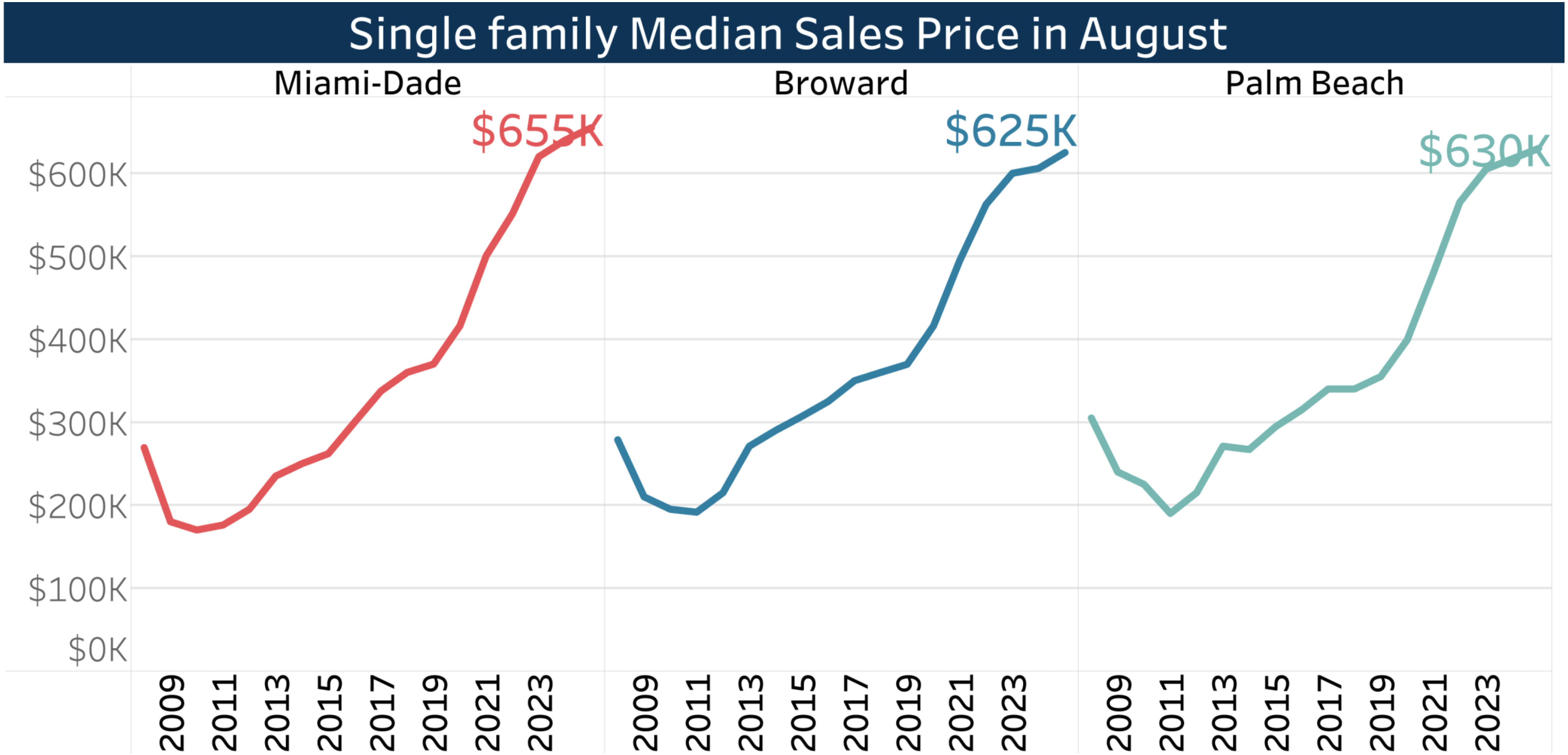
Southeast Florida Distressed Sales Remain at Historic Lows - MIAMI REALTORS®

Single-family housing metrics

	August YTD Sales (%)	August YY Prices (%)	Months' Supply
U.S.	-0.5%	1.9%	4.4
Florida	-2.6%	-0.4%	5.3
Miami-Dade	-9.4%	+2.3%	6.4
Broward	-7.1%	+3.1%	5.7
Palm Beach	-1.9%	+2.0%	5.2

