

# MARKET ACTION REPORT

November 2017

County: Miami-Dade



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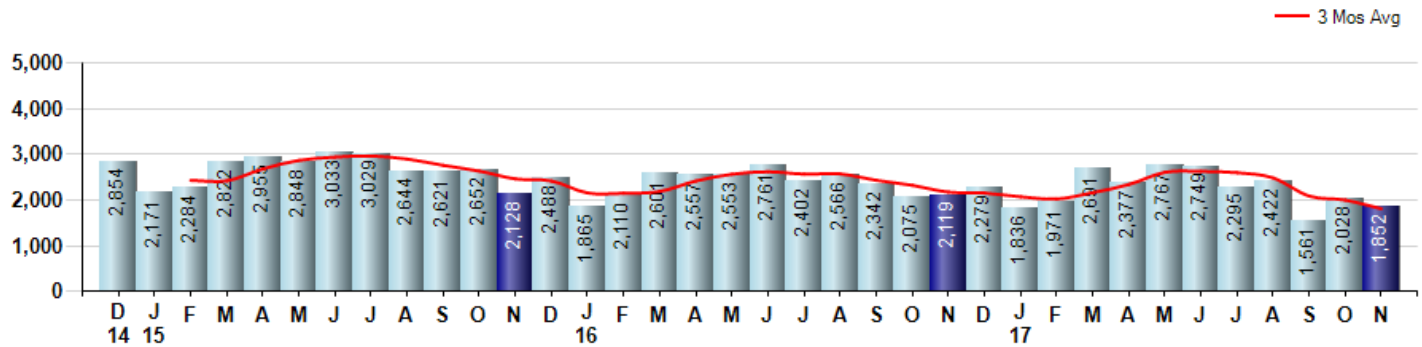
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$450,000	1%		9%				
Average List Price of all Current Listings	\$1,021,690	3%		6%				
November Median Sales Price	\$280,000	-1%	-1%	8%	10%	\$278,000	9%	9%
November Average Sales Price	\$422,252	-1%	0%	3%	4%	\$431,511	5%	6%
Total Properties Currently for Sale (Inventory)	21,678	-3%		-4%				
November Number of Properties Sold	1,852	-9%		-13%			-5%	
November Average Days on Market (Solds)	92	0%	3%	10%	12%	89	10%	9%
Asking Price per Square Foot (based on New Listings)	\$346	9%	7%	6%	10%	\$319	2%	1%
November Sold Price per Square Foot	\$223	-1%	-1%	2%	1%	\$227	2%	3%
November Month's Supply of Inventory	11.7	6%	-4%	10%	24%	10.3	9%	9%
November Sale Price vs List Price Ratio	93.3%	0.1%	0%	0%	-0.8%	93.3%	-0.8%	-0.7%

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

## Property Sales

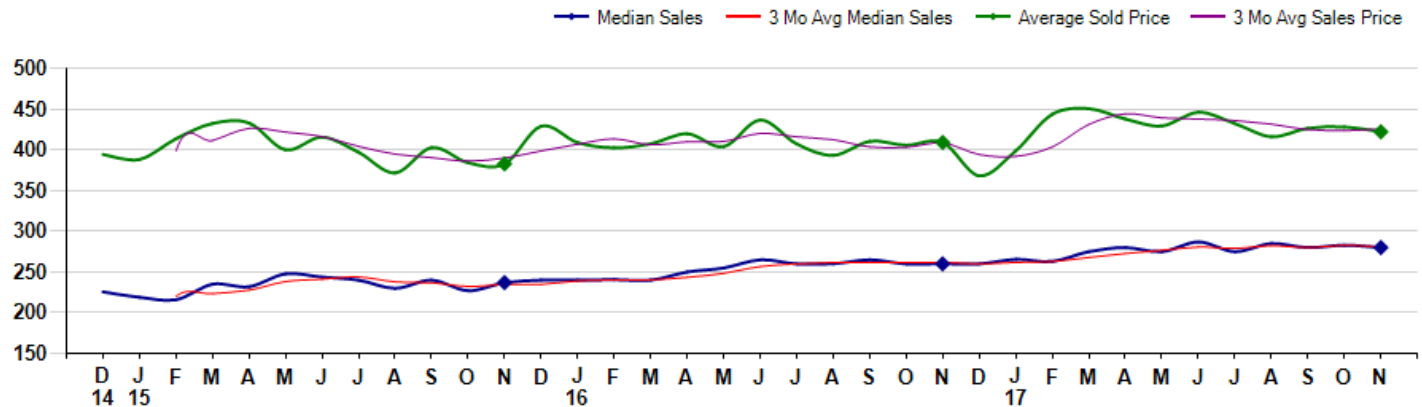
November Property sales were 1,852, down -12.6% from 2,119 in November of 2016 and -8.7% lower than the 2,028 sales last month. November 2017 sales were at their lowest level compared to November of 2016 and 2015. November YTD sales of 24,549 are running -5.4% behind last year's year-to-date sales of 25,951.



