## **CELEBRATING**



#MiamiRealtors100 That's Who We R

MIAMI ASSOCIATION of REALTORS®

1920 - 2020







### Welcome

- Session being recorded
- Please ask questions in Q&A
- Presentation will be posted later today at MiamiRealtors.com/Market
- Will include slide with additional resources







# MIAMI MARKET UPATE MAY 21, 2020



# March 2020 Market Exceptionally Strong

Limited Supply, Strong Demand

#### Miami-Dade

| Single Family Homes               | March 2020    | March 2019    | % Change Year-over-Year |
|-----------------------------------|---------------|---------------|-------------------------|
| Closed Sales                      | 1,100         | 1,083         | 1.6%                    |
| % Paid in Cash                    | 17.0%         | 19.1%         | -11.1%                  |
| Median Sale Price                 | \$382,750     | \$351,250     | 9.0%                    |
| Dollar Volume                     | \$641,180,100 | \$591,843,255 | 8.3%                    |
| % of Original List Price Received | 96            | 95            | 1%                      |
| Median Time to Contract           | 52            | 65            | -20.0%                  |
| Median Time to Sales              | 94            | 109           | -13.8%                  |
| Active Inventory                  | 6,216         | 7,064         | -12.0%                  |
| Months Supply of Inventory        | 5.5           | 6.6           | -16.7%                  |

| Townhomes & Condos                | March 2020    | March 2019    | % Change Year-over-Year |
|-----------------------------------|---------------|---------------|-------------------------|
| Closed Sales                      | 1,223         | 1,230         | -0.6%                   |
| % Paid in Cash                    | 46.2%         | 50.1%         | -8.4%                   |
| Median Sale Price                 | \$269,000     | \$244,950     | 9.8%                    |
| Dollar Volume                     | \$557,807,854 | \$497,632,170 | 12.1%                   |
| % of Original List Price Received | 94            | 93            | 1%                      |
| Median Time to Contract           | 84            | 80            | 5.0%                    |
| Median Time to Sales              | 126           | 120           | 5.0%                    |
| Active Inventory                  | 14,836        | 16,401        | -9.5%                   |
| Months Supply of Inventory        | 12.5          | 14            | -12.0%                  |

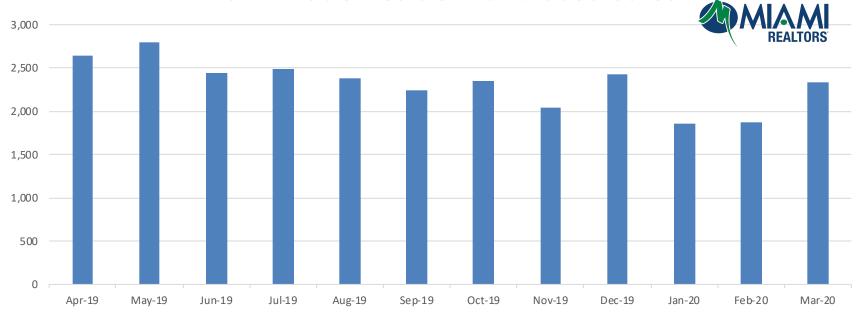


# Despite Social Distancing Orders . . . Sales in March

- Increased .43%
- Luxury rose 17.1% for SF & 46.8% for Condos/Townhomes
- 22.8% Increase Single-Family \$400K-\$600K
- 44.2% Increase Condos/Townhomes \$300K to \$400K



#### **Miami-Dade Residential Closed Sales**





## **Inventory March 2020**

Single Family Homes – Decreased 12% Condo/Townhomes - Decreased 9.5%



## **Months Supply**

Single Family Homes – Decreased 16.7%

Months Supply 5.5 - Seller's Market

**Condo/Townhomes - Decreased 12%** 

Months Supply 12.5 - Buyer's Market

Balanced Market = 6 to 9 Months of Supply





## Months Supply Low or Greatly Declining

#### YTD Miami-Dade Months Supply by Price Tier

|                       |            | All Residentia | l             | Sin        | gle Family Hor | nes           | Co         | ndo/Townhon | nes           |
|-----------------------|------------|----------------|---------------|------------|----------------|---------------|------------|-------------|---------------|
|                       | March 2020 | March 2019     | YoY Pct. Chg. | March 2020 | March 2019     | YoY Pct. Chg. | March 2020 | March 2019  | YoY Pct. Chg. |
| Less than \$50,000    | 1.0        | 1.5            | -33.33%       | 0.6        | 0.4            | 50.00%        | 1.0        | 1.7         | -41.18%       |
| \$50,000 - \$99,999   | 3.5        | 3.7            | -5.41%        | 1.3        | 0.9            | 44.44%        | 3.2        | 3.7         | -13.51%       |
| \$100,000 - \$149,999 | 4.0        | 4.4            | -9.09%        | 1.4        | 1.9            | -26.32%       | 4.2        | 4.7         | -10.64%       |
| \$150,000 - \$199,999 | 4.8        | 5.4            | -11.11%       | 2.0        | 2.6            | -23.08%       | 5.3        | 6.1         | -13.11%       |
| \$200,000 - \$249,999 | 5.2        | 6.0            | -13.33%       | 2.6        | 3.0            | -13.33%       | 6.4        | 7.6         | -15.79%       |
| \$250,000 - \$299,999 | 5.8        | 7.0            | -17.14%       | 2.5        | 3.3            | -24.24%       | 8.8        | 11.2        | -21.43%       |
| \$300,000 - \$399,999 | 6.6        | 8.4            | -21.43%       | 3.2        | 4.2            | -23.81%       | 14.0       | 17.6        | -20.45%       |
| \$400,000 - \$599,999 | 11.3       | 14.8           | -23.65%       | 5.7        | 7.8            | -26.92%       | 25.3       | 30.2        | -16.23%       |
| \$600,000 - \$999,999 | 18.7       | 21.9           | -14.61%       | 10.1       | 12.2           | -17.21%       | 31.5       | 35.6        | -11.52%       |
| \$1,000,000 or more   | 30.0       | 33.4           | -10.18%       | 20.1       | 23.0           | -12.61%       | 42.5       | 46.5        | -8.60%        |



