

MARKET ACTION REPORT

January 2018

City: Miami Beach



Hiro Sumida PA
Global Luxury Specialist
(305) 672-6300 EXT.1813
HiroSumida.com
Hiro@HiroSumida.com



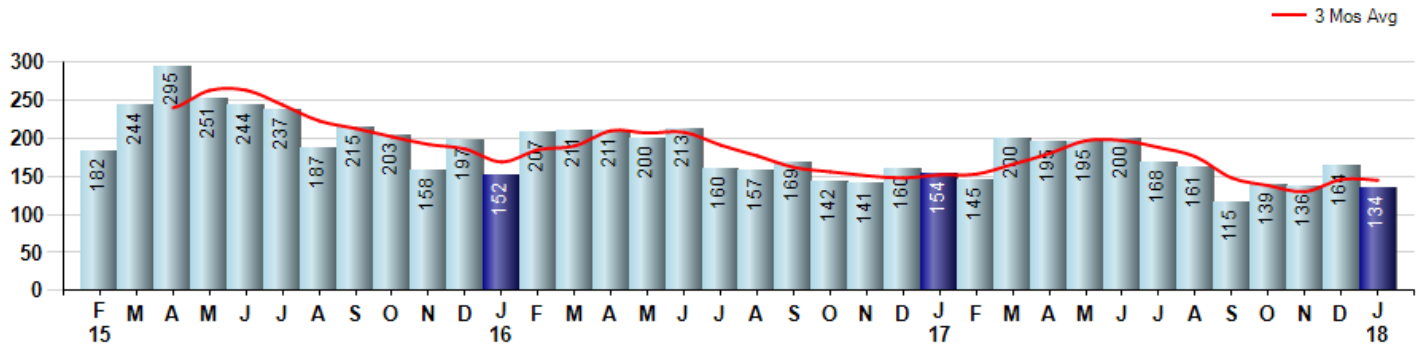
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$580,000	0%		-1%				
Average List Price of all Current Listings	\$1,791,322	0%		-1%				
January Median Sales Price	\$346,250	10%	2%	2%	-5%	\$346,250	2%	-5%
January Average Sales Price	\$919,806	-3%	5%	19%	4%	\$919,806	19%	4%
Total Properties Currently for Sale (Inventory)	3,552	3%		2%				
January Number of Properties Sold	134	-18%		-13%			0%	
January Average Days on Market (Solds)	142	4%	-3%	2%	-3%	142	2%	-3%
Asking Price per Square Foot (based on New Listings)	\$672	-3%	1%	1%	3%	\$672	1%	3%
January Sold Price per Square Foot	\$522	11%	4%	-2%	1%	\$522	-2%	1%
January Month's Supply of Inventory	26.5	26%	8%	18%	23%	26.5	18%	23%
January Sale Price vs List Price Ratio	87.7%	-0.3%	0%	-2%	-0.6%	87.7%	-1.6%	-0.6%

