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### CONDO & SINGLE FAMILY DASHBOARD year-over-year

PRICES Median Sales Price

PACE Months of Supply

SALES Closed Sales

**INVENTORY** Total Inventory

MARKETING TIME Days on Market

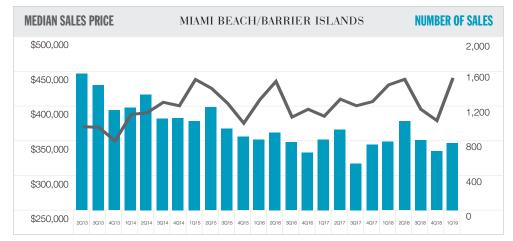
**NEGOTIABILITY** Listing Discount

- Overall price trend indicators moved higher than year-ago levels as the number of sales slipped
- Marketing time jumped as older inventory was sold off as listing inventory slipped
- Negotiability remained elevated and consistent over the past two years
- The pace of the market was somewhat slower than that of the five-year quarterly average

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

### Overall price trend indicators moved higher as listing inventory slipped.

Miami Beach/Barrier Islands Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$1,129,317	27.1%	\$888,424	11.6% \$	\$1,011,741
Average Price per Sq Ft	\$709	16.8%	\$607	1.4%	\$699
Median Sales Price	\$440,000	16.2%	\$378,750	2.3%	\$430,000
Number of Sales (Closed)	772	13.9%	678	-2.0%	788
Days on Market (From Last List Date)	145	-0.7%	146	81.3%	80
Listing Discount (From Last List Price)	10.6%		10.9%		10.4%
Listing Inventory (Active)	6,726	0.9%	6,668	-0.3%	6,748
Months of Supply	26.1	-11.5%	29.5	1.6%	25.7
Year-to-Date	Q1-2019	%∆ (QTR)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price (YTD)	\$1,129,317	N/A	N/A	11.6%	\$1,011,741
Average Price per Sq Ft (YTD)	\$709	N/A	N/A	1.4%	\$699
Median Sales Price (YTD	\$440,000	N/A	N/A	2.3%	\$430,000
Number of Sales (YTD)	772	N/A	N/A	-2.0%	788



Listing inventory slipped 0.3% year over year to 6,726, the first decline in five years. The overall trend in sales was choppy, falling 2% to 772 over the same period, the second decline in four quarters. Condo sales declined 2.3% year over year to 691 sales, and single-family sales were unchanged at 81. As a result, the pace of the market slowed slightly. Months of supply, the number of months to sell all inventory at the current rate of sales, slowed nominally by 1.6% to 26.1 months. The months of supply for the first quarter was 7% slower than the five year quarterly average of 24.4 months. In the overall market, condo

median sales price was unchanged from the yearago quarter as single-family median sales price jumped 17.9% to \$1,650,000. In the luxury market, representing the top ten percent of all sales, condo median sales price increased 12.7% to \$3,225,000 while single-family median sales price surged 60% to \$10,100,000 respectively from the year-ago quarter. Luxury single family price trends were skewed higher by a 71.4% surge in average sales size to 9,548 square feet. Cash sales accounted for 65.8% of all condo sales and 46.9% of all singlefamily sales.



# CONDOS

01-20

- Condo median sales price was unchanged from the prior year results
- The fifth quintile of the market, representing the top twenty percent, was the only segment to see a rise in median sales price
- Listing inventory did not rise annually for the first time in at least five years

Sales Share	Med. Sales Price
10.4%	\$164,000
33.4%	\$250,000
38.8%	\$469,500
12.7%	\$1,347,448
3.5%	\$2,825,000
1.2%	\$5,925,000
	Share     10.4%     33.4%     38.8%     12.7%     3.5%

## SINGLE FAMILY

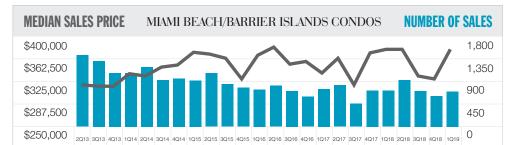
- All single family price trend indicators moved higher as sales stabilized
- Marketing time jumped as older listings were cleared from inventory while negotiability tightened
- Listing inventory declined year over year for the third time in the last four quarters

Single Family Mix	Sales Share	Med. Sales Price
2-bedroom	2.5%	\$1,007,500
3-bedroom	28.4%	\$755,000
4-bedroom	28.4%	\$1,450,000
5+ bedroom	40.7%	\$4,697,500

## LUXURY CONDO

- Inventory slipped as price trends showed mixed results
- Marketing time and negotiability expanded as average sales size rose

Condo Market Matrix	Q1-2019	%∆ (QTR)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$870,407	28.7%	\$676,402	0.8%	\$863,416
Average Price Per Sq Ft	\$655	19.7%	\$547	-4.0%	\$682
Median Sales Price	\$380,000	15.2%	\$330,000	0.0%	\$380,000
Non-Distressed	\$400,000	18.3%	\$338,000	2.6%	\$390,000
Distressed	\$220,000	5.8%	\$208,000	0.2%	\$219,500
Number of Sales (Closed)	691	14.0%	606	-2.3%	707
Non-Distressed	655	12.7%	581	-3.5%	679
Distressed	36	44.0%	25	28.6%	28
Days on Market (From Last List Date)	143	2.9%	139	76.5%	81
Listing Discount (From Last List Price)	10.3%		9.9%		9.5%
Listing Inventory (Active)	5,943	0.3%	5,927	0.0%	5,943
Months of Supply	25.8	-11.9%	29.3	2.4%	25.2



Single Family Market Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$3,338,038	24.9%	\$2,672,944	44.7%	\$2,306,379
Average Price Per Sq Ft	\$865	10.3%	\$784	14.3%	\$757
Median Sales Price	\$1,650,000	3.7%	\$1,591,750	17.9%	\$1,400,000
Non-Distressed	\$1,662,500	4.4%	\$1,591,750	17.4%	\$1,415,500
Distressed	\$1,553,500	N/A	\$0	N/A	\$1,307,500
Number of Sales (Closed)	81	12.5%	72	0.0%	81
Non-Distressed	80	11.1%	72	2.6%	78
Distressed	1	N/A	0	N/A	3
Days on Market (From Last List Date)	171	-17.8%	208	144.3%	70
Listing Discount (From Last List Price)	11.3%		13.0%		13.2%
Listing Inventory (Active)	783	5.7%	741	-2.7%	805
Months of Supply	29.0	-6.1%	30.9	-2.7%	29.8

\$2,000,000 \$1,625,000 \$1,250,000 \$875,000 \$875,000 2013 3013 4013 1014 2014 3014 4014 1015 2015 3015 4015 1016 2016 3016 4016 1017 2017 3017 4017 1018 2018 3018 4018 1019 \$500,000

MIAMI BEACH/BARRIER IS. SINGLE FAMILY

**NUMBER OF SALES** 

Luxury Condo Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$4,453,993	43.1%	\$3,111,909	3.8%	\$4,290,644
Average Price Per Square Foot	\$1,299	24.1%	\$1,047	-11.0%	\$1,459
Median Sales Price	\$3,225,000	46.6%	\$2,200,000	12.7%	\$2,862,500
Number of Sales (Closed)	70	14.8%	61	-2.8%	72
Days on Market (From Last List Date)	195	-12.2%	222	41.3%	138
Listing Discount (From Last List Price)	12.7%		12.6%		11.5%
Listing Inventory (Active)	1,006	-31.0%	1,459	-6.6%	1,077
Months of Supply	43.1	-40.0%	71.8	-4.0%	44.9
Entry Threshold	\$1,864,000	42.8%	\$1,305,000	6.5%	\$1,750,000

+This sub-category is the analysis of the top ten percent of all condo/townhouse & single-family sales. The data is also contained within the other markets presented.

