

Miami Beach Market Trends

Q3 2017



OJEDALAZAR
REAL ESTATE
Beyond Excellence.

MIAMI BEACH | CONDOMINIUMS & TOWNHOMES

Miami Beach is still experiencing a Buyer's Market for Q3 of 2017. The number of for sale listings was up **5.6%** from one year earlier yet the number of sold listings decreased **10.5%** year over year. This means there is more supply than demand. The number of under contract or Pended listings was down nearly **9%** compared to previous year, also indicative of lower demand. The Average Days on Market showed a neutral trend, an increase of **14.7%** from last year and the ratio of Sold Price vs. Original List Price is currently 87%, a decrease of **1.1%** compared to the previous year. Both of these metrics support the current Buyer's Market. The Average Sold Price per Square Footage was down **5%** compared to previous year. So we're not only seeing properties taking longer to sell but also owners willing to go down in price hence selling their properties at a lower price per square foot. The Average For Sale Price or Active Price has gone down this quarter by **4.6%** and the Average Sold Price remains the same as the previous year at \$567 per ft. The Median Sold Price went down to \$299,000 from last year's \$350,000, a **14.6%** decrease. Based on the 6 month trend, the Average Sold Price and the Median Sold Price trend is "Neutral". The Months of Inventory based on Closed Sales is 22.7 this quarter, up **23.3%** from the previous year. This means that there is more or less two years worth of inventory that needs to be absorbed before we can see a Seller's Market again which is 3 months of inventory or less.

The higher supply and lower demand means there are more opportunities for you as a buyer. However if you're a seller, you need to price your property correctly in order to avoid having it on the market too long. You will no doubt be selling for less than you could have last year but you can avoid having your property not sell and stay stagnant on the market for too long, your property has to stand out and you must price it competitively. My prediction is that the market will continue to go down for 2018 as with the two years of supply on the market so if you're thinking of selling my suggestion is to do it now. We are starting to see more movement from buyers as we enter the high season, I expect we will see more sales and a drop in the DOM for the last quarter of 2017. However, with more supply buyers are being very picky and want to negotiate prices aggressively.

Mario Ojeda | Managing Broker



All reports are published September 2017, based on data available at the end of August 2017. All reports are based on data supplied by the Realtor Association of Miami or Southeast Florida Multiple Listing Service (MLS). Neither the Association nor its MLSs guarantee or are responsible for its accuracy. Data maintained by the Association or its MLS's may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.



OJEDALAR
REAL ESTATE

	Curnt vs. Prev Month			Curnt vs. Same Mth 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	11/1/17 11/8/17	10/1/17 10/8/17	% Change
	For Sale	2843	2911	-2.3%	2843	2693	5.6%	2843	2693	5.6%	2944	2847
Sold	100	151	-33.8%	100	154	-35.1%	394	440	-10.5%	38	89	-57.3%
Pended	82	162	-49.4%	82	147	-44.2%	380	417	-8.9%	69	78	-11.5%

It is a Buyer's Market!

Current Inventory (For Sale)

