# MIAMI, FLORIDA

quarterly survey of coastal community sales

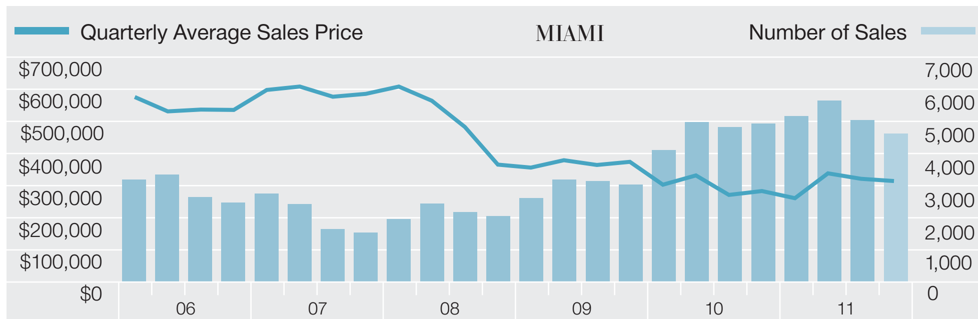
4Q-2011

# ELLIMANREPORT

## MIAMI

- **Overall price indicators edged higher as distressed market share slipped.** Median sales price for the fourth quarter was up 10% from the same period last year, but has been stable for past several quarters. The rise in price indicators was largely due to the decline in distressed sales market share, now at 51.1% of all sales, from 60.4% in the same quarter last year.
- **Number of sales fell below prior year levels.** There were 4,568 sales in the fourth quarter, the second highest fourth quarter total since the mid-decade market peak. The number of sales was second only to the same period last year, which had experienced an unusual surge in sales due to concerns about the potential expiration of the Bush tax cuts.
- **Days on market remained stable as listing discount declined.** The average time to sell a listing was essentially unchanged from the same period last year with 72 days on market. The gap between asking price and sales price declined to 8.7% from 10.1% in the same period last year.

| Miami Market Matrix | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $314,995 | -2.2% | $322,072 | 11.1% | $283,418 |
| Average Price per Sq Ft | $214 | 2.4% | $209 | 13.2% | $189 |
| Median Sales Price | $165,000 | 0.0% | $165,000 | 10.0% | $150,000 |
| Number of Sales (Closed) | 4,568 | -8.3% | 4,979 | -6.1% | 4,865 |
| Days on Market (From Last List Date) | 72 | 0.0% | 72 | 1.4% | 71 |
| Listing Discount (From Last List Price) | 8.7% | | 10.1% | | 10.1% |
| Listing Inventory (active) | 14,153 | -7.1% | 15,239 | | N/A |
| Absorption Rate (mos) | 9.3 | | 9.2 | | N/A |




The price indicators for the overall market continued to show double-digit price gains, as the market share of lower priced distressed sales, comprised of foreclosures and short sales, continued to decline. The overall median sales price was $165,000, up 10% from $150,000 in the same period last year, and unchanged from the prior year quarter. The "robo-signer" scandal at the end of 2010 gave the housing market a reprieve throughout 2011, as lenders sharply reduced the pace of foreclosures brought into the market. The market share for lower priced distressed sales fell sharply to 51.1% of all sales, from 60.4% in the same quarter last year. Despite the decline in distressed sale market share over the year, the market share of cash purchases increased from 61.4% to 64.1%.

The lack of differentiation between the distressed and non-distressed markets continued, despite the significant difference in housing stock. In the fourth quarter, the average size of a non-distressed condo sale was 24.7% larger than a distressed condo sale, and the average size of a non-distressed single family sale was 34.1% larger than a distressed single family sale.

There were 4,568 sales in the fourth quarter, the second highest fourth quarter total since the mid-decade market peak, and 6.1% less than last year's fourth quarter. The average seasonal decline from third to fourth quarter has averaged 5.7%, yet the prior year quarter showed a 2.2% increase. This was likely due to the rush to close at the then end of 2010 out of concern that the Bush tax cuts might be eliminated.

The average number of days on market, the days between the last price change, if any, and the contract date, was 72 days, essentially unchanged from the same quarter last year. The listing discount, the percentage difference from the listing price at time of contract, fell from 10.1% to 8.7%, part of a continuing trend over the past two years.