## Prices

The Median Sales Price in November was \$280,000, up 7.7% from \$260,000 in November of 2016 and down -1.1% from \$283,000 last month. The Average Sales Price in November was \$422,252, up 3.2% from \$409,098 in November of 2016 and down -1.4% from \$428,212 last month. November 2017 ASP was at highest level compared to November of 2016 and 2015.

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 12/1/2014 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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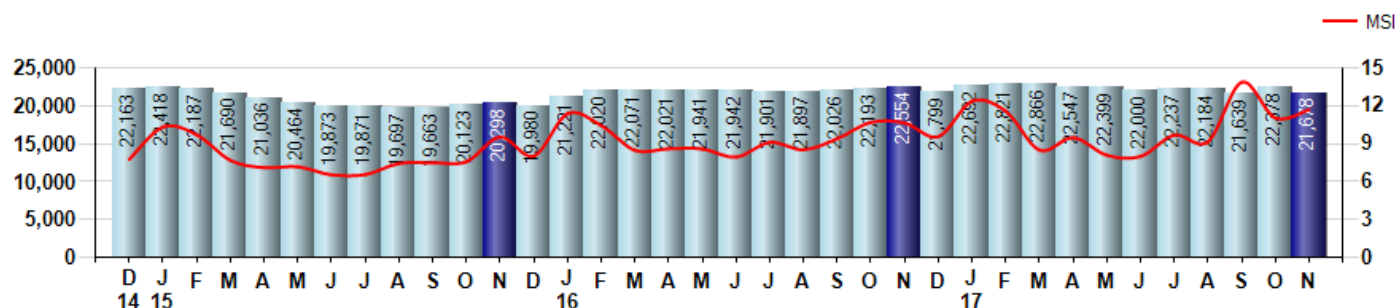
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 21,678, down -3.1% from 22,378 last month and down -3.9% from 22,554 in November of last year. November 2017 Inventory was at a mid range 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 11.7 months was at its highest level compared with November of 2016 and 2015.

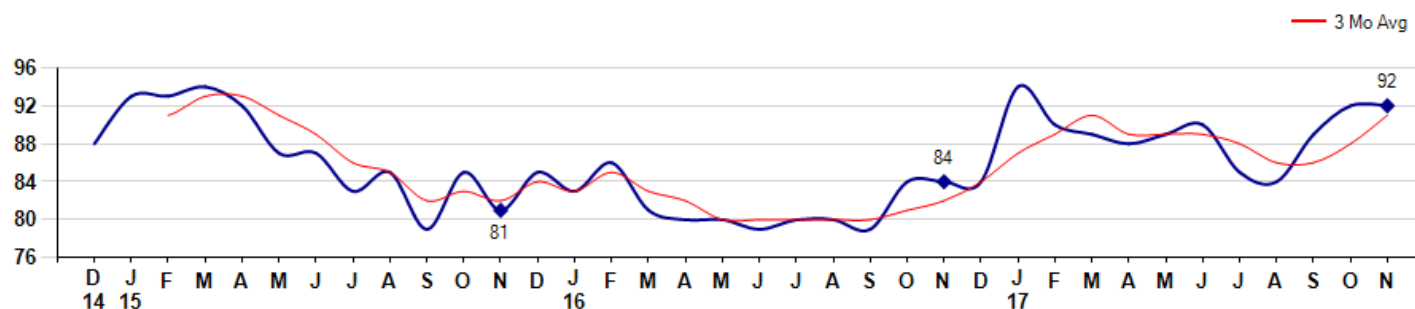
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 92, equal to 92 days last month and up 9.5% from 84 days in November of last year. The November 2017 DOM was at its highest level compared with November of 2016 and 2015.

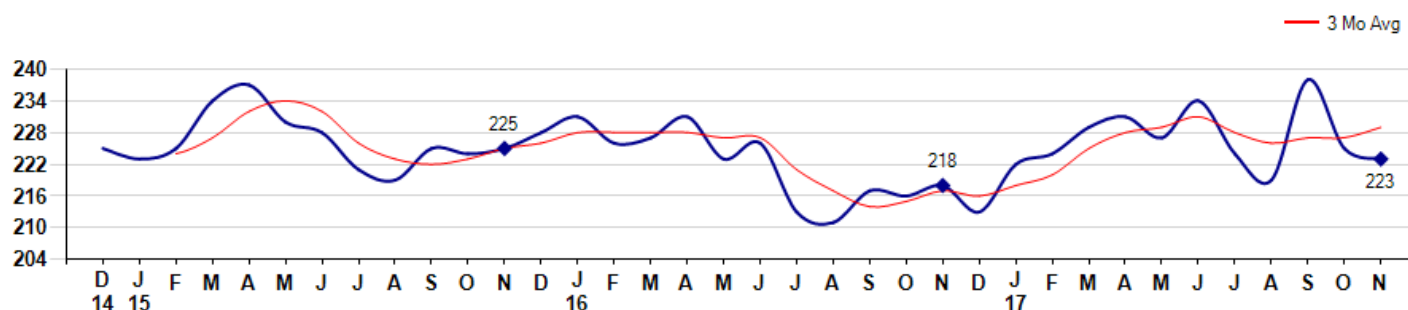
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 \$223 was down -0.9% from \$225 last month and up 2.3% from \$218 in November of last year.

