

MARKET ACTION REPORT

April 2018

City: *Miami Beach*



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



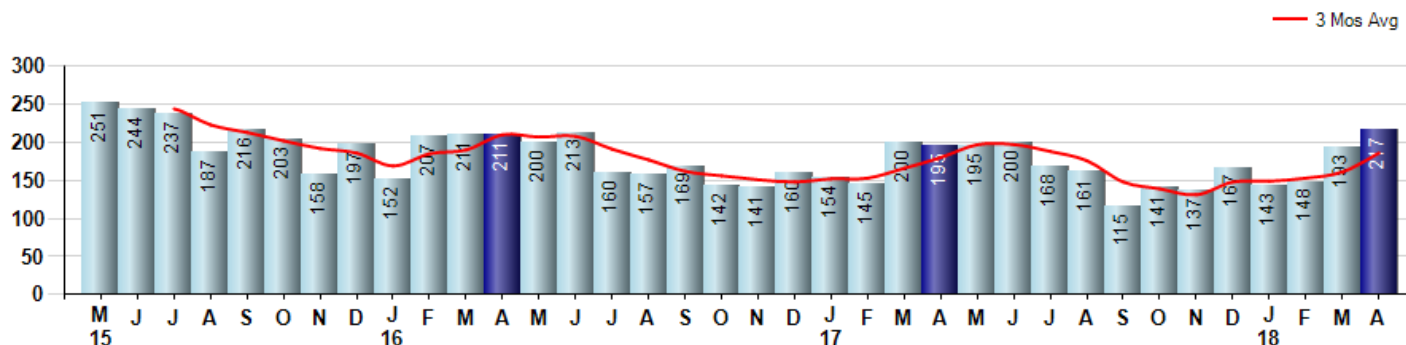
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$569,000	-1%		-2%				
Average List Price of all Current Listings	\$1,728,143	0%		-3%				
April Median Sales Price	\$380,000	-13%	-1%	-5%	4%	\$385,000	5%	6%
April Average Sales Price	\$926,413	-10%	-3%	2%	5%	\$956,504	1%	8%
Total Properties Currently for Sale (Inventory)	3,487	-3%		1%				
April Number of Properties Sold	217	12%		11%			1%	
April Average Days on Market (Solds)	151	8%	3%	4%	3%	147	-1%	1%
Asking Price per Square Foot (based on New Listings)	\$619	2%	-2%	3%	-5%	\$629	-3%	-3%
April Sold Price per Square Foot	\$517	-11%	-5%	-4%	-1%	\$543	0%	4%
April Month's Supply of Inventory	16.1	-14%	-18%	-9%	-25%	21.0	3%	-2%
April Sale Price vs List Price Ratio	88.3%	-0.7%	0%	0%	0.1%	88.6%	0.4%	0.4%

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

Property Sales

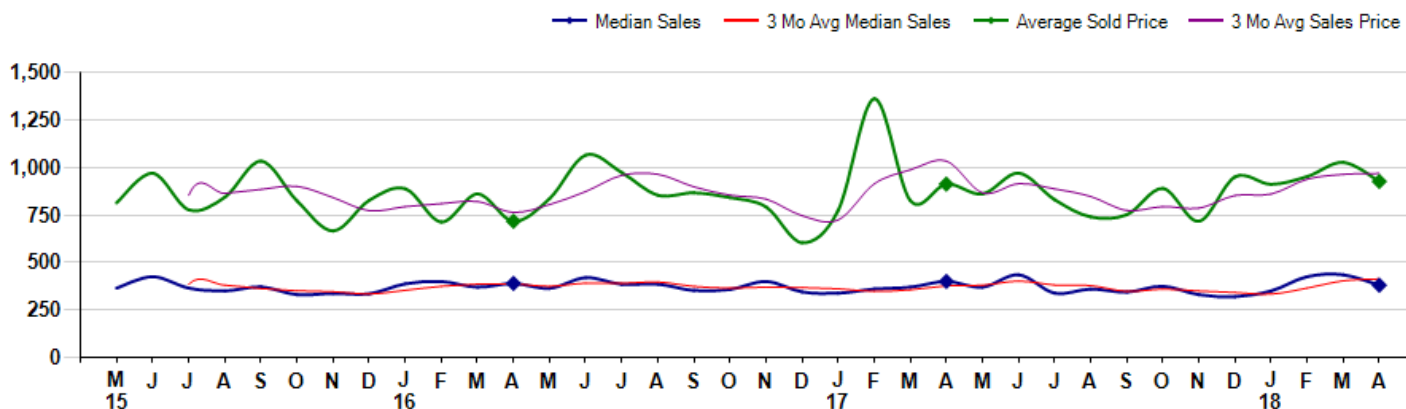
April Property sales were 217, up 11.3% from 195 in April of 2017 and 12.4% higher than the 193 sales last month. April 2018 sales were at their highest level compared to April of 2017 and 2016. April YTD sales of 701 are running 1.0% ahead of last year's year-to-date sales of 694.



