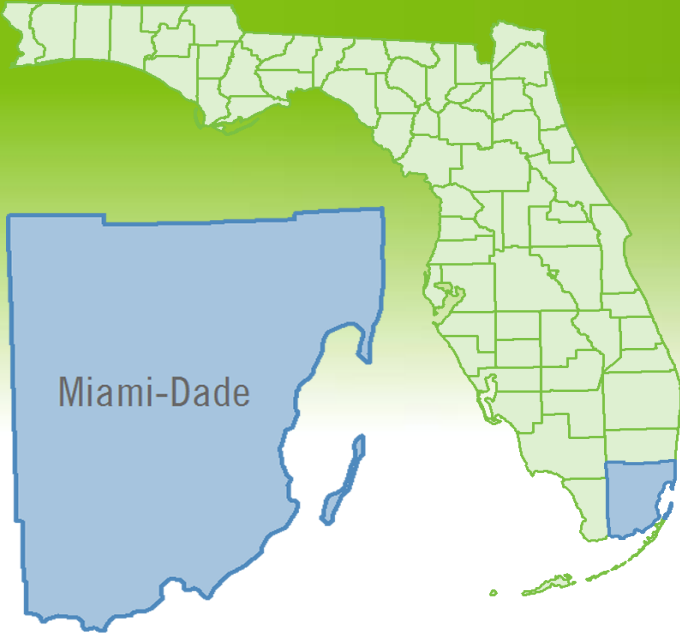


Monthly Market Detail - October 2024

Single-Family Homes

Miami-Dade County



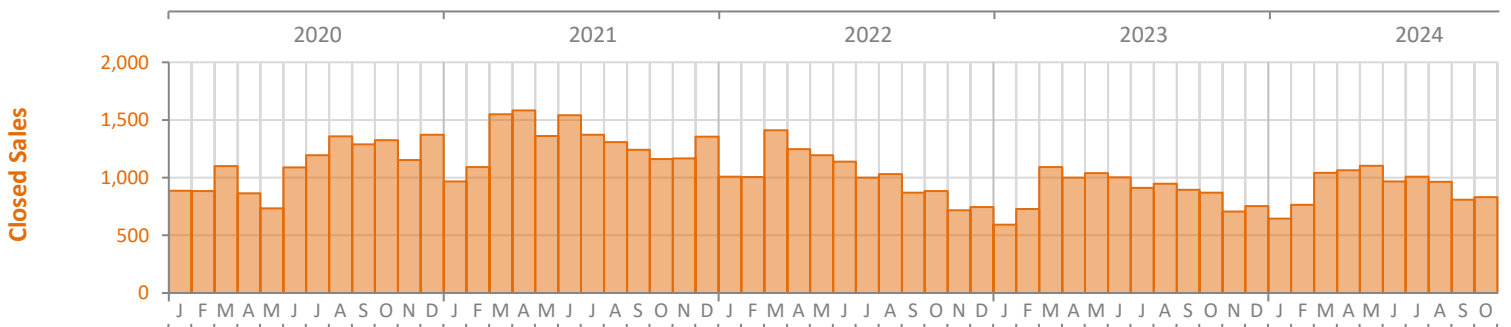
Summary Statistics	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	830	871	-4.7%
Paid in Cash	193	256	-24.6%
Median Sale Price	\$670,750	\$618,217	8.5%
Average Sale Price	\$1,289,661	\$1,117,267	15.4%
Dollar Volume	\$1.1 Billion	\$973.1 Million	10.0%
Median Percent of Original List Price Received	95.8%	96.9%	-1.1%
Median Time to Contract	33 Days	26 Days	26.9%
Median Time to Sale	74 Days	67 Days	10.4%
New Pending Sales	849	907	-6.4%
New Listings	1,331	1,440	-7.6%
Pending Inventory	1,277	1,340	-4.7%
Inventory (Active Listings)	4,660	3,550	31.3%
Months Supply of Inventory	5.2	4.0	30.0%

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	9,193	1.2%
October 2024	830	-4.7%
September 2024	809	-9.5%
August 2024	964	1.7%
July 2024	1,008	10.8%
June 2024	966	-3.8%
May 2024	1,102	6.0%
April 2024	1,065	6.5%
March 2024	1,041	-4.8%
February 2024	764	5.1%
January 2024	644	8.6%
December 2023	754	1.3%
November 2023	707	-1.5%
October 2023	871	-1.5%

