SOUTH FLORIDA REAL ESTATE · MONTHLY REPORT

46.8% of Dade buyers got a seller credit. Broward condos fell again. *Palm Beach hit a new high.*

JUNE 2024 — JUNE 2026

Miami-Dade · Broward · Palm Beach

46.8%	$754K	−8.4%
MIAMI-DADE SFR FINANCED CONCESSION RATE	PALM BEACH SFR MEDIAN SALE PRICE JUNE 2026	BROWARD CONDO PRICE CHANGE JUNE 2024 → 2026

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Eddie Blanco
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ABOUT THE AUTHOR

Twenty-seven years. *Institutional discipline.*

Since 1998, Eddie has done one thing well: sell South Florida real estate. Over 3,100 homes closed. Over $1 billion in transactions. Through three market cycles, a foreclosure crisis, a pandemic, and a hurricane or two.

He started selling REO in 2001. He has been the trusted broker for single-family rental funds since 2012. Today Stratwell is the firm that mortgage servicers, asset managers, and SFR operators call when they need help in South Florida.

In 2025, his peers elected him Chairman of the Miami Association of Realtors, the largest local Realtor association in the country.

Why this report exists

Every month, smart people make South Florida real estate decisions worth millions, based on headlines and gut feel. We want to change that. We pull more than 19,000 closed MLS transactions and analyze what actually sold. Just the closed numbers, plus the narrative that brings the data to life.

Have questions?
Call anytime.

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SOUTH FLORIDA · JUNE 2026

Market Pulse.

Key numbers at a glance · 19,858 closed MLS transactions · 3 counties

MIAMI-DADE SFR · FINANCED CONCESSIONS

46.8%

Nearly half of financed Miami-Dade home buyers received a seller credit in June. Up from 28% just two years ago. The highest rate of any county in any month this year.

PALM BEACH SFR · MEDIAN SALE PRICE

$754K

Palm Beach SFR median reached $754,250 in June, up 11.7% from $675,000 a year ago. The strongest year-over-year appreciation of the three counties.

BROWARD CONDO · 3-YEAR PRICE CHANGE

−8.4%

Broward condo median price fell from $290,000 in June 2024 to $265,500 in June 2026. Third consecutive June decline. Price per square foot is down 8.3% over the same period.

MIAMI-DADE CONDO · DAYS ON MARKET

92

Miami-Dade condos sat on the market a median of 92 days in June 2026, up from 60 days in June 2024. SFR moved faster at 53 days. The condo backlog is deepening.

Additional indicators

$690K

Miami-Dade SFR median sale price, June 2026. Up from $655K two years ago.

2.69%

Miami-Dade SFR distressed share (REO + short sale), June 2026. Still elevated versus Broward (1.77%) and Palm Beach (0.66%).

DATA: MLS CLOSED TRANSACTIONS, JUNE 2024 — JUNE 2026 · STRATWELL.CO · MARKET.STRATWELLREALESTATE.COM

SOUTH FLORIDA · JUNE 2026 · 19,858 CLOSED TRANSACTIONS

Three markets.
Three directions.

In June 2026, the South Florida real estate market did not move as one. Miami-Dade single-family buyers received seller credits on 46.8% of financed transactions, the highest rate of any county in any month this dataset covers. Palm Beach single-family posted a median of $754,250, up 11.7% year-over-year, the strongest appreciation of the three counties. And Broward condos recorded their third consecutive June price decline, falling 8.4% over two years.

These are not the same story at three different speeds. They are three separate markets. This report covers 19,858 closed MLS transactions across Miami-Dade, Broward, and Palm Beach counties from June 2024 through June 2026. Every number is from closed sales. Not list prices. Not estimates. Not pending contracts.

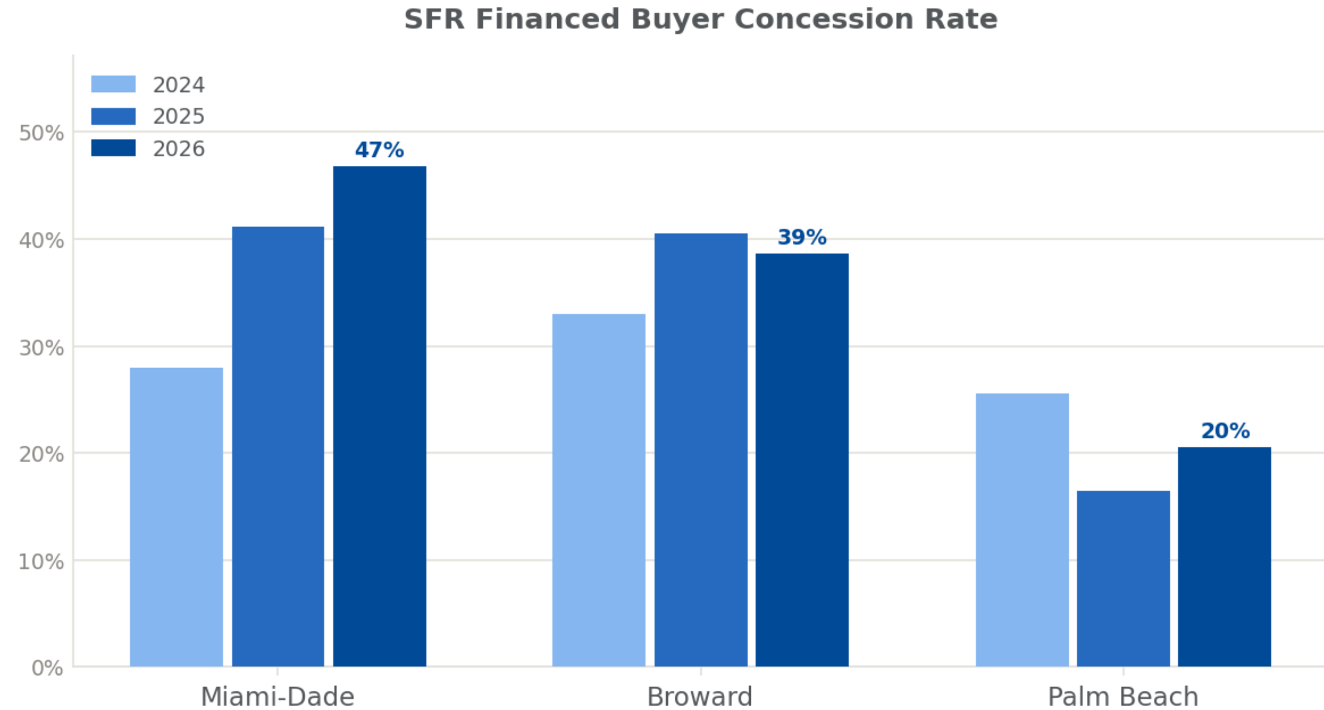
SECTION 1 · MIAMI-DADE SFR

The Concession
Market.

