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MARKET INTELLIGENCE
Issue No. 01 · April 2026

SOUTH FLORIDA REAL ESTATE · MONTHLY REPORT

The Market
just split in two.

FEBRUARY 2024 — FEBRUARY 2026

Miami-Dade · **Broward** · **Palm Beach**

27,000+	3	3	11
MLS RECORDS	COUNTIES	YEARS OF DATA	KEY METRICS

Eddie Blanco
2025 Chairman, Miami Association of Realtors · Broker/Owner, Stratwell

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Eddie Blanco

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- 2025 Chairman of the Board, **Miami Association of Realtors**
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ABOUT THE AUTHOR

Twenty-seven years. *One market.*

Eddie Blanco has been selling real estate in South Florida since 1998 — through boom cycles, the foreclosure crisis, the post-pandemic surge, and every market shift in between. As Broker/Owner of Stratwell, he has closed over **$1 billion in transactions** and built one of the region's most recognized teams.

A specialist in REO and distressed properties since 2001, Eddie brings institutional-level discipline to every transaction — the same rigor that banks and asset managers demand, applied to sellers of all types. His brokerage spans Miami-Dade, Broward, and Palm Beach counties, with offices in Miami and Naples.

In 2025, he was elected Chairman of the Board of the Miami Association of Realtors — the largest local Realtor association in the country.

Why this report exists

Every month, South Florida sellers make decisions worth hundreds of thousands of dollars based on gut feel, outdated news, or anecdotal advice. This report changes that.

Using closed MLS transaction data, we analyze what actually happened — not what was listed, not estimated, but what closed. No indices. No algorithms. Just the numbers.

Ready to talk?

ABOUT YOUR PROPERTY

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SOUTH FLORIDA · FEBRUARY 2026

Market Pulse.

Key numbers at a glance **· 27,000+ closed MLS transactions · 3 counties**

PALM BEACH SFR

+7.7%

Price growth over 2 years — strongest in the region.

MIAMI-DADE CONDO

174 days

Median days on market — up from 85 days in 2024.

BROWARD CONDO

−7.0%

Median price decline since 2024. $/sqft down 8.5%.

PALM BEACH CONDO

76%

All-cash sales share — the highest in the tri-county.

Additional indicators

+35%
Cash buyer premium
Miami-Dade SFR

+103%
Pool premium
Palm Beach SFR

31%
SFR sellers w/ concessions
Miami-Dade

+70%
Waterfront SFR premium
Miami-Dade

+227%
New construction premium
Broward SFR

1-in-36
Condo distressed listings
Miami-Dade

$685K
SFR median price
Miami-Dade

$711K
SFR median price
Palm Beach

DATA: MLS CLOSED TRANSACTIONS, FEB 2024 – FEB 2026 · STRATWELL.CO · MARKET.STRATWELLREALESTATE.COM

Executive Summary

This report analyzes 27,000+ closed MLS transactions across Broward, Miami-Dade, and Palm Beach counties for February 2024, 2025, and 2026 — covering both single-family residences (SFR) and condominiums. It is designed to help sellers — both individual homeowners and institutional portfolio holders — make data-driven decisions about pricing, timing, and strategy.

