



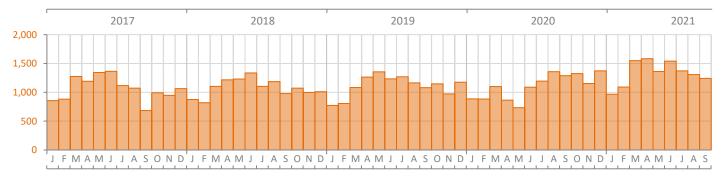
Summary Statistics	September 2021	September 2020	Percent Change Year-over-Year
Closed Sales	1,241	1,288	-3.6%
Paid in Cash	309	199	55.3%
Median Sale Price	\$485,000	\$435,000	11.5%
Average Sale Price	\$958,092	\$757,638	26.5%
Dollar Volume	\$1.2 Billion	\$975.8 Million	21.8%
Median Percent of Original List Price Received	98.6%	96.7%	2.0%
Median Time to Contract	18 Days	32 Days	-43.8%
Median Time to Sale	66 Days	84 Days	-21.4%
New Pending Sales	1,399	1,570	-10.9%
New Listings	1,601	1,632	-1.9%
Pending Inventory	2,502	3,163	-20.9%
Inventory (Active Listings)	2,957	4,039	-26.8%
Months Supply of Inventory	2.2	3.8	-42.1%

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	12,020	27.9%
September 2021	1,241	-3.6%
August 2021	1,309	-3.5%
July 2021	1,373	15.0%
June 2021	1,542	41.6%
May 2021	1,360	85.3%
April 2021	1,584	83.1%
March 2021	1,550	40.9%
February 2021	1,093	23.6%
January 2021	968	9.1%
December 2020	1,372	16.9%
November 2020	1,154	18.7%
October 2020	1,326	15.7%
September 2020	1,288	19.3%



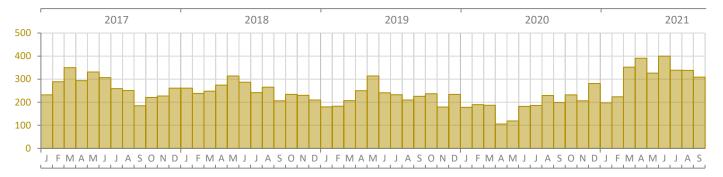


Cash Sales

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	2,876	82.5%
September 2021	309	55.3%
August 2021	338	47.6%
July 2021	339	82.3%
June 2021	400	119.8%
May 2021	326	173.9%
April 2021	391	268.9%
March 2021	352	88.2%
February 2021	224	17.9%
January 2021	197	10.7%
December 2020	281	20.1%
November 2020	206	15.1%
October 2020	232	-2.1%
September 2020	199	-11.9%



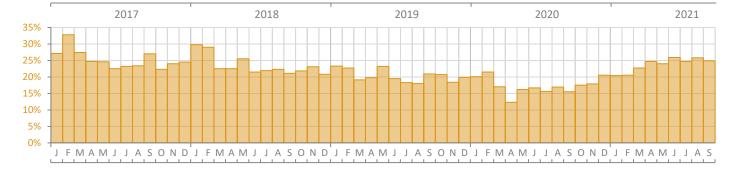
Cash Sales as a Percentage of Closed Sales

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	23.9%	42.3%
September 2021	24.9%	60.6%
August 2021	25.8%	52.7%
July 2021	24.7%	58.3%
June 2021	25.9%	55.1%
May 2021	24.0%	48.1%
April 2021	24.7%	100.8%
March 2021	22.7%	33.5%
February 2021	20.5%	-4.7%
January 2021	20.4%	1.5%
December 2020	20.5%	3.0%
November 2020	17.9%	-2.7%
October 2020	17.5%	-15.5%
September 2020	15.5%	-25.8%
September 2021 August 2021 July 2021 June 2021 May 2021 April 2021 March 2021 February 2021 January 2021 December 2020 November 2020 October 2020	24.9% 25.8% 24.7% 25.9% 24.0% 24.7% 20.5% 20.4% 20.5% 17.9% 17.5%	60.6% 52.7% 58.3% 55.1% 48.1% 100.8% 33.5% -4.7% 1.5% 3.0% -2.7% -15.5%