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

Property Sales

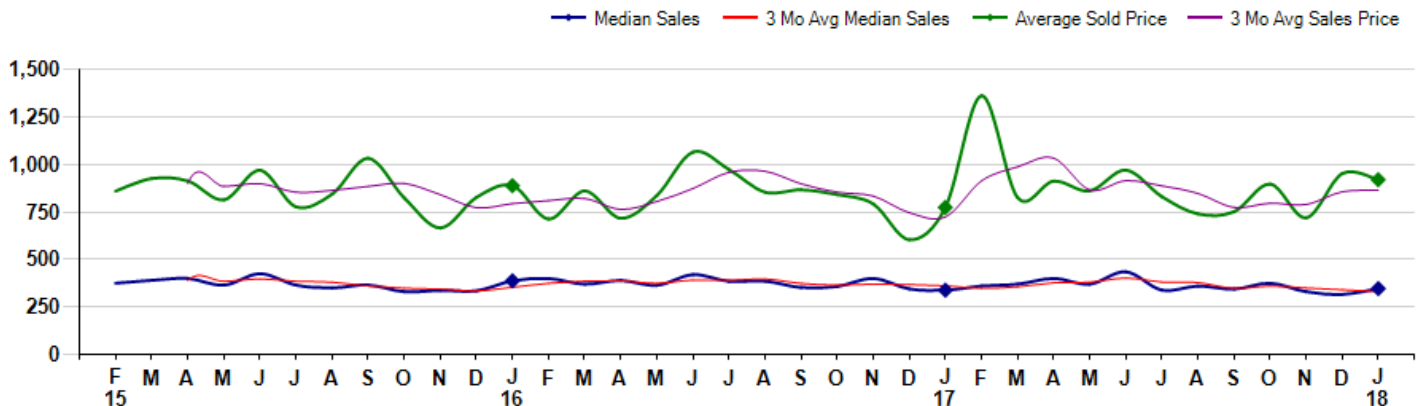
January Property sales were 134, down -13.0% from 154 in January of 2017 and -18.3% lower than the 164 sales last month. January 2018 sales were at their lowest level compared to January of 2017 and 2016. January YTD sales of 134 are running -13.0% behind last year's year-to-date sales of 154.



Prices

The Median Sales Price in January was \$346,250, up 2.4% from \$338,000 in January of 2017 and up 9.5% from \$316,250 last month. The Average Sales Price in January was \$919,806, up 18.9% from \$773,808 in January of 2017 and down -3.4% from \$951,974 last month. January 2018 ASP was at highest level compared to January of 2017 and 2016.

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



© 2018 Coldwell Banker Residential Real Estate. All Rights Reserved. Coldwell Banker Residential Real Estate fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Real Estate is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Miami Association of REALTORS for the period 2/1/2015 through 1/31/2018. 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.



City: Miami Beach



Hiro Sumida PA
Global Luxury Specialist
(305) 672-6300 EXT.1813
HiroSumida.com
Hiro@HiroSumida.com



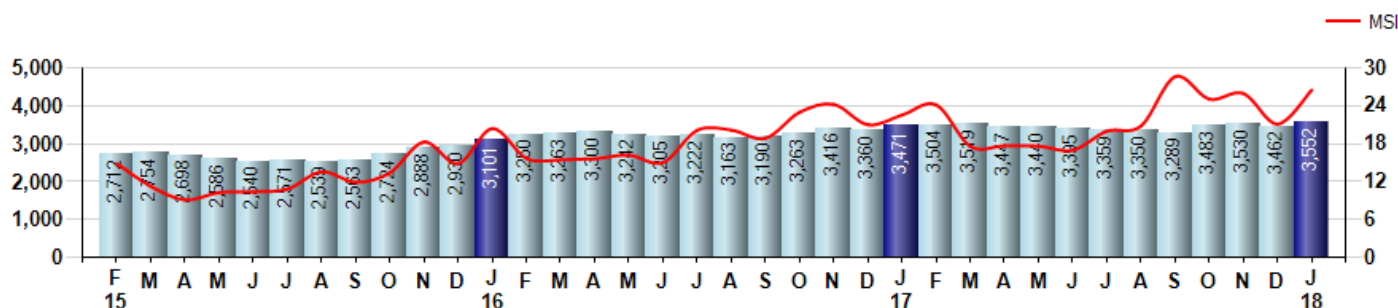
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Inventory & MSI

The Total Inventory of Properties available for sale as of January was 3,552, up 2.6% from 3,462 last month and up 2.3% from 3,471 in January of last year. January 2018 Inventory was at highest level compared to January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 26.5 months was at its highest level compared with January of 2017 and 2016.

