

MARKET ACTION REPORT

November 2017

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

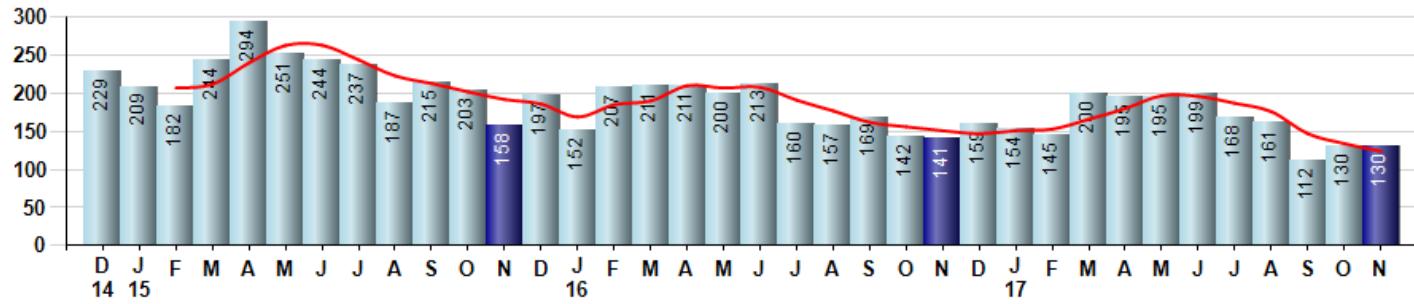
Market Profile & Trends Overview	Month	Trending Versus*:					Trending Versus*:	
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$575,000	1%		-1%				
Average List Price of all Current Listings	\$1,692,507	-1%		-6%				
November Median Sales Price	\$330,000	-15%	-7%	-18%	-11%	\$369,000	-3%	0%
November Average Sales Price	\$729,879	-22%	-8%	-8%	-12%	\$883,925	4%	6%
Total Properties Currently for Sale (Inventory)	3,512	1%		3%				
November Number of Properties Sold	130	0%		-8%				-9%
November Average Days on Market (Solds)	129	-30%	-16%	-7%	5%	148	21%	20%
Asking Price per Square Foot (based on New Listings)	\$702	16%	6%	2%	2%	\$653	-5%	-5%
November Sold Price per Square Foot	\$490	-8%	-1%	-7%	-9%	\$524	-3%	-3%
November Month's Supply of Inventory	27.0	1%	-3%	12%	44%	21.9	17%	16%
November Sale Price vs List Price Ratio	88.8%	1.4%	1%	0%	-1.2%	88.3%	-1.8%	-1.8%

* 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 130, down -7.8% from 141 in November of 2016 and equal to 0.0% 130 sales last month. November 2017 sales were at their lowest level compared to November of 2016 and 2015. November YTD sales of 1,789 are running -8.9% behind last year's year-to-date sales of 1,963.

— 3 Mos Avg

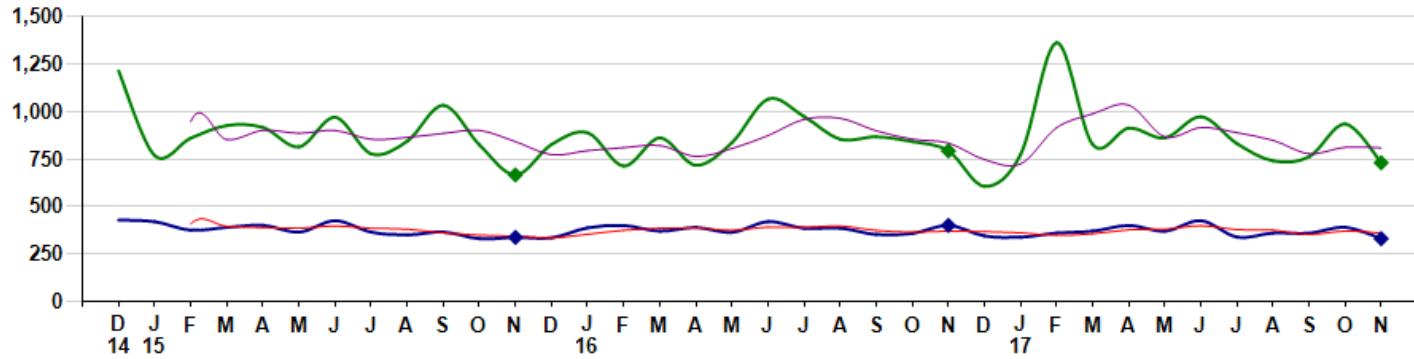


Prices

The Median Sales Price in November was \$330,000, down -17.5% from \$400,000 in November of 2016 and down -15.4% from \$390,000 last month. The Average Sales Price in November was \$729,879, down -7.9% from \$792,292 in November of 2016 and down -21.8% from \$933,874 last month. November 2017 ASP was at a mid range compared to November of 2016 and 2015.

