

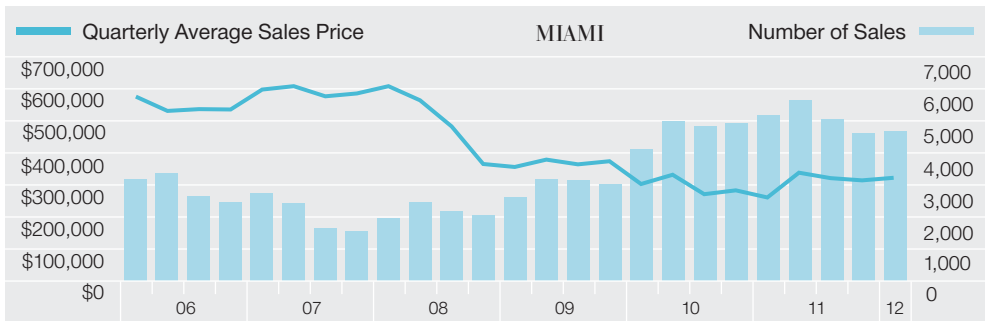


ELLIMANREPORT

MIAMI

- Limited distressed properties entering the market drove price indicators higher** All price indicators posted double-digit year-over-year gains due to the shift in the mix towards non-distressed sales. The market share of distressed sales dropped to 48.2% from 64.7% in the prior year quarter.
- Listing inventory drop outpaced the decline in the number of sales** Listing inventory fell 20% to 12,553 from 15,698 in the prior year quarter. The decline in inventory outpaced the 9.6% decline in sales to 4,610 from 5,101 over the same period. As a result, the monthly absorption rate fell to 8.2 months, the fastest market pace in the past year.
- Days on market edged higher despite the drop in listing inventory** The average number of days to sell a property measured from the last price change, if any, was 72 days in the first quarter, nearly a week slower than 66 days in the prior year quarter.

| Miami Market Matrix | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|---|-----------|-------------|-----------|------------|-----------|
| Average Sales Price | \$323,181 | 2.6% | \$314,995 | 23.9% | \$260,918 |
| Average Price per Sq Ft | \$220 | 2.8% | \$214 | 18.9% | \$185 |
| Median Sales Price | \$176,000 | 6.7% | \$165,000 | 25.7% | \$140,000 |
| Number of Sales (Closed) | 4,610 | 0.9% | 4,568 | -9.6% | 5,101 |
| Days on Market (From Last List Date) | 72 | 0.0% | 72 | 9.1% | 66 |
| Listing Discount (From Last List Price) | 8.1% | | 8.7% | | 8.3% |
| Listing Inventory (active) | 12,553 | -11.3% | 14,153 | -20.0% | 15,698 |
| Absorption Rate (mos) | 8.2 | -11.8% | 9.3 | -10.9% | 9.2 |



over the past year-and-a-half. However, we anticipate an increase in distressed sales activity over the next few years. While distressed and non-distressed sales are not separate types of housing, distressed condos and 1-family property sales averaged 26.3% and 31.1% more square feet, respectively than their distressed sale counterparts in the first quarter.

The market share of distressed sales fell to 48.2% of all sales in the first quarter from 64.7% in the same period last year. Overall sales declined 9.6% to 4,610 from 5,101 over the same period. The shift in mix away from distressed sales has been more evident with listing inventory, with a 20% decline to 12,553 listings from 15,698 in the

same quarter last year. As a result of the larger decline in inventory over sales, the monthly absorption rate declined to 8.2 months from 9.2 months in the prior year quarter. The absorption rate measures market health by analyzing the number of months to sell all active inventory at the current pace of sales.

The shift in the mix also caused all price indicators to jump over the past year. Median sales price was \$176,000 in the first quarter, 25.7% higher than the prior year quarter results. Both price per square foot and average sales price also realized double-digit gains.

