



The Wealth & Talent Migration Continues

In the face of economic & political uncertainty, the wealth & talent migration continues. Sales volume past \$1K & \$2K /sqft reflects the appetites of the transplants. Notably, SFH transaction volume past \$1K/sqft hit an all-time high in Q1 2025, 656% higher than in Q1 2019. This record occurred while the overall market saw a transaction volume dip.

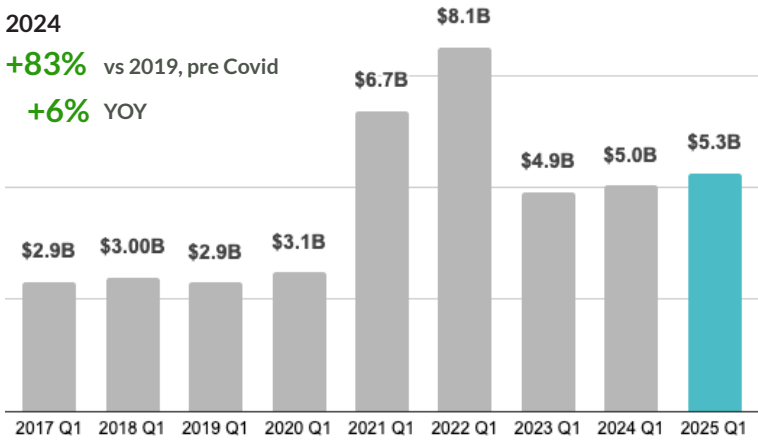
The Market Is Stabilizing, SFH Diverging

Sales volume at prices higher than \$1M remains significantly above pre Covid levels, while lower price points are below (largely due to losses in inventory). The SFH market continues to diverge from the general condo market; we cannot add SFH inventory vertically. Inherent scarcity is real as prime inventory disappears.

2025 Q1 Miami Dade Residential Market Report

A Tale Of Two Markets

Miami Dade County: Q1 Total \$ Spent, Condos & SFH



Dollar volume remains up year-over-year, despite an overall drop in transaction volume.

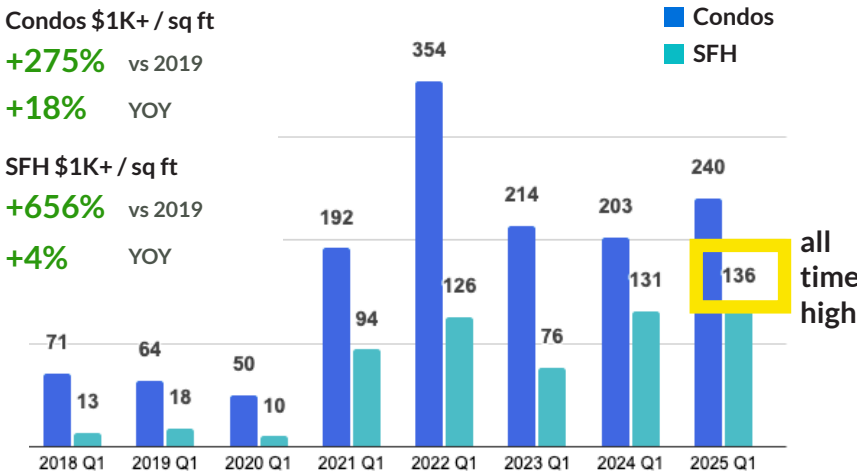
This is because:

->High-end segments of the market are disproportionately benefiting from the wealth and talent migration.

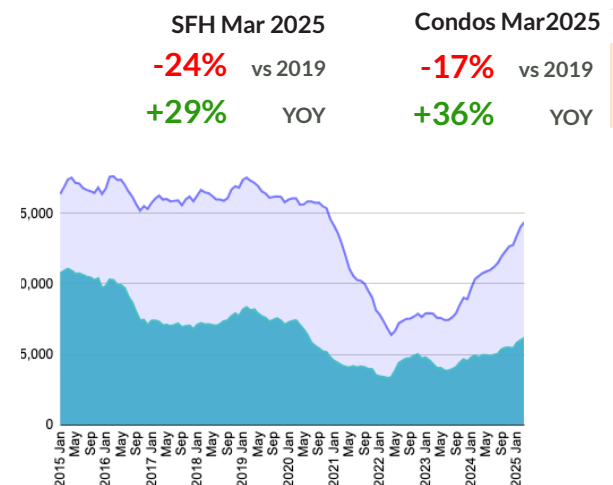
-> Inventory at lower price points remains far below pre Covid, all segments above \$500K have higher transaction volume than pre Covid.

Also to note: the SFH market is outperforming the condo market, as previously predicted. Simply put, we cannot add more inventory vertically. This is still early days.

