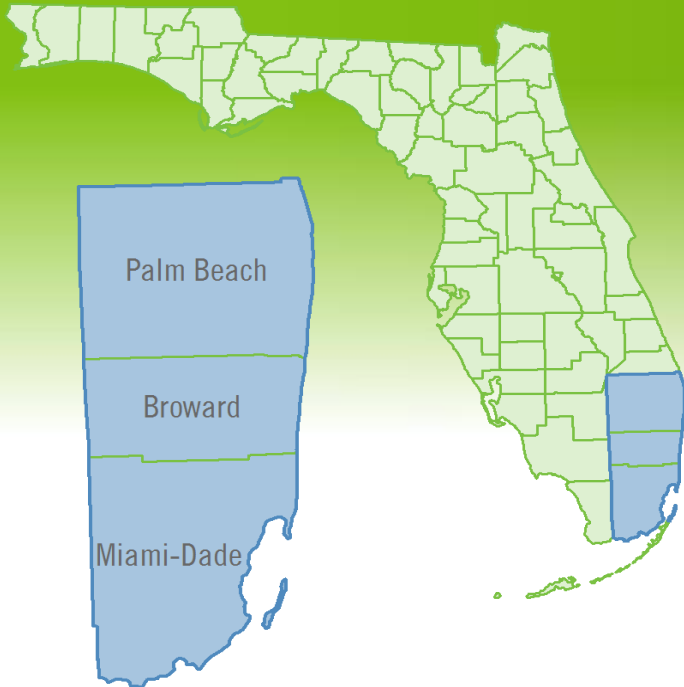


Quarterly Market Detail - Q3 2021

Single-Family Homes

Miami-Fort Lauderdale-West Palm Beach MSA



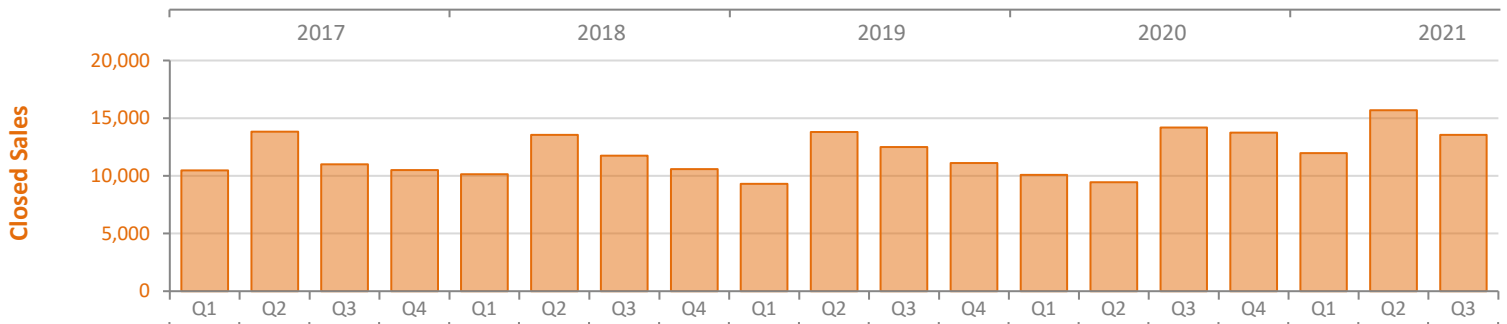
Summary Statistics	Q3 2021	Q3 2020	Percent Change Year-over-Year
Closed Sales	13,565	14,190	-4.4%
Paid in Cash	4,015	2,959	35.7%
Median Sale Price	\$490,000	\$410,000	19.5%
Average Sale Price	\$819,638	\$646,153	26.8%
Dollar Volume	\$11.1 Billion	\$9.2 Billion	21.3%
Median Percent of Original List Price Received	100.0%	96.5%	3.6%
Median Time to Contract	14 Days	35 Days	-60.0%
Median Time to Sale	59 Days	80 Days	-26.3%
New Pending Sales	14,022	16,495	-15.0%
New Listings	15,790	16,114	-2.0%
Pending Inventory	7,652	9,433	-18.9%
Inventory (Active Listings)	7,650	11,414	-33.0%
Months Supply of Inventory	1.7	3.1	-45.2%

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	41,232	22.3%
Q3 2021	13,565	-4.4%
Q2 2021	15,701	66.0%
Q1 2021	11,966	18.8%
Q4 2020	13,735	23.6%
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%

