

MARKET ACTION REPORT

November 2018

City: Miami Beach



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



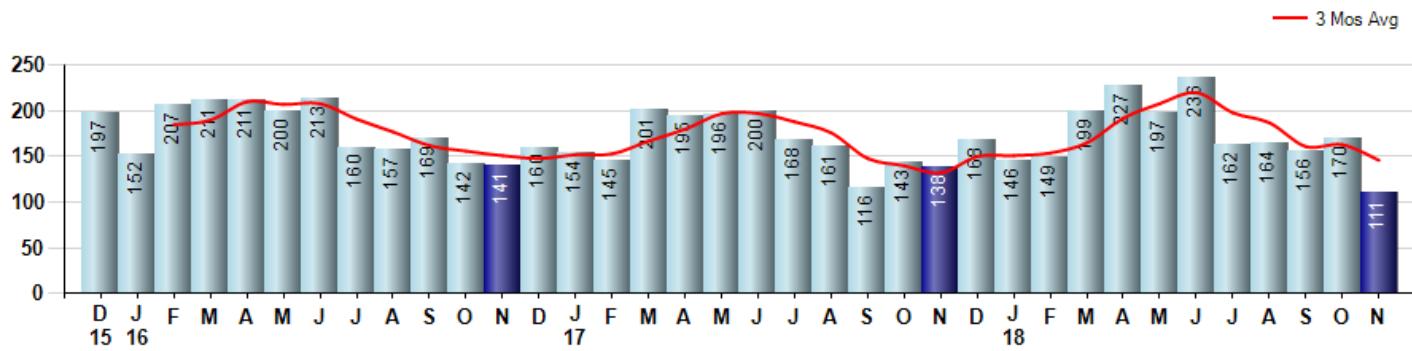
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Market Profile & Trends Overview	Month	Trending Versus*:					Trending Versus*:	
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$575,000	5%		5%				
Average List Price of all Current Listings	\$1,683,973	2%		2%				
November Median Sales Price	\$295,000	-6%	-5%	-11%	-19%	\$360,000	-2%	-1%
November Average Sales Price	\$974,083	44%	7%	37%	10%	\$995,505	14%	13%
Total Properties Currently for Sale (Inventory)	3,555	5%		-1%				
November Number of Properties Sold	111	-35%		-20%			6%	
November Average Days on Market (Solds)	153	4%	8%	21%	5%	145	-1%	-1%
Asking Price per Square Foot (based on New Listings)	\$762	21%	16%	13%	19%	\$631	-1%	-2%
November Sold Price per Square Foot	\$553	28%	11%	12%	6%	\$531	2%	2%
November Month's Supply of Inventory	32.0	60%	32%	23%	48%	20.6	-5%	-5%
November Sale Price vs List Price Ratio	88.2%	0%	-1%	-0.1%	88.3%	0.1%		

* 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 111, down -19.6% from 138 in November of 2017 and -34.7% lower than the 170 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 1,917 are running 5.5% ahead of last year's year-to-date sales of 1,817.

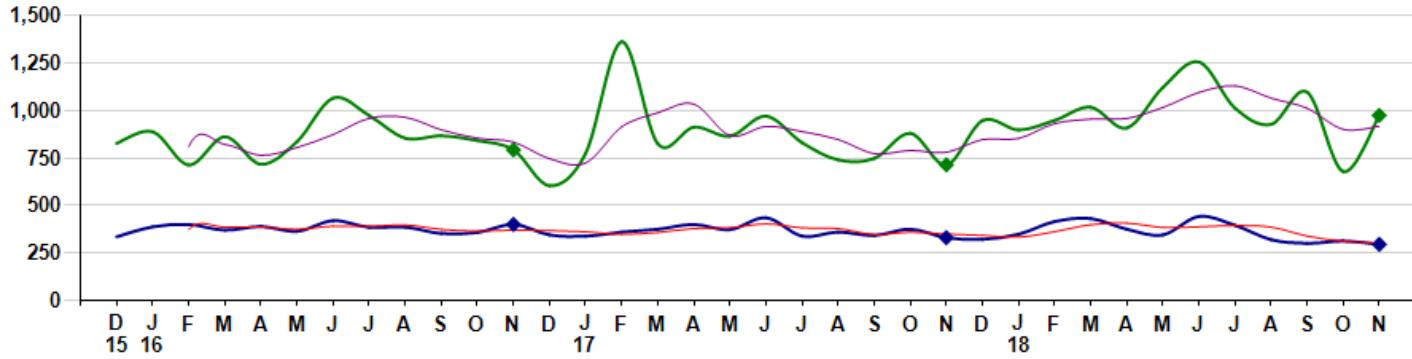


Prices

The Median Sales Price in November was \$295,000, down -10.6% from \$330,000 in November of 2017 and down -5.6% from \$312,500 last month. The Average Sales Price in November was \$974,083, up 36.5% from \$713,464 in November of 2017 and up 43.5% from \$678,620 last month. November 2018 ASP was at highest level compared to November 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 12/1/2015 through 11/30/2018. 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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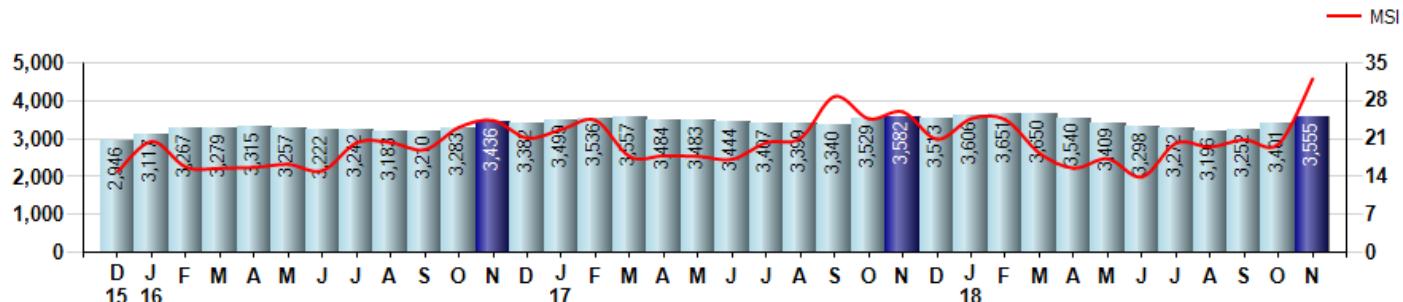
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 3,555, up 4.5% from 3,401 last month and down -0.8% from 3,582 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 32.0 months was at its highest level compared with November of 2017 and 2016.