Miami Dade County: Q1 Sales Volume past \$1K / square foot



Miami Dade County: Active Listings, SFH & Condos





\$1M+ YOY gains & remains far above 2019

Transaction volume past \$1M remains far above 2019, pre Covid realities and is up year-over-year. Transaction volume past \$1M appears to be leveling out for both SFH and Condos.



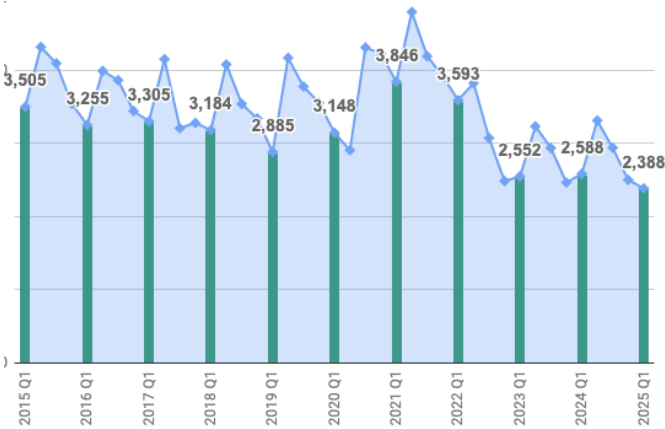
Sub \$1M remains below 2019 volume

Transaction volume below \$1M remains solidly below 2019, pre Covid realities. The volume losses mentioned by the press are the lower ends of the market, and are heavily influenced by losses of inventory below \$500K.

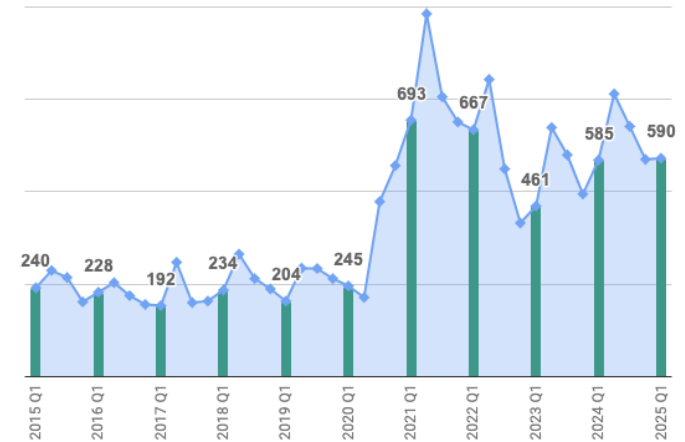
2025 Q1 Miami Dade Residential Market Report

A Tale Of Two Markets

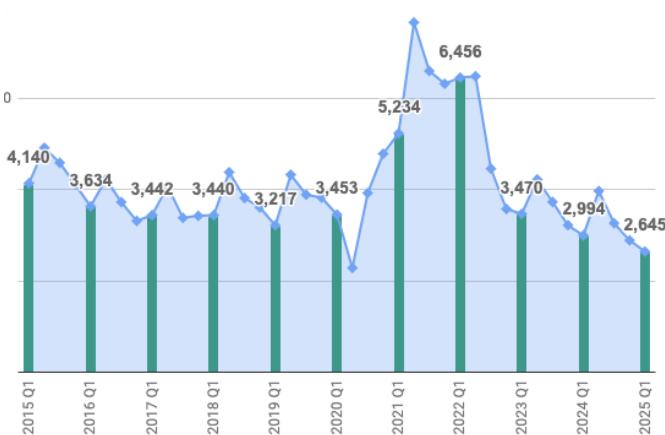
Miami Dade SFH, Quarterly Sales Volume All Prices | Q1 2025: -8% YOY, -17% vs 2019, pre Covid 27% all cash, Q1 2025.



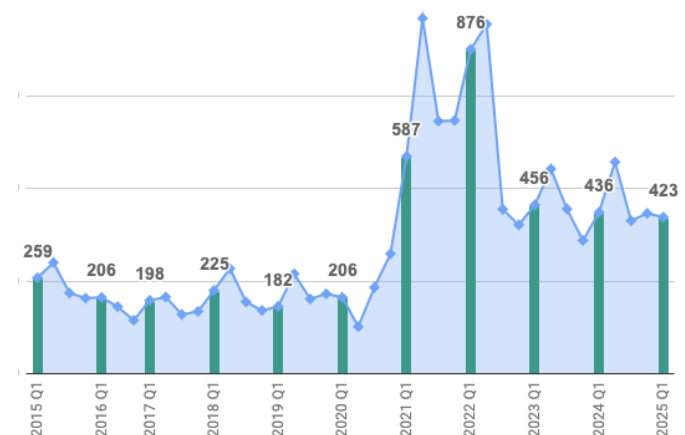
Miami Dade SFH, Quarterly Sales Volume \$1M+ | Q1 2025: +1% YOY, +189% vs 2019, pre Covid 46% all cash, Q1 2025.