The Miami housing market continued to be largely two different market segments: distressed sales, defined as short sales and foreclosures, and non-distressed sales. The "robo-signing" scandal in late 2010 and the recent settlement agreement between the major loan servicers and the government has kept a large supply of distressed properties from entering the market

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

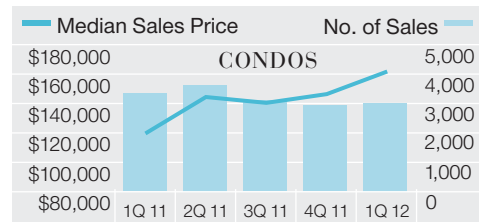


CONDOS

- **Price indicators posted double-digit gains with a drop in distressed inventory** The median sales price was \$161,500, up 35.7% from \$119,000 in the prior year quarter. Price per square foot and average sales price jumped 20.5% and 27.2%, respectively.
- **Inventory declined faster than the number of sales** Listing inventory fell 17.1% to 7,627 from 9,198 in the prior year quarter, while the number of sales declined 9.7% to 2,997 from 3,318 over the same period. The temporary reprieve of fewer distressed sales was the driving force behind both of these metrics' changes.

| Condo Market Matrix | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|---|-----------|-------------|-----------|------------|-----------|
| Average Sales Price | \$298,751 | 4.0% | \$287,383 | 27.2% | \$234,944 |
| Average Price Per Sq Ft | \$247 | 2.5% | \$241 | 20.5% | \$205 |
| Median Sales Price | \$161,500 | 10.6% | \$146,000 | 35.7% | \$119,000 |
| Number of Sales | 2,997 | 2.8% | 2,916 | -9.7% | 3,318 |
| Days on Market (From Last List Date) | 72 | -1.4% | 73 | 10.8% | 65 |
| Listing Discount (From Last List Price) | 7.3% | | 8.0% | | 7.5% |
| Listing Inventory (active) | 7,627 | -11.3% | 8,595 | -17.1% | 9,198 |
| Absorption Rate (mos) | 7.6 | -13.6% | 8.8 | -8.4% | 8.3 |

| Quintiles | Med. Sales Price | % Chg (YR) |
|-----------|------------------|------------|
| Studio | \$113,000 | 4.9% |
| 1-bedroom | \$125,000 | 28.8% |
| 2-bedroom | \$196,463 | 46.5% |
| 3-bedroom | \$210,000 | 16.5% |
| 4-bedroom | \$345,000 | 2.9% |
| 5-bedroom | \$2,700,000 | 0.4% |

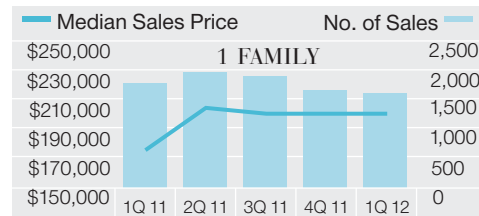


1-FAMILY

- **Listing inventory fell sharply, as number of sales declined** There were 4,926 listings at the end of the first quarter, down 24.2% from 6,500 in the prior year quarter. The drop outpaced the 9.5% decline in the number of sales. There were 1,613 sales in the first quarter, down from 1,783 in the prior year quarter.
- **Price indicators increased and more purchases were made with conventional financing** Median sales price increased 14.3% to \$200,000 from \$175,000 in the prior year quarter. Conventional mortgage financing expanded to 29.7% of all sales, up from 28.6% over the same period.

| 1-Family Market Matrix | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|---|-----------|-------------|-----------|------------|-----------|
| Average Sales Price | \$368,573 | 1.3% | \$363,733 | 19.2% | \$309,252 |
| Average Price Per Sq Ft | \$169 | 1.2% | \$167 | 14.2% | \$148 |
| Median Sales Price | \$200,000 | 0.0% | \$200,000 | 14.3% | \$175,000 |
| Number of Sales | 1,613 | -2.4% | 1,652 | -9.5% | 1,783 |
| Days on Market (From Last List Date) | 72 | 2.9% | 70 | 7.5% | 67 |
| Listing Discount (From Last List Price) | 9.5% | | 9.8% | | 9.7% |
| Listing Inventory (active) | 4,926 | -11.4% | 5,558 | -24.2% | 6,500 |
| Absorption Rate (mos) | 9.2 | -8.9% | 10.1 | -15.6% | 10.9 |

