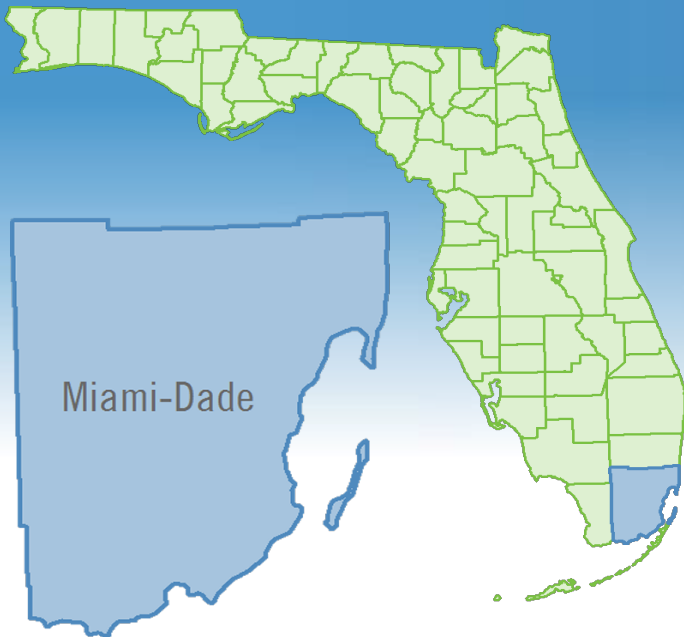


# Monthly Market Detail - January 2021

## Townhouses and Condos

### Miami-Dade County



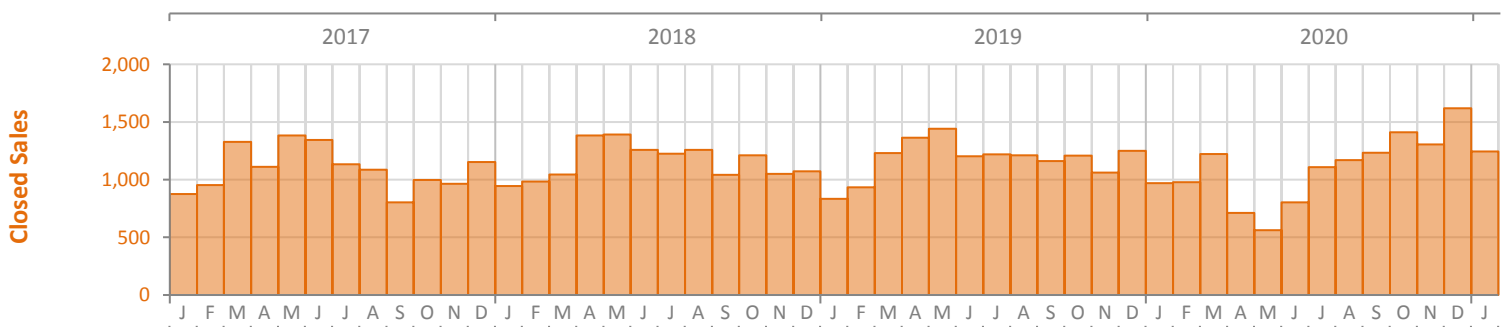
Summary Statistics	January 2021	January 2020	Percent Change Year-over-Year
Closed Sales	1,243	970	28.1%
Paid in Cash	535	450	18.9%
Median Sale Price	\$280,000	\$245,000	14.3%
Average Sale Price	\$536,706	\$406,108	32.2%
Dollar Volume	\$667.1 Million	\$393.9 Million	69.4%
Median Percent of Original List Price Received	94.3%	93.4%	1.0%
Median Time to Contract	63 Days	82 Days	-23.2%
Median Time to Sale	111 Days	123 Days	-9.8%
New Pending Sales	1,947	1,367	42.4%
New Listings	2,500	2,468	1.3%
Pending Inventory	3,016	2,107	43.1%
Inventory (Active Listings)	12,608	14,902	-15.4%
Months Supply of Inventory	11.3	12.5	-9.6%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	1,243	28.1%
<b>January 2021</b>	<b>1,243</b>	<b>28.1%</b>
December 2020	1,618	29.4%
November 2020	1,305	23.0%
October 2020	1,411	16.7%
September 2020	1,233	6.3%
August 2020	1,170	-3.3%
July 2020	1,109	-9.1%
June 2020	804	-33.1%
May 2020	563	-60.9%
April 2020	711	-47.9%
March 2020	1,223	-0.6%
February 2020	978	4.7%
January 2020	970	16.4%