Prices

The Median Sales Price in April was \$380,000, down -5.0% from \$400,000 in April of 2017 and down -12.6% from \$435,000 last month. The Average Sales Price in April was \$926,413, up 1.5% from \$912,278 in April of 2017 and down -9.8% from \$1,026,854 last month. April 2018 ASP was at highest level compared to April of 2017 and 2016.

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



© 2018 Coldwell Banker Residential Real Estate. All Rights Reserved. Coldwell Banker Residential Real Estate fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Real Estate is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Miami Association of REALTORS for the period 5/1/2015 through 4/30/2018. 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.



City: Miami Beach



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



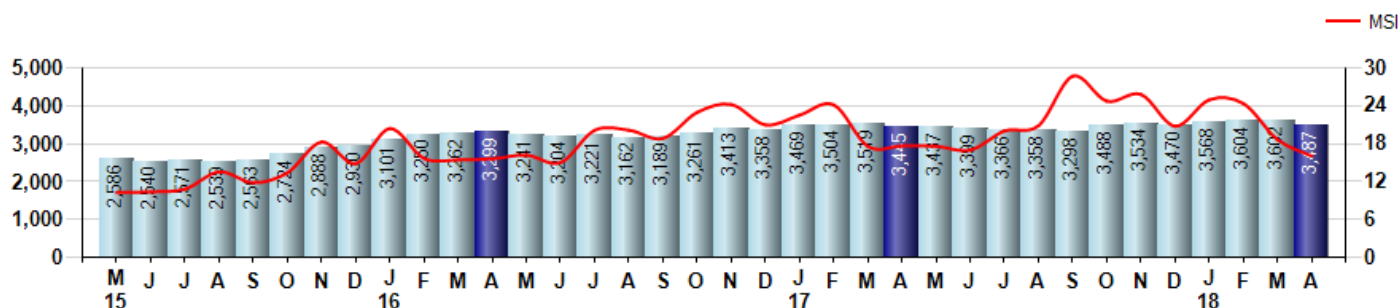
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

Inventory & MSI

The Total Inventory of Properties available for sale as of April was 3,487, down -3.2% from 3,602 last month and up 1.2% from 3,445 in April of last year. April 2018 Inventory was at highest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 16.1 months was at a mid range compared with April of 2017 and 2016.