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	\$490,000	25.6%
September 2021	\$485,000	11.5%
August 2021	\$500,500	20.3%
July 2021	\$515,000	25.6%
June 2021	\$500,000	28.7%
May 2021	\$500,000	33.1%
April 2021	\$515,000	34.8%
March 2021	\$491,250	28.3%
February 2021	\$450,000	21.6%
January 2021	\$469,500	25.2%
December 2020	\$454,900	19.7%
November 2020	\$450,000	23.3%
October 2020	\$435,000	19.2%
September 2020	\$435,000	15.2%



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	\$1,005,129	58.8%
September 2021	\$958,092	26.5%
August 2021	\$1,079,256	42.4%
July 2021	\$985,746	45.2%
June 2021	\$942,484	55.9%
May 2021	\$1,043,932	91.4%
April 2021	\$1,112,985	89.3%
March 2021	\$1,026,562	76.1%
February 2021	\$933,279	81.1%
January 2021	\$908,281	70.8%
December 2020	\$952,769	58.9%
November 2020	\$808,173	49.2%
October 2020	\$745,297	51.7%
September 2020	\$757,638	30.0%







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.

Dollar Volume	Percent Change Year-over-Year
\$12.1 Billion	103.1%
\$1.2 Billion	21.8%
\$1.4 Billion	37.4%
\$1.4 Billion	67.0%
\$1.5 Billion	120.7%
\$1.4 Billion	254.7%
\$1.8 Billion	246.7%
\$1.6 Billion	148.2%
\$1.0 Billion	124.0%
\$879.2 Million	86.4%
\$1.3 Billion	85.7%
\$932.6 Million	77.1%
\$988.3 Million	75.5%
\$975.8 Million	55.0%
	\$12.1 Billion \$1.2 Billion \$1.4 Billion \$1.4 Billion \$1.5 Billion \$1.8 Billion \$1.8 Billion \$1.6 Billion \$1.0 Billion \$1.3 Billion \$1.3 Billion \$1.3 Billion \$1.3 Billion



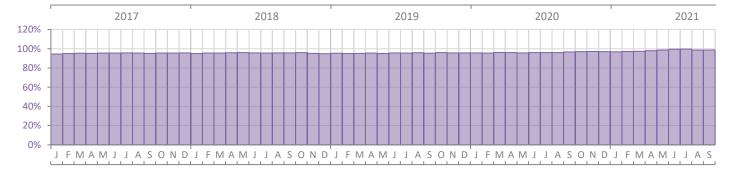
Median Percent of Original List Price Received

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	98.2%	2.4%
September 2021	98.6%	2.0%
August 2021	98.7%	2.8%
July 2021	99.6%	3.9%
June 2021	99.4%	3.6%
May 2021	98.7%	3.2%
April 2021	97.9%	2.0%
March 2021	97.3%	1.2%
February 2021	97.2%	1.9%
January 2021	96.8%	1.3%
December 2020	97.0%	1.5%
November 2020	97.1%	1.6%
October 2020	97.0%	1.1%
September 2020	96.7%	1.5%







