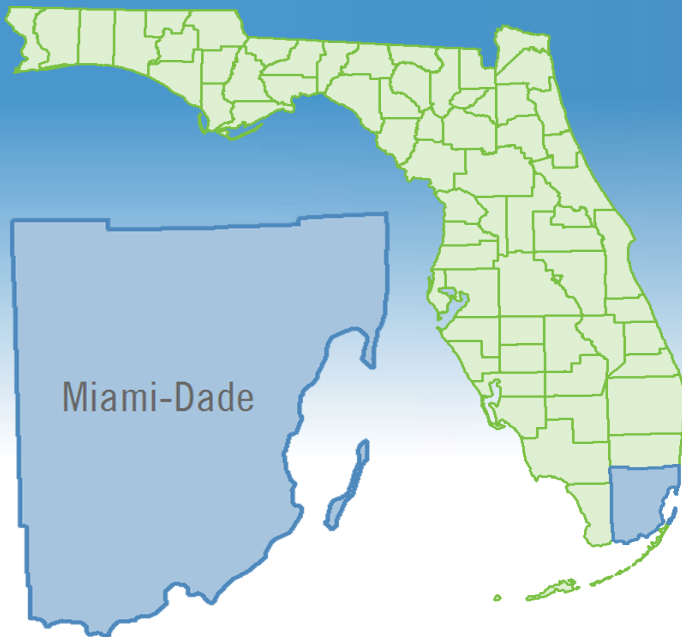


# Quarterly Market Detail - Q4 2021

## Townhouses and Condos

### Miami-Dade County



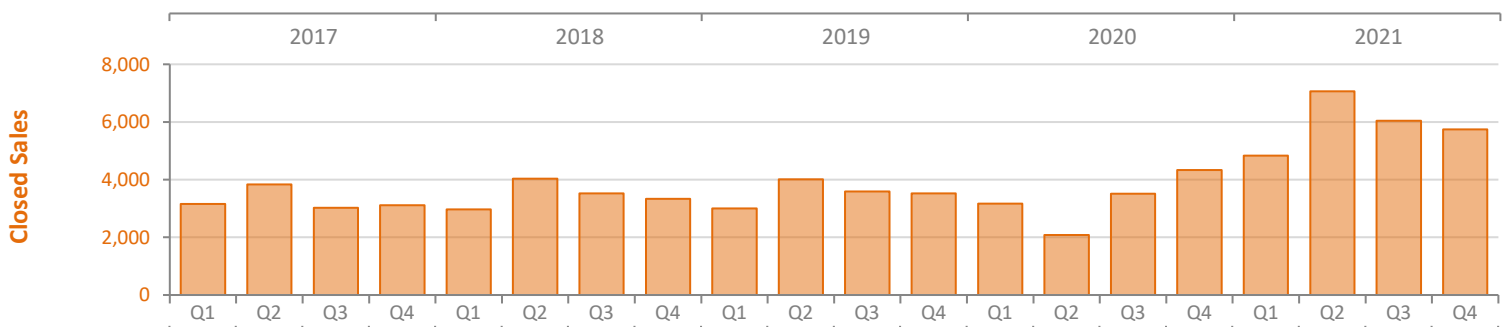
Summary Statistics	Q4 2021	Q4 2020	Percent Change Year-over-Year
Closed Sales	5,747	4,334	32.6%
Paid in Cash	2,719	1,759	54.6%
Median Sale Price	\$343,000	\$270,000	27.0%
Average Sale Price	\$613,457	\$459,050	33.6%
Dollar Volume	\$3.5 Billion	\$2.0 Billion	77.2%
Median Percent of Original List Price Received	97.2%	94.4%	3.0%
Median Time to Contract	37 Days	59 Days	-37.3%
Median Time to Sale	82 Days	105 Days	-21.9%
New Pending Sales	6,424	4,863	32.1%
New Listings	6,349	6,407	-0.9%
Pending Inventory	3,348	2,682	24.8%
Inventory (Active Listings)	6,434	12,898	-50.1%
Months Supply of Inventory	3.3	11.8	-72.0%

## 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	23,689	80.9%
<b>Q4 2021</b>	<b>5,747</b>	<b>32.6%</b>
Q3 2021	6,039	72.0%
Q2 2021	7,067	240.1%
Q1 2021	4,836	52.5%
Q4 2020	4,334	23.1%
Q3 2020	3,512	-2.2%
Q2 2020	2,078	-48.1%
Q1 2020	3,171	5.8%
Q4 2019	3,520	5.6%
Q3 2019	3,590	1.9%
Q2 2019	4,007	-0.6%
Q1 2019	2,997	0.8%
Q4 2018	3,333	6.9%

