



\$1M+ TRANSACTIONS ON FIRE

Transactions above \$1M were up 6x in Q1 2022 versus pre Covid levels in Q1 2019. The biggest jump in Q1 2022 was in \$1M+ condos, with transaction volume up 9.5x versus pre Covid. Q1 2022 had more \$1M+ condo transactions than previous calendar years.

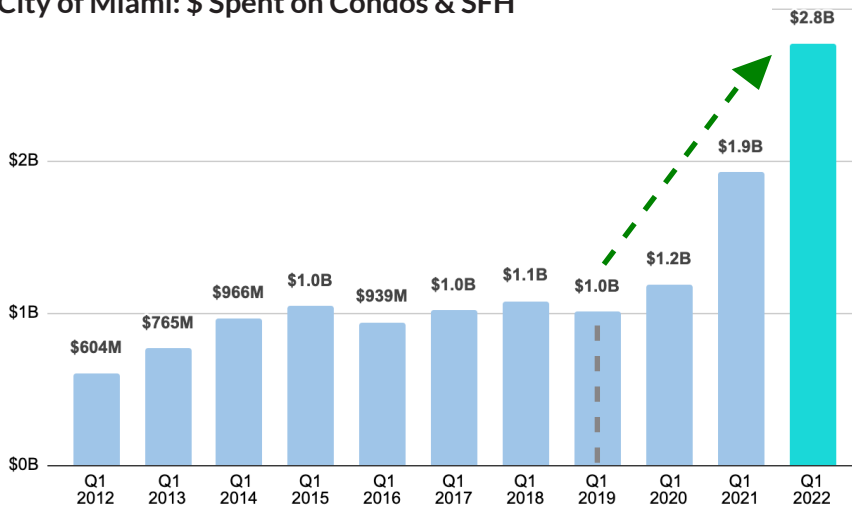
INVENTORY AT RECORD LOW & FALLING

Inventory continued to steadily fall throughout Q1 2022, Aggregate city-wide inventory fell a staggering 62% versus the same time period in 2019. Sub \$1M condos had the biggest drop versus pre Covid levels, with inventory falling 69%.

Ana's comments: *The flight of capital and talent continued into Q1 2022, with no sign of abatement. A major shift in focus is underway. The forces driving this dispersion of capital are bigger than Covid and the momentum cycle has just begun. The Pandemic was a full-stop event, allowing for the formation of new habits. If just 10% of people change how they live & work, at scale that effect is enormous. History never goes backwards, and Miami is emerging as a capital of the new, more multipolar 21st century world.*

Note on methodology
Q1 2022 is compared throughout this report to Q1 2019.
2019 is the most recent pre-Covid year & is representative of the pre-Covid market.

City of Miami: \$ Spent on Condos & SFH



Q1 2022 DOLLARS SPENT

\$2.8B

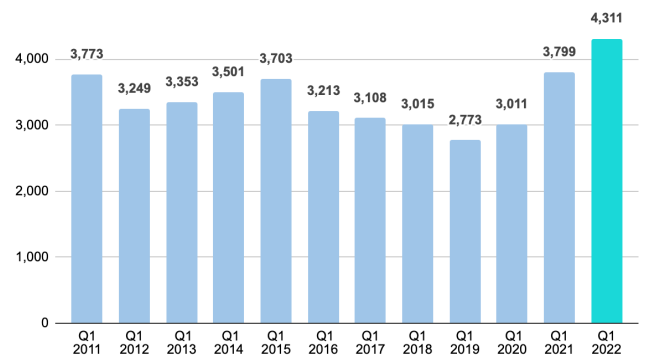
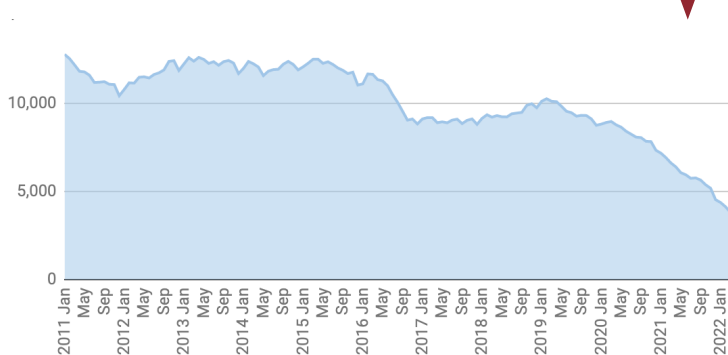
+180%
vs 2019, pre Covid

