



# MIAMI, FLORIDA

Quarterly Survey of Miami Coastal Community Sales

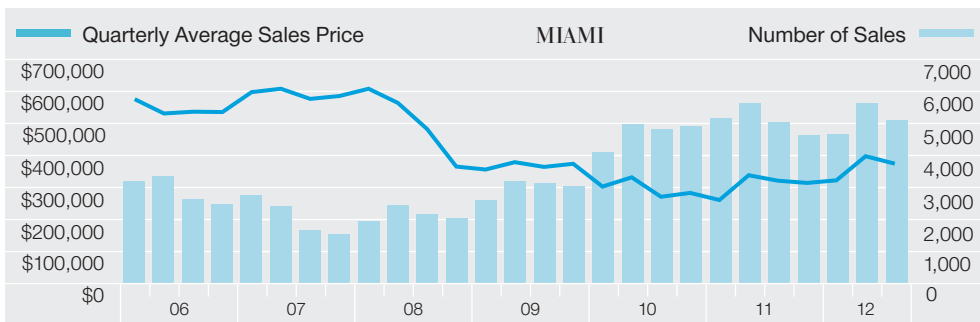
3Q-2012

# ELLIMANREPORT

## MIAMI

- Large declines in listing inventory continued, foreclosure sales lost market share** Listing inventory fell 24.7% to 11,468 from 15,239 in the prior year quarter. Foreclosure sales (excluding short sales) fell to an 18.6% market share from a recent high of 44.2% in first quarter of 2011.
- Sales edged higher year-over-year, but year-to-date below prior year** There were 5,050 sales in the third quarter, 1.4% more than in the prior year quarter and total pending sales were up 6.7% over the same period. Year-to-date sales reached 15,218, 2.9% below the same period last year.
- Listing discount fell sharply, consistent with fewer distressed sales** The percent difference between list price at time of sale and sales price continued to decline. The market-wide listing discount was 6.1%, down from 10.1% in the prior year quarter.

Miami Market Matrix	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$375,925	-5.9%	\$399,440	16.7%	\$322,072
Average Price per Sq Ft	\$247	-3.9%	\$257	18.2%	\$209
Median Sales Price	\$195,000	-0.8%	\$196,500	18.2%	\$165,000
Number of Sales (Closed)	5,050	-9.1%	5,558	1.4%	4,979
Days on Market (From Last List Date)	71	4.4%	68	-1.4%	72
Listing Discount (From Last List Price)	6.1%		7.4%		10.1%
Listing Inventory (active)	11,468	-1.9%	11,689	-24.7%	15,239
Absorption Rate (mos)	6.8	7.9%	6.3	-26.1%	9.2
Year-to-Date	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$368,535	N/A	N/A	-1.4%	\$308,271
Average Price per Sq Ft	\$242	N/A	N/A	0.6%	\$207
Median Sales Price	\$190,000	N/A	N/A	0.0%	\$155,000
Number of Sales (Closed)	15,218	N/A	N/A	-2.9%	15,657



The Miami coastal communities experienced a sharp decline in listing inventory, a decline in distressed sales and rise in non-distressed sales, rising price pressure and continued demand from international buyers.

All price indicators posted large gains as distressed sale market share activity continued to fall. Median sales price jumped 18.2% to \$195,000 from \$165,000 in the prior year quarter. Average sales price and average price

per square foot saw similar year-over-year gains of 16.7% and 18.2%. The median sales price year-to date was \$190,000 and increased at a similar rate of 22.6%. Distressed sales market share fell to 41.3% from 53.3% over the same period last year helping drive overall prices higher due to their lower price levels. However non-distressed also showed year-over-year gains, albeit more modest increases. The non-distressed median sales price was 10.6% higher than prior year levels.

The number of sales in the study edged 1.4% higher to 5,050 from 4,979 in the prior year quarter and has remained relatively stable over the past 18 months, near seven-year highs. Record low mortgage rates pushed the 1-bedroom condo market share to 30.7% of all sales, the highest level in nearly three years of this study. However cash is still the primary method of condo purchases, accounting for 72.8% and 76.3% of non-distressed and distressed sales respectively.

*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

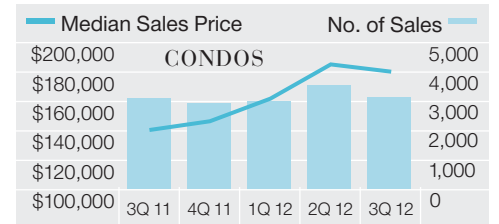
**Number of sales showed stability, while inventory continued to drop**

There were 3,129 sales, 1.3% more than in the prior year quarter. Inventory continued to fall, reaching 6,895, 25.8% below last year's levels. Consistent with this decline has been listing discount, which fell to 7.3% from 10.3% over the same period.