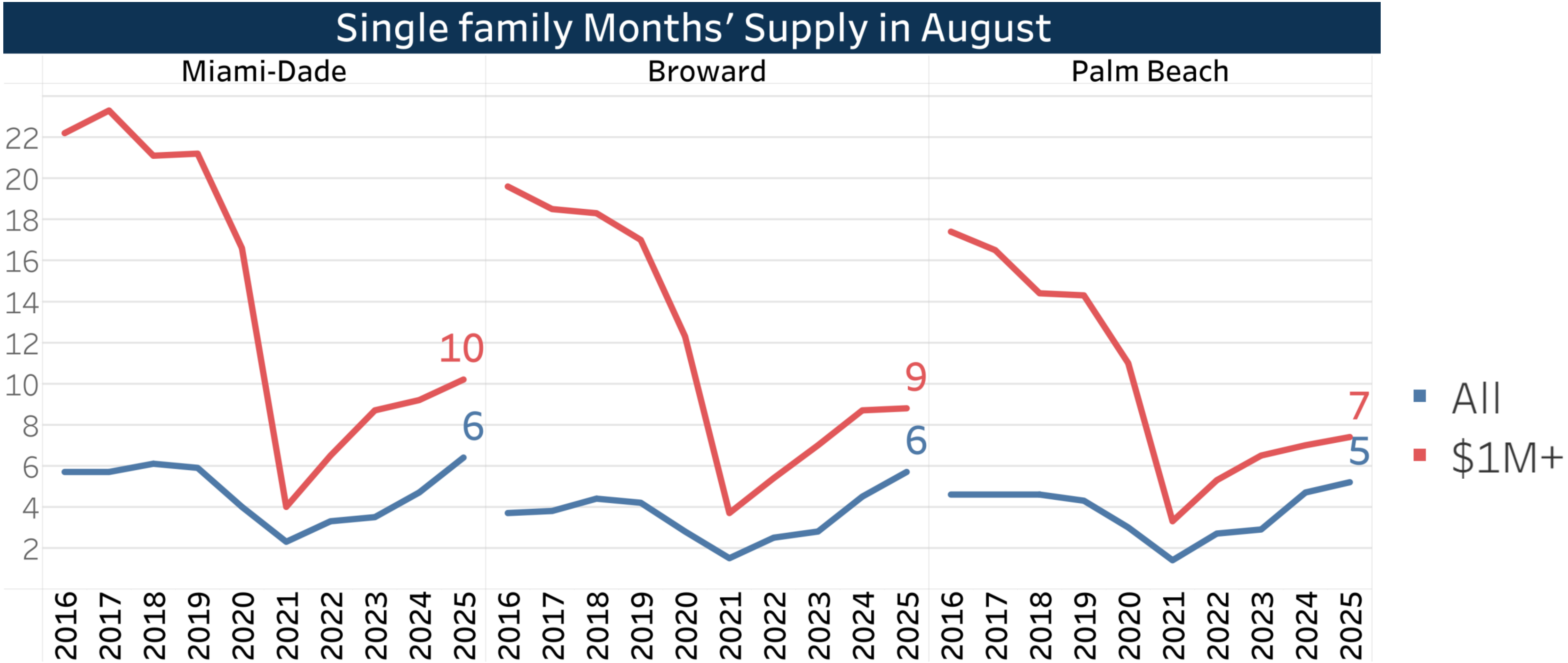
News - MIAMI REALTORS®

Sustained price appreciation since 2011 (+200%!)



