

# MARKET ACTION REPORT

January 2018

## County: Miami-Dade



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

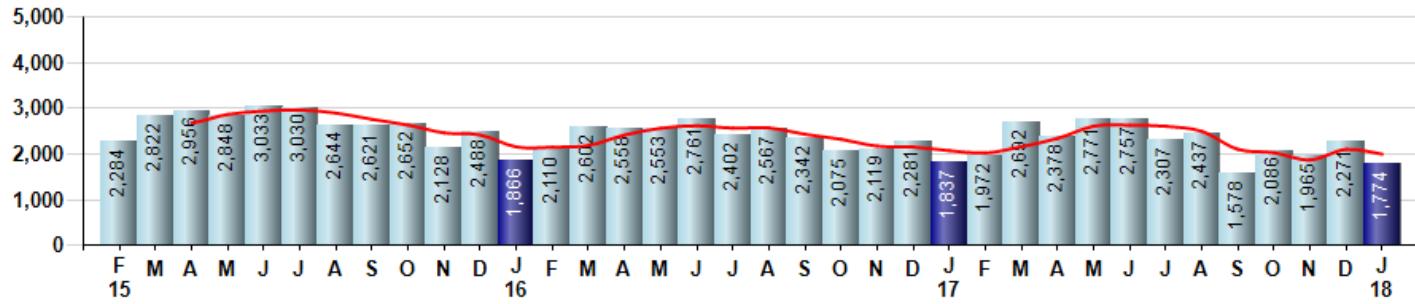
Market Profile & Trends Overview	Month	Trending Versus*:					Trending Versus*:	
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$450,000	0%		8%				
Average List Price of all Current Listings	\$1,043,001	2%		7%				
January Median Sales Price	\$283,750	0%	0%	7%	2%	\$283,750	7%	2%
January Average Sales Price	\$461,471	2%	5%	15%	6%	\$461,471	15%	6%
Total Properties Currently for Sale (Inventory)	21,793	2%		-4%				
January Number of Properties Sold	1,774	-22%		-3%			0%	
January Average Days on Market (Solds)	91	-1%	-1%	-3%	1%	91	-3%	1%
Asking Price per Square Foot (based on New Listings)	\$345	-1%	2%	6%	7%	\$345	6%	7%
January Sold Price per Square Foot	\$237	3%	4%	7%	4%	\$237	7%	4%
January Month's Supply of Inventory	12.3	31%	12%	-1%	20%	12.3	-1%	20%
January Sale Price vs List Price Ratio	92.5%	-1.0%	-1%	-1%	-0.9%	92.5%	-0.5%	-0.8%

\* 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 1,774, down -3.4% from 1,837 in January of 2017 and -21.9% lower than the 2,271 sales last month. January 2018 sales were at their lowest level compared to January of 2017 and 2016. January YTD sales of 1,774 are running -3.4% behind last year's year-to-date sales of 1,837.

— 3 Mos Avg

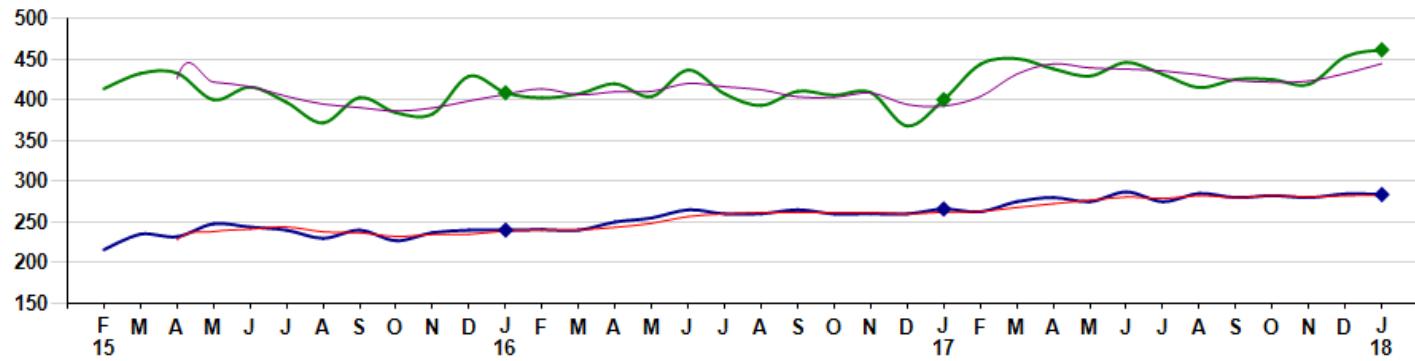


### Prices

The Median Sales Price in January was \$283,750, up 6.7% from \$266,000 in January of 2017 and down -0.3% from \$284,500 last month. The Average Sales Price in January was \$461,471, up 15.3% from \$400,336 in January of 2017 and up 1.8% from \$453,152 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)

— 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 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.