## Hot Markets **OVERVIEW**

Miami-Dade | 10 2020

## **Single-Family** Months Supply

- 1. Cutler Bay 2.9
- 2. Miami Gardens 3
- 3. The Hammocks 4
- 4. Princeton 3.5
- **5. Kendall** 4.4

### **Condominiums** Months Supply

- 1. Kendale Lakes 2.6
- 2. The Hammocks 3.1
- **3. Kendall** 3.1
- 4. Fountainbleau 3.7
- 5. Hialeah 4



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#### Miami-Dade County: Median Sale Price

All Property Types, All Price Tiers, All Sale Types



Insufficient
Supply
Generating
Strong Price
Appreciation

Powered by Florida Realtors





#### **Median** Sales Prices



From the Peak in 2007 Prices are...

From Bottom in 2011 Prices Have Increased

0.7% single-family homes 121.6% single-family homes



Single Family Prices Just Reached Peak in 2007

Condo/Townhome Prices Still Below Peak in 2007

des (Condo data was not tracked prior to 2005)

Source: MIAMI Association of REALTORS®



## **Median Prices March 2020**

Single Family = \$382,750 (+9%)

Condos/Townhomes = \$269,000 (+9.5%)





## **Distressed Sales**

Only 4.6% (29% Decrease)

#### When the social distancing started . . .

- Initially we saw a decline in sales, new listings, and pending sales
- But 1Q 2020 still stronger than 1Q 2019



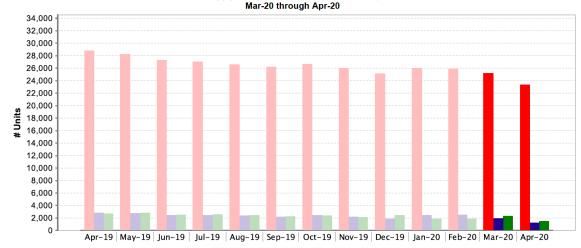
#### Market Dynamics Supply & Demand - # Units (FS, UC, Sold)

Realtor Assn Of Miami Training

## Early April . . .

Active Inventory -7.2%

Pending & Closed Sales -30%



For Sale Under Contract Sold

|                | Mar-20   | Apr-20   | # Units Change | Percent Change |
|----------------|----------|----------|----------------|----------------|
| For Sale       | 25,184.0 | 23,381.0 | -1,803.0       | -7.2           |
| Under Contract | 1,934.0  | 1,254.0  | -680.0         | -35.2          |
| Sold           | 2,323.0  | 1,492.0  | -831.0         | -35.8          |

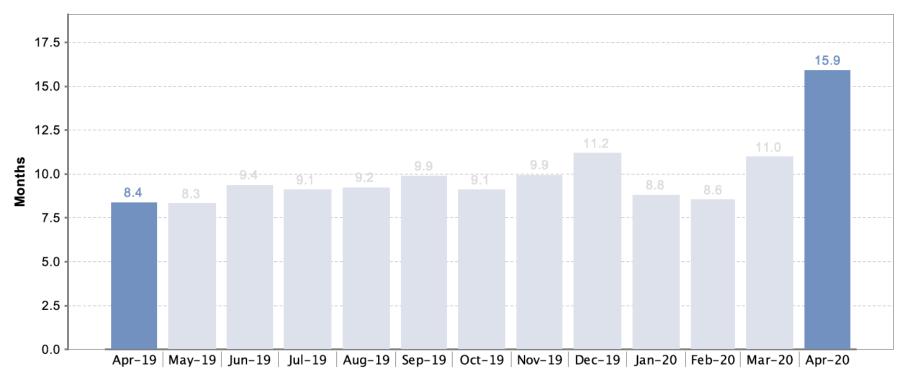








## Miami-Dade Months Supply – All Residential





#### After a couple of weeks . . .

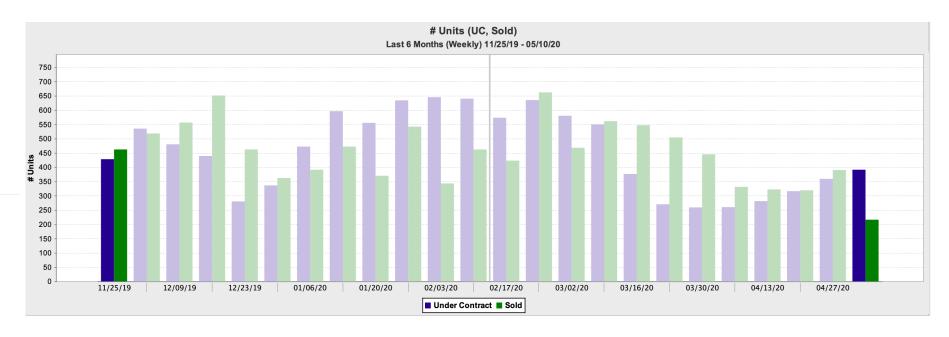
- After a couple of weeks, demand began to trend upwards, showing signs of recovery, as people got used to working, living and doing business while social distancing
- Reopenings or plans to reopen are further boosting positive sentiment and reassurance.