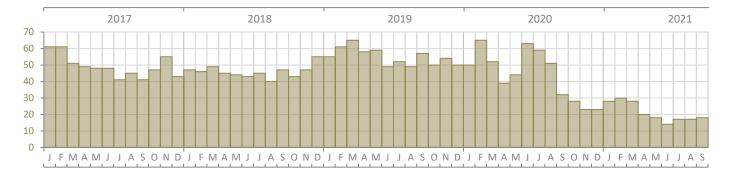
Median Time to Contract

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	21 Days	-59.6%
September 2021	18 Days	-43.8%
August 2021	17 Days	-66.7%
July 2021	17 Days	-71.2%
June 2021	14 Days	-77.8%
May 2021	18 Days	-59.1%
April 2021	20 Days	-48.7%
March 2021	28 Days	-46.2%
February 2021	30 Days	-53.8%
January 2021	28 Days	-44.0%
December 2020	23 Days	-54.0%
November 2020	23 Days	-57.4%
October 2020	28 Days	-44.0%
September 2020	32 Days	-43.9%





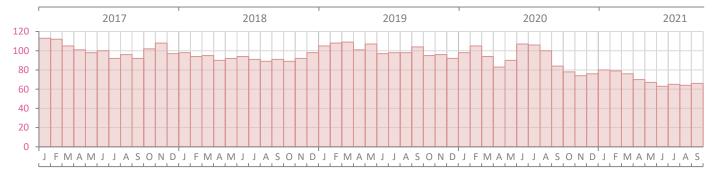
Median Time to Sale

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.

Median Time to Sale	Percent Change Year-over-Year
71 Days	-27.6%
66 Days	-21.4%
64 Days	-36.0%
65 Days	-38.7%
63 Days	-41.1%
67 Days	-25.6%
70 Days	-15.7%
76 Days	-19.1%
79 Days	-24.8%
80 Days	-18.4%
76 Days	-17.4%
74 Days	-22.9%
78 Days	-17.9%
84 Days	-19.2%
	71 Days 66 Days 64 Days 65 Days 63 Days 67 Days 70 Days 76 Days 79 Days 80 Days 76 Days 76 Days







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.

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	Month	New Pending Sales	Percent Change Year-over-Year
	Year-to-Date	14,181	10.3%
	September 2021	1,399	-10.9%
	August 2021	1,430	-10.2%
	July 2021	1,365	-19.3%
	June 2021	1,507	-17.2%
	May 2021	1,620	11.2%
	April 2021	1,639	103.9%
	March 2021	1,974	73.0%
	February 2021	1,688	16.6%
	January 2021	1,559	16.8%
	December 2020	1,229	22.2%
	November 2020	1,264	10.6%
	October 2020	1,484	12.3%
	September 2020	1,570	30.7%



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	15,386	10.9%
September 2021	1,601	-1.9%
August 2021	1,695	4.5%
July 2021	1,666	11.3%
June 2021	1,798	22.6%
May 2021	1,826	17.1%
April 2021	1,773	61.6%
March 2021	1,892	22.5%
February 2021	1,594	-4.8%
January 2021	1,541	-13.7%
December 2020	1,311	10.4%
November 2020	1,393	-3.1%
October 2020	1,593	-13.2%
September 2020	1,632	0.8%



ending Sale



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)	2,959	-44.5%
September 2021	2,957	-26.8%
August 2021	3,025	-27.4%
July 2021	2,957	-32.9%
June 2021	2,853	-42.1%
May 2021	2,784	-50.9%
April 2021	2,744	-54.8%
March 2021	2,784	-55.2%
February 2021	3,128	-49.9%
January 2021	3,401	-45.8%
December 2020	3,659	-40.9%
November 2020	3,889	-40.4%
October 2020	3,941	-39.8%
September 2020	4,039	-37.3%



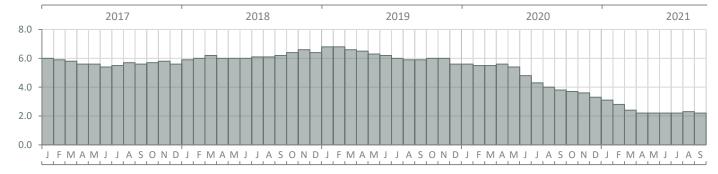
Months Supply of Inventory

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)	2.4	-51.0%
September 2021	2.2	-42.1%
August 2021	2.3	-42.5%
July 2021	2.2	-48.8%
June 2021	2.2	-54.2%
May 2021	2.2	-59.3%
April 2021	2.2	-60.7%
March 2021	2.4	-56.4%
February 2021	2.8	-49.1%
January 2021	3.1	-44.6%
December 2020	3.3	-41.1%
November 2020	3.6	-40.0%
October 2020	3.7	-38.3%
September 2020	3.8	-35.6%