| Quintiles | Med. Sales Price | % Chg (YR) |
|-----------|------------------|------------|
| 1-bedroom | \$28,250 | 0.4% |
| 2-bedroom | \$110,000 | 9.1% |
| 3-bedroom | \$161,000 | 47.5% |
| 4-bedroom | \$240,000 | 32.9% |
| 5-bedroom | \$762,500 | 10.1% |



LUXURY

- **Condo price indicators saw double-digit gains as average size expanded** Median sales price increased 20.3% to \$985,000 from \$818,600 in the prior year quarter. The average square footage increased 5.8% to 2,310 over the same period.
- **1-family days on market dropped as prices increased** The average number of days on market was 52 days, nearly a week faster than 58 days in the prior year quarter. Median sales price edged up 4.4% to \$1,075,000 from \$1,030,000 over the same period.

| Luxury Market Matrix - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|---|-------------|-------------|-------------|------------|-------------|
| Average Sales Price | \$1,325,779 | -0.9% | \$1,338,246 | 20.5% | \$1,100,477 |
| Average Price Per Square Foot | \$574 | -1.9% | \$585 | 13.9% | \$504 |
| Median Sales Price | \$985,000 | 10.7% | \$890,000 | 20.3% | \$818,600 |
| Number of Sales | 300 | 2.7% | 292 | -9.6% | 332 |
| Days on Market (From Last List Date) | 50 | -2.0% | 51 | -2.0% | 51 |
| Listing Discount (From Last List Price) | 9.1% | | 10.8% | | 9.7% |

| Luxury Market Matrix - 1-Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|---|-------------|-------------|-------------|------------|-------------|
| Average Sales Price | \$1,754,972 | 1.8% | \$1,723,393 | 22.1% | \$1,437,562 |
| Average Price Per Square Foot | \$404 | 4.1% | \$388 | 19.5% | \$338 |
| Median Sales Price | \$1,075,000 | -10.4% | \$1,200,000 | 4.4% | \$1,030,000 |
| Number of Sales | 161 | -2.4% | 165 | -9.6% | 178 |
| Days on Market (From Last List Date) | 52 | 2.0% | 51 | -10.3% | 58 |
| Listing Discount (From Last List Price) | 12.9% | | 13.3% | | 13.8% |

Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

NORTH

- **Condo price indicators trended higher over the year** Median sales price was \$225,000, 21.6% above \$185,000 in the prior year quarter.
- **1-family sales were up sharply from the same quarter last year** There were 42 sales, nearly double the 23 sale total in the prior year quarter.

MIAMI BEACH

- **Condo price indicators up from prior year quarter** Median sales price was \$290,000, 33% above \$218,000 in the prior year quarter.
- **1-family sales declined from prior year quarter** Number of sales declined 19% to 51 from 63 in the same quarter last year.

SOUTH BEACH

- **Condo sales slipped from the prior year quarter** There were 344 sales in the first quarter, 1.7 below prior year quarter.
- **1-family price indicators were mixed** The small data set resulted in volatile price changes. Median sales price declined by 31.7%, yet price per square foot increased by 16.9%.

DOWNTOWN

- **Condo sales declined** There were 1,568 sales in the first quarter, down 16.5% from 1,878 in the prior year quarter.
- **1-family price indicators were higher** The median sales price jumped 13.3% to \$170,000 from \$150,000 due to the decline in distressed sales brought to market.