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



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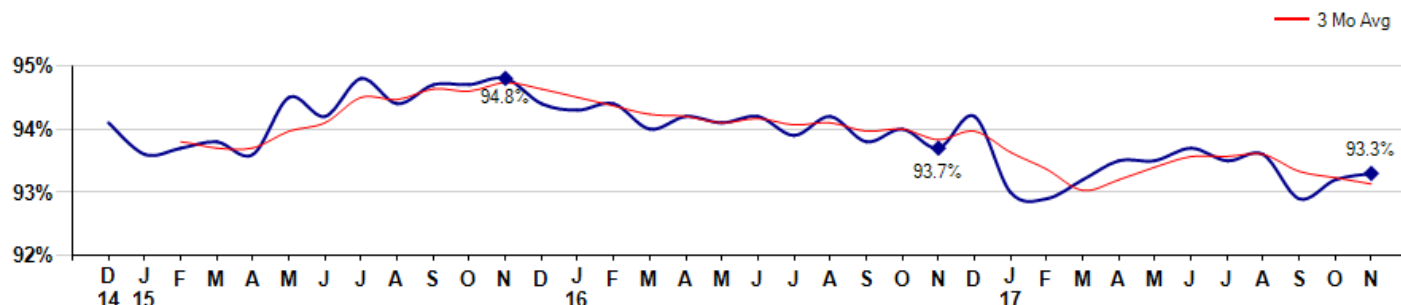


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### Selling Price vs Listing Price

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 93.3% was up from 93.2% last month and down from 93.7% in November of last year.

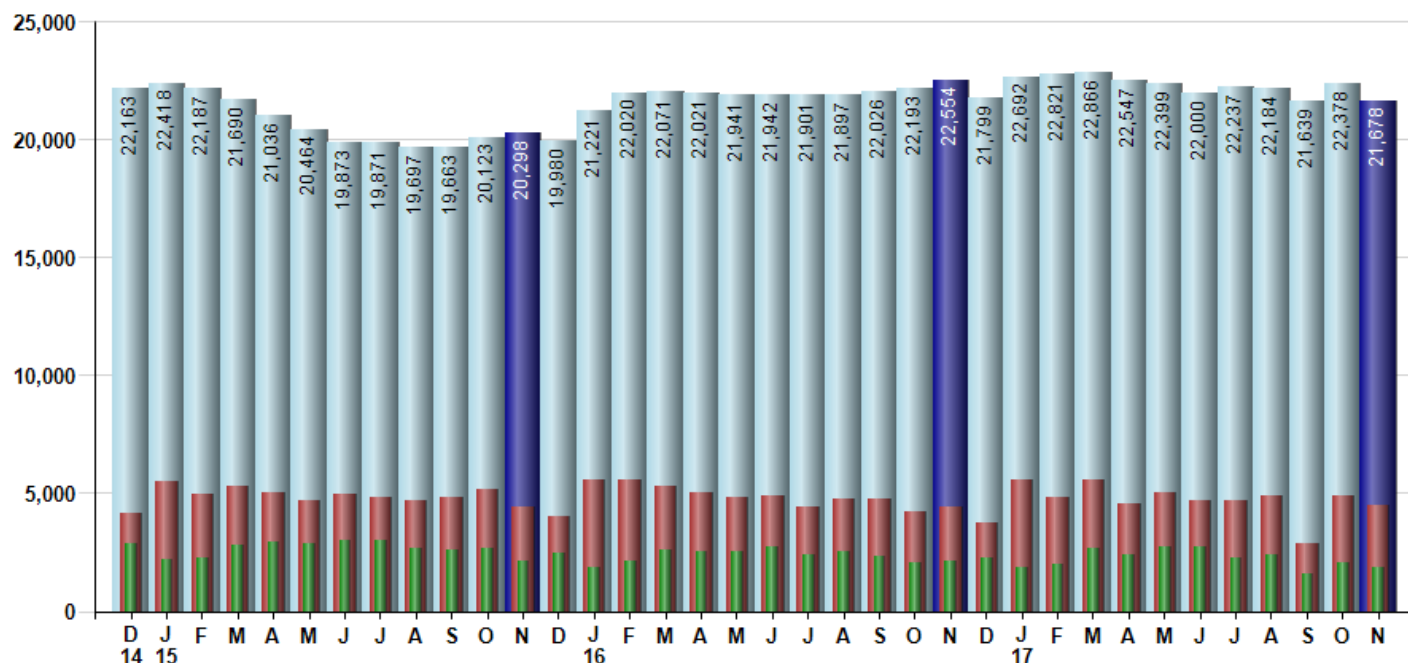
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2017 was 4478, down -8.7% from 4,903 last month and up 1.5% from 4,413 in November of last year.

Inventory NewListings Sold



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