+47%
YOY

City of Miami: active listings, Condos & SFH

SUPPLY ↓ DEMAND ↑

City of Miami: # Condos & SFH Sold



March 2019: 10,110 active listings
March 2021: 6,617 active listings
March 2022: 3,817 active listings

-62%
vs 2019, pre Covid

-42%
YOY

Q1 2019: 2,773 sales
+55%
vs 2019, pre Covid

Q1 2021: 3,799 sales
+13%
YOY

Q1 2022: 4,311 sales



City of Miami \$1M+



TRANSACTION VOLUME RECORDS

6x as many \$1M+ properties sold in Q1 2022 versus the pre Covid levels of Q1 2019.



INVENTORY CONTIUES TO DROP

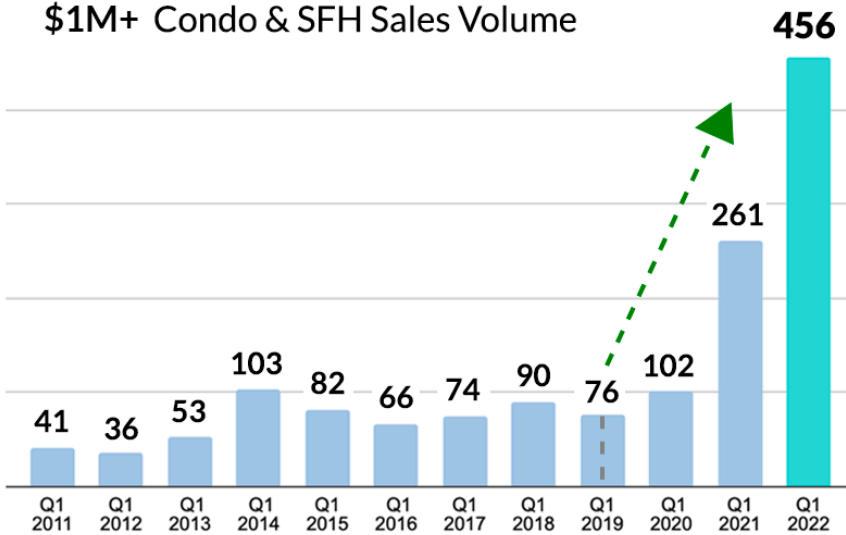
Inventory is down almost 30% versus pre Covid levels, with a 9.5% YOY drop.

Ana's comments: Demand for \$1M+ properties in the city of Miami has skyrocketed, up 500% versus Q1 2019. Dollar volume is up even more, surging 586% versus Q1 2019. The country is experiencing a shift in focus as pre-internet, 20th century epicenters dissipate. Miami is emerging as a new capital for capital and talent. This reality is reflected in the Q1 numbers and sales trends.