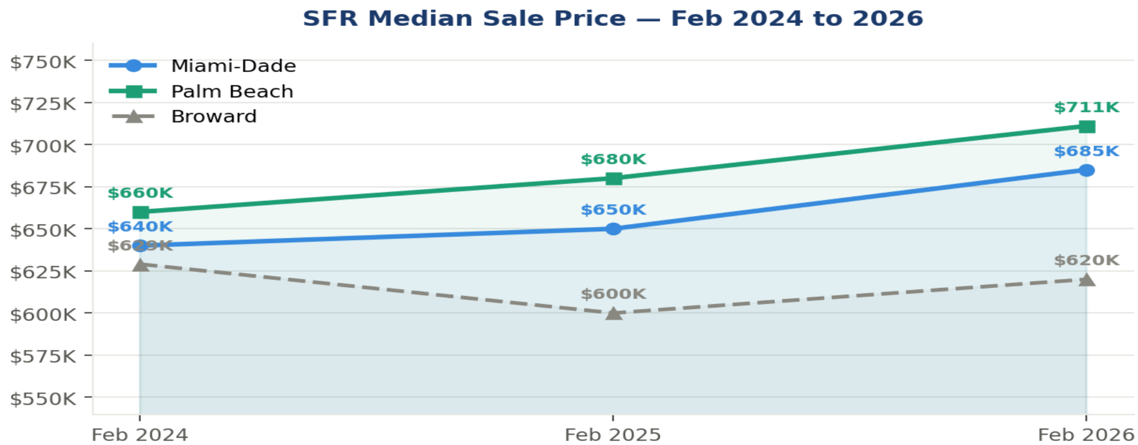
Key Findings at a Glance

- SFR values are growing: Median prices rose 7.0% in Miami-Dade and 7.7% in Palm Beach over two years.
- Condo market under pressure: Prices declined across all three counties. Broward condos down 7.0%.
- Days on market rising sharply: Condos now take a median of 119–174 days vs. 68–85 days in 2024.
- Cash buyers dominate and pay more: 76% of Palm Beach condo sales were cash. Cash buyers pay 15–35% more than financed buyers.
- Seller concessions are the new normal: 1-in-3 SFR sellers in Miami-Dade and Broward offered incentives averaging $11K–$16K.
- Waterfront commands 22–70% premiums; pools add 64–103% on SFR.
- New construction SFR commands 146–227% premium over existing stock.
- Distressed sales rising: Miami-Dade condo distressed listings went from fewer than 1-in-200 to nearly 1-in-36 in two years.

Section 1: Median Sale Prices

1.1 Single-Family Residences

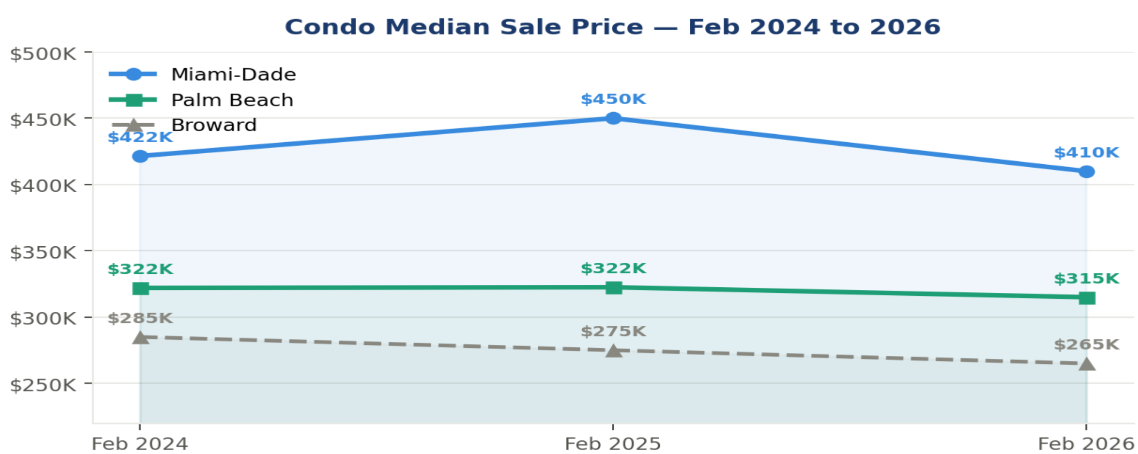
SFR values show consistent growth in Miami-Dade and Palm Beach. Broward dipped in 2025 but has recovered.



County	Feb 2024	Feb 2025	Feb 2026	2-Year Change
Miami-Dade	**$640,000**	**$650,000**	**$685,000**	**+7.0%**
Broward	**$629,000**	**$600,000**	**$620,000**	**-1.4%**
Palm Beach	**$660,000**	**$680,000**	**$711,000**	**+7.7%**

1.2 Condominiums

Condo prices declined in all three counties. Miami-Dade saw a sharp -8.9% drop from 2025 to 2026 alone.