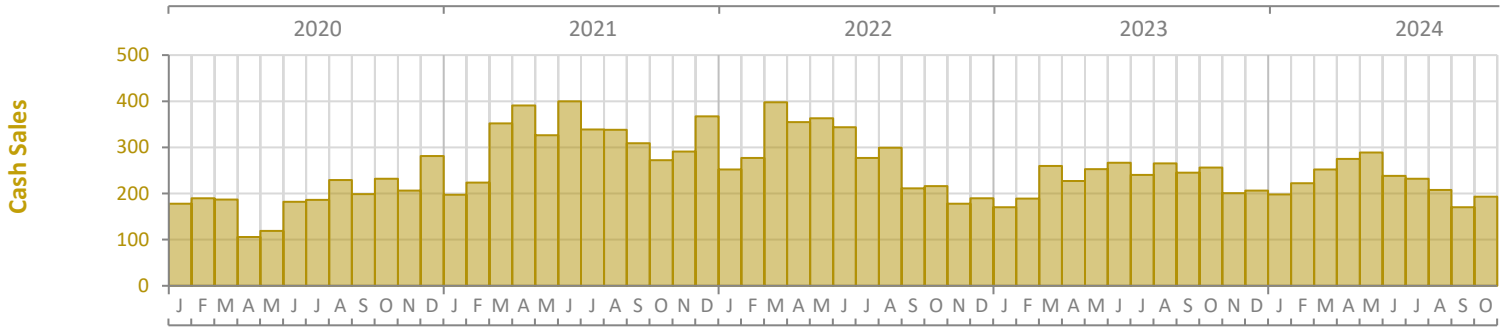


Cash Sales

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	2,277	-4.0%
October 2024	193	-24.6%
September 2024	170	-30.6%
August 2024	208	-21.5%
July 2024	232	-3.3%
June 2024	238	-10.9%
May 2024	289	14.2%
April 2024	275	21.1%
March 2024	252	-3.1%
February 2024	222	17.5%
January 2024	198	16.5%
December 2023	206	8.4%
November 2023	201	12.9%
October 2023	256	18.5%

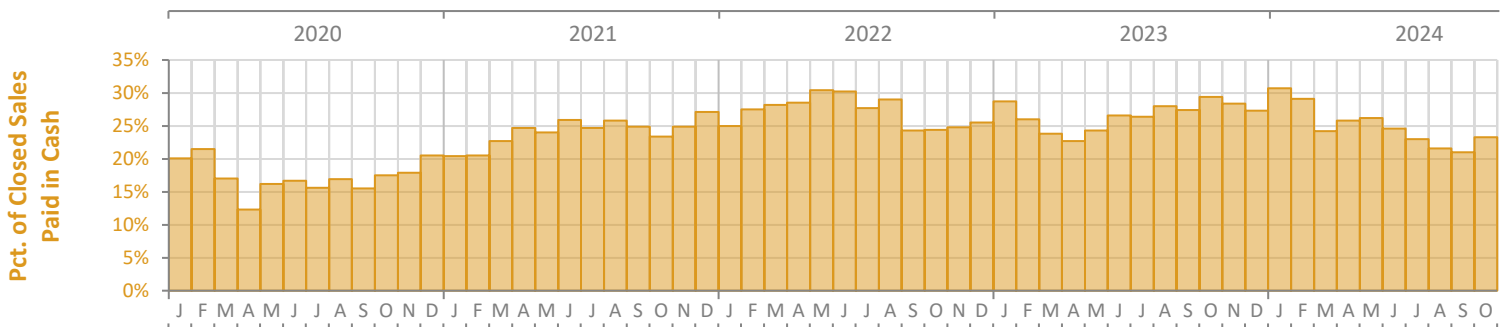


Cash Sales as a Percentage of Closed Sales

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	24.8%	-5.0%
October 2024	23.3%	-20.7%
September 2024	21.0%	-23.4%
August 2024	21.6%	-22.9%
July 2024	23.0%	-12.9%
June 2024	24.6%	-7.5%
May 2024	26.2%	7.8%
April 2024	25.8%	13.7%
March 2024	24.2%	1.7%
February 2024	29.1%	11.9%
January 2024	30.7%	7.0%
December 2023	27.3%	7.1%
November 2023	28.4%	14.5%
October 2023	29.4%	20.5%