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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 21,793, up 1.9% from 21,380 last month and down -4.2% from 22,742 in January of last year. January 2018 Inventory was at a mid range 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 12.3 months was at a mid range compared with January of 2017 and 2016.

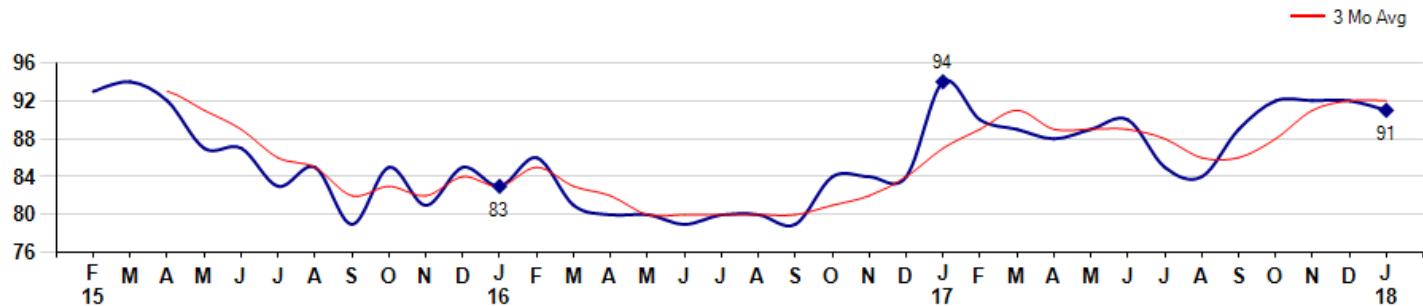
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 91, down -1.1% from 92 days last month and down -3.2% from 94 days in January of last year. The January 2018 DOM was at a mid range compared with January of 2017 and 2016.

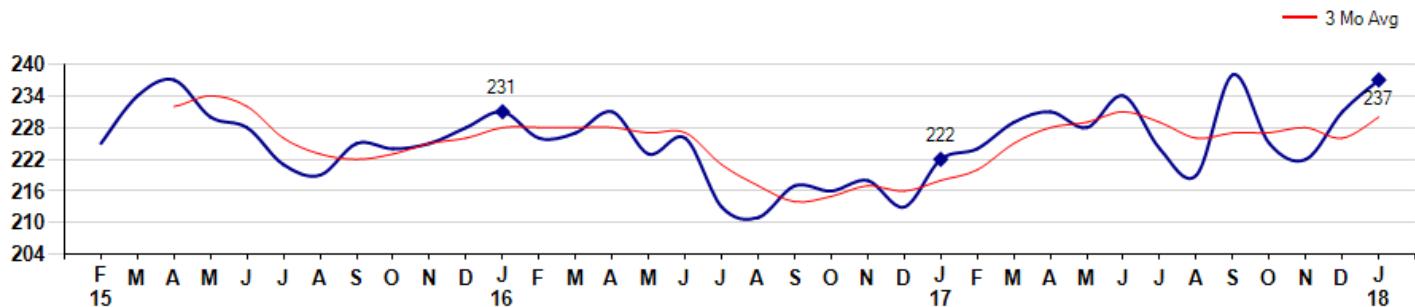
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 \$237 was up 2.6% from \$231 last month and up 6.8% from \$222 in January of last year.