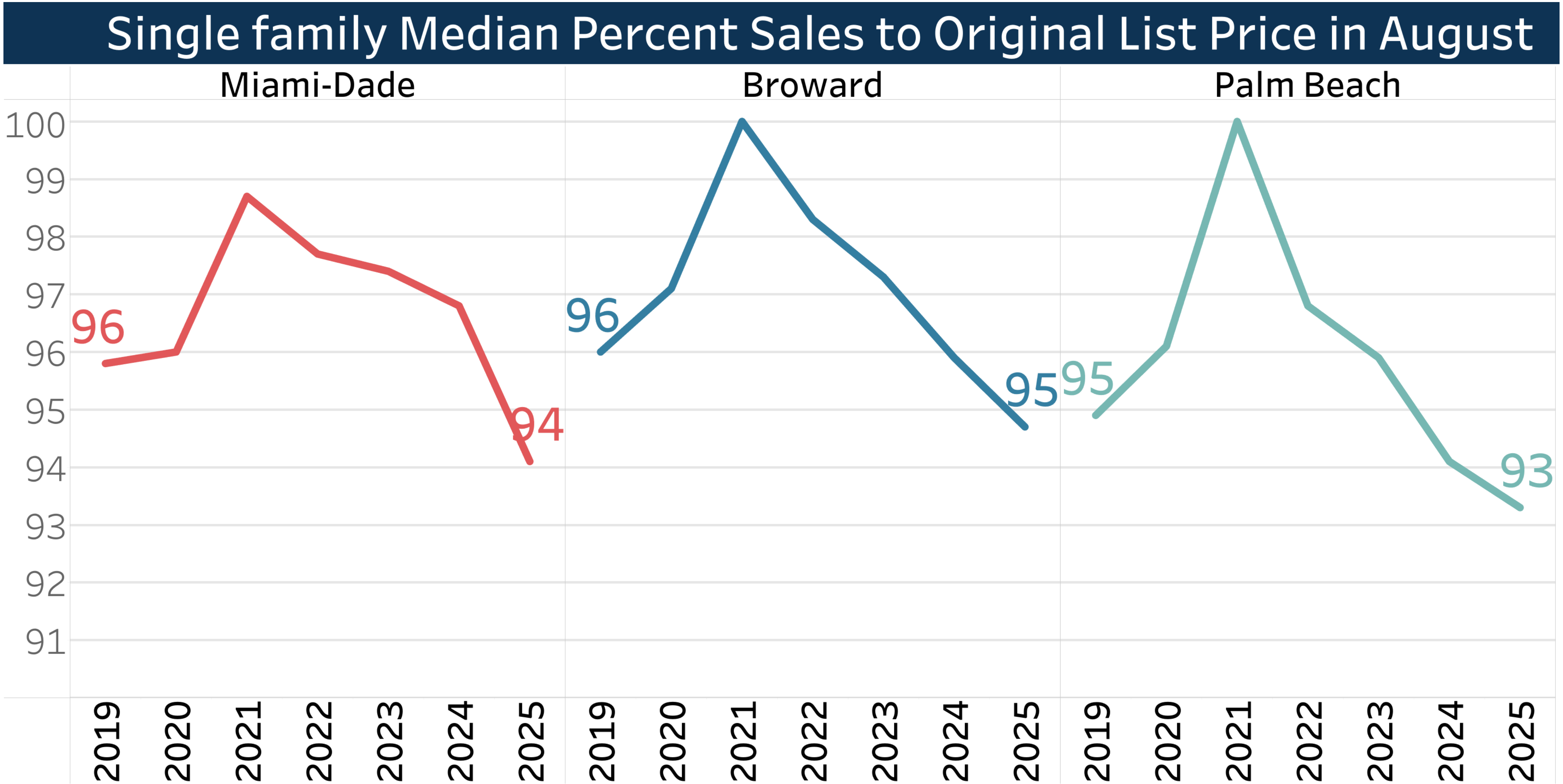
News - MIAMI REALTORS®

Healthy balanced market with 6 months' supply



[Buyer Momentum Strengthens in Miami Market Area in August 2025 - MIAMI REALTORS®]

Buyers are in a stronger negotiating position



[Buyer Momentum Strengthens in Miami Market Area in August 2025 - MIAMI REALTORS®]

Affordable and low-supply markets poised for sustained price appreciation

Miami-Dade and Broward

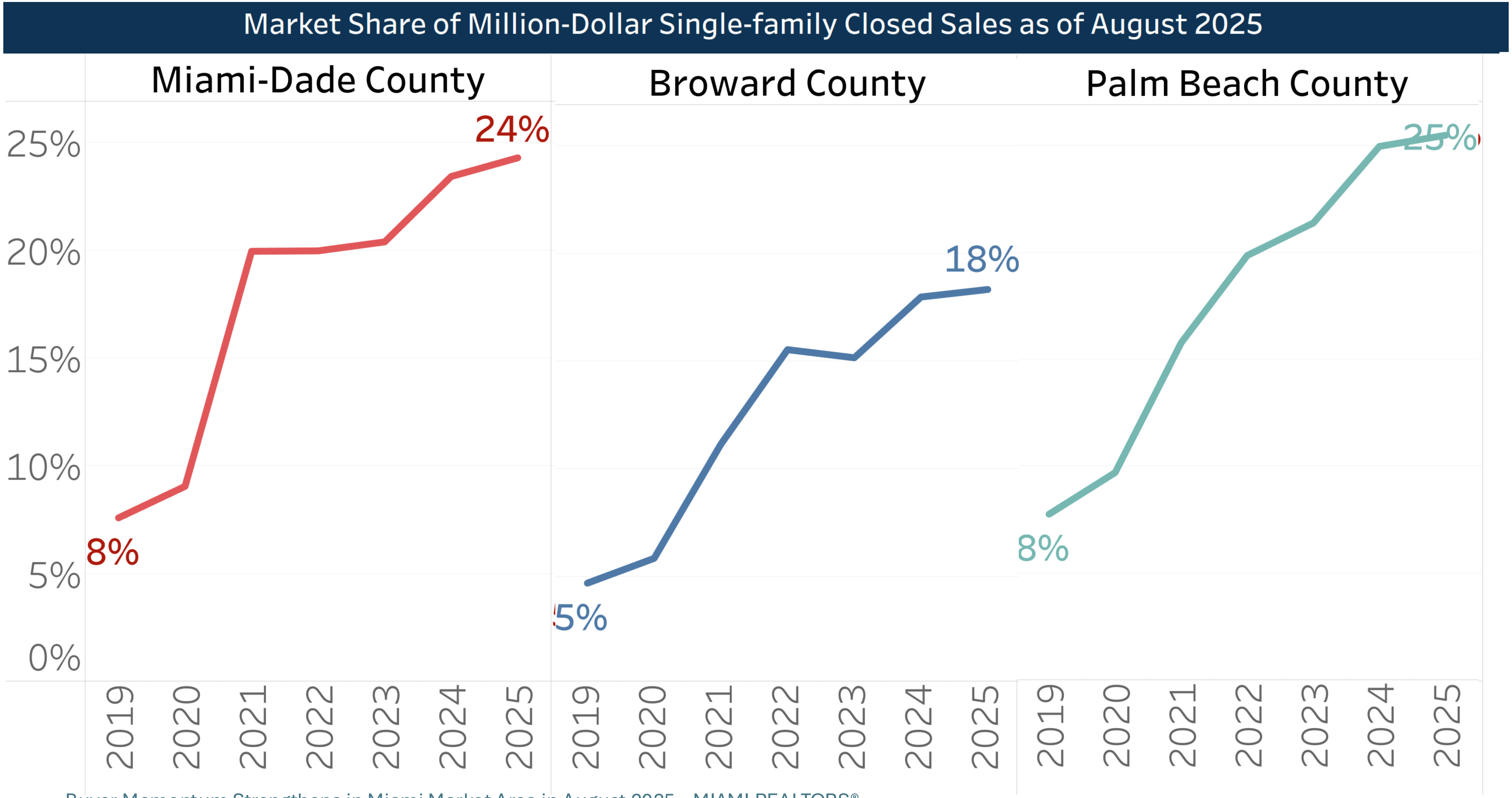
	Months' Supply	Median Sales Price	% Y/Y Median Sales Price
Pembroke Pines (City)	4	$675K	3.4%
Sunrise (City)	4	$545K	2.8%
Coral Terrace (CDP)	5	$820K	9.0%
Margate (City)	5	$495K	6.6%
Miami Gardens (City)	5	$518K	1.6%
North Lauderdale (City)	5	$398K	3.2%
Plantation (City)	5	$700K	1.4%
The Hammocks (CDP)	5	$617K	2.8%
Golden Glades (CDP)	6	$575K	4.5%
Hialeah (City)	6	$590K	6.3%
South Miami Heights (CDP)	6	$583K	2.7%
Tamarac (City)	6	$415K	8.5%

