

# MARKET ACTION REPORT

November 2018

County: Miami-Dade



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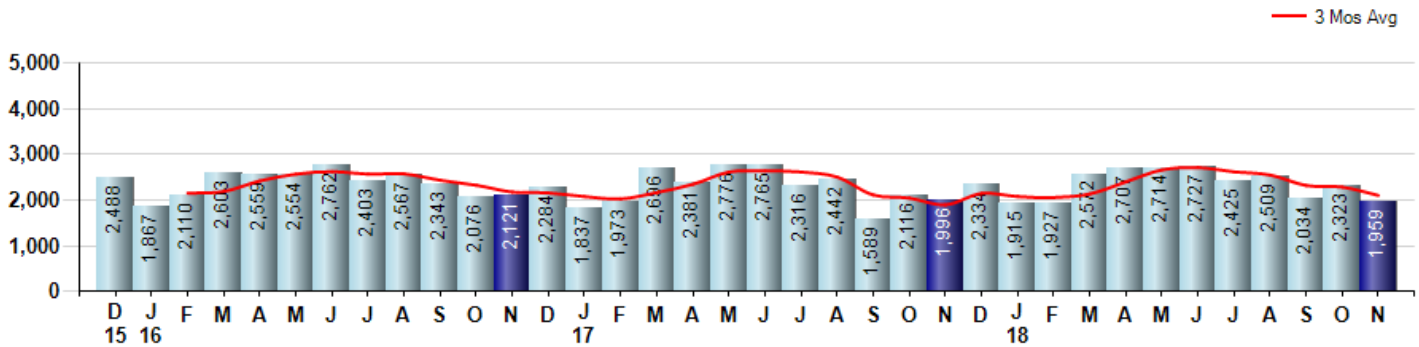
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$450,000	0%		5%				
Average List Price of all Current Listings	\$1,036,492	1%		7%				
November Median Sales Price	\$295,000	0%	0%	5%	6%	\$295,000	6%	6%
November Average Sales Price	\$452,575	9%	2%	9%	4%	\$465,072	8%	7%
Total Properties Currently for Sale (Inventory)	23,756	2%		3%				
November Number of Properties Sold	1,959	-16%		-2%			4%	
November Average Days on Market (Solds)	85	-1%	0%	-8%	-6%	90	1%	0%
Asking Price per Square Foot (based on New Listings)	\$352	8%	7%	5%	11%	\$321	2%	1%
November Sold Price per Square Foot	\$233	1%	0%	5%	2%	\$239	5%	5%
November Month's Supply of Inventory	12.1	21%	9%	5%	17%	10.0	-4%	-3%
November Sale Price vs List Price Ratio	93.1%	-0.1%	0%	0%	-0.2%	93.2%	-0.2%	-0.1%

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

## Property Sales

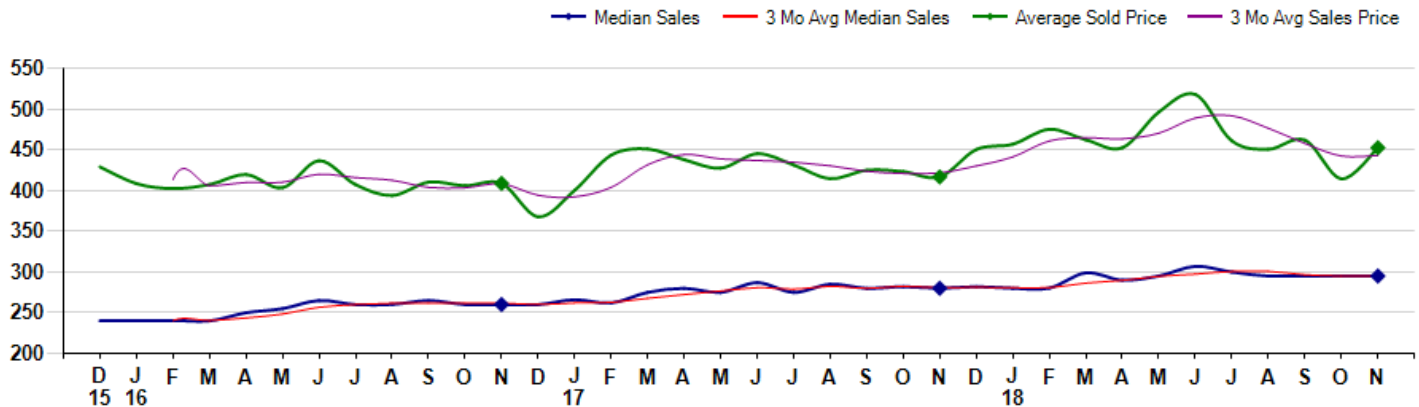
November Property sales were 1,959, down -1.9% from 1,996 in November of 2017 and -15.7% lower than the 2,323 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 25,812 are running 3.7% ahead of last year's year-to-date sales of 24,887.