## Mid-April . . . Pending Sales Surging Again





## **April 2019**

#### Miami-Dade

| Single Family Homes               | April 2020      | April 2019      | % Change Year-over-Year |
|-----------------------------------|-----------------|-----------------|-------------------------|
| Closed Sales                      | 865             | 1,265           | -31.6%                  |
| % Paid in Cash                    | 106             | 250             | -57.6%                  |
| Median Sale Price                 | \$382,000       | \$356,000       | 7.3%                    |
| Dollar Volume                     | \$508.6 Million | \$671.0 Million | -24.2%                  |
| % of Original List Price Received | 96%             | 95.5%           | .5%                     |
| Median Time to Contract           | 39 Days         | 58 Days         | -32.8%                  |
| Median Time to Sales              | 83 Days         | 101 Days        | -17.8%                  |
| Active Inventory                  | 6,076           | 6,935           | -12.4%                  |
| Months Supply of Inventory        | 5.6             | 6.5             | -13.8%                  |

| Townhomes & Condos                | April 2020      | April 2019      | % Change Year-over-Year |
|-----------------------------------|-----------------|-----------------|-------------------------|
| Closed Sales                      | 711             | 1,364           | -47.9%                  |
| % Paid in Cash                    | 243             | 665             | -63.5%                  |
| Median Sale Price                 | \$265,000       | \$248,000       | 6.9%                    |
| Dollar Volume                     | \$296.9 Million | \$557.8 Million | -46.8%                  |
| % of Original List Price Received | 94.4%           | 93.4%           | 1.1%                    |
| Median Time to Contract           | 52 Days         | 115 Days        | -16.5%                  |
| Median Time to Sales              | 96 Days         | 115 Days        | 5.0%                    |
| Active Inventory                  | 14,599          | 16,049          | -9.0%                   |
| Months Supply of Inventory        | 12.8            | 13.9            | -7.9%                   |

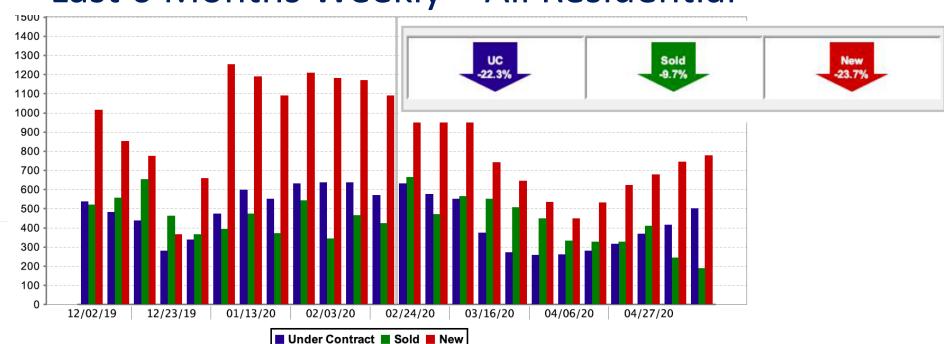






## Last 6 Months Weekly – All Residential

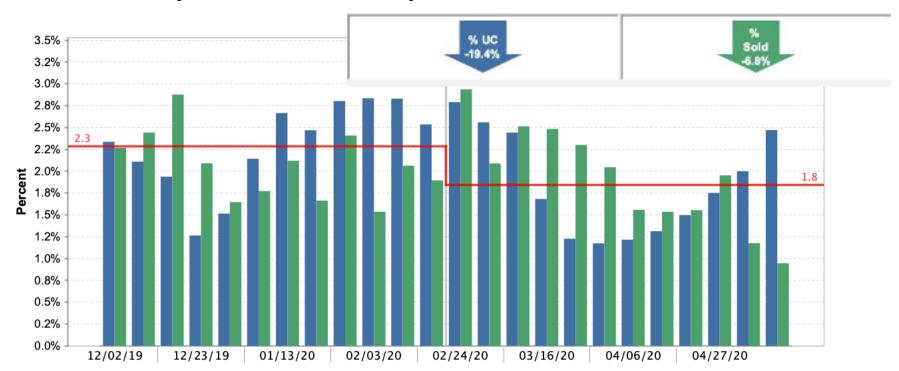
KEY INFORMATION







## Weekly Sales Absorption – All Residential

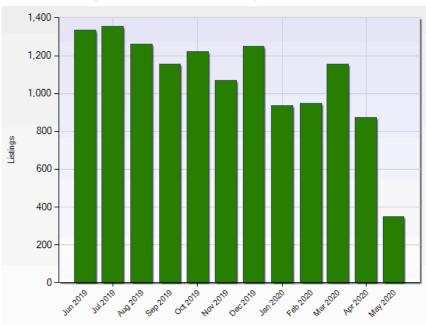








## Single-Family Closed Sales Last 12 Months



| Month    | Sales, Number of |
|----------|------------------|
| Jun 2019 | 1,335            |
| Jul 2019 | 1,353            |
| Aug 2019 | 1,260            |
| Sep 2019 | 1,154            |
| Oct 2019 | 1,223            |
| Nov 2019 | 1,069            |
| Dec 2019 | 1,248            |
| Jan 2020 | 936              |
| Feb 2020 | 949              |
| Mar 2020 | 1,156            |
| Apr 2020 | 872              |
| May 2020 | 349              |

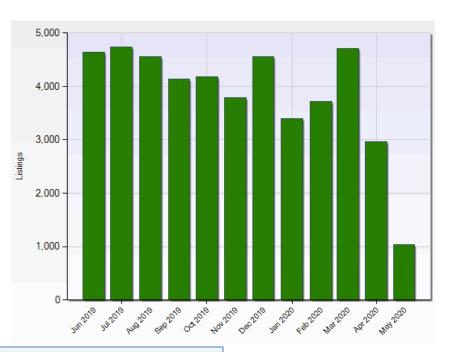
As of May 19, 2020







## Condos - Closed Sales Last 12 Months



| Month    | Sales, Number of |
|----------|------------------|
| Jun 2019 | 4,643            |
| Jul 2019 | 4,741            |
| Aug 2019 | 4,559            |
| Sep 2019 | 4,141            |
| Oct 2019 | 4,183            |
| Nov 2019 | 3,790            |
| Dec 2019 | 4,554            |
| Jan 2020 | 3,398            |
| Feb 2020 | 3,722            |
| Mar 2020 | 4,709            |
| Apr 2020 | 2,964            |
| May 2020 | 1,038            |

