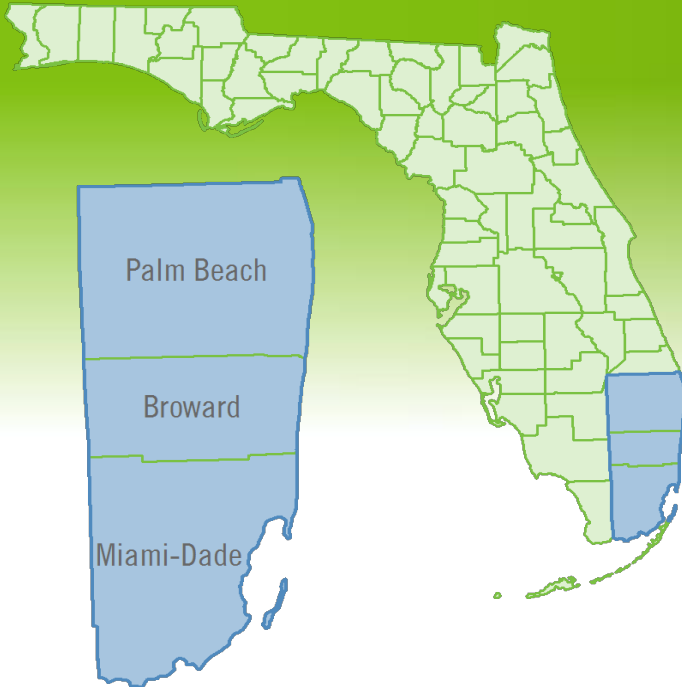


Quarterly Market Detail - Q3 2020

Single Family Homes

Miami-Fort Lauderdale-West Palm Beach MSA



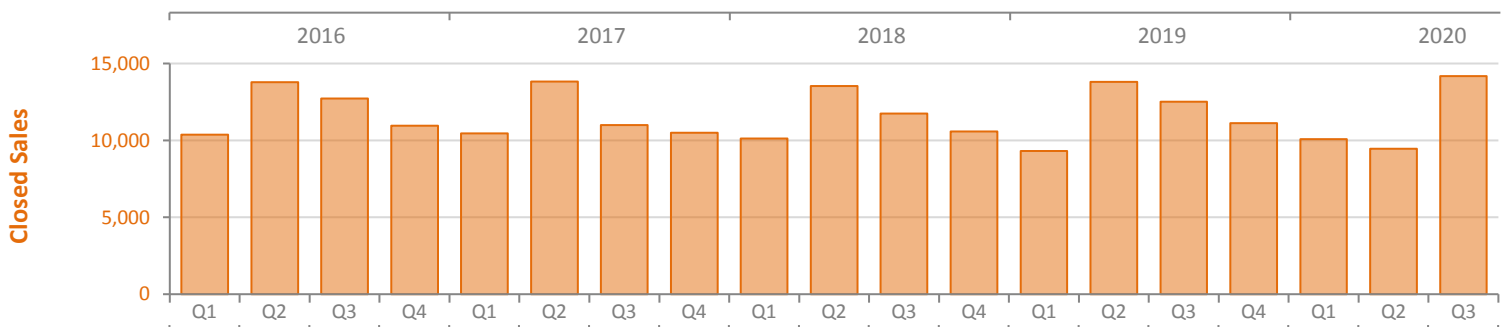
Summary Statistics	Q3 2020	Q3 2019	Percent Change Year-over-Year
Closed Sales	14,190	12,510	13.4%
Paid in Cash	2,959	2,773	6.7%
Median Sale Price	\$410,000	\$365,000	12.3%
Average Sale Price	\$646,153	\$525,774	22.9%
Dollar Volume	\$9.2 Billion	\$6.6 Billion	39.4%
Median Percent of Original List Price Received	96.5%	95.5%	1.0%
Median Time to Contract	35 Days	49 Days	-28.6%
Median Time to Sale	80 Days	93 Days	-14.0%
New Pending Sales	16,495	13,079	26.1%
New Listings	16,114	15,197	6.0%
Pending Inventory	9,433	7,305	29.1%
Inventory (Active Listings)	11,414	17,918	-36.3%
Months Supply of Inventory	3.1	4.7	-34.0%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	33,724	-5.3%
Q3 2020	14,190	13.4%
Q2 2020	9,460	-31.4%
Q1 2020	10,074	8.3%
Q4 2019	11,114	5.1%
Q3 2019	12,510	6.6%
Q2 2019	13,796	1.9%
Q1 2019	9,302	-8.2%
Q4 2018	10,577	0.7%
Q3 2018	11,738	6.7%
Q2 2018	13,544	-2.0%
Q1 2018	10,131	-3.2%
Q4 2017	10,503	-4.2%
Q3 2017	11,001	-13.5%