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



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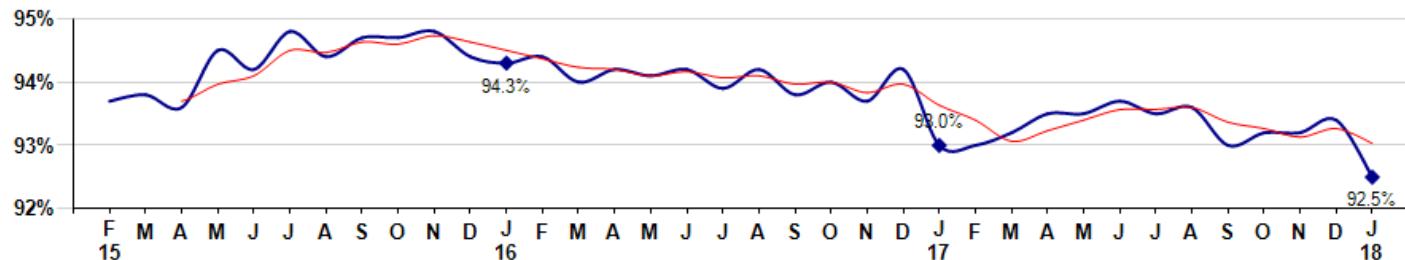
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### Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 92.5% was down from 93.4% last month and down from 93.0% in January of last year.

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

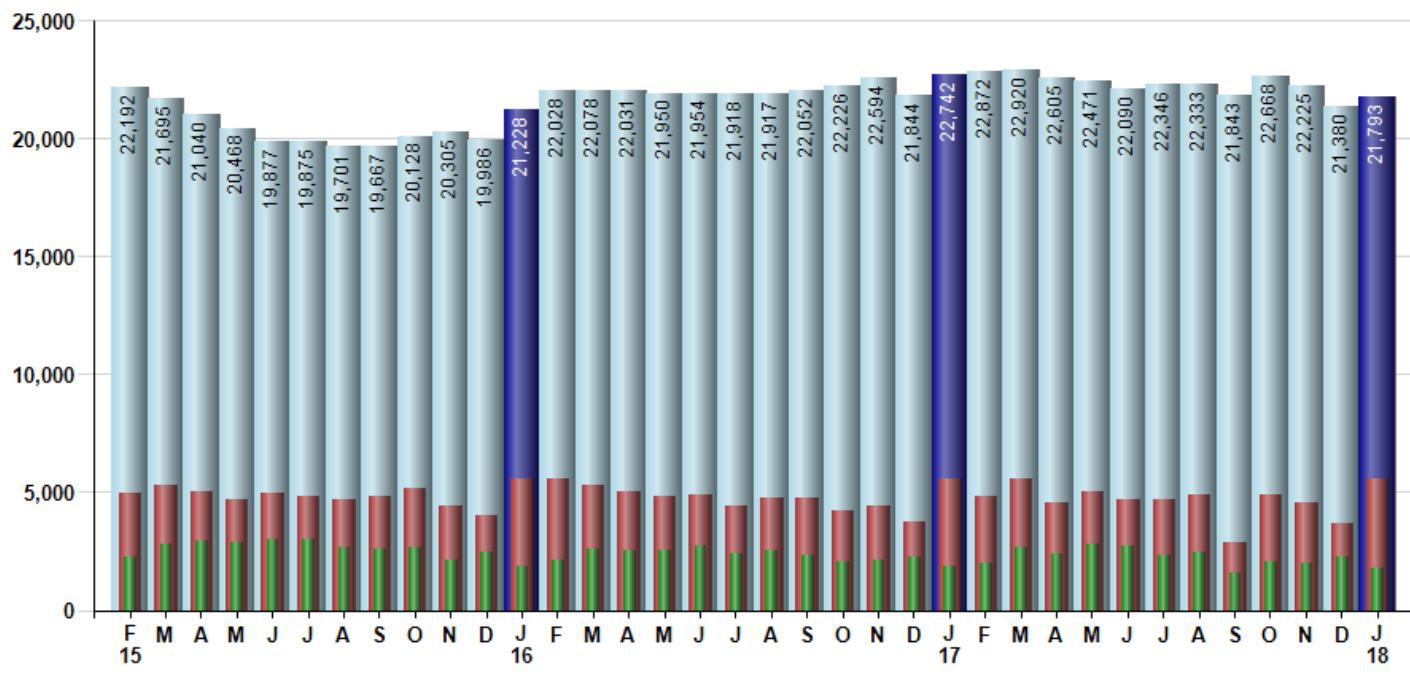
— 3 Mo Avg



### 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 January 2018 was 5570, up 52.0% from 3,664 last month and down -0.6% from 5,601 in January of last year.

— Inventory — New Listings — Sold



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