Miami Dade Condos, Quarterly Sales Volume All Prices | Q1 2025: -12% YOY, -18% vs 2019, pre Covid 53% all cash, Q1 2025.



Miami Dade Condos, Quarterly Sales Volume \$1M+ | Q1 2025: -3 YOY, +132% vs 2019, pre Covid 79% all cash, Q1 2025.





Median Pricing Plateauing, cash high

Median condo pricing finished Q1 2025 down 2% YOY. You can see the plateau forming in the chart. The usage of cash was 74% over \$1M and 47% sub \$1M. The highest segments of the market remain most resilient as the wealth & talent migration continues. Volume past \$2K / SF was up 26% YOY & was 81% all cash.

Inventory & Volume Below \$1M

Inventory below \$1M went up 38% YOY, but remains down 22% versus 2019 pre Covid. The lower end of the condo market is being affected by the statewide 2025 law requiring reserves. Despite the increase in inventory, transaction volume below \$1M continued to drop YOY.

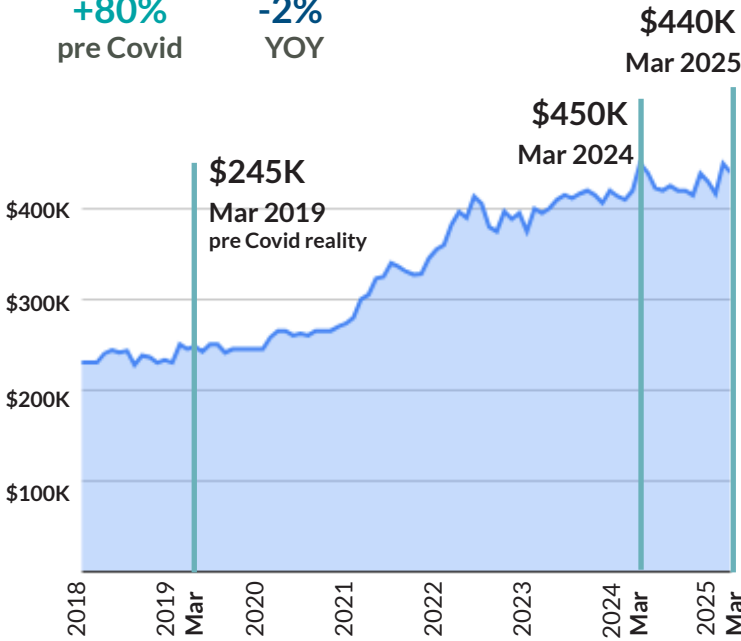
Miami Dade Condo Market MATRIX Q1 2025

Cash Buyers Q1 2025

Condos <\$1M: 47%
Condos >\$1M: 74%

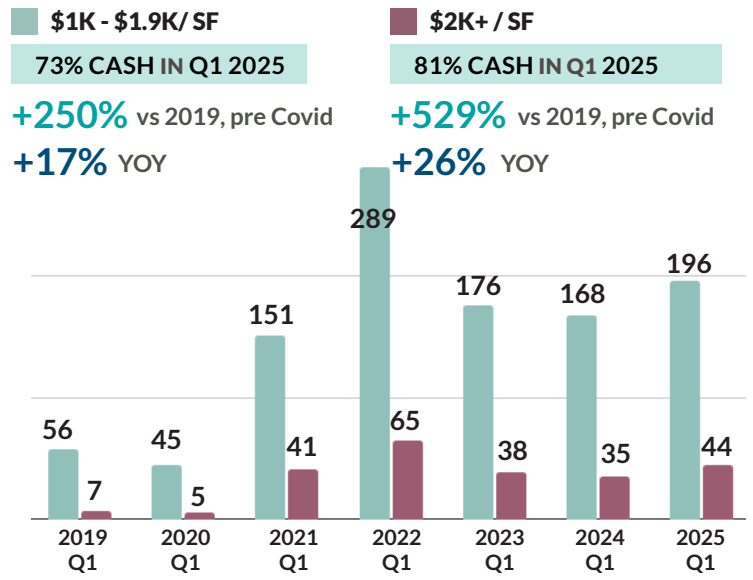
Median Condo Price

+80% pre Covid
-2% YOY



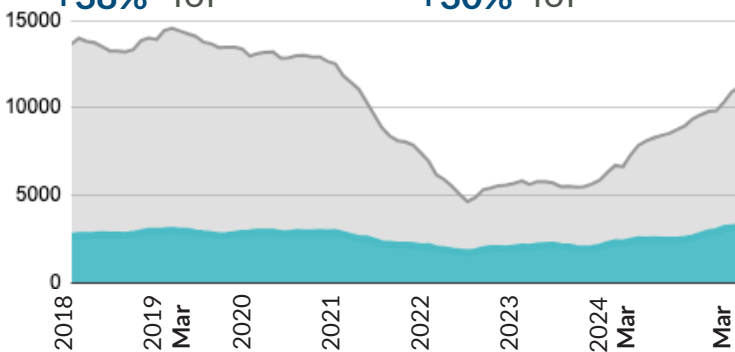
2025 Data Condos

Sales Volume by price / square foot



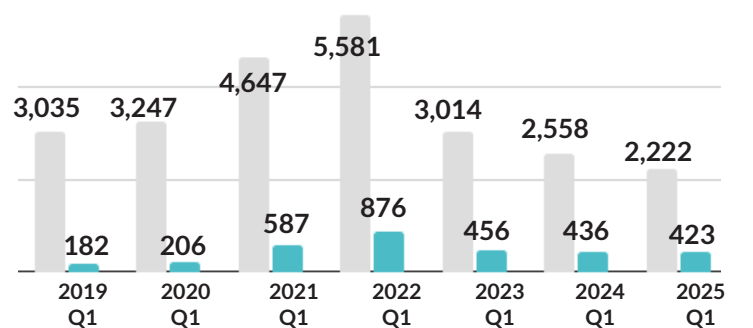
Active Condo Listings Through Mar 2025

<\$1M: -22% vs 2019, pre Covid
>\$1M: +8% vs 2019, pre Covid
+38% YOY
+30% YOY



Q1 2025 Condo Sales Volume, below & above \$1M

<\$1M: -27% vs 2019, pre Covid
>\$1M: +132% vs 2019, pre Covid
-13% YOY
-3% YOY





Median Pricing Up & \$2K+ / s ft Record Volume

Median SFH pricing finished Q1 2025 up 4% YOY, All segments of the SFH market past \$500K are transacting at levels higher than pre Covid. Most notably: transaction volume past \$2,000 / sqft was a shocking 1,550% higher than in the pre Covid reality of 2019.

Inventory & Volume Below \$1M

Much needed inventory below \$1M edged up 25% YOY, but remains down 41% versus 2019 pre Covid. Transaction volume below \$1M continued to drop. Drilling down, the \$10M+ segment saw record transaction volume (p.17). Inventory below \$500K remains over 80% lower than in 2019, as the floor of this market keeps rising.