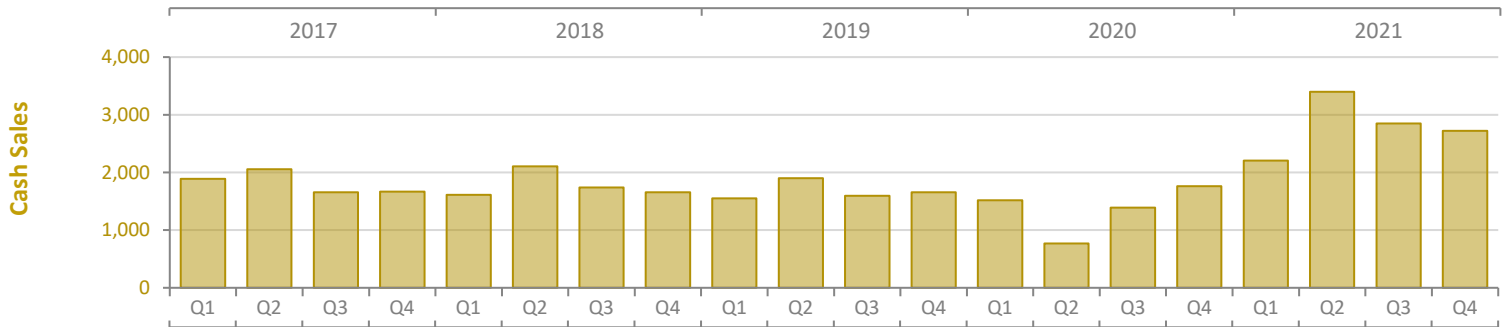


## Cash Sales

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	11,172	105.4%
<b>Q4 2021</b>	<b>2,719</b>	<b>54.6%</b>
Q3 2021	2,847	104.7%
Q2 2021	3,398	341.3%
Q1 2021	2,208	45.4%
Q4 2020	1,759	6.2%
Q3 2020	1,391	-12.9%
Q2 2020	770	-59.5%
Q1 2020	1,519	-2.2%
Q4 2019	1,656	-0.1%
Q3 2019	1,597	-8.3%
Q2 2019	1,900	-9.8%
Q1 2019	1,553	-3.5%
Q4 2018	1,658	-0.4%

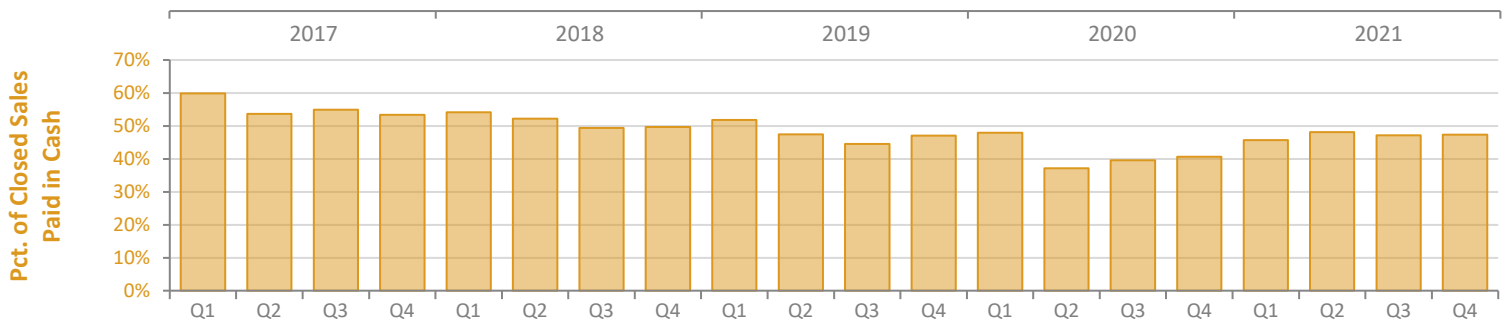


## Cash Sales as a Percentage of Closed Sales

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	47.2%	13.7%
<b>Q4 2021</b>	<b>47.3%</b>	<b>16.5%</b>
Q3 2021	47.1%	18.9%
Q2 2021	48.1%	29.6%
Q1 2021	45.7%	-4.6%
Q4 2020	40.6%	-13.6%
Q3 2020	39.6%	-11.0%
Q2 2020	37.1%	-21.7%
Q1 2020	47.9%	-7.5%
Q4 2019	47.0%	-5.4%
Q3 2019	44.5%	-9.9%
Q2 2019	47.4%	-9.2%
Q1 2019	51.8%	-4.3%
Q4 2018	49.7%	-6.9%