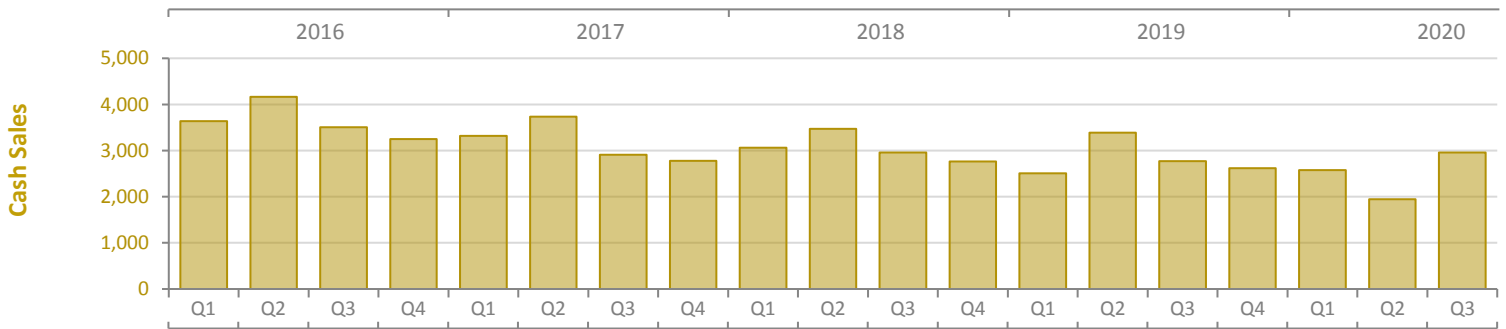


Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	7,482	-13.7%
Q3 2020	2,959	6.7%
Q2 2020	1,944	-42.7%
Q1 2020	2,579	2.9%
Q4 2019	2,618	-5.3%
Q3 2019	2,773	-6.2%
Q2 2019	3,390	-2.3%
Q1 2019	2,506	-18.2%
Q4 2018	2,764	-0.5%
Q3 2018	2,956	1.6%
Q2 2018	3,469	-7.1%
Q1 2018	3,063	-7.7%
Q4 2017	2,777	-14.5%
Q3 2017	2,910	-17.0%

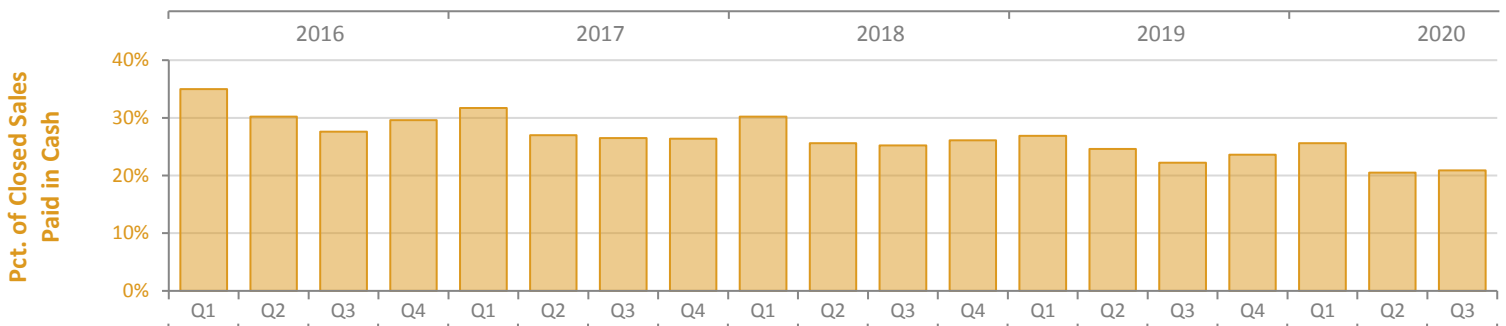


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	22.2%	-8.6%
Q3 2020	20.9%	-5.9%
Q2 2020	20.5%	-16.7%
Q1 2020	25.6%	-4.8%
Q4 2019	23.6%	-9.6%
Q3 2019	22.2%	-11.9%
Q2 2019	24.6%	-3.9%
Q1 2019	26.9%	-10.9%
Q4 2018	26.1%	-1.1%
Q3 2018	25.2%	-4.9%
Q2 2018	25.6%	-5.2%
Q1 2018	30.2%	-4.7%
Q4 2017	26.4%	-10.8%
Q3 2017	26.5%	-4.0%