Palm Beach, Martin, St. Lucie

	Months' Supply	Median Sales Price	% Y/Y Median Sales Price
Jensen Beach (CDP)	3	$450K	5.8%
Jupiter (Town)	4	$875K	20.0%
Jupiter Farms (CDP)	4	$950K	7.0%
Port Salerno (CDP)	4	$640K	15.9%
Palm City (CDP)	5	$660K	1.5%
Royal Palm Beach (Village)	5	$543K	1.5%
Fort Pierce (City)	6	$310K	2.4%
Lake Worth (City)	6	$460K	21.0%

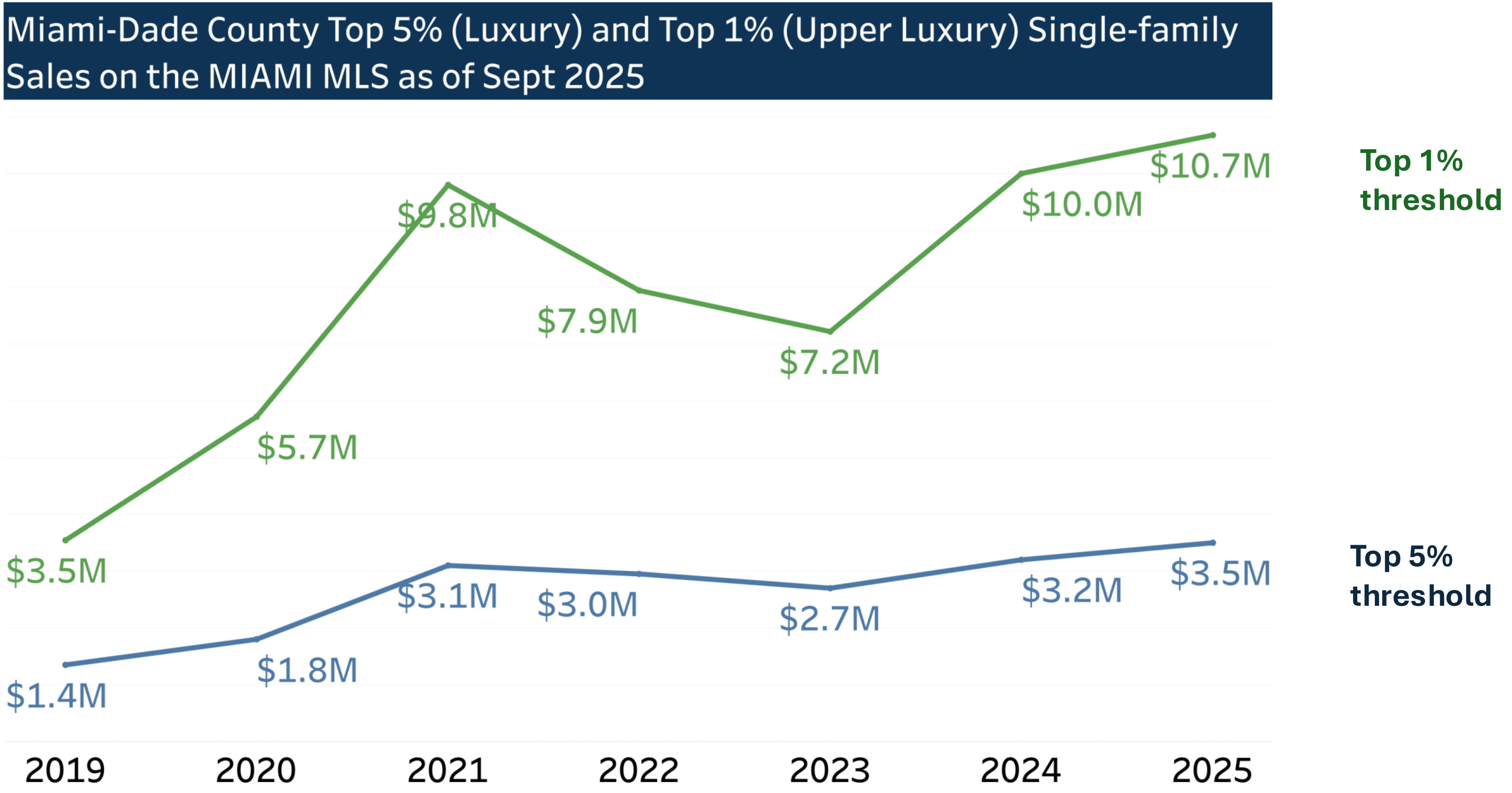
Buyer Momentum Strengthens in Miami Market Area in August 2025 - MIAMI REALTORS®