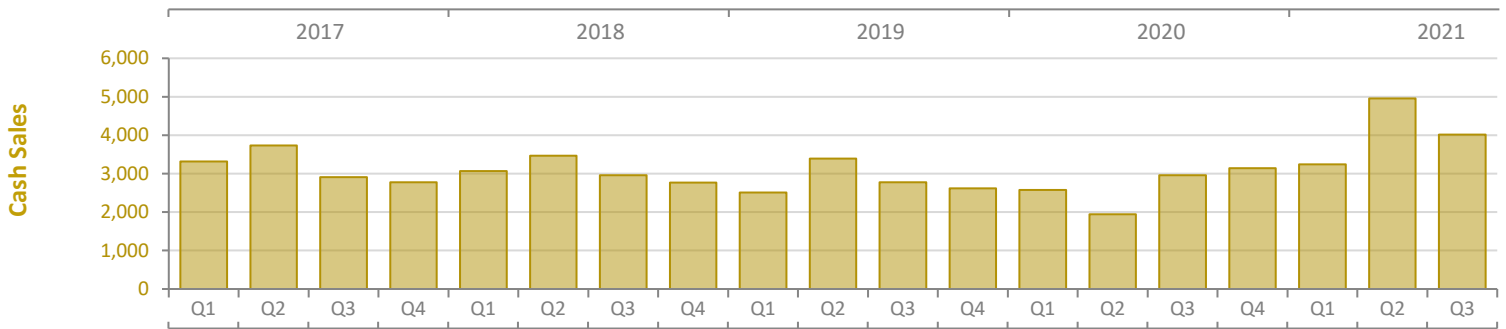


Cash Sales

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	12,219	63.3%
Q3 2021	4,015	35.7%
Q2 2021	4,958	155.0%
Q1 2021	3,246	25.9%
Q4 2020	3,146	20.2%
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%

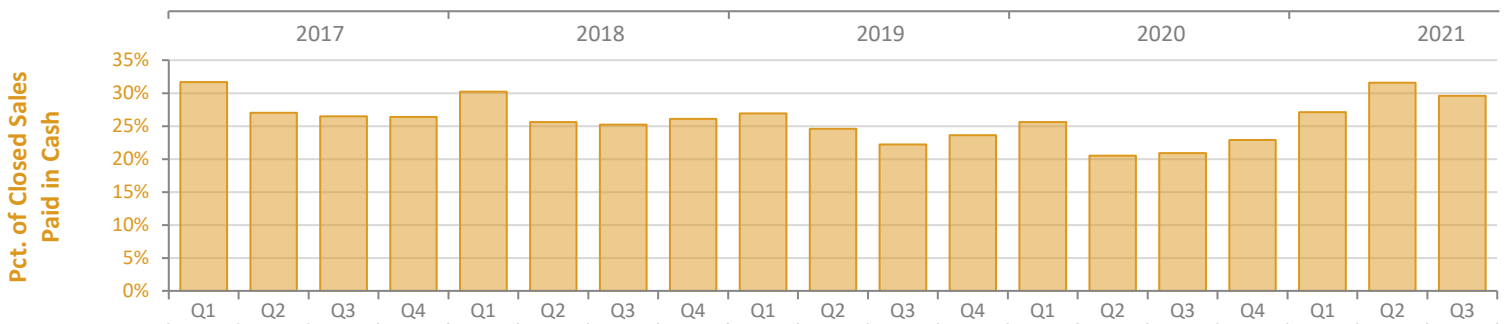


Cash Sales as a Percentage of Closed Sales

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	29.6%	33.3%
Q3 2021	29.6%	41.6%
Q2 2021	31.6%	54.1%
Q1 2021	27.1%	5.9%
Q4 2020	22.9%	-3.0%
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%