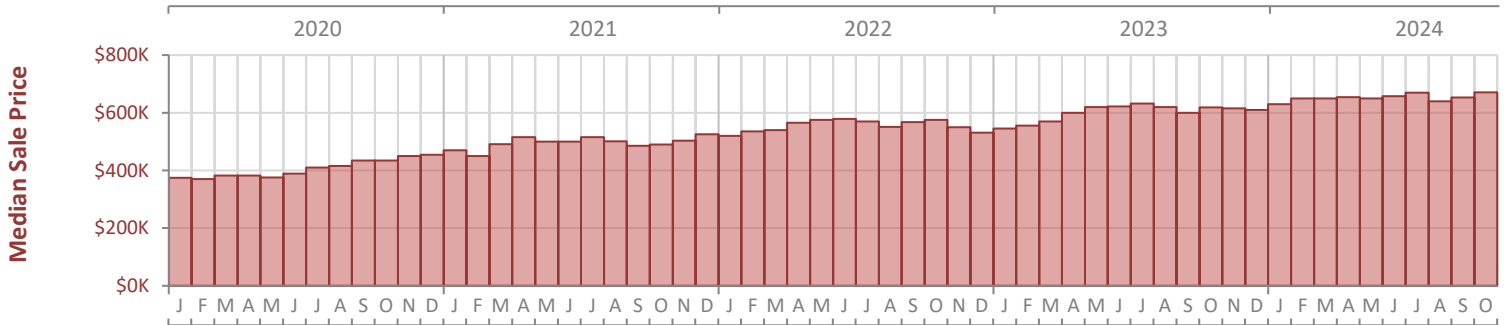


Median Sale Price

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	\$650,000	8.3%
October 2024	\$670,750	8.5%
September 2024	\$653,400	8.9%
August 2024	\$640,000	3.2%
July 2024	\$670,000	6.1%
June 2024	\$657,000	5.5%
May 2024	\$650,000	4.8%
April 2024	\$654,000	9.0%
March 2024	\$650,000	14.0%
February 2024	\$650,000	17.1%
January 2024	\$630,000	15.6%
December 2023	\$610,000	14.9%
November 2023	\$615,000	11.8%
October 2023	\$618,217	7.5%

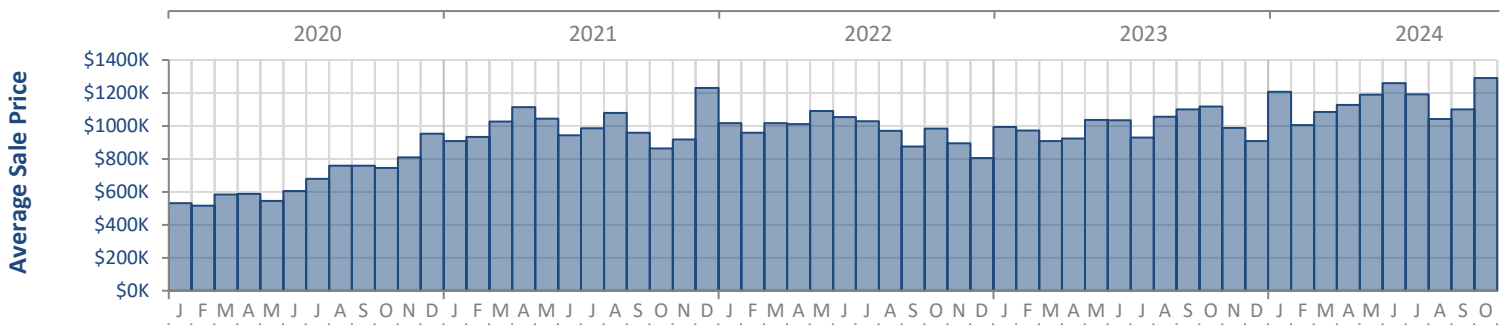


Average Sale Price

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	\$1,149,719	14.3%
October 2024	\$1,289,661	15.4%
September 2024	\$1,100,440	0.1%
August 2024	\$1,042,133	-1.3%
July 2024	\$1,192,280	28.2%
June 2024	\$1,259,169	21.8%
May 2024	\$1,189,809	14.8%
April 2024	\$1,126,646	21.9%
March 2024	\$1,085,138	19.5%
February 2024	\$1,005,137	3.5%
January 2024	\$1,206,990	21.5%
December 2023	\$907,066	12.8%
November 2023	\$987,845	10.5%
October 2023	\$1,117,267	13.5%

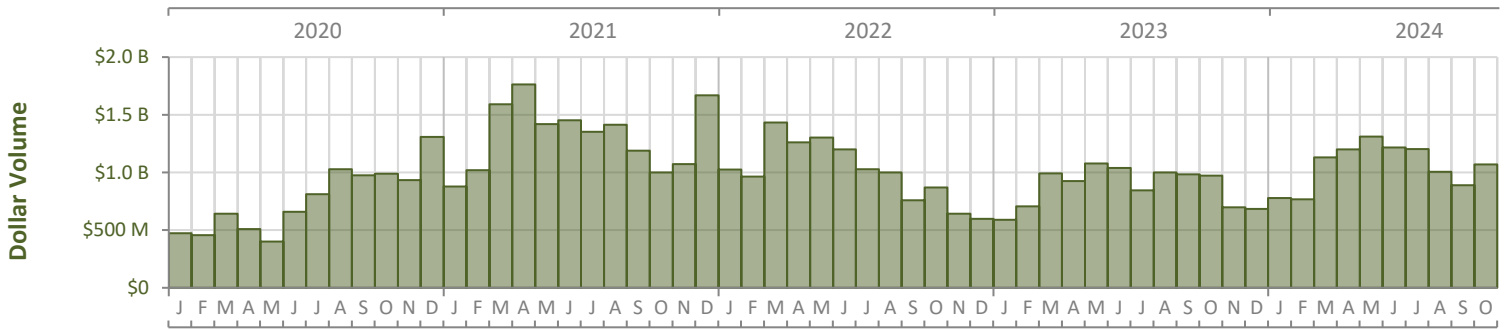


Dollar Volume

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	\$10.6 Billion	15.8%
October 2024	\$1.1 Billion	10.0%
September 2024	\$890.3 Million	-9.5%
August 2024	\$1.0 Billion	0.4%
July 2024	\$1.2 Billion	42.0%
June 2024	\$1.2 Billion	17.2%
May 2024	\$1.3 Billion	21.7%
April 2024	\$1.2 Billion	29.9%
March 2024	\$1.1 Billion	13.8%
February 2024	\$767.9 Million	8.7%
January 2024	\$777.3 Million	32.0%
December 2023	\$683.9 Million	14.3%
November 2023	\$698.4 Million	8.8%
October 2023	\$973.1 Million	11.8%

