

# MARKET ACTION REPORT

March 2018

## County: Miami-Dade



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

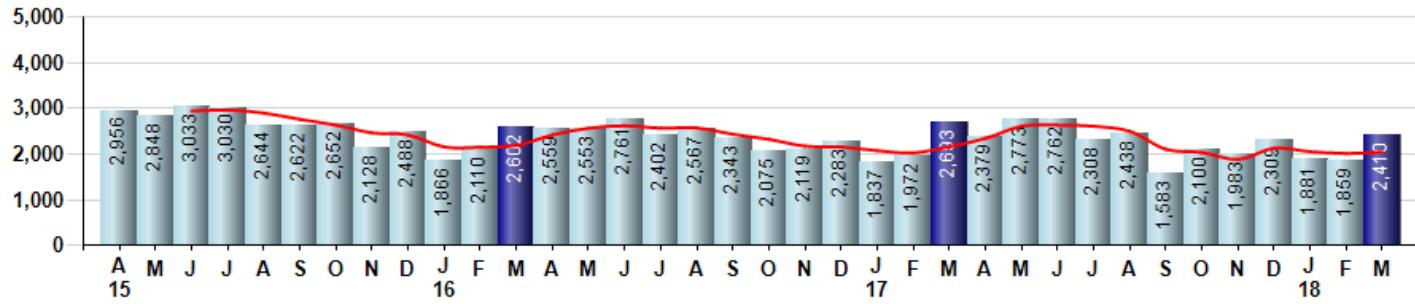
Market Profile & Trends Overview	Month	Trending Versus*:					Trending Versus*:	
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$456,900	2%		8%				
Average List Price of all Current Listings	\$1,052,502	2%		7%				
March Median Sales Price	\$300,000	7%	5%	9%	8%	\$290,000	7%	4%
March Average Sales Price	\$474,189	-2%	2%	5%	9%	\$472,535	9%	9%
Total Properties Currently for Sale (Inventory)	22,207	-2%		-3%				
March Number of Properties Sold	2,410	30%		-11%				-5%
March Average Days on Market (Solds)	91	-11%	-3%	2%	1%	95	4%	6%
Asking Price per Square Foot (based on New Listings)	\$319	-3%	-5%	-1%	0%	\$330	2%	3%
March Sold Price per Square Foot	\$239	-2%	0%	4%	5%	\$240	6%	5%
March Month's Supply of Inventory	9.2	-24%	-17%	8%	-10%	11.1	2%	9%
March Sale Price vs List Price Ratio	93.2%	0.4%	0%	0%	-0.1%	92.9%	-0.2%	-0.5%

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

### Property Sales

March Property sales were 2,410, down -10.5% from 2,693 in March of 2017 and 29.6% higher than the 1,859 sales last month. March 2018 sales were at their lowest level compared to March of 2017 and 2016. March YTD sales of 6,150 are running -5.4% behind last year's year-to-date sales of 6,502.

— 3 Mos Avg

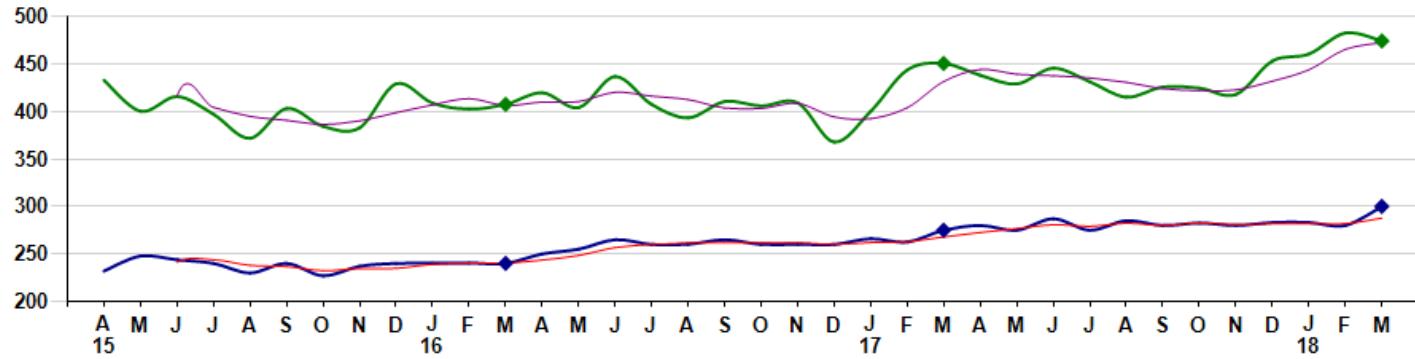


### Prices

The Median Sales Price in March was \$300,000, up 9.1% from \$275,000 in March of 2017 and up 7.1% from \$280,000 last month. The Average Sales Price in March was \$474,189, up 5.3% from \$450,524 in March of 2017 and down -1.7% from \$482,606 last month. March 2018 ASP was at highest level compared to March of 2017 and 2016.