Rising market share of million-dollar homes



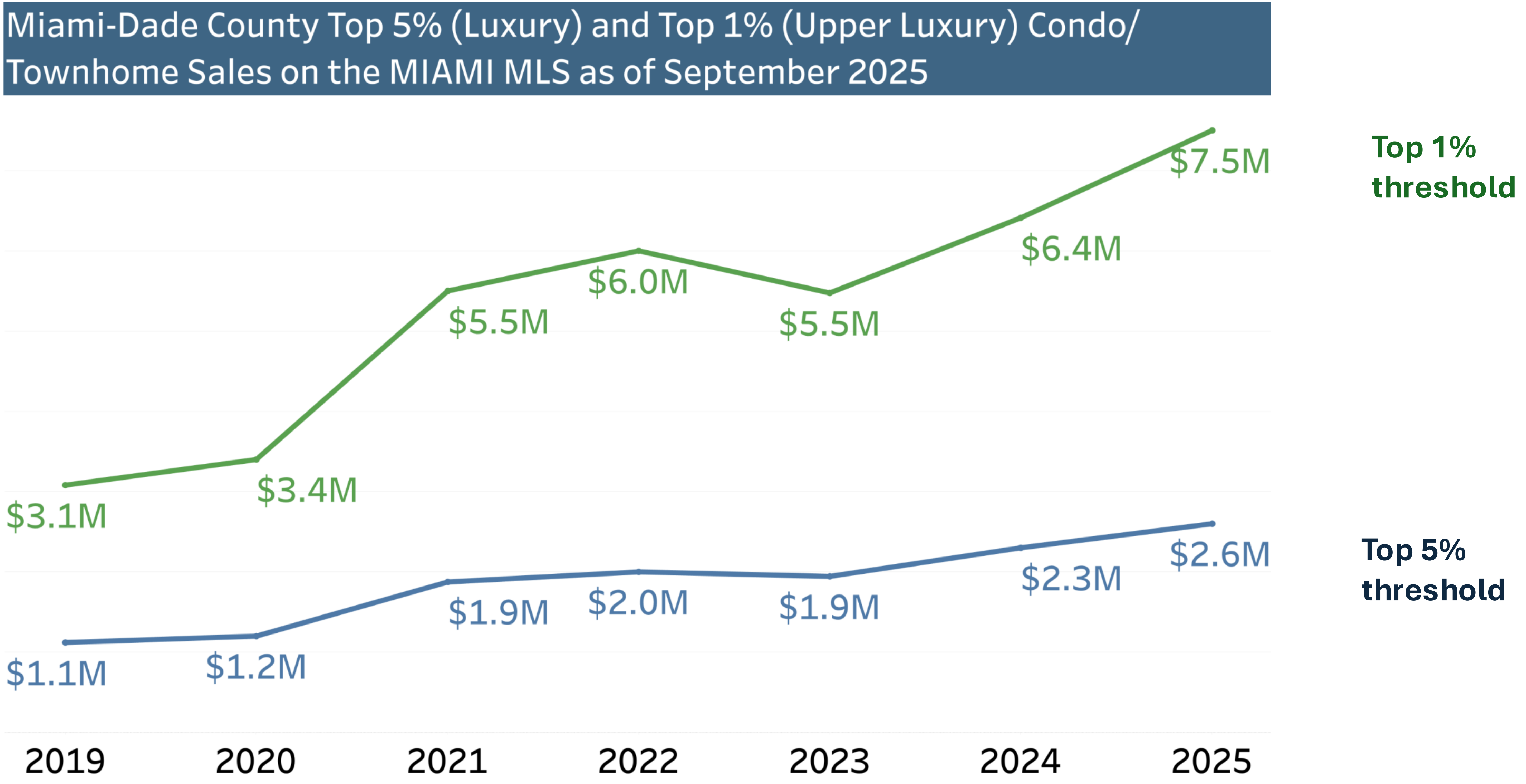
Buyer Momentum Strengthens in Miami Market Area in August 2025 - MIAMI REALTORS®