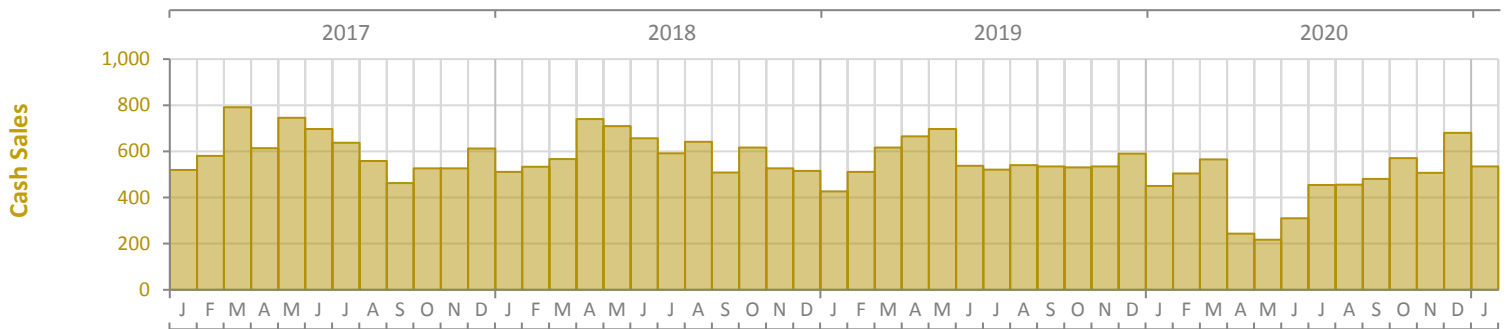


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	535	18.9%
<b>January 2021</b>	<b>535</b>	<b>18.9%</b>
December 2020	681	15.4%
November 2020	507	-5.2%
October 2020	571	7.5%
September 2020	481	-10.1%
August 2020	456	-15.7%
July 2020	454	-12.9%
June 2020	310	-42.4%
May 2020	217	-68.9%
April 2020	243	-63.5%
March 2020	565	-8.3%
February 2020	504	-1.4%
January 2020	450	5.6%

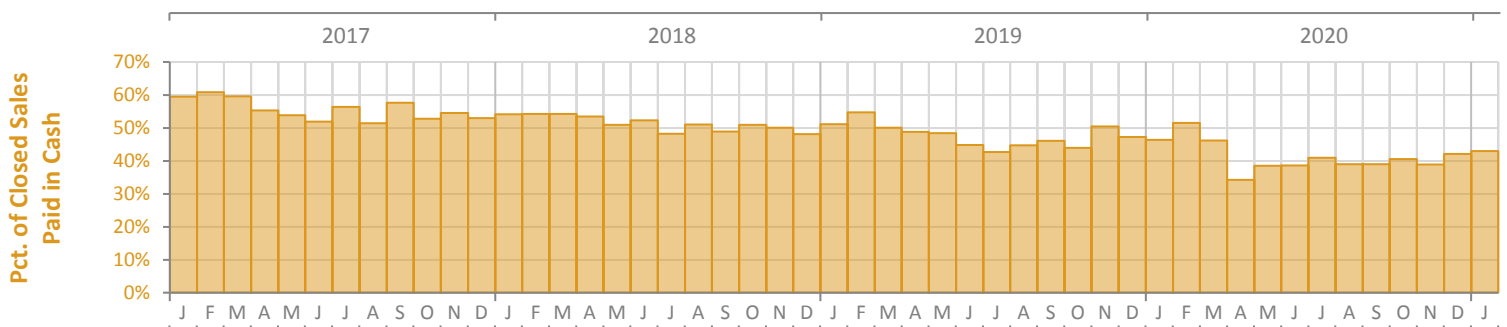


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	43.0%	-7.3%
<b>January 2021</b>	<b>43.0%</b>	<b>-7.3%</b>
December 2020	42.1%	-10.8%
November 2020	38.9%	-22.8%
October 2020	40.5%	-7.7%
September 2020	39.0%	-15.4%
August 2020	39.0%	-12.8%
July 2020	40.9%	-4.2%
June 2020	38.6%	-13.8%
May 2020	38.5%	-20.5%
April 2020	34.2%	-29.9%
March 2020	46.2%	-7.8%
February 2020	51.5%	-5.9%
January 2020	46.4%	-9.2%

