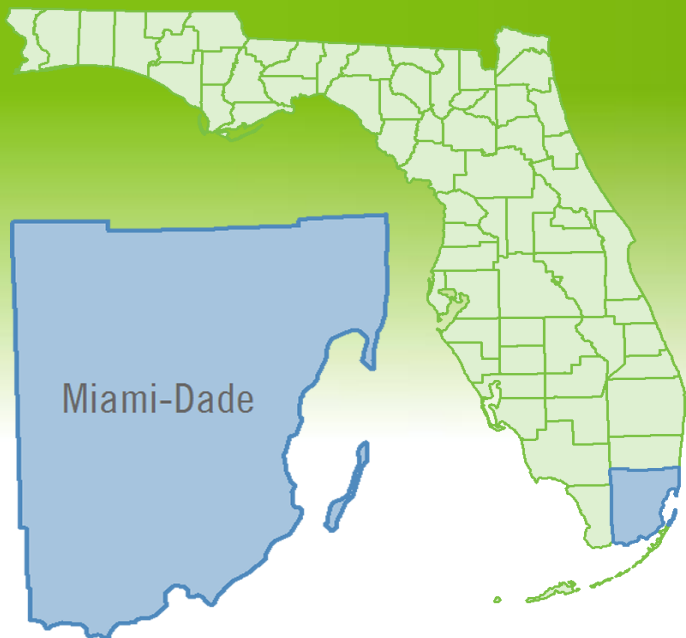


# Monthly Market Detail - March 2023

## Single-Family Homes

### Miami-Dade County



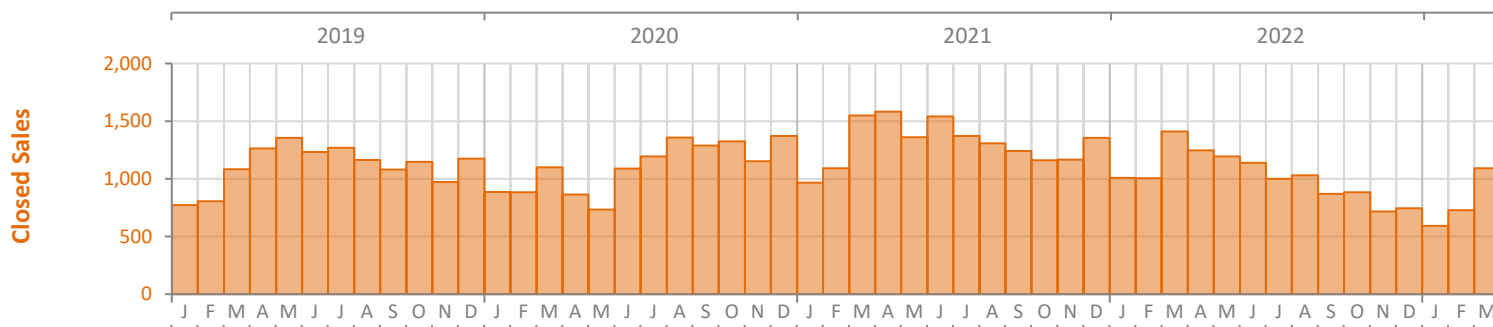
Summary Statistics	March 2023	March 2022	Percent Change Year-over-Year
Closed Sales	1,093	1,411	-22.5%
Paid in Cash	260	398	-34.7%
Median Sale Price	\$570,000	\$540,000	5.6%
Average Sale Price	\$908,166	\$1,016,524	-10.7%
Dollar Volume	\$992.6 Million	\$1.4 Billion	-30.8%
Median Percent of Original List Price Received	95.7%	100.0%	-4.3%
Median Time to Contract	35 Days	18 Days	94.4%
Median Time to Sale	73 Days	61 Days	19.7%
New Pending Sales	1,291	1,540	-16.2%
New Listings	1,325	1,732	-23.5%
Pending Inventory	1,816	2,448	-25.8%
Inventory (Active Listings)	3,299	2,205	49.6%
Months Supply of Inventory	3.5	1.7	105.9%

## 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	2,413	-29.6%
<b>March 2023</b>	<b>1,093</b>	<b>-22.5%</b>
February 2023	727	-27.8%
January 2023	593	-41.2%
December 2022	744	-45.1%
November 2022	718	-38.5%
October 2022	884	-23.9%
September 2022	869	-30.0%
August 2022	1,032	-21.2%
July 2022	999	-27.2%
June 2022	1,139	-26.1%
May 2022	1,193	-12.3%
April 2022	1,246	-21.3%
March 2022	1,411	-9.0%