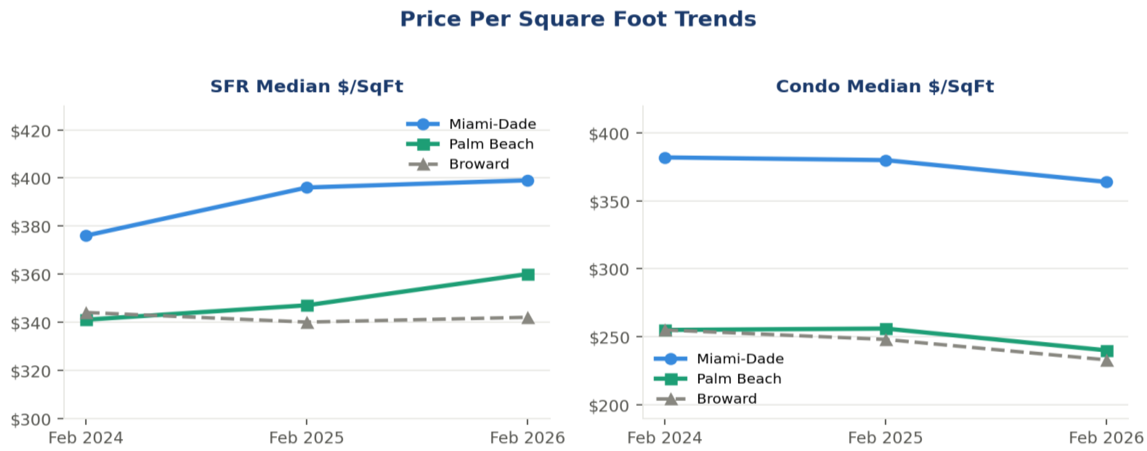
County	Feb 2024	Feb 2025	Feb 2026	2-Year Change
Miami-Dade	**$421,500**	**$450,000**	**$410,000**	**-2.7%**
Broward	**$285,000**	**$275,000**	**$265,000**	**-7.0%**

County	Feb 2024	Feb 2025	Feb 2026	2-Year Change
Palm Beach	$322,000	$322,500	$315,000	-2.2%

Broker Insight: For condo sellers, every month of delay in 2026 carries measurable price risk. Listings priced at or below market value are selling; overpriced units are sitting 100+ days and ultimately closing for less.

Section 2: Price Per Square Foot

SFR is appreciating on a per-foot basis while condos are eroding. Broward condos down 8.5% — the largest per-foot decline in the dataset.

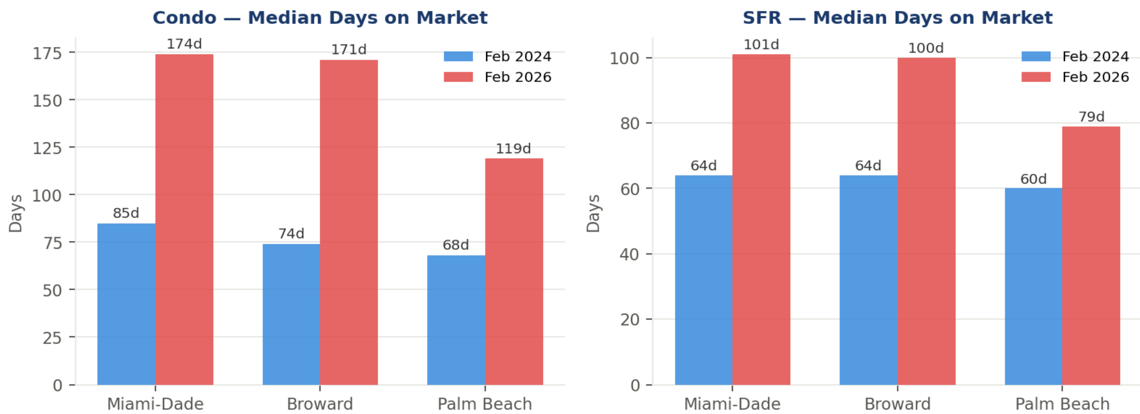


Segment	County	Feb 2024 $/SqFt	Feb 2026 $/SqFt	Change
SFR	**Miami-Dade**	**$376**	**$399**	**+6.2%**
SFR	**Broward**	**$344**	**$342**	-0.5%
SFR	**Palm Beach**	**$341**	**$360**	**+5.6%**
Condo	**Miami-Dade**	**$382**	**$364**	**-4.7%**
Condo	**Broward**	**$255**	**$233**	**-8.5%**
Condo	**Palm Beach**	**$255**	**$240**	**-5.8%**

Section 3: Days on Market

Rising DOM is the most visible sign of shifting leverage. Condos in Miami-Dade and Broward now take nearly 6 months to close — up from 10 weeks in 2024.