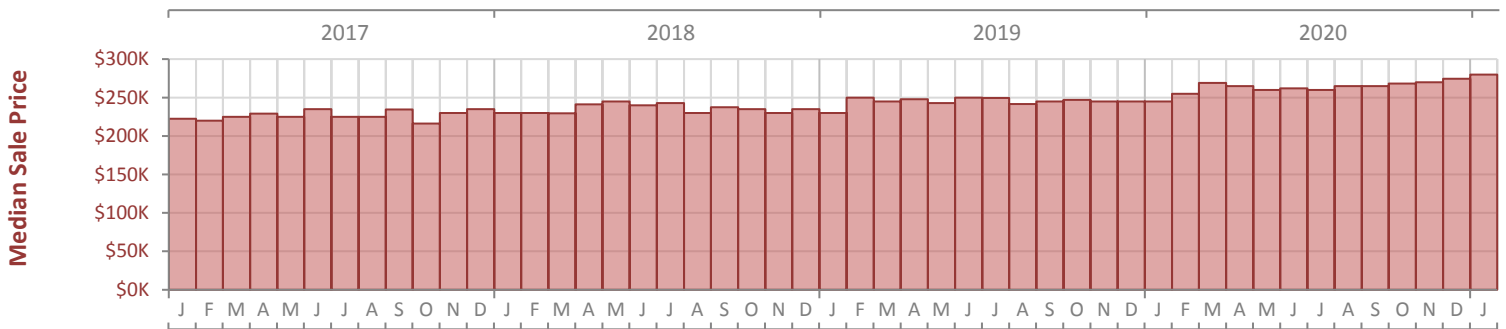


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$280,000	14.3%
<b>January 2021</b>	<b>\$280,000</b>	<b>14.3%</b>
December 2020	\$274,500	12.0%
November 2020	\$270,000	10.2%
October 2020	\$268,000	8.5%
September 2020	\$265,000	8.2%
August 2020	\$265,000	9.7%
July 2020	\$260,000	4.2%
June 2020	\$262,000	4.8%
May 2020	\$260,000	7.0%
April 2020	\$265,000	6.9%
March 2020	\$269,000	9.8%
February 2020	\$255,000	2.0%
January 2020	\$245,000	6.5%

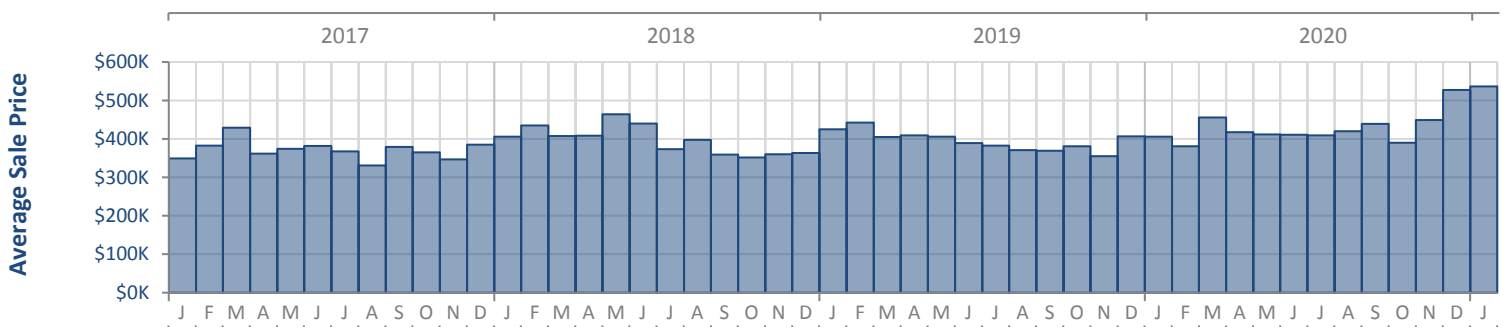


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$536,706	32.2%
<b>January 2021</b>	<b>\$536,706</b>	<b>32.2%</b>
December 2020	\$527,548	29.7%
November 2020	\$449,098	26.4%
October 2020	\$389,706	2.3%
September 2020	\$439,210	18.9%
August 2020	\$419,487	13.0%
July 2020	\$408,711	6.8%
June 2020	\$410,697	5.6%
May 2020	\$411,555	1.3%
April 2020	\$417,602	2.1%
March 2020	\$456,098	12.7%
February 2020	\$380,764	-14.0%
January 2020	\$406,108	-4.4%