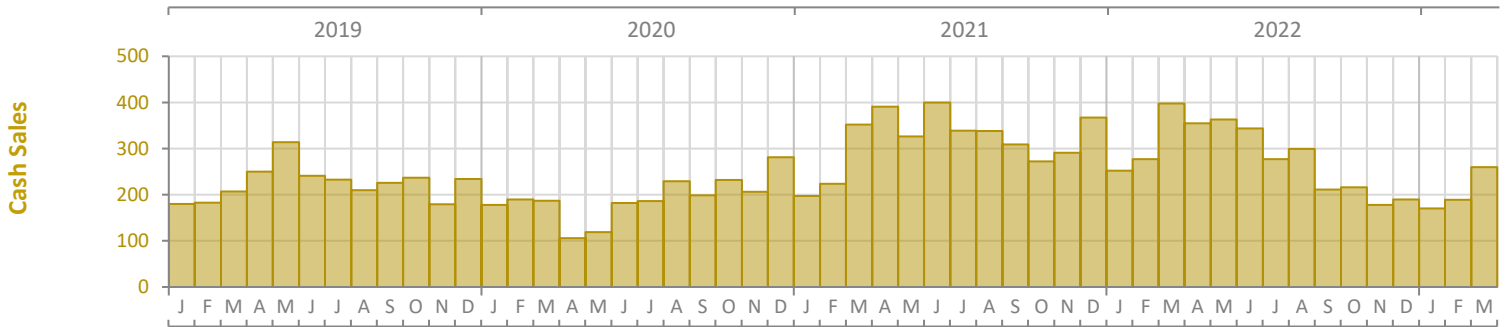


## Cash Sales

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	619	-33.2%
<b>March 2023</b>	<b>260</b>	<b>-34.7%</b>
February 2023	189	-31.8%
January 2023	170	-32.5%
December 2022	190	-48.2%
November 2022	178	-38.8%
October 2022	216	-20.6%
September 2022	211	-31.7%
August 2022	299	-11.5%
July 2022	277	-18.3%
June 2022	344	-14.0%
May 2022	363	11.3%
April 2022	355	-9.2%
March 2022	398	13.1%



## 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	25.7%	-5.2%
<b>March 2023</b>	<b>23.8%</b>	<b>-15.6%</b>
February 2023	26.0%	-5.5%
January 2023	28.7%	14.8%
December 2022	25.5%	-5.9%
November 2022	24.8%	-0.4%
October 2022	24.4%	4.3%
September 2022	24.3%	-2.4%
August 2022	29.0%	12.4%
July 2022	27.7%	12.1%
June 2022	30.2%	16.6%
May 2022	30.4%	26.7%
April 2022	28.5%	15.4%
March 2022	28.2%	24.2%

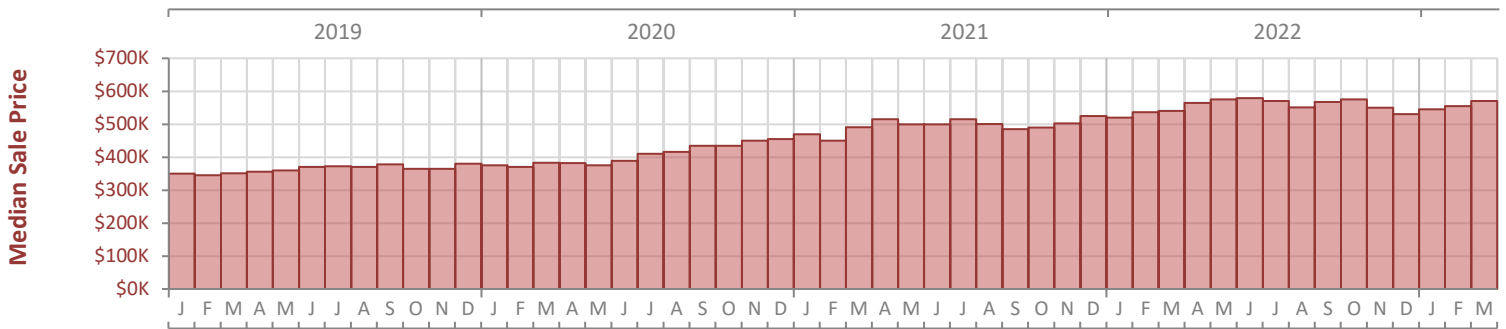


## Median Sale Price

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	\$560,000	5.1%
<b>March 2023</b>	<b>\$570,000</b>	<b>5.6%</b>
February 2023	\$555,000	3.5%
January 2023	\$545,000	4.8%
December 2022	\$530,900	1.1%
November 2022	\$550,000	9.4%
October 2022	\$575,000	17.3%
September 2022	\$568,000	17.1%
August 2022	\$551,250	10.1%
July 2022	\$570,000	10.7%
June 2022	\$579,000	15.8%
May 2022	\$575,000	15.0%
April 2022	\$565,000	9.7%
March 2022	\$540,000	9.9%