In June 2026, 46.8% of financed Miami-Dade single-family home buyers received a seller credit. That is nearly half of all financed transactions. Two years ago, that rate was 28.0%. The shift has been fast and consistent, up more than 19 percentage points in 24 months.

This is not traditional distress. The Miami-Dade SFR median held at $690,000 in June 2026, and homes are moving in a median of 53 days. The concession rate reflects a shift in leverage. Financed buyers are arriving expecting relief on rate buydowns, closing costs, or repairs. Sellers getting offers are providing that relief upfront, not negotiating it out of the price after the fact.

For comparison: Broward SFR posted a financed concession rate of 38.6%, and Palm Beach SFR came in at 20.5%, less than half the Miami-Dade rate. The concession market is most acute in Miami-Dade, but it is present and rising across the region.



Financed Buyer Concession Rate (SFR) · June 2024, 2025, 2026 · All Three Counties

Three-Year Data: SFR Financed Concession Rate

	Miami-Dade	Broward	Palm Beach
Jun '24	28.0%	33.0%	25.6%
Jun '25	41.1%	40.5%	16.5%
Jun '26	46.8%	38.6%	20.5%
YoY 25-26	+13.9%	-4.7%	+24.2%

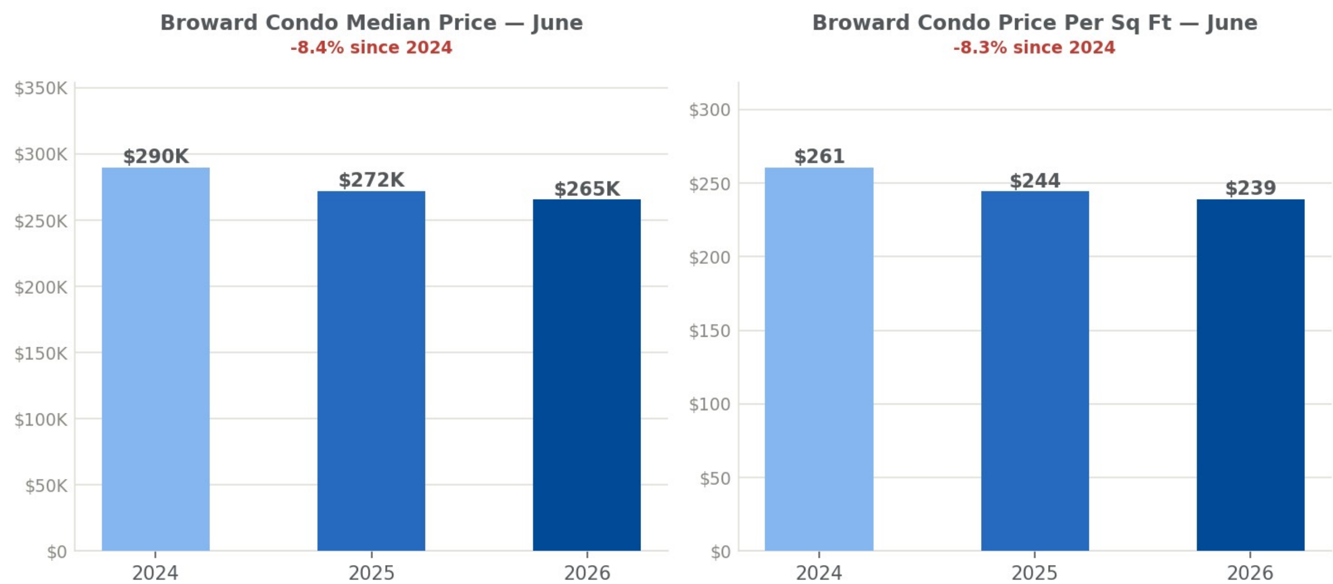
SECTION 2 · BROWARD CONDO

Three Consecutive *June Declines.*

The Broward condo market has now posted three consecutive June price declines. The median sale price was $290,000 in June 2024, $272,000 in June 2025, and $265,500 in June 2026, a -8.4% decline over two years. Price per square foot followed the same arc: $260.74 to $244.28 to $239.11.

Days on market held at 75 days. The list-to-sale ratio sits at 92.4%, the weakest of any county-product combination in this dataset. The financed concession rate is 31.3%.

Broward condos carry structural headwinds beyond price. Reserve requirements, insurance costs, and building inspection mandates enacted after the Champlain Towers collapse have added holding costs that buyers are pricing in. That pressure shows up most clearly in Broward.