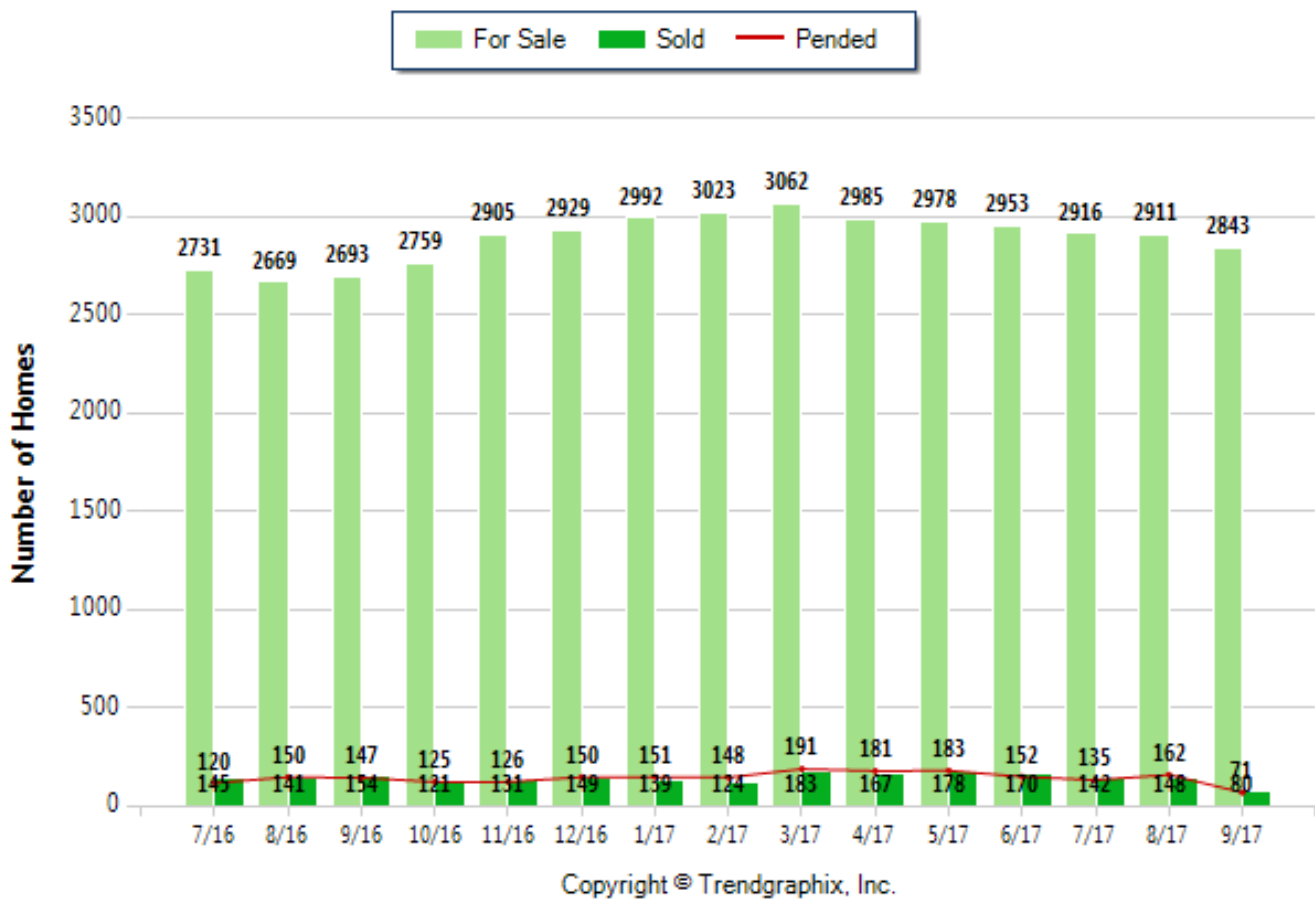
Versus last year, the total number of properties available for Q3 is higher by 150 units, up **5.6%**. This year's bigger inventory means that buyers who waited to buy may have bigger selection to choose from. The number of current inventory is down **2.3%** compared to the previous month.

Property Sales (Sold)

September property sales were 100, down **35.1%** from 154 in September of 2016 and **33.8%** lower than the 151 sales last month. There were 46 less condos sold in Q3 of this year than the same quarter last year, a **10.5%** decrease.

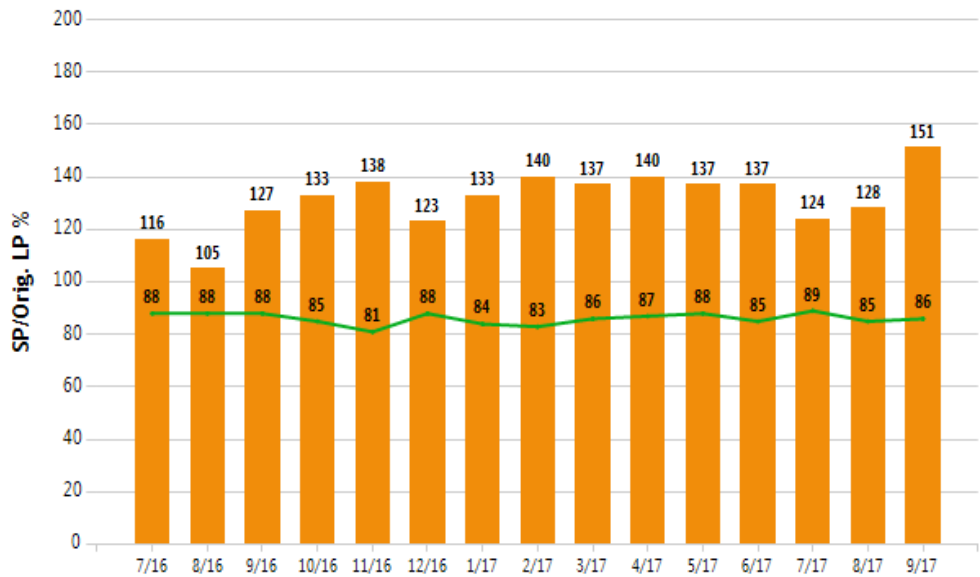
Property Under Contract (Pended)