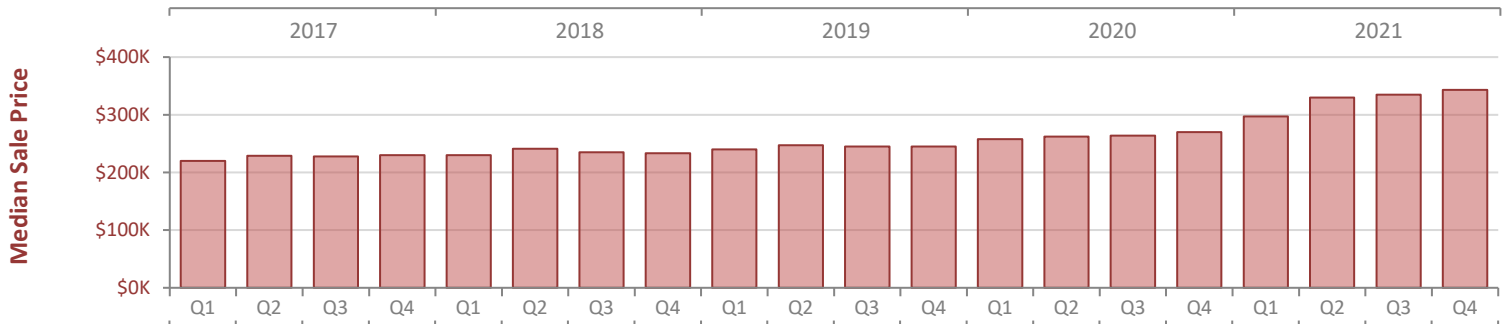


## Median Sale Price

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	\$327,500	24.1%
<b>Q4 2021</b>	<b>\$343,000</b>	<b>27.0%</b>
Q3 2021	\$335,000	26.9%
Q2 2021	\$330,000	25.8%
Q1 2021	\$297,000	15.1%
Q4 2020	\$270,000	10.2%
Q3 2020	\$264,000	7.8%
Q2 2020	\$262,250	6.2%
Q1 2020	\$257,975	7.5%
Q4 2019	\$245,000	4.9%
Q3 2019	\$245,000	4.3%
Q2 2019	\$247,000	2.5%
Q1 2019	\$240,000	4.3%
Q4 2018	\$233,500	1.5%

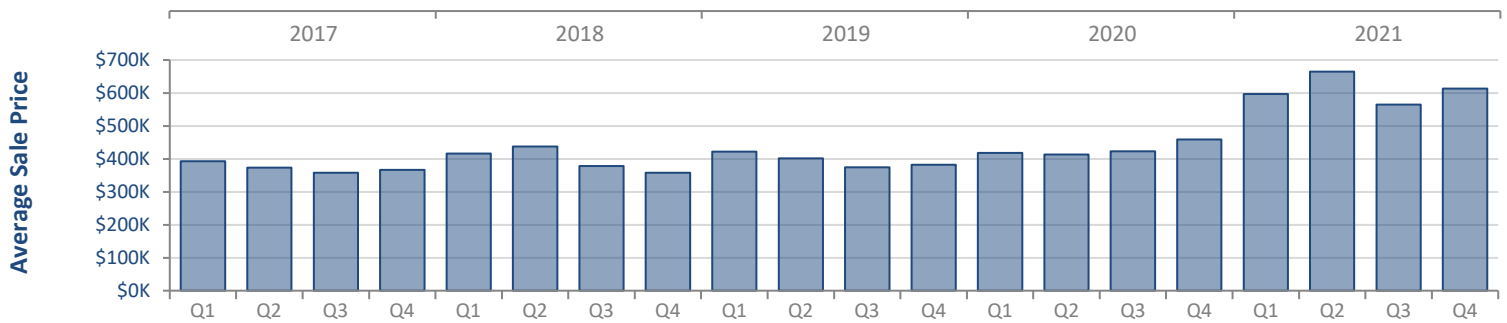


## Average Sale Price

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	\$612,855	41.8%
<b>Q4 2021</b>	<b>\$613,457</b>	<b>33.6%</b>
Q3 2021	\$564,396	33.4%
Q2 2021	\$665,115	60.9%
Q1 2021	\$596,282	42.8%
Q4 2020	\$459,050	20.0%
Q3 2020	\$423,009	12.9%
Q2 2020	\$413,292	2.8%
Q1 2020	\$417,572	-1.1%
Q4 2019	\$382,454	6.8%
Q3 2019	\$374,551	-0.9%
Q2 2019	\$401,918	-8.1%
Q1 2019	\$422,035	1.5%
Q4 2018	\$358,041	-2.4%