Miami Dade SFH Market MATRIX Q1 2025

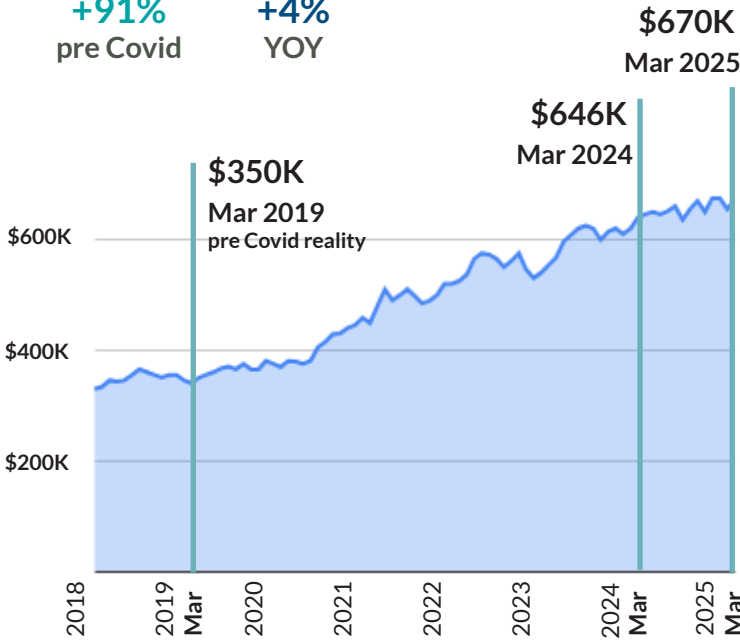
Cash Buyers Q1 2025

SFH <\$1M: 20%

SFH >\$1M: 46%

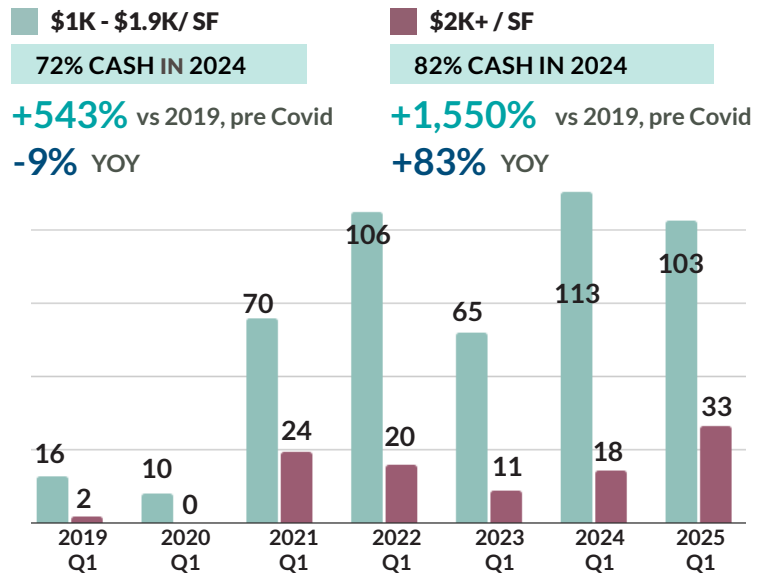
Median SFH Price

+91% pre Covid +4% YOY



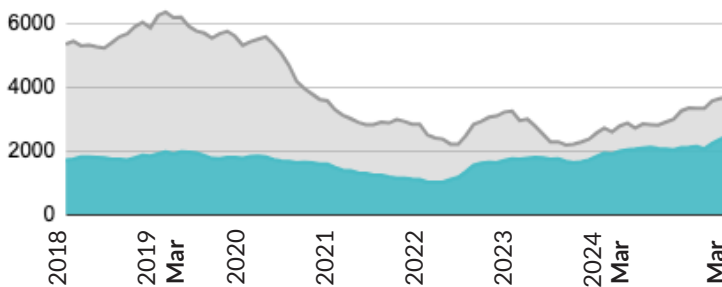
2024 Data SFH

Sales Volume by price / square foot



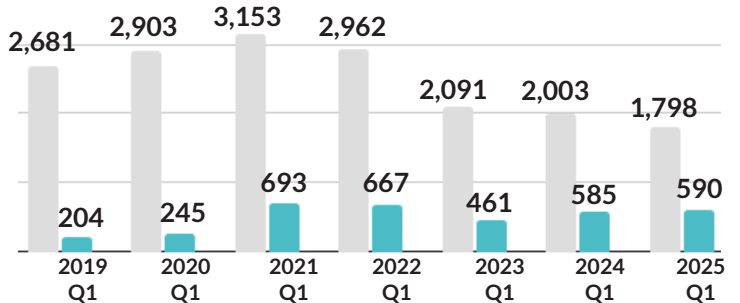
Active SFH Listings Through Mar 2025

<\$1M: -41% vs 2019, pre Covid +35% YOY
>\$1M: +29% vs 2019, pre Covid +20% YOY



2024 SFH Sales Volume, below & above \$1M

<\$1M: -33% vs 2019, pre Covid -10% YOY
>\$1M: +189% vs 2019, pre Covid +1% YOY





