

Sunny Isles Beach Market Trends 2017



OJEDALAZAR
REAL ESTATE
Beyond Excellence.

SUNNY ISLES BEACH | CONDO MARKET ANALYSIS

Sunny Isles Beach is currently experiencing a **Buyer's Market** the same as the rest of Dade County. There was more inventory available for sale in 2017 vs. 2016 but only higher by a small margin of **6.9%**. However, there was also more condos sold this year than last, a total of 589 but also higher by only 7 sales. The **Average Price per Sqft Sold** went down by **17.8%** in Q4 vs. 2016 but for the year, the price per Sqft. sold went slightly up by **2.1%**. The 6 month trend though is showing a **depreciating** market. It is also taking longer to sell than in 2016 with an **Average Days on Market** of 162 days vs. 152 in 2016, a notable increase of **22.7%**. The difference between the **Original List Price** of a condo and what it sold for in 2017 was 84% compared to 86% in 2016, a small difference however it means sellers lowered their prices 2% more in order to sell, all indicative of a Buyer's Market. The **Average For Sale Price** or Active Price for 2017 of \$1,525,000 went up **5.8%** and although the **Average Sold Price** of \$783,000 also went up **11.7%**, the 6 month trend is showing a **depreciating** market. If you look at December and Q4, the average sold price went down significantly compared to the prior year. The **Months of Inventory** based on Closed Sales is 31.1 for 2017, This means there are more sellers in the market now than there were a year ago. With an Absorption Rate of 3.4 units sold per month in 2017, It will take about 2.5 years for Sunny Isle's inventory to be absorbed back into the market (sold) before we can see a Seller's Market again (only 3 months of inventory or less).

If you're a buyer for a Sunny Isles condo it is a good time to buy, you have more inventory and prices continue to drop. You can make offers taking into consideration future depreciation. If you're a seller and need to sell, the news is not as great. Expect to sell your condo for less in 2018 than you would have in 2017. It will also take longer to sell especially if you don't price your condo lower than the actual market. The over supply gives buyers more to choose from and they can afford to take longer to make a decision. My prediction for 2018 is that the market will continue to depreciate and unless sellers price their properties correctly, the absorption rate for 2018 will be even lower. If you're an owner and want or need to sell in 2018 my recommendation is to review the most recent comparable sales with your Realtor and price your condo competitively. If you want to see prices go up before you sell then you'll have to wait at least a couple years.

Mario Ojeda | Managing Broker



All reports are published January 2018, based on data available at the end of December 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. Same Mth 1 Yr Ago

Curnt vs. Same Qtr 1 Yr Ago

Curnt vs. Same 12 Months 1 Yr Ago

	Curnt vs. Same Mth 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same 12 Months 1 Yr Ago		
	Dec. 17	Dec. 16	% Change	Oct. 17 to Dec.17	Oct.16 to Dec.16	% Change	Jan.17 to Dec.17	Jan.16 to Dec.16	% Change
For Sale	1486	1390	▲ 6.9%	1486	1390	▲ 6.9%	1486	1390	▲ 6.9%
Sold	45	38	▲ 18.4%	128	121	▲ 5.8%	589	582	▲ 1.2%
Pended	39	53	▼ -26.4%	123	128	▼ -3.9%	619	627	▼ -1.3%

It is a Buyer's Market!

Current Inventory (For Sale)

The total number of properties available for 2017 is 1,486 which is higher by **6.9%** than 2016. This year's bigger inventory means that buyers who waited to buy will have a larger selection to choose from.

Property Sales (Sold)

Dec. had 45 condos sold vs.38 the same month the previous year, an **18.4%** increase. Q4 saw 128 condos sold vs. 121 the same quarter in 2016, a **5.8%** increase. For the year however, there was a smaller difference and only 7 more condos sold in 2017 than in 2016, a **1.2%** increase.

Property Under Contract (Pended)

There was a decrease of **26.4%** in the pended properties in Dec. this year vs. the year prior. In Q4 of this year there was a difference of 5 pending sale contracts compared to the same quarter in 2016, a difference of **3.9%**. For the year there there is also less pending sales than the previous year but a minimal decrease of **1.3%**.



Copyright © Trendgraphix, Inc.