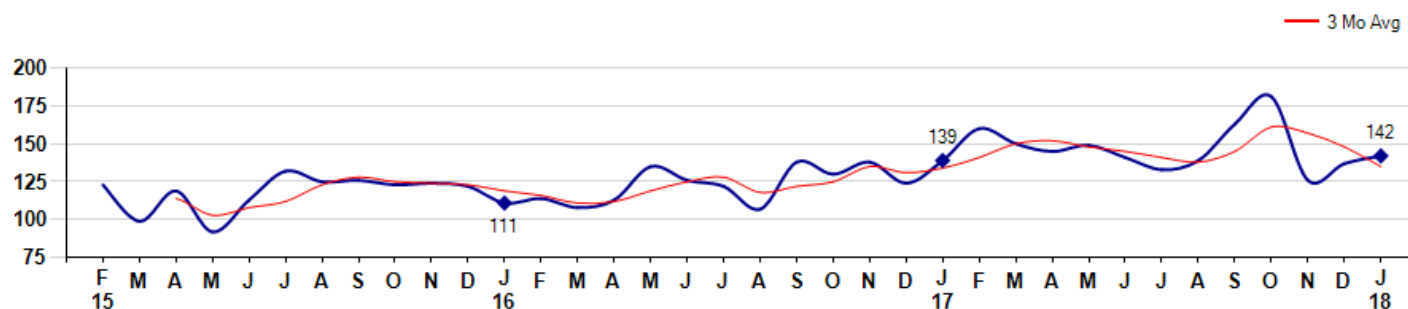
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 142, up 3.6% from 137 days last month and up 2.2% from 139 days in January of last year. The January 2018 DOM was at its highest level compared with January of 2017 and 2016.

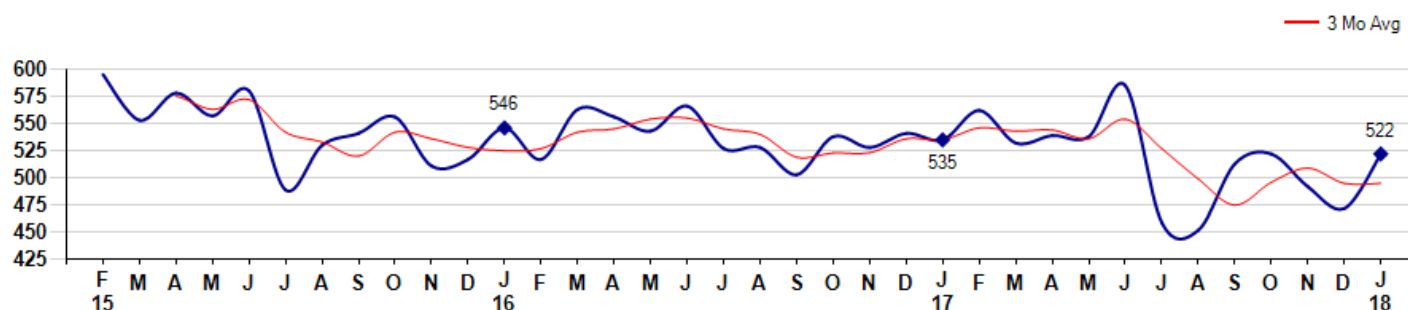
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2018 Selling Price per Square Foot of \$522 was up 10.6% from \$472 last month and down -2.4% from \$535 in January of last year.

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



City: Miami Beach



Hiro Sumida PA
Global Luxury Specialist
(305) 672-6300 EXT.1813
HiroSumida.com
Hiro@HiroSumida.com

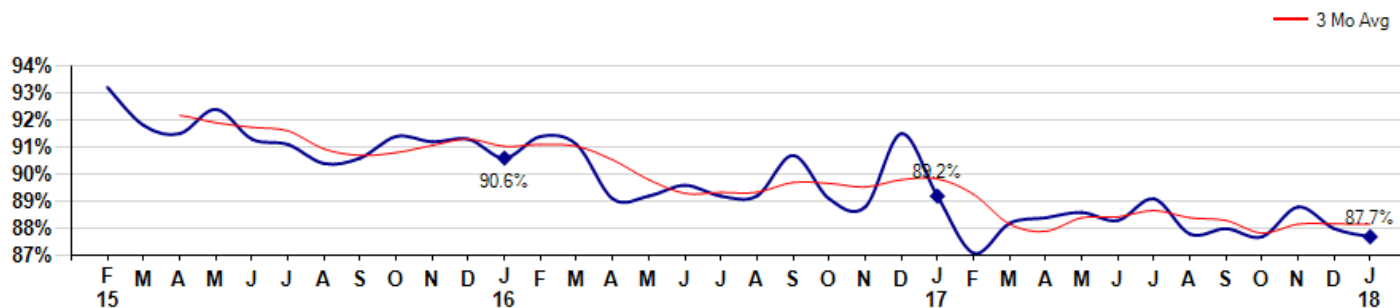


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

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 2018 Selling Price vs List Price of 87.7% was down from 88.0% last month and down from 89.2% in January of last year.