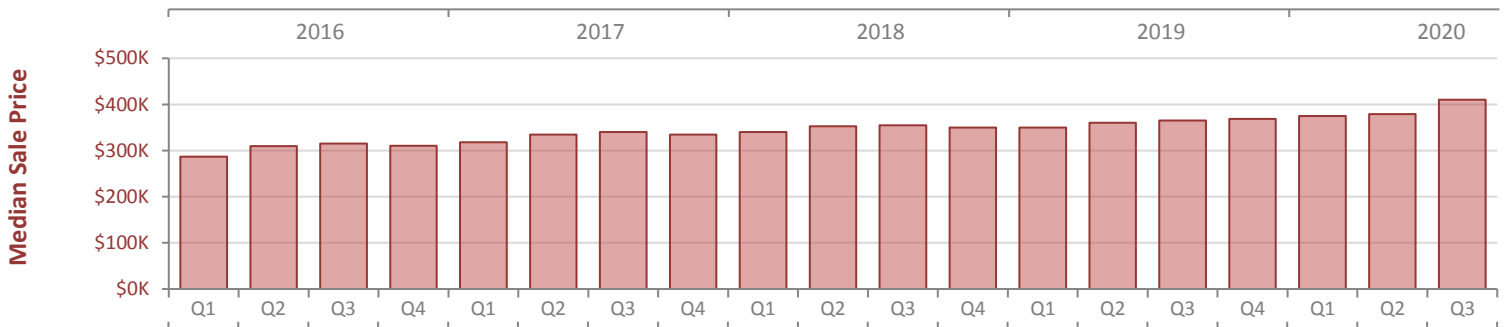


Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$387,000	7.5%
Q3 2020	\$410,000	12.3%
Q2 2020	\$379,000	5.3%
Q1 2020	\$375,000	7.1%
Q4 2019	\$368,500	5.3%
Q3 2019	\$365,000	2.8%
Q2 2019	\$360,000	2.0%
Q1 2019	\$350,000	2.9%
Q4 2018	\$350,000	4.5%
Q3 2018	\$355,000	4.4%
Q2 2018	\$353,000	5.4%
Q1 2018	\$340,000	6.9%
Q4 2017	\$335,000	7.9%
Q3 2017	\$340,000	7.9%

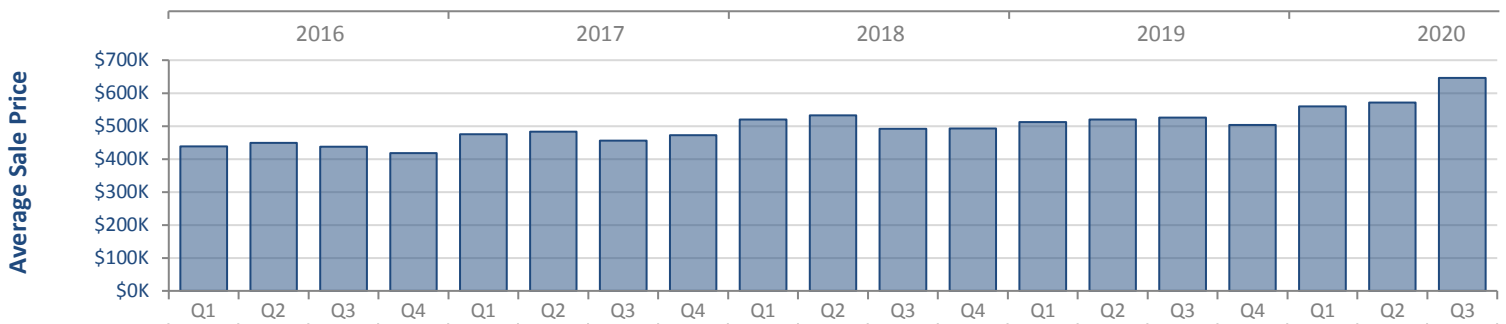


Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$599,340	15.3%
Q3 2020	\$646,153	22.9%
Q2 2020	\$571,677	10.0%
Q1 2020	\$559,376	9.2%
Q4 2019	\$503,221	2.1%
Q3 2019	\$525,774	6.9%
Q2 2019	\$519,596	-2.5%
Q1 2019	\$512,386	-1.4%
Q4 2018	\$493,112	4.4%
Q3 2018	\$491,773	7.9%
Q2 2018	\$532,701	10.2%
Q1 2018	\$519,910	9.5%
Q4 2017	\$472,402	12.9%
Q3 2017	\$455,657	4.2%