Days on Market: 2024 vs. 2026

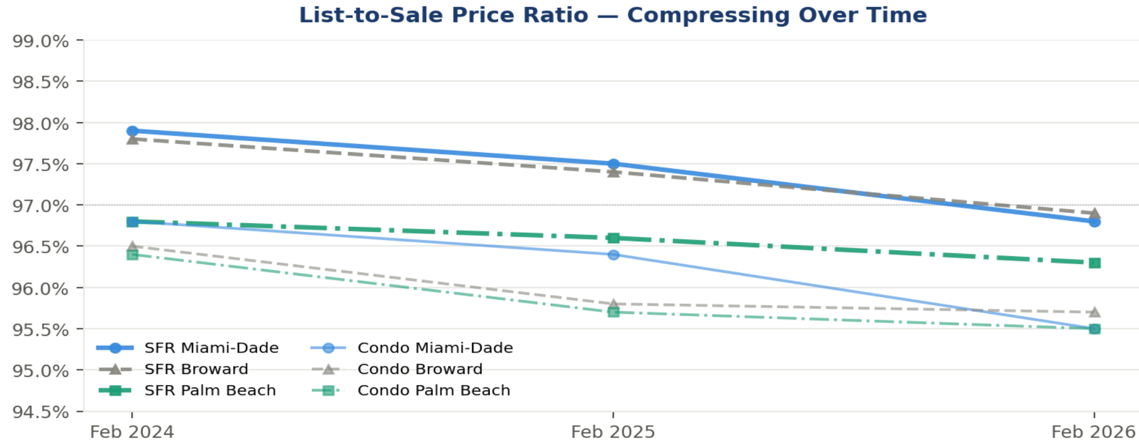


Segment	County	Feb 2024	Feb 2025	Feb 2026	Increase
Condo	Miami-Dade	85 days	137 days	174 days	+89 days
Condo	Broward	74 days	148 days	171 days	+97 days
Condo	Palm Beach	68 days	114 days	119 days	+51 days
SFR	Miami-Dade	64 days	85 days	101 days	+37 days
SFR	Broward	64 days	90 days	100 days	+36 days
SFR	Palm Beach	60 days	83 days	79 days	+19 days

Notable: 31 Miami-Dade condos had 1,000+ days on market in February 2026, most still unsold. One Palm Beach condo had been listed for over 3,000 days. Pricing discipline has never mattered more.

Section 4: List-to-Sale Price Ratios

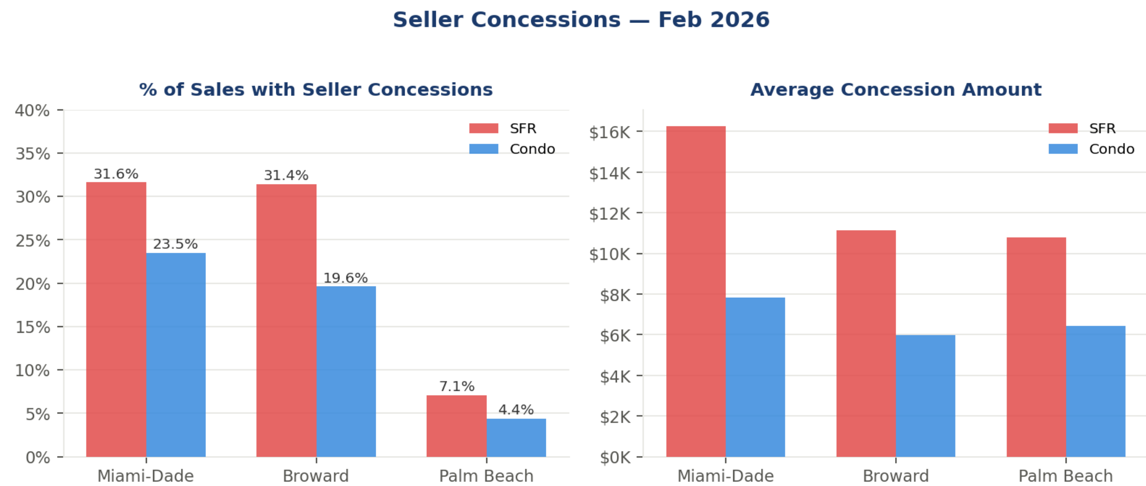
Every segment is compressing — buyers are negotiating more in 2026 than in 2024. On a $685,000 home, the difference between 97.9% and 96.8% is $7,500 out of pocket.