Broward Condo Median Sale Price & Price Per Sq Ft · June 2024, 2025, 2026

Three-Year Data: Condo Median Sale Price

	Miami-Dade	Broward	Palm Beach
Jun '24	$420,000	$290,000	$322,000
Jun '25	$440,000	$272,000	$310,000
Jun '26	$432,000	$265,500	$320,000
YoY 25-26	-1.8%	-2.4%	+3.2%

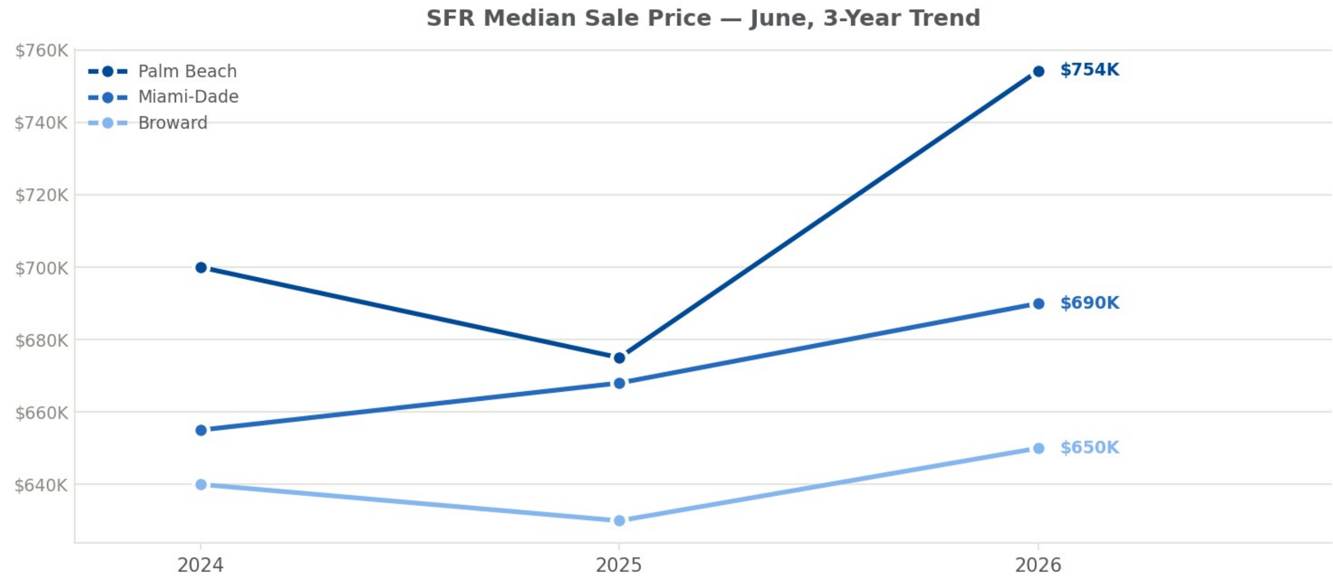
SECTION 3 · PALM BEACH SFR

Palm Beach *Breaks Through.*

Palm Beach SFR posted a June 2026 median of $754,250, up 11.7% from $675,000 a year ago. That is the strongest year-over-year appreciation of the three counties. It also marks a reversal: Palm Beach SFR had slipped from $700,000 in June 2024 to $675,000 in June 2025 before breaking to a new high.

The county's concession rate tells the same story from the opposite direction. Only 14% of Palm Beach SFR sales carried a seller credit in June 2026, versus 37% in Miami-Dade. Buyers have less room to negotiate. Properties are moving in 39 days, and the list-to-sale ratio of 94.8% is the strongest SFR figure in the three-county dataset.

Distressed share is the lowest of the three counties at 0.66%. The market is running on organic demand.



Palm Beach SFR Median Sale Price · June 2024, 2025, 2026

Three-Year Data: SFR Median Sale Price

	Miami-Dade	Broward	Palm Beach
Jun '24	$655,000	$640,000	$700,000
Jun '25	$668,000	$629,950	$675,000
Jun '26	$690,000	$650,000	$754,250
YoY 25-26	+3.3%	+3.2%	+11.7%

MARKET INTELLIGENCE · SELLER STRATEGY

What This Means *If You're Selling.*

Sellers closing deals in this market are doing four things: pricing accurately from day one, budgeting for concessions before listing, investing in cosmetic preparation, and moving fast on repairs.

Price it right from the start

Overpriced listings lose twice. Days on market climb sharply after the first two weeks, and once a listing ages, buyers assume something is wrong. Miami-Dade SFR closed at 95.5% of list price in June. Broward SFR at 96.0%. Sellers who start high and chase the market down rarely recover the premium they were reaching for.

Offer concessions upfront

With 46.8% of financed Miami-Dade SFR buyers receiving seller credits, the concession conversation is standard. Build the concession into the marketing before listing, not wait for the buyer to extract it at closing. Sellers who offer a rate buydown or closing cost credit upfront move faster and at a better net price than those who hold firm and negotiate down.