## Prices

The Median Sales Price in November was \$295,000, up 5.4% from \$280,000 in November of 2017 and equal to \$295,000 last month. The Average Sales Price in November was \$452,575, up 8.6% from \$416,745 in November of 2017 and up 9.2% from \$414,596 last month. November 2018 ASP was at highest level compared to November of 2017 and 2016.

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



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Based on information from Miami Association of REALTORS for the period 12/1/2015 through 11/30/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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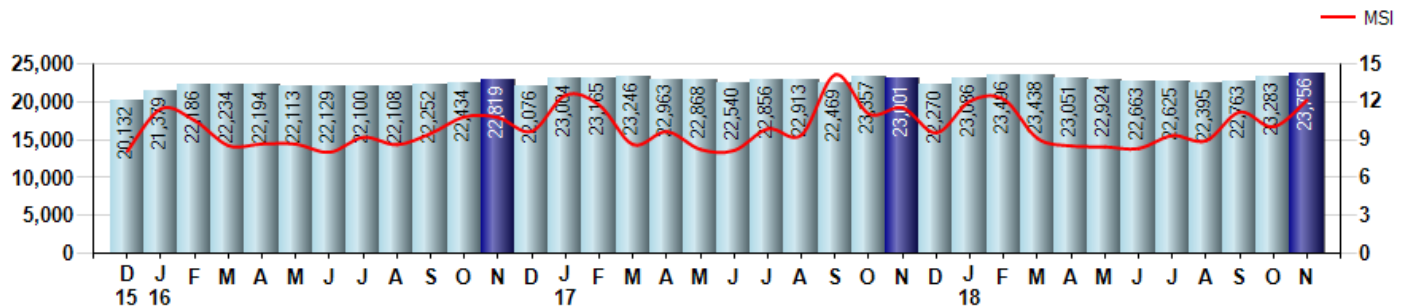
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 23,756, up 2.0% from 23,283 last month and up 3.3% from 23,001 in November of last year. November 2018 Inventory was at highest level compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 12.1 months was at its highest level compared with November of 2017 and 2016.

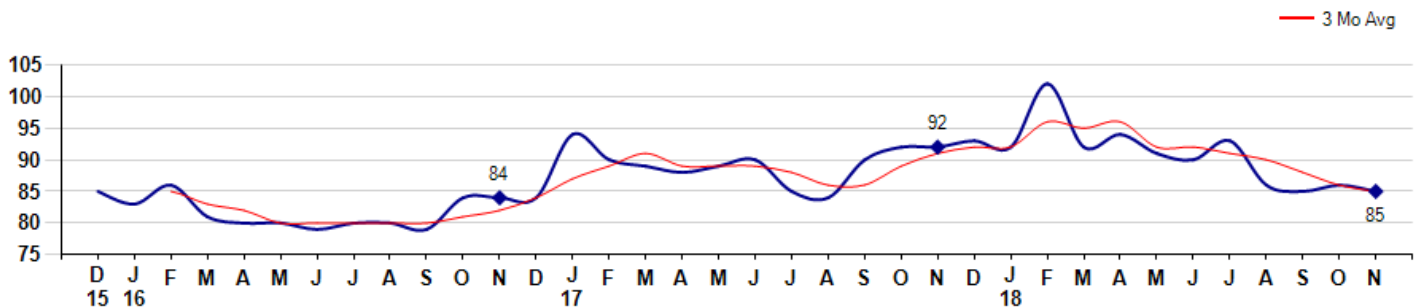
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 85, down -1.2% from 86 days last month and down -7.6% from 92 days in November of last year. The November 2018 DOM was at a mid range compared with November of 2017 and 2016.