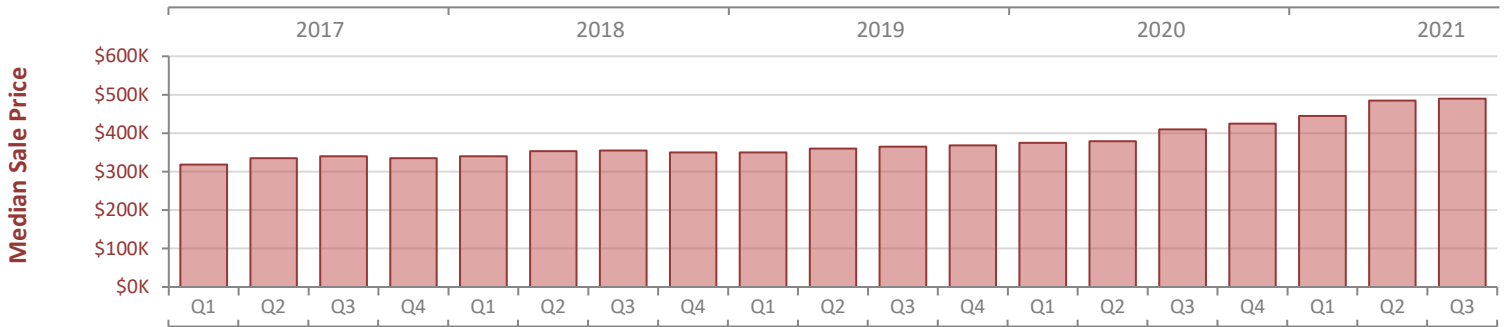


Median Sale Price

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	\$475,000	22.7%
Q3 2021	\$490,000	19.5%
Q2 2021	\$485,000	28.0%
Q1 2021	\$445,000	18.7%
Q4 2020	\$425,000	15.3%
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%

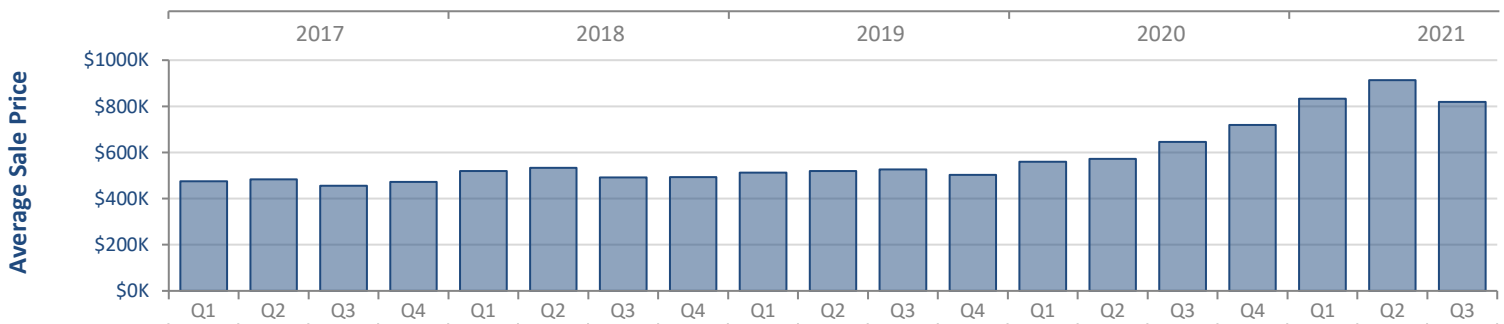


Average Sale Price

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	\$859,278	43.4%
Q3 2021	\$819,638	26.8%
Q2 2021	\$913,563	59.8%
Q1 2021	\$832,986	48.9%
Q4 2020	\$719,594	43.0%
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%



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	\$35.4 Billion	75.3%
Q3 2021	\$11.1 Billion	21.3%
Q2 2021	\$14.3 Billion	165.2%
Q1 2021	\$10.0 Billion	76.9%
Q4 2020	\$9.9 Billion	76.7%
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%

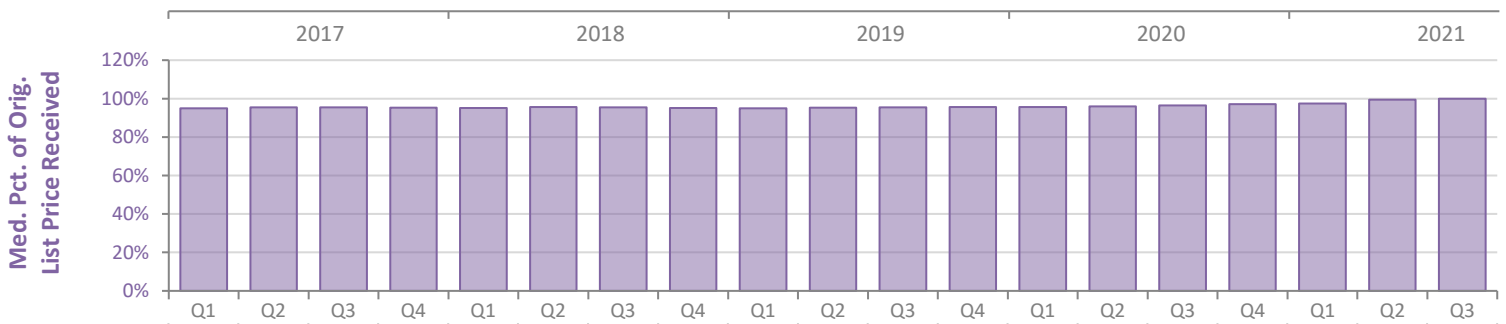


Median Percent of Original List Price Received

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	98.8%	2.8%
Q3 2021	100.0%	3.6%
Q2 2021	99.5%	3.8%
Q1 2021	97.5%	2.0%
Q4 2020	97.1%	1.6%
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%