Invest in cosmetics

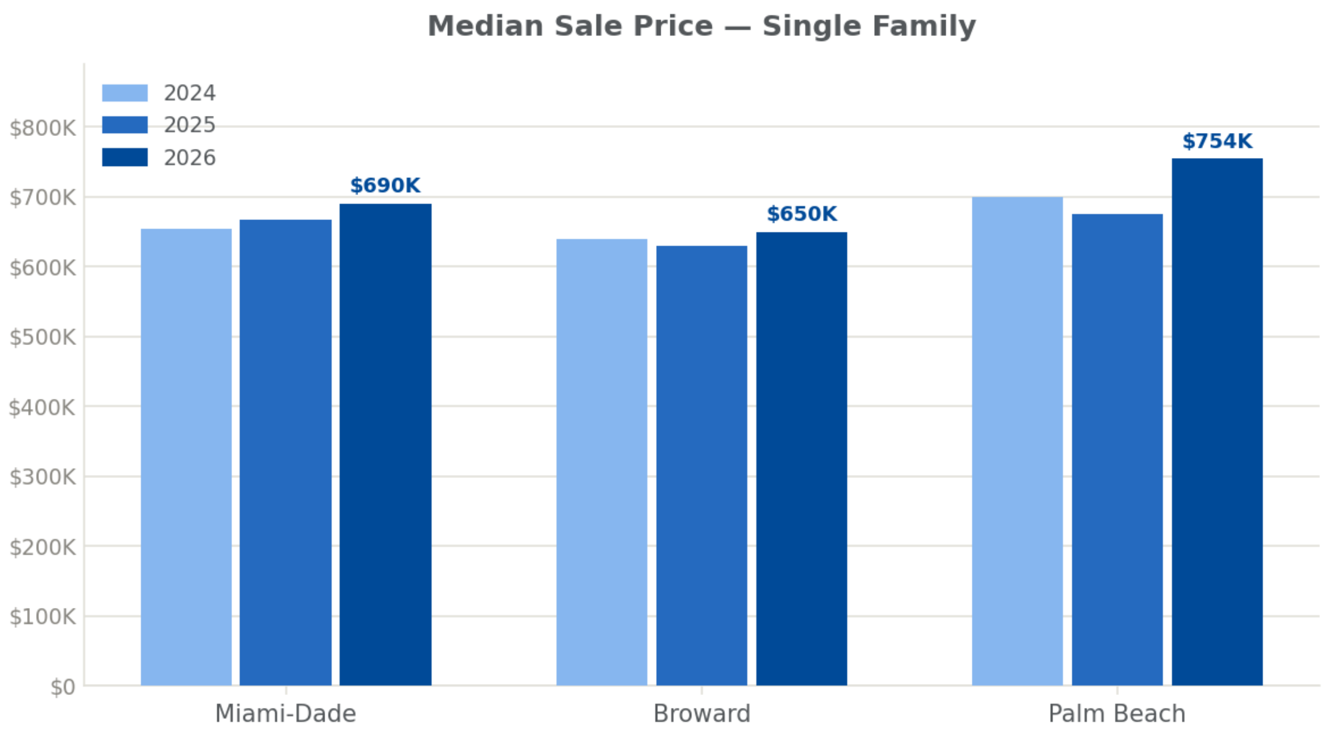
Prepared properties are outperforming. The days-on-market gap between well-prepared and as-is listings is measurable. Paint, flooring, landscaping: a few thousand dollars before listing is not an expense. It is a marketing decision that returns multiples in faster close times and stronger offers.

Know your county

Palm Beach SFR sellers are in the strongest position in the region: low concession rates, fast days on market, rising prices. Miami-Dade SFR sellers face more buyer leverage but still have deep demand at correctly priced properties. Broward condo sellers face the most challenging conditions and should expect longer marketing times, deeper concessions, and more negotiation.

STANDARD METRICS · SINGLE-FAMILY

SFR Median Sale Price



SFR Median Sale Price by County · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
Jun '24	$655,000	$640,000	$700,000
Jun '25	$668,000	$629,950	$675,000
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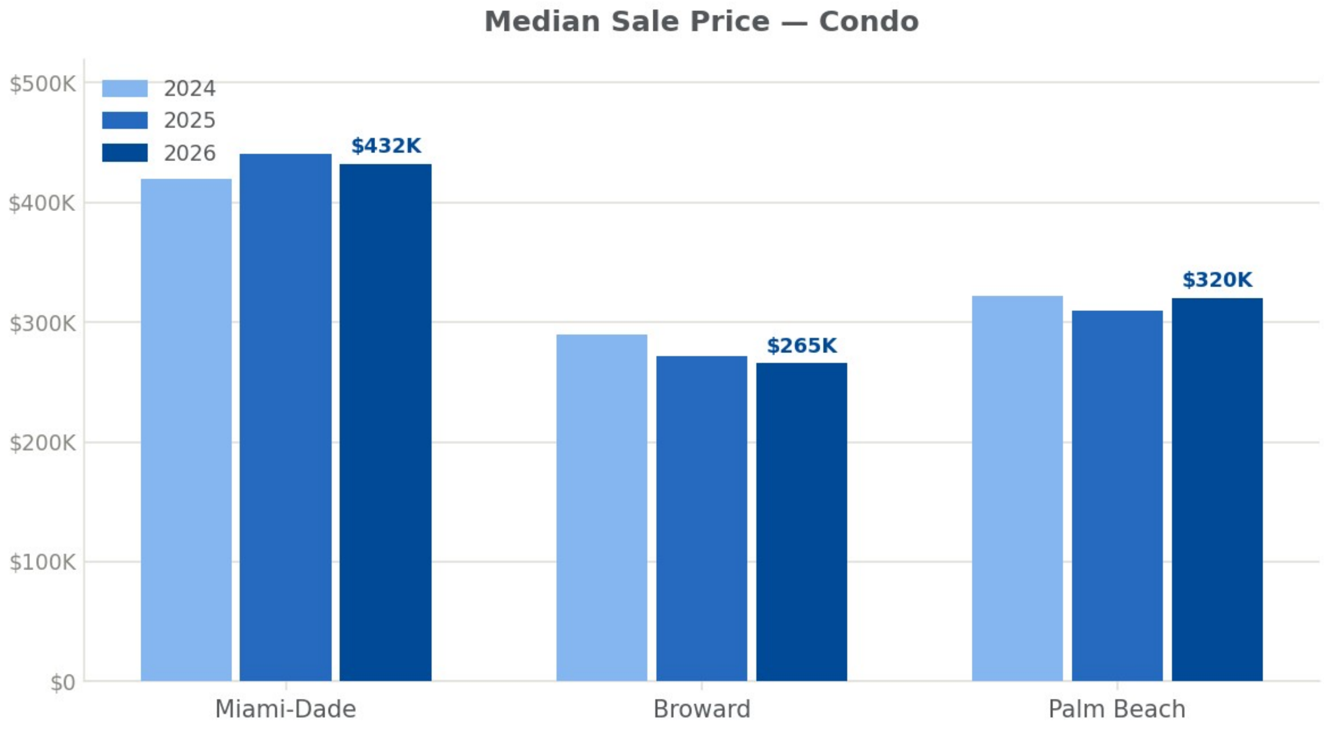
YoY 25-26	+3.3%	+3.2%	+11.7%