## 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	\$948,068	-5.1%
<b>March 2023</b>	<b>\$908,166</b>	<b>-10.7%</b>
February 2023	\$971,358	1.4%
January 2023	\$993,063	-2.4%
December 2022	\$804,082	-34.7%
November 2022	\$894,053	-2.6%
October 2022	\$984,375	14.1%
September 2022	\$874,063	-8.8%
August 2022	\$969,458	-10.2%
July 2022	\$1,027,744	4.3%
June 2022	\$1,054,421	11.9%
May 2022	\$1,091,148	4.5%
April 2022	\$1,011,245	-9.1%
March 2022	\$1,016,524	-1.0%



# Monthly Market Detail - March 2023

## Single-Family Homes

### Miami-Dade County

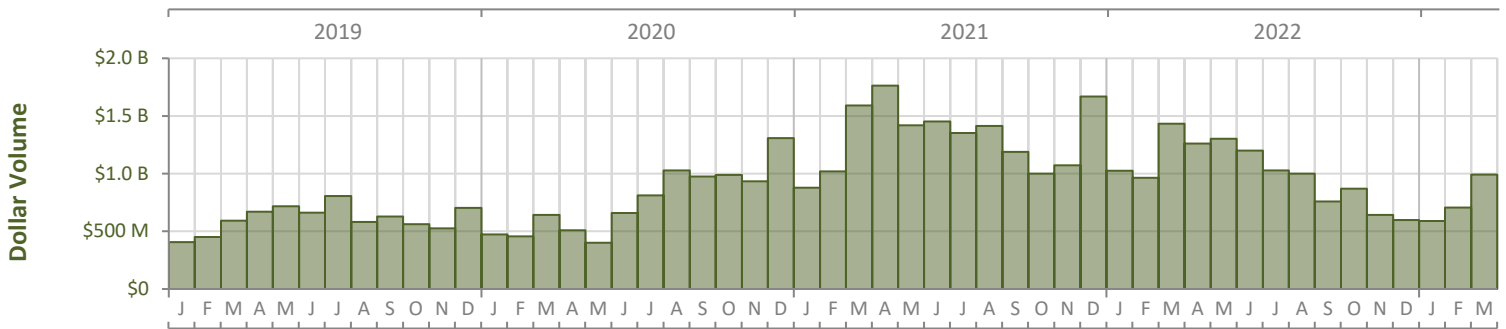


## Dollar Volume

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.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$2.3 Billion	-33.2%
<b>March 2023</b>	<b>\$992.6 Million</b>	<b>-30.8%</b>
February 2023	\$706.2 Million	-26.8%
January 2023	\$588.9 Million	-42.6%
December 2022	\$598.2 Million	-64.2%
November 2022	\$641.9 Million	-40.1%
October 2022	\$870.2 Million	-13.1%
September 2022	\$759.6 Million	-36.1%
August 2022	\$1.0 Billion	-29.2%
July 2022	\$1.0 Billion	-24.1%
June 2022	\$1.2 Billion	-17.4%
May 2022	\$1.3 Billion	-8.3%
April 2022	\$1.3 Billion	-28.5%
March 2022	\$1.4 Billion	-9.9%