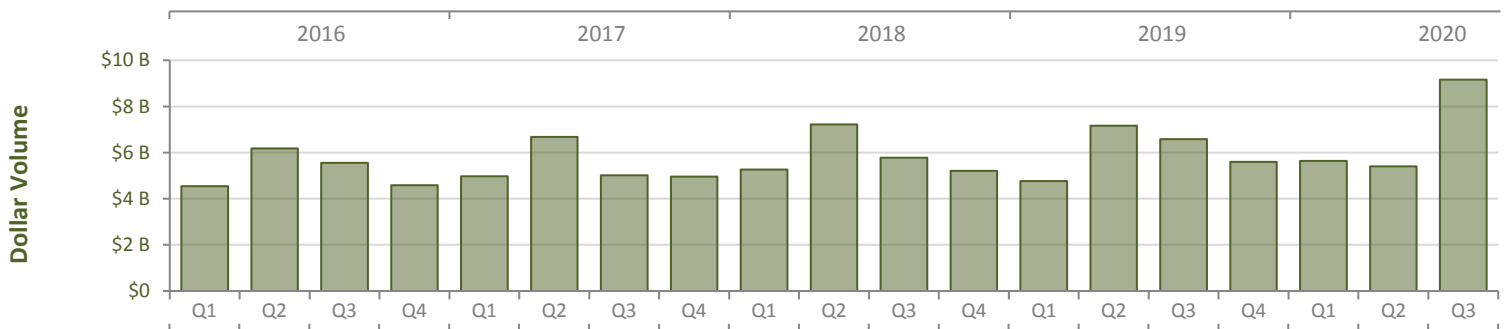


Dollar Volume

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

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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$20.2 Billion	9.2%
Q3 2020	\$9.2 Billion	39.4%
Q2 2020	\$5.4 Billion	-24.6%
Q1 2020	\$5.6 Billion	18.2%
Q4 2019	\$5.6 Billion	7.2%
Q3 2019	\$6.6 Billion	13.9%
Q2 2019	\$7.2 Billion	-0.6%
Q1 2019	\$4.8 Billion	-9.5%
Q4 2018	\$5.2 Billion	5.1%
Q3 2018	\$5.8 Billion	15.2%
Q2 2018	\$7.2 Billion	8.0%
Q1 2018	\$5.3 Billion	6.0%
Q4 2017	\$5.0 Billion	8.2%
Q3 2017	\$5.0 Billion	-9.9%

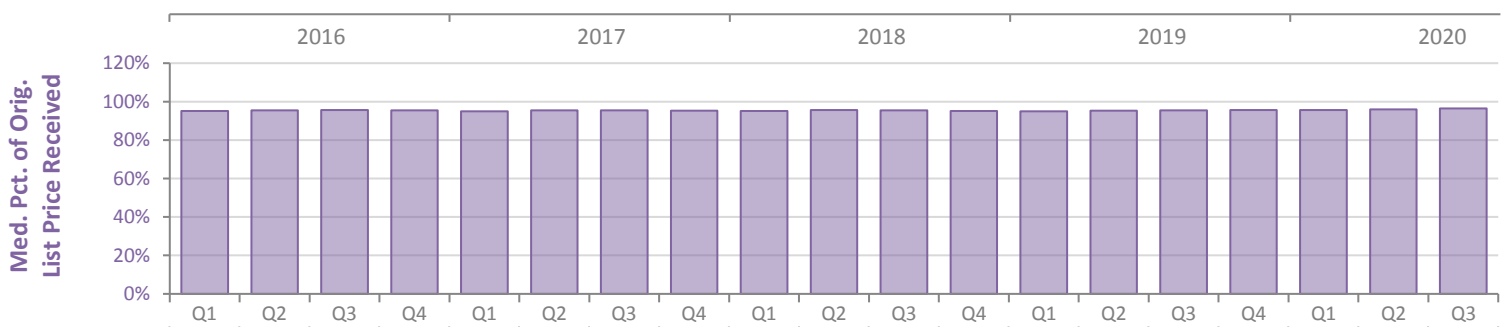


Median Percent of Original List Price Received

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

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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.1%	0.8%
Q3 2020	96.5%	1.0%
Q2 2020	95.9%	0.6%
Q1 2020	95.6%	0.7%
Q4 2019	95.6%	0.4%
Q3 2019	95.5%	0.0%
Q2 2019	95.3%	-0.3%
Q1 2019	94.9%	-0.3%
Q4 2018	95.2%	-0.1%
Q3 2018	95.5%	0.0%
Q2 2018	95.6%	0.2%
Q1 2018	95.2%	0.2%
Q4 2017	95.3%	-0.1%
Q3 2017	95.5%	-0.2%

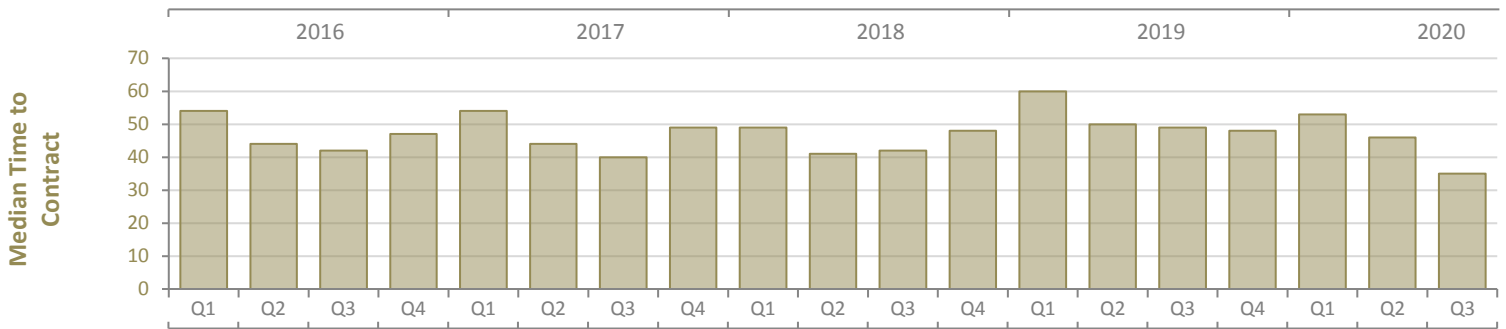


Median Time to Contract

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

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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	43 Days	-18.9%
Q3 2020	35 Days	-28.6%
Q2 2020	46 Days	-8.0%
Q1 2020	53 Days	-11.7%
Q4 2019	48 Days	0.0%
Q3 2019	49 Days	16.7%
Q2 2019	50 Days	22.0%
Q1 2019	60 Days	22.4%
Q4 2018	48 Days	-2.0%
Q3 2018	42 Days	5.0%
Q2 2018	41 Days	-6.8%
Q1 2018	49 Days	-9.3%
Q4 2017	49 Days	4.3%
Q3 2017	40 Days	-4.8%