SOUTH

- **Condo price indicators and sales jumped** The drop in distressed sales skewed prices higher. The drop in mortgage rates pushed sales activity up.
- **1-family shift in mix caused jump in indicators** Median sales price was up 15.6% to \$545,000 from the prior year quarter, as distressed sales share dropped.

| North Market Matrix - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|-------------------------------|-------------|-------------|-----------|------------|-------------|
| Average Sales Price | \$370,104 | 8.3% | \$341,700 | 8.6% | \$340,776 |
| Average Price per Sq Ft | \$260 | 4.0% | \$250 | 5.7% | \$246 |
| Median Sales Price | \$225,000 | 9.8% | \$205,000 | 21.6% | \$185,000 |
| Number of Sales (Closed) | 635 | 0.8% | 630 | -2.2% | 649 |
| North Market Matrix- 1 Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
| Average Sales Price | \$1,018,344 | 27.1% | \$801,472 | -7.1% | \$1,096,754 |
| Average Price per Sq Ft | \$346 | 5.2% | \$329 | -3.9% | \$360 |
| Median Sales Price | \$800,000 | 53.8% | \$520,000 | 45.2% | \$550,800 |
| Number of Sales (Closed) | 42 | 16.7% | 36 | 82.6% | 23 |

Note: This region includes Aventura, Bal Harbour, Bay Harbor Islands, Golden Beach, Indian Creek, North Bay Village, Sunny Isles and Surfside. The data is also contained within the other markets presented.

| Miami Beach Market Matrix - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|-------------------------------------|-------------|-------------|-------------|------------|-------------|
| Average Sales Price | \$515,534 | 17.4% | \$439,030 | 36.4% | \$377,843 |
| Average Price per Sq Ft | \$408 | 15.6% | \$353 | 27.1% | \$321 |
| Median Sales Price | \$290,000 | 20.8% | \$240,000 | 33.0% | \$218,000 |
| Number of Sales (Closed) | 318 | 2.3% | 311 | -5.6% | 337 |
| Miami Beach Market Matrix- 1 Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
| Average Sales Price | \$1,263,471 | -10.9% | \$1,417,846 | -5.4% | \$1,335,397 |
| Average Price per Sq Ft | \$411 | -5.7% | \$436 | -8.3% | \$448 |
| Median Sales Price | \$867,000 | -13.3% | \$1,000,000 | 0.8% | \$860,000 |
| Number of Sales (Closed) | 51 | 8.5% | 47 | -19.0% | 63 |

Note: This region includes Miami Beach, Fisher Island and Key Biscayne. The data is also contained within the other markets presented.

| South Beach Market Matrix - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|-------------------------------------|-------------|-------------|-------------|------------|-------------|
| Average Sales Price | \$507,662 | -13.0% | \$583,214 | 22.5% | \$414,464 |
| Average Price per Sq Ft | \$529 | -8.2% | \$576 | 20.2% | \$440 |
| Median Sales Price | \$250,000 | -2.0% | \$255,000 | 28.2% | \$195,000 |
| Number of Sales (Closed) | 344 | 7.5% | 320 | -1.7% | 350 |
| South Beach Market Matrix- 1 Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
| Average Sales Price | \$1,637,863 | -24.8% | \$2,178,231 | -2.5% | \$1,679,471 |
| Average Price per Sq Ft | \$491 | -25.9% | \$663 | 16.9% | \$420 |
| Median Sales Price | \$1,025,000 | 10.8% | \$925,000 | -31.7% | \$1,500,000 |
| Number of Sales (Closed) | 13 | 0.0% | 13 | -23.5% | 17 |

Note: This region includes area within the 33139 zip code and the 33140 zip code with northern boundary of 30th Street. The data is also contained within the other markets presented.