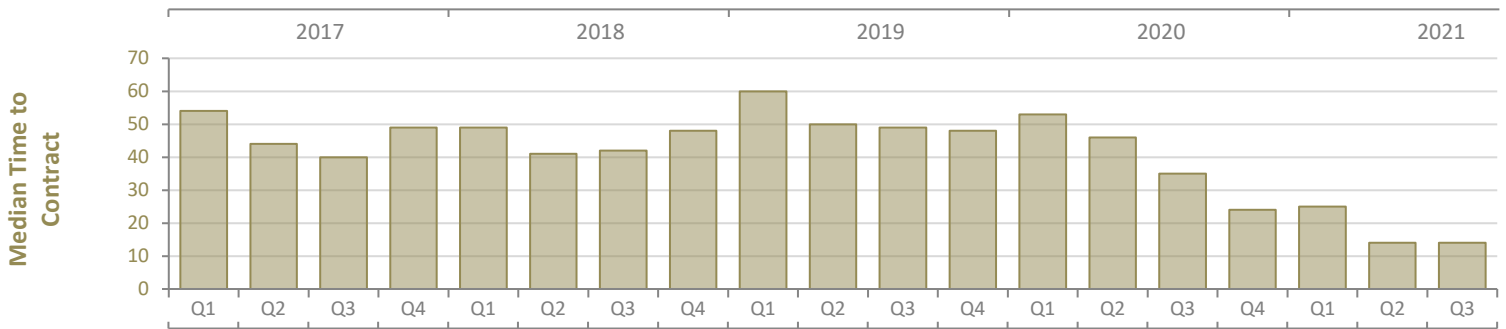


Median Time to Contract

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	16 Days	-62.8%
Q3 2021	14 Days	-60.0%
Q2 2021	14 Days	-69.6%
Q1 2021	25 Days	-52.8%
Q4 2020	24 Days	-50.0%
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%

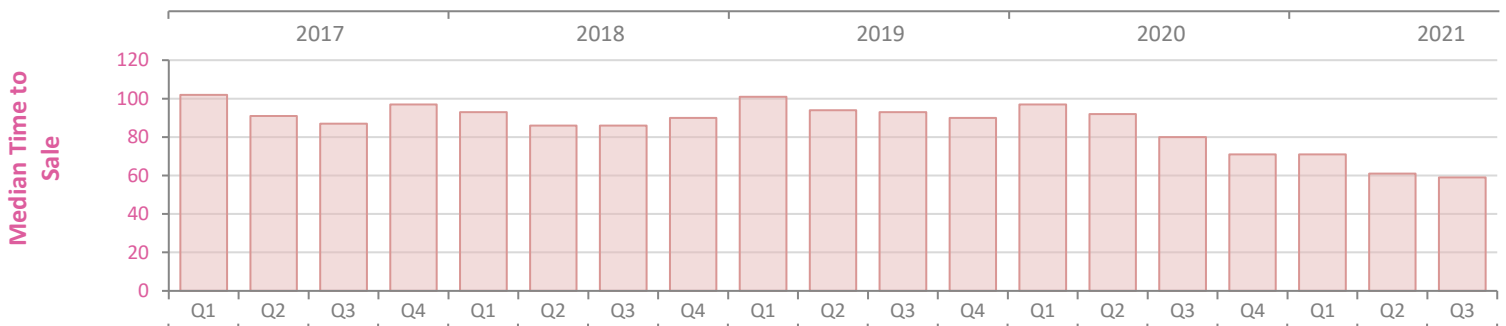


Median Time to Sale

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	63 Days	-28.4%
Q3 2021	59 Days	-26.3%
Q2 2021	61 Days	-33.7%
Q1 2021	71 Days	-26.8%
Q4 2020	71 Days	-21.1%
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%