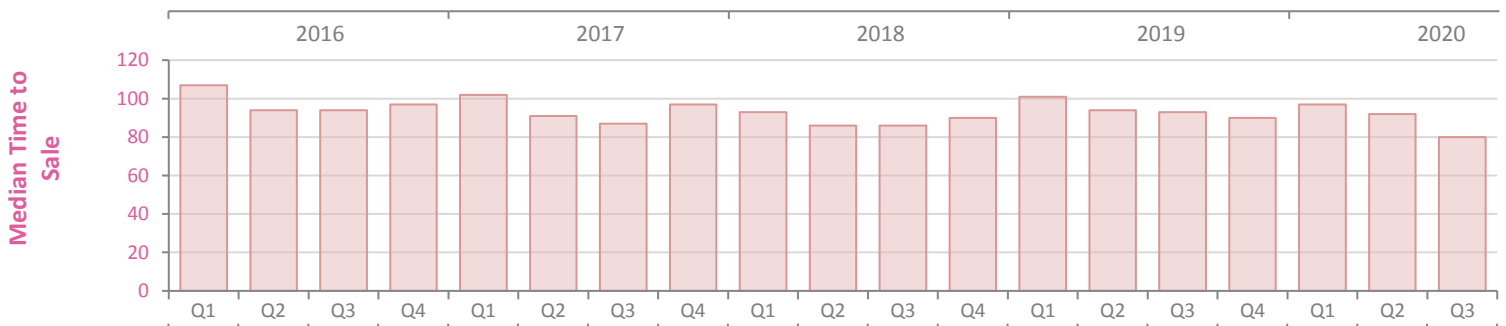


Median Time to Sale

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

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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	88 Days	-8.3%
Q3 2020	80 Days	-14.0%
Q2 2020	92 Days	-2.1%
Q1 2020	97 Days	-4.0%
Q4 2019	90 Days	0.0%
Q3 2019	93 Days	8.1%
Q2 2019	94 Days	9.3%
Q1 2019	101 Days	8.6%
Q4 2018	90 Days	-7.2%
Q3 2018	86 Days	-1.1%
Q2 2018	86 Days	-5.5%
Q1 2018	93 Days	-8.8%
Q4 2017	97 Days	0.0%
Q3 2017	87 Days	-7.4%

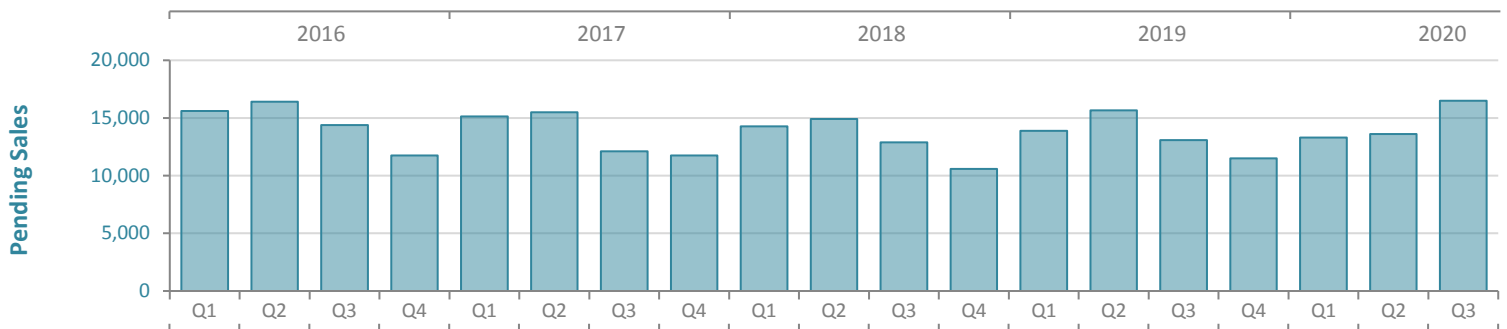


New Pending Sales

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

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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	43,403	1.8%
Q3 2020	16,495	26.1%
Q2 2020	13,608	-13.1%
Q1 2020	13,300	-4.2%
Q4 2019	11,498	8.7%
Q3 2019	13,079	1.5%
Q2 2019	15,661	5.1%
Q1 2019	13,876	-2.8%
Q4 2018	10,574	-9.9%
Q3 2018	12,885	6.4%
Q2 2018	14,901	-3.9%
Q1 2018	14,281	-5.6%
Q4 2017	11,740	-0.2%
Q3 2017	12,106	-15.8%



New Listings

The number of properties put onto the market during the quarter

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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	46,482	-9.0%
Q3 2020	16,114	6.0%
Q2 2020	13,996	-19.5%
Q1 2020	16,372	-11.4%
Q4 2019	14,200	-6.6%
Q3 2019	15,197	-9.3%
Q2 2019	17,376	-4.6%
Q1 2019	18,485	-0.5%
Q4 2018	15,199	4.1%
Q3 2018	16,755	14.0%
Q2 2018	18,220	2.3%
Q1 2018	18,571	1.1%
Q4 2017	14,607	3.8%
Q3 2017	14,693	-12.6%