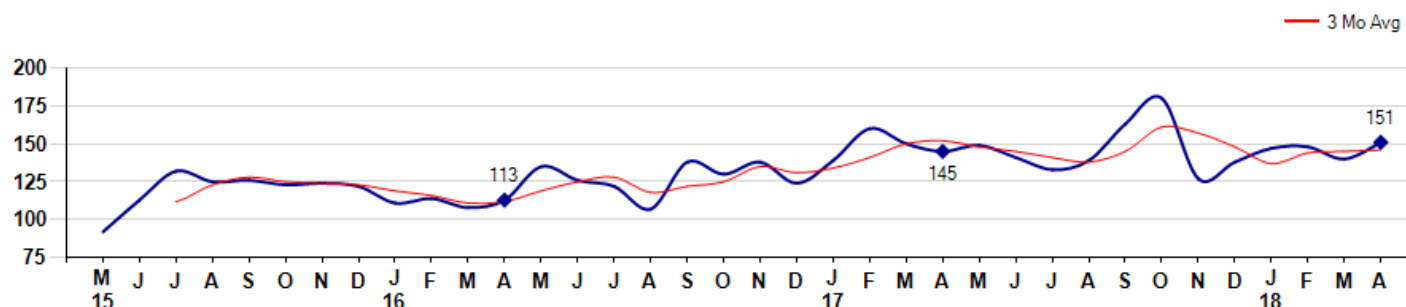
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 151, up 7.9% from 140 days last month and up 4.1% from 145 days in April of last year. The April 2018 DOM was at its highest level compared with April of 2017 and 2016.

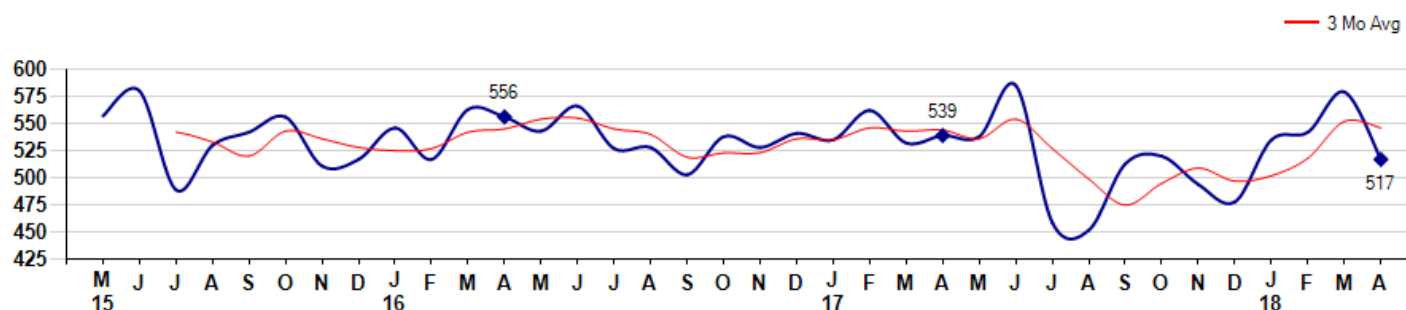
Average Days on Market(Listing to Contract) for properties sold during the month



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 April 2018 Selling Price per Square Foot of \$517 was down -10.7% from \$579 last month and down -4.1% from \$539 in April of last year.

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



City: Miami Beach



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

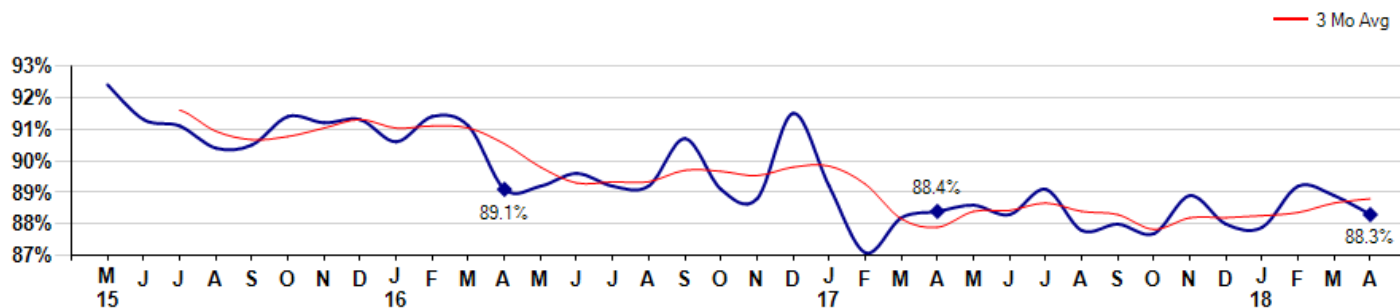


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo, Mobile Home, Lot/Land, Farm

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 April 2018 Selling Price vs List Price of 88.3% was down from 88.9% last month and down from 88.4% in April of last year.