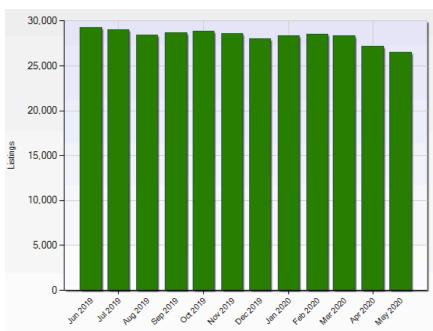
As of May 19, 2020







## All Residential – Active Listings



| Month    | Active Listings, Number of |
|----------|----------------------------|
| Jun 2019 | 29,252                     |
| Jul 2019 | 28,990                     |
| Aug 2019 | 28,473                     |
| Sep 2019 | 28,660                     |
| Oct 2019 | 28,833                     |
| Nov 2019 | 28,653                     |
| Dec 2019 | 27,988                     |
| Jan 2020 | 28,329                     |
| Feb 2020 | 28,489                     |
| Mar 2020 | 28,350                     |
| Apr 2020 | 27,202                     |
| May 2020 | 26,494                     |

As of May 19, 2020



# Change Status to CLOSED BY 10<sup>TH</sup> of the Month



## Median Sales Price Quarterly – All Residential





# CNBC: Weekly Mortgage Applications Point to a Remarkable Recovery



CNBC.COM

Weekly mortgage applications point to a remarkable recovery in homebuying

- Purchase volume was just 1.5% lower than a year ago, a rather stunning recovery from just over a month ago, when purchase volume was down 35% annually.
- Mortgage applications to purchase a home rose 6% last week from the previous week, according to the Mortgage Bankers Association.



# **Market Impact?**

- Depends on when COVID-19 is contained/Vaccine
- 10-15% Drop in Sales Y-O-Y Expected

**But.. Outlook is bright for Miami/South Florida!** 



# **Market Impact**

- Impact of COVID-19 on the housing market brief
- NAR Chief Economist Dr. Lawrence Yun expects sales to be 10 to 15% lower than in 2019 due to the impact of the pandemic
- Prices will continue to rise because of the housing shortage, particularly in certain price points and neighborhoods.



## **Unemployment Temporary**

- Relief from the government stimulus package
- 70% of Americans secure, strong employment and they will still be looking at housing
- UE will be higher this month but will steadily fall
- Hiring has surged for companies in the healthcare, food and grocery, delivery and telecommunications industries
- Savings have doubled during the pandemic



# South Florida Market Strength & Resilience Very Strong Demand, Low Supply, Strong Market Pre-COVID-19

- Longest Economic Expansion in History
- Low Interest Rates
- Top Market for Foreign Buyers
- Stimulus Package
- Shift in Hiring
- 70% Secure Employment, Unemployment Declining



# South Florida Market Strength & Resilience People Want to be here . . .

- Foreign Buyers Instrumental in Last Recovery
- Miami/South Florida Top Market for Foreign Buyers
- Top Destination of UHNWI & Tax Refugees
- Top Destination for Cold Weather & COVID-19 Refugees
- Strong and fast recovery during last recession
- Warm weather, diversity, connectivity



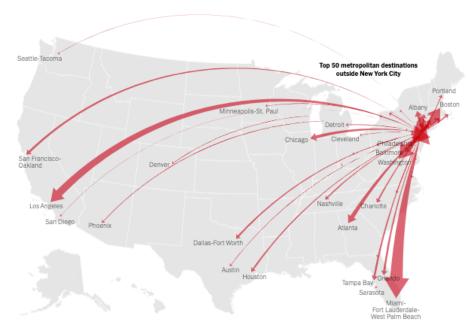
ENGLISH

ESPAÑO

中文

#### Where New Yorkers Moved to Escape Coronavirus

By Azi Paybarah, Matthew Bloch and Scott Reinhard May 16, 2020



# The New York Times

#### Top 20 destinations

| Metropolitan area                     | Mail-forwarding requests |
|---------------------------------------|--------------------------|
| New York-Newark-Jersey City           | 16,041                   |
| Miami-Fort Lauderdale-West Palm Beach | 1,830                    |
| Philadelphia                          | 1,456                    |
| Bridgeport-Stamford-Norwalk, Conn.    | 1,456                    |
| Washington-Arlington-Alexandria       | 1,298                    |
| Los Angeles-Long Beach-Anaheim        | 1,131                    |
| Boston-Cambridge-Newton               | 1,092                    |
| Kingston, N.Y.                        | 963                      |
| Atlanta                               | 710                      |



2019

Profile of International Home Buyers of the Miami Association of REALTORS®







## 2019 Profile of International Home Buyers of the Miami Association of REALTORS® Highlights

#### \$6.9 billion

dollar volume of foreign buyer residential purchases during August 2018–July 2019 (21% decrease from \$8.7 billion in the 2018 survey; nationally, dollar volume of foreign buyer purchases fell by 36%)

#### 38%

Share of dollar volume of foreign buyer residential purchases to MIAMI total dollar sales volume (lower than the 50% share in the 2018 survey, but higher than 5% share nationally)

#### 72%

Fraction of MIAMI foreign buyers who primarily resided abroad (compared to 39% nationally)

#### \$375,600

MIAMI foreign buyer median purchase price (compared to \$280,600 nationally)

#### 63%

Share of all-cash purchases (compared to 41% nationally)





# 2019 Profile of International Home Buyers of the Miami Association of REALTORS® Highlights

### Top Foreign Buyers

Venezuela (11%), Argentina (11%), Colombia (10%), Brazil (8%), Canada (6%) Foreign buyers came from nearly 50 countries

### **Destination of Foreign Buyers**

Miami-Dade County (77%), Broward County (20%), Palm Beach County (2%), Other counties (1%)

### 73%

Fraction of MIAMI foreign buyers who purchased for vacation and/or rental use (compared to 39% nationally)