**MEDIAN SALES PRICE** 



## LUXURY SINGLE FAMILY

- Price trend indicators surged, aided by a jump in average sales
- Average sales size surged, severely skewing price trend indicators higher

### **SUNNY ISLES**

- Price trend indicators showed mixed results as sales declined
- Marketing time and negotiability continued to increase

### **BAL HARBOUR**

- Price trend indicators surged as sales slipped
- Marketing time and negotiability moved higher

#### **BAY HARBOR ISLANDS**

- Price trend indicators increased as sales declined
- Marketing time surged with less negotiability

#### **SURFSIDE**

- Condo median sales price moved higher
- Condo sales slipped as marketing time surged
- Single-family price indicators skewed sharply by the jump in sales size
- Single-family sales and negotiability expanded

#### **NORTH BAY VILLAGE**

- Price trend indicators showed mixed trends as sales rose sharply
- Marketing time and negotiability expanded modestly

Average Price Per Square Foot   \$1,524   2.0%   \$1,494   2.6%   \$1,1     Median Sales Price   \$10,100,000   26.3%   \$8,000,000   61.0%   \$62.25%     Days on Market (From Last List Date)   352   0.9%   349   149.6%   117     Listing Inventory (Active)   152   116.9%   163.   38.8%   149.6%     Months of Supply   50.7   -26.1%   68.6   -38.4%   2.6     Summs of Supply   50.7   -26.1%   68.6   -38.4%   2.6     Sumpt Seles Condo Matrix   01-2019   %Δ (orn)   04-2018   %Δ (rs)   01-20     Average Price oper Sq FL   \$530   12.1%   \$47.3   9.3%   \$     Median Sales Price   \$370,000   -7.5%   \$400,000   0.8%   \$367,     Number of Sales (Closed)   127   4.1%   122   4.4.5%   \$     Days on Market (From Last List Date)   11.9%   10.2%   \$   \$     Listing Discount (From Last List Price)   11.9%   26.7%   \$	Luxury Single Family Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (yr)	Q1-2018
Median Sales Price   \$10,100,000   26.3%   \$8,000,000   61.0%   \$62.75;     Number of Sales   9   12.5%   8   0.0%   149.6%     Darys on Market (From Last List Price)   12.1%   16.7%   17     Listing Inventory (Active)   152   -16.9%   183   -38.5%     Entry Threshold   \$7,250,000   22.9%   \$5,900,000   70.6%   \$4,250,     Number of Sales Condo Matrix <b>Q1-2019</b> \$6,407,000 <b>0.8</b> \$6,86,8   -0.6%   \$841,     Average Sales Price   \$836,664   16.9%   \$715,423   -0.6%   \$841,     Average Sales Price   \$836,664   16.9%   \$715,423   -0.6%   \$841,     Average Sales Price   \$370,000   -7.5%   \$400,000   0.8% (rr)   Q1-20     Average Sales Price   \$2.394,929   27.4%   \$1,879,778   25.7%   \$1,905,     Average Sales Price   \$2.394,929   27.4%   \$1,879,778   25.7%   \$1,905,     Average Sales Price   \$1,390,00   24.7%   \$1,87	Average Sales Price	\$14,548,889	42.3%	\$10,221,250	75.8%	\$8,273,611
Number of Sales   9   12.5%   8   0.0%     Days on Market (From Last List Date)   332   0.9%   349   149.6%     Listing Discount (From Last List Price)   12.1%   16.7%   17     Listing Discount (From Last List Price)   12.1%   66.6   -88.4%   66     Entry Threshold   S7.250.000   22.9%   \$5.300.00   70.6%   \$4.280.     Number of Sales Price   \$363.664   16.9%   \$71.54.23   -0.6%   \$841.     Average Sales Price   \$370,000   -7.5%   \$400,000   0.8%   \$367.     Number of Sales (Closed)   127   4.1%   122   -4.5%      Days on Market (From Last List Date)   11.9%   10.2%   8   8     Bal Harbour Condo Matrix   Q1-2019   %Δ (rm)   Q4-2018   %Δ (rm)   Q1-20     Average Sales Price   \$2,394,929   27.4%   \$1,879.778   25.7%   \$1,905.     Average Sales Price   \$1,390.000   24.7%   \$1,150.00   35.6%   \$1,905.     Average Sales	Average Price Per Square Foot	\$1,524	2.0%	\$1,494	2.6%	\$1,485
Days on Market (from Last List Date)   352   0.9%   349   149.6%     Listing Discount (From Last List Price)   12.1%   16.7%   17.7%     Listing Inventory (Active)   152   -16.9%   183   -88.5%     Months of Supply   50.7   -26.1%   68.6   -38.4%   54.25%     Entry Threshold   \$7.250.000   22.9%   \$5.500.000   70.6%   54.250.000     Average Sales Condo Matrix   Q1-2019   %Δ (oris)   Q4-2018   %Δ (rs)   Q1-2014     Average Price per Sq F1   \$530   12.1%   \$47.3   9.3%   \$     Median Sales Price   \$370,000   -7.5%   \$400,000   0.8%   \$367.     Number of Sales (Closed)   127   4.1%   122   -4.5%   1138     Days on Market (from Last List Date)   11.47   6.5%   1138   75.0%   Listing Discount (From Last List Price)   11.9%   10.2%   \$     Average Sales Price   \$2,394,929   27.4%   \$11.8%   \$   \$   \$     Average Sales Price <t< td=""><td>Median Sales Price</td><td>\$10,100,000</td><td>26.3%</td><td>\$8,000,000</td><td>61.0%</td><td>\$6,275,000</td></t<>	Median Sales Price	\$10,100,000	26.3%	\$8,000,000	61.0%	\$6,275,000
Listing Discount (From Last List Price)   12.1%   16.7%   17     Listing Inventory (Active)   152   -16.9%   183   -38.5%     Months of Supply   50.7   -26.1%   68.6   -38.4%   82     Entry Threshold   \$7,250.000   22.9%   \$5,900.000   70.6%   \$4,250.00     Stamp VisBe Condo Matrix   Q1-2019   %Q (Gri)   Q4-2018   %Q (M)   Q1-201     Average Sales Price   \$330.00   -7.5%   \$400.000   0.8%   \$367.     Number of Sales (Closed)   127   4.1%   122   4.5%   2     Days on Market (From Last List Date)   147   6.5%   138   75.0%   1     Average Price per Sq FL   \$294   11.9%   Q4-2018   %Q (rn)   Q1-204     Average Price per Sq FL   \$294   18.1%   \$842   11.1%   \$8     Bal Harbour Condo Matrix   Q1-2019   %Q (rn)   Q4-2018   %Q (rn)   Q1-204     Average Price per Sq FL   \$294   18.1%   6.7%   \$10.0%   \$11.0% <td>Number of Sales</td> <td>9</td> <td>12.5%</td> <td>8</td> <td>0.0%</td> <td>9</td>	Number of Sales	9	12.5%	8	0.0%	9
Listing Inventory (Active)   152   -16.9%   183   -38.5%     Months of Supply   50.7   -26.1%   68.6   -38.4%   68     Entry Threshold   \$7.250.000   22.9%   \$5.000   07.6%   \$4.260.005     Sunny Isles Condo Matrix   Q1-201   %Δ (αrn)   Q1-201   %Δ (arn)   Q1-201     Average Sales Price   \$380.664   10.9%   \$71.5423   -0.0%   \$841.     Average Sales Price   \$370,000   -7.5%   \$400,000   0.8%   \$367.     Days on Market (From Last List Date)   11.7%   10.2%   8   8     Bal Harbour Condo Matrix   Q1-2019   %Δ (orn)   Q4-2018   %Δ (rn)   Q1-201     Average Sales Price   \$2.394,929   27.4%   \$1,77.7%   25.7%   \$1,905.     Average Sales Price   \$1,390,000   24.7%   \$1,175.00%   35.6%   \$1,025.     Listing Discount (From Last List Date)   209   29.0%   162   175.0%   8     Listing Discount (From Last List Date)   209   29.0%   <	Days on Market (From Last List Date)	352	0.9%	349	149.6%	141