Miami Dade County | March resale prices

MIAMI DADE CONDOS

2025 March Median

sale price: \$440,000

2019 March Median

sale price: \$245,000

+80% **-2%**

vs 2019, pre Covid **YOY**

2025 March Average

sale price: \$832,647

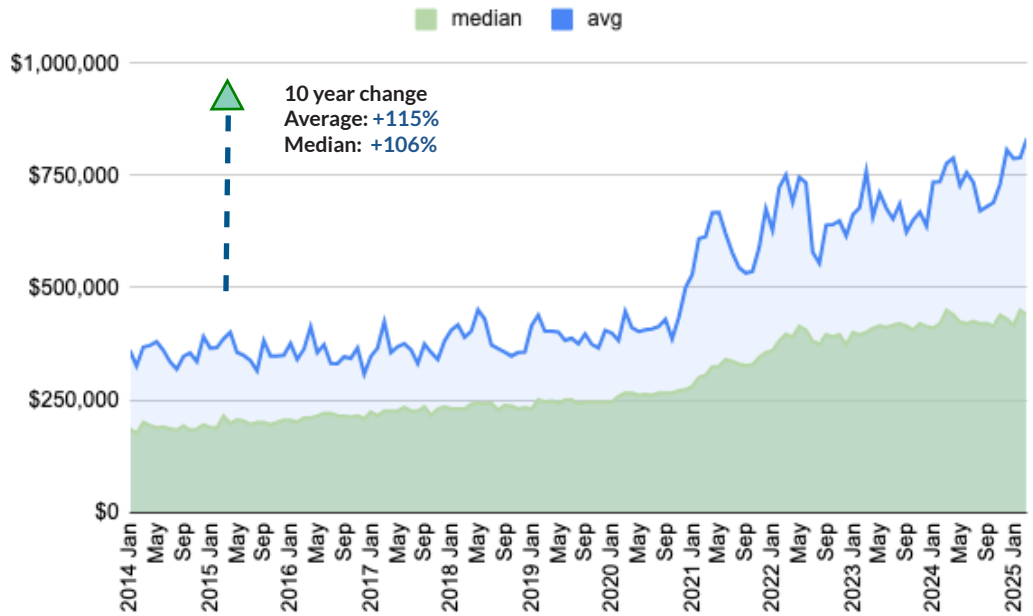
2019 March Average

sale price: \$403,111

+107% **+7%**

vs 2019, pre Covid **YOY**

Condos median price | March 2025: \$440,000 | March 2024: \$450,000



MIAMI DADE SFH

2025 March Median

sale price: \$670,000

2019 March Median

sale price: \$350,000

+91% **+4%**

vs 2019, pre Covid **YOY**

2025 March Average

sale price: \$1,294,881