SF luxury price at $3.5M+, Uber-luxury at $10.7M+



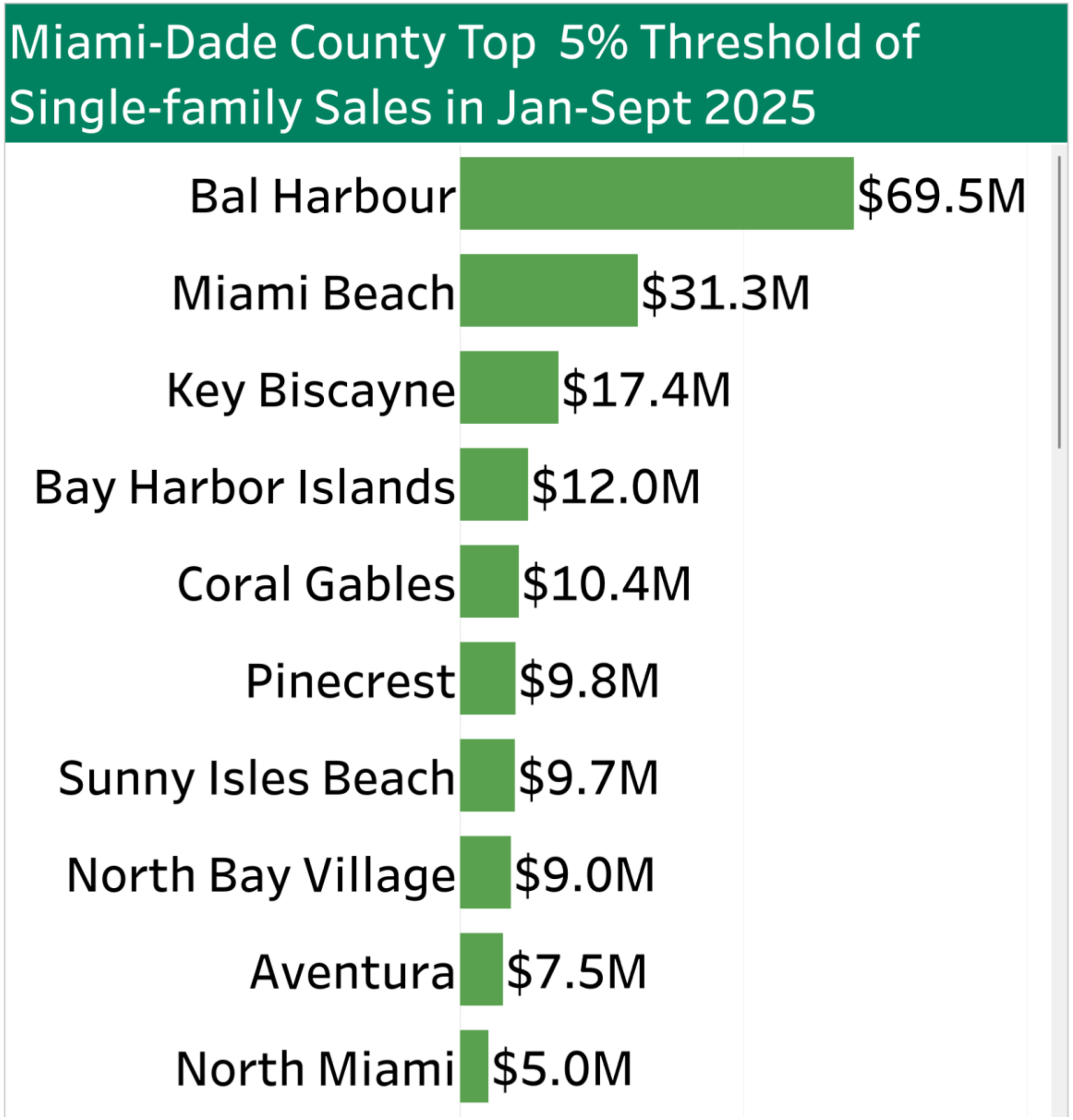
Source: MIAMI MLS Residential (Property Type) with Property Subtype “Single-family Residence”)