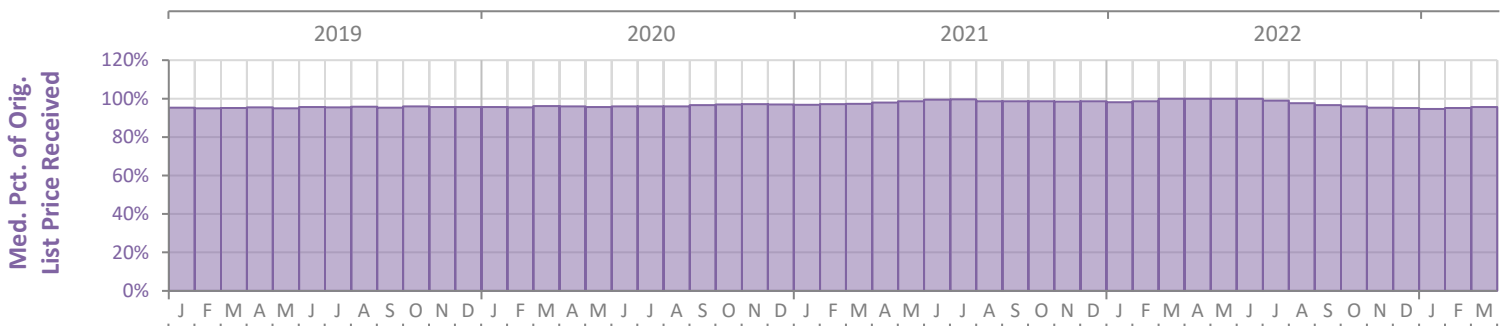


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	95.3%	-3.6%
<b>March 2023</b>	<b>95.7%</b>	<b>-4.3%</b>
February 2023	95.1%	-3.6%
January 2023	94.6%	-3.6%
December 2022	95.2%	-3.5%
November 2022	95.3%	-3.2%
October 2022	96.0%	-2.7%
September 2022	96.6%	-2.0%
August 2022	97.7%	-1.0%
July 2022	99.0%	-0.6%
June 2022	100.0%	0.6%
May 2022	100.0%	1.3%
April 2022	100.0%	2.1%
March 2022	100.0%	2.8%

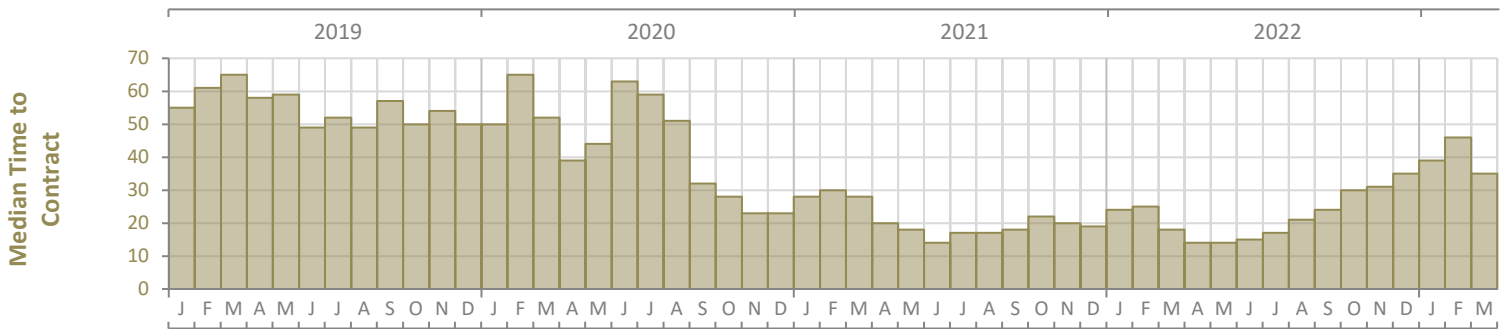


## Median Time to Contract

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	45 Days	87.5%
<b>March 2023</b>	<b>35 Days</b>	<b>94.4%</b>
February 2023	46 Days	84.0%
January 2023	39 Days	62.5%
December 2022	35 Days	84.2%
November 2022	31 Days	55.0%
October 2022	30 Days	36.4%
September 2022	24 Days	33.3%
August 2022	21 Days	23.5%
July 2022	17 Days	0.0%
June 2022	15 Days	7.1%
May 2022	14 Days	-22.2%
April 2022	14 Days	-30.0%
March 2022	18 Days	-35.7%