- All price indicators posted double-digit gains** Median sales price jumped 28.6% to \$180,000 from \$140,000. The continued decline in the number of distressed condo sales pushed price indicators higher.

Condo Market Matrix	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$330,712	-7.3%	\$356,779	21.9%	\$271,329
Average Price Per Sq Ft	\$277	-3.8%	\$288	22.6%	\$226
Median Sales Price	\$180,000	-2.7%	\$185,000	28.6%	\$140,000
Number of Sales	3,129	-11.8%	3,547	1.3%	3,089
Days on Market (From Last List Date)	70	4.5%	67	-5.4%	74
Listing Discount (From Last List Price)	7.3%		6.1%		10.3%
Listing Inventory (active)	6,895	-2.4%	7,063	-25.8%	9,290
Absorption Rate (mos)	6.6	10.0%	6.0	-26.7%	9.0

Quintiles	Med. Sales Price	% Chg (YR)
Studio	\$140,000	55.6%
1-bedroom	\$155,000	31.4%
2-bedroom	\$213,500	45.2%
3-bedroom	\$215,000	16.2%
4-bedroom	\$250,000	6.4%
5-bedroom	\$2,625,000	-39.5%



## SINGLE FAMILY

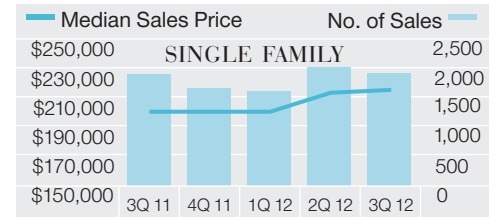
**Inventory continued to fall sharply as sales showed stability**

The number of sales increased a nominal 1.6% to 1,921 from 1,890 in the prior year quarter. However, listing inventory fell 23.1% to 4,573 from 5,949 over the same period.

- All price indicators showed year-over-year gains as mortgage use stabilized** Median sales price increased 7.5% to \$215,000 from the same period last year. After falling for several years, purchases by mortgage (conventional, FHA, VA), stabilized for past three quarters, reaching 53.8% in the third quarter.

Single Family Market Matrix	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$449,569	-5.3%	\$474,686	11.0%	\$405,006
Average Price Per Sq Ft	\$198	-2.5%	\$203	9.4%	\$181
Median Sales Price	\$215,000	0.9%	\$213,000	7.5%	\$200,000
Number of Sales	1,921	-4.5%	2,011	1.6%	1,890
Days on Market (From Last List Date)	72	2.9%	70	4.3%	69
Listing Discount (From Last List Price)	4.2%		9.7%		9.9%
Listing Inventory (active)	4,573	-1.1%	4,626	-23.1%	5,949
Absorption Rate (mos)	7.1	2.9%	6.9	-24.5%	9.4

Quintiles	Med. Sales Price	% Chg (YR)
1-bedroom	N/A	N/A
2-bedroom	\$112,000	2.2%
3-bedroom	\$175,000	6.1%
4-bedroom	\$273,000	11.4%
5-bedroom	\$750,000	5.6%



## LUXURY

**Condo price indicators jumped as days on market slipped**

Median sales price rose 38.6% to \$1,150,000 from the prior year quarter. Days on market was 8 days faster over the same period. The luxury market threshold was \$680,000.

**Single family price indicators were mixed as listing discount fell sharply**

Median sales price declined 5.3% as average sales price increased 15.1% from the same quarter last year. Listing discount fell to 3.1% from 13.3% over the same period. The luxury market threshold was \$800,000.

Luxury Market Matrix - Condos	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$1,479,593	-8.9%	\$1,623,918	15.4%	\$1,281,754
Average Price Per Square Foot	\$657	-4.4%	\$687	18.0%	\$557
Median Sales Price	\$1,150,000	-5.5%	\$1,217,000	38.6%	\$830,000
Number of Sales	311	-12.4%	355	0.6%	309
Days on Market (From Last List Date)	56	16.7%	48	-12.5%	64
Listing Discount (From Last List Price)	8.5%		7.2%		15.5%

Luxury Market Matrix - Single Family	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$2,323,242	-8.1%	\$2,527,962	15.1%	\$2,018,221
Average Price Per Square Foot	\$495	-0.4%	\$497	13.8%	\$435
Median Sales Price	\$1,297,500	-18.9%	\$1,600,000	-5.3%	\$1,370,000
Number of Sales	192	-4.5%	201	1.6%	189
Days on Market (From Last List Date)	59	3.5%	57	7.3%	55
Listing Discount (From Last List Price)	3.1%		12.9%		13.3%

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 posted double-digit gains** Median sales price increased 23.8% to \$256,250 from the same period last year.
- **Single family price indicators skewed by two large Indian Creek sales** Excluding those sales, price per square foot would be \$316.