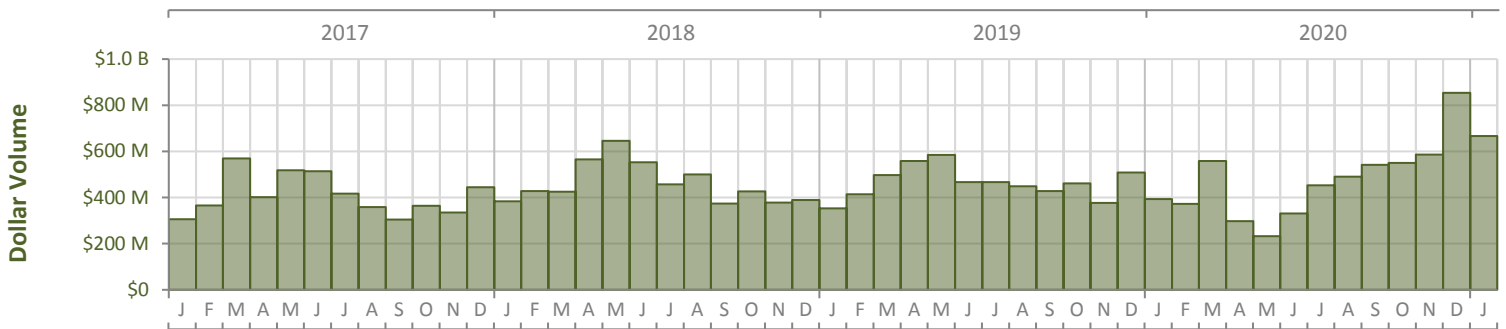


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$667.1 Million	69.4%
<b>January 2021</b>	<b>\$667.1 Million</b>	<b>69.4%</b>
December 2020	\$853.6 Million	67.8%
November 2020	\$586.1 Million	55.5%
October 2020	\$549.9 Million	19.4%
September 2020	\$541.5 Million	26.3%
August 2020	\$490.8 Million	9.3%
July 2020	\$453.3 Million	-2.9%
June 2020	\$330.2 Million	-29.4%
May 2020	\$231.7 Million	-60.4%
April 2020	\$296.9 Million	-46.8%
March 2020	\$557.8 Million	12.1%
February 2020	\$372.4 Million	-9.9%
January 2020	\$393.9 Million	11.4%

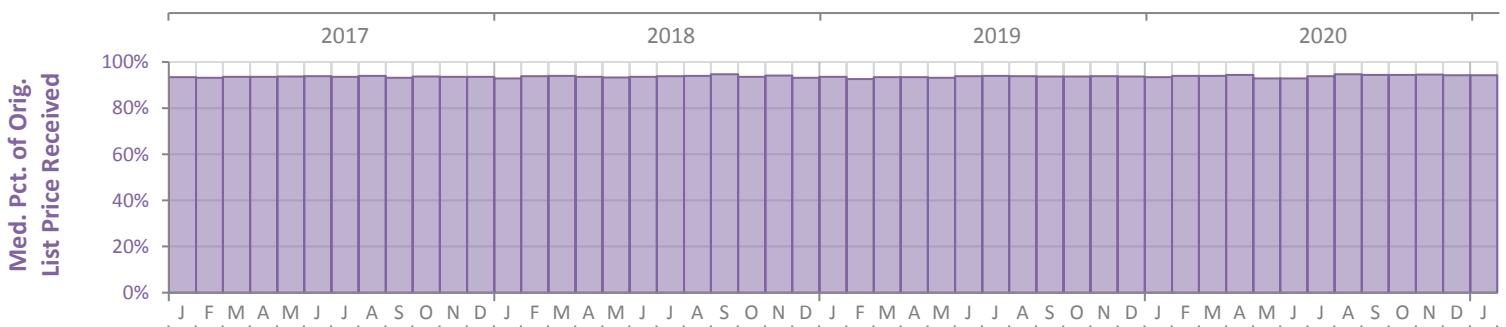


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	94.3%	1.0%
<b>January 2021</b>	<b>94.3%</b>	<b>1.0%</b>
December 2020	94.3%	0.6%
November 2020	94.5%	0.7%
October 2020	94.4%	0.7%
September 2020	94.4%	0.7%
August 2020	94.7%	1.0%
July 2020	93.8%	-0.2%
June 2020	92.9%	-1.0%
May 2020	92.9%	-0.2%
April 2020	94.4%	1.1%
March 2020	94.0%	0.6%
February 2020	94.0%	1.5%
January 2020	93.4%	-0.1%