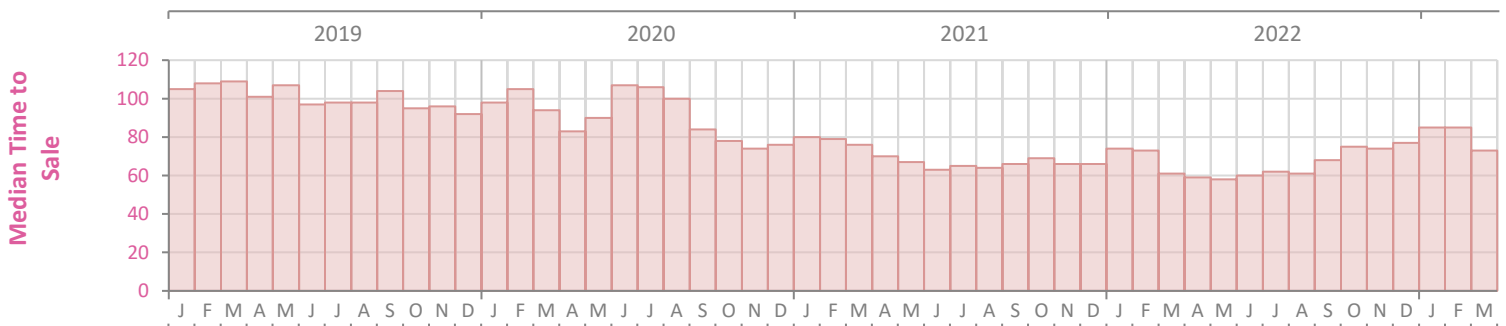


## Median Time to Sale

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.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	87 Days	22.5%
<b>March 2023</b>	<b>73 Days</b>	<b>19.7%</b>
February 2023	85 Days	16.4%
January 2023	85 Days	14.9%
December 2022	77 Days	16.7%
November 2022	74 Days	12.1%
October 2022	75 Days	8.7%
September 2022	68 Days	3.0%
August 2022	61 Days	-4.7%
July 2022	62 Days	-4.6%
June 2022	60 Days	-4.8%
May 2022	58 Days	-13.4%
April 2022	59 Days	-15.7%
March 2022	61 Days	-19.7%

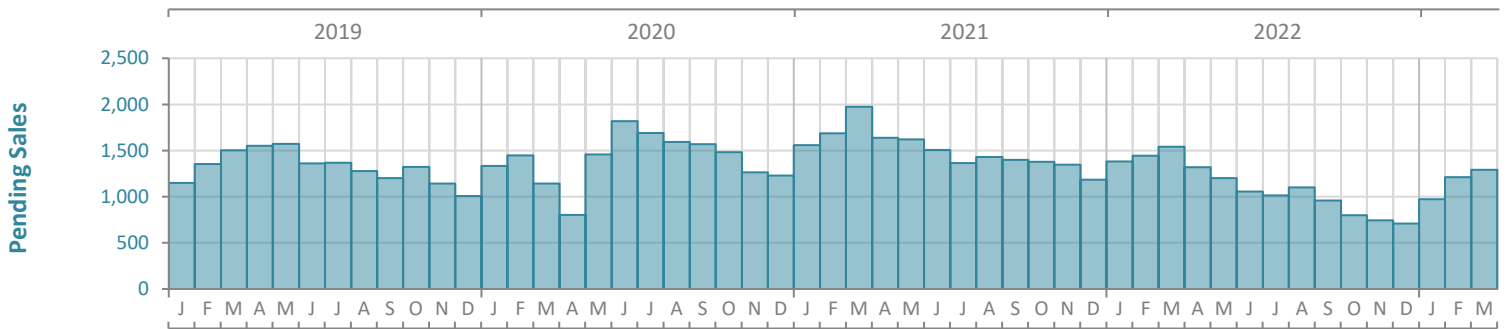


## New Pending Sales

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.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	3,478	-20.4%
<b>March 2023</b>	<b>1,291</b>	<b>-16.2%</b>
February 2023	1,213	-16.1%
January 2023	974	-29.5%
December 2022	708	-40.3%
November 2022	744	-44.8%
October 2022	800	-42.0%
September 2022	959	-31.5%
August 2022	1,102	-22.9%
July 2022	1,016	-25.6%
June 2022	1,057	-29.9%
May 2022	1,201	-25.9%
April 2022	1,320	-19.5%
March 2022	1,540	-22.0%



## 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	3,837	-17.5%
<b>March 2023</b>	<b>1,325</b>	<b>-23.5%</b>
February 2023	1,206	-20.6%
January 2023	1,306	-6.8%
December 2022	914	-20.1%
November 2022	1,236	-13.8%
October 2022	1,348	-13.9%
September 2022	1,351	-15.6%
August 2022	1,573	-7.2%
July 2022	1,639	-1.6%
June 2022	1,939	7.8%
May 2022	1,813	-0.7%
April 2022	1,647	-7.1%
March 2022	1,732	-8.5%