Segment	County	Feb 2024	Feb 2025	Feb 2026
SFR	**Miami-Dade**	**97.9%**	**97.5%**	96.8%
SFR	**Broward**	**97.8%**	**97.4%**	96.9%
SFR	**Palm Beach**	**96.8%**	**96.6%**	96.3%
Condo	**Miami-Dade**	**96.8%**	**96.4%**	95.5%
Condo	**Broward**	**96.5%**	**95.8%**	95.7%
Condo	**Palm Beach**	**96.4%**	**95.7%**	95.5%

Section 5: Seller Concessions

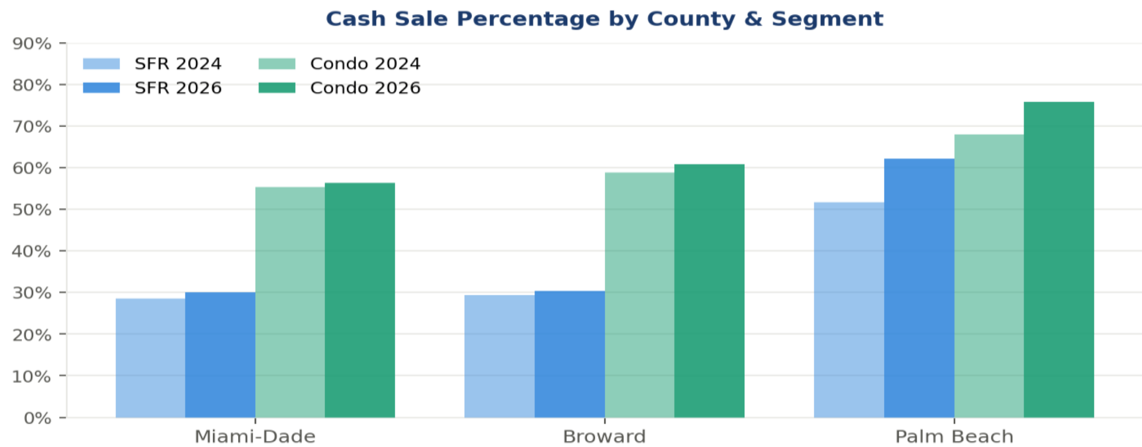
Nearly 1-in-3 SFR sellers in Miami-Dade and Broward offered concessions in February 2026. Palm Beach remains remarkably clean at just 7.1%.

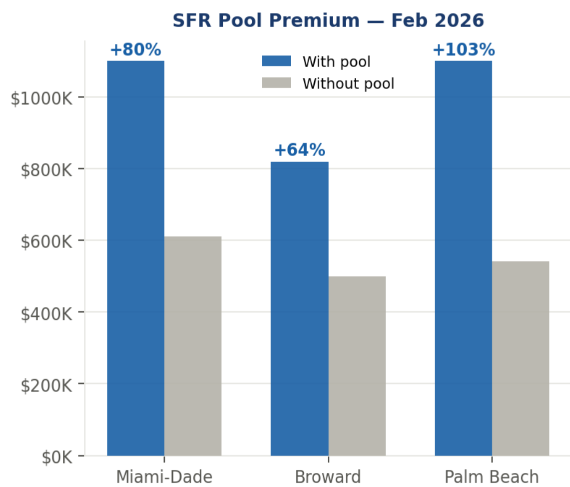


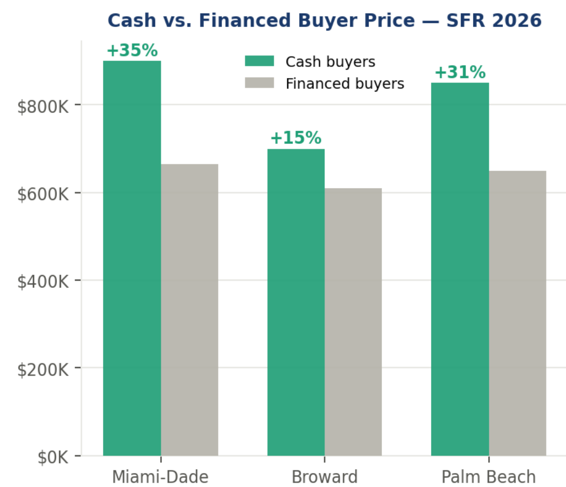
Segment	County	% with Concessions	Avg. Amount	Median Amount
SFR	**Miami-Dade**	**31.6%**	**$16,263**	**$10,000**
SFR	**Broward**	**31.4%**	**$11,138**	**$10,000**
SFR	**Palm Beach**	**7.1%**	**$10,775**	**$8,000**
Condo	**Miami-Dade**	**23.5%**	**$7,810**	**$5,000**
Condo	**Broward**	**19.6%**	**$5,989**	**$4,000**
Condo	**Palm Beach**	**4.4%**	**$6,422**	**$4,500**