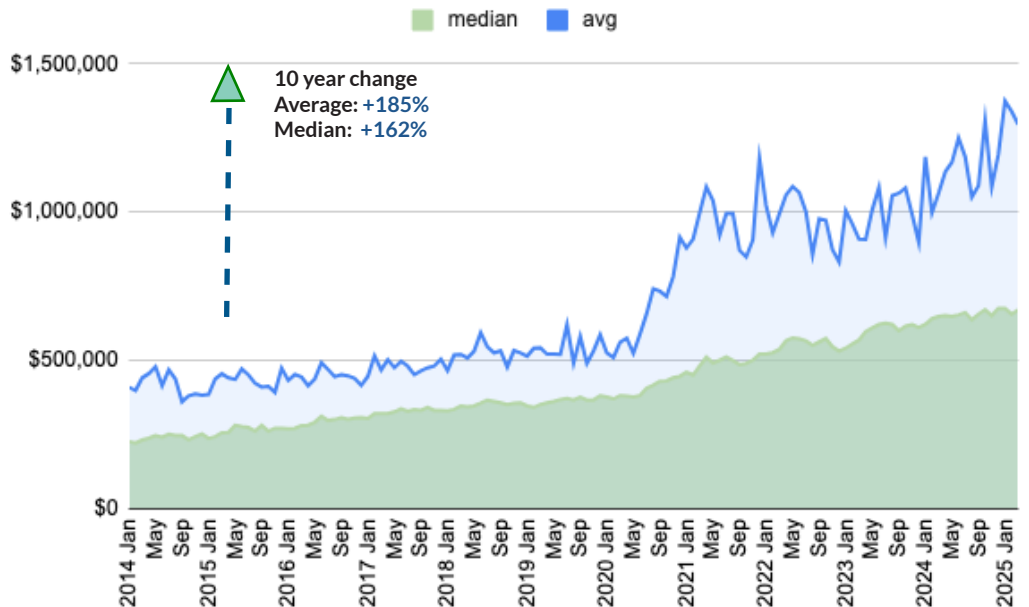
2019 March Average

sale price: \$541,684

+139% **+22%**

vs 2019, pre Covid **YOY**

SFH median price | March 2025: \$670,000 | March 2024: \$647,000





Miami Dade County | Condos Q1 2025 | <\$500K

SUPPLY

25% decrease
vs. Mar 2019, pre Covid

39% increase
vs. Mar 2024, YOY

DEMAND

41% decrease
vs. Q1 2019, pre Covid

13% decrease
vs. Q1 2024, YOY

48% Q1 2025 ALL CASH DEALS

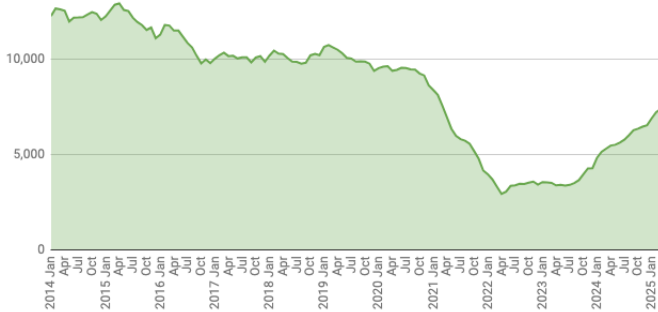
Active Listings

Mar 2019: 10,639
Mar 2024: 5,321
Mar 2025: 7,396

Sales Volume

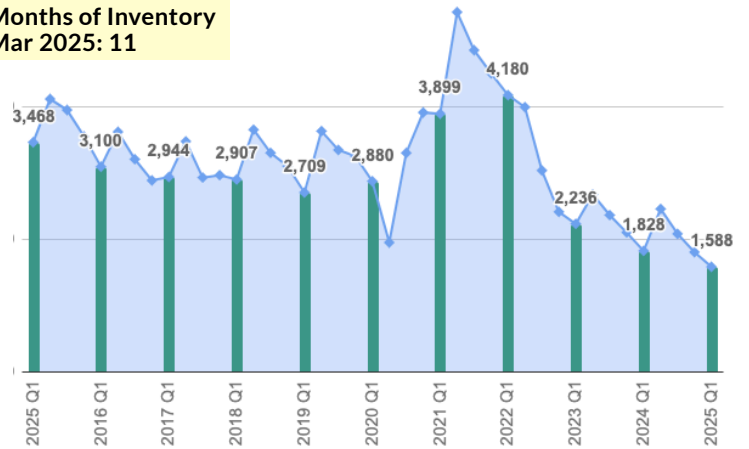
Q1 2019: 2,709
Q1 2024: 1,828
Q1 2025: 1,588