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 4/1/2015 through 3/31/2018. 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.



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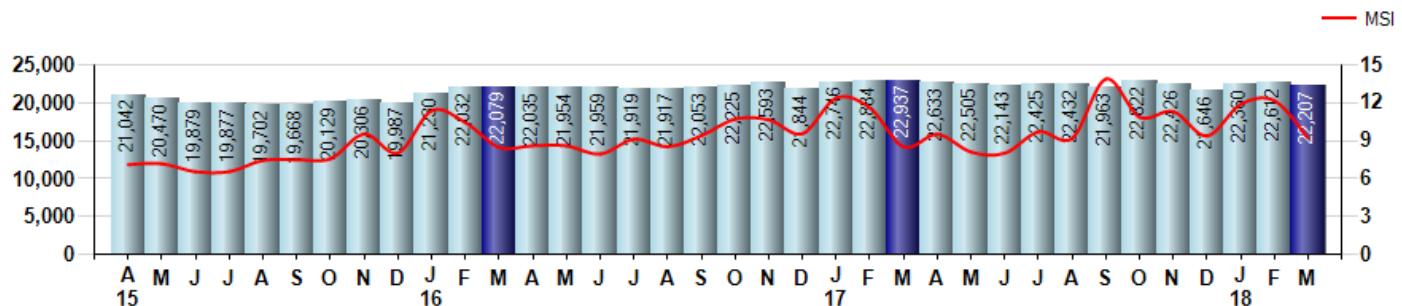
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 22,207, down -1.8% from 22,612 last month and down -3.2% from 22,937 in March of last year. March 2018 Inventory was at a mid range compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 9.2 months was at its highest level compared with March of 2017 and 2016.

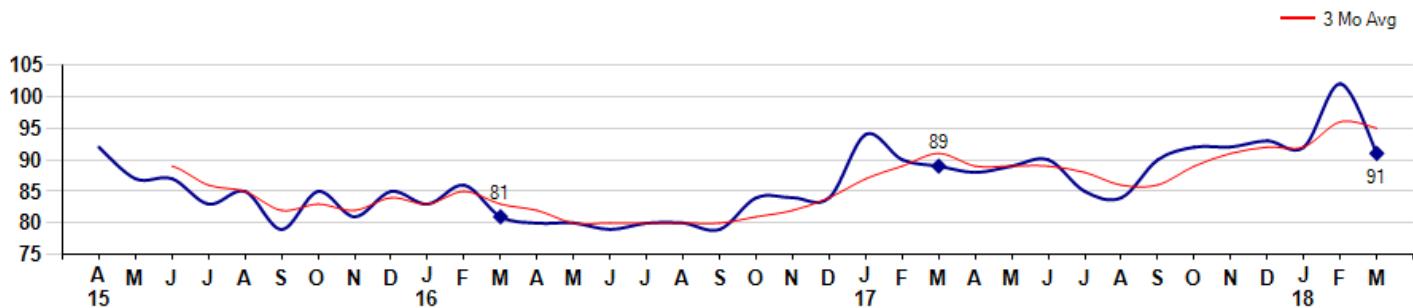
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 91, down -10.8% from 102 days last month and up 2.2% from 89 days in March of last year. The March 2018 DOM was at its highest level compared with March of 2017 and 2016.