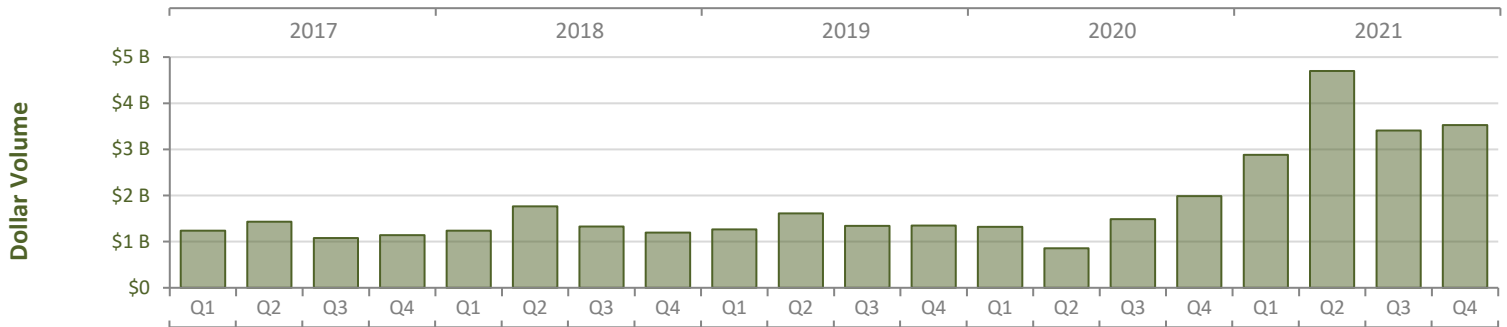


## Dollar Volume

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	\$14.5 Billion	156.6%
<b>Q4 2021</b>	<b>\$3.5 Billion</b>	<b>77.2%</b>
Q3 2021	\$3.4 Billion	129.4%
Q2 2021	\$4.7 Billion	447.3%
Q1 2021	\$2.9 Billion	117.8%
Q4 2020	\$2.0 Billion	47.8%
Q3 2020	\$1.5 Billion	10.5%
Q2 2020	\$858.8 Million	-46.7%
Q1 2020	\$1.3 Billion	4.7%
Q4 2019	\$1.3 Billion	12.8%
Q3 2019	\$1.3 Billion	1.0%
Q2 2019	\$1.6 Billion	-8.7%
Q1 2019	\$1.3 Billion	2.2%
Q4 2018	\$1.2 Billion	4.3%

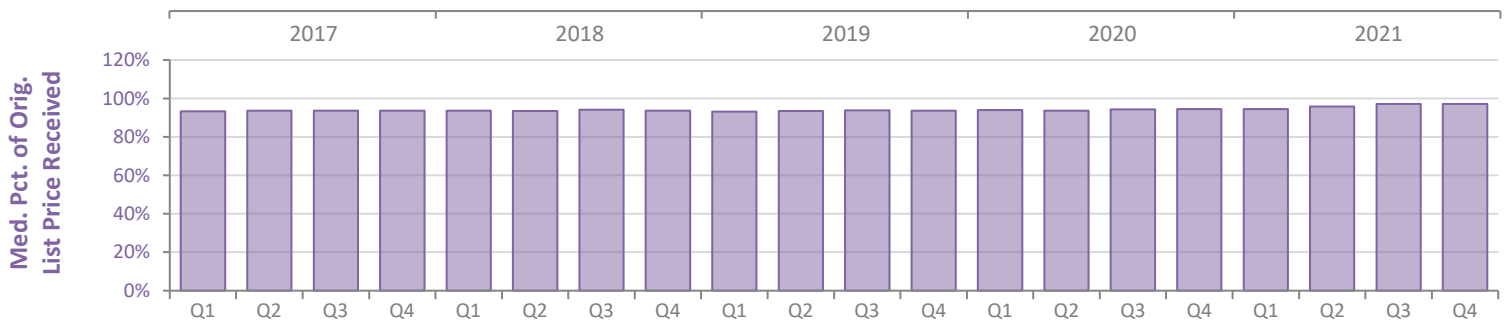


## Median Percent of Original List Price Received

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	96.3%	2.2%
<b>Q4 2021</b>	<b>97.2%</b>	<b>3.0%</b>
Q3 2021	97.1%	3.0%
Q2 2021	95.8%	2.4%
Q1 2021	94.4%	0.5%
Q4 2020	94.4%	0.7%
Q3 2020	94.3%	0.5%
Q2 2020	93.6%	0.1%
Q1 2020	93.9%	0.8%
Q4 2019	93.7%	0.1%
Q3 2019	93.8%	-0.3%
Q2 2019	93.5%	0.0%
Q1 2019	93.2%	-0.4%
Q4 2018	93.6%	0.0%