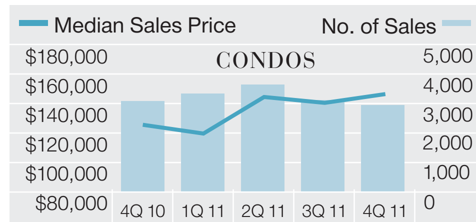
*The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and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

## CONDOS

- **Price indicators continued to post double-digit gains.** The combination of a rising number of larger non-distressed sales and falling smaller distressed sales resulted in double-digit, year-over-year quarterly price gains. This shift in the mix resulted in a 16.8% increase in median sales price to $146,000 from $125,000 over the same period.
- **Days on market edged higher, yet listing discount fell.** The average condo sale took 73 days to sell from the last price change, up a modest 3 days from the 70 days in the same period last year.

| Condo Market Matrix | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $287,383 | 5.9% | $271,329 | 16.3% | $247,084 |
| Average Price Per Sq Ft | $241 | 6.6% | $226 | 17.0% | $206 |
| Median Sales Price | $146,000 | 4.3% | $140,000 | 16.8% | $125,000 |
| Number of Sales | 2,916 | -5.6% | 3,089 | -4.9% | 3,066 |
| Days on Market (From Last List Date) | 73 | -1.4% | 74 | 4.3% | 70 |
| Listing Discount (From Last List Price) | 8.0% | | 10.3% | | 9.0% |
| Listing Inventory (active) | 8,595 | -7.5% | 9,290 | | N/A |
| Absorption Rate (mos) | 8.8 | | 9.0 | | N/A |

| Quintiles | Med. Sales Price | % Chg (YR) |
|---|---|---|
| Studio | $91,000 | 13.8% |
| 1-bedroom | $125,000 | 37.2% |
| 2-bedroom | $160,250 | 15.7% |
| 3-bedroom | $185,000 | 6.9% |
| 4-bedroom | $220,000 | 4.8% |
| 5-bedroom | $2,345,000 | 41.9% |

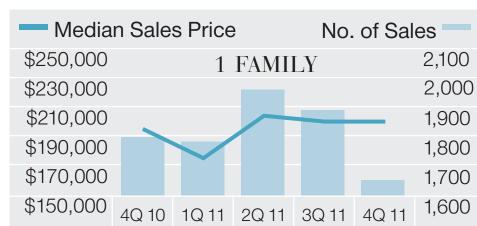



## 1 FAMILY

- **Price indicators edged above last year's results due to high-end increases.** Median sales price was up 2.6% to $200,000 from the same period last year. Five or more bedroom properties increased 15.2% in median sales price over the same period.
- **Number of sales fell as FHA financing market declined.** There were 1,652 sales in the fourth quarter, 8.2% less than 1,799 in the prior year quarter. Sales financed through FHA fell to 22.5% from 25% in the same period last year, as cash sales expanded to 42.4% from 41.1% over the same period.

| 1-Family Market Matrix | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $363,733 | -10.2% | $405,006 | 5.3% | $345,341 |
| Average Price Per Sq Ft | $167 | -7.7% | $181 | 3.7% | $161 |
| Median Sales Price | $200,000 | 0.0% | $200,000 | 2.6% | $195,000 |
| Number of Sales | 1,652 | -12.6% | 1,890 | -8.2% | 1,799 |
| Days on Market (From Last List Date) | 70 | 1.4% | 69 | -5.4% | 74 |
| Listing Discount (From Last List Price) | 9.8% | | 9.9% | | 12.0% |
| Listing Inventory (active) | 5,558 | -6.6% | 5,949 | | N/A |
| Absorption Rate (mos) | 10.1 | | 9.4 | | N/A |

| Quintiles | Med. Sales Price | % Chg (YR) |
|---|---|---|
| 1-bedroom | $85,000 | 174.2% |
| 2-bedroom | $84,750 | 21.1% |
| 3-bedroom | $165,000 | 0.0% |
| 4-bedroom | $245,000 | -0.8% |
| 5-bedroom | $575,000 | 15.2% |




## LUXURY

- **Overall condo prices edged higher, as size slipped.** Average sales price and price per square foot posted 14.7% and 19.1% gains respectively from the same period last year. The 1.1% decline in median sales price was more than offset by the 3.7% decline in average size of a sale.
- **Single family prices increased, as sales decreased.** The overall price indicators showed year-over-year gains, as the number of sales fell 8.3% over the same period.