Months of Supply   50.7   -26.1%   68.6   -38.4%   E     Entry Threshold   \$7.250,000   22.9%   \$5,900,000   70.6%   \$4.250,     Sump Islee Condo Matrix   Q1-2019   %∆ (vrr)   Q4-2018   %∆ (vr)   Q1-20     Average Price per Sq FL   \$530   12.1%   \$473   9.3%   \$     Average Price per Sq FL   \$530   12.1%   \$473   9.3%   \$     Days on Market (From Last List Date)   147   6.5%   138   75.0%   \$     Listing Discount (From Last List Date)   147   6.5%   138   75.0%   \$   \$     Average Sales Price   \$2,394,929   27.4%   \$1,179,778   25.7%   \$1,025,     Average Sales Price   \$2,394,929   24.7%   \$1,170,778   25.7%   \$1,025,     Average Sales Price   \$1,390,000   24.7%   \$1,115,000   35.6%   \$10.25,     Average Sales Price   \$1,390,000   24.7%   \$1,115,000   \$2.7%   \$1,025,     Average Sales Price   \$3495,33<	Listing Discount (From Last List Price)	12.1%		16.7%		17.9%
Entry Threshold   \$7,250,000   22.9%   \$5,90,000   70.6%   \$4,250,     The ub analysis of the top ten percent of of cordo/barrhouse & singer lemity uses. The data is and contained with the other market presented.   SMA(rr)   Q1-2018   %A(rr)   Q1-2019   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2019   %A(rr)   Q1-2018   %A(rr)   Q1-2019   %A(rr)   Q1-2018   %A(rr)   Q1-2019   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2018   %A(rr)   Q1-2019   %A(rr)   Q1-201   %A(rr)   Q1	Listing Inventory (Active)	152	-16.9%	183	-38.5%	247
The actequency is the analyse of the top the proceed of al condon/wholes & single fearly sate. The data sate contained within the other matterespectred.   % Δ (YR)   Q1-20     Sunny Isles Condo Matrix   Q1-2018   % Δ (YR)   Q1-20   % Δ (YR)   Q1-20     Average Sales Price   \$330,664   16.9%   \$Y15,423   -0.6%   \$X84     Number of Sales (Closed)   127   4.1%   122   -4.5%      Days on Market (From Last List Date)   147   6.5%   138   75.0%      Bal Harbour Condo Matrix   Q1-2019   % Δ (orr)   Q4-2018   % Δ (vr)   Q1-20     Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,905,     Average Sales Price   \$1,390,000   24.7%   \$1,879,778   25.6%   \$1,005,     Number of Sales (Closed)   28   55.6%   18   -6.7%   \$1,025,     Number of Sales (Closed)   28   56.6%   11.3%   \$8   \$406,079   Q4-2018   \$\$04 (YR)   Q1-20     Average Price per Sq Ft   \$390,000   24.7%   \$358,059	Months of Supply	50.7	-26.1%	68.6	-38.4%	82.3
Sunny Isles Condo Matrix   Q1-2019   %Δ (απ)   Q4-2018   %Δ (үπ)   Q1-20     Average Sales Price   \$836.664   16.9%   \$715.423   -0.8%   \$841.     Average Price per Sq Ft   \$530   12.1%   \$473   9.3%   \$\$     Median Sales Price   \$370.000   -7.5%   \$400.000   0.8%   \$\$367.     Number of Sales (Closed)   127   4.1%   122   -4.5%      Days on Market (From Last List Patice)   11.9%   10.2%   8      Bal Harbour Condo Matrix   Q1-2019   %Δ (απ)   Q4-2018   %Δ (vn)   Q1-20     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$\$     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$\$     Days on Market (From Last List Date)   209   29.0%   162   175.0%   \$1025.     Listing Discourt (From Last List Date)   233   38.4%   \$336.059   5.6%   \$469.     Average Price per Sq Ft   \$317   3.6%   \$300 <td>Entry Threshold</td> <td>\$7,250,000</td> <td>22.9%</td> <td>\$5,900,000</td> <td>70.6%</td> <td>\$4,250,000</td>	Entry Threshold	\$7,250,000	22.9%	\$5,900,000	70.6%	\$4,250,000
Average Sales Price   \$836,664   16.9%   \$715,423   -0.6%   \$841,     Average Price per Sq Ft   \$530   12.1%   \$473   9.3%   \$     Median Sales Price   \$370,000   -7.5%   \$400,000   0.8%   \$367,     Number of Sales (Closed)   127   4.1%   122   -4.5%     Days on Market (From Last List Date)   147   6.5%   138   75.0%      Bal Harbour Condo Matrix   Q1-2019   %∆ (orm)   Q4-2018   %∆ (rm)   Q1-201     Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,905,     Number of Sales (Closed)   28   55.6%   18   -6.7%      Days on Market (From Last List Date)   209   29.0%   162   175.0%      Listing Discount (From Last List Price)   13.0%   11.3%   8    8     Bay Harbor Islands Condo Matrix   Q1-2019   %∆ (orm)   Q4-2018   %∆ (rm)   Q1-20     Average Price per Sq Ft   \$317   3.6%   \$330.0	This sub-category is the analysis of the top ten percent of all con-	do/townhouse & single-f	amily sales. The dat	ta is also contained wit	hin the other market	ts presented.
Average Price per Sq Ft   \$530   12.1%   \$473   9.3%   \$\$     Median Sales Price   \$370.000   -7.5%   \$400.000   0.8%   \$367,     Number of Sales (Closed)   127   4.1%   122   -4.5%   128     Days on Market (From Last List Date)   147   6.5%   138   75.0%   118     Bal Harbour Condo Matrix   Q1-2019   %Δ (orre)   Q4-2018   %Δ (rre)   Q1-20     Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,905,     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$     Median Sales Price   \$1,390,000   24.7%   \$1,115.000   35.6%   \$1,025,     Days on Market (From Last List Date)   209   29.0%   162   175.0%   1024     Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469,     Average Price per Sq Ft   \$311   3.6%   \$205,000   22.9%   \$310,     Median Sales Price   \$381,000   85.9% <td>Sunny Isles Condo Matrix</td> <td>Q1-2019</td> <td>%∆ (QTR)</td> <td>Q4-2018</td> <td>%∆ (YR)</td> <td>Q1-2018</td>	Sunny Isles Condo Matrix	Q1-2019	%∆ (QTR)	Q4-2018	%∆ (YR)	Q1-2018
Median Sales Price   \$370,000   -7.5%   \$400,000   0.8%   \$367, Number of Sales (Closed)   127   4.1%   122   -4.5%     Days on Market (From Last List Date)   11.47   6.5%   138   75.0%     Listing Discount (From Last List Price)   11.9%   10.2%   8     Bal Harbour Condo Matrix   Q1-2019   %Δ (orn)   Q4-2018   %Δ (vrn)   Q1-20     Average Price per Sq Ft   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,005,     Average Price per Sq Ft   \$294,929   27.4%   \$1,175,000   35.6%   \$1025,     Number of Sales (Closed)   28   55.6%   18   -6.7%      Days on Market (From Last List Date)   209   29.0%   162   175.0%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orn)   Q4-2018   %Δ (vrn)   Q1-20     Average Price per Sq Ft   \$317,000   85.9%   \$336,009   22.9%   \$310,000     Average Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,000	Average Sales Price	\$836,664	16.9%	\$715,423	-0.6%	\$841,927