## MIAMI BEACH

- **Condo sales edged higher** There were 304 sales, up 3.1% from 295 sales in the prior year quarter.
- **Single family price indicators jumped** All price indicators showed gains over prior year levels. Median sales price spiked 50%, well above 10.4% for average sales price.

## SOUTH BEACH

- **Condo price indicators, sales surged.** Median sales price up 13.3% and sales up 18.4% over the same period last year.
- **Single family price indicators mixed** Median sales price slipped 4.6% to \$1,812,500 from the same quarter last year. Prices are volatile from the small number of sales.

## DOWNTOWN

- **Condo price indicators continued to post sharp gains** Median sales price increased 31.9% to \$120,000 above \$91,000 in the same period last year.
- **Single family sales edged higher** There were 1,543 sales, 4.9% more than 1,471 sales in the prior year quarter.

## SOUTH

- **Condo price indicators and sales showed gains** Median sales price increased 9.5% and there were 3.8% more sales than in the same period last year.
- **Single family sales and price indicators fell below prior year results** Number of sales fell 9.8% as median sales price slipped 0.9% from prior year levels.

North Market Matrix (Condos)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$423,198	1.4%	\$417,383	30.8%	\$323,503
Average Price per Sq Ft	\$296	2.4%	\$289	26.5%	\$234
Median Sales Price	\$256,250	3.6%	\$247,250	23.8%	\$207,000
Number of Sales (Closed)	686	-16.9%	826	5.5%	650
North Market Matrix (Single Family)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$2,575,936	174.4%	\$938,586	192.5%	\$880,730
Average Price per Sq Ft	\$676	103.0%	\$333	106.7%	\$327
Median Sales Price	\$665,000	38.0%	\$482,000	45.6%	\$456,856
Number of Sales (Closed)	39	-7.1%	42	0.0%	39

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)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$557,327	6.0%	\$525,996	2.0%	\$546,280
Average Price per Sq Ft	\$426	2.7%	\$415	5.7%	\$403
Median Sales Price	\$302,500	0.8%	\$300,000	8.0%	\$280,000
Number of Sales (Closed)	304	-25.5%	408	3.1%	295
Miami Beach Market Matrix (Single Family)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$2,072,216	-27.8%	\$2,869,050	10.4%	\$1,876,470
Average Price per Sq Ft	\$565	-27.2%	\$776	0.9%	\$560
Median Sales Price	\$1,357,500	-38.0%	\$2,190,000	50.0%	\$905,000
Number of Sales (Closed)	64	220.0%	20	-9.9%	71

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)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$575,305	-18.2%	\$703,400	14.0%	\$504,863
Average Price per Sq Ft	\$604	-8.8%	\$662	17.3%	\$515
Median Sales Price	\$270,000	-10.0%	\$300,000	13.3%	\$238,250
Number of Sales (Closed)	341	-20.7%	430	18.4%	288
South Beach Market Matrix (Single Family)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$3,469,875	-1.3%	\$3,514,700	22.8%	\$2,826,154
Average Price per Sq Ft	\$826	-11.2%	\$930	29.3%	\$639
Median Sales Price	\$1,812,500	-19.4%	\$2,250,000	-4.6%	\$1,900,000
Number of Sales (Closed)	8	-46.7%	15	-38.5%	13

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 Market Matrix (Condos)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$200,259	-3.5%	\$207,520	21.1%	\$165,325
Average Price per Sq Ft	\$180	2.3%	\$176	24.1%	\$145
Median Sales Price	\$120,000	0.0%	\$120,000	31.9%	\$91,000
Number of Sales (Closed)	1,650	-5.6%	1,748	-4.4%	1,726
Downtown Market Matrix (Single Family)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$255,435	-16.7%	\$306,665	26.3%	\$202,209
Average Price per Sq Ft	\$127	-13.6%	\$147	22.1%	\$104
Median Sales Price	\$183,000	0.1%	\$182,900	9.6%	\$167,000
Number of Sales (Closed)	1,543	-5.4%	1,631	4.9%	1,471

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

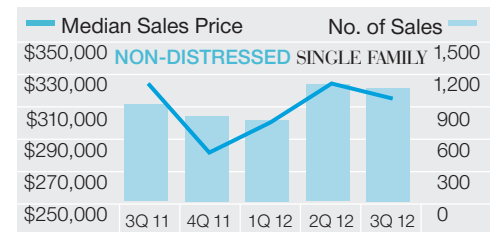
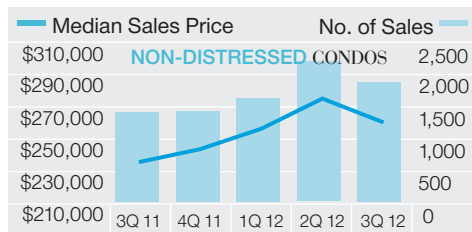
South Market Matrix (Condos)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$358,821	18.4%	\$303,127	29.7%	\$276,565
Average Price per Sq Ft	\$274	17.6%	\$233	24.5%	\$220
Median Sales Price	\$245,000	-4.9%	\$257,500	9.5%	\$223,750
Number of Sales (Closed)	135	0.0%	135	3.8%	130
South Market Matrix (Single Family)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$781,434	-22.3%	\$1,006,277	-12.3%	\$890,859
Average Price per Sq Ft	\$253	-13.7%	\$293	-7.7%	\$274
Median Sales Price	\$550,000	-15.4%	\$650,000	-0.9%	\$555,000
Number of Sales (Closed)	267	-11.9%	303	-9.8%	296