53%

Q1 2022 ALL CASH DEALS

\$1M+ Condo & SFH Sales Volume



Q1 \$1M+ sales

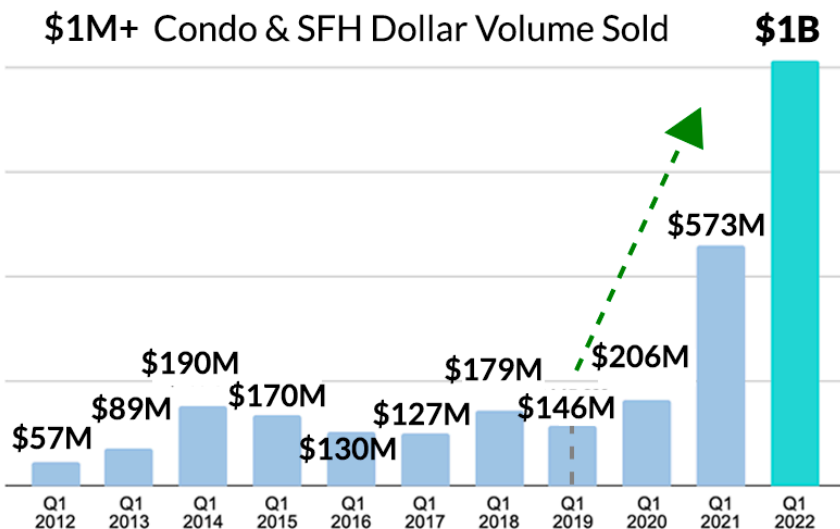
+75%

YOY

+500%

vs 2019 pre Covid

\$1M+ Condo & SFH Dollar Volume Sold



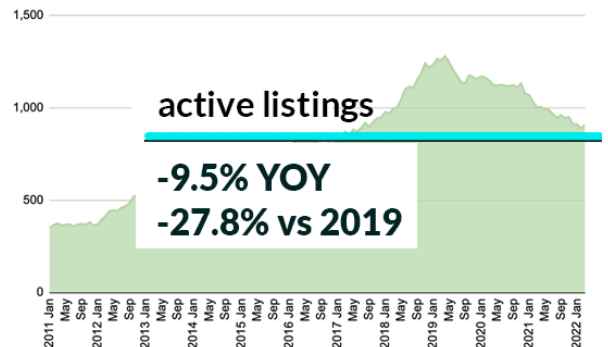
Q1 \$1M+ dollar volume

+74%

YOY

+586%

vs 2019 pre Covid





City of Miami | resale prices at all time highs

MIAMI CONDOS

Q1 2022

Average sale price: \$557,705

Q1 2019

Average sale price: \$315,957

+85% **+40%**

vs 2019, pre Covid YOY

Q1 2022

Median sale price: \$395,000

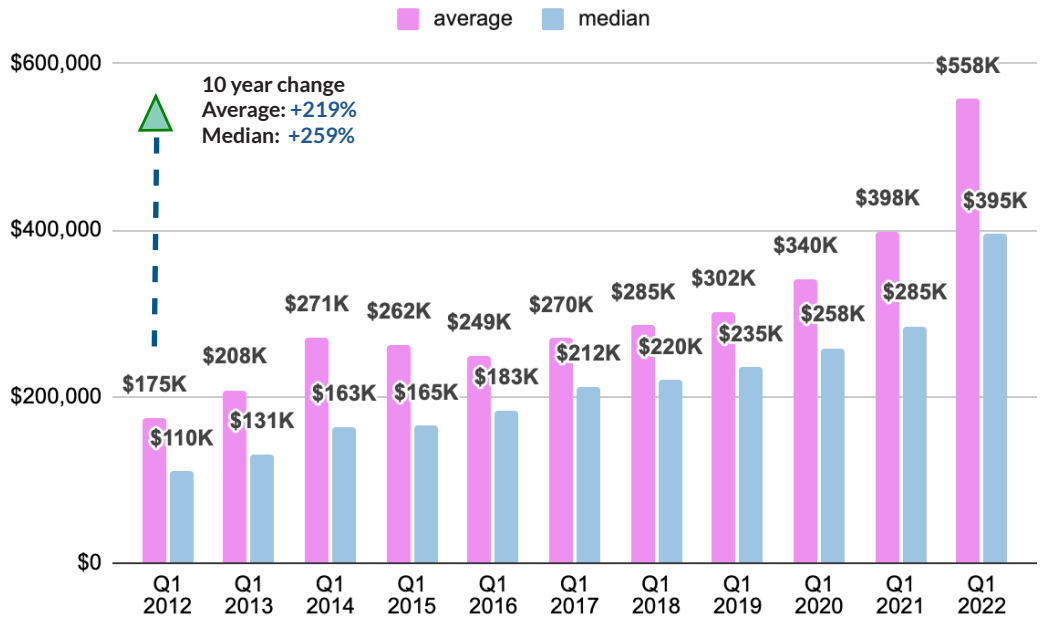
Q1 2019

Median sale price: \$235,000

+68% **+39%**

vs 2019, pre Covid YOY

Median & Average Sale Price



MIAMI SFH

Q1 2022

Average sale price: \$771,515