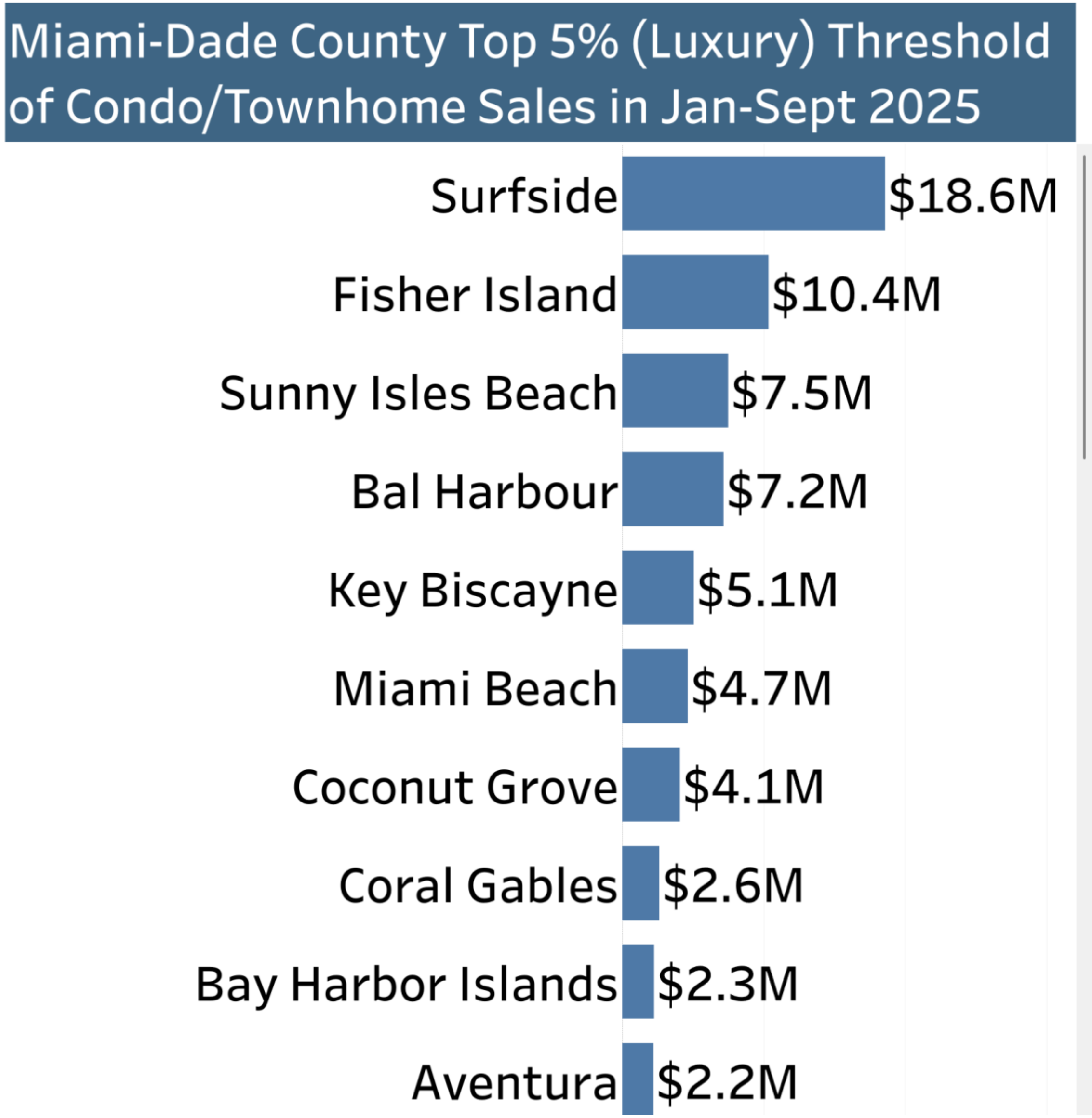
Condo luxury price at $2.6M+, Uber-luxury at $7.5M+



Source: MIAMI MLS Residential (Property Type) with Property Subtype “Condominium”, “Stock Cooperative”, “Townhouse”

Miami-Dade Luxury Market Hotspots as of Aug 2025





Source: MIAMI MLS based on Jan-Aug 2025 sales

Latin Americans: **Still the No. 1 Buyer of Miami New Construction**

MIAMI REALTORS®

Latin Americans as a % of International Buyers

- West Palm Beach **89**%
- Fort Lauderdale **79**%
- Southeast Broward **84**%
- North Miami area **93**%
- Wynwood **83**%
- Miami Beach **77**%
- Coral Gables **88**%
- Brickell **79**%
- Downtown Miami **99**%
- Coconut Grove **97**%