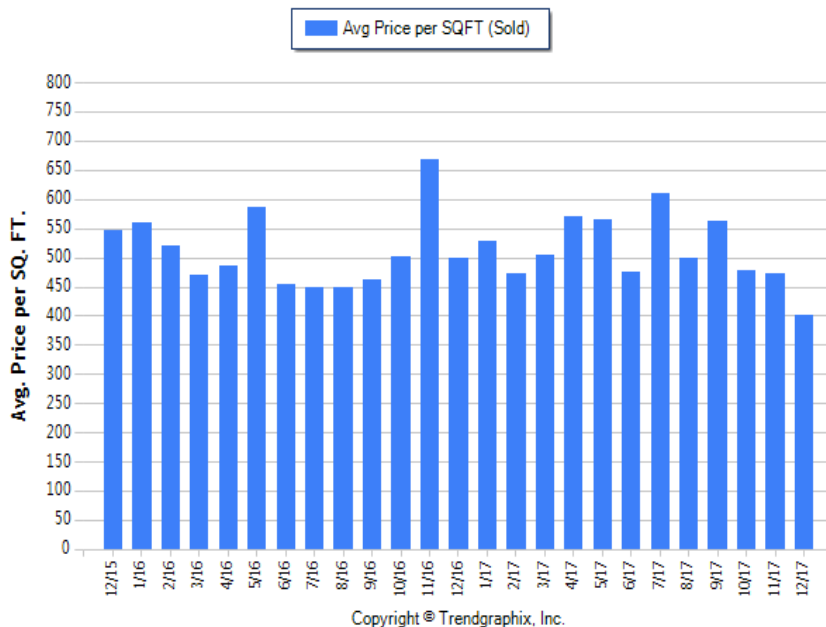
All reports are published January 2018, based on data available at the end of December 2017. All reports are based on data supplied by the Realtor Association of Miami or Southeast Florida Multiple Listing Service (MLS). Neither the Association nor its MLSs guarantee or are responsible for its accuracy. 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.

	Dec. 17	Dec. 16	% Change	Oct. 17 to Dec.17	Oct.16 to Dec.16	% Change	Jan.17 to Dec.17	Jan.16 to Dec.16	% Change
Avg. Sq. Ft. Price (Sold)	400	498	-19.7%	449.96	547.39	-17.8%	512.79	502.3	2.1%
Days On Market	189	144	31.3%	182	146	24.7%	162	132	22.7%
Sold/Orig LP Diff. %	82	84	-2.4%	82	86	-4.7%	84	86	-2.3%

The Average Sold Price per Square Footage is Depreciating*

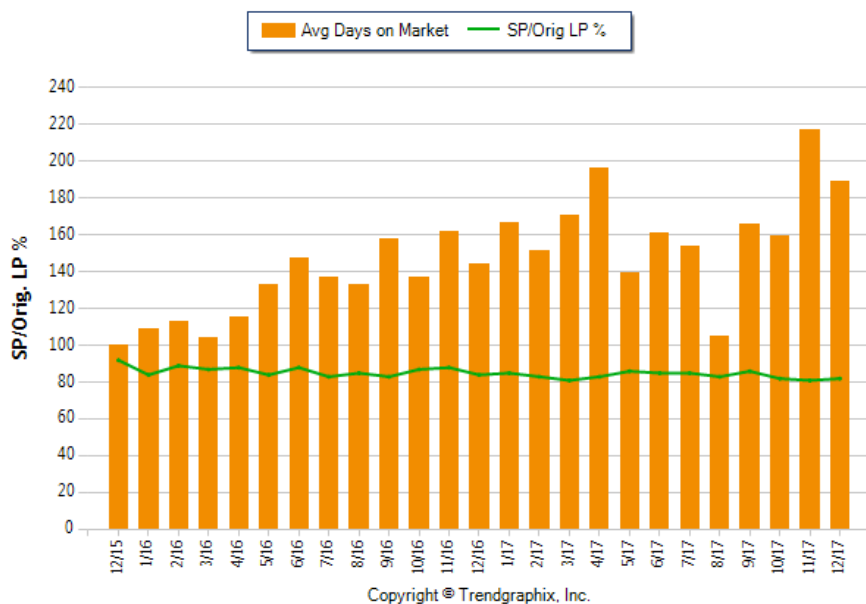
The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The Average Sold Price per Square Footage for Dec. was \$400 down **19.7%** from the same month in 2016 . It was an average of \$449.96 for Q4, a drop of **17.8%** compared to 2016. For the year, the average was \$512.79 which is **2.1%** higher than the previous year.

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



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 tends 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 Q4 was 182, a **24.7%** increase from last year’s quarter. For the year it was an average of 162 days, **22.7%** higher than 2016.



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. Q4’s Sold Price vs. Original List Price of 82 is down **4.7%** from 86 in the previous year’s quarter. For the year the difference is minor from 84 to 86, a **2.3%** difference.

