



MIAMI FLORIDA

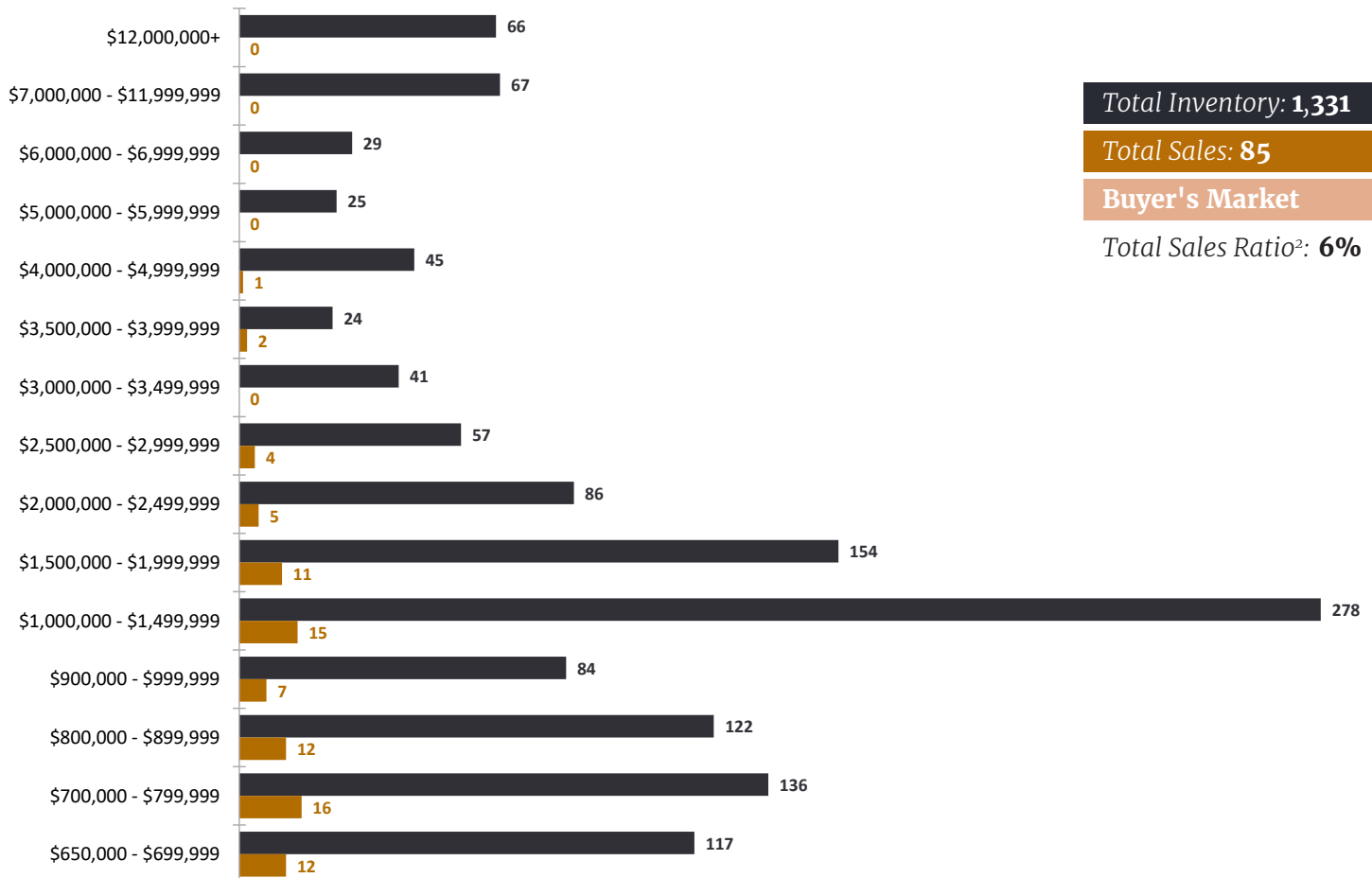
—February 2020—

INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2020

Inventory Sales

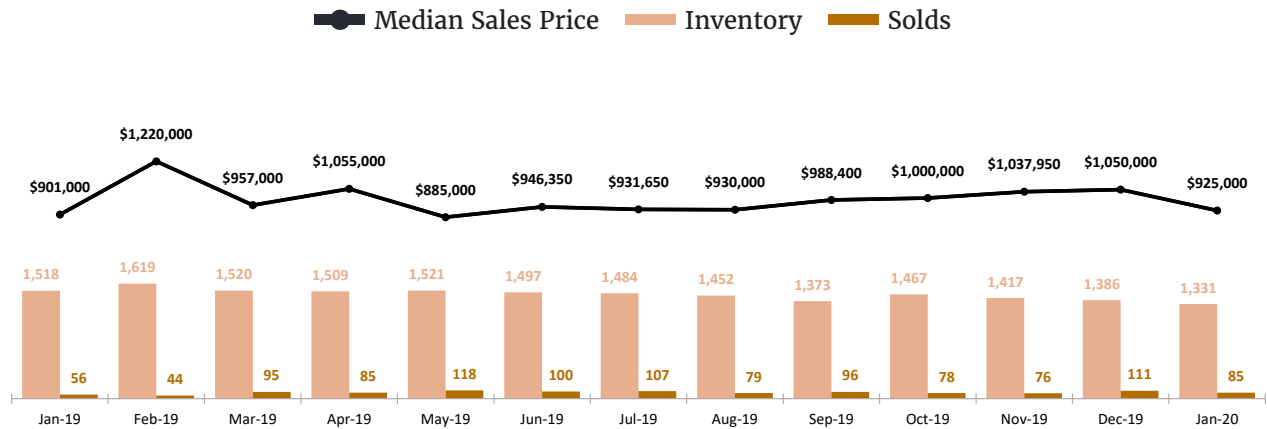
Luxury Benchmark Price¹: **\$650,000**Total Inventory: **1,331**Total Sales: **85**