STANDARD METRICS · CONDO

Condo Median Sale Price



Condo Median Sale Price by County · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
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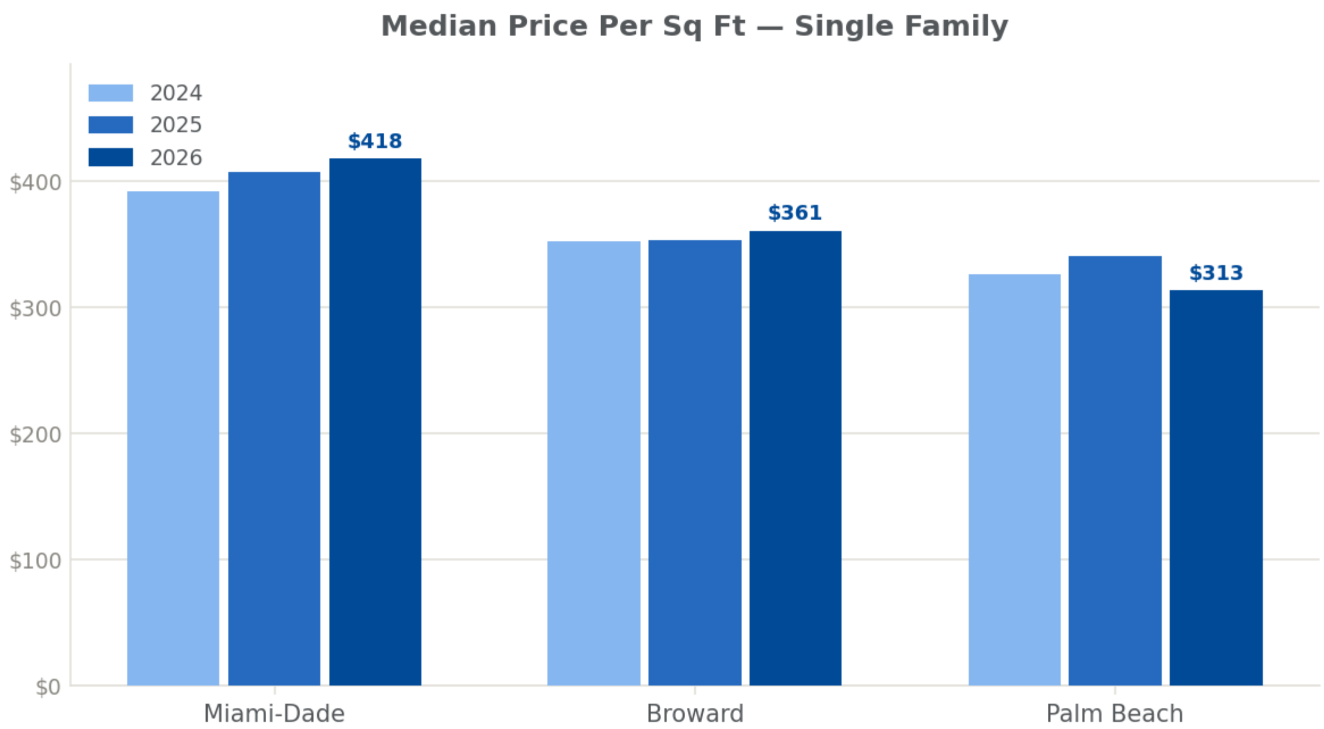
YoY 25-26	-1.8%	-2.4%	+3.2%

STANDARD METRICS · SINGLE-FAMILY

SFR Price Per Square Foot



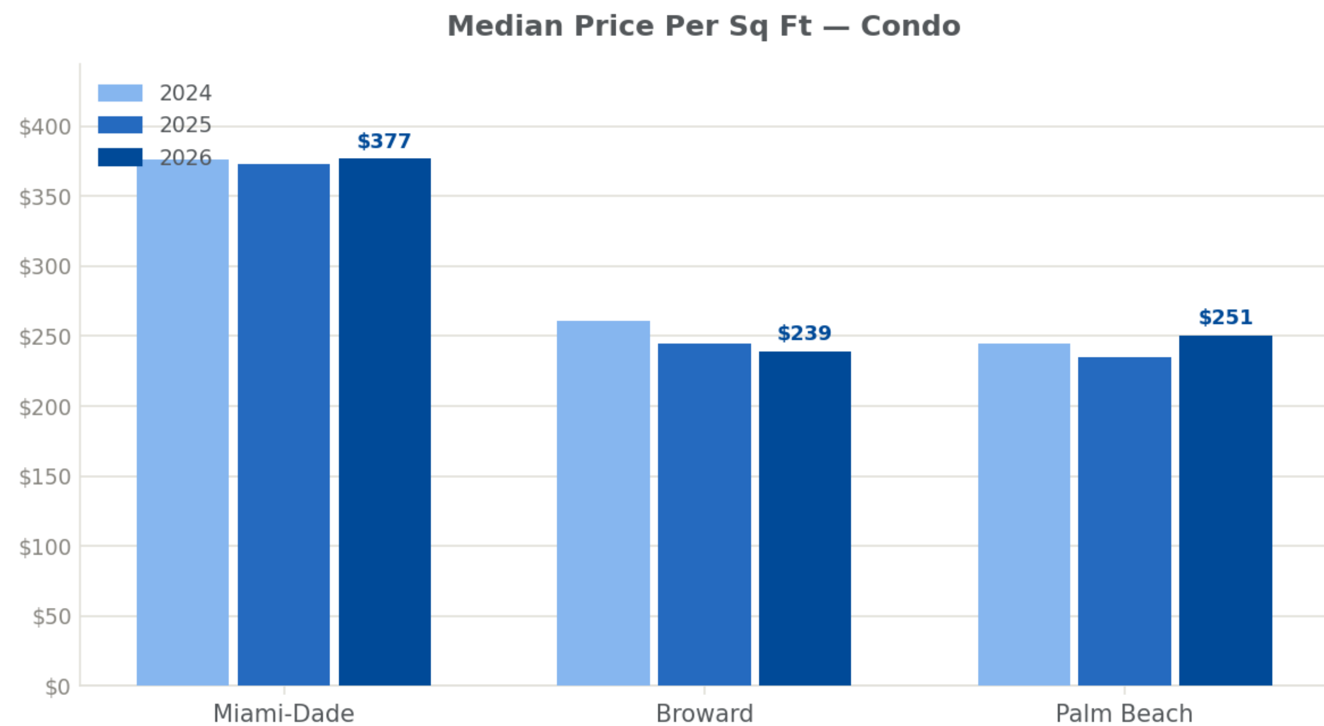
SFR Median Price Per Sq Ft by County · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
Jun '24	$391.80	$352.04	$326.00
Jun '25	$407.31	$352.98	$340.84
Jun '26	$417.66	$360.91	$313.47
YoY 25-26	+2.5%	+2.2%	-8.0%