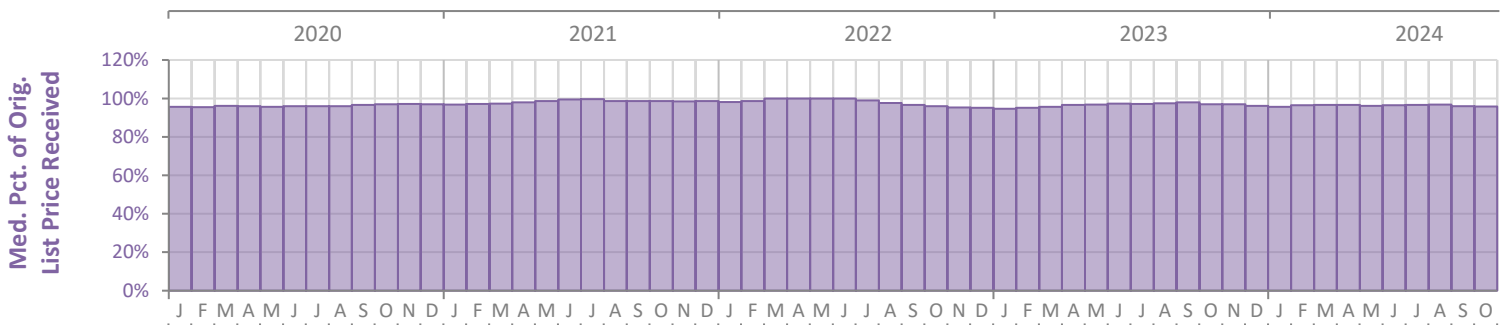


Median Percent of Original List Price Received

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	96.4%	-0.3%
October 2024	95.8%	-1.1%
September 2024	96.0%	-2.0%
August 2024	96.8%	-0.6%
July 2024	96.6%	-0.6%
June 2024	96.5%	-0.8%
May 2024	96.2%	-0.6%
April 2024	96.7%	0.1%
March 2024	96.6%	0.9%
February 2024	96.4%	1.4%
January 2024	95.7%	1.2%
December 2023	96.1%	0.9%
November 2023	97.0%	1.8%
October 2023	96.9%	0.9%

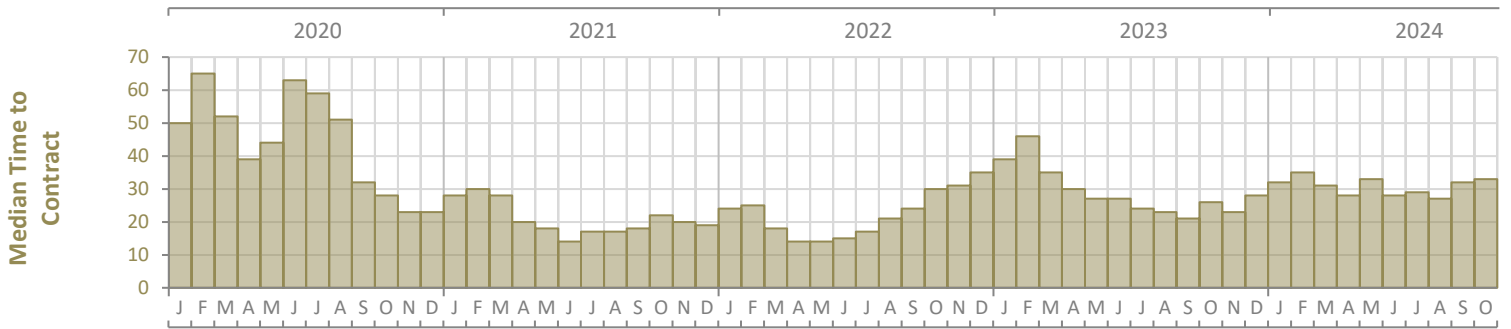


Median Time to Contract

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	35 Days	6.1%
October 2024	33 Days	26.9%
September 2024	32 Days	52.4%
August 2024	27 Days	17.4%
July 2024	29 Days	20.8%
June 2024	28 Days	3.7%
May 2024	33 Days	22.2%
April 2024	28 Days	-6.7%
March 2024	31 Days	-11.4%
February 2024	35 Days	-23.9%
January 2024	32 Days	-17.9%
December 2023	28 Days	-20.0%
November 2023	23 Days	-25.8%
October 2023	26 Days	-13.3%