### 55%

Fraction of MIAMI foreign buyers who purchased condominiums (compared to 16% nationally)

### 72%

Fraction of MIAMI foreign buyers who visited Florida three times or less before buying a property





# 2019 Profile of International Home Buyers of the Miami Association of REALTORS® Highlights

### Top 5 reasons customer decided not to purchase property

Cost, condo fees, property taxes, could not find property, exchange rate

60%

Fraction of respondents who had an international customer (about the same as the share in the 2018 survey, but still higher than the national share of 23%)

87%

Fraction of leads/referrals/customers from personal/business contacts or former customers

77%

Fraction of respondents who worked with an international customer who reported no cultural or language barriers

33%

Fraction of respondents who worked with an international customer who expect an increase in international business in the next 12 months





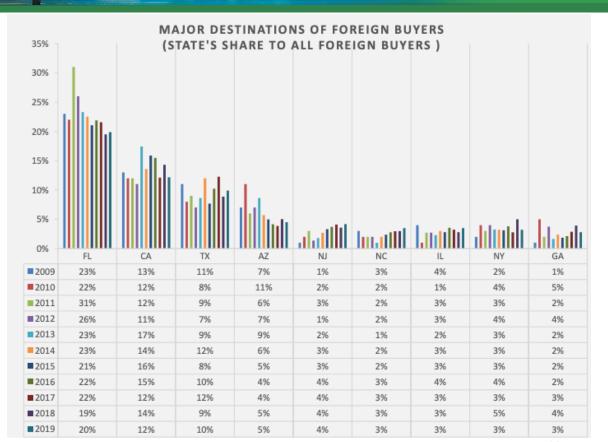
### **FOREIGN BUYER PURCHASES**

- Dollar Volume
- Origin and Destination
- Foreign Buyer Preferences



### 4 MIAMI REALTORS

### Florida #1 in US

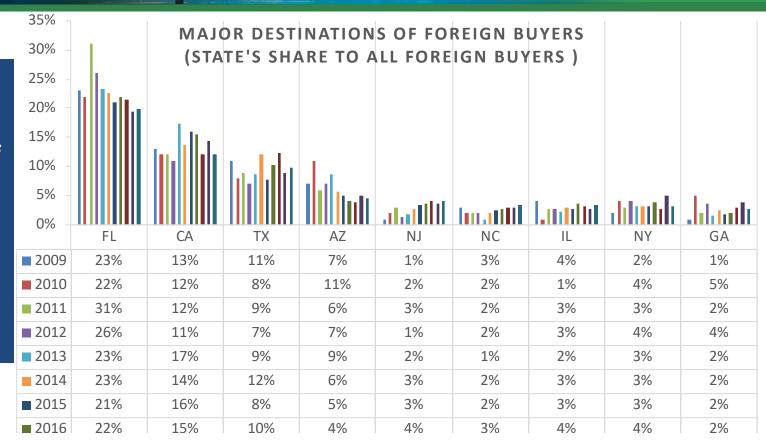




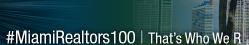
### #MiamiRealtors100 | That's Who We



Major U.S.
Destinations of
Foreign
Buyers:
Florida has
been #1 for 11
Years









# Dollar Volume of Foreign Buyer Residential Purchases Decreased to \$6.9 B in 2019

# MIAMI FOREIGN BUYER DOLLAR VOLUME (IN BILLION DOLLARS)



2015 2016 2017 2018 2019







# Number of Foreign Buyer Residential Purchases Decreased to 11,500 Homes in 2019

### **MIAMI FOREIGN BUYER PURCHASES**



2015 2016 2017 2018 2019



### #MiamiRealtors100 | That's Who We R



# Foreign Buyer Purchases Accounted for 38% of Dollar Volume and 26% of Properties Sold in 2019

# FOREIGN BUYERS AS A PERCENT OF MIAMI CLOSED SALES



- → Foreign Buyer Purchases as a Percent of MIAMI Closed Sales
- -- Dollar Volume as a Percent of MIAMI Sales Dollar Volume

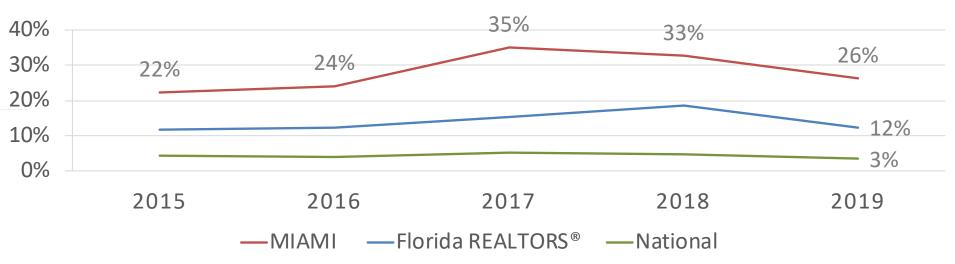






Higher Foreign Buyer Market Share in MIAMI Market Compared to Florida and Nationally