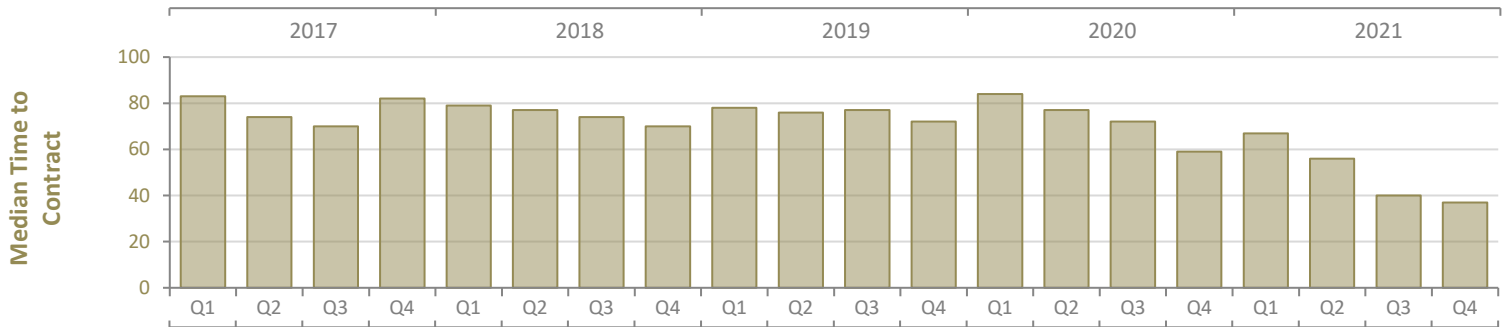


## Median Time to Contract

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	50 Days	-30.6%
<b>Q4 2021</b>	<b>37 Days</b>	<b>-37.3%</b>
Q3 2021	40 Days	-44.4%
Q2 2021	56 Days	-27.3%
Q1 2021	67 Days	-20.2%
Q4 2020	59 Days	-18.1%
Q3 2020	72 Days	-6.5%
Q2 2020	77 Days	1.3%
Q1 2020	84 Days	7.7%
Q4 2019	72 Days	2.9%
Q3 2019	77 Days	4.1%
Q2 2019	76 Days	-1.3%
Q1 2019	78 Days	-1.3%
Q4 2018	70 Days	-14.6%

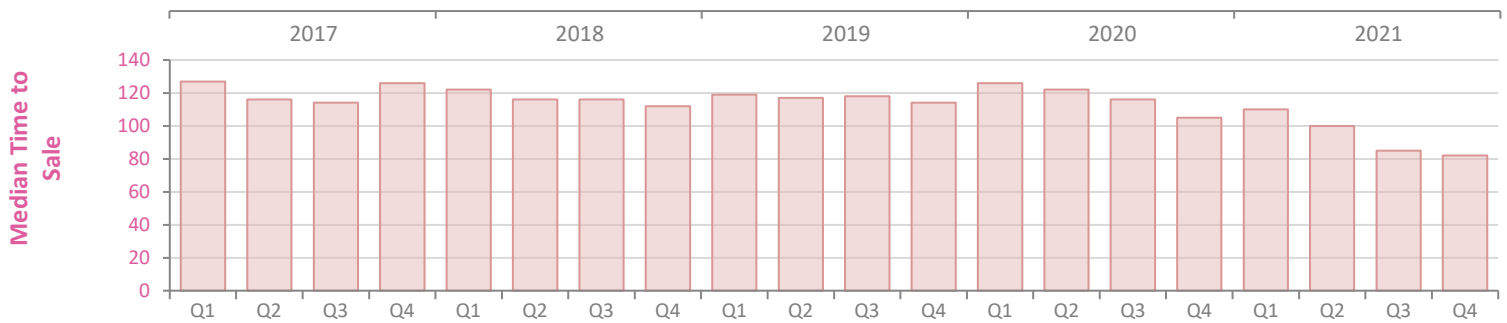


## Median Time to Sale

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	95 Days	-18.1%
<b>Q4 2021</b>	<b>82 Days</b>	<b>-21.9%</b>
Q3 2021	85 Days	-26.7%
Q2 2021	100 Days	-18.0%
Q1 2021	110 Days	-12.7%
Q4 2020	105 Days	-7.9%
Q3 2020	116 Days	-1.7%
Q2 2020	122 Days	4.3%
Q1 2020	126 Days	5.9%
Q4 2019	114 Days	1.8%
Q3 2019	118 Days	1.7%
Q2 2019	117 Days	0.9%
Q1 2019	119 Days	-2.5%
Q4 2018	112 Days	-11.1%