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 surged for condo and single-family properties** Condo sales surged 33.9% to 1,880 and single-family sales jumped 17.1% to 1,073 from the same period last year. The largest gain in condo sales was seen in the 1-bedroom market with a 55.8% jump. Single-family market share of 3-bedroom sales had the largest gain with a 27% surge.
- Listing discount fell sharply** Listing discount declined sharply over the year as supply fell. Condos fell to 7.5% from 13.1% in the prior year quarter. Listing discount for single-family sales fell to 4.7% from 11.4% in the same period last year.

Non-Distressed (Condos)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$456,956	-5.5%	\$483,385	5.0%	\$434,995
Average Price Per Sq Ft	\$358	-1.1%	\$362	11.9%	\$320
Median Sales Price	\$260,000	-5.5%	\$275,000	10.6%	\$235,000
Number of Sales	1,880	-14.6%	2,201	33.9%	1,404
Days on Market (From Last List Date)	49	4.3%	47	0.0%	49
Listing Discount (From Last List Price)	7.5%		7.4%		13.1%
Non-Distressed (Single Family)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$654,417	-8.9%	\$718,467	2.0%	\$641,788
Average Price Per Sq Ft	\$258	-4.1%	\$269	4.9%	\$246
Median Sales Price	\$315,000	-2.9%	\$324,500	-2.9%	\$324,500
Number of Sales	1,073	-2.8%	1,104	17.1%	916
Days on Market (From Last List Date)	55	1.9%	54	3.8%	53
Listing Discount (From Last List Price)	4.7%		10.8%		11.4%

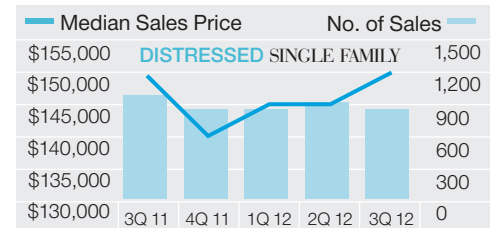
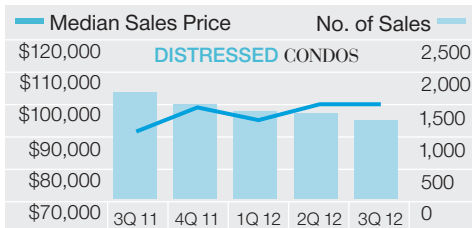


Note: This category excludes all foreclosure and short sales. The data is also contained within the other markets presented.

## DISTRESSED

- Second lowest sales market share in three years** Distressed single family and condo sales comprised 41.3% of total sales, second lowest share in three years, second only to the second quarter total of 40.6%. The recent market share high was 64.7% in the first quarter of 2011.
- Short sale market share continued to rise as foreclosures fall** Short sales comprised 54.9% of all distressed sales in the third quarter, up from 39.4% in the same period three years ago. Foreclosure market share continues to fall as banks and servicers move toward short sales to resolve distressed inventory and avoid the municipal court backlog.

Distressed (Condos)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$142,161	-5.1%	\$149,751	5.2%	\$135,135
Average Price Per Sq Ft	\$134	-3.6%	\$139	6.3%	\$126
Median Sales Price	\$100,000	0.0%	\$100,000	9.4%	\$91,402
Number of Sales	1,236	-8.2%	1,346	-26.5%	1,681
Days on Market (From Last List Date)	99	2.1%	97	7.6%	92
Listing Discount (From Last List Price)	1.4%		-1.0%		2.6%
Distressed (Single Family)	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$190,368	7.1%	\$177,812	4.4%	\$182,324
Average Price Per Sq Ft	\$99	7.6%	\$92	2.1%	\$97
Median Sales Price	\$150,000	3.4%	\$145,000	0.3%	\$149,500
Number of Sales	848	-6.6%	908	-12.9%	974
Days on Market (From Last List Date)	92	4.5%	88	9.5%	84
Listing Discount (From Last List Price)	1.8%		4.3%		5.1%



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:** <http://www.millersamuel.com/research-reports/methodology>

## 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.