Number of Sales (Closed)   127   4.1%   122   -4.5%     Days on Market (From Last List Date)   147   6.5%   138   75.0%     Listing Discount (From Last List Date)   11.9%   10.2%   8     Bal Harbour Condo Matrix   Q1-2019   %Δ (orn)   Q4-2018   %Δ (rr)   Q1-20     Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,005,     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$     Median Sales Price   \$1,390,000   24.7%   \$1,115,000   35.6%   \$1,025,     Days on Market (From Last List Date)   209   29.0%   162   175.0%   Listing Discount (From Last List Price)   13.0%   11.3%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orn)   Q4-2018   %Δ (rr)   Q1-20     Average Price per Sq Ft   \$381,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   \$310,     Days on Market (From Last	Average Price per Sq Ft	\$530	12.1%	\$473	9.3%	\$485
Days on Market (From Last List Date)   147   6.5%   138   75.0%     Listing Discount (From Last List Price)   11.9%   10.2%   8     Bal Harbour Condo Matrix   Q1-2019   %Δ (orrs)   Q4-2018   %Δ (rs)   Q1-20     Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,905,     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$     Median Sales Price   \$1,390,000   24.7%   \$1,115,000   35.6%   \$   \$   \$     Days on Market (From Last List Date)   209   29.0%   162   175.0%   \$     Listing Discount (From Last List Date)   209   29.0%   162   175.0%   \$     Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$   \$   \$     Average Price per Sq Ft   \$317   3.6%   \$205,000   22.9%   \$   \$     Days on Market (from Last List Date)   233   39.5%   167   202.6%   \$   \$   \$   \$ <td>Median Sales Price</td> <td>\$370,000</td> <td>-7.5%</td> <td>\$400,000</td> <td>0.8%</td> <td>\$367,000</td>	Median Sales Price	\$370,000	-7.5%	\$400,000	0.8%	\$367,000
Listing Discount (From Last List Price)   11.9%   10.2%   8     Bal Harbour Condo Matrix   Q1-2019   %Δ (orrs)   Q4-2018   %Δ (vrs)   Q1-202     Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,025,     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$     Median Sales Price   \$1,390,000   24.7%   \$1,115,000   35.6%   \$1,025,     Number of Sales (Closed)   28   55.6%   18   -6.7%      Days on Market (From Last List Date)   209   29.0%   162   175.0%      Average Price per Sq Ft   \$310,   \$358,059   5.6%   \$469,     Average Price per Sq Ft   \$317   3.6%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%      Days on Market (From Last List Date)   233   39.5%   167   202.6%      Surfside Condo Matrix   Q1-2019   %Δ (orrs)   Q4-2018   %Δ (rs)	Number of Sales (Closed)	127	4.1%	122	-4.5%	133
Bal Harbour Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (vr)   Q1-20     Average Sales Price   \$2,394,929   27.4% \$1,879,778   25.7%   \$1,905,     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$     Median Sales Price   \$1,390,000   24.7% \$1,115,000   35.6%   \$1,025,     Number of Sales (Closed)   28   55.6%   18   -6.7%     Days on Market (From Last List Date)   209   29.0%   162   175.0%     Listing Discount (From Last List Price)   13.0%   11.3%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (vr)   Q1-20     Average Sales Price   \$431,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   Days on Market (From Last List Date)   233   39.5%   167   202.6%   Listing Discount (From Last List Price)   7.4%   8.6%   9     Surfside Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018	Days on Market (From Last List Date)	147	6.5%	138	75.0%	84
Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,905,     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$\$     Median Sales Price   \$1,390,000   24.7%   \$1,115,000   35.6%   \$\$   \$\$     Days on Market (From Last List Date)   209   29.0%   162   175.0%   \$\$     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (rr)   Q1-20     Average Sales Price   \$\$495,639   38.4%   \$\$358,059   5.6%   \$\$469,     Average Sales Price   \$\$495,639   38.4%   \$\$205,000   22.9%   \$\$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   \$\$     Bays on Market (From Last List Date)   233   39.5%   167   202.6%   \$\$     Listing Discount (From Last List Price)   7.4%   \$869,720   -69.0%   \$\$,2466,     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$\$,2466,     Average Price per Sq Ft	Listing Discount (From Last List Price)	11.9%		10.2%		8.5%
Average Sales Price   \$2,394,929   27.4%   \$1,879,778   25.7%   \$1,906,     Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$\$     Median Sales Price   \$1,390,000   24.7%   \$1,115,000   35.6%   \$\$   \$\$   \$\$     Days on Market (From Last List Date)   209   29.0%   162   175.0%   E     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (rr)   Q1-20     Average Sales Price   \$495,639   38.4%   \$356,059   5.6%   \$469,     Average Price per Sq Ft   \$317   3.6%   \$200,00   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   \$2466,     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$482   -24.6%   \$639   -61.3%   \$1,     Median Sales Price	Bal Harbour Condo Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (YR)	Q1-2018
Average Price per Sq Ft   \$994   18.1%   \$842   11.8%   \$     Median Sales Price   \$1,390,000   24.7%   \$1,115,000   35.6%   \$1,025,     Number of Sales (Closed)   28   55.6%   18   -6.7%     Days on Market (From Last List Date)   209   29.0%   162   175.0%     Listing Discount (From Last List Price)   13.0%   11.3%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %∆ (orr)   Q4-2018   %∆ (vr)   Q1-20     Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469,     Average Price per Sq Ft   \$317   3.6%   \$306   0.3%   \$     Median Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   Days on Market (From Last List Date)   233   39.5%   167   202.6%   \$24,466,     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Sa	Average Sales Price	\$2,394,929	27.4%	\$1,879,778	. ,	\$1,905,497