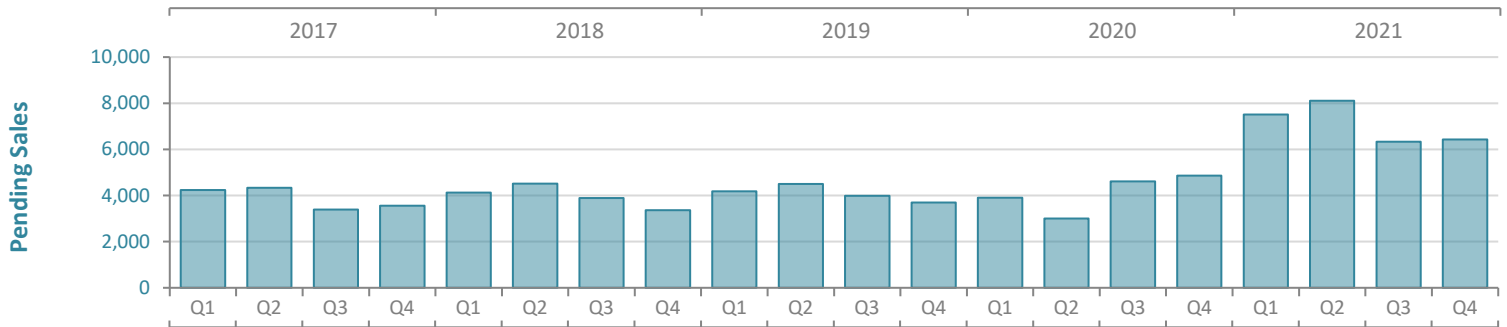


## New Pending Sales

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	28,385	73.3%
<b>Q4 2021</b>	<b>6,424</b>	<b>32.1%</b>
Q3 2021	6,335	37.4%
Q2 2021	8,110	170.1%
Q1 2021	7,516	92.6%
Q4 2020	4,863	31.4%
Q3 2020	4,611	15.5%
Q2 2020	3,003	-33.3%
Q1 2020	3,902	-6.7%
Q4 2019	3,701	10.1%
Q3 2019	3,992	2.4%
Q2 2019	4,499	-0.5%
Q1 2019	4,184	1.5%
Q4 2018	3,361	-5.4%

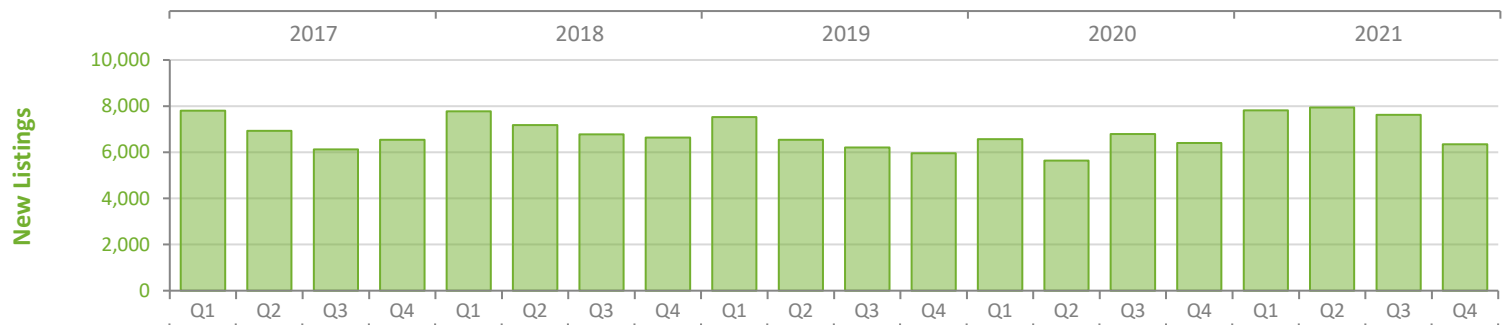


## New Listings

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	29,734	17.1%
<b>Q4 2021</b>	<b>6,349</b>	<b>-0.9%</b>
Q3 2021	7,623	12.4%
Q2 2021	7,947	40.8%
Q1 2021	7,815	19.1%
Q4 2020	6,407	7.5%
Q3 2020	6,785	9.2%
Q2 2020	5,645	-13.6%
Q1 2020	6,563	-12.9%
Q4 2019	5,960	-10.3%
Q3 2019	6,213	-8.3%
Q2 2019	6,536	-8.9%
Q1 2019	7,532	-3.1%
Q4 2018	6,644	1.5%