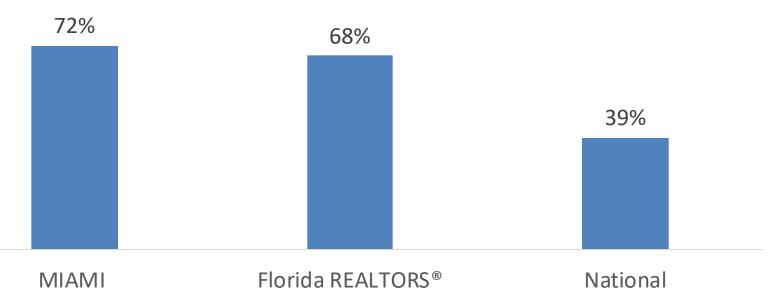
# FOREIGN BUYER RESIDENTIAL PURCHASES AS A PERCENT OF CLOSED SALES





# 72% of Foreign Buyers Primarily Resided Abroad—A Higher Share Compared to Florida and Nationally

### SHARE OF NON-RESIDENT FOREIGN BUYERS









### Miami-Dade County: 77% of Foreign Buyers

### **DESTINATION OF FOREIGN BUYERS**

|             |                      | mile              |                      |                   |                |
|-------------|----------------------|-------------------|----------------------|-------------------|----------------|
|             | Miami-Dade<br>County | Broward<br>County | Palm Beach<br>County | Martin<br>County* | Other counties |
| <b>2015</b> | 69.1%                | 24.7%             | 3.8%                 | 0.4%              | 1.8%           |
| <b>2016</b> | 65.9%                | 26.8%             | 3.7%                 | 0.5%              | 3.0%           |
| <b>2017</b> | 63.4%                | 24.8%             | 3.7%                 | 0.0%              | 7.5%           |
| <b>2018</b> | 64.6%                | 31.2%             | 3.9%                 | 0.0%              | 0.4%           |

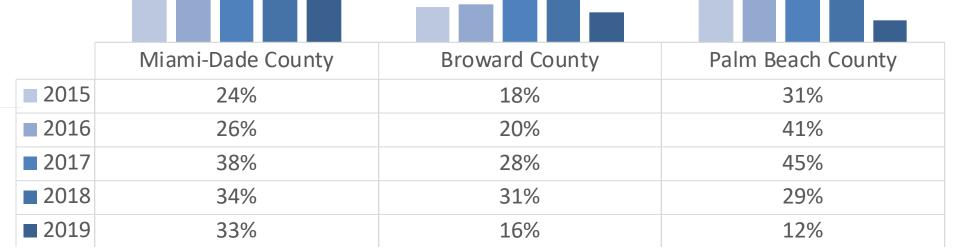






### **Foreign Buyer Market Share in the County**

# FOREIGN BUYERS AS A PERCENT OF CLOSED SALES PER COUNTY

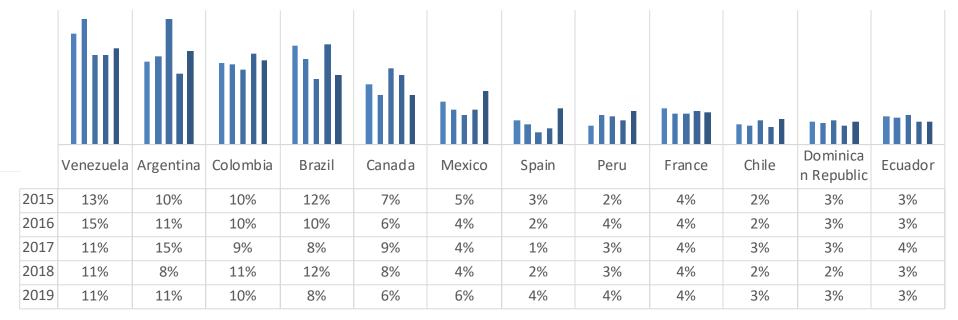






# Top Tier Countries of Origin (Slide 1 of 2): Mainly from Latin America

### MIAMI TOP FOREIGN BUYERS







### **Top Tier Countries of Origin (Slide 2 of 2)**









### **MIAMI's Other Foreign Buyers**

Bahamas Panama Bolivia Guatemala

Uruguay Haiti El Salvador Jamaica

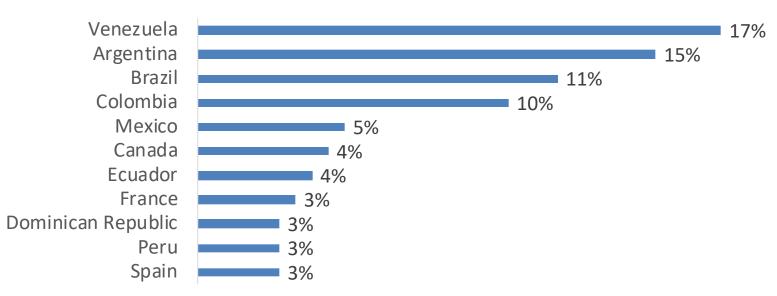
Barbados Trinidad and Tobago Japan South Korea

Portugal Sweden Switzerland Ukraine Greece

Austria Nigeria Turkey South Africa Israel Egypt



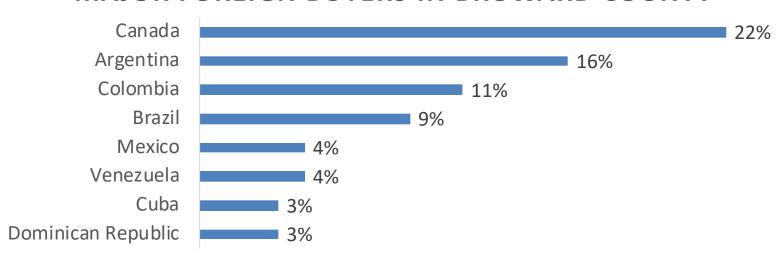
### MAJOR FOREIGN BUYERS IN MIAMI-DADE COUNTY



Other buyers were from Bolivia, Chile, Cuba, Guatemala, Nicaragua, Russia, China, El Salvador, Italy, Portugal, United Kingdom, Australia, Bahamas, Germany, Honduras, Israel, Nigeria, Panama, South Africa, Sweden, Trinidad and Tobago, Uruguay



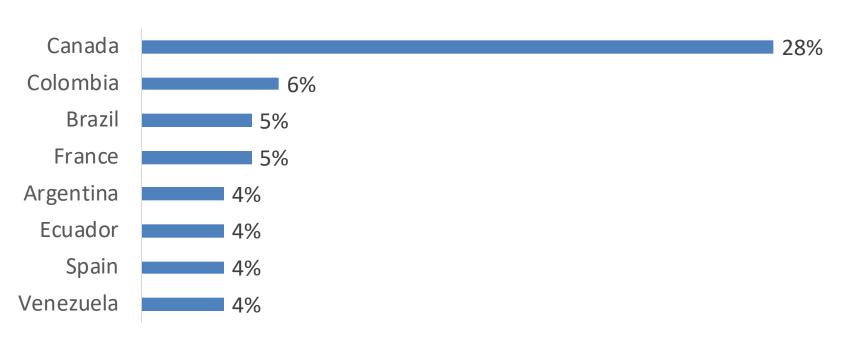
### **MAJOR FOREIGN BUYERS IN BROWARD COUNTY**