# Monthly Market Detail - January 2021

## Townhouses and Condos

### Miami-Dade County

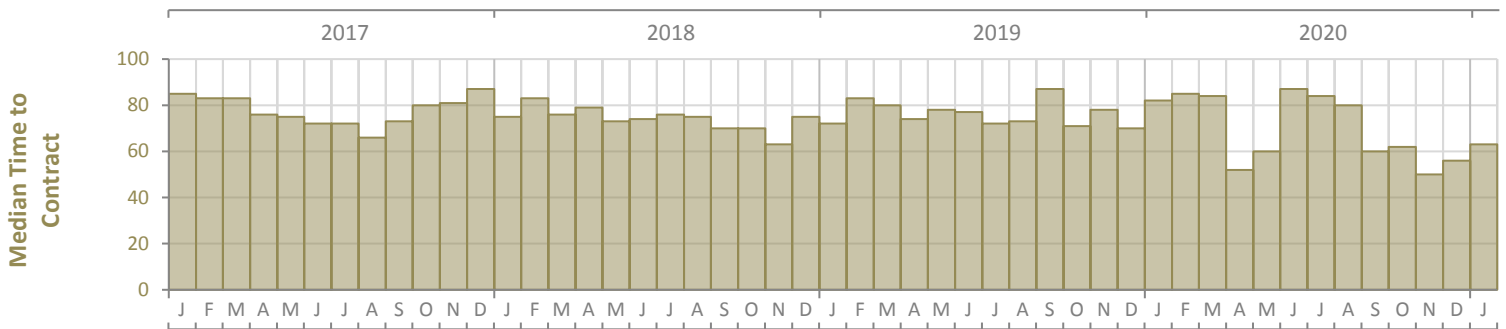


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	63 Days	-23.2%
<b>January 2021</b>	<b>63 Days</b>	<b>-23.2%</b>
December 2020	56 Days	-20.0%
November 2020	50 Days	-35.9%
October 2020	62 Days	-12.7%
September 2020	60 Days	-31.0%
August 2020	80 Days	9.6%
July 2020	84 Days	16.7%
June 2020	87 Days	13.0%
May 2020	60 Days	-23.1%
April 2020	52 Days	-29.7%
March 2020	84 Days	5.0%
February 2020	85 Days	2.4%
January 2020	82 Days	13.9%

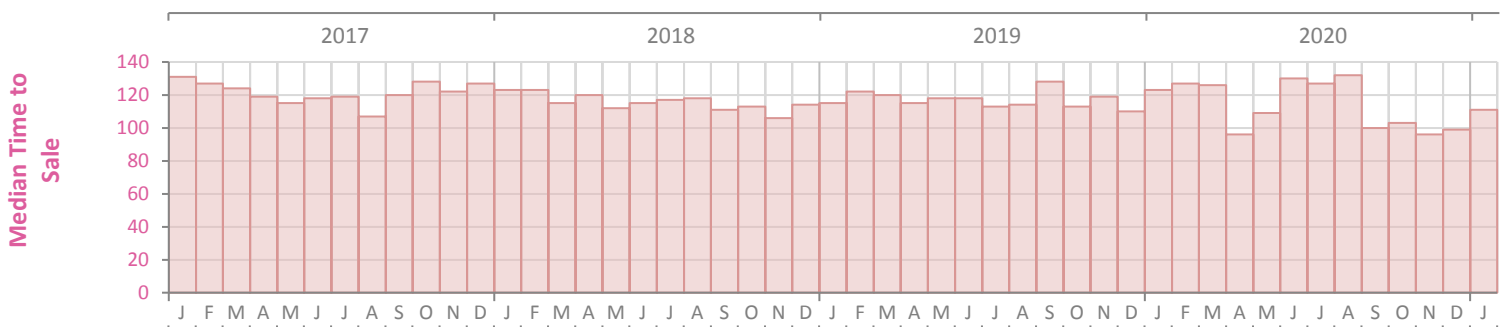


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	111 Days	-9.8%
<b>January 2021</b>	<b>111 Days</b>	<b>-9.8%</b>
December 2020	99 Days	-10.0%
November 2020	96 Days	-19.3%
October 2020	103 Days	-8.8%
September 2020	100 Days	-21.9%
August 2020	132 Days	15.8%
July 2020	127 Days	12.4%
June 2020	130 Days	10.2%
May 2020	109 Days	-7.6%
April 2020	96 Days	-16.5%
March 2020	126 Days	5.0%
February 2020	127 Days	4.1%
January 2020	123 Days	7.0%

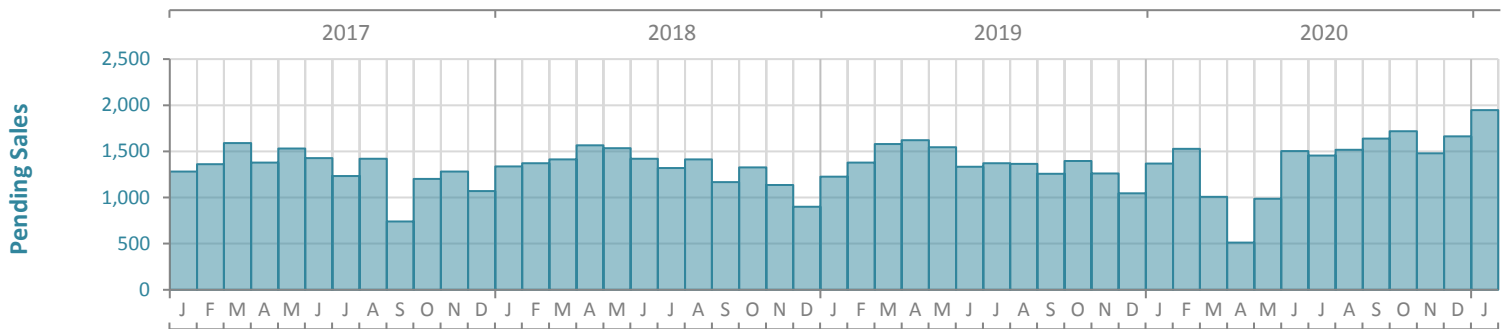


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	1,947	42.4%
<b>January 2021</b>	<b>1,947</b>	<b>42.4%</b>
December 2020	1,664	59.4%
November 2020	1,480	17.4%
October 2020	1,719	23.1%
September 2020	1,639	30.4%
August 2020	1,518	11.4%
July 2020	1,454	6.0%
June 2020	1,504	12.9%
May 2020	988	-36.1%
April 2020	511	-68.5%
March 2020	1,007	-36.3%
February 2020	1,528	10.9%
January 2020	1,367	11.5%