Median Time to Contract

Monthly Market Detail - September 2021 Single-Family Homes Miami-Dade County

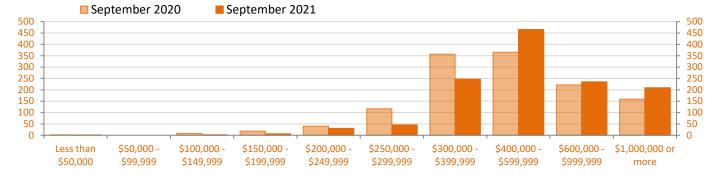


Closed Sales by Sale Price

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
l	Less than \$50,000	1	-50.0%
l	\$50,000 - \$99,999	0	N/A
	\$100,000 - \$149,999	2	-75.0%
	\$150,000 - \$199,999	6	-66.7%
	\$200,000 - \$249,999	30	-25.0%
	\$250,000 - \$299,999	46	-60.7%
	\$300,000 - \$399,999	247	-30.8%
	\$400,000 - \$599,999	465	27.4%
	\$600,000 - \$999,999	235	5.9%
	\$1,000,000 or more	209	31.4%

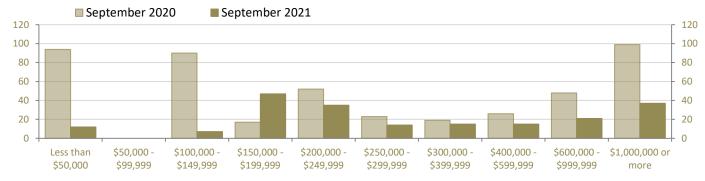


Median Time to Contract by Sale Price

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	-87.2%
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	7 Days	-92.2%
\$150,000 - \$199,999	47 Days	176.5%
\$200,000 - \$249,999	35 Days	-32.7%
\$250,000 - \$299,999	14 Days	-39.1%
\$300,000 - \$399,999	15 Days	-21.1%
\$400,000 - \$599,999	15 Days	-42.3%
\$600,000 - \$999,999	21 Days	-56.3%
\$1,000,000 or more	37 Days	-62.6%





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	2	-33.3%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	3	-57.1%
\$150,000 - \$199,999	9	-50.0%
\$200,000 - \$249,999	26	-50.0%
\$250,000 - \$299,999	44	-61.7%
\$300,000 - \$399,999	302	-29.6%
\$400,000 - \$599,999	599	34.0%
\$600,000 - \$999,999	329	17.5%
\$1,000,000 or more	287	2.1%



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	0	-100.0%	
\$50,000 - \$99,999	0	N/A	
\$100,000 - \$149,999	3	-62.5%	
\$150,000 - \$199,999	10	-67.7%	
\$200,000 - \$249,999	27	-66.7%	
\$250,000 - \$299,999	83	-54.4%	
\$300,000 - \$399,999	337	-37.2%	
\$400,000 - \$599,999	843	-3.2%	
\$600,000 - \$999,999	701	-14.2%	
\$1,000,000 or more	953	-36.9%	



Monthly Distressed Market - September 2021 Single-Family Homes Miami-Dade County





		September 2021	September 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,211	1,245	-2.7%
	Median Sale Price	\$490,000	\$439,000	11.6%
Foreclosure/REO	Closed Sales	15	25	-40.0%
	Median Sale Price	\$420,000	\$351,500	19.5%
Short Sale	Closed Sales	15	18	-16.7%
	Median Sale Price	\$295,000	\$312,500	-5.6%