Q1 2019

Average sale price: \$416,040

+85% **+21%**

vs 2019, pre Covid YOY

Q1 2022

Median sale price: \$535,500

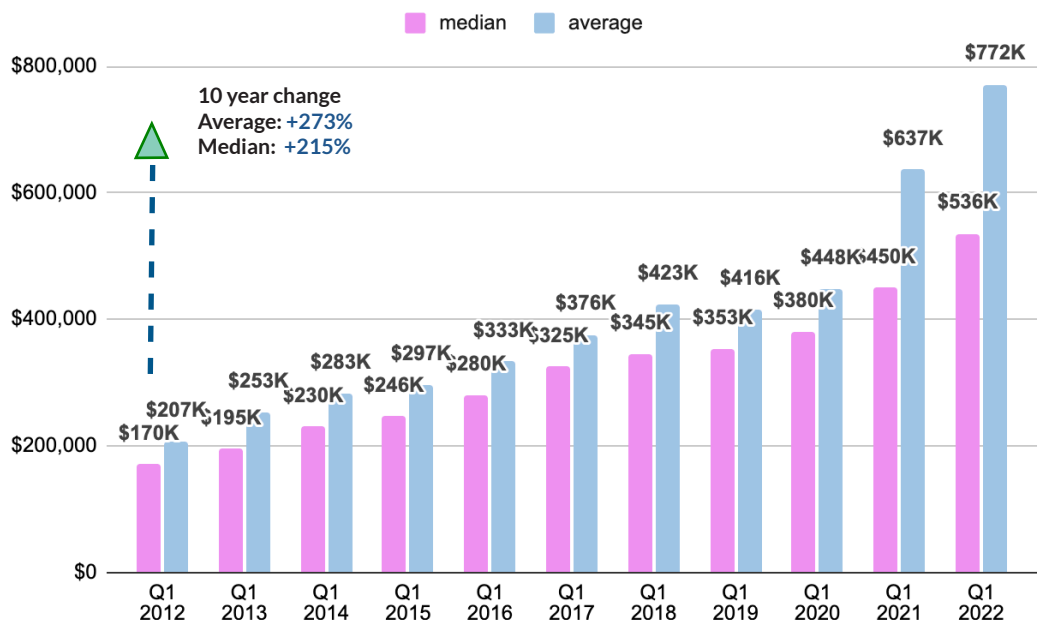
Q1 2019

Median sale price: \$353,000

+52% **+19%**

vs 2019, pre Covid YOY

Median & Average Sale Price





City of Miami | Condos, Q1 2022

\$1M+ market segment

SUPPLY

DEMAND

34% decrease
vs. March 2019, pre Covid

850% increase
vs. Q1 2019, pre Covid

23% decrease
vs. March 2021, YOY

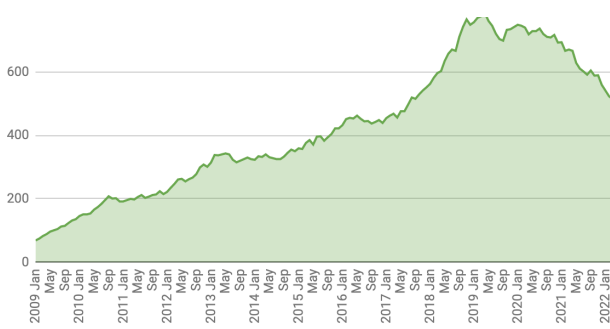
157% increase
vs. Q1 2021, YOY

58% Q1 2022 ALL CASH DEALS

Active Listings
March 2019: 776
March 2021: 670
March 2022: 514

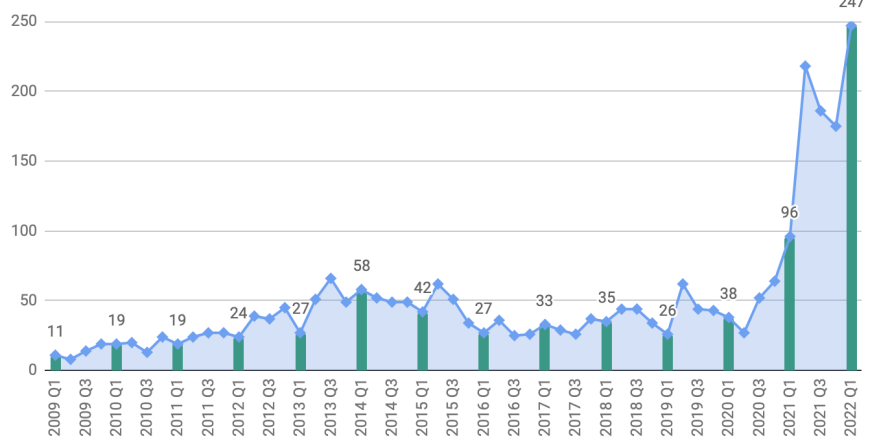
Sales Volume
Q1 2019: 26
Q1 2021: 96
Q1 2022: 247