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



Curnt vs. Same Mth 1 Yr Ago

Curnt vs. Same Qtr 1 Yr Ago

Curnt vs. Same 12 Months 1 Yr Ago

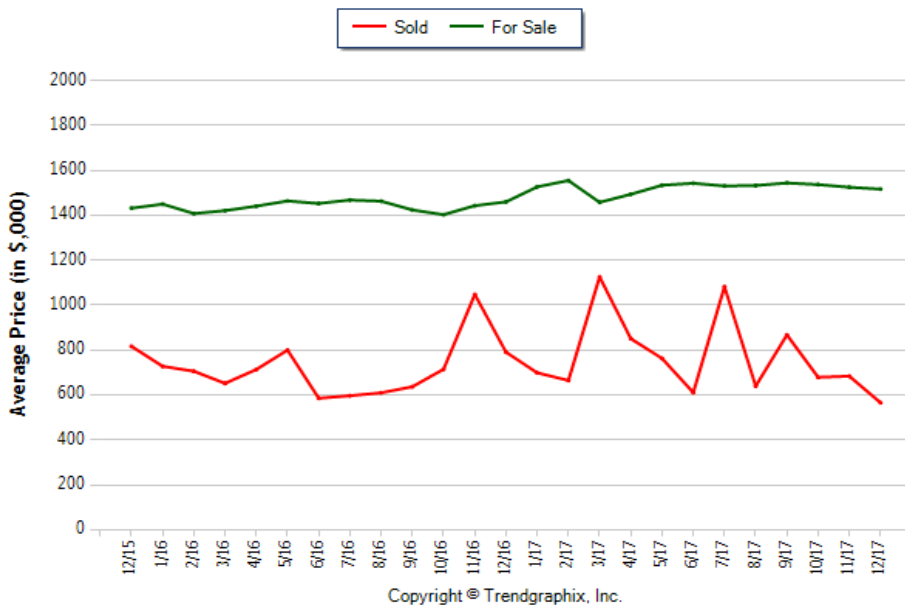
	Dec. 17	Dec. 16	% Change	Oct. 17 to Dec.17	Oct.16 to Dec.16	% Change	Jan.17 to Dec.17	Jan.16 to Dec.16	% Change
Average Active Price	1517	1460	▲ 3.9%	1526	1436	▲ 6.3%	1525	1442	▲ 5.8%
Average Sold Price	566	791	▼ -28.4%	640	832	▼ -23.1%	783	701	▲ 11.7%
Median Price Sold	350	438	▼ -20.1%	350	415	▼ -15.7%	350	380	▼ -7.9%

The Average For Sale Price is Depreciating*

The Average For Sale Price in December was \$1,517,000, an increase of **3.9%** vs. the year prior. In Q4 the Average Price was also \$1,526,000, an increase from the same quarter in 2016 of **6.3%**.

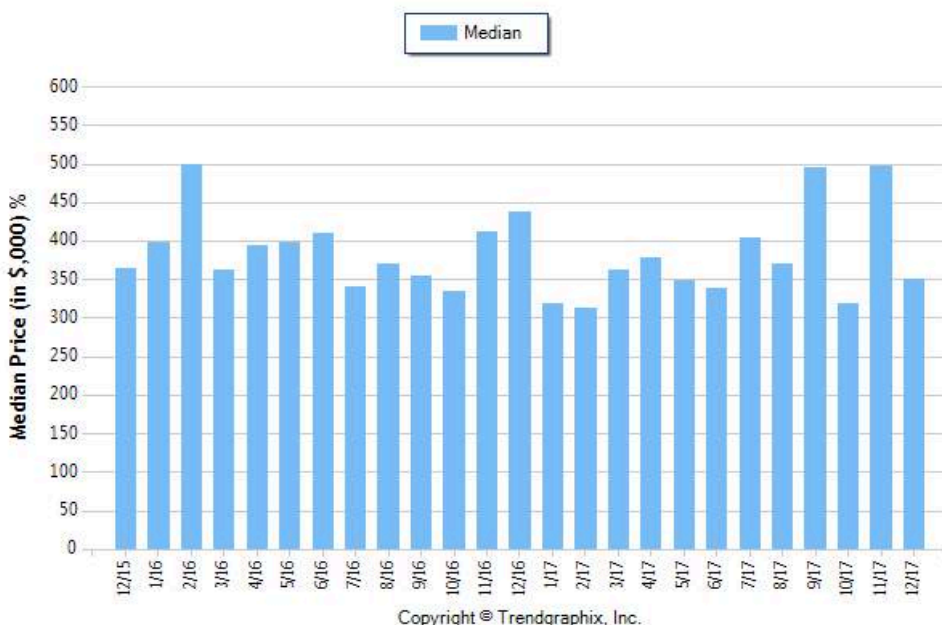
The Average For Sale Price for the year was \$1,525,000 vs. \$1,442,000 the year prior, an increase of **5.8%**. However, based on the 6 month trend, prices are depreciating.