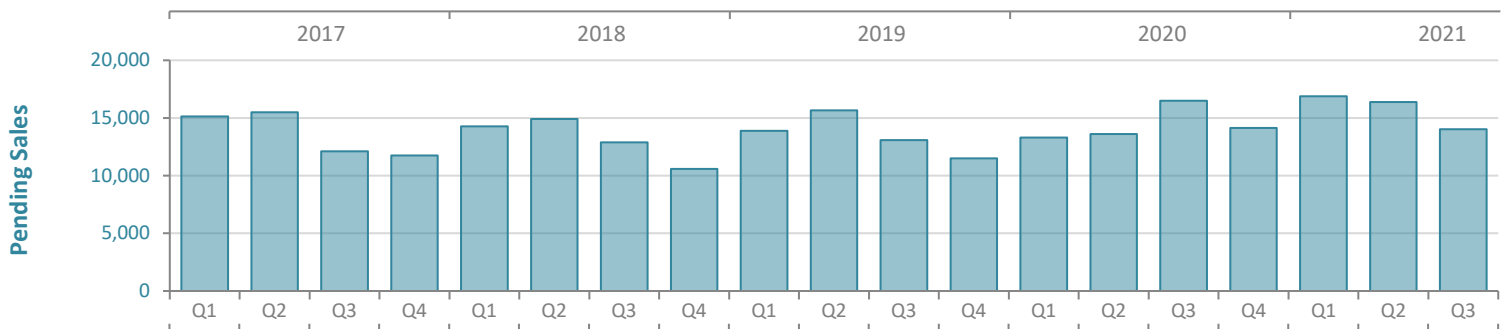


New Pending Sales

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	47,280	8.9%
Q3 2021	14,022	-15.0%
Q2 2021	16,375	20.3%
Q1 2021	16,883	26.9%
Q4 2020	14,130	22.9%
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%

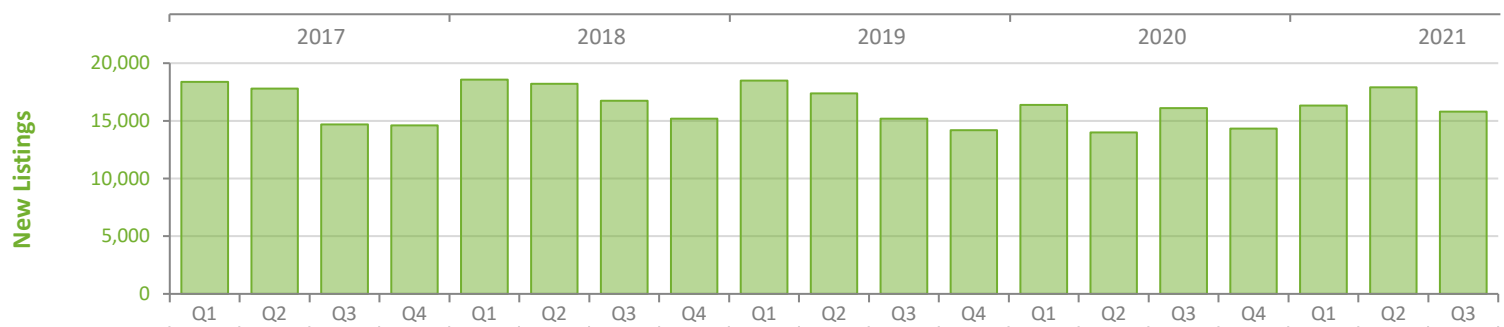


New Listings

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	50,018	7.6%
Q3 2021	15,790	-2.0%
Q2 2021	17,913	28.0%
Q1 2021	16,315	-0.3%
Q4 2020	14,334	0.9%
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%