Miami Condos: # Active Listings \$1M+



Miami Condos \$1M+: # active listings charted monthly

Miami Condos: \$1M+ Quarterly Sales Volume



Miami Condos \$1M+: Quarterly Transaction Volume

sub \$1M market segment

SUPPLY

DEMAND

69% decrease
vs. March 2019, pre Covid

79% increase
vs. Q1 2019, pre Covid

57% decrease
vs. March 2021, YOY

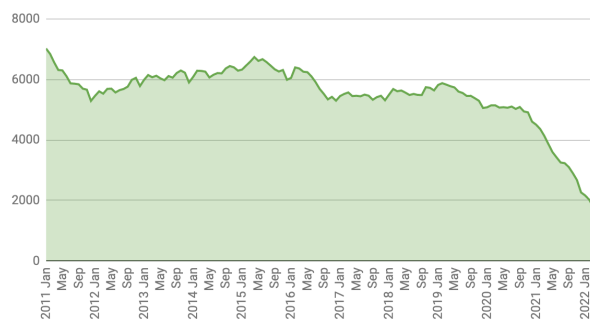
20% increase
vs. Q1 2021, YOY

44% Q1 2022 ALL CASH DEALS

Active Listings
March 2019: 5,827
March 2021: 4,136
March 2022: 1,792

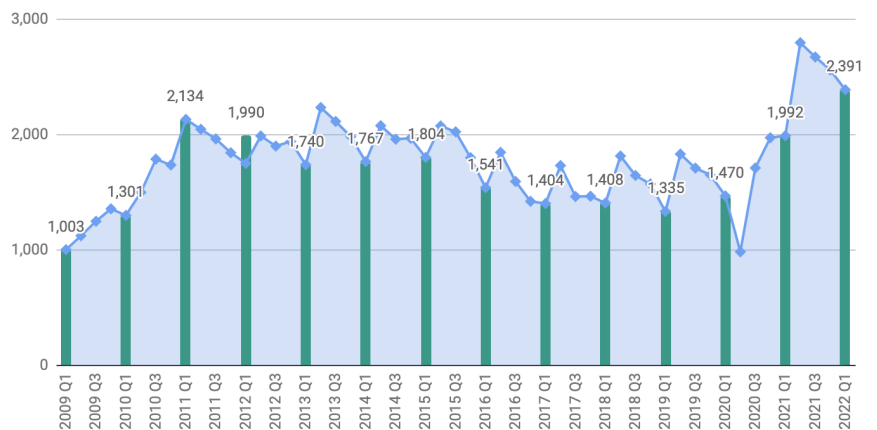
Sales Volume
Q1 2019: 1,335
Q1 2021: 1,992
Q1 2022: 2,391