Section 6: Cash Buyer Analysis

Cash buyers dominate South Florida — and they pay significantly more. In Miami-Dade, the median cash SFR sale is $900K vs. $665K for financed buyers.

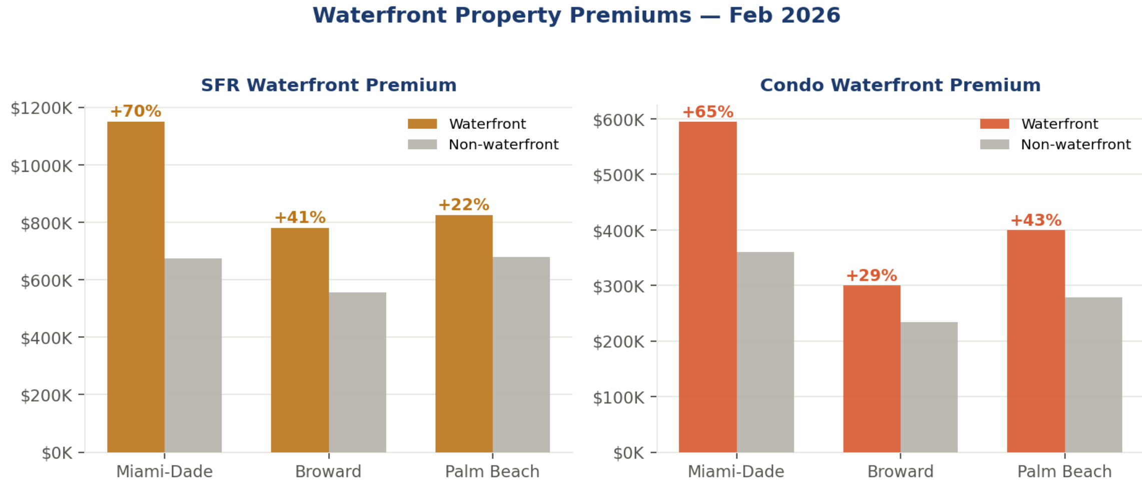






County	Cash Median	Financed Median	Cash Premium
Miami-Dade	**$900,000**	**$665,000**	**+35%**
Broward	**$700,000**	**$610,000**	**+15%**
Palm Beach	**$850,000**	**$650,000**	**+31%**