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



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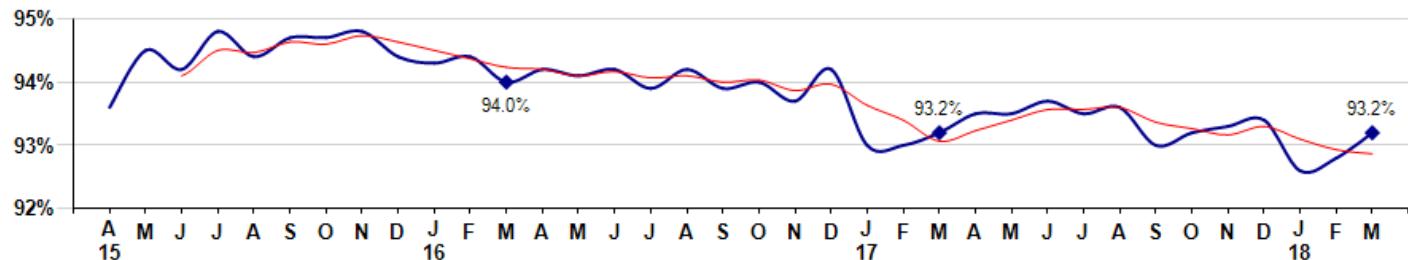
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### Selling Price vs Listing Price

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 March 2018 Selling Price vs List Price of 93.2% was up from 92.8% last month and equal to 93.2% in March of last year.

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

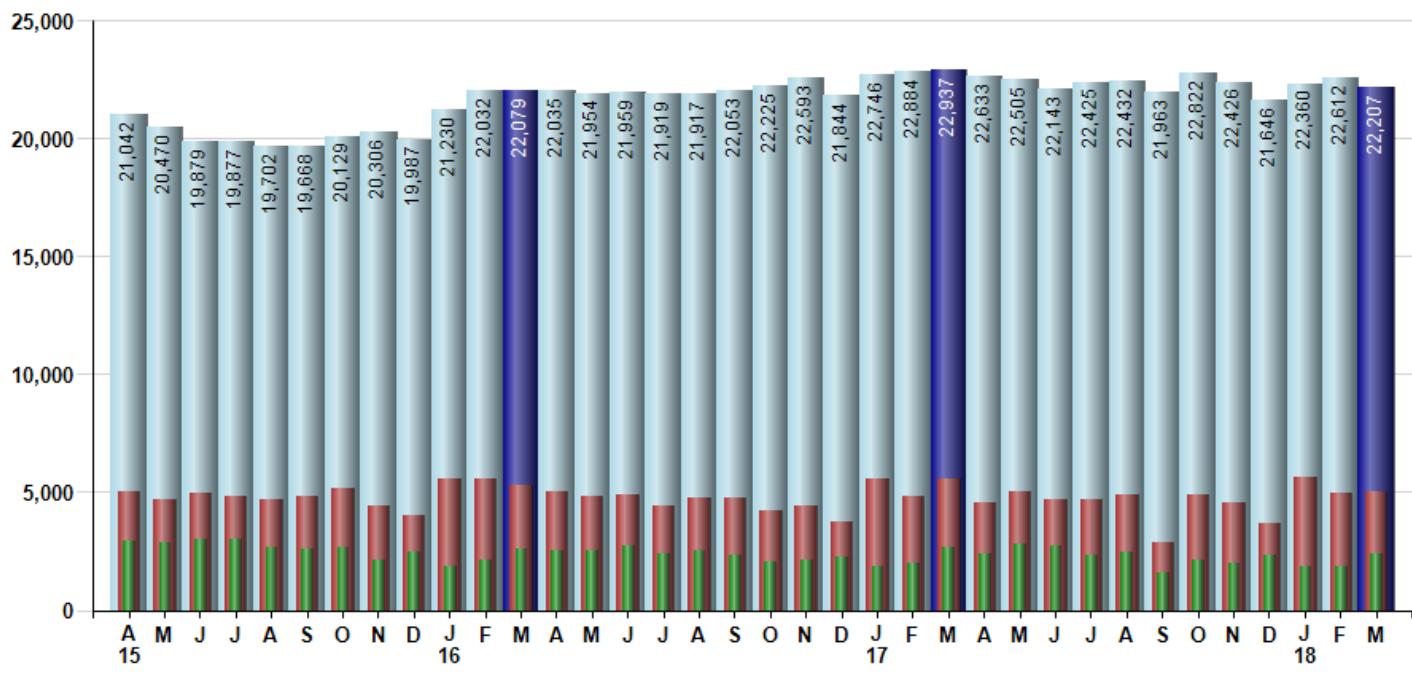
— 3 Mo Avg



### 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 March 2018 was 5058, up 2.0% from 4,957 last month and down -9.1% from 5,564 in March of last year.

— Inventory — New Listings — Sold



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