There was a decrease of **49.4%** in the pended properties in September, with 82 properties versus 162 last month. This month's pended properties were **44.2%** lower than at this time last year. This quarter's pending sales were also less than last year's, almost a **9%** decrease.



	Curtnt vs Prev Month			Curtnt vs. Same Mth 1 Yr Ago			Curtnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	11/1/17 to 11/8/17	10/1/17 to 10/8/17	% Change
Days on Market	154	128	20.3%	154	127	21.3%	133	116	14.7%	186	160	16.3%
Sold/Orig LP Diff. %	87	85	2.4%	87	88	-1.1%	87	88	-1.1%	80	86	-7%
Avg. Sq. Ft. Price (Sold)	591	569	3.9%	591	566	4.4%	543.73	572.24	-5%	675	556	21.40%

Avg Days on Market SP/Orig LP %



Copyright © Trendgraphix, Inc.

The Days on Market Shows Neutral Trend*

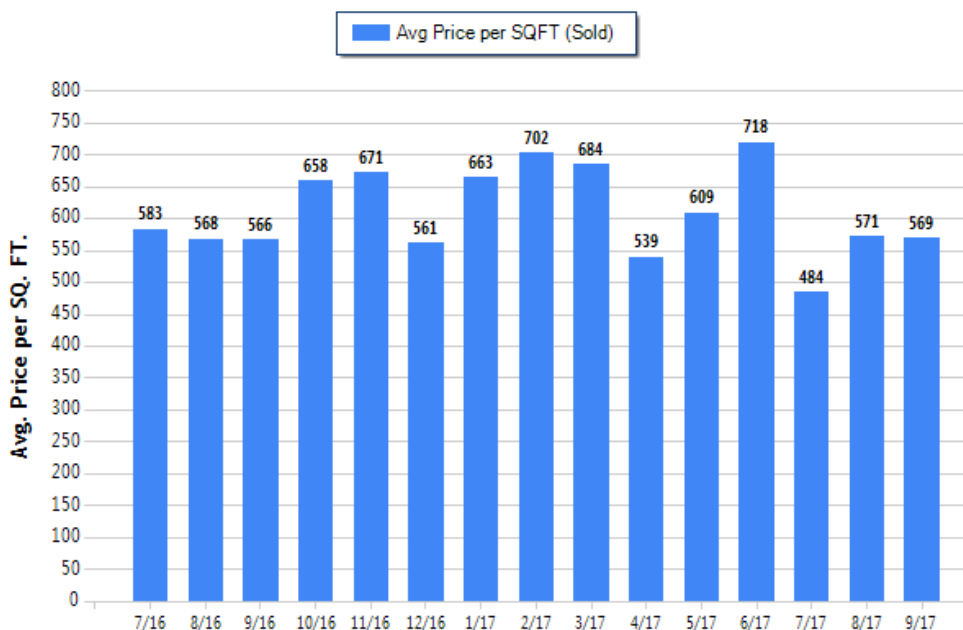
The average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM trends to indicate a move towards more of a Buyer's market, a downward trend indicates a move towards more of a Seller's market. The DOM for this quarter was 133, up 14.7% the same quarter last year.

The Sold/Original List Price Ratio Remains Steady**

The Sold Price vs. Original List Price reveals the average amount that sellers are agreeing to come down from their original 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. Q3 Sold Price vs. Original List Price of 87% is down 1.1% from the same quarter last year.

* Based on 6 month trend – Upward/Downward/Neutral
 ** Based on 6 month trend – Rising/Falling/Remains Steady

The Average Sold Price per Square Footage is Neutral*



Copyright © Trendgraphix, Inc.

The Average Sold Price per Square Footage is a great indicator for the direction of property values.. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The Average Sold Price per Square Footage of \$543.73 for Q3 was down 5% from last year's quarter price of \$572.24.