Miami Dade Condos <\$500K: # Active Listings



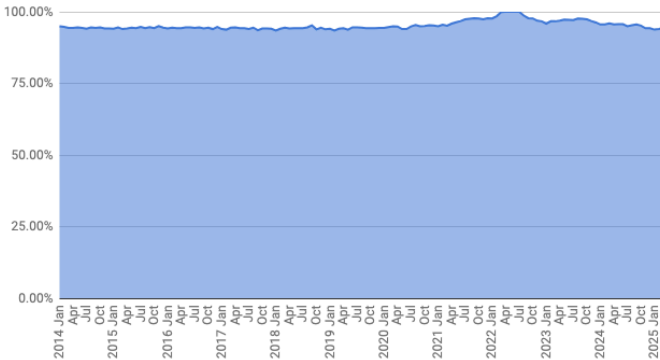
Miami Dade Condos <\$500K: Quarterly Sales Volume

Months of Inventory
Mar 2025: 11



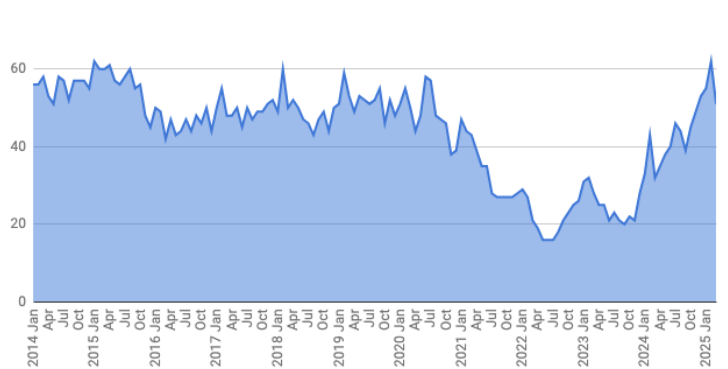
Miami Dade Condos <\$500K: close to original list ratio

Mar 2019: 94.1%
Mar 2024: 96.0%
Mar 2025: 94.4%



Miami Dade Condos <\$500K: Median Days To Sell

Mar 2019: 53
Mar 2024: 32
Mar 2025: 51





Miami Dade County | Condos Q1 2025 | \$500K - \$999K

SUPPLY

2% increase
vs. Mar 2019, pre Covid

36% increase
vs. Mar 2024, YOY

DEMAND

94% increase
vs. Q1 2019, pre Covid

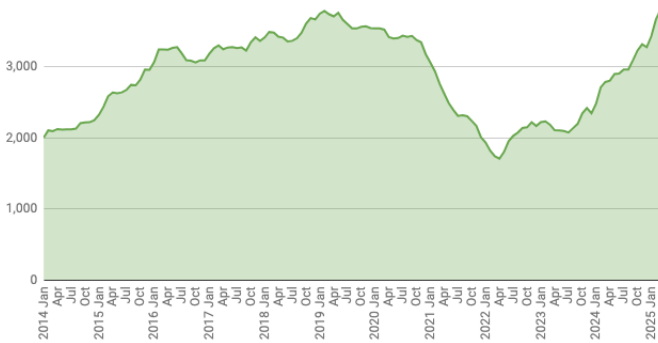
13% decrease
vs. Q1 2024, YOY

49% Q1 2025 ALL CASH DEALS

Active Listings
Mar 2019: 3,737
Mar 2024: 2,786
Mar 2025: 3,801

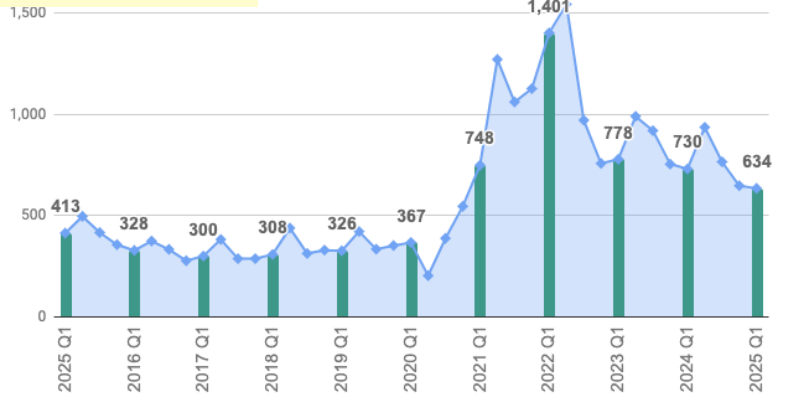
Sales Volume
Q1 2019: 326
Q1 2024: 730
Q1 2025: 634