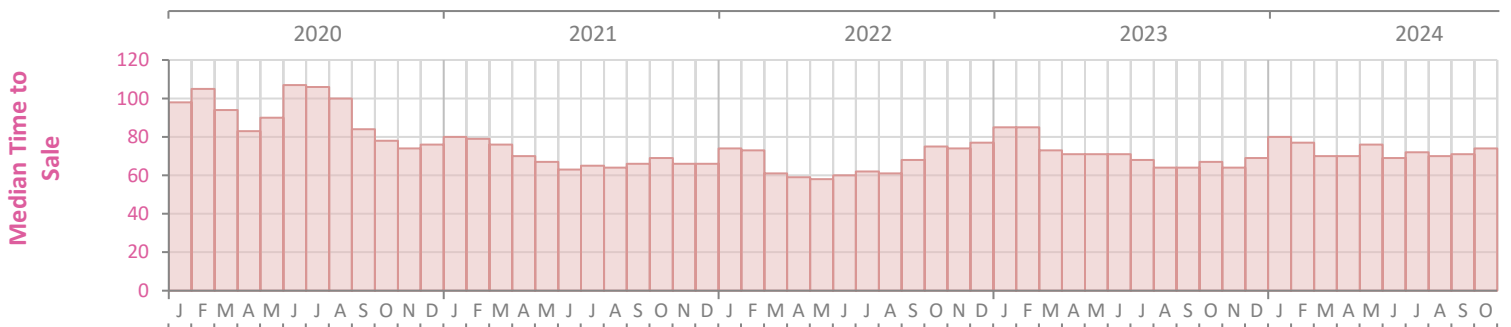


Median Time to Sale

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	77 Days	1.3%
October 2024	74 Days	10.4%
September 2024	71 Days	10.9%
August 2024	70 Days	9.4%
July 2024	72 Days	5.9%
June 2024	69 Days	-2.8%
May 2024	76 Days	7.0%
April 2024	70 Days	-1.4%
March 2024	70 Days	-4.1%
February 2024	77 Days	-9.4%
January 2024	80 Days	-5.9%
December 2023	69 Days	-10.4%
November 2023	64 Days	-13.5%
October 2023	67 Days	-10.7%

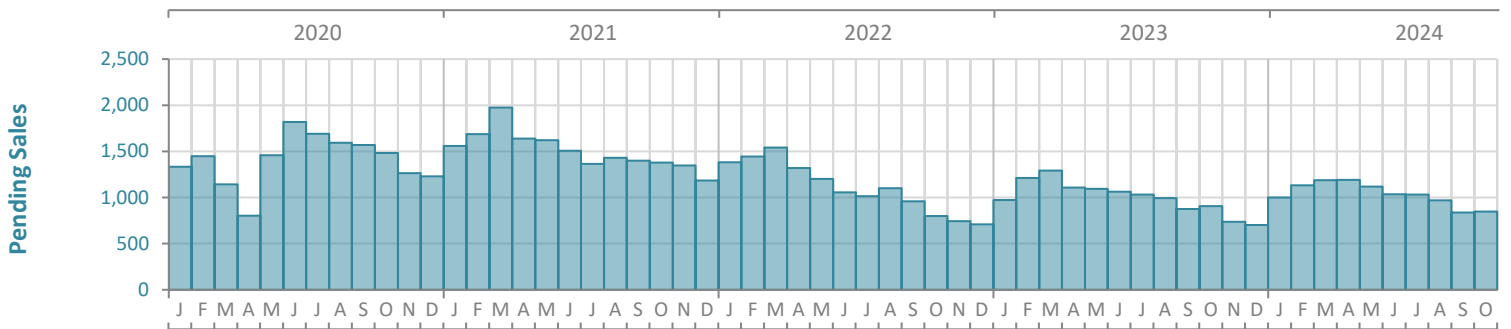


New Pending Sales

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	10,356	-1.8%
October 2024	849	-6.4%
September 2024	839	-4.1%
August 2024	971	-2.1%
July 2024	1,030	-0.2%
June 2024	1,036	-2.6%
May 2024	1,119	2.4%
April 2024	1,191	7.6%
March 2024	1,188	-8.0%
February 2024	1,133	-6.6%
January 2024	1,000	2.7%
December 2023	701	-1.0%
November 2023	736	-1.1%
October 2023	907	13.4%