* Based on 6 month trend – Appreciating/Depreciating/Neutral



	Curnt vs Prev Month			Curnt vs. Same Mth 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	11/1/17	10/1/17	% Change
										11/8/17	10/8/17	
Average Active Price	1197	1165	2.7%	1197	1218	-1.7%	1176	1233	-4.6%	1164	1188	-2%
Average Sold Price	588	614	-4.2%	588	556	5.8%	567	567	0%	715	553	29.3%
Price Median	301	300	0.3%	301	319	-5.6%	299	350	-14.6%	295	300	-1.7%

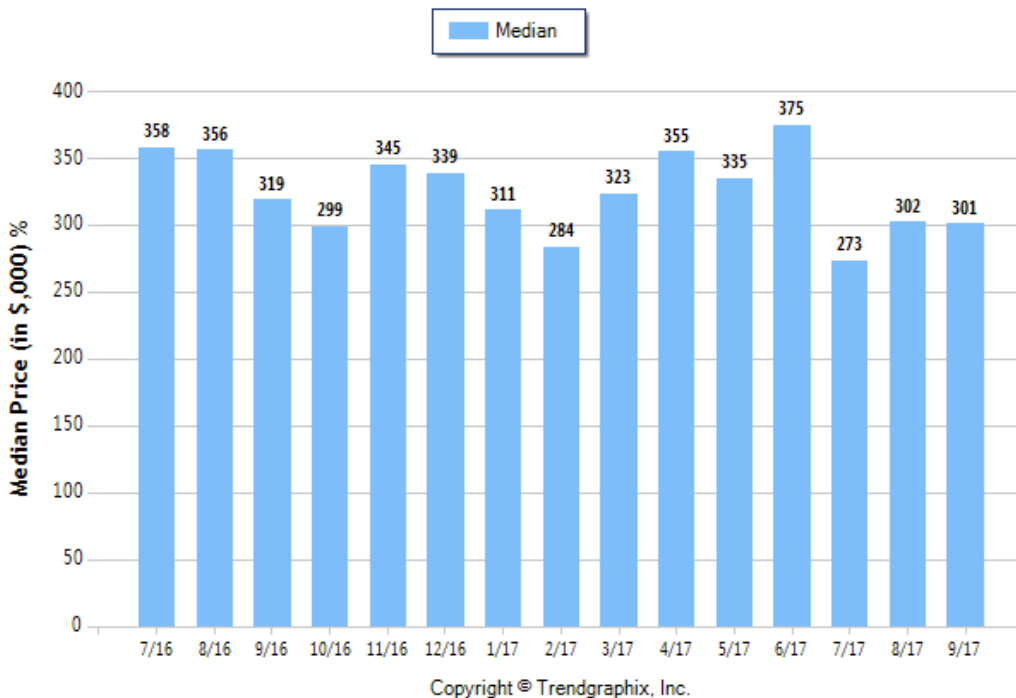
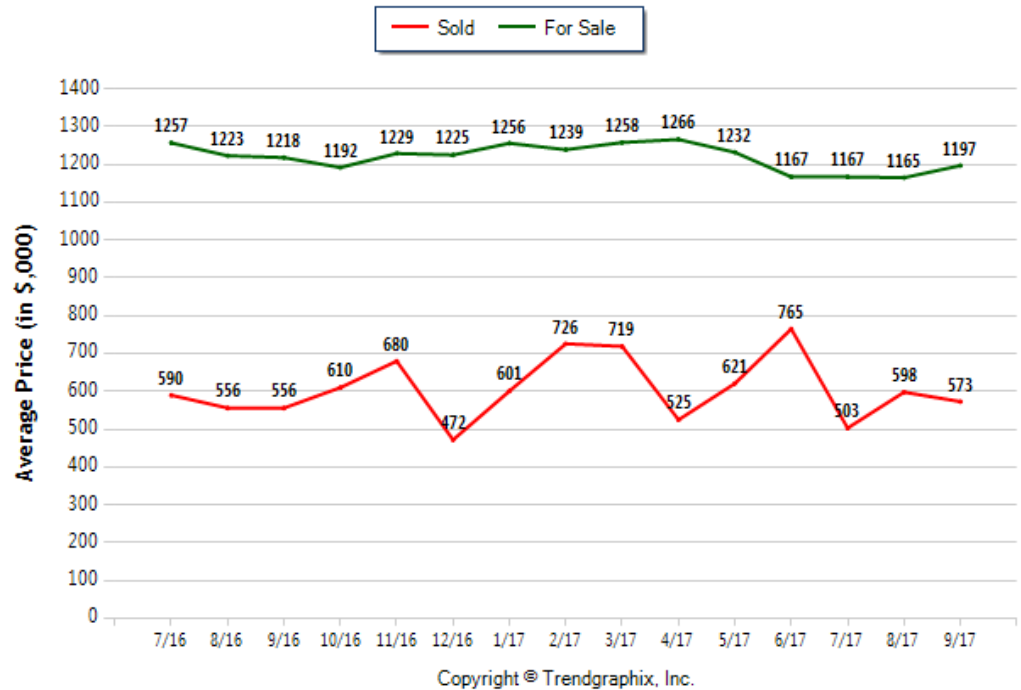
The Average For Sale Price is Neutral*