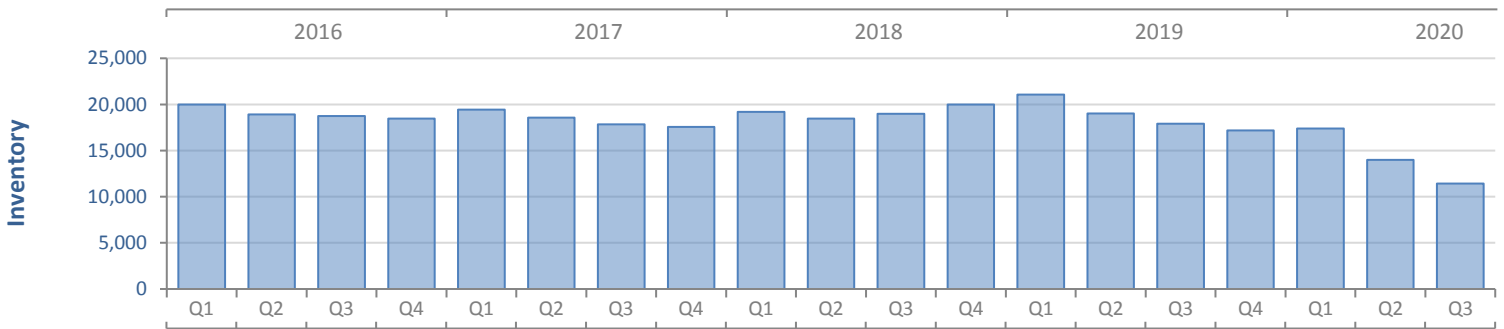


Inventory (Active Listings)

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

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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	15,120	-23.5%
Q3 2020	11,414	-36.3%
Q2 2020	14,003	-26.4%
Q1 2020	17,405	-17.4%
Q4 2019	17,176	-14.1%
Q3 2019	17,918	-5.6%
Q2 2019	19,028	3.0%
Q1 2019	21,074	9.8%
Q4 2018	19,986	13.8%
Q3 2018	18,981	6.3%
Q2 2018	18,481	-0.5%
Q1 2018	19,185	-1.2%
Q4 2017	17,558	-4.9%
Q3 2017	17,852	-4.8%

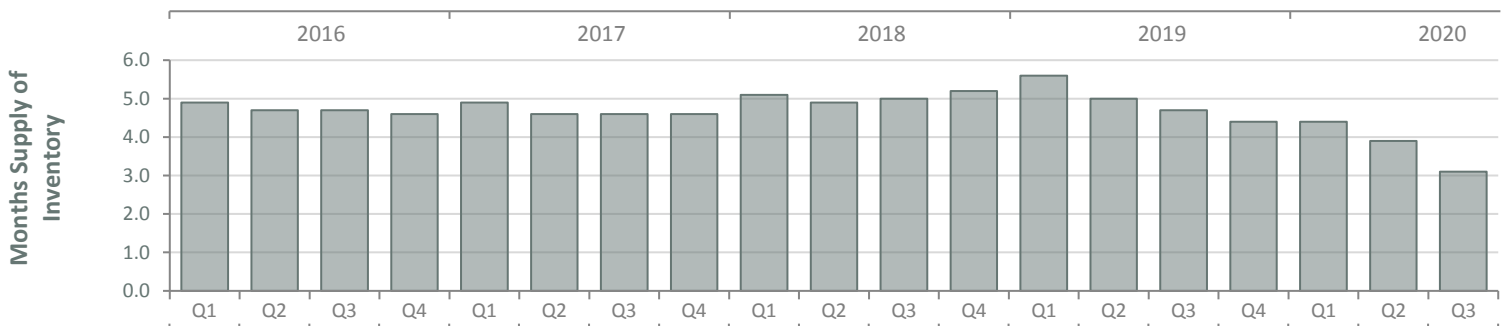


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.0	-23.1%
Q3 2020	3.1	-34.0%
Q2 2020	3.9	-22.0%
Q1 2020	4.4	-21.4%
Q4 2019	4.4	-15.4%
Q3 2019	4.7	-6.0%
Q2 2019	5.0	2.0%
Q1 2019	5.6	9.8%
Q4 2018	5.2	13.0%
Q3 2018	5.0	8.7%
Q2 2018	4.9	6.5%
Q1 2018	5.1	4.1%
Q4 2017	4.6	0.0%
Q3 2017	4.6	-2.1%

