

City: Miami Beach



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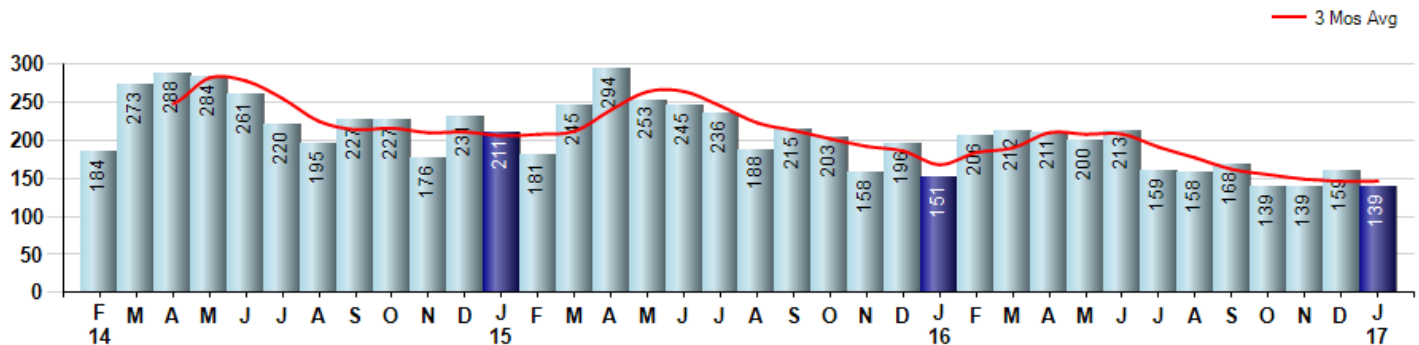
Price Range: \$0 to \$999,999,999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,000	0%		4%				
Average List Price of all Current Listings	\$1,874,791	1%		-2%				
January Median Sales Price	\$338,000	-2%	-3%	-13%	-9%	\$338,000	-13%	-9%
January Average Sales Price	\$812,115	34%	7%	-9%	-3%	\$812,115	-9%	-3%
Total Properties Currently for Sale (Inventory)	3,447	3%		11%				
January Number of Properties Sold	139	-13%		-8%			0%	
January Average Days on Market (Solds)	142	13%	6%	32%	15%	142	32%	15%
Asking Price per Square Foot (based on New Listings)	\$734	1%	2%	-8%	0%	\$734	-8%	0%
January Sold Price per Square Foot	\$569	3%	2%	2%	3%	\$569	2%	3%
January Month's Supply of Inventory	24.8	18%	6%	20%	31%	24.8	20%	31%
January Sale Price vs List Price Ratio	88.8%	-3.0%	-1%	-2%	-1.3%	88.8%	-2.1%	-1.2%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

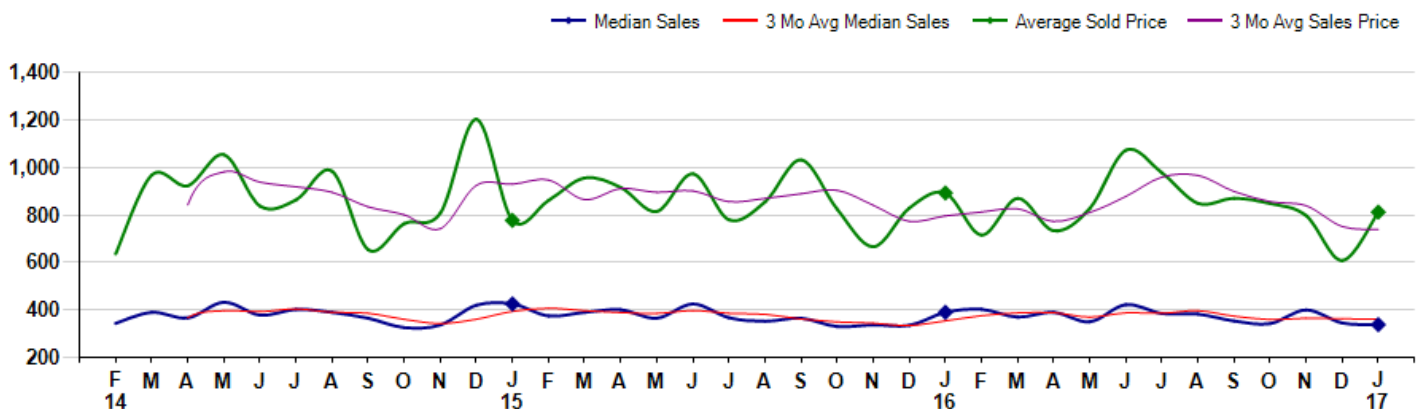
January Property sales were 139, down -7.9% from 151 in January of 2016 and -12.6% lower than the 159 sales last month. January 2017 sales were at their lowest level compared to January of 2016 and 2015. January YTD sales of 139 are running -7.9% behind last year's year-to-date sales of 151.