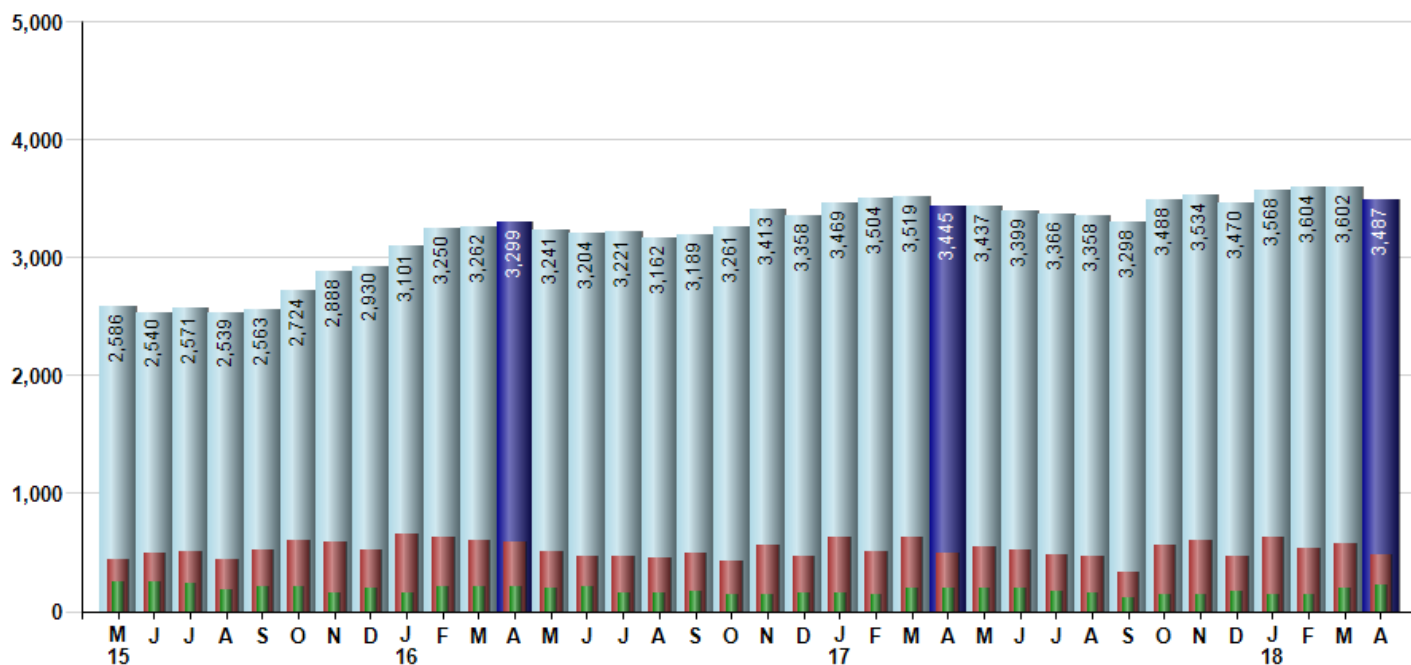
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2018 was 476, down -16.8% from 572 last month and down -4.6% from 499 in April of last year.

Inventory NewListings Sold



© 2018 Coldwell Banker Residential Real Estate. All Rights Reserved. Coldwell Banker Residential Real Estate fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Real Estate is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Miami Association of REALTORS for the period 5/1/2015 through 4/30/2018. 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.