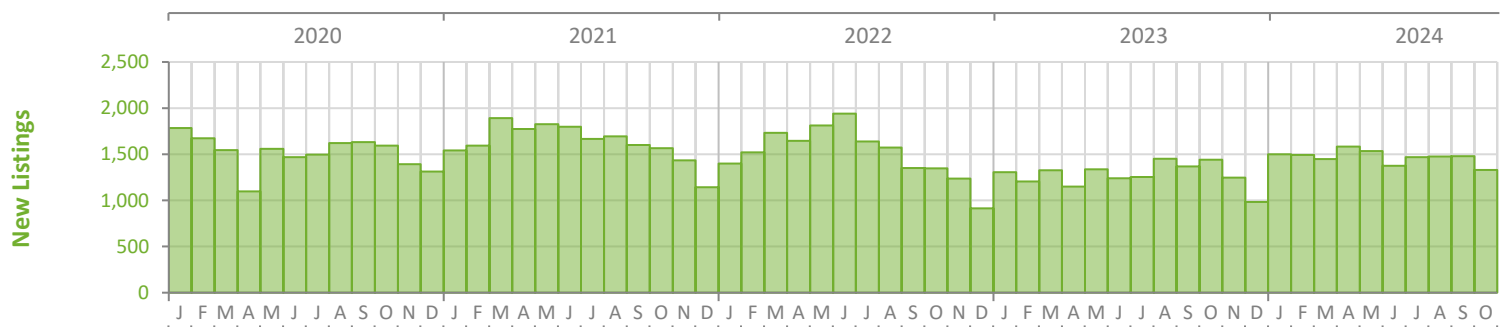


New Listings

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	14,687	12.3%
October 2024	1,331	-7.6%
September 2024	1,479	8.2%
August 2024	1,477	1.9%
July 2024	1,468	17.0%
June 2024	1,376	10.9%
May 2024	1,536	15.0%
April 2024	1,582	37.4%
March 2024	1,447	9.2%
February 2024	1,492	23.7%
January 2024	1,499	14.8%
December 2023	984	7.7%
November 2023	1,248	1.0%
October 2023	1,440	6.8%

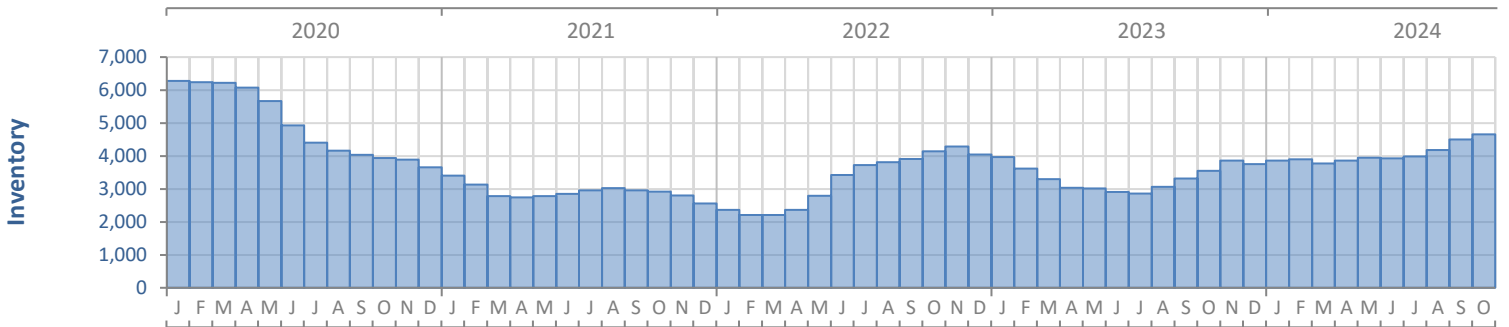


Inventory (Active Listings)

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)	4,060	24.4%
October 2024	4,660	31.3%
September 2024	4,503	35.7%
August 2024	4,183	36.6%
July 2024	3,988	39.4%
June 2024	3,929	35.0%
May 2024	3,949	30.8%
April 2024	3,864	27.3%
March 2024	3,768	14.2%
February 2024	3,895	7.7%
January 2024	3,856	-2.7%
December 2023	3,755	-7.1%
November 2023	3,856	-10.1%
October 2023	3,550	-14.3%