STANDARD METRICS · CONDO

Condo Price Per Square Foot



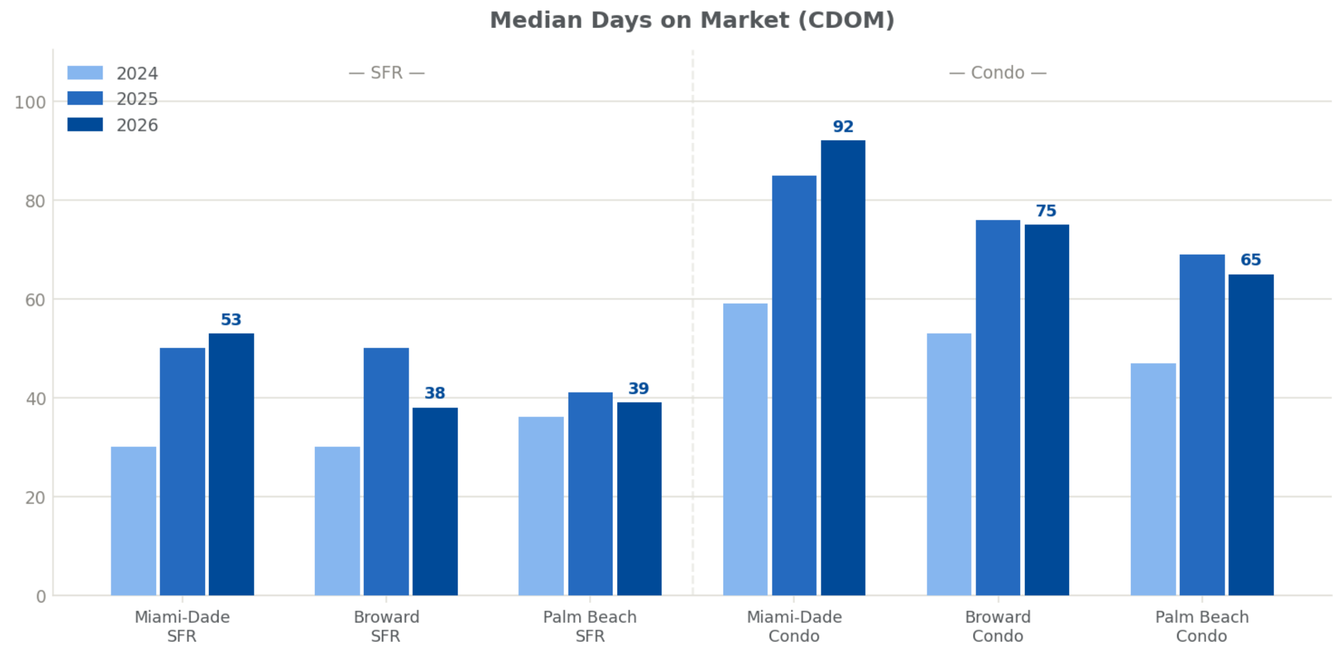
Condo Median Price Per Sq Ft by County · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
Jun '24	$376.11	$260.74	$244.90
Jun '25	$372.85	$244.28	$234.96
Jun '26	$376.59	$239.11	$250.61
YoY 25-26	+1.0%	-2.1%	+6.7%

STANDARD METRICS · BOTH PROPERTY TYPES

Days on Market



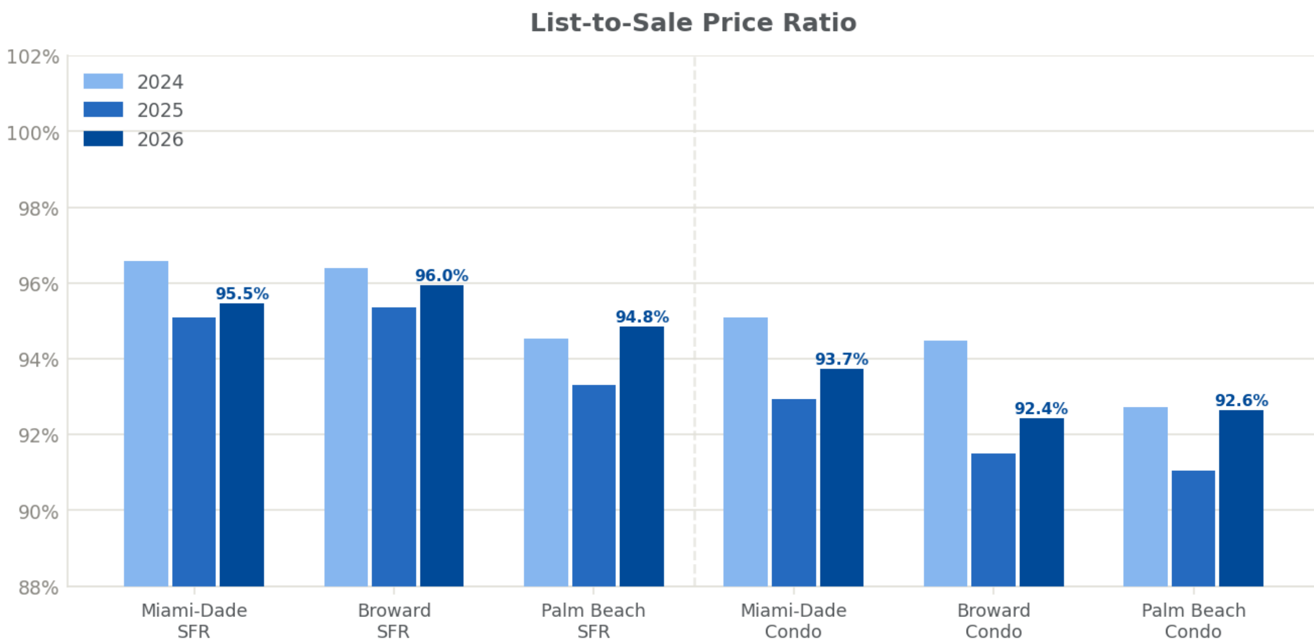
Median Days on Market by County & Property Type · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
Jun '24	30	30	36
Jun '25	50	50	41
Jun '26	53	38	39
YoY 25-26	+6.0%	-24.0%	-4.9%