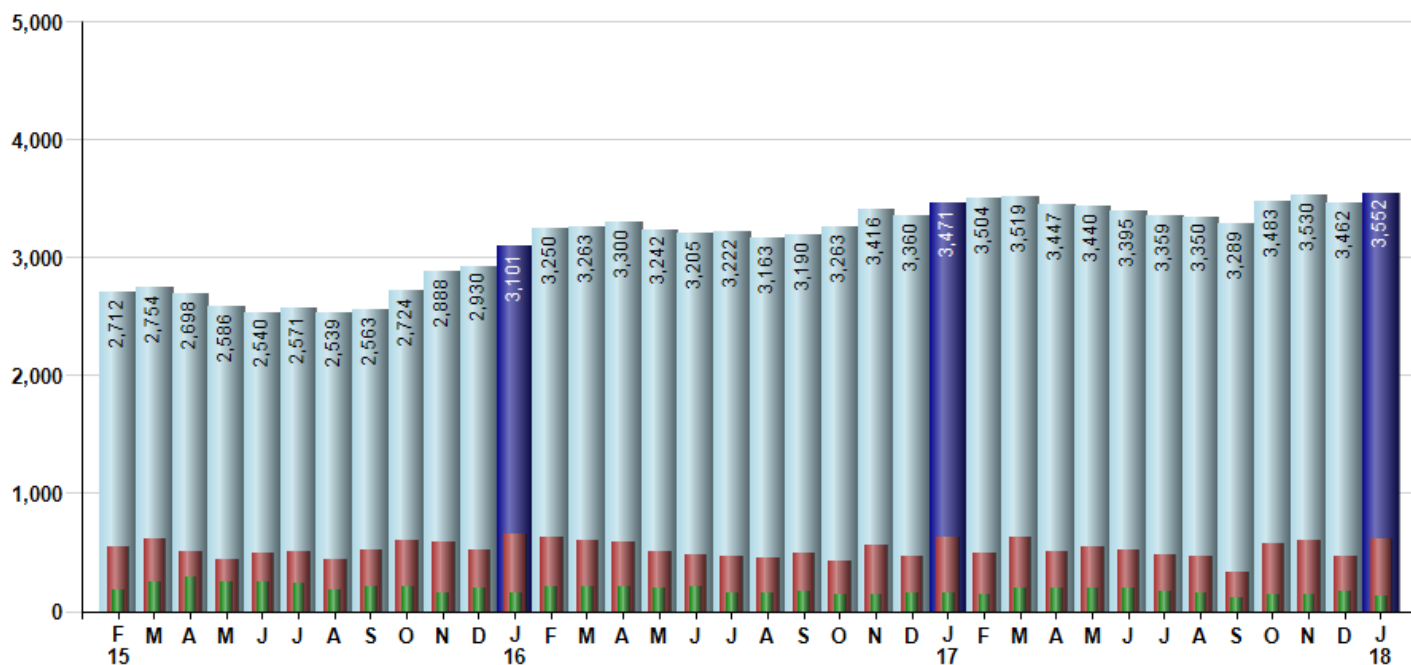
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 620, up 34.2% from 462 last month and down -2.2% from 634 in January of last year.

Inventory NewListings Sold



© 2018 Coldwell Banker Residential Real Estate. All Rights Reserved. Coldwell Banker Residential Real Estate fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Real Estate is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Miami Association of REALTORS for the period 2/1/2015 through 1/31/2018. 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.