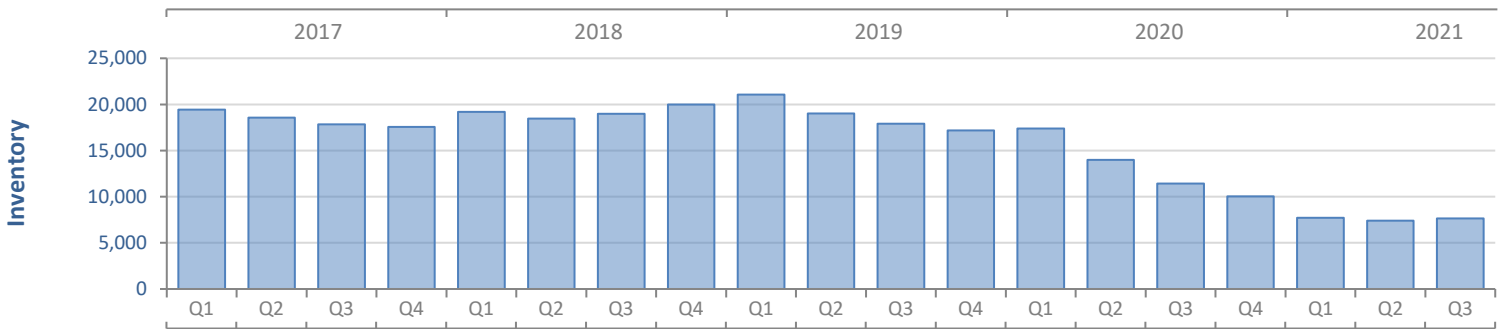


Inventory (Active Listings)

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)	7,816	-48.3%
Q3 2021	7,650	-33.0%
Q2 2021	7,397	-47.2%
Q1 2021	7,711	-55.7%
Q4 2020	10,052	-41.5%
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%

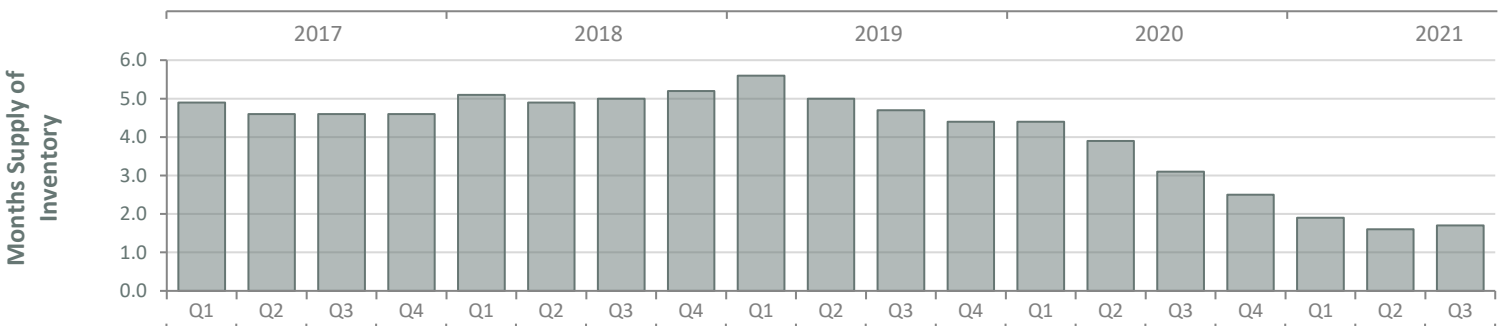


Months Supply of Inventory

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)	1.8	-55.0%
Q3 2021	1.7	-45.2%
Q2 2021	1.6	-59.0%
Q1 2021	1.9	-56.8%
Q4 2020	2.5	-43.2%
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%