| Luxury Market Matrix - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $1,338,246 | 4.4% | $1,281,754 | 14.7% | $1,167,069 |
| Average Price Per Square Foot | $585 | 5.0% | $557 | 19.1% | $491 |
| Median Sales Price | $890,000 | 7.2% | $830,000 | -1.1% | $900,000 |
| Number of Sales | 292 | -5.5% | 309 | -4.9% | 307 |
| Days on Market (From Last List Date) | 51 | -20.3% | 64 | -7.3% | 55 |
| Listing Discount (From Last List Price) | 10.8% | | 15.5% | | 12.2% |

| Luxury Market Matrix - 1-Family | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $1,723,393 | -14.6% | $2,018,221 | 6.9% | $1,611,583 |
| Average Price Per Square Foot | $388 | -10.8% | $435 | 5.1% | $369 |
| Median Sales Price | $1,200,000 | -12.4% | $1,370,000 | 9.1% | $1,100,000 |
| Number of Sales | 165 | -12.7% | 189 | -8.3% | 180 |
| Days on Market (From Last List Date) | 51 | -7.3% | 55 | -15.0% | 60 |
| Listing Discount (From Last List Price) | 13.3% | | 13.3% | | 18.4% |

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 rose, as sales slipped.** Median sales price increased 7.9% to $205,000, and the number of sales slipped 2.3% to 630 from the 645 sales in the same quarter last year.
- **Price indicators of 1-family homes declined, as sales edged higher.** There were 36 sales in the quarter, 2.9% more than in the same quarter last year.

| North Market Matrix - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $341,700 | 5.6% | $323,503 | 5.1% | $325,187 |
| Average Price per Sq Ft | $250 | 6.8% | $234 | 9.2% | $229 |
| Median Sales Price | $205,000 | -1.0% | $207,000 | 7.9% | $190,000 |
| Number of Sales (Closed) | 630 | -3.1% | 650 | -2.3% | 645 |
| **North Market Matrix- 1 Family** | **4Q-2011** | **% Chg (QRT)** | **3Q-2011** | **% Chg (YR)** | **4Q-2010** |
| Average Sales Price | $801,472 | -9.0% | $880,730 | -12.8% | $919,622 |
| Average Price per Sq Ft | $329 | 0.6% | $327 | -5.5% | $348 |
| Median Sales Price | $520,000 | 13.8% | $456,856 | -2.1% | $531,000 |
| Number of Sales (Closed) | 36 | -7.7% | 39 | 2.9% | 35 |

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

- **Condo prices and sales jumped.** Median sales price was $240,000, up 15.7% over the prior year quarter. Sales were up 15.6% over the same period last year.
- **Fewer 1-family sales, as prices increased.** The number of sales fell 19% to 47 sales, as the median sales price increased 15.3% to $1,000,000 from the prior year quarter.

| Miami Beach Market Matrix - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $439,030 | -19.6% | $546,280 | 9.9% | $399,528 |
| Average Price per Sq Ft | $353 | -12.4% | $403 | 7.0% | $330 |
| Median Sales Price | $240,000 | -14.3% | $280,000 | 15.7% | $207,500 |
| Number of Sales (Closed) | 311 | 5.4% | 295 | 15.6% | 269 |
| **Miami Beach Market Matrix- 1 Family** | **4Q-2011** | **% Chg (QRT)** | **3Q-2011** | **% Chg (YR)** | **4Q-2010** |
| Average Sales Price | $1,417,846 | -24.4% | $1,876,470 | 1.0% | $1,404,498 |
| Average Price per Sq Ft | $436 | -22.1% | $560 | -5.2% | $460 |
| Median Sales Price | $1,000,000 | 10.5% | $905,000 | 15.3% | $867,500 |
| Number of Sales (Closed) | 47 | -33.8% | 71 | -19.0% | 58 |

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

## SOUTH BEACH

- **Condo sales and price up over last year's quarter.** There were 320 sales this quarter, 11.1% more than in the same period last year. All price indicators posted year-over-year increases.
- **Price indicators jumped in 1-family niche market.** All price indicators posted significant increases, largely due to the skew from the small data set.