The Average For Sale Price in September was \$1,197,000, down **1.7%** from \$1,218,000 in September of 2016 and up **2.7%** from \$1,165,000 last month. It is down **4.6%** this quarter compared to last year's.

The Average Sold Price is Neutral*

The Average Sold Price in September was \$588,000, up **5.8%** from \$556,000 in September of 2016 and down **4.2%** from \$614,000 last month. It stayed the same this quarter compared to last year's.

- Based on 6 month trend – Appreciating/Depreciating/Neutral



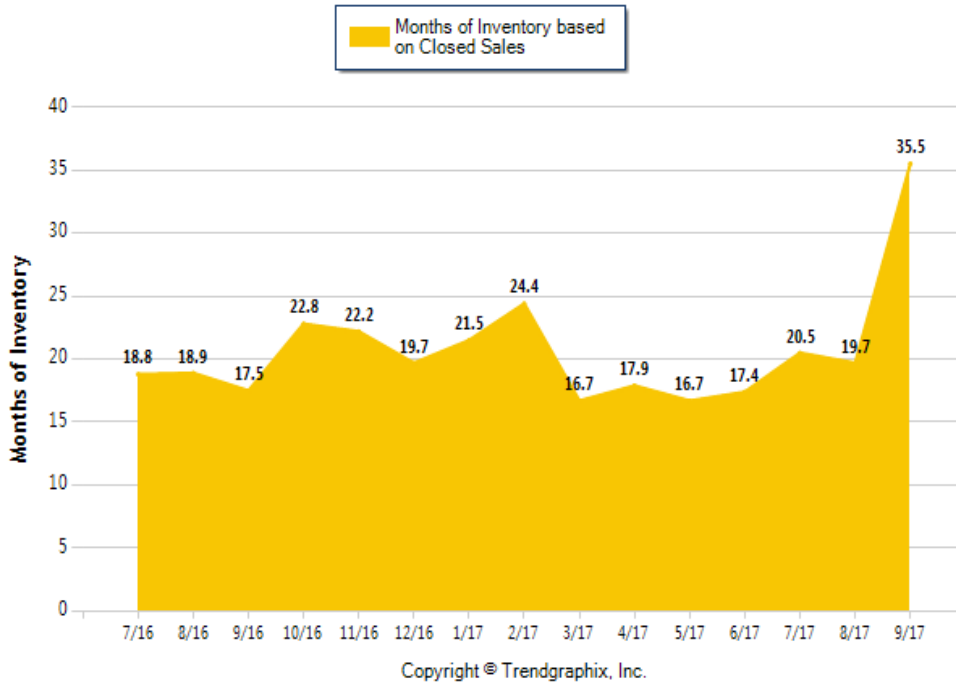
The Median Sold Price is Neutral*

The Median Sold Price in September was \$301,000, down **5.6%** from \$319,000, in September of 2016 and down **0.3%** from \$302,000 last month. It is down a considerable **14.6%** this quarter compared to last year's.

- * Based on 6 month trend – Appreciating/Depreciating/Neutral

All reports are published September 2017, based on data available at the end of August 2017. All reports are based on data supplied by the Realtor Association of Miami or Southeast Florida Multiple Listing Service (MLS). Neither the Association nor its MLSs guarantee or are responsible for its accuracy. Data maintained by the Association or its MLS's may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

	Curnt vs Prev Month			Curnt vs. Same Mth 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	11/1/17 11/8/17	10/1/17 10/8/17	% Change
	Months of Inventory (Closed Sales)	28.4	19.3	47.2%	28.4	17.5	62.3%	22.7	18.4	23.3%	77.5	32
Absorption Rate (Closed Sales) %	3.5	5.2	-32.8%	3.5	5.7	-38.5%	4.5	5.4	-16.6%	1.3	3.1	-57.6%



It is a Buyer's Market*

A comparatively lower Months of Inventory is more beneficial for sellers while a higher months of inventory is better for buyers.