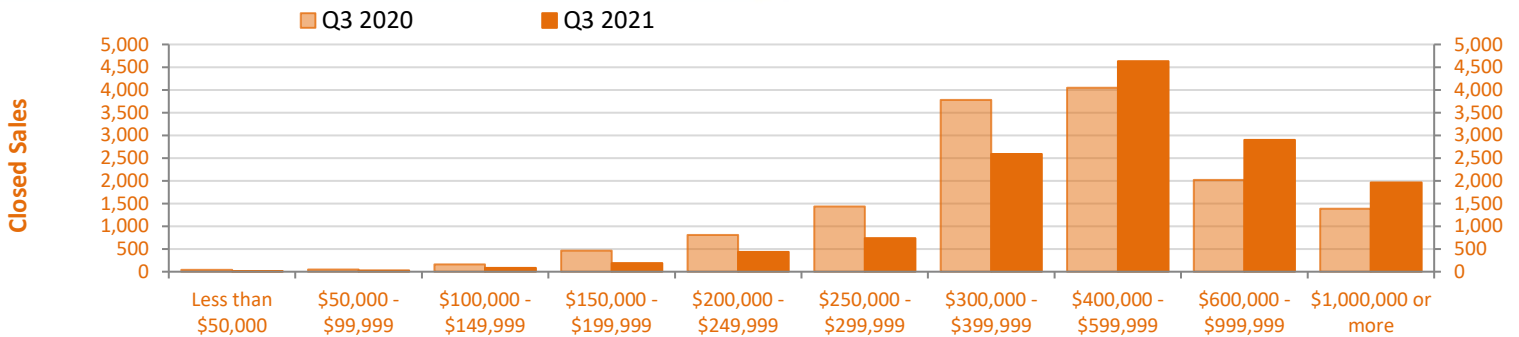


Closed Sales by Sale Price

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	14	-68.2%
\$50,000 - \$99,999	28	-44.0%
\$100,000 - \$149,999	85	-46.2%
\$150,000 - \$199,999	189	-59.0%
\$200,000 - \$249,999	432	-46.4%
\$250,000 - \$299,999	736	-48.8%
\$300,000 - \$399,999	2,591	-31.4%
\$400,000 - \$599,999	4,628	14.3%
\$600,000 - \$999,999	2,901	43.5%
\$1,000,000 or more	1,961	41.8%

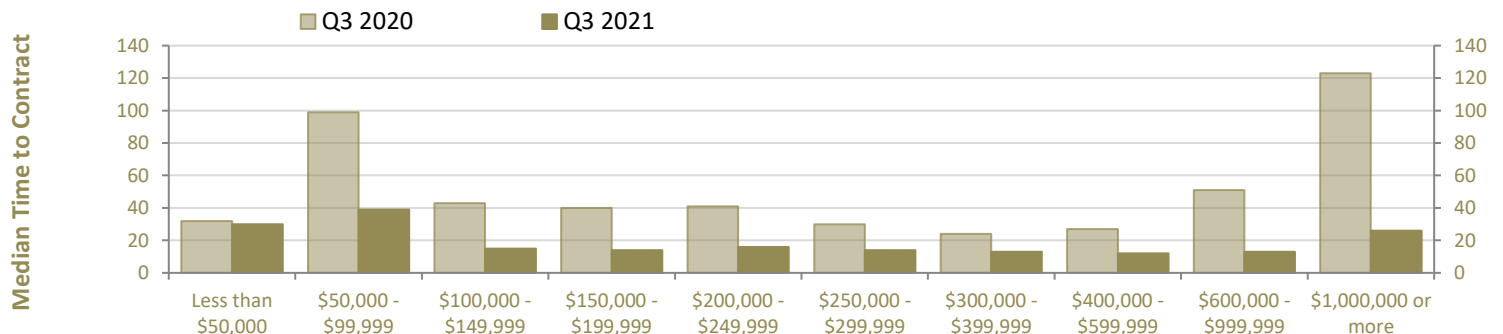


Median Time to Contract by Sale Price

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	30 Days	-6.3%
\$50,000 - \$99,999	39 Days	-60.6%
\$100,000 - \$149,999	15 Days	-65.1%
\$150,000 - \$199,999	14 Days	-65.0%
\$200,000 - \$249,999	16 Days	-61.0%
\$250,000 - \$299,999	14 Days	-53.3%
\$300,000 - \$399,999	13 Days	-45.8%
\$400,000 - \$599,999	12 Days	-55.6%
\$600,000 - \$999,999	13 Days	-74.5%
\$1,000,000 or more	26 Days	-78.9%