STANDARD METRICS · BOTH PROPERTY TYPES

List-to-Sale Price Ratio



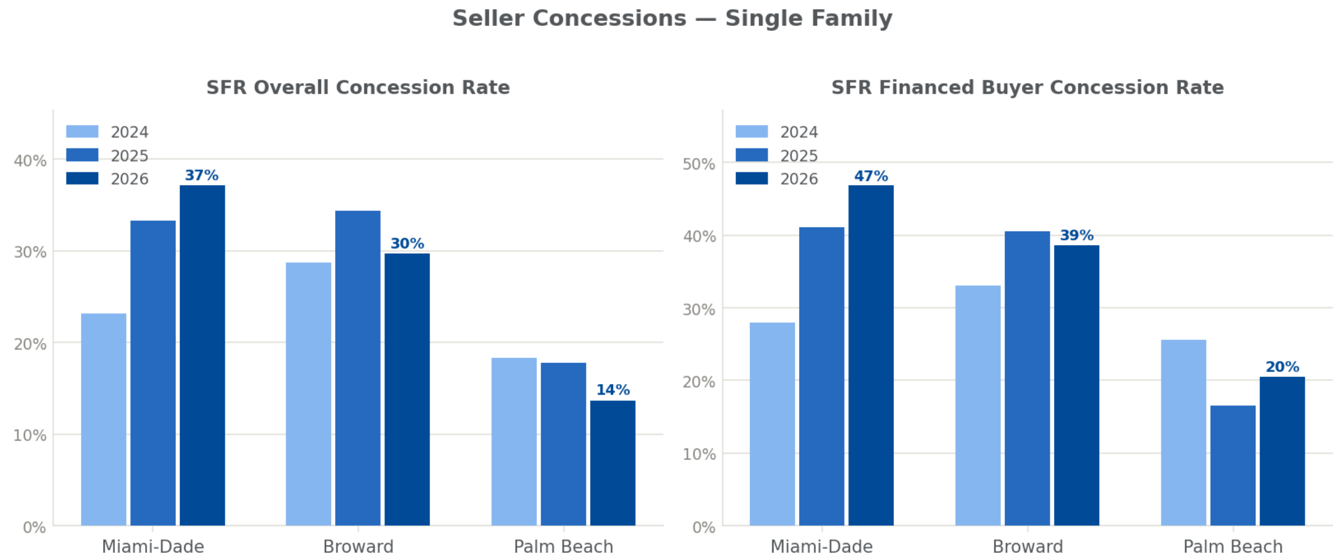
Median List-to-Sale Ratio by County & Property Type · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
Jun '24	96.6%	96.4%	94.5%
Jun '25	95.1%	95.3%	93.3%
Jun '26	95.5%	96.0%	94.8%
YoY 25-26	+0.4%	+0.6%	+1.7%

STANDARD METRICS · CONCESSIONS

Seller Concessions (All Buyers)



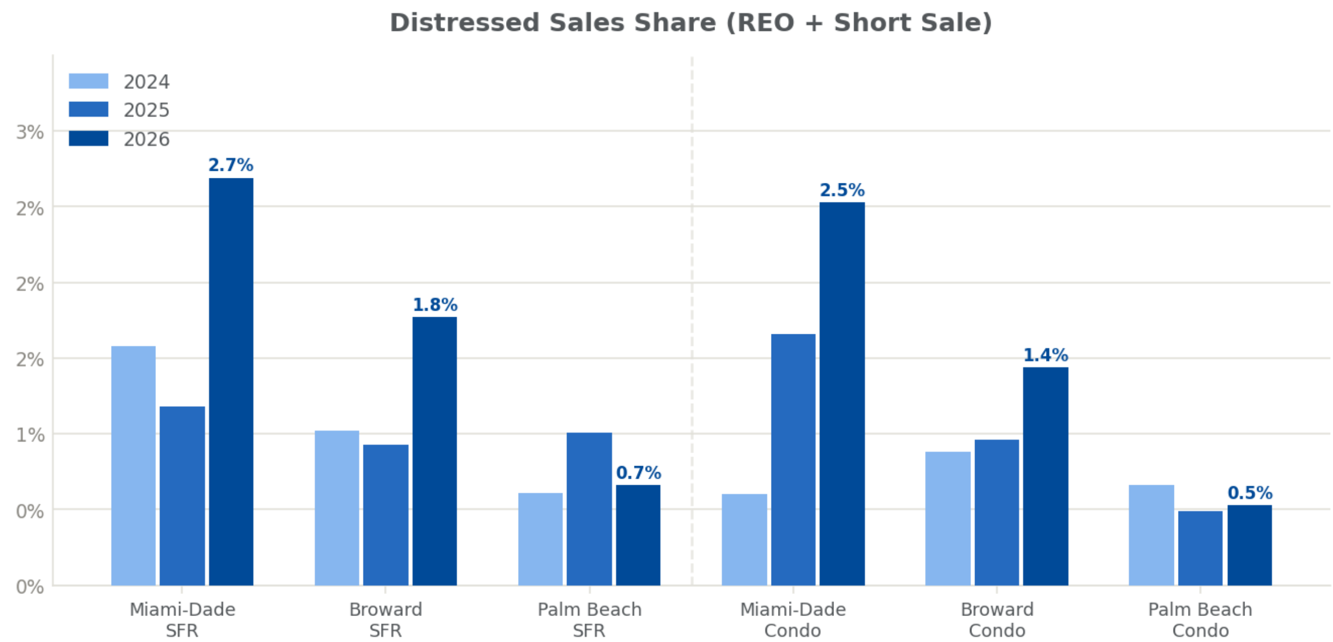
Overall Seller Concession Rate by County & Property Type · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
Jun '24	23.2%	28.7%	18.3%
Jun '25	33.3%	34.4%	17.8%
Jun '26	37.1%	29.7%	13.7%
YoY 25-26	+11.4%	-13.7%	-23.0%