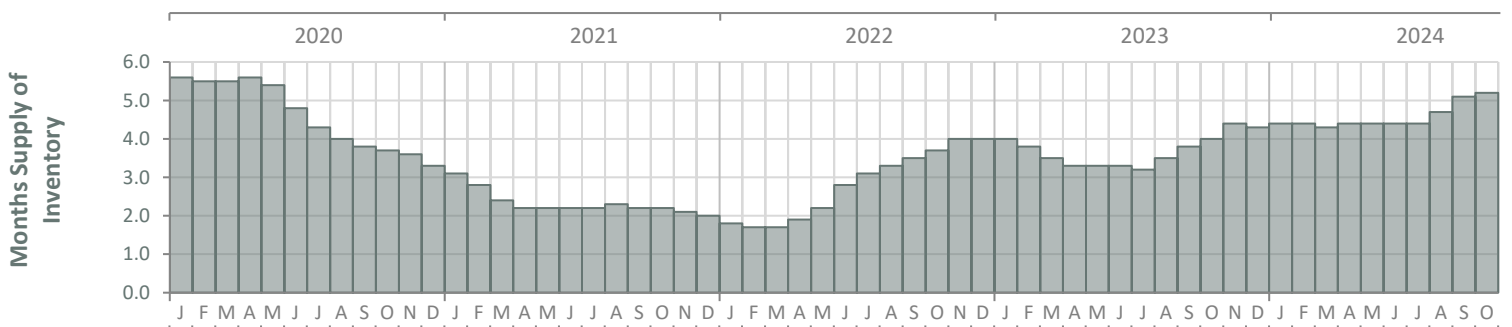


Months Supply of Inventory

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)	4.6	27.8%
October 2024	5.2	30.0%
September 2024	5.1	34.2%
August 2024	4.7	34.3%
July 2024	4.4	37.5%
June 2024	4.4	33.3%
May 2024	4.4	33.3%
April 2024	4.4	33.3%
March 2024	4.3	22.9%
February 2024	4.4	15.8%
January 2024	4.4	10.0%
December 2023	4.3	7.5%
November 2023	4.4	10.0%
October 2023	4.0	8.1%

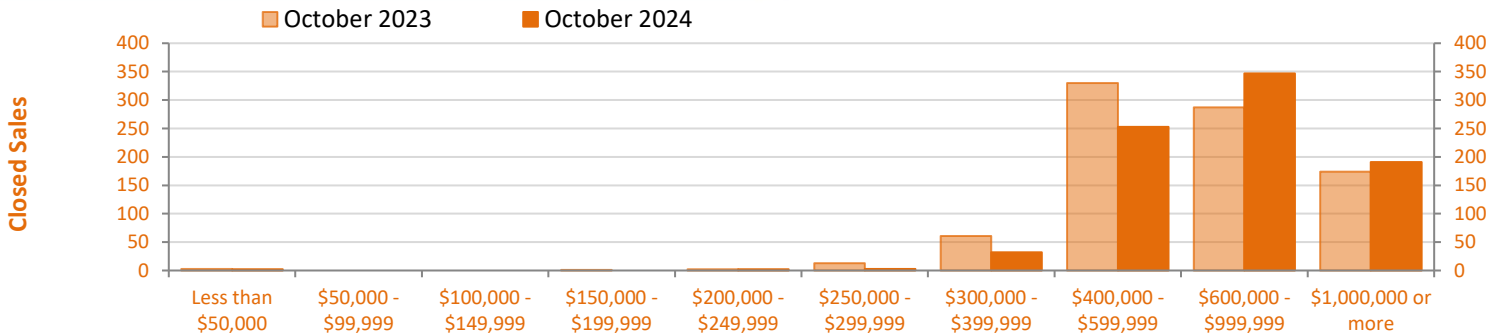


Closed Sales by Sale Price

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	2	-33.3%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	3	-76.9%
\$300,000 - \$399,999	32	-47.5%
\$400,000 - \$599,999	253	-23.3%
\$600,000 - \$999,999	347	20.9%
\$1,000,000 or more	191	9.8%

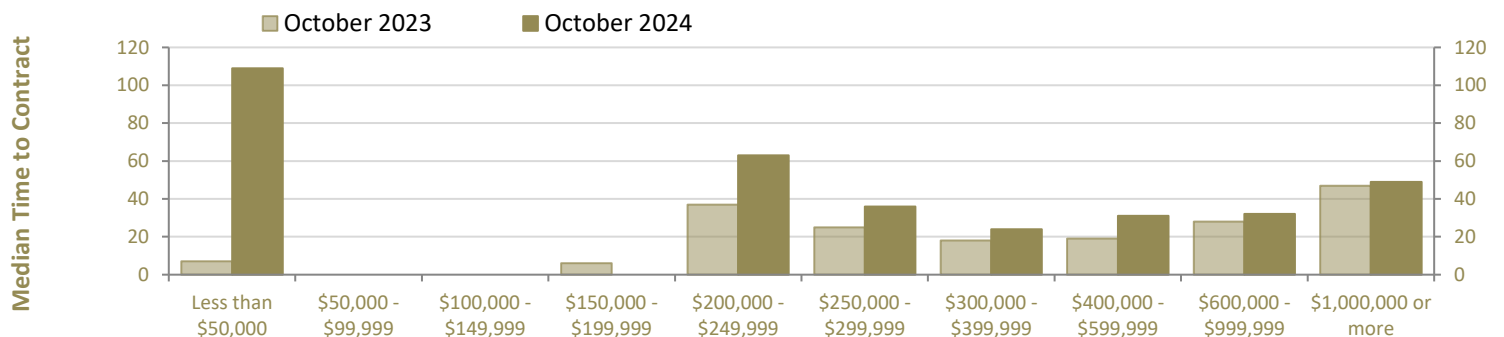


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	109 Days	1457.1%
\$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	63 Days	70.3%
\$250,000 - \$299,999	36 Days	44.0%
\$300,000 - \$399,999	24 Days	33.3%
\$400,000 - \$599,999	31 Days	63.2%
\$600,000 - \$999,999	32 Days	14.3%
\$1,000,000 or more	49 Days	4.3%