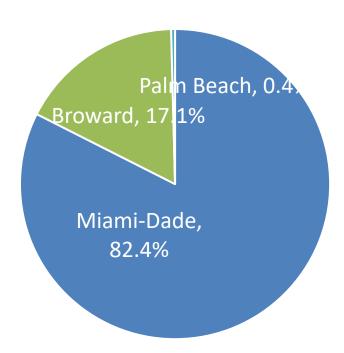


### MAJOR FOREIGN BUYERS IN PALM BEACH COUNTY\*



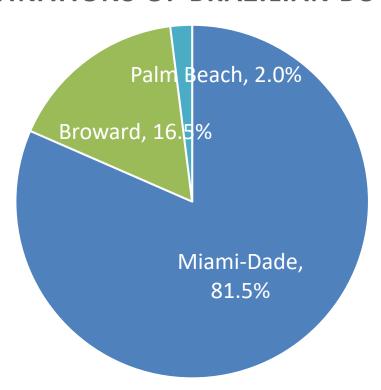


### **DESTINATIONS OF ARGENTINIAN BUYERS**





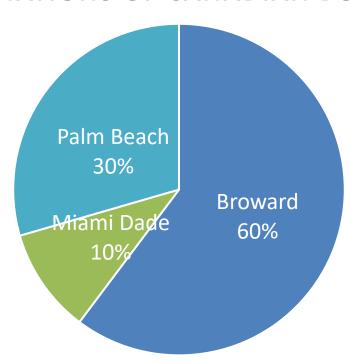
### **DESTINATIONS OF BRAZILIAN BUYERS**