| Downtown Beach Market Matrix - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|--|-----------|-------------|-----------|------------|-----------|
| Average Sales Price | \$174,511 | -0.6% | \$175,530 | 25.4% | \$139,129 |
| Average Price per Sq Ft | \$152 | -0.7% | \$153 | 19.7% | \$127 |
| Median Sales Price | \$108,500 | 8.5% | \$100,000 | 35.6% | \$80,000 |
| Number of Sales (Closed) | 1,568 | 0.1% | 1,566 | -16.5% | 1,878 |
| Downtown Beach Market Matrix- 1 Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
| Average Sales Price | \$204,514 | -7.1% | \$220,132 | 11.0% | \$184,179 |
| Average Price per Sq Ft | \$105 | -5.4% | \$111 | 8.2% | \$97 |
| Median Sales Price | \$170,000 | 0.0% | \$170,000 | 13.3% | \$150,000 |
| Number of Sales (Closed) | 1,290 | -4.2% | 1,347 | -12.7% | 1,477 |

Note: This region includes area defined by Miami MLS as "Miami". The data is also contained within the other markets presented.

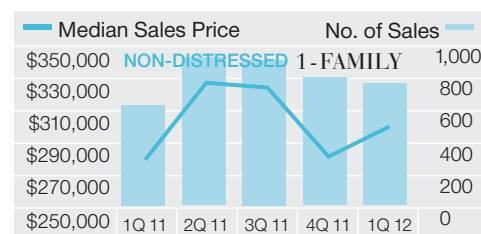
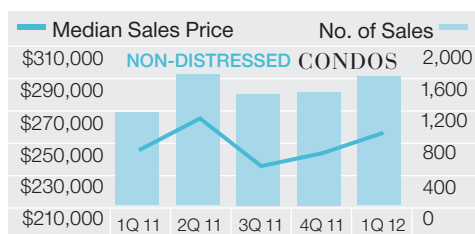
| South Market Matrix - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|-------------------------------|-----------|-------------|-----------|------------|-----------|
| Average Sales Price | \$364,630 | 31.4% | \$277,423 | 53.5% | \$237,502 |
| Average Price per Sq Ft | \$259 | 20.5% | \$215 | 29.5% | \$200 |
| Median Sales Price | \$239,000 | 13.8% | \$210,000 | 44.8% | \$165,000 |
| Number of Sales (Closed) | 132 | 48.3% | 89 | 26.9% | 104 |
| South Market Matrix- 1 Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
| Average Sales Price | \$931,727 | 7.8% | \$863,923 | 33.7% | \$696,832 |
| Average Price per Sq Ft | \$302 | 9.8% | \$275 | 31.9% | \$229 |
| Median Sales Price | \$545,000 | 0.0% | \$545,000 | 15.6% | \$471,500 |
| Number of Sales (Closed) | 217 | 3.8% | 209 | 6.9% | 203 |

Note: This region includes Coconut Grove, Coral Gables, Palmetto Bay, Pinecrest and South Miami. The data is also contained within the other markets presented.

NON-DISTRESSED

- Number of sales jumped as non-distressed market share exceeded 50%** Market share of non-distressed accounted for 51.8% of total sales, the highest share in several years, but the trend is expected to reverse over the next year. The number of condo and 1-family sales jumped 38.8% and 21.2%, respectively.
- Price indicators rose as listing discount declined** Median sales price for condo and 1-family properties rose 4.5% and 7.5%, respectively, as compared to the prior year quarter. Tighter market conditions compressed the listing discount for condos and 1-family properties to their lowest levels in several years.

| Non-Distressed - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|---|-----------|-------------|-----------|------------|-----------|
| Average Sales Price | \$438,345 | -1.2% | \$443,801 | 0.0% | \$438,500 |
| Average Price Per Sq Ft | \$328 | -1.8% | \$334 | 2.8% | \$319 |
| Median Sales Price | \$256,000 | 5.3% | \$243,139 | 4.5% | \$245,000 |
| Number of Sales | 1,623 | 13.8% | 1,426 | 38.8% | 1,169 |
| Days on Market (From Last List Date) | 46 | -2.1% | 47 | -2.1% | 47 |
| Listing Discount (From Last List Price) | 8.3% | | 9.6% | | 11.3% |
| Non-Distressed - 1 Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
| Average Sales Price | \$569,673 | 1.8% | \$559,827 | 4.5% | \$545,263 |
| Average Price Per Sq Ft | \$229 | 2.7% | \$223 | 4.1% | \$220 |
| Median Sales Price | \$300,000 | 6.8% | \$281,000 | 7.5% | \$279,000 |
| Number of Sales | 767 | -4.8% | 806 | 21.2% | 633 |
| Days on Market (From Last List Date) | 52 | -1.9% | 53 | 0.0% | 52 |
| Listing Discount (From Last List Price) | 10.8% | | 11.0% | | 12.2% |