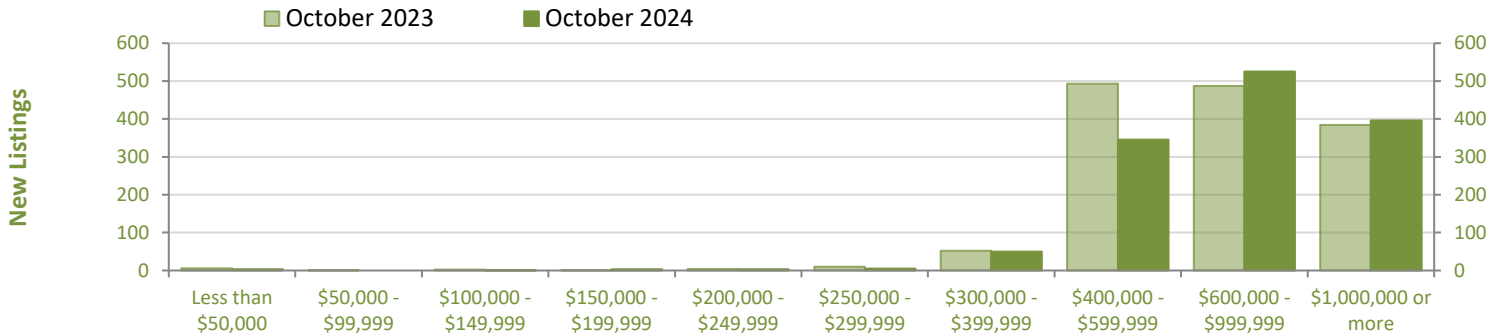


New Listings by Initial Listing Price

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	3	-50.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	5	-50.0%
\$300,000 - \$399,999	50	-3.8%
\$400,000 - \$599,999	345	-30.0%
\$600,000 - \$999,999	525	7.8%
\$1,000,000 or more	396	3.1%

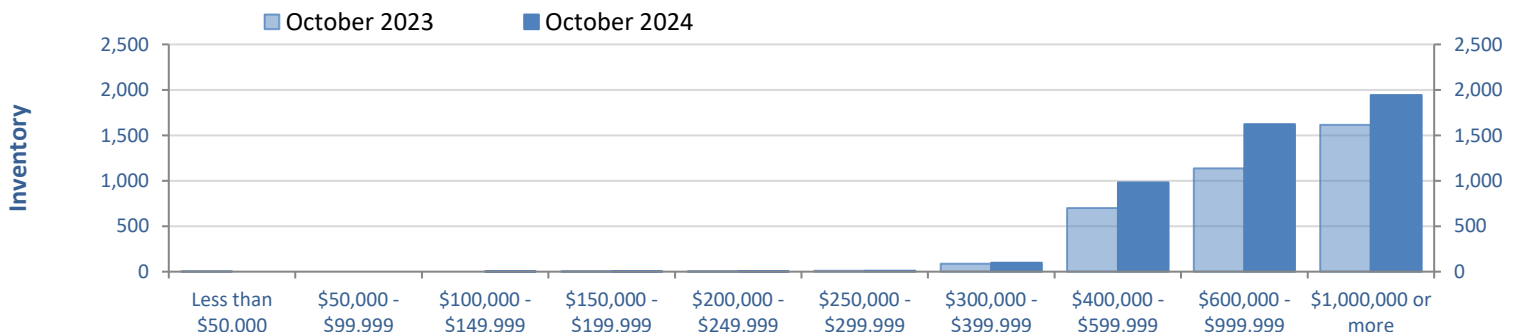


Inventory by Current Listing Price

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.

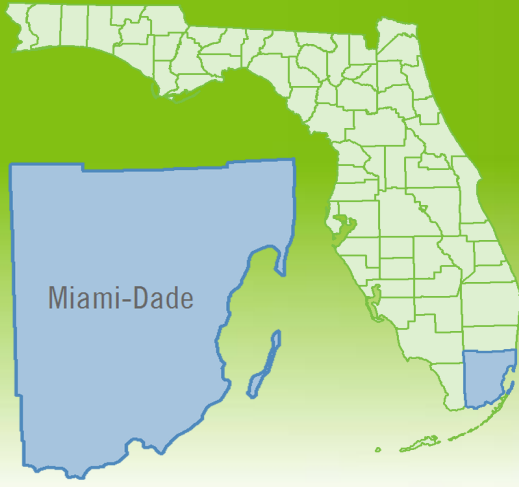
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	11	10.0%
\$300,000 - \$399,999	98	14.0%
\$400,000 - \$599,999	981	40.1%
\$600,000 - \$999,999	1,621	42.8%
\$1,000,000 or more	1,942	20.3%



Monthly Distressed Market - October 2024

Single-Family Homes

Miami-Dade County



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	822	860	-4.4%
	Median Sale Price	\$673,500	\$619,532	8.7%
Foreclosure/REO	Closed Sales	7	10	-30.0%
	Median Sale Price	\$635,250	\$422,750	50.3%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$560,000	\$620,000	-9.7%