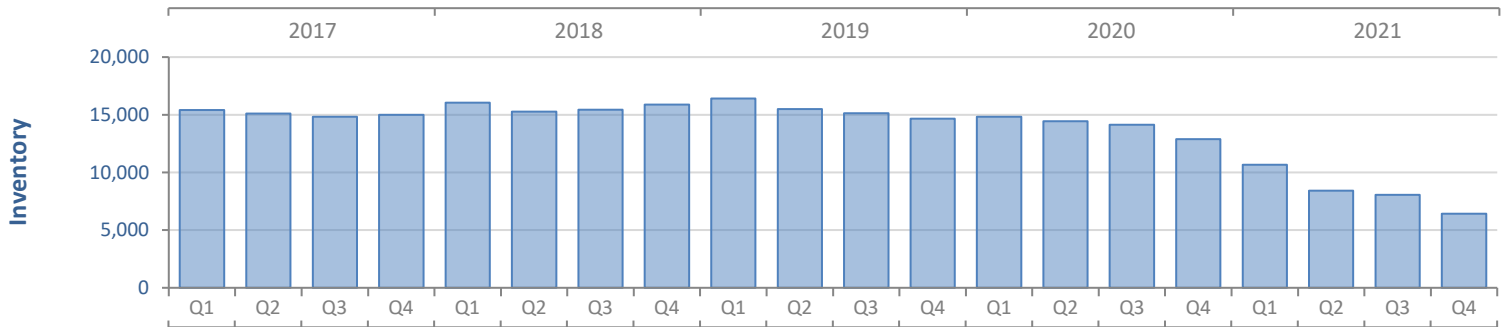


## Inventory (Active Listings)

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)	9,011	-37.1%
<b>Q4 2021</b>	<b>6,434</b>	<b>-50.1%</b>
Q3 2021	8,049	-43.1%
Q2 2021	8,409	-41.7%
Q1 2021	10,672	-28.1%
Q4 2020	12,898	-12.0%
Q3 2020	14,148	-6.6%
Q2 2020	14,432	-6.8%
Q1 2020	14,836	-9.5%
Q4 2019	14,662	-7.6%
Q3 2019	15,142	-1.9%
Q2 2019	15,488	1.4%
Q1 2019	16,401	2.1%
Q4 2018	15,871	5.9%

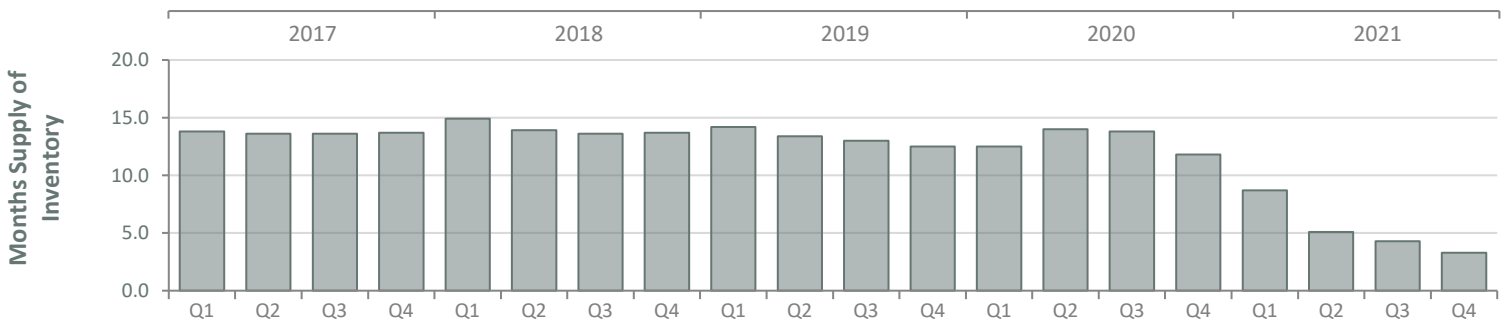


## Months Supply of Inventory

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)	6.1	-53.8%
<b>Q4 2021</b>	<b>3.3</b>	<b>-72.0%</b>
Q3 2021	4.3	-68.8%
Q2 2021	5.1	-63.6%
Q1 2021	8.7	-30.4%
Q4 2020	11.8	-5.6%
Q3 2020	13.8	6.2%
Q2 2020	14.0	4.5%
Q1 2020	12.5	-12.0%
Q4 2019	12.5	-8.8%
Q3 2019	13.0	-4.4%
Q2 2019	13.4	-3.6%
Q1 2019	14.2	-4.7%
Q4 2018	13.7	0.0%



## 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	23	27.8%
\$50,000 - \$99,999	26	-64.9%
\$100,000 - \$149,999	203	-43.6%
\$150,000 - \$199,999	652	-9.4%
\$200,000 - \$249,999	708	5.0%
\$250,000 - \$299,999	647	0.8%
\$300,000 - \$399,999	1,199	56.3%
\$400,000 - \$599,999	980	112.6%
\$600,000 - \$999,999	667	115.2%
\$1,000,000 or more	642	108.4%