| South Beach Market Matrix - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $583,214 | 15.5% | $504,863 | 9.7% | $531,520 |
| Average Price per Sq Ft | $576 | 11.8% | $515 | 19.0% | $484 |
| Median Sales Price | $255,000 | 7.0% | $238,250 | 2.0% | $250,000 |
| Number of Sales (Closed) | 320 | 11.1% | 288 | 11.1% | 288 |
| **South Beach Market Matrix- 1 Family** | **4Q-2011** | **% Chg (QRT)** | **3Q-2011** | **% Chg (YR)** | **4Q-2010** |
| Average Sales Price | $2,178,231 | -22.9% | $2,826,154 | 95.3% | $1,115,400 |
| Average Price per Sq Ft | $663 | 3.8% | $639 | 50.7% | $440 |
| Median Sales Price | $925,000 | -51.3% | $1,900,000 | 29.8% | $712,500 |
| Number of Sales (Closed) | 13 | 0.0% | 13 | 30.0% | 10 |

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

- **Price indicators continued to rise, as sales fell.** Median sales price increased 12.4% to $100,000 and sales fell 11.3% from the same quarter last year.
- **1-family prices edged higher, as sales declined.** The number of sales fell 7.3% and median sales price increased 3% over the same period.

| Downtown Beach Market Matrix - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $175,530 | 6.2% | $165,325 | 18.8% | $147,755 |
| Average Price per Sq Ft | $153 | 5.5% | $145 | 16.8% | $131 |
| Median Sales Price | $100,000 | 9.9% | $91,000 | 12.4% | $89,000 |
| Number of Sales (Closed) | 1,566 | -9.3% | 1,726 | -11.3% | 1,765 |
| **Downtown Beach Market Matrix- 1 Family** | **4Q-2011** | **% Chg (QRT)** | **3Q-2011** | **% Chg (YR)** | **4Q-2010** |
| Average Sales Price | $220,132 | 8.9% | $202,209 | 2.8% | $214,178 |
| Average Price per Sq Ft | $111 | 6.7% | $104 | 0.9% | $110 |
| Median Sales Price | $170,000 | 1.8% | $167,000 | 3.0% | $165,000 |
| Number of Sales (Closed) | 1,347 | -8.4% | 1,471 | -7.3% | 1,453 |

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

## SOUTH

- **Condo sales fell as price indicators rose.** The number of sales fell 10.1%, as median sales price increased 7.7% from the same quarter last year.
- **Price indicators of 1-family homes up sharply, as sales declined.** Median sales price jumped 18.5% to $545,000, as sales fell 14% from the prior year quarter.

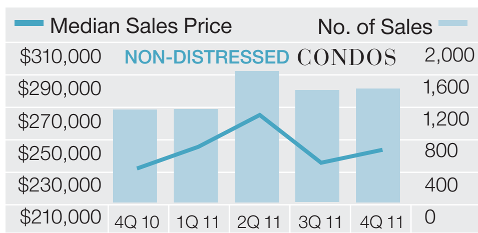
| South Market Matrix - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $277,423 | 0.3% | $276,565 | 3.7% | $267,449 |
| Average Price per Sq Ft | $215 | -2.3% | $220 | 6.4% | $202 |
| Median Sales Price | $210,000 | -6.1% | $223,750 | 7.7% | $195,000 |
| Number of Sales (Closed) | 89 | -31.5% | 130 | -10.1% | 99 |
| **South Market Matrix- 1 Family** | **4Q-2011** | **% Chg (QRT)** | **3Q-2011** | **% Chg (YR)** | **4Q-2010** |
| Average Sales Price | $863,923 | -3.0% | $890,859 | 13.3% | $762,413 |
| Average Price per Sq Ft | $275 | 0.4% | $274 | 8.7% | $253 |
| Median Sales Price | $545,000 | -1.8% | $555,000 | 18.5% | $460,000 |
| Number of Sales (Closed) | 209 | -29.4% | 296 | -14.0% | 243 |

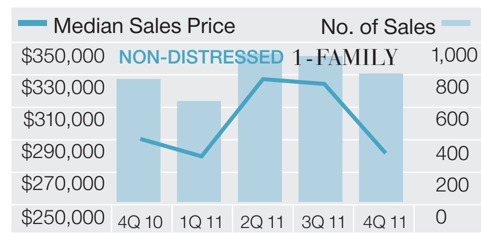
Note: This region includes Coconut Grove, Coral Gables, Palmetto Bay, Pinecrest and South Miami. The data is also contained within the other markets presented.