Number of Sales (Closed)   28   55.6%   18   -6.7%     Days on Market (From Last List Date)   209   29.0%   162   175.0%     Listing Discount (From Last List Price)   13.0%   11.3%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %∆ (orr)   Q4-2018   %∆ (r)   Q1-20     Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469,     Average Sales Price   \$3317   3.6%   \$306   0.3%   \$\$     Median Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   Days on Market (From Last List Date)   233   39.5%   167   202.6%   Elsting Discount (From Last List Date)   7.4%   8.6%   9     Surfside Condo Matrix   Q1-2019   %∆ (orr)   Q4-2018   %∆ (r)   Q1-20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Sales Price   \$605,000   22.3%   \$494	Average Price per Sq Ft	\$994	18.1%	\$842	11.8%	\$889
Number of Sales (Closed)   28   55.6%   18   -6.7%     Days on Market (From Last List Date)   209   29.0%   162   175.0%     Listing Discount (From Last List Price)   13.0%   11.3%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (rr)   Q1-20     Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469,     Average Price per Sq Ft   \$317   3.6%   \$306   0.3%   \$\$     Median Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   Days on Market (From Last List Date)   233   39.5%   167   202.6%   Eisting Discount (From Last List Date)   243   39.5%   167   202.6%   \$2466,   Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$4842   -24.6%   \$639   -61.3%   \$11,     Median Sales Price   \$764,889	Median Sales Price	\$1,390,000	24.7%	\$1,115,000	35.6%	\$1,025,000
Days on Market (From Last List Date)   209   29.0%   162   175.0%     Listing Discount (From Last List Price)   13.0%   11.3%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (rr)   Q1-20     Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469, \$405,039     Average Price per Sq Ft   \$317   3.6%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   20.6%     Days on Market (From Last List Date)   233   39.5%   167   202.6%   21.20%     Surfside Condo Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (rr)   Q1-20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$482   -24.6%   \$633   -61.3%   \$11,     Median Sales Price   \$605,000   22.3%   \$494,763   8.5%   \$557,     Number of Sales (Closed)   19   58.3%   12	Number of Sales (Closed)				-6.7%	30
Listing Discount (From Last List Price)   13.0%   11.3%   8     Bay Harbor Islands Condo Matrix   Q1-2019   %Δ (orr.)   Q4-2018   %Δ (vr.)   Q1-20     Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469,     Average Price per Sq Ft   \$317   3.6%   \$306   0.3%   \$\$     Median Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   Days on Market (From Last List Date)   233   39.5%   167   202.6%     Listing Discount (From Last List Date)   233   39.5%   167   202.6%   21.20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2.466,     Average Price per Sq Ft   \$482   -24.6%   \$633   -61.3%   \$11,     Median Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2.466,     Average Price per Sq Ft   \$482   -24.6%   \$6339   -61.3%   \$11,						76
Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469,     Average Price per Sq Ft   \$317   3.6%   \$306   0.3%   \$     Median Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   -     Days on Market (From Last List Date)   233   39.5%   167   202.6%   -     Listing Discount (From Last List Price)   7.4%   8.6%   9   -     Surfside Condo Matrix   Q1-2019   %∆ (orr)   Q4-2018   %∆ (rr)   Q1-20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$482   -24.6%   \$639   -61.3%   \$1,     Median Sales Price   \$605,000   22.3%   \$494,763   8.5%   \$557,     Number of Sales (Closed)   197   181.4%   70   87.6%   \$24.66,     Average Sales Price   \$1,650,000   132.4%   \$710,000						8.9%
Average Sales Price   \$495,639   38.4%   \$358,059   5.6%   \$469,     Average Price per Sq Ft   \$317   3.6%   \$306   0.3%   \$     Median Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,     Number of Sales (Closed)   18   -33.3%   27   -18.2%   -18.2%     Days on Market (From Last List Date)   233   39.5%   167   202.6%   -18.2%     Listing Discount (From Last List Price)   7.4%   8.6%   9   -18.2%   -24.6%   \$859,720   -69.0%   \$2,466,     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$482   -24.6%   \$639   -61.3%   \$1,     Median Sales Price   \$605,000   22.3%   \$494,763   8.5%   \$557,     Number of Sales (Closed)   19   58.3%   12   -5.0%   \$2466,     Average Sales Price   \$1,650,000   132.4%   \$710,000   95.0%   \$846,     Av	Ray Harbor Islands Condo Matrix	01-2010	96 Λ (OTP)	04-2018	06 A (VD)	01-2018
Average Price per Sq Ft   \$317   3.6%   \$306   0.3%   \$     Median Sales Price   \$381,000   85.9%   \$205,000   22.9%   \$310,00     Number of Sales (Closed)   18   -33.3%   27   -18.2%     Days on Market (From Last List Date)   233   39.5%   167   202.6%     Listing Discount (From Last List Price)   7.4%   8.6%   9     Surfside Condo Matrix   Q1-2019   %Δ (oTF)   Q4-2018   %Δ (YF)   Q1-20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$482   -24.6%   \$639   -61.3%   \$1,     Median Sales Price   \$605,000   22.3%   \$494,763   8.5%   \$557,     Number of Sales (Closed)   19   58.3%   12   -5.0%   14     Surfside Single Family Matrix   Q1-2019   %Δ (OTF)   Q4-2018   %Δ (YR)   Q1-20     Average Sales Price   \$1,650,000   132.4%   \$710,000   95.0%   \$846,	-		( )		( )	
Median Sales Price \$381,000 85.9% \$205,000 22.9% \$310,   Number of Sales (Closed) 18 -33.3% 27 -18.2%   Days on Market (From Last List Date) 233 39.5% 167 202.6%   Listing Discount (From Last List Price) 7.4% 8.6% 9   Surfside Condo Matrix Q1-2019 %Δ (orrs) Q4-2018 %Δ (YR) Q1-20   Average Sales Price \$764,889 -11.0% \$859,720 -69.0% \$2,466,   Average Price per Sq Ft \$4482 -24.6% \$639 -61.3% \$1,   Median Sales Price \$605,000 22.3% \$494,763 8.5% \$557,   Number of Sales (Closed) 19 58.3% 12 -5.0% 14   Surfside Single Family Matrix Q1-2019 %Δ (orrs) Q4-2018 %Δ (rr) Q1-20   Average Sales Price \$1,650,000 132.4% \$710,000 95.0% \$846,   Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Median Sales Price \$1,240,000 91.5% \$647,500 <td< td=""><td>3</td><td></td><td></td><td></td><td></td><td>\$316</td></td<>	3					\$316
Number of Sales (Closed)   18   -33.3%   27   -18.2%     Days on Market (From Last List Date)   233   39.5%   167   202.6%     Listing Discount (From Last List Price)   7.4%   8.6%   9     Surfside Condo Matrix   Q1-2019   %Δ (OTF)   Q4-2018   %Δ (YF)   Q1-20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$4482   -24.6%   \$639   -61.3%   \$1,     Median Sales Price   \$605,000   22.3%   \$494,763   8.5%   \$557,     Number of Sales (Closed)   19   58.3%   12   -5.0%      Days on Market (From Last List Date)   197   181.4%   70   87.6%      Listing Discount (From Last List Price)   9.7%   6.1%   14     24.2018   %Δ (YF)   Q1-20     Average Sales Price   \$1,650,000   132.4%   \$710,000   95.0%   \$846,   \$844,   \$247.2018   %Δ (YF)   Q1-20	<b>o</b>	· · · · · · · · · · · · · · · · · · ·				