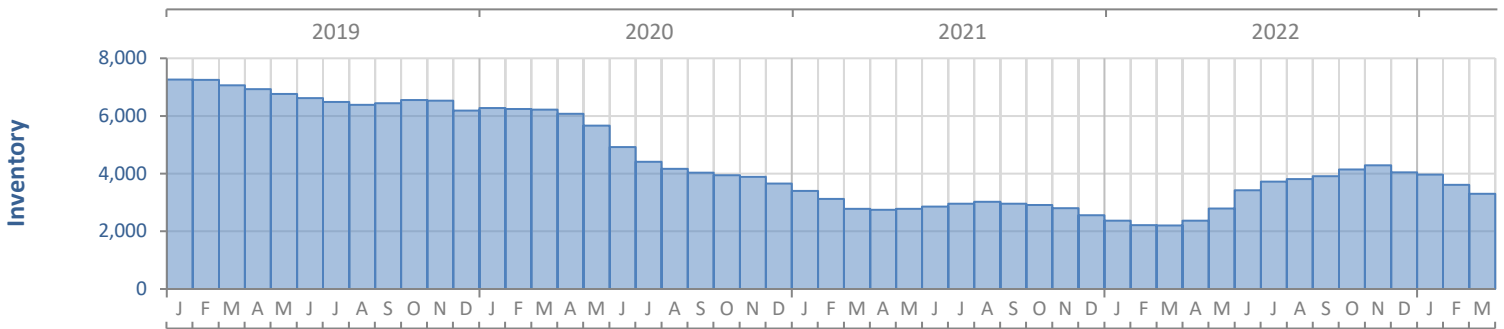


## Inventory (Active Listings)

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)	3,627	60.4%
<b>March 2023</b>	<b>3,299</b>	<b>49.6%</b>
February 2023	3,617	63.5%
January 2023	3,964	67.5%
December 2022	4,043	57.7%
November 2022	4,288	52.9%
October 2022	4,142	41.9%
September 2022	3,912	32.3%
August 2022	3,813	26.0%
July 2022	3,727	26.0%
June 2022	3,422	19.9%
May 2022	2,790	0.2%
April 2022	2,366	-13.8%
March 2022	2,205	-20.8%

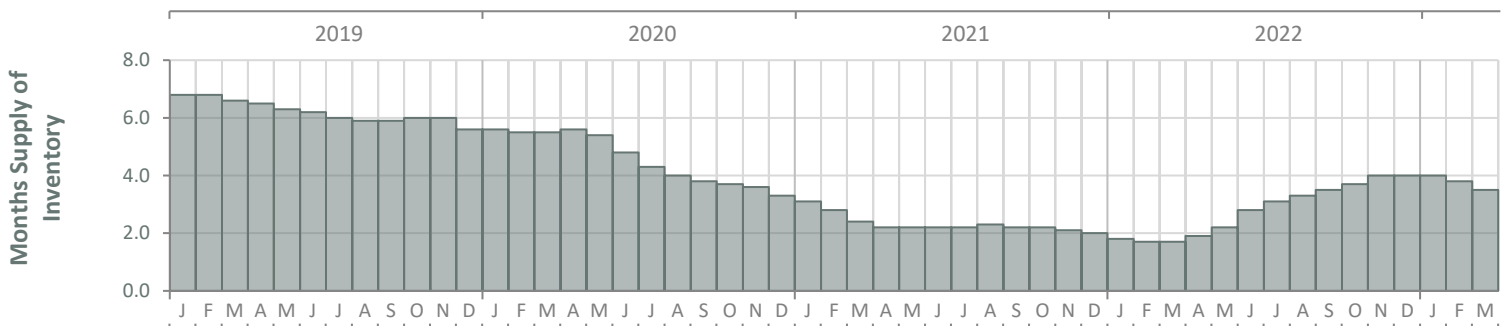


## Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.8	123.5%
<b>March 2023</b>	<b>3.5</b>	<b>105.9%</b>
February 2023	3.8	123.5%
January 2023	4.0	122.2%
December 2022	4.0	100.0%
November 2022	4.0	90.5%
October 2022	3.7	68.2%
September 2022	3.5	59.1%
August 2022	3.3	43.5%
July 2022	3.1	40.9%
June 2022	2.8	27.3%
May 2022	2.2	0.0%
April 2022	1.9	-13.6%
March 2022	1.7	-29.2%