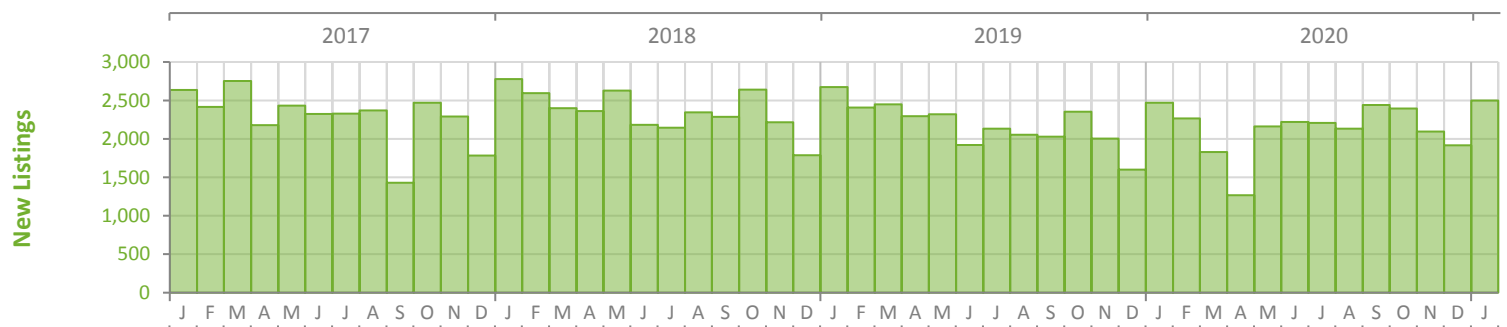


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	2,500	1.3%
<b>January 2021</b>	<b>2,500</b>	<b>1.3%</b>
December 2020	1,917	19.7%
November 2020	2,094	4.4%
October 2020	2,396	1.8%
September 2020	2,442	20.4%
August 2020	2,134	4.0%
July 2020	2,209	3.6%
June 2020	2,219	15.6%
May 2020	2,160	-6.9%
April 2020	1,266	-44.9%
March 2020	1,827	-25.4%
February 2020	2,268	-5.9%
January 2020	2,468	-7.7%

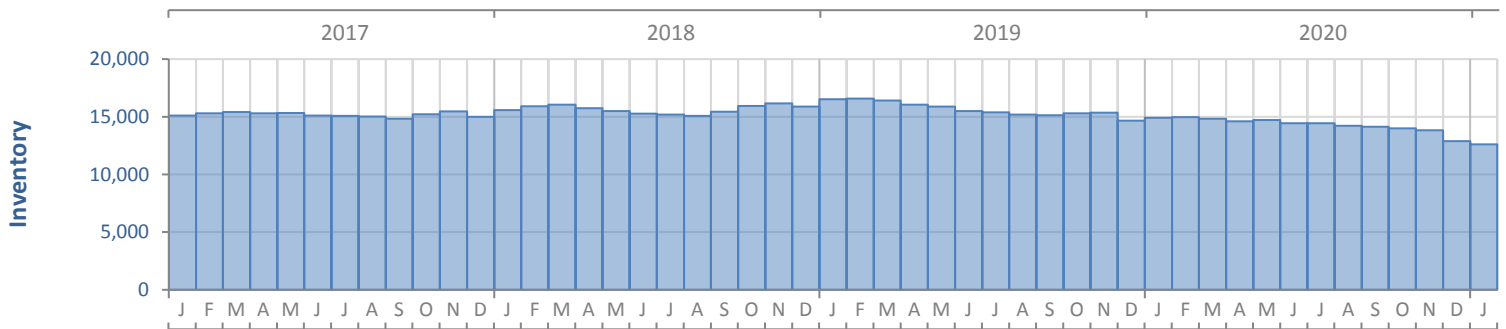


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	12,608	-15.4%
<b>January 2021</b>	<b>12,608</b>	<b>-15.4%</b>
December 2020	12,898	-12.0%
November 2020	13,820	-10.1%
October 2020	14,004	-8.4%
September 2020	14,148	-6.6%
August 2020	14,226	-6.4%
July 2020	14,443	-6.1%
June 2020	14,432	-6.8%
May 2020	14,705	-7.5%
April 2020	14,599	-9.0%
March 2020	14,836	-9.5%
February 2020	14,960	-9.8%
January 2020	14,902	-9.8%