Section 7: Feature Premiums — Waterfront & Pool

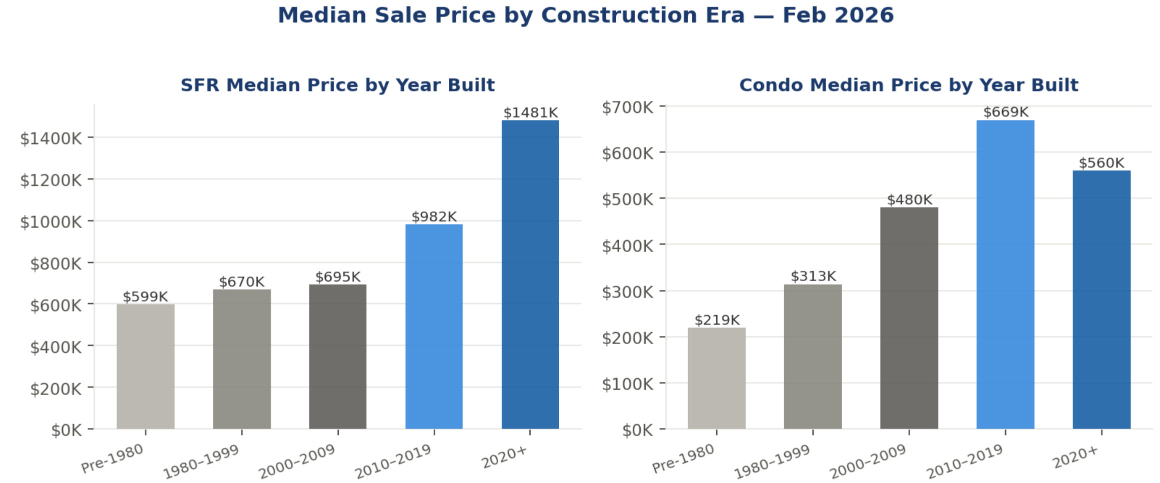


Segment	County	Waterfront Median	Non-WF Median	Premium
SFR	Miami-Dade	$1,150,000	$675,000	+70%
SFR	Broward	$780,000	$555,000	+41%
SFR	Palm Beach	$825,000	$678,000	+22%
Condo	Miami-Dade	$595,000	$360,000	+65%
Condo	Broward	$300,000	$233,450	+29%
Condo	Palm Beach	$400,000	$279,000	+43%

7.2 Pool Premium (SFR)

County	Pool Median	No-Pool Median	Premium
Miami-Dade	$1,100,000	$610,000	+80%
Broward	$820,000	$500,000	+64%
Palm Beach	$1,100,000	$541,000	+103%

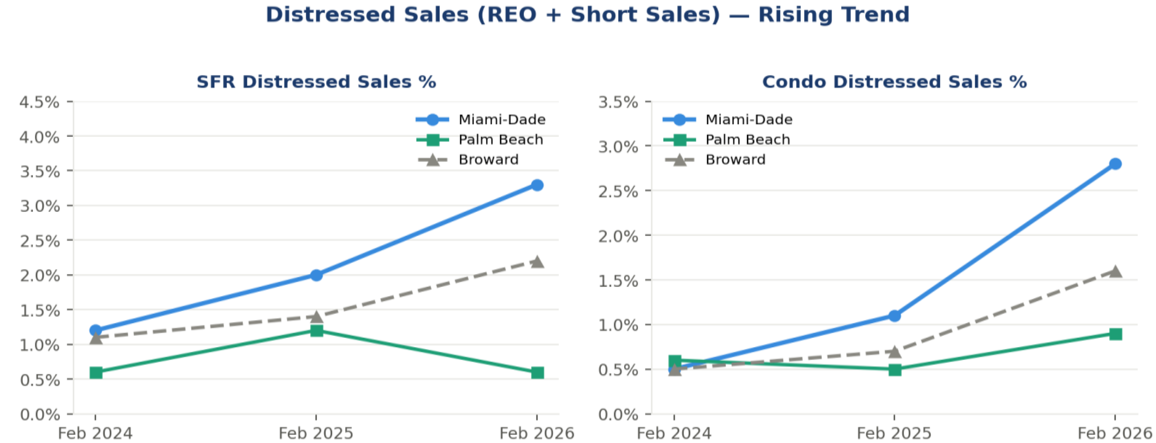
Section 8: The New Construction Premium



Era Built	Median Sale Price	Count
Pre-1980	$599,000	1,168
1980–1999	$669,750	760
2000–2009	$695,000	342
2010–2019	$982,500	130
2020+	$1,481,468	198

County	New Build (2023+) Median	Existing Stock Median	Premium
Miami-Dade	$1,675,000	$680,000	+146%
Broward	$1,995,000	$610,000	+227%
Palm Beach	$1,695,000	$685,000	+147%

Section 9: Distressed Sales — A Rising Signal



Segment	County	Feb 2024	Feb 2026	Change
SFR	**Miami-Dade**	**1.2%**	3.3%	**+175%**
SFR	**Broward**	**1.1%**	2.2%	+100%
SFR	**Palm Beach**	**0.6%**	**0.6%**	**Flat**
Condo	**Miami-Dade**	**0.5%**	2.8%	**+460%**
Condo	**Broward**	**0.5%**	1.6%	+220%
Condo	**Palm Beach**	**0.6%**	**0.9%**	**Modest rise**

Key insight: Miami-Dade condo distressed listings went from fewer than 1-in-200 to nearly 1-in-36 in just two years. Palm Beach remains the most resilient market across all distressed metrics.