Prices

The Median Sales Price in January was \$338,000, down -13.3% from \$390,000 in January of 2016 and down -2.0% from \$345,000 last month. The Average Sales Price in January was \$812,115, down -9.0% from \$892,594 in January of 2016 and up 33.6% from \$607,962 last month. January 2017 ASP was at a mid range compared to January of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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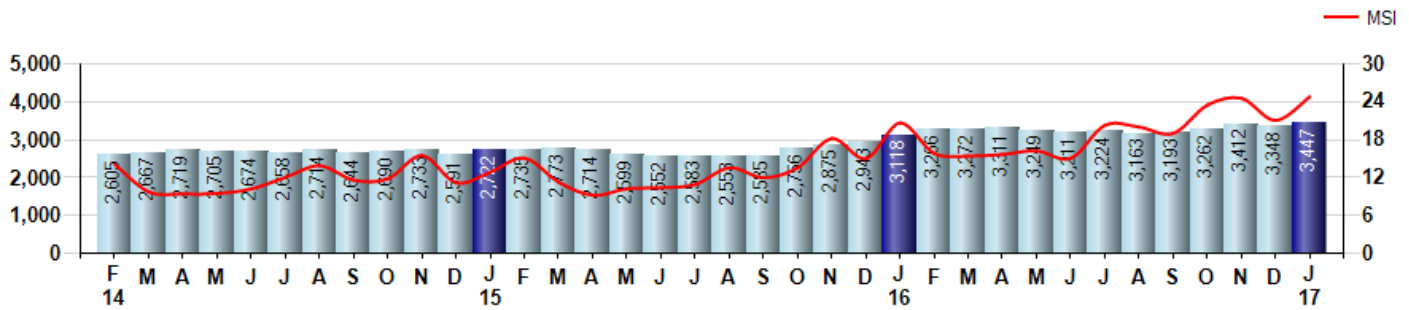
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 3,447, up 3.0% from 3,348 last month and up 10.6% from 3,118 in January of last year. January 2017 Inventory was at highest level compared to January of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2017 MSI of 24.8 months was at its highest level compared with January of 2016 and 2015.

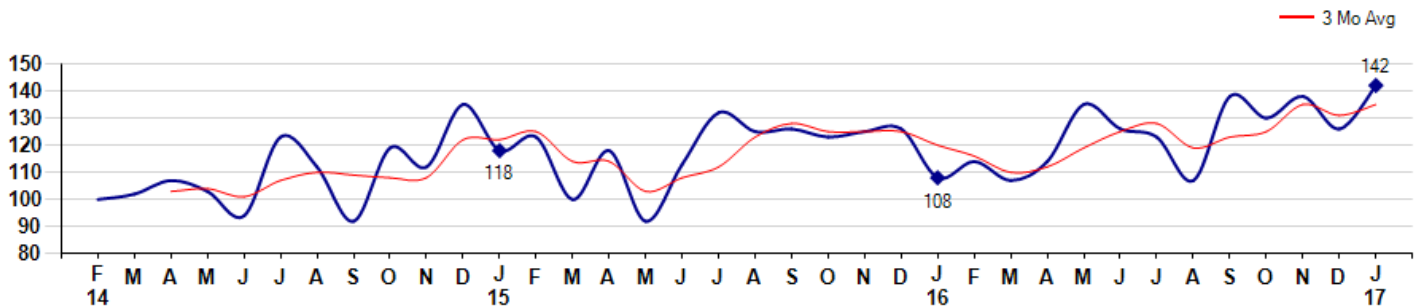
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for January was 142, up 12.7% from 126 days last month and up 31.5% from 108 days in January of last year. The January 2017 DOM was at its highest level compared with January of 2016 and 2015.

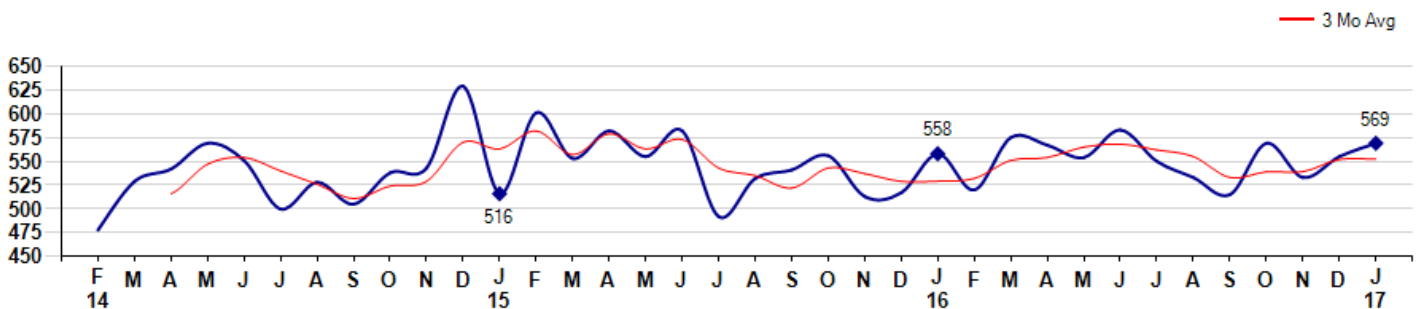
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The January 2017 Selling Price per Square Foot of \$569 was up 2.5% from \$555 last month and up 2.0% from \$558 in January of last year.