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

— Median Sales — 3 Mo Avg Median Sales — Average Sold Price — 3 Mo Avg Sales Price



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Based on information from Miami Association of REALTORS for the period 12/1/2014 through 11/30/2017. 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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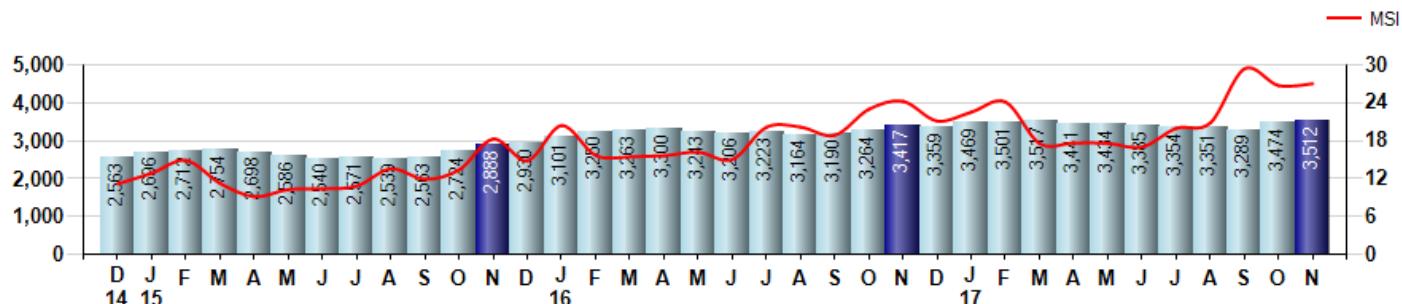
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 3,512, up 1.1% from 3,474 last month and up 2.8% from 3,417 in November of last year. November 2017 Inventory was at highest level compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 27.0 months was at its highest level compared with November of 2016 and 2015.

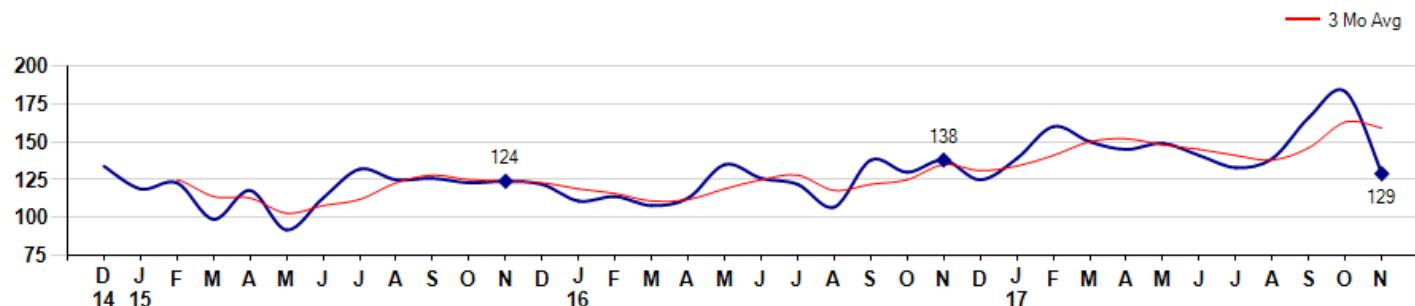
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 129, down -29.5% from 183 days last month and down -6.5% from 138 days in November of last year. The November 2017 DOM was at a mid range compared with November of 2016 and 2015.

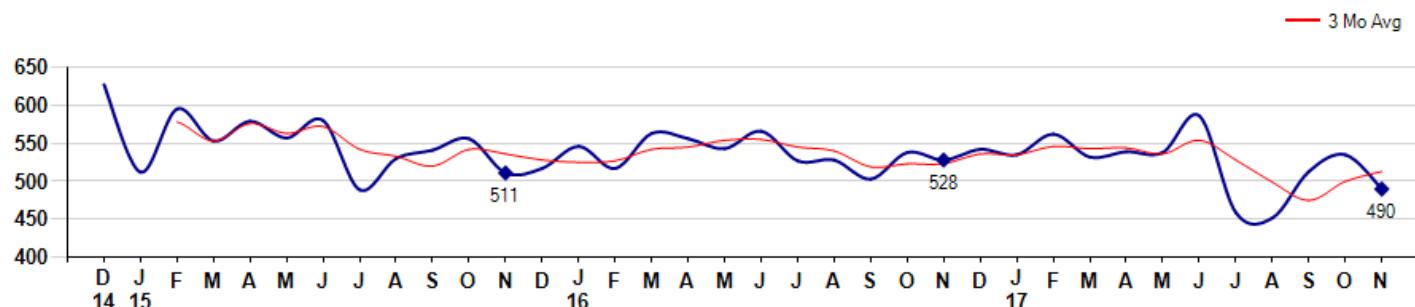
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2017 Selling Price per Square Foot of \$490 was down -8.4% from \$535 last month and down -7.2% from \$528 in November of last year.