## NON-DISTRESSED

- **Condo price indicators rose and sales were up sharply.** Median sales price increased 5.1% to $243,139 from the same quarter last year. Average sales price and price per square foot also showed gains over the same period. There were 1,426 sales in the fourth quarter, 22.6% more than the same period last year. Market share for non-distressed sales increased to 48.9% from 37.9% in the prior year quarter.
- **Price indicators were mixed, as 1-family sales increased.** The median sales price slipped 3.1% to $281,000, as the number of sales increased 4.5% to 806 sales compared to the same quarter last year. Non-distressed sale market share rose to 48.9% from 39.8% in the prior year quarter.

| Non-Distressed - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $443,801 | 2.0% | $434,995 | 2.5% | $432,904 |
| Average Price Per Sq Ft | $334 | 4.4% | $320 | 10.2% | $303 |
| Median Sales Price | $243,139 | 3.5% | $235,000 | 5.1% | $231,360 |
| Number of Sales | 1,426 | 1.6% | 1,404 | 22.6% | 1,163 |
| Days on Market (From Last List Date) | 47 | -4.1% | 49 | -9.6% | 52 |
| Listing Discount (From Last List Price) | 9.6% | | 13.1% | | 11.1% |
| **Non-Distressed - 1 Family** | **4Q-2011** | **% Chg (QRT)** | **3Q-2011** | **% Chg (YR)** | **4Q-2010** |
| Average Sales Price | $559,827 | -12.8% | $641,788 | 0.8% | $555,336 |
| Average Price Per Sq Ft | $223 | -9.3% | $246 | 0.5% | $222 |
| Median Sales Price | $281,000 | -13.4% | $324,500 | -3.1% | $290,000 |
| Number of Sales | 806 | -12.0% | 916 | 4.5% | 771 |
| Days on Market (From Last List Date) | 53 | 0.0% | 53 | -7.0% | 57 |
| Listing Discount (From Last List Price) | 11.0% | | 11.4% | | 14.6% |



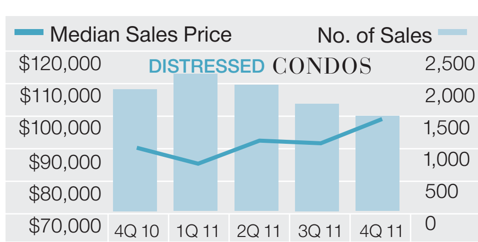



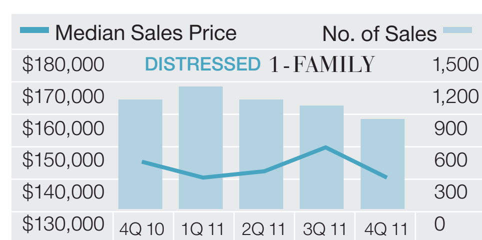

Note: This category excludes all foreclosure and short sales. The data is also contained within the other markets presented.

## DISTRESSED

- **Condo sales fell sharply, as price indicators increased.** Median sales price increased 10% to $99,000 over the same period last year. The number of sales fell 22% to 1,490 sales 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.
- **All 1-family price indicators fell, as sales dropped.** Median sales price slipped 3.4% to $140,000 from the same quarter last year. There were 17.7% fewer sales over the same period, as the number of sales declined consistently throughout the year.

| Distressed - Condos | 4Q-2011 | % Chg (QRT) | 3Q-2011 | % Chg (YR) | 4Q-2010 |
|---|---|---|---|---|---|
| Average Sales Price | $137,683 | 1.9% | $135,135 | 2.9% | $133,813 |
| Average Price Per Sq Ft | $129 | 2.4% | $126 | 2.4% | $126 |
| Median Sales Price | $99,000 | 8.3% | $91,402 | 10.0% | $90,000 |
| Number of Sales | 1,490 | -11.4% | 1,681 | -22.0% | 1,911 |
| Days on Market (From Last List Date) | 95 | 3.3% | 92 | 18.8% | 80 |
| Listing Discount (From Last List Price) | 3.4% | | 2.6% | | 4.7% |
| **Distressed - 1 Family** | **4Q-2011** | **% Chg (QRT)** | **3Q-2011** | **% Chg (YR)** | **4Q-2010** |
| Average Sales Price | $176,910 | -3.0% | $182,324 | -5.8% | $187,845 |
| Average Price Per Sq Ft | $95 | -2.1% | $97 | -5.0% | $100 |
| Median Sales Price | $140,000 | -6.4% | $149,500 | -3.4% | $145,000 |
| Number of Sales | 846 | -13.1% | 974 | -17.7% | 1,028 |
| Days on Market (From Last List Date) | 87 | 3.6% | 84 | 1.2% | 86 |
| Listing Discount (From Last List Price) | 6.2% | | 5.1% | | 6.3% |




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.