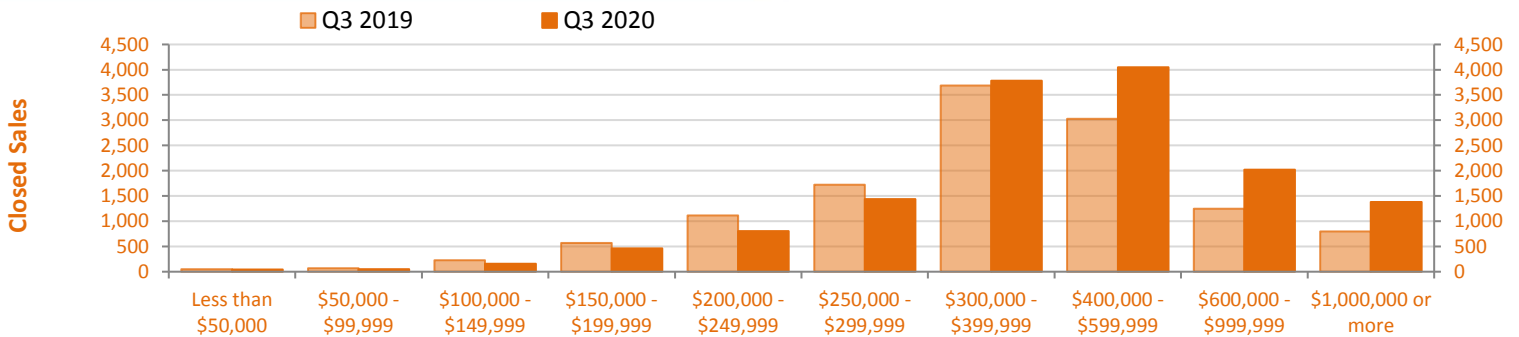


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	44	-6.4%
\$50,000 - \$99,999	50	-27.5%
\$100,000 - \$149,999	158	-29.5%
\$150,000 - \$199,999	461	-19.3%
\$200,000 - \$249,999	806	-27.8%
\$250,000 - \$299,999	1,438	-16.4%
\$300,000 - \$399,999	3,779	2.5%
\$400,000 - \$599,999	4,050	33.9%
\$600,000 - \$999,999	2,021	61.7%
\$1,000,000 or more	1,383	72.9%

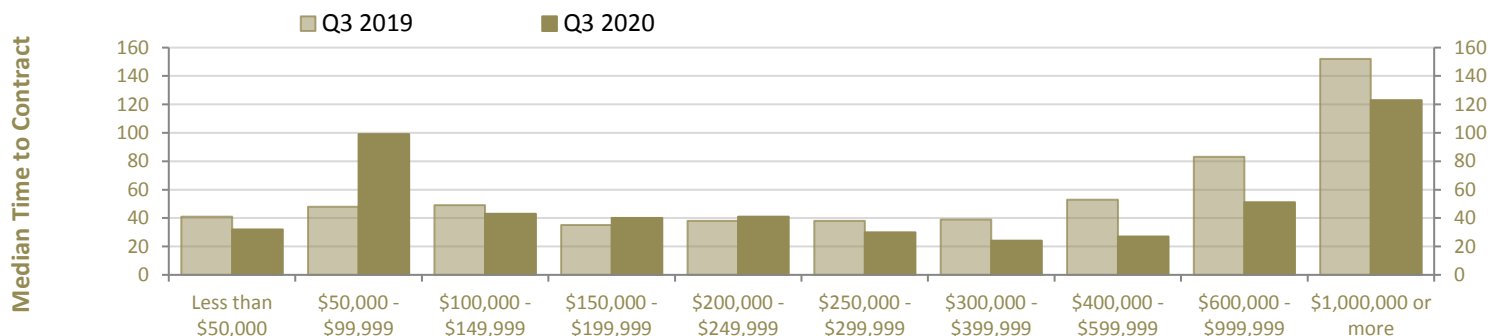


Median Time to Contract by Sale Price

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

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 quarter. 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	32 Days	-22.0%
\$50,000 - \$99,999	99 Days	106.3%
\$100,000 - \$149,999	43 Days	-12.2%
\$150,000 - \$199,999	40 Days	14.3%
\$200,000 - \$249,999	41 Days	7.9%
\$250,000 - \$299,999	30 Days	-21.1%
\$300,000 - \$399,999	24 Days	-38.5%
\$400,000 - \$599,999	27 Days	-49.1%
\$600,000 - \$999,999	51 Days	-38.6%
\$1,000,000 or more	123 Days	-19.1%