Average Selling Price per Square Foot for properties that sold during the month



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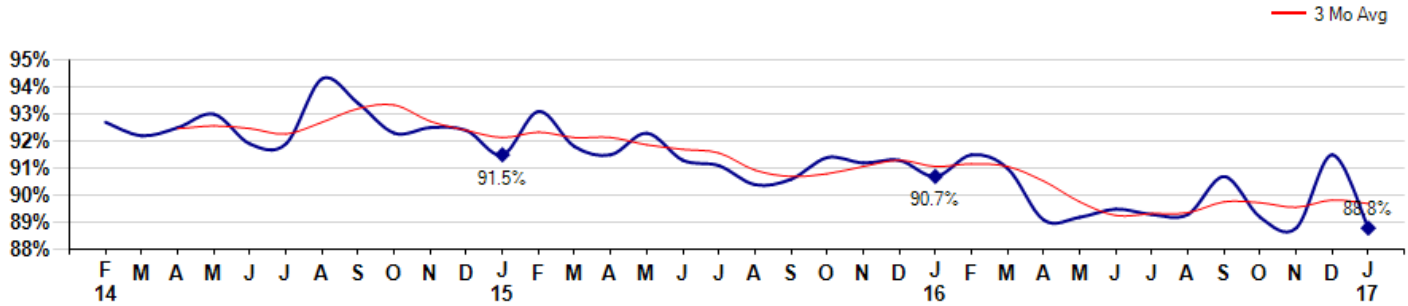


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2017 Selling Price vs List Price of 88.8% was down from 91.5% last month and down from 90.7% in January of last year.

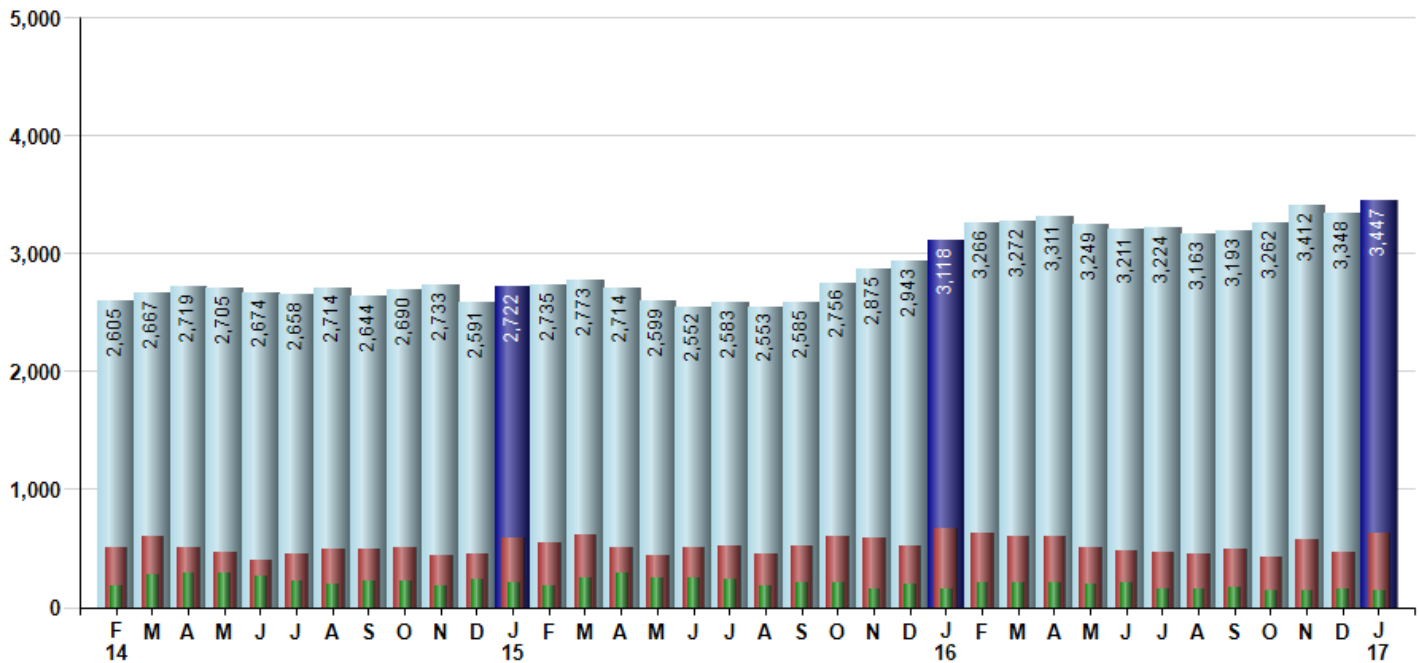
Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2017 was 633, up 36.1% from 465 last month and down -5.7% from 671 in January of last year.

Inventory (light blue), New Listings (red), Sold (green)



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