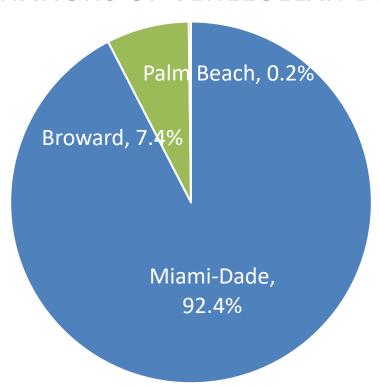


### **DESTINATIONS OF CANADIAN BUYERS\***





### **DESTINATIONS OF VENEZUELAN BUYERS**



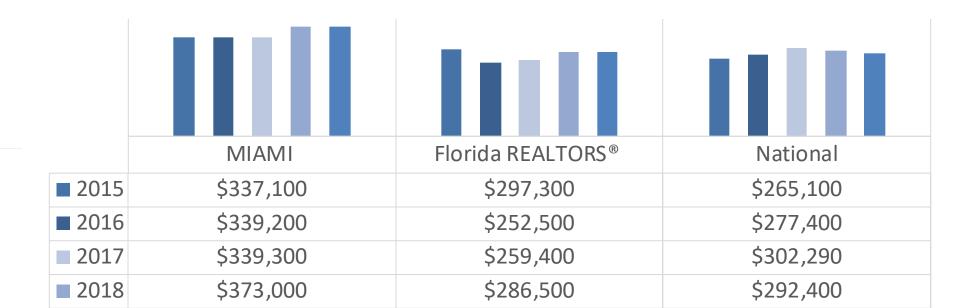






### Foreign Buyer Median Purchase Price: \$373,000

### FOREIGN BUYER MEDIAN PURCHASE PRICE









### **Brazilians Typically Purchased More Expensive Properties**

# MEDIAN PURCHASES PRICE AMONG MAJOR BUYERS IN THOUSAND DOLLARS

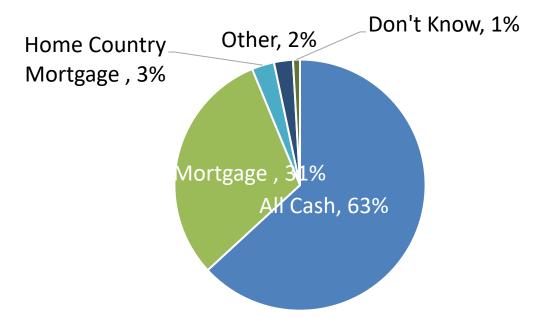




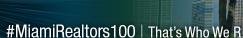


# 63% of Foreign Buyers Paid Cash—A Higher Fraction than Among U.S. Foreign Buyers\*

### **SOURCE OF PAYMENT**



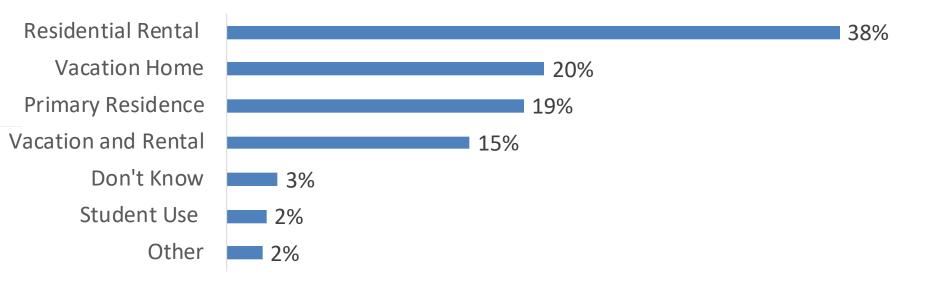






# 73% of Foreign Buyers Purchased for Vacation and/or Rental —A Higher Fraction than Among U.S. Foreign Buyers\*

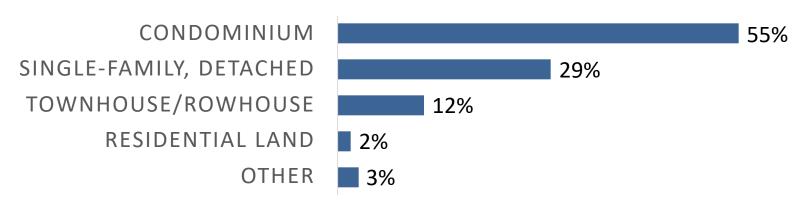
### **INTENDED USE**





# 55% of Foreign Buyers Purchased Condominiums — A Higher Fraction than Among U.S. Foreign Buyers\*

### TYPE OF PROPERTY



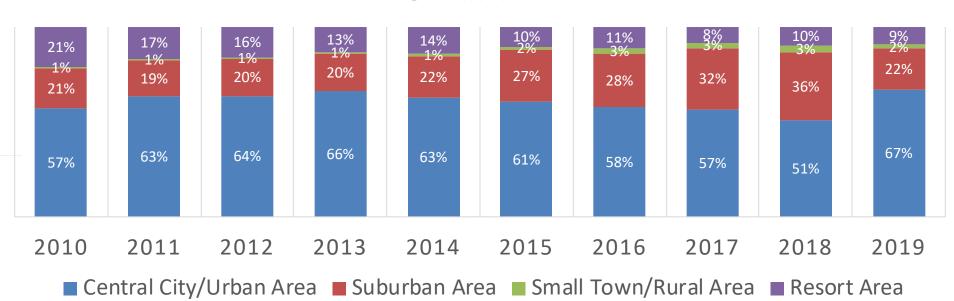






### 22% Purchased in Suburban Areas—A Lower Share Compared to 2018

### TYPE OF AREA



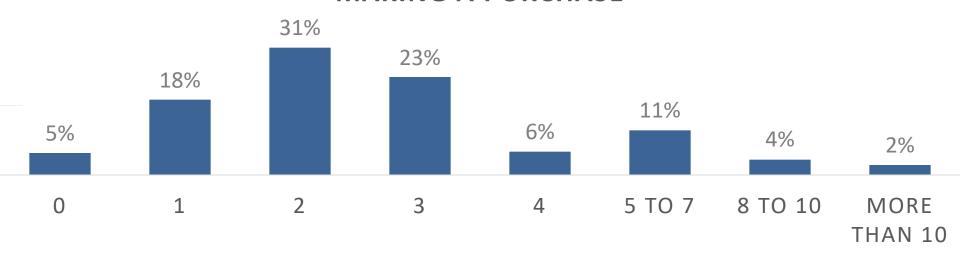






# 72% of Foreign Buyers Visited Florida 3 Times or Less Before Purchasing a Property

# NUMBER OF TIMES BUYER VISITED FLORIDA BEFORE MAKING A PURCHASE





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Old Website

### SFMarketIntel.com





# FloridaRealtors

Florida Realtors
SunStats

- Go to FloridaRealtors.org
- Click on Tools & Research Tab
- Log In

# Sunstats Stats

Florida Realtors
SunStats

- Manipulate Data in Static Reports
- Segment by Geography, Metric and Price Point
- Download Tables & Graphs
- Personalize & Cobrand



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### sunstats-data (3)

SunStats Chart Builder Data Export

### Miami-Dade County: Months Supply of Inventory Single Family Homes, \$1,000,000+, All Sale Types



- Months Supply of Inventory



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Cell: (305) 903-7922 Email: lynda@miamire.com

Powered by Florida Realtors

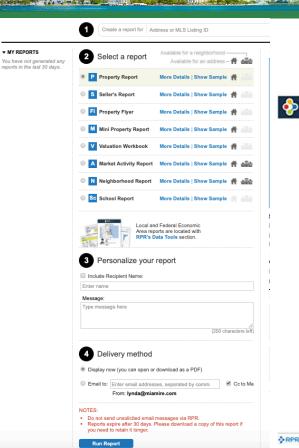


| SunStats Chart Builder Data Export                |                            |
|---|----------------------------|
| Data Source: Florida Realtors Research Department |                            |
| Date Created: 05/21/2020 01:15:42 AM EDT          |                            |
| Created by: LYNDA FERNANDEZ                       |                            |
| Geographic Area: Miami-Dade County                |                            |
| Metric: Months Supply of Inventory                |                            |
| Property Type: Single Family Homes                |                            |
| Price Tier: \$1                                   | C                          |
| Sale Type: All Sale Types                         |                            |
| Frequency: Quarterly                              |                            |
| Date  | Months Supply of Inventory |
| Q1 2018   | 23.8                       |
| Q2 2018   | 22.4                       |
| Q3 2018   | 20.5                       |
| Q4 2018   | 21.2                       |
| Q1 2019   | 22.9                       |
| Q2 2019   | 23.2                       |
| Q3 2019   | 20.6                       |
| Q4 2019   | 20.2                       |
| Q1 2020   | 19.3                       |



## Access via MIAMI Gateway MiamiRealtors.com

Reports
Property
Seller's
Property Flyer
Mini Property
Valuation Workbook
Market Activity
Neighborhood
School



### **RPR Reports**





# Questions?



### **Important Links**

Florida Realtors Research & SunStats <a href="https://www.floridarealtors.org/tools-research">https://www.floridarealtors.org/tools-research</a>

**SFMarketIntel** 

Old Website <a href="https://archive.miamirealtors.com/">https://archive.miamirealtors.com/</a>



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### **Social Media** Stats/Followers



**38.9K** Followers

**31.4K** Likes

**3,624** Average post reach



18.8K Followers

**22.6K** Average Weekly Impressions



**14.1K** Followers

**11.3K** Average Weekly Impressions



**6,337** Followers

**14K** Average Weekly Post Impressions

385,902 monthly website page views
MiamiRealtors.com