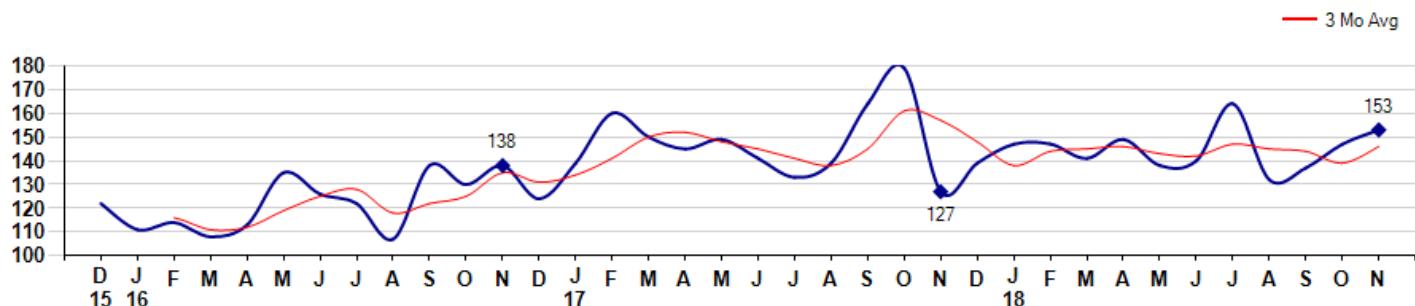
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 153, up 4.1% from 147 days last month and up 20.5% from 127 days in November of last year. The November 2018 DOM was at its highest level compared with November of 2017 and 2016.

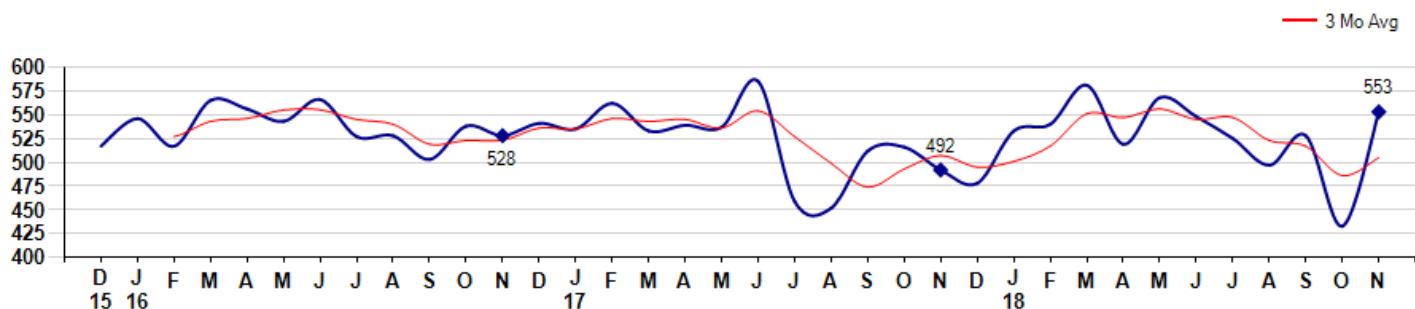
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2018 Selling Price per Square Foot of \$553 was up 27.7% from \$433 last month and up 12.4% from \$492 in November of last year.

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



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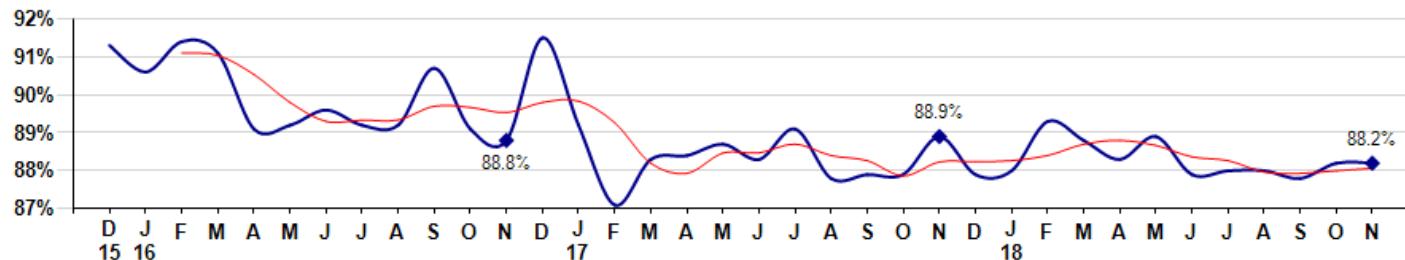
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Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 88.2% was equal to 88.2% last month and down from 88.9% 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 2018 was 563, down -6.9% from 605 last month and down -6.6% from 603 in November of last year.

— Inventory — New Listings — Sold