Miami Condos: # Active Listings <\$1M



Miami Condos < \$1M: # active listings charted monthly

Miami Condos: <\$1M Sales Volume



Miami Condos <\$1M: Quarterly Transaction Volume



City of Miami | SFH, Q1 2022

\$1M+ market segment

SUPPLY

DEMAND

46% Q1 2022 ALL CASH DEALS

19% decrease
vs. March 2019, pre Covid

318% increase
vs. Q1 2019, pre Covid

17% increase
vs. March 2021, YOY

27% increase
vs. Q1 2021, YOY

Active Listings

March 2019: 481
March 2021: 333
March 2022: 390

Sales Volume

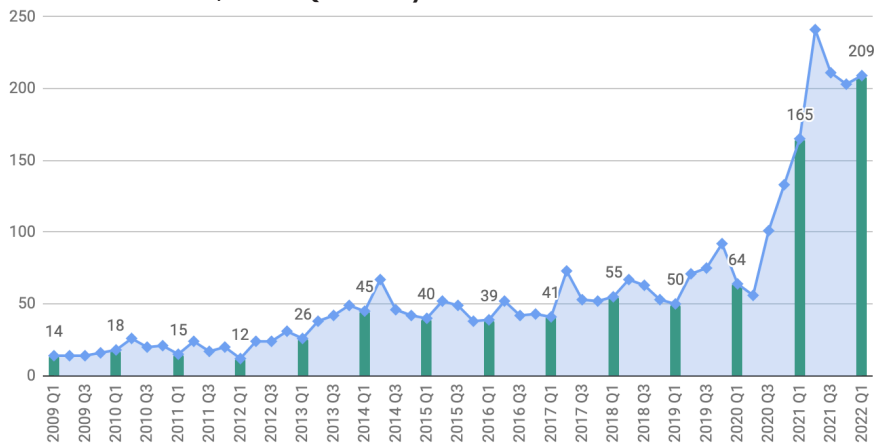
Q1 2019: 50
Q1 2021: 165
Q1 2022: 209

Miami SFH: # Active Listings \$1M+



Miami SFH \$1M+: # active listings charted monthly

Miami SFH: \$1M+ Quarterly Sales Volume



Miami SFH \$1M+: Quarterly Transaction Volume

sub \$1M market segment

SUPPLY

DEMAND

25% Q1 2022 ALL CASH DEALS

63% decrease
vs. March 2019, pre Covid

9% increase
vs. Q1 2019, pre Covid

23% decrease
vs. March 2021, YOY

4% decrease
vs. Q1 2021, YOY

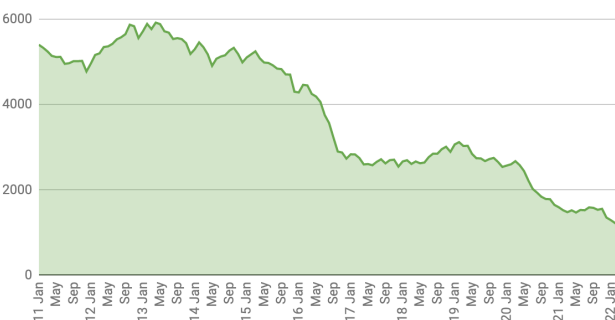
Active Listings

March 2019: 3,027
March 2021: 1,478
March 2022: 1,135

Sales Volume

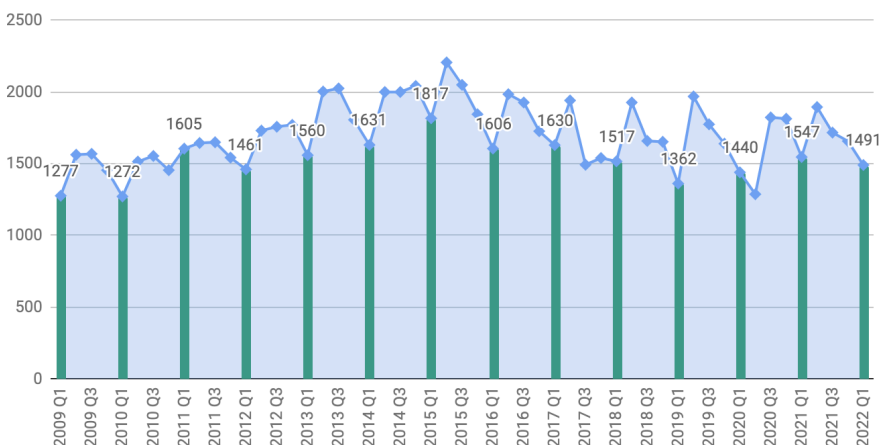
Q1 2019: 1,362
Q1 2021: 1,547
Q1 2022: 1,491

Miami SFH: # Active Listings <\$1M



Miami SFH <\$1M: # active listings charted monthly

MiamiSFH: <\$1M Sales Volume



Miami SFH <\$1M: Quarterly Transaction Volume



CONCLUSIONS

Miami's record shattering year is the new normal.

Flight of capital and the Great Pandemic Migration have just begun.

A major shift in focus is underway.

The Pandemic was a full-stop event that allowed for the formation of new, internet-based habits. Meanwhile, the wealth gap widened & increasingly incompatible belief systems became even more so. Alternate realities emerged around the country, and recent census reports show NY & CA each losing 400,000+ residents as people vote with their feet. The shift has just begun, and Miami is emerging as a capital of the 21st century world. The city is ready: quality of life, safety, taxes, the best airport in America, a business friendly environment, etc...