# Monthly Market Detail - March 2023

## Single-Family Homes

### Miami-Dade County

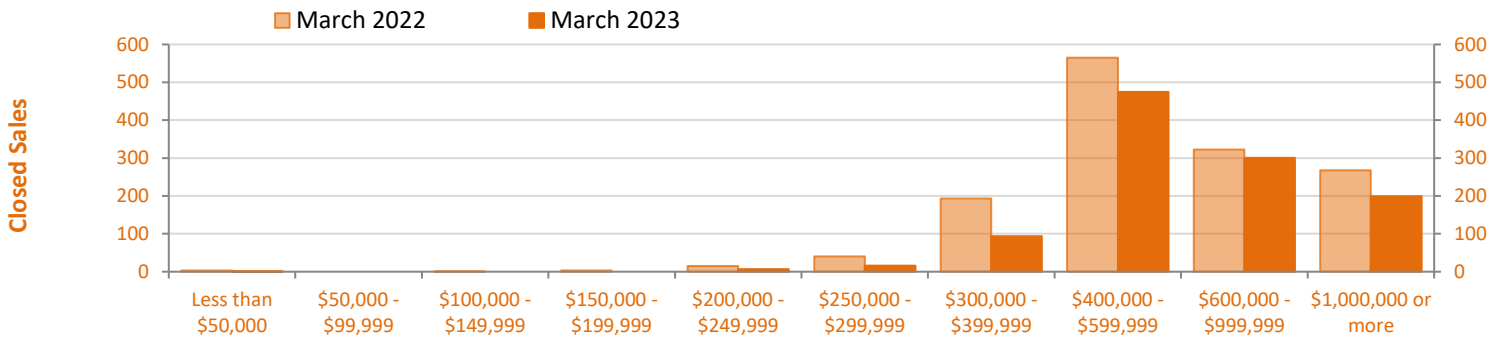


## Closed Sales by Sale Price

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
Less than \$50,000	1	-66.7%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	7	-53.3%
\$250,000 - \$299,999	16	-60.0%
\$300,000 - \$399,999	94	-51.3%
\$400,000 - \$599,999	475	-15.9%
\$600,000 - \$999,999	301	-6.8%
\$1,000,000 or more	199	-25.7%

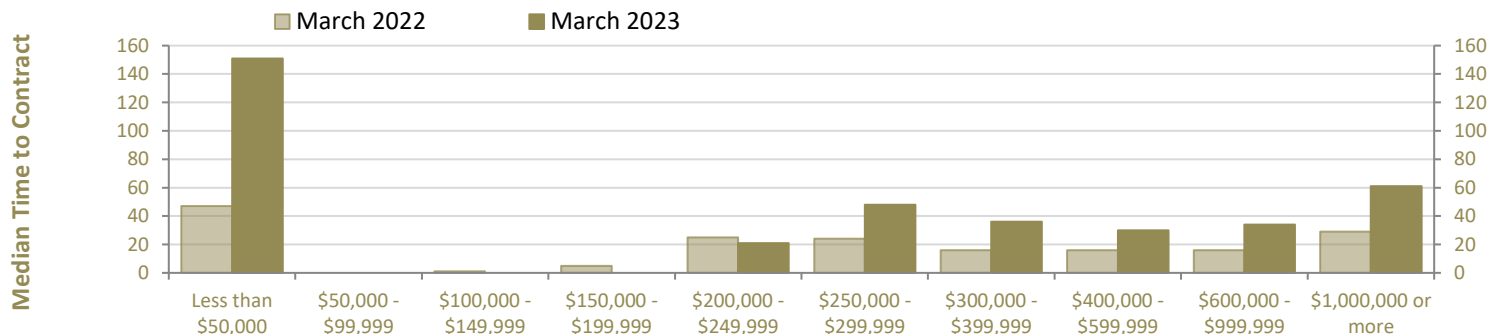


## Median Time to Contract by Sale Price

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	151 Days	221.3%
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	21 Days	-16.0%
\$250,000 - \$299,999	48 Days	100.0%
\$300,000 - \$399,999	36 Days	125.0%
\$400,000 - \$599,999	30 Days	87.5%
\$600,000 - \$999,999	34 Days	112.5%
\$1,000,000 or more	61 Days	110.3%