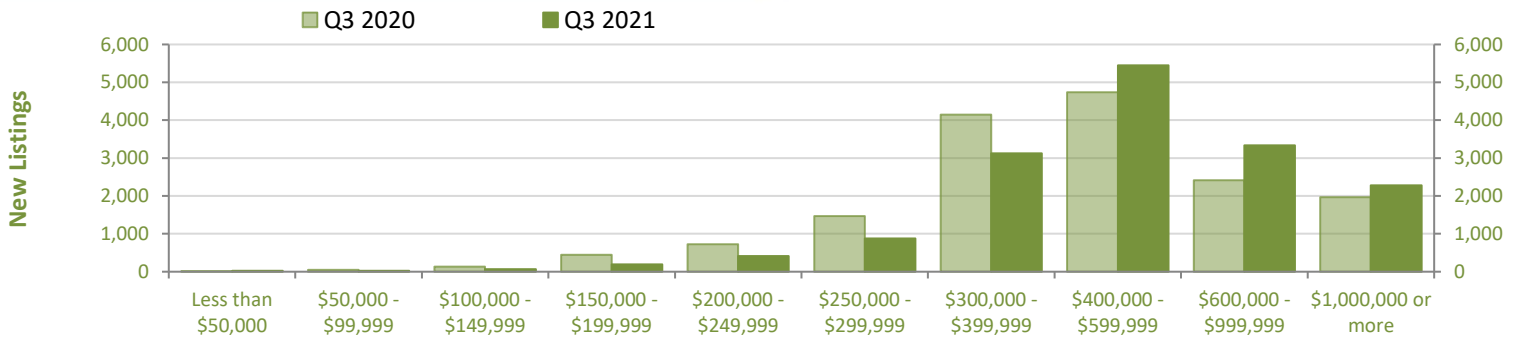


New Listings by Initial Listing Price

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	21	23.5%
\$50,000 - \$99,999	23	-50.0%
\$100,000 - \$149,999	67	-50.7%
\$150,000 - \$199,999	196	-56.2%
\$200,000 - \$249,999	409	-43.7%
\$250,000 - \$299,999	881	-40.0%
\$300,000 - \$399,999	3,126	-24.6%
\$400,000 - \$599,999	5,451	15.0%
\$600,000 - \$999,999	3,340	38.2%
\$1,000,000 or more	2,276	15.7%

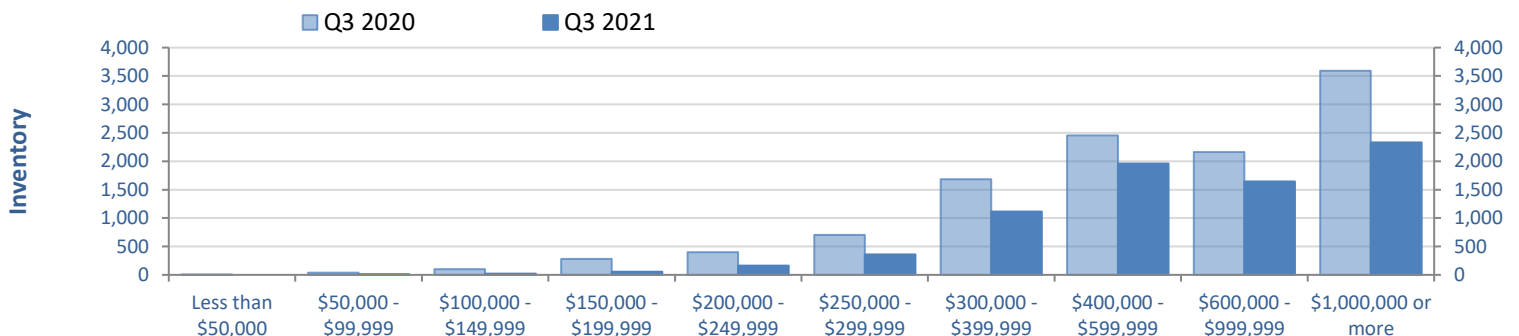


Inventory by Current Listing Price

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.

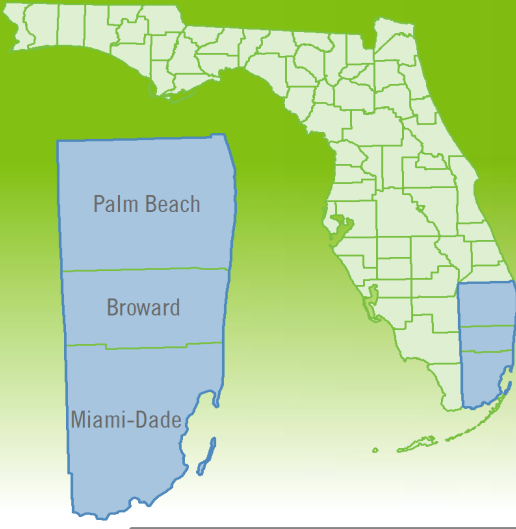
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	8	-80.5%
\$100,000 - \$149,999	19	-81.4%
\$150,000 - \$199,999	57	-79.5%
\$200,000 - \$249,999	162	-59.5%
\$250,000 - \$299,999	357	-49.2%
\$300,000 - \$399,999	1,113	-33.8%
\$400,000 - \$599,999	1,961	-20.1%
\$600,000 - \$999,999	1,644	-23.9%
\$1,000,000 or more	2,329	-35.2%



Quarterly Distressed Market - Q3 2021

Single-Family Homes

Miami-Fort Lauderdale-West Palm Beach MSA



		Q3 2021	Q3 2020	Percent Change Year-over-Year
Traditional	Closed Sales	13,401	13,788	-2.8%
	Median Sale Price	\$495,000	\$415,000	19.3%
Foreclosure/REO	Closed Sales	84	295	-71.5%
	Median Sale Price	\$406,500	\$316,000	28.6%
Short Sale	Closed Sales	80	107	-25.2%
	Median Sale Price	\$310,808	\$316,750	-1.9%