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



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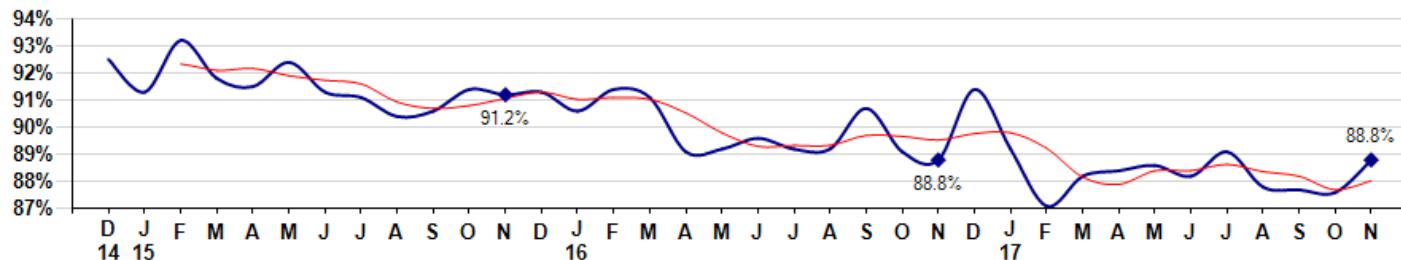
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Selling Price vs Listing Price

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 2017 Selling Price vs List Price of 88.8% was up from 87.6% last month and equal to 88.8% in November of last year.

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

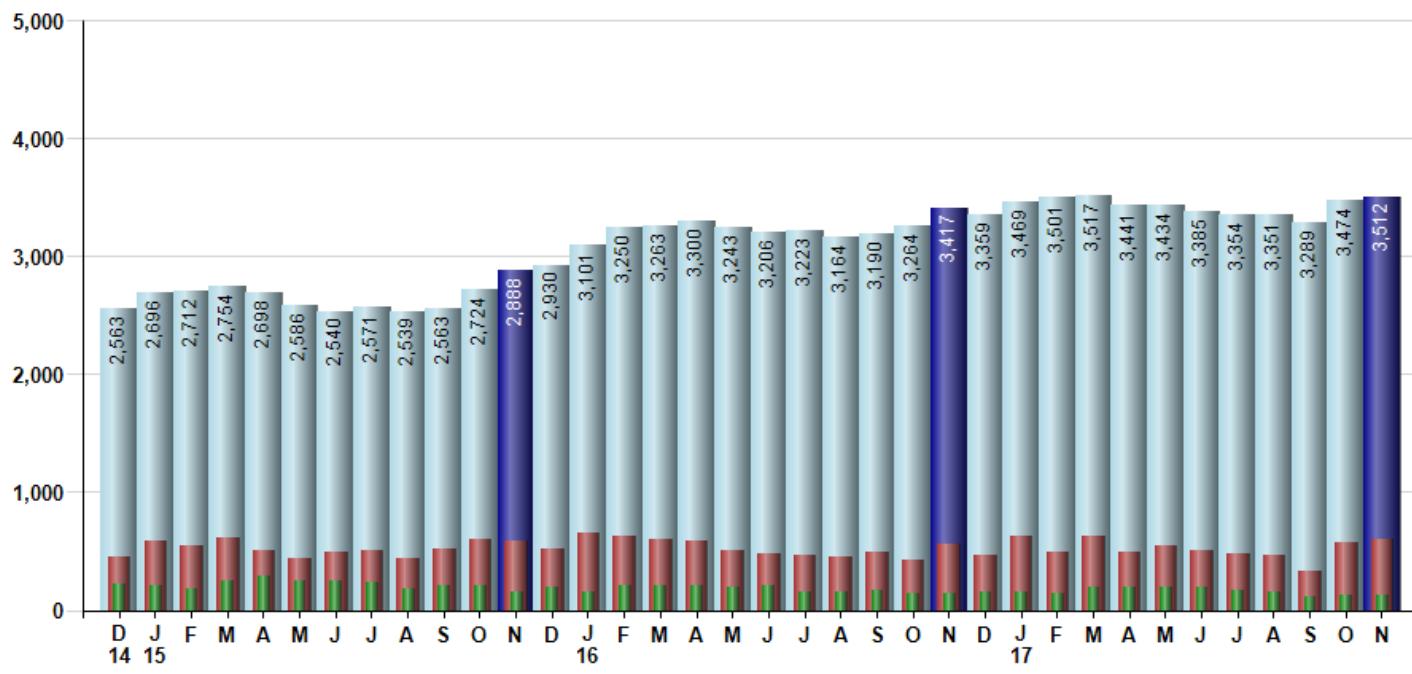
— 3 Mo Avg



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 2017 was 597, up 4.6% from 571 last month and up 5.5% from 566 in November of last year.

— Inventory — New Listings — Sold



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