Buyer's Market

Total Sales Ratio²: **6%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	NA	NA	NA	0	4	0%
1,000 - 1,999	\$725,000	3	2	11	143	8%
2,000 - 2,999	\$803,500	4	3	22	383	6%
3,000 - 3,999	\$965,000	4	4	22	282	8%
4,000 - 4,999	\$1,725,000	5	5	16	141	11%
5,000+	\$1,675,000	6	6	7	238	3%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA

INVENTORY

December January
1,386 1,331

VARIANCE: -4%

SOLDS

December January
111 85

VARIANCE: -23%

SALES PRICE

December January
\$1.05m \$925k

VARIANCE: -12%

SALE PRICE PER SQFT.

December January
\$375 \$348

VARIANCE: -7%

SALE TO LIST PRICE RATIO

December January
93.20% 93.07%

VARIANCE: 0%

DAYS ON MARKET

December January
132 147

VARIANCE: 11%

MIAMI MARKET SUMMARY | JANUARY 2020

- The Miami single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **93.07% of list price** in January 2020.
- The most active price band is **\$700,000-\$799,999**, where the sales ratio is **12%**.
- The median luxury sales price for single-family homes has decreased to **\$925,000**.
- The median days on market for January 2020 was **147** days, up from **132** in December 2019.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

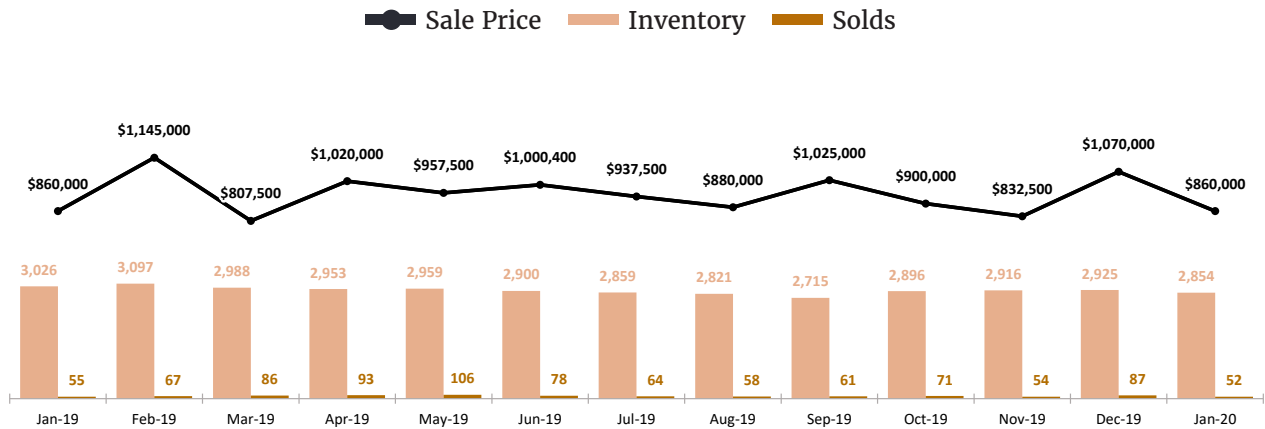
LUXURY INVENTORY VS. SALES | JANUARY 2020

Inventory Sales

Luxury Benchmark Price¹: **\$610,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$715,000	2	2	2	200	1%
1,000 - 1,999	\$753,250	2	3	26	1580	2%
2,000 - 2,999	\$1,210,000	3	4	14	512	3%
3,000 - 3,999	\$1,122,500	4	4	2	155	1%
4,000 - 4,999	\$4,300,000	4	6	1	75	1%
5,000+	NA	NA	NA	0	65	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA

INVENTORY

December January
2,925 2,854

VARIANCE: -2%

SOLDS

December January
87 52

VARIANCE: -40%

SALES PRICE

December January
\$1.07m \$860k

VARIANCE: -20%

SALE PRICE PER SQFT.

December January
\$653 \$525

VARIANCE: -20%

SALE TO LIST PRICE RATIO

December January
91.83% 94.61%

VARIANCE: 3%

DAYS ON MARKET

December January
154 237

VARIANCE: 54%

MIAMI MARKET SUMMARY | JANUARY 2020

- The Miami attached luxury market is a **Buyer's Market** with a **2% Sales Ratio**.
- Homes sold for a median of **94.61% of list price** in January 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **4%**.
- The median luxury sales price for attached homes has decreased to **\$860,000**.
- The median days on market for January 2020 was **237** days, up from **154** in December 2019.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.