Days on Market (From Last List Date)   233   39.5%   167   202.6%     Listing Discount (From Last List Price)   7.4%   8.6%   9     Surfside Condo Matrix   Q1-2019   %Δ (QTR)   Q4-2018   %Δ (YR)   Q1-20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$442   -24.6%   \$639   -61.3%   \$1,     Median Sales Price   \$605,000   22.3%   \$494,763   8.5%   \$557,     Number of Sales (Closed)   19   58.3%   12   -5.0%     Days on Market (From Last List Date)   197   181.4%   70   87.6%     Listing Discount (From Last List Price)   9.7%   6.1%   14     Surfside Single Family Matrix   Q1-2019   %Δ (OTR)   Q4-2018   %Δ (YR)   Q1-20     Average Price per Sq Ft   \$556   51.1%   \$368   36.3%   \$     Median Sales Price   \$1,240,000   91.5%   \$647,500   47.4%   \$841,     Number of Sales (Closed)<						22
Listing Discount (From Last List Price) 7.4% 8.6% 9   Surfside Condo Matrix Q1-2019 %Δ (απ) Q4-2018 %Δ (vR) Q1-20   Average Sales Price \$764,889 -11.0% \$859,720 -69.0% \$2,466,   Average Price per Sq Ft \$4482 -24.6% \$639 -61.3% \$1,   Median Sales Price \$605,000 22.3% \$494,763 8.5% \$557,   Number of Sales (Closed) 19 58.3% 12 -5.0%   Days on Market (From Last List Date) 197 181.4% 70 87.6%   Listing Discount (From Last List Price) 9.7% 6.1% 14   Surfside Single Family Matrix Q1-2019 %Δ (απ) Q4-2018 %Δ (r) Q1-20   Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Median Sales Price \$1,240,000 91.5% \$647,500 47.4% \$841,   Number of Sales (Closed) 8 33.3% 6 60.0% \$						
Surfside Condo Matrix   Q1-2019   %Δ (ατκ)   Q4-2018   %Δ (γκ)   Q1-20     Average Sales Price   \$764,889   -11.0%   \$859,720   -69.0%   \$2,466,     Average Price per Sq Ft   \$482   -24.6%   \$639   -61.3%   \$1,     Median Sales Price   \$605,000   22.3%   \$494,763   8.5%   \$557,     Number of Sales (Closed)   19   58.3%   12   -5.0%     Days on Market (From Last List Date)   197   181.4%   70   87.6%     Listing Discount (From Last List Price)   9.7%   6.1%   14     Surfside Single Family Matrix   Q1-2019   %Δ (orrs)   Q4-2018   %Δ (vr)   Q1-20     Average Price per Sq Ft   \$556   51.1%   \$368   36.3%   \$\$     Median Sales Price   \$1,240,000   91.5%   \$647,500   47.4%   \$841,     Number of Sales (Closed)   8   33.3%   6   60.0%   \$     Days on Market (From Last List Date)   100   -52.8%   212   29.9%   \$	, , ,		39.0%		202.070	77 9.1%
Average Sales Price \$764,889 -11.0% \$859,720 -69.0% \$2,466,   Average Price per Sq Ft \$482 -24.6% \$639 -61.3% \$1,   Median Sales Price \$605,000 22.3% \$494,763 8.5% \$557,   Number of Sales (Closed) 19 58.3% 12 -5.0%   Days on Market (From Last List Date) 197 181.4% 70 87.6%   Listing Discount (From Last List Price) 9.7% 6.1% 14   Surfside Single Family Matrix Q1-2019 %∆ (orn) Q4-2018 %∆ (rr) Q1-20   Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Median Sales Price \$1,240,000 91.5% \$647,500 47.4% \$841,   Number of Sales (Closed) 8 33.3% 6 60.0% \$   Days on Market (From Last List Date) 100 -52.8% 212 29.9% \$   Listing Discount (From Last List Price) 9.5% 6.3% 4 \$	Listing Discount (From Last List Frice)	7.470		0.070		9.170
Average Price per Sq Ft\$482-24.6%\$639-61.3%\$1,Median Sales Price\$605,00022.3%\$494,7638.5%\$557,Number of Sales (Closed)1958.3%12-5.0%Days on Market (From Last List Date)197181.4%7087.6%14Surfside Single Family MatrixQ1-2019%∆ (orr.)Q4-2018%∆ (r.)Q1-20Average Sales Price\$1,650,000132.4%\$710,00095.0%\$846,Average Price per Sq Ft\$55651.1%\$36836.3%\$Median Sales Price\$1,240,00091.5%\$647,50047.4%\$841,Number of Sales (Closed)833.3%660.0%4Days on Market (From Last List Date)100-52.8%21229.9%4Listing Discount (From Last List Date)100-52.8%21229.9%4Average Sales Price\$281,07330.0%\$216,1617.2%\$262,Average Sales Price\$281,07330.0%\$216,1617.2%\$262,Average Price per Sq Ft\$2547.6%\$236-3.8%\$Median Sales Price\$260,00040.5%\$185,00013.0%\$230,Number of Sales (Closed)3944.4%2721.9%			. ,			Q1-2018
Median Sales Price \$605,000 22.3% \$494,763 8.5% \$557,   Number of Sales (Closed) 19 58.3% 12 -5.0%    Days on Market (From Last List Date) 197 181.4% 70 87.6%    Listing Discount (From Last List Price) 9.7% 6.1% 14  Surfside Single Family Matrix Q1-2019 %Δ (QTR) Q4-2018 %Δ (YR) Q1-20   Average Sales Price \$1,650,000 132.4% \$710,000 95.0% \$846,   Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Median Sales Price \$1,240,000 91.5% \$647,500 47.4% \$841,   Number of Sales (Closed) 8 33.3% 6 60.0% <td>Average Sales Price</td> <td>\$764,889</td> <td>-11.0%</td> <td>\$859,720</td> <td>-69.0%</td> <td>\$2,466,525</td>	Average Sales Price	\$764,889	-11.0%	\$859,720	-69.0%	\$2,466,525
Number of Sales (Closed)   19   58.3%   12   -5.0%     Days on Market (From Last List Date)   197   181.4%   70   87.6%     Listing Discount (From Last List Price)   9.7%   6.1%   14     Surfside Single Family Matrix   Q1-2019   %Δ (OTR)   Q4-2018   %Δ (YR)   Q1-20     Average Sales Price   \$1,650,000   132.4%   \$710,000   95.0%   \$846,     Average Price per Sq Ft   \$556   51.1%   \$368   36.3%   \$     Median Sales Price   \$1,240,000   91.5%   \$647,500   47.4%   \$841,     Number of Sales (Closed)   8   33.3%   6   60.0%   \$     Days on Market (From Last List Date)   100   -52.8%   212   29.9%   \$     Listing Discount (From Last List Price)   9.5%   6.3%   \$   4     North Bay Village Condo Matrix   Q1-2019   %∆ (oTR)   Q4-2018   %∆ (YR)   Q1-200     Average Price per Sq Ft   \$281,073   30.0%   \$216,161   7.2%   \$262,	Average Price per Sq Ft	\$482	-24.6%	\$639	-61.3%	\$1,245
Days on Market (From Last List Date)   197   181.4%   70   87.6%     Listing Discount (From Last List Price)   9.7%   6.1%   14     Surfside Single Family Matrix   Q1-2019   %Δ (orr)   Q4-2018   %Δ (vr)   Q1-20     Average Sales Price   \$1,650,000   132.4%   \$710,000   95.0%   \$846,     Average Price per Sq Ft   \$556   51.1%   \$368   36.3%   \$     Median Sales Price   \$1,240,000   91.5%   \$647,500   47.4%   \$841,     Number of Sales (Closed)   8   33.3%   6   60.0%      Days on Market (From Last List Date)   100   -52.8%   212   29.9%      Listing Discount (From Last List Price)   9.5%   6.3%   4      North Bay Village Condo Matrix   Q1-2019   %∆ (orrs)   Q4-2018   %∆ (vr)   Q1-20     Average Price per Sq Ft   \$281,073   30.0%   \$216,161   7.2%   \$262,     Average Price per Sq Ft   \$254   7.6%   \$236   -3.8%   \$<	Median Sales Price	\$605,000	22.3%	\$494,763	8.5%	\$557,500