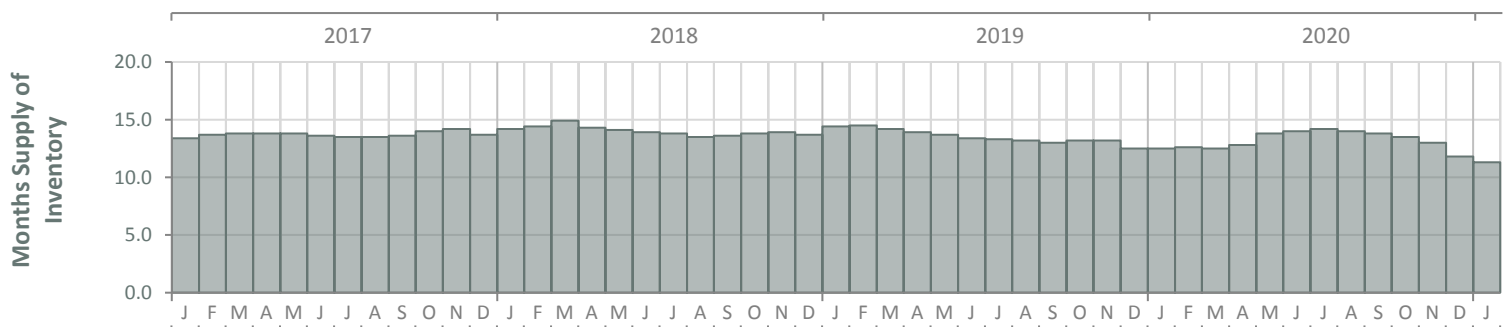


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	11.0	-12.0%
<b>January 2021</b>	<b>11.3</b>	<b>-9.6%</b>
December 2020	11.8	-5.6%
November 2020	13.0	-1.5%
October 2020	13.5	2.3%
September 2020	13.8	6.2%
August 2020	14.0	6.1%
July 2020	14.2	6.8%
June 2020	14.0	4.5%
May 2020	13.8	0.7%
April 2020	12.8	-7.9%
March 2020	12.5	-12.0%
February 2020	12.6	-13.1%
January 2020	12.5	-13.2%

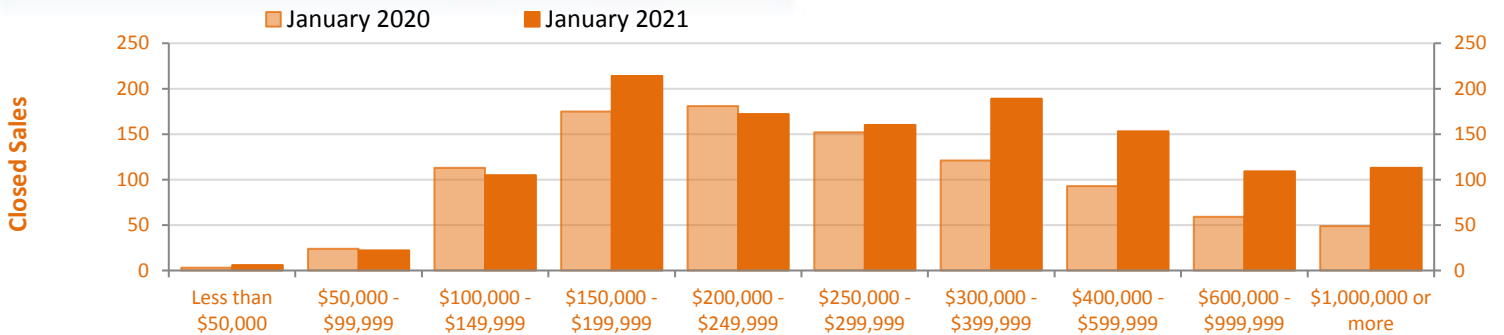


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	6	100.0%
\$50,000 - \$99,999	22	-8.3%
\$100,000 - \$149,999	105	-7.1%
\$150,000 - \$199,999	214	22.3%
\$200,000 - \$249,999	172	-5.0%
\$250,000 - \$299,999	160	5.3%
\$300,000 - \$399,999	189	56.2%
\$400,000 - \$599,999	153	64.5%
\$600,000 - \$999,999	109	84.7%
\$1,000,000 or more	113	130.6%