The forces driving this dispersion of capital are bigger than Covid and the momentum cycle has just begun. If just 10% of people change how they live & work, at scale that effect is enormous.

Capital, both the intellectual and financial, has just begun to flow out of jurisdictions perceived as hostile and into those perceived as more amenable to various types of freedom. Momentum cycles are real, and South Florida is in the early days of positive surge. Feeder jurisdictions are meanwhile entrenched in negative momentum cycles.

Logic behind this assertion:

1. The inevitability of change

Think about how different the world looked 100 years ago, or even just 50 years ago. Our cell phones would have been magic. It is therefore not unreasonable to think that life 50 years from now would stretch our current imaginations.

A major shift tends to happen every 80-100 years, and it is usually precipitated by war. By many metrics, Covid has created war-time economies and is acting as a world-war-level catalyst of change.

Having said that, cities do not simply disappear. It is a bit dramatic (and incorrect) to say that cities like NYC will die. Cities don't die, focus simply shifts. Before NYC, London was the capital of the western world. And before London, it was Amsterdam. A shift in focus is currently underway, and I believe a new more multipolar reality is emerging. South Florida is emerging as one of those new polarities.

2. For those who can, life is being reimaged around the capabilities of the internet

Until Covid, we were living in what was essentially a post WWII, 20th century world. The internet came at the very end of the 20th century, and was incorporated bit-by-bit into existing infrastructure (homes, offices, schools etc...).

Covid was a full-stop event for many people. Habits were broken for long enough to allow for the formation of new ones.



CONCLUSIONS

3. Covid accelerated trends, two key trends that will keep sending capital to South Florida & Miami:

-> the wealth gap

Monetary policies enacted by central banks during Covid have in many ways accelerated the wealth gap. Large wealth gaps are destabilizing forces and will continue to create tensions in the United States.

-> increasingly incompatible belief systems and the geographic polarization of the nation

The United States was already polarized pre-Covid, and now we can add the handling of Covid to the list of incompatible belief systems.

People will continue to vote with their feet, for monetary and quality of life reasons. South Florida will continue to benefit.

4 . Monetary & fiscal policy will continue to fuel instability at scale

Very low interest rates, held for a long period of time, are a root cause of many of the tensions and behaviors we see around us. Greenspan crossed the too-big-to-fail Rubicon . Monetary policy has never looked back and we are now fully entrenched.

5 . Miami is well positioned to be a capital of the new, post-Covid world

-> Taxes: the city benefits from being in the state of Florida

-> Airport: the city has one of the best international airports in the world

-> Forward looking: the city has a Mayor that is putting forth a compelling vision of the future

-> Positive momentum: the city is attracting new businesses and people with capital, meanwhile the city's feeder jurisdictions are increasingly hostile to the same entities

-> Quality of life: the city is relatively safe and has an extremely healthy and pleasant climate

-> Freedom: for those that agree with how the state of Florida is handling Covid, the city of Miami and the state are perceived as places of freedom.

Things change quickly. The city of Detroit had the highest per-capita income in the United States in 1960.

Forecast

Momentum is a real force and history moves in cycles. It is important to recognize the current upswing and to align with it. Barring natural disasters of epic proportion or some black swam event, the direction of the shift underway should remain. We have thus far been living in a world built in the 20th century, a new 21st century world is now emerging. South Florida and Miami have all the ingredients in place to be on the receiving end of the shift. The South Florida real estate market is resetting to reflect this new status. A secular bear market accompanied by a change in interest rates and liquidity crunch would of course have a dampening effect on the real estate market, however the long term cycle has many forces behind it and will likely remain strong in South Florida.



OUTCOME AGNOSTIC, DATA DRIVEN REPORTS

The Analytics Miami reports are independent research, not paid for by brokerages. The reports are unbiased towards any outcome and are presented without hype. We believe in letting the data and the charts speak for themselves.

UNDERSTANDING THE WHOLE MARKET CYCLE

Understanding where we are in the current market cycle is a key factor to consider when making investment decisions. All markets move in cycles and have directionality; nothing goes up forever and nothing goes down forever. Reporting quarter-over-quarter is not enough to reveal the prevailing trend. Analytics Miami reports show at least 10 years of data, thus shedding light on market directionality.

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