STANDARD METRICS · MARKET HEALTH

Distressed Sales Share



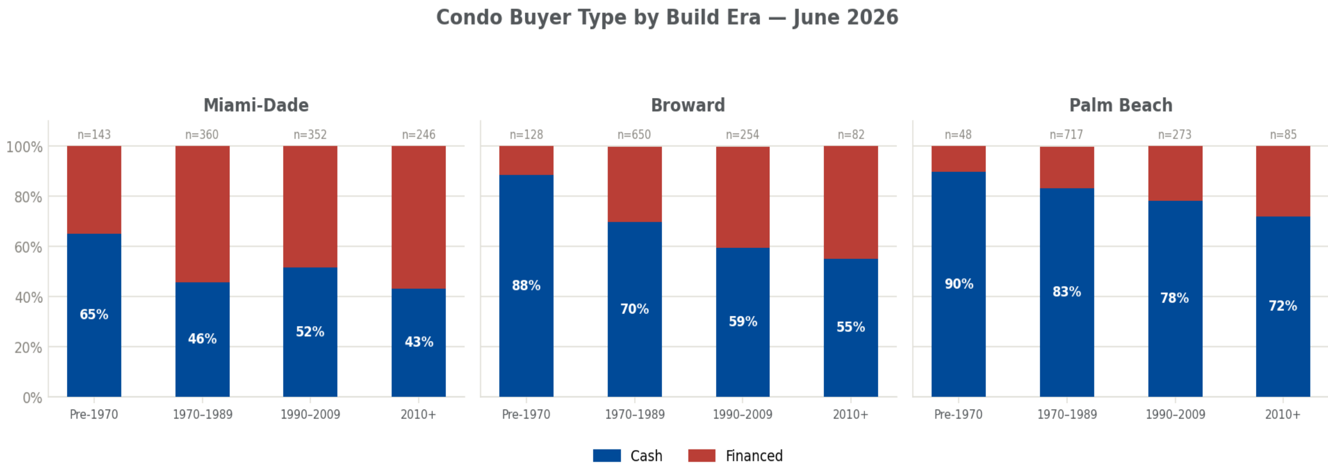
REO + Short Sale Share of Closed Sales · June 2024, 2025, 2026

Three-Year Data

	Miami-Dade	Broward	Palm Beach
Jun '24	1.6%	1.0%	0.6%
Jun '25	1.2%	0.9%	1.0%
Jun '26	2.7%	1.8%	0.7%
YoY 25-26	+128.0%	+90.3%	-34.7%

STANDARD METRICS · VINTAGE BIFURCATION

Buyer Profile by Vintage



Cash vs. Financed Buyer Split by Home Vintage Era · June 2026

Cash vs. Financed Buyer Split by Era · Condo June 2026

Era	Miami-Dade	Broward	Palm Beach
Pre-1970	65.0% cash	88.3% cash	89.6% cash
1970-1989	45.8% cash	69.8% cash	83.1% cash
1990-2009	51.7% cash	59.4% cash	78.0% cash
2010+	43.1% cash	54.9% cash	71.8% cash

APPENDIX · COMPLETE DATASET · ALL METRICS

Full Data Tables

All metrics are from closed MLS transactions. Concession percentages represent the share of transactions where a seller credit appeared on the closing disclosure. DOM is median days on market. L/S Ratio is the median list-to-sale price ratio.

Segment	Median Price	$/Sq Ft	DOM	L/S Ratio	Concessions
SFR · Dade · '24	$655,000	$391.80	30	96.6%	23.2%
SFR · Dade · '25	$668,000	$407.31	50	95.1%	33.3%
SFR · Dade · '26	$690,000	$417.66	53	95.5%	37.1%
SFR · Broward · '24	$640,000	$352.04	30	96.4%	28.7%
SFR · Broward · '25	$629,950	$352.98	50	95.3%	34.4%
SFR · Broward · '26	$650,000	$360.91	38	96.0%	29.7%
SFR · Palm Bch · '24	$700,000	$326.00	36	94.5%	18.3%
SFR · Palm Bch · '25	$675,000	$340.84	41	93.3%	17.8%
SFR · Palm Bch · '26	$754,250	$313.47	39	94.8%	13.7%
Condo · Dade · '24	$420,000	$376.11	59	95.1%	15.2%
Condo · Dade · '25	$440,000	$372.85	85	92.9%	21.4%
Condo · Dade · '26	$432,000	$376.59	92	93.7%	21.8%
Condo · Broward · '24	$290,000	$260.74	53	94.5%	19.8%
Condo · Broward · '25	$272,000	$244.28	76	91.5%	24.9%
Condo · Broward · '26	$265,500	$239.11	75	92.4%	18.7%
Condo · Palm Bch · '24	$322,000	$244.90	47	92.7%	14.6%
Condo · Palm Bch · '25	$310,000	$234.96	69	91.0%	14.0%
Condo · Palm Bch · '26	$320,000	$250.61	65	92.6%	13.1%

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Over 3,100 closed transactions. Institutional standards. *Local execution.*

Since 1998, Stratwell has been the trusted broker for mortgage servicers, asset managers, and single-family rental operators navigating South Florida. Three market cycles. One standard.

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Let's *talk.*

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