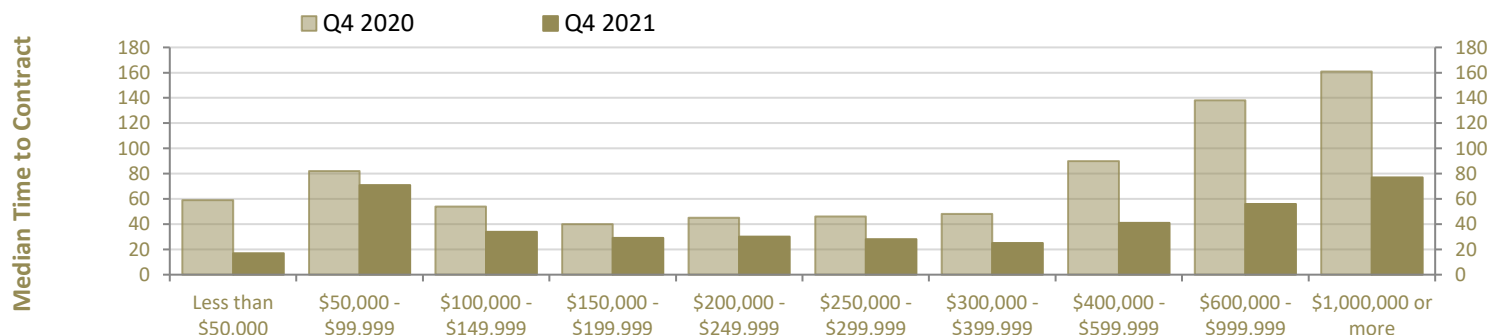


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	17 Days	-71.2%
\$50,000 - \$99,999	71 Days	-13.4%
\$100,000 - \$149,999	34 Days	-37.0%
\$150,000 - \$199,999	29 Days	-27.5%
\$200,000 - \$249,999	30 Days	-33.3%
\$250,000 - \$299,999	28 Days	-39.1%
\$300,000 - \$399,999	25 Days	-47.9%
\$400,000 - \$599,999	41 Days	-54.4%
\$600,000 - \$999,999	56 Days	-59.4%
\$1,000,000 or more	77 Days	-52.2%





## 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	24	-4.0%
\$50,000 - \$99,999	21	-63.2%
\$100,000 - \$149,999	185	-49.5%
\$150,000 - \$199,999	622	-32.2%
\$200,000 - \$249,999	674	-16.9%
\$250,000 - \$299,999	642	-22.3%
\$300,000 - \$399,999	1,249	11.1%
\$400,000 - \$599,999	1,101	22.6%
\$600,000 - \$999,999	880	43.6%
\$1,000,000 or more	951	23.7%

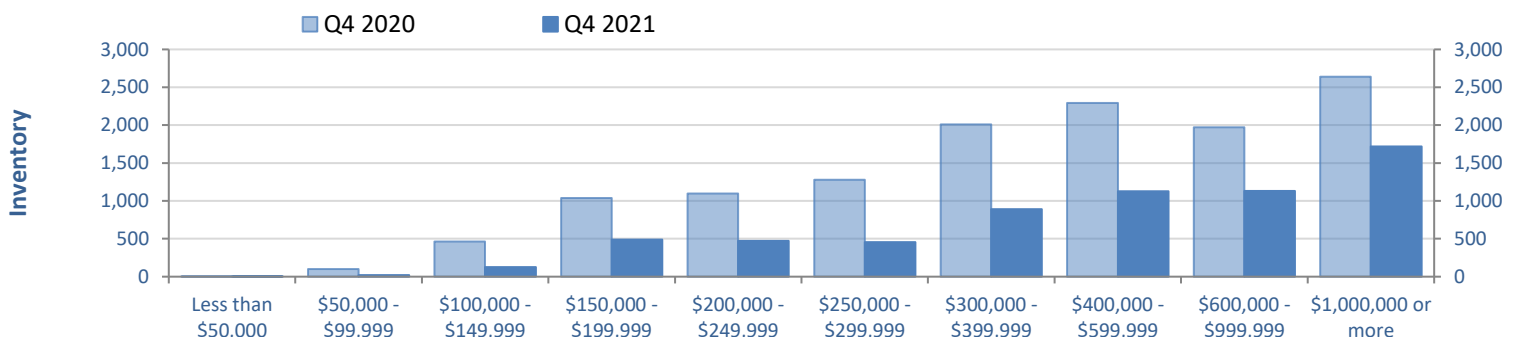


## Inventory by Current Listing Price

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	3	0.0%
\$50,000 - \$99,999	19	-81.4%
\$100,000 - \$149,999	125	-73.0%
\$150,000 - \$199,999	489	-52.9%
\$200,000 - \$249,999	474	-56.8%
\$250,000 - \$299,999	456	-64.4%
\$300,000 - \$399,999	891	-55.7%
\$400,000 - \$599,999	1,126	-50.9%
\$600,000 - \$999,999	1,132	-42.5%
\$1,000,000 or more	1,719	-34.9%



# Quarterly Distressed Market - Q4 2021

## Townhouses and Condos

### Miami-Dade County



		Q4 2021	Q4 2020	Percent Change Year-over-Year
Traditional	Closed Sales	5,697	4,257	33.8%
	Median Sale Price	\$345,000	\$270,000	27.8%
Foreclosure/REO	Closed Sales	38	59	-35.6%
	Median Sale Price	\$275,000	\$197,000	39.6%
Short Sale	Closed Sales	12	18	-33.3%
	Median Sale Price	\$210,000	\$185,000	13.5%