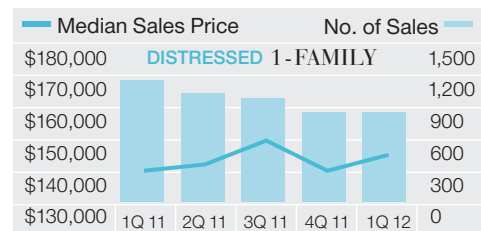
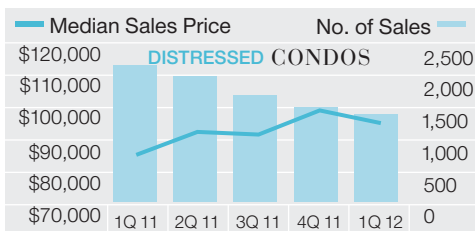


Note: This category excludes all foreclosure and short sales. The data is also contained within the other markets presented.

DISTRESSED

- Price indicators increased as listing discount expanded** Median sales price for distressed condos increased 11.8% to \$95,000 from the prior year quarter. The number of sales fell 36.1% to 1,374 over the same period, as last year's "robo-signing" scandal continued to hold back new foreclosure inventory. Foreclosures fell 47.1% as short sales increased 22.3% over the same period.
- Number of sales dropped sharply as marketing time expanded** The number of condo and 1-family sales dropped 36.1% and 26.4% respectively, as lenders continued to hold back listings from the market. Days on market jumped for both property types over the same period.

| Distressed - Condos | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
|---|-----------|-------------|-----------|------------|-----------|
| Average Sales Price | \$133,858 | -2.8% | \$137,683 | 7.8% | \$124,215 |
| Average Price Per Sq Ft | \$127 | -1.6% | \$129 | 5.0% | \$121 |
| Median Sales Price | \$95,000 | -4.0% | \$99,000 | 11.8% | \$85,000 |
| Number of Sales | 1,374 | -7.8% | 1,490 | -36.1% | 2,149 |
| Days on Market (From Last List Date) | 100 | 5.3% | 95 | 35.1% | 74 |
| Listing Discount (From Last List Price) | 3.2% | | 3.4% | | 0.3% |
| Distressed - 1 Family | 1Q-2012 | % Chg (QRT) | 4Q-2011 | % Chg (YR) | 1Q-2011 |
| Average Sales Price | \$186,251 | 5.3% | \$176,910 | 3.9% | \$179,343 |
| Average Price Per Sq Ft | \$98 | 3.2% | \$95 | 3.2% | \$95 |
| Median Sales Price | \$145,000 | 3.6% | \$140,000 | 3.6% | \$140,000 |
| Number of Sales | 846 | 0.0% | 846 | -26.4% | 1,150 |
| Days on Market (From Last List Date) | 90 | 3.4% | 87 | 20.0% | 75 |
| Listing Discount (From Last List Price) | 6.1% | | 6.2% | | 5.6% |



Note: This category is comprised of foreclosure and short sales. The data is also contained within the other markets presented.

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Methodology: www.millersamuel.com/reports/methodology.php

THE COASTAL COMMUNITIES OF MIAMI, FLORIDA

MIAMI-DADE Aventura, Bal Harbour, Bay Harbor Islands, Coconut Grove, Coral Gables, Downtown, Fisher Island, Golden Beach, Indian Creek, Key Biscayne, Miami Beach, North Bay Village, Palmetto Bay, Pinecrest, South Beach, South Miami, Sunny Isles and Surfside.