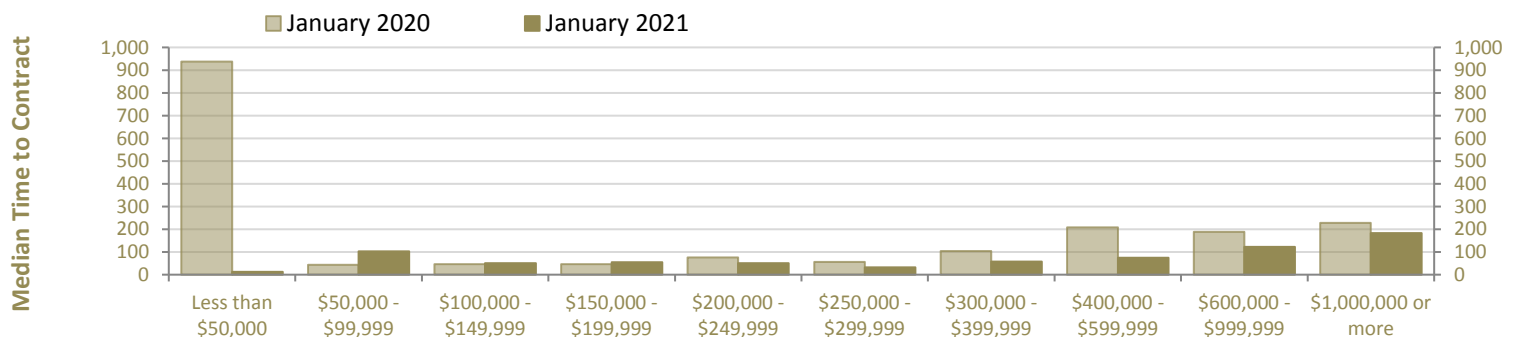


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	12 Days	-98.7%
\$50,000 - \$99,999	102 Days	137.2%
\$100,000 - \$149,999	51 Days	10.9%
\$150,000 - \$199,999	54 Days	17.4%
\$200,000 - \$249,999	51 Days	-32.9%
\$250,000 - \$299,999	32 Days	-42.9%
\$300,000 - \$399,999	58 Days	-44.2%
\$400,000 - \$599,999	75 Days	-63.9%
\$600,000 - \$999,999	122 Days	-35.4%
\$1,000,000 or more	183 Days	-19.7%





## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	13	62.5%
\$50,000 - \$99,999	13	-64.9%
\$100,000 - \$149,999	136	-17.6%
\$150,000 - \$199,999	346	-1.4%
\$200,000 - \$249,999	306	1.7%
\$250,000 - \$299,999	324	-7.4%
\$300,000 - \$399,999	445	20.9%
\$400,000 - \$599,999	333	-1.8%
\$600,000 - \$999,999	266	5.6%
\$1,000,000 or more	318	7.1%

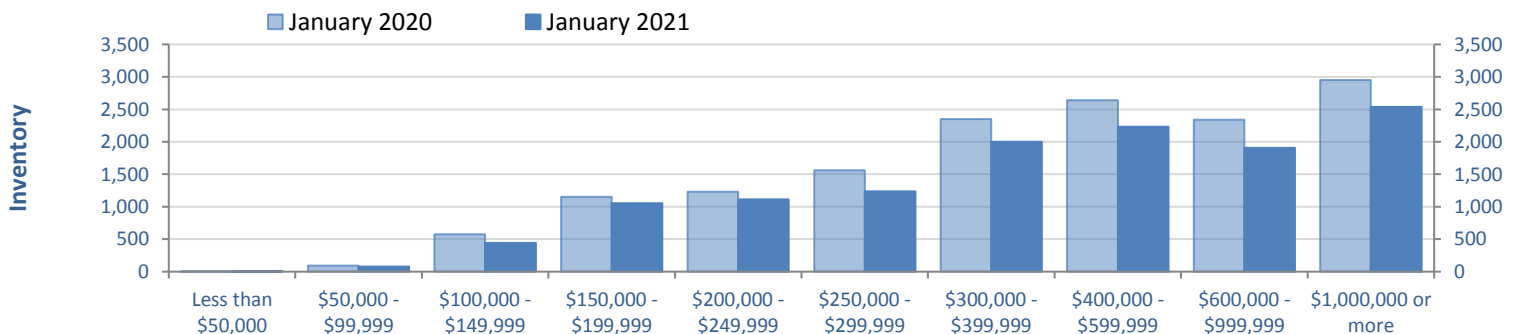


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	-20.0%
\$50,000 - \$99,999	79	-15.1%
\$100,000 - \$149,999	442	-23.3%
\$150,000 - \$199,999	1,055	-8.5%
\$200,000 - \$249,999	1,115	-9.5%
\$250,000 - \$299,999	1,235	-20.9%
\$300,000 - \$399,999	1,998	-15.0%
\$400,000 - \$599,999	2,234	-15.4%
\$600,000 - \$999,999	1,907	-18.5%
\$1,000,000 or more	2,539	-14.0%



# Monthly Distressed Market - January 2021

## Townhouses and Condos

### Miami-Dade County



		January 2021	January 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,224	927	32.0%
	Median Sale Price	\$280,000	\$250,000	12.0%
Foreclosure/REO	Closed Sales	14	36	-61.1%
	Median Sale Price	\$258,000	\$179,500	43.7%
Short Sale	Closed Sales	5	7	-28.6%
	Median Sale Price	\$150,000	\$180,000	-16.7%