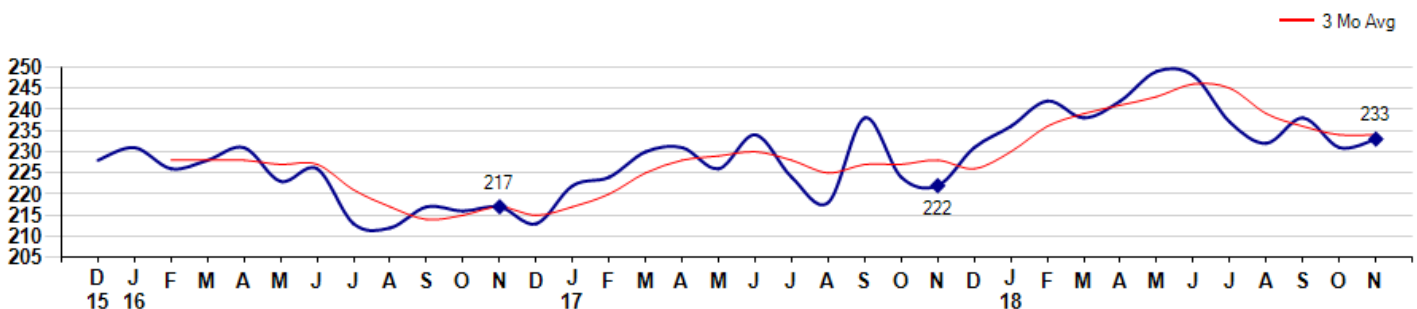
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2018 Selling Price per Square Foot of \$233 was up 0.9% from \$231 last month and up 5.0% from \$222 in November of last year.

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



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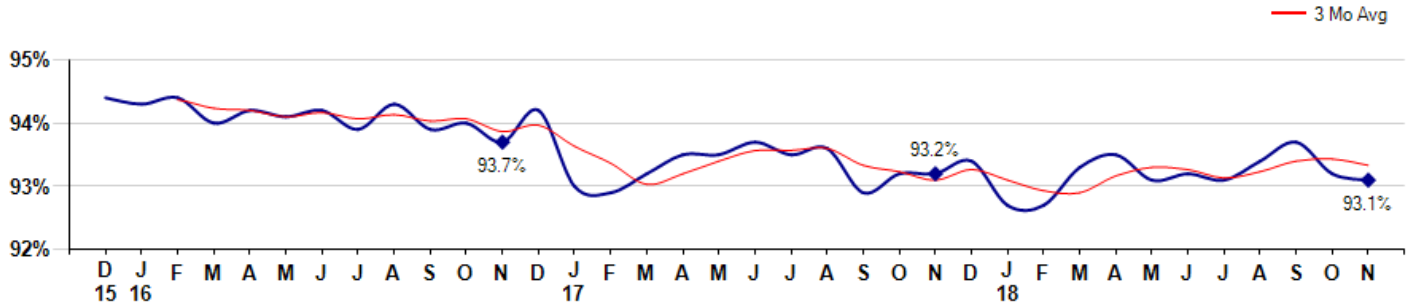


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## Selling Price vs Listing Price

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 November 2018 Selling Price vs List Price of 93.1% was down from 93.2% last month and down from 93.2% in November 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 November 2018 was 4458, down -14.9% from 5,238 last month and down -1.5% from 4,526 in November of last year.