Section 10: County-by-County Deep Dive

10.1 Miami-Dade County

- SFR median up 7.0% to $685,000; $/sqft at $399 (+6.2%).
- Condo median down 2.7% to $410,000; dropped 8.9% in the last 12 months alone.
- Condo DOM surged from 85 to 174 days. 31 condos with 1,000+ days on market.
- 31.6% of SFR closings included seller concessions averaging $16,263.
- Distressed condo sales nearly 6× higher: 0.5% to 2.8%.
- Waterfront SFR premium: 70% over non-waterfront.

10.2 Broward County

- SFR median down a net -1.4% to $620,000; recovering from 2025 trough.
- Condo $/sqft fell 8.5% — the largest per-foot decline in the dataset.
- Condo DOM: 74 → 171 days — the single largest jump of any market.
- 31.4% of SFR sellers offered concessions averaging $11,138.
- New SFR construction (2023+) commands +227% over existing stock.

10.3 Palm Beach County

- SFR median up 7.7% to $711,000 — strongest appreciation in the study.
- SFR DOM rose only 19 days over two years — smallest increase by far.
- 62.1% of SFR and 75.9% of condo sales were all-cash.
- Only 7.1% of SFR sellers and 4.4% of condo sellers offered concessions.
- Pool premium on SFR: +103% — pools nearly double home values here.

Section 11: Seller Strategy Guidance

11.1 For Traditional Home Sellers

Single-Family Home Sellers

- Price using closed comps from the past 60–90 days. Closed sales are reality; active listings are the competition.
- Miami-Dade and Palm Beach SFR sellers hold the most pricing leverage. Broward sellers should be more conservative.
- Budget for potential concessions in Miami-Dade and Broward — 1.5–2.0% of sale price.
- Waterfront and pool features require premium marketing: professional photography, drone footage, targeted digital campaigns.
- If not under contract in 45–60 days, reassess price — not just marketing.
- New construction (2020+) commands 146–227% over existing stock — lead with that in all marketing.

Condo Sellers

- Act with urgency. Prices are declining in all three counties. Waiting costs money.
- Price below the competition, not at it. In a 171-day median market, the listings that sell are priced at or below market.
- Know your building's financing eligibility. If reserve issues exist, plan for a cash-buyer-only pool.
- Disclose proactively. Buyer caution post-Surfside is real. Transparency accelerates decisions.

11.2 For Institutional & Portfolio Sellers

- Separate SFR and condo assets. They are fundamentally different markets and require distinct strategies.
- Palm Beach SFR offers the highest pricing power, lowest concession pressure, and shortest DOM.
- Waterfront assets should never be bundled in bulk sales — premiums of 22–70% are destroyed by averaging.
- Cash buyers pay 15–35% more than financed buyers. Reaching this audience is worth serious marketing investment.
- Model seller concession costs as a line item in Miami-Dade and Broward SFR dispositions — 31%+ of closings included them.
- Monitor the distressed sale pipeline. Rising REO/short sale rates in Miami-Dade are a leading indicator that compresses your comparable pricing.

Appendix: Full Data Tables

All figures from MLS closed transaction records, February 2024, 2025, and 2026. 27,000+ total records across all three counties.

A1. Median Sale Price

Segment	County	Feb 2024	Feb 2025	Feb 2026
SFR	Miami-Dade	$640,000	$650,000	$685,000
SFR	Broward	$629,000	$600,000	$620,000
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A2. Median $/SqFt

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SFR	Miami-Dade	$376	$396	$399	+6.2%
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Condo	Broward	$255	$248	$233	-8.5%
Condo	Palm Beach	$255	$256	$240	-5.8%

A3. Median Days on Market

Segment	County	Feb 2024	Feb 2025	Feb 2026
SFR	Miami-Dade	64	85	101
SFR	Broward	64	90	100
SFR	Palm Beach	60	83	79
Condo	Miami-Dade	85	137	174
Condo	Broward	74	148	171
Condo	Palm Beach	68	114	119

A4. Cash Sale Percentage

Segment	County	Feb 2024	Feb 2025	Feb 2026
SFR	Miami-Dade	28.6%	28.5%	30.0%
SFR	Broward	29.4%	28.3%	30.3%
SFR	Palm Beach	51.6%	53.9%	62.1%
Condo	Miami-Dade	55.4%	53.3%	56.3%
Condo	Broward	58.8%	56.1%	60.9%
Condo	Palm Beach	68.0%	74.7%	75.9%

Data Source: MLS closed transaction records, Broward, Miami-Dade, and Palm Beach counties. Analysis period: February 2024, February 2025, February 2026.

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