Listing Discount (From Last List Price) $9.7\%$ $6.1\%$ 14Surfside Single Family MatrixQ1-2019 $\%\Delta$ ( $\alpha$ TR)Q4-2018 $\%\Delta$ ( $\gamma$ R)Q1-20Average Sales Price\$1,650,000 $132.4\%$ \$710,000 $95.0\%$ \$846,Average Price per Sq Ft\$556 $51.1\%$ \$368 $36.3\%$ \$Median Sales Price\$1,240,000 $91.5\%$ \$647,500 $47.4\%$ \$841,Number of Sales (Closed)8 $33.3\%$ 6 $60.0\%$ Days on Market (From Last List Date) $100$ $-52.8\%$ $212$ $29.9\%$ Listing Discount (From Last List Price) $9.5\%$ $6.3\%$ 4North Bay Village Condo MatrixQ1-2019 $\%\Delta$ ( $\alpha$ TR)Q4-2018 $\%\Delta$ ( $\gamma$ R)Q1-20Average Sales Price\$281,073 $30.0\%$ \$216,161 $7.2\%$ \$262,Average Price per Sq Ft\$254 $7.6\%$ \$236 $-3.8\%$ \$Median Sales Price\$260,000 $40.5\%$ \$185,000 $13.0\%$ \$230,Number of Sales (Closed) $39$ $44.4\%$ $27$ $21.9\%$	Number of Sales (Closed)	19	58.3%	12	-5.0%	20
Surfside Single Family Matrix   Q1-2019   %Δ (ατκ)   Q4-2018   %Δ (Yκ)   Q1-20     Average Sales Price   \$1,650,000   132.4%   \$710,000   95.0%   \$846,     Average Price per Sq Ft   \$556   51.1%   \$368   36.3%   \$     Median Sales Price   \$1,240,000   91.5%   \$647,500   47.4%   \$841,     Number of Sales (Closed)   8   33.3%   6   60.0%   60.0%     Days on Market (From Last List Date)   100   -52.8%   212   29.9%   4     North Bay Village Condo Matrix   Q1-2019   %Δ (ατκ)   Q4-2018   %Δ (YK)   Q1-20     Average Sales Price   \$281,073   30.0%   \$216,161   7.2%   \$262,     Average Price per Sq Ft   \$254   7.6%   \$236   -3.8%   \$     Median Sales Price   \$260,000   40.5%   \$185,000   13.0%   \$230,	Days on Market (From Last List Date)	197	181.4%	70	87.6%	105
Average Sales Price \$1,650,000 132.4% \$710,000 95.0% \$846,   Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Median Sales Price \$1,240,000 91.5% \$647,500 47.4% \$841,   Number of Sales (Closed) 8 33.3% 6 60.0%   Days on Market (From Last List Date) 100 -52.8% 212 29.9%   Listing Discount (From Last List Price) 9.5% 6.3% 4   North Bay Village Condo Matrix Q1-2019 %∆ (oTR) Q4-2018 %∆ (YR) Q1-20   Average Price per Sq Ft \$281,073 30.0% \$216,161 7.2% \$262,   Average Price per Sq Ft \$260,000 40.5% \$185,000 13.0% \$230,   Number of Sales (Closed) 39 44.4% 27 21.9%	Listing Discount (From Last List Price)	9.7%		6.1%		14.7%
Average Price per Sq Ft \$556 51.1% \$368 36.3% \$   Median Sales Price \$1,240,000 91.5% \$647,500 47.4% \$841,   Number of Sales (Closed) 8 33.3% 6 60.0%   Days on Market (From Last List Date) 100 -52.8% 212 29.9%   Listing Discount (From Last List Price) 9.5% 6.3% 4   North Bay Village Condo Matrix Q1-2019 %Δ (OTR) Q4-2018 %Δ (YR) Q1-20   Average Sales Price \$281,073 30.0% \$216,161 7.2% \$262,   Average Price per Sq Ft \$254 7.6% \$236 -3.8% \$   Median Sales Price \$260,000 40.5% \$185,000 13.0% \$230,   Number of Sales (Closed) 39 44.4% 27 21.9%	Surfside Single Family Matrix	Q1-2019	%∆ (QTR)	Q4-2018	%∆ (YR)	Q1-2018
Median Sales Price   \$1,240,000   91.5%   \$647,500   47.4%   \$841,     Number of Sales (Closed)   8   33.3%   6   60.0%	Average Sales Price	\$1,650,000	132.4%	\$710,000	95.0%	\$846,200
Number of Sales (Closed)   8   33.3%   6   60.0%     Days on Market (From Last List Date)   100   -52.8%   212   29.9%     Listing Discount (From Last List Price)   9.5%   6.3%   4     North Bay Village Condo Matrix   Q1-2019   %Δ (oTR)   Q4-2018   %Δ (YR)   Q1-20     Average Sales Price   \$281,073   30.0%   \$216,161   7.2%   \$262,     Average Price per Sq Ft   \$254   7.6%   \$236   -3.8%   \$     Median Sales Price   \$260,000   40.5%   \$185,000   13.0%   \$230,     Number of Sales (Closed)   39   44.4%   27   21.9%	Average Price per Sq Ft	\$556	51.1%	\$368	36.3%	\$408
Days on Market (From Last List Date) 100 -52.8% 212 29.9%   Listing Discount (From Last List Price) 9.5% 6.3% 4   North Bay Village Condo Matrix Q1-2019 %Δ (ατκ) Q4-2018 %Δ (γκ) Q1-20   Average Sales Price \$281,073 30.0% \$216,161 7.2% \$262,   Average Price per Sq Ft \$254 7.6% \$236 -3.8% \$   Median Sales Price \$260,000 40.5% \$185,000 13.0% \$230,   Number of Sales (Closed) 39 44.4% 27 21.9%	Median Sales Price	\$1,240,000	91.5%	\$647,500	47.4%	\$841,000
Listing Discount (From Last List Price) 9.5% 6.3% 6.3% 4 North Bay Village Condo Matrix Q1-2019 %Δ (ατκ) Q4-2018 %Δ (γκ) Q1-20 Average Sales Price \$281,073 30.0% \$216,161 7.2% \$262, Average Price per Sq Ft \$254 7.6% \$236 -3.8% \$ Median Sales Price \$260,000 40.5% \$185,000 13.0% \$230, Number of Sales (Closed) 39 44.4% 27 21.9%	Number of Sales (Closed)	8	33.3%	6	60.0%	5
North Bay Village Condo Matrix   Q1-2019   %Δ (αтв)   Q4-2018   %Δ (үв)   Q1-20     Average Sales Price   \$281,073   30.0%   \$216,161   7.2%   \$262,     Average Price per Sq Ft   \$254   7.6%   \$236   -3.8%   \$     Median Sales Price   \$260,000   40.5%   \$185,000   13.0%   \$230,     Number of Sales (Closed)   39   44.4%   27   21.9%	Days on Market (From Last List Date)	100	-52.8%	212	29.9%	77
Average Sales Price   \$281,073   30.0%   \$216,161   7.2%   \$262,     Average Price per Sq Ft   \$254   7.6%   \$236   -3.8%   \$     Median Sales Price   \$260,000   40.5%   \$185,000   13.0%   \$230,     Number of Sales (Closed)   39   44.4%   27   21.9%	Listing Discount (From Last List Price)	9.5%		6.3%		4.8%
Average Sales Price   \$281,073   30.0%   \$216,161   7.2%   \$262,     Average Price per Sq Ft   \$254   7.6%   \$236   -3.8%   \$     Median Sales Price   \$260,000   40.5%   \$185,000   13.0%   \$230,     Number of Sales (Closed)   39   44.4%   27   21.9%	North Bay Village Condo Matrix	Q1-2019	%Λ (OTR)	Q4-2018	%Λ (vr)	Q1-2018
Average Price per Sq Ft   \$254   7.6%   \$236   -3.8%   \$     Median Sales Price   \$260,000   40.5%   \$185,000   13.0%   \$230,     Number of Sales (Closed)   39   44.4%   27   21.9%			( )			\$262,143
Median Sales Price   \$260,000   40.5%   \$185,000   13.0%   \$230,     Number of Sales (Closed)   39   44.4%   27   21.9%						\$264
Number of Sales (Closed)   39   44.4%   27   21.9%						\$230,000
						\$230,000 32
Days un market (FIUIT Last List Date) 103 24.1% 03 5.1%						
			∠4.1%		0.1%	98 5.0%