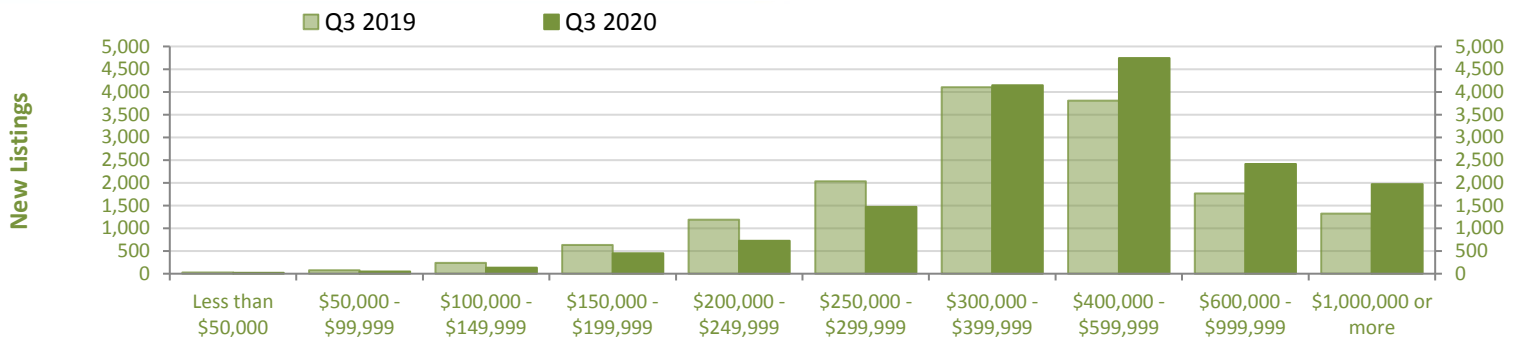


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	17	-39.3%
\$50,000 - \$99,999	46	-41.8%
\$100,000 - \$149,999	136	-42.1%
\$150,000 - \$199,999	447	-29.6%
\$200,000 - \$249,999	726	-39.1%
\$250,000 - \$299,999	1,469	-27.7%
\$300,000 - \$399,999	4,147	1.0%
\$400,000 - \$599,999	4,741	24.6%
\$600,000 - \$999,999	2,417	36.9%
\$1,000,000 or more	1,968	49.0%

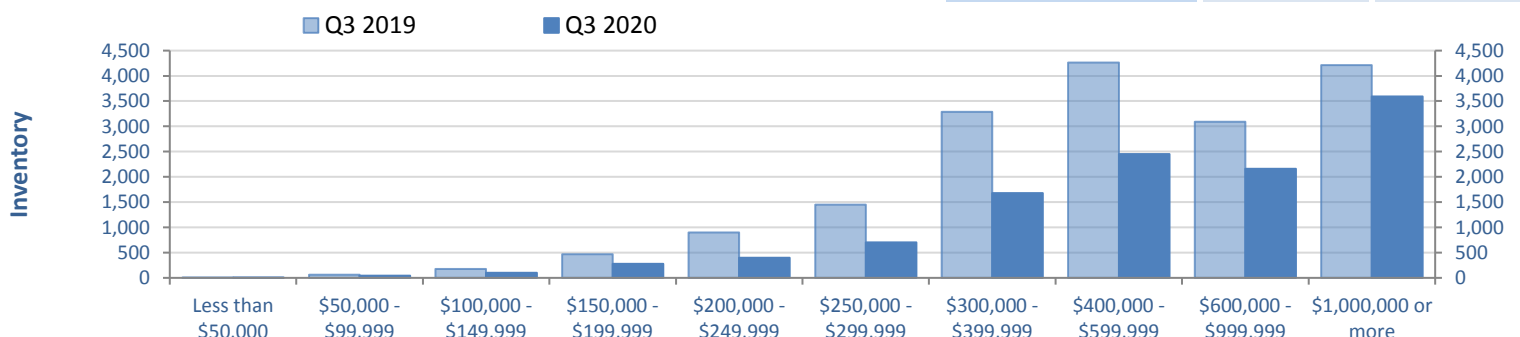


Inventory by Current Listing Price

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

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 quarter, and hold this number to compare with the same quarter 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.

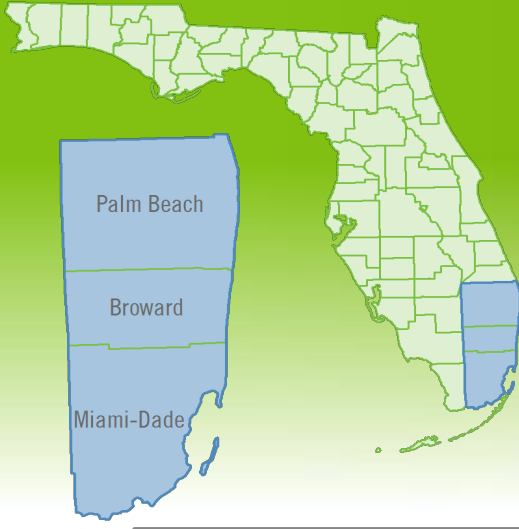
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-40.0%
\$50,000 - \$99,999	41	-36.9%
\$100,000 - \$149,999	102	-42.4%
\$150,000 - \$199,999	278	-41.0%
\$200,000 - \$249,999	400	-55.4%
\$250,000 - \$299,999	703	-51.5%
\$300,000 - \$399,999	1,681	-48.9%
\$400,000 - \$599,999	2,454	-42.4%
\$600,000 - \$999,999	2,160	-30.1%
\$1,000,000 or more	3,592	-14.7%



Quarterly Distressed Market - Q3 2020

Single Family Homes

Miami-Fort Lauderdale-West Palm Beach MSA



		Q3 2020	Q3 2019	Percent Change Year-over-Year
Traditional	Closed Sales	13,788	11,974	15.1%
	Median Sale Price	\$415,000	\$369,000	12.5%
Foreclosure/REO	Closed Sales	295	378	-22.0%
	Median Sale Price	\$316,000	\$273,000	15.8%
Short Sale	Closed Sales	107	158	-32.3%
	Median Sale Price	\$316,750	\$283,500	11.7%