*Buyer's market: more than 6 months of inventory
 Seller's market: less than 3 months of inventory
 Neutral market: 3 – 6 months of inventory

Months of Inventory based on Closed Sales

The September 2017 Months of Inventory based on Closed Sales of 28.4 was increased by **62.3%** compared to last year and up **47.2%** compared to last month. Q3 of this year has 22.7 Months of inventory vs. last year's 18.4, up **23.3%**. Q3 of this year is a Buyer's Market.

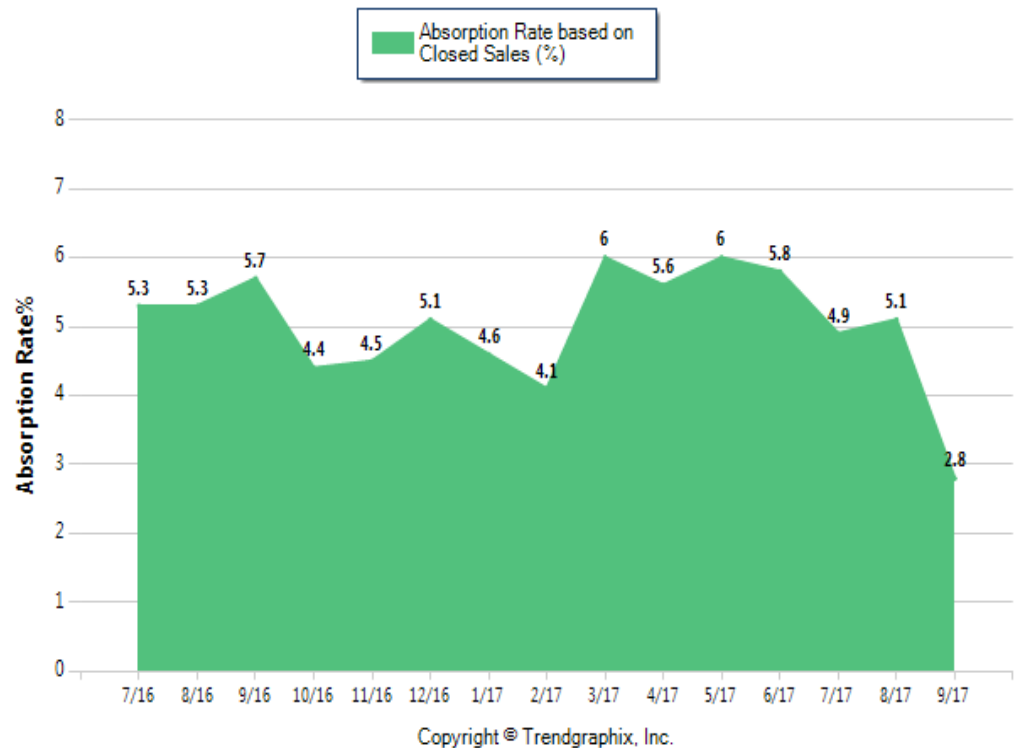
It is a Buyer's Market*

Absorption Rate measures the inverse of Months of Inventory and represents how much of the current active listings (as a percentage) are being sold or absorbed each month.

*Buyer's market: 16.67% and below
 Seller's market: 33.33% and above
 Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

The September 2017 Absorption Rate based on Closed Sales of 3.5% was decreased by **38.5%** compared to last year and down **32.8%** compared to last month. Q3 of this year had an Absorption Rate of 4.5 compared to 5.4 in the same quarter last year, a decrease of **16.6%**.



All reports are published September 2017, based on data available at the end of August 2017. All reports are based on data supplied by the Realtor Association of Miami or Southeast Florida Multiple Listing Service (MLS). Neither the Association nor its MLSs guarantee or are responsible for its accuracy. Data maintained by the Association or its MLS's may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.





OJEDALAZAR

REAL ESTATE

Beyond Excellence.

For market reports on other cities and neighborhoods visit www.ojedalazar.com or request directly via email at mario@ojedalazar.com.