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



The Average Sold Price is Depreciating*

The Average Sold Price in December was \$566,000, **28.4%** less than the same month in 2016. For Q4 the average sold price was \$, 640,000, a drop of **8.6%**. Vs. the same quarter the year prior. The Average Sold Price for 2017 was \$783,000, an increase of **11.7%** compared to 2016.



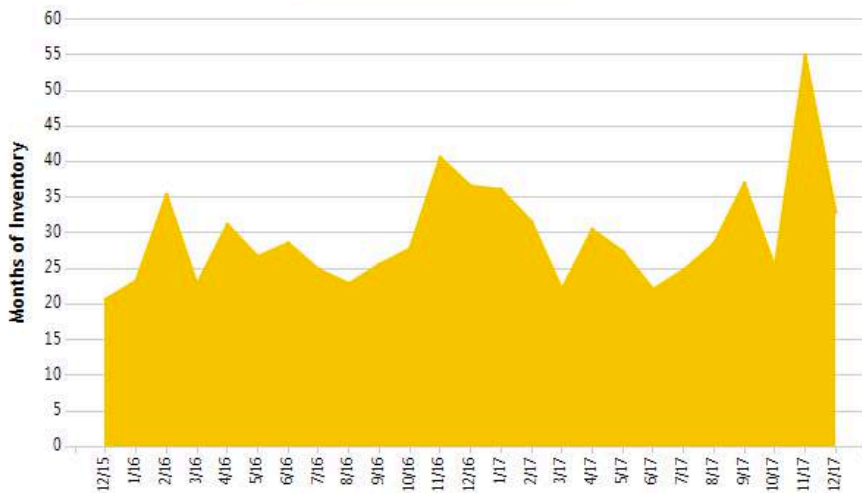
The Median Sold Price is Neutral*

The Median Sold Price in December, Q4 and for 2017 was \$350,000, a drop of **20.1%** compared to the prior year's month of Dec., **15.7%** Down from Q4 in 2016 and down **7.9%** for the year.

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

	Dec. 17	Dec. 16	% Change	Oct. 17 to Dec.17	Oct.16 to Dec.16	% Change	Jan.17 to Dec.17	Jan.16 to Dec.16	% Change
Months of Inventory (Closed Sales)% Absorption Rate	33	36.6	-9.8%	37.7	35	7.7%	31.1	28.9	7.6%
(Closed Sales) %	3	2.7	11%	2.9	2.9	0%	3.4	3.6	-5.6%

Months of Inventory based on Closed Sales



Copyright © Trendgraphix, Inc.

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 December 2017 Months of Inventory based on Closed Sales of 33 was decreased by **9.8%** compared to 2016. December 2017 is a Buyer's market. For Q4, 37.7 months was an increase of by **7.7%** compared to the prior year's same quarter.

For 2017 there was an average of 31.1 Months of inventory which represents an increase of **7.6%** compared to 2016.

It is a Buyer's Market*

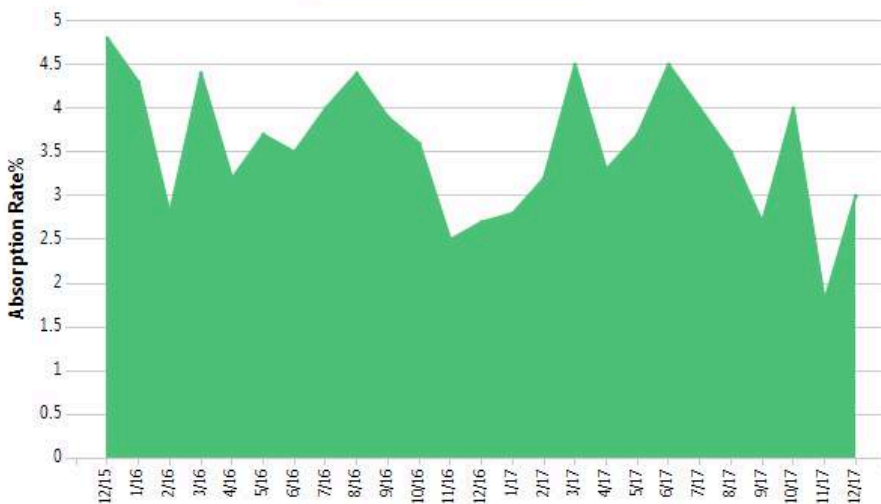
Absorption Rate measures the inverse of Months of Inventory and represents how much of the current active listings (as a percentage) are being sold or absorbed each month.

*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 December 2017 Absorption Rate of 3 sales per month was **11%** higher than the same month in 2016. The rate for Q4 was 2.9 which was the same as 2016. For 2017, the rate of absorption was 3.4, only a **5.6%** decline from 2016.

Absorption Rate based on Closed Sales (%)



Copyright © Trendgraphix, Inc.





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.