Miami Beach Is. Single Family Matrix Q1-2019

#### **MIAMI BEACH ISLANDS**

- Price trend indicators skewed higher by the jump in average sales size
- Fewer sales with longer marketing time

#### **NORTH BEACH**

- Price trend indicators showed mixed results but with more sales
- More negotiability and marketing time

#### MID-BEACH

- Price trend indicators and sales declined
- Marketing time and negotiability eased

#### **SOUTH BEACH**

- Price trend indicators and the number of sales decreased
- Marketing time expanded as negotiability tightened

#### **KEY BISCAYNE**

- Condo price trend indicators were mixed as sales declined
- Condo marketing time and negotiability increased
- Single-family price trend indicators continued to skew higher with the rise in sales size
- Single-family sales fell as marketing time rose sharply

#### **FISHER ISLAND**

- Price trend indicators showed mixed results as sales slipped
- Marketing time and negotiability expanded

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Marin Deach is. Ongle I annly Marin	$\sqrt{Q1-2013}$		Q4-2010	70 <u>4</u> (TR)	Q1-2010
Average Sales Price	\$6,782,364	17.4%	\$5,778,333	185.3%	\$2,377,464
Average Price per Sq Ft	\$1,308	-8.4%	\$1,428	73.2%	\$755
Median Sales Price	\$2,100,000	-11.6%	\$2,375,000	60.6%	\$1,307,500
Number of Sales (Closed)	11	83.3%	6	-77.6%	49
Days on Market (From Last List Date)	201	-41.9%	346	183.1%	71
Listing Discount (From Last List Price)	12.5%		9.8%		11.5%
North Beach Condo Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$1,082,566	153.7%	\$426,674	174.9%	\$393,859
Average Price per Sq Ft	\$925	110.7%	\$439	128.4%	\$405
Median Sales Price	\$252,500	7.0%	\$236,000	-15.3%	\$298,000
Number of Sales (Closed)	70	4.5%	67	22.8%	57
Days on Market (From Last List Date)	125	-3.8%	130	108.3%	60
Listing Discount (From Last List Price)	10.4%		8.5%		5.6%
Mid-Beach Condo Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$594,572	4.6%	\$568,371	-11.3%	\$670,446
Average Price per Sg Ft	\$515	-0.4%	\$517	-11.5%	\$582
Median Sales Price	\$409,000	9.1%	\$375,000	-18.2%	\$500,000
Number of Sales (Closed)	86	24.6%	69	-11.3%	97
Days on Market (From Last List Date)	113	-18.7%	139	68.7%	6
Listing Discount (From Last List Price)			8.0%		6.8%
South Beach Condo Matrix	Q1-2019	%∆ (QTR)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$746,397	47.3%	\$506,725	-16.5%	\$894,136
Average Price per Sq Ft	\$750	41.2%	\$531	-18.0%	\$915
Median Sales Price	\$316,500	26.6%	\$250,000	-0.3%	\$317,50
Number of Sales (Closed)	214	22.3%	175	-11.6%	242
Days on Market (From Last List Date)	138	-2.8%	142	62.4%	85
Listing Discount (From Last List Price)	7.1%		8.5%		10.4%
Key Biscayne Condo Matrix	Q1-2019	%∆ (qtr)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$1,435,034	25.5%	\$1,143,827	31.7%	\$1,089,326
Average Price per Sq Ft	\$730	0.0%	\$730	8.5%	\$673
Median Sales Price	\$720,000	-4.0%	\$750,000	-12.2%	\$820,000
Number of Sales (Closed)	29	-31.0%	42	-25.6%	39
Days on Market (From Last List Date)	154	-4.3%	161	52.5%	10
Listing Discount (From Last List Price)	9.6%		9.1%		6.8%
Key Biscayne Single Family Matrix	Q1-2019	%∆ (QTR)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$4,003,125	69.9%	\$2,356,250	84.6%	\$2,168,750
Average Price per Sq Ft	\$872	48.3%	\$588	17.8%	\$740
Median Sales Price	\$2,625,000	10.8%	\$2,370,000	11.9%	\$2,345,000
Number of Sales (Closed)	8	-33.3%	12	-33.3%	12
Days on Market (From Last List Date)	256	9.4%	234	282.1%	67
Listing Discount (From Last List Price)			10.6%		9.2%

%∆ (QTR)

Q4-2018

Q1-2018

%∆ (YR)

Fisher Island Condo Matrix	Q1-2019	%∆ (QTR)	Q4-2018	%∆ (YR)	Q1-2018
Average Sales Price	\$4,456,000	-21.5%	\$5,674,417	73.0%	\$2,575,554
Average Price per Sq Ft	\$1,153	-16.0%	\$1,373	8.0%	\$1,068
Median Sales Price	\$1,875,000	-54.3%	\$4,100,000	-3.8%	\$1,948,880
Number of Sales (Closed)	5	-16.7%	6	-28.6%	7
Days on Market (From Last List Date)	358	43.8%	249	150.3%	143
Listing Discount (From Last List Price)	24.7%		18.4%		14.2%