# Monthly Market Detail - March 2023

## Single-Family Homes

### Miami-Dade County

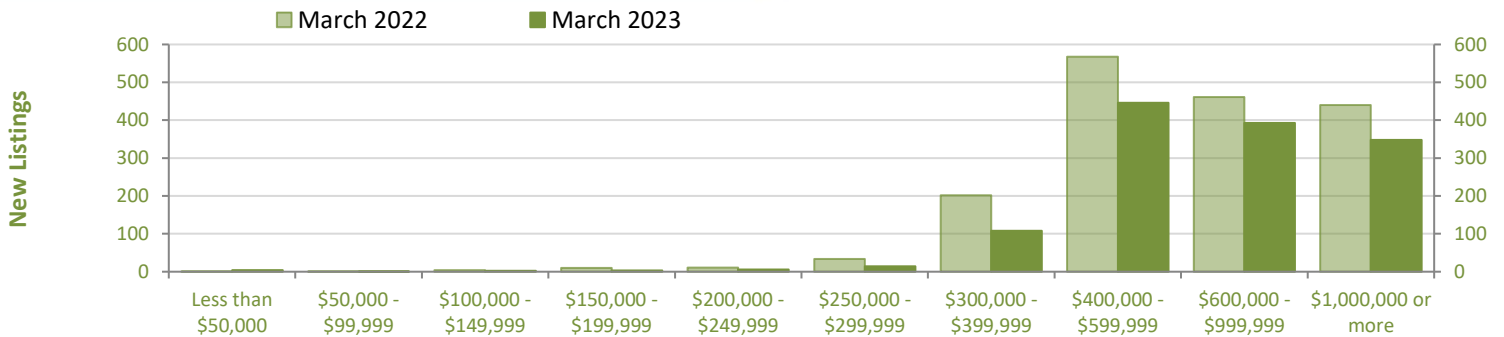


## New Listings by Initial Listing Price

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	4	300.0%
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	3	-70.0%
\$200,000 - \$249,999	6	-45.5%
\$250,000 - \$299,999	14	-58.8%
\$300,000 - \$399,999	108	-46.5%
\$400,000 - \$599,999	446	-21.5%
\$600,000 - \$999,999	393	-14.8%
\$1,000,000 or more	348	-20.9%

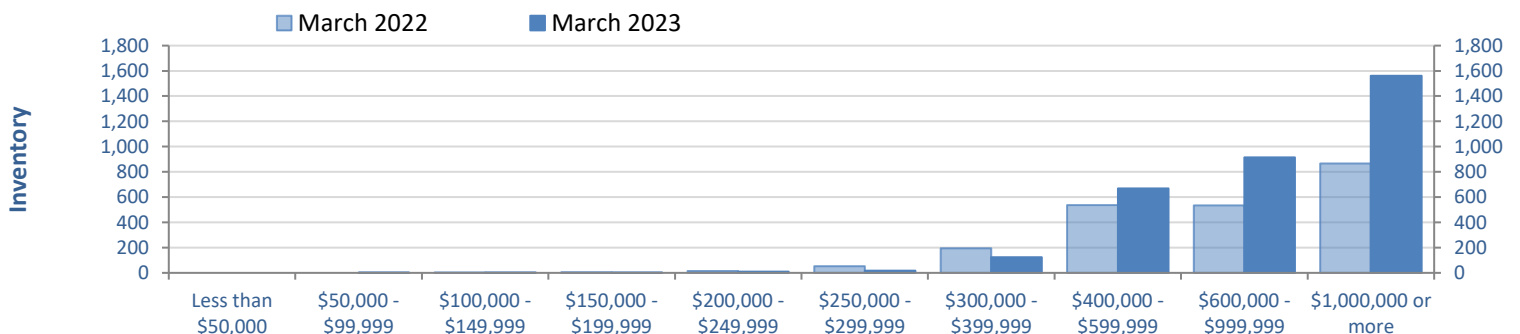


## Inventory by Current Listing Price

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.

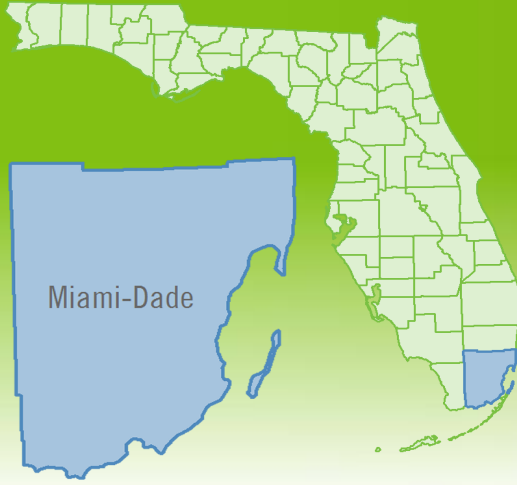
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	1	-80.0%
\$200,000 - \$249,999	9	-35.7%
\$250,000 - \$299,999	18	-65.4%
\$300,000 - \$399,999	123	-36.9%
\$400,000 - \$599,999	668	24.4%
\$600,000 - \$999,999	915	71.3%
\$1,000,000 or more	1,561	80.3%



# Monthly Distressed Market - March 2023

## Single-Family Homes

### Miami-Dade County



		March 2023	March 2022	Percent Change Year-over-Year
Traditional	Closed Sales	1,077	1,384	-22.2%
	Median Sale Price	\$570,000	\$540,000	5.6%
Foreclosure/REO	Closed Sales	10	21	-52.4%
	Median Sale Price	\$477,500	\$405,000	17.9%
Short Sale	Closed Sales	6	6	0.0%
	Median Sale Price	\$505,000	\$509,000	-0.8%