New Construction Buyers

49%
International Buyer Share

86%
Latin Americans as a % of Global Buyers

CERVERA® REAL ESTATE • 1969 | ONE Sotheby's INTERNATIONAL REALTY | SERHANT. NEW DEVELOPMENT | ISGWORLD | PMG

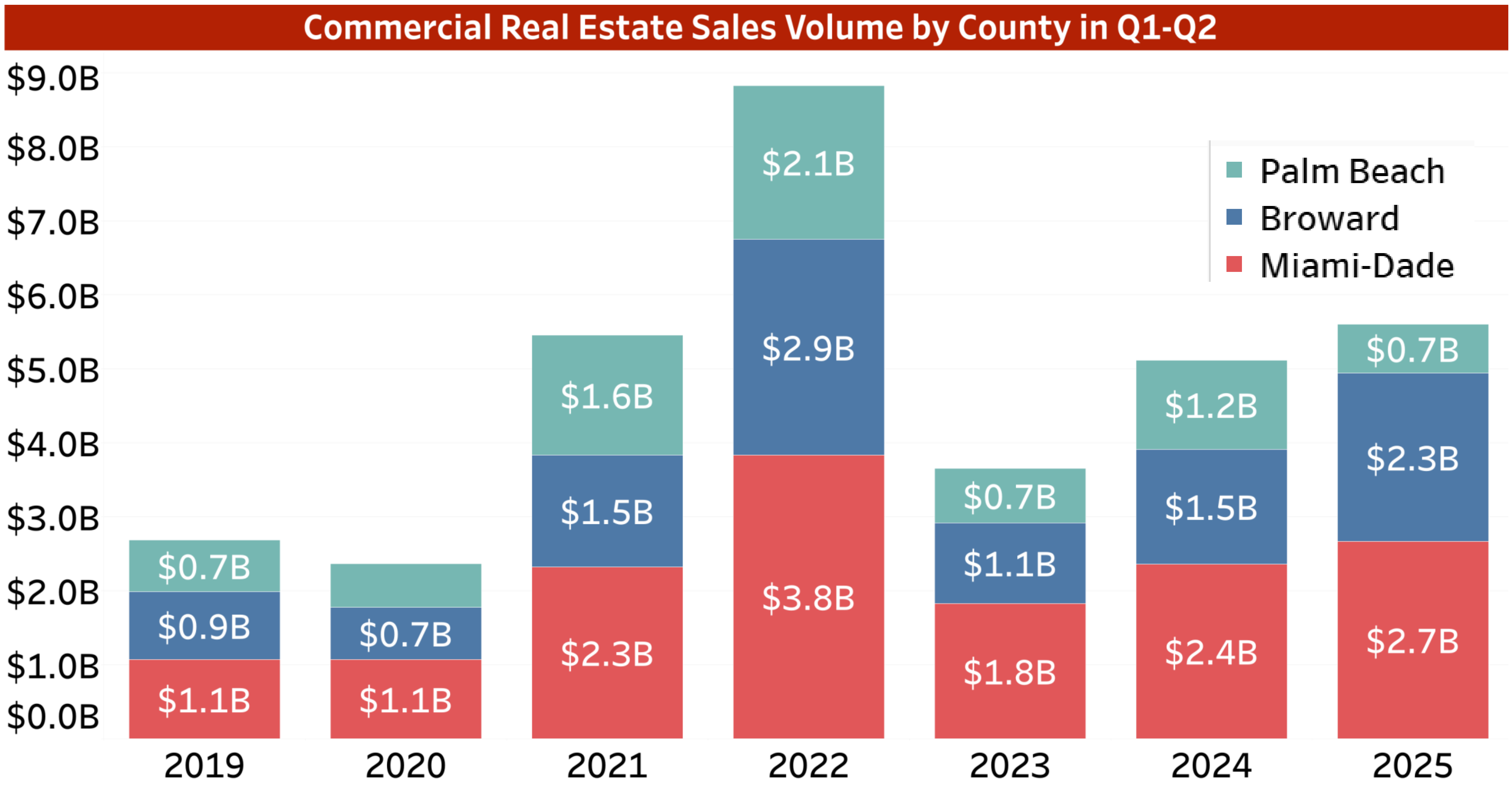
Source:
MIAMI REALTORS®
New Construction
Global Sales Report

Condo/Townhomes Housing Metrics

	August YTD Sales (%)	August YY Prices (%)	Months' Supply
U.S.	-7.5%	0.6%	6.2
Florida	-11.3%	-6.4%	9.3
Miami-Dade	-15.8%	-1.2%	14.0
Broward	-15.3%	-9.9%	11.9
Palm Beach	-8.8%	-9.5%	9.0

News - MIAMI REALTORS®

CRE Sales: $5.6 Bn + 10% Y/Y in 2025 Q1-Q2



South Florida Commercial Sales Jump Double Digits in First Half of 2025 - MIAMI REALTORS®

Miami Metro: #1 Office Market, Intense MF Construction

Miami Ranked No. 1 Office Market in the U.S. - MIAMI REALTORS®

Multifamily: 35,000 Units in 250+ Buildings Expected to be Completed in 2025-2027 in Miami Metro Area

- +15% of existing multifamily rental units, the most intense in the nation
- 40% in the Miami market area
- NY-based Namdar Group, Miami-headquartered Flow (Adam Neumann of WeWork), Atlantic Pacific Companies are largest developers

New York Developer and WeWork Founder Lead Miami's Largest Multifamily Development - MIAMI REALTORS®

Southeast Florida 2026 Real Estate Outlook Drivers

- ❖ Lower mortgage rates hovering at 6% to bolster sales growth (5% single-family) and price (4% single-family)

- ❖ More favorable tax policy (elimination of business rent tax) to bolster economic and job growth

- ❖ Condo reforms (e.g. HB 913) and more stable and competitive insurance market to somewhat ease financial burden for condo owners

- ❖ Sustained migration from out-of-state job movers and retirees

Southeast Florida Home Sales to Rebound in 2026 as Mortgage Rates Hit 6% - MIAMI REALTORS®

Economic Insights

Buyer Momentum Strengthens in Miami Market Area in August 2025

by Chris Umpierre September 24, 2025 0 7

By Gay Cororaton, Chief Economist, MIAMI Realtors® Key Takeaways Single-family pending sales rose 4.7% while condominium/townhome sales rose 0.9% in August 2025. The median...

Broward News News Releases Stats

Broward County $1M & Up Condo Sales Rise

by Chris Umpierre September 23, 2025 0 9

MIAMI — Broward County $1M and up condominiums sales increased year-over-year in August 2025, according to statistics released by the MIAMI Association of Realtors (MIAMI)...

JTHS News News Releases Stats

Palm Beach County Single-Family Home Sales Rise for Second Consecutive Month

by Chris Umpierre September 23, 2025 0 8

Enter keyword...

SOCIAL NETWORKS

RECENT POSTS

Buyer Momentum Strengthens in Miami Market Area in August 2025

September 24, 2025

0

Miami-Dade $1M & Up Condo Sales Surge; Affordable 30-Year Condo Units Holding Value