Miami Dade Condos \$500K - \$999K: # Active Listings



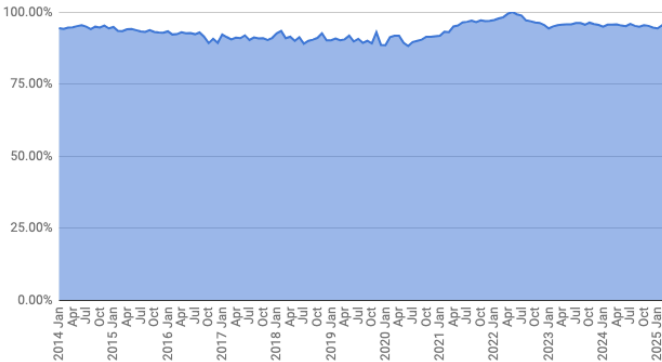
Miami Dade Condos \$500K - \$999K: Quarterly Sales Volume

Months of Inventory
Mar 2025: 15



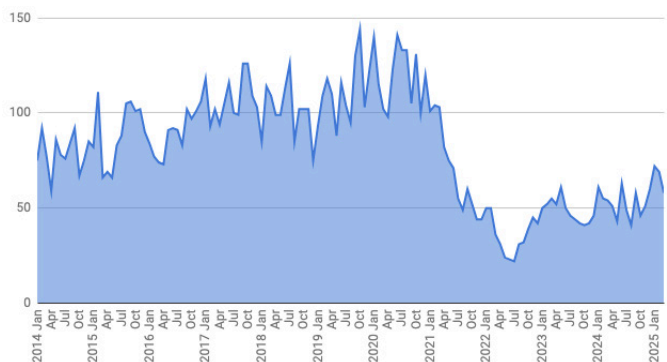
Miami Dade Condos \$500K - \$999K: close to original list ratio

Mar 2019: 90.2%
Mar 2024: 95.6%
Mar 2025: 94.5%



Miami Dade Condos \$500K - \$999K: Median Days To Sell

Mar 2019: 118
Mar 2024: 54
Mar 2025: 58





Miami Dade County | Condos Q1 2025 | \$1M - \$2.49M

SUPPLY

DEMAND

3% decrease
vs. Mar 2019, pre Covid

37% increase
vs. Mar 2024, YOY

136% increase
vs. Q1 2019, pre Covid

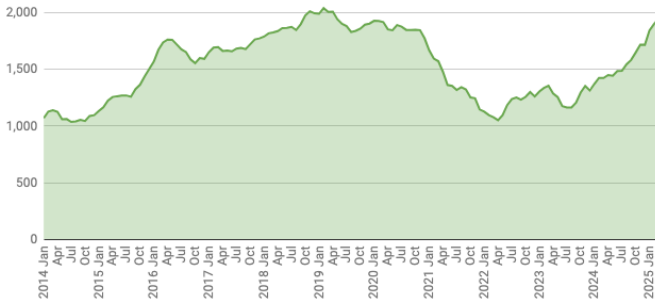
9% decrease
vs. Q1 2024, YOY

72% Q1 2025 ALL CASH DEALS

Active Listings
Mar 2019: 2,007
Mar 2023: 1,424
Mar 2024: 1,945

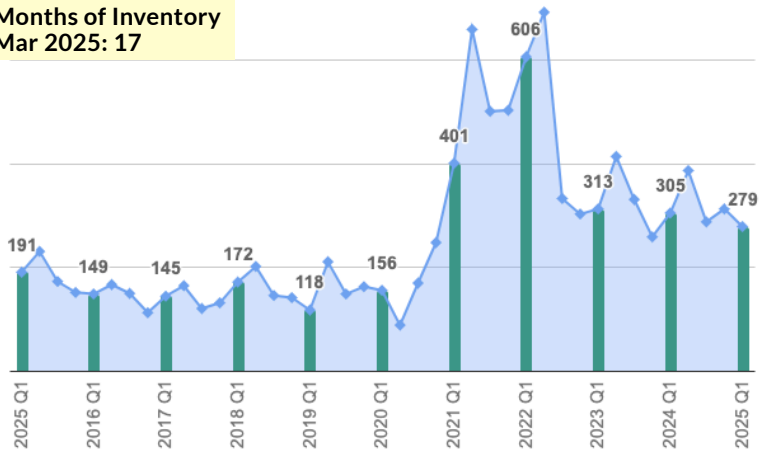
Sales Volume
Q1 2019: 118
Q1 2024: 305
Q1 2025: 279

Miami Dade Condos \$1M - \$2.49M: # Active Listings



Miami Dade Condos \$1M - \$2.49M: Quarterly Sales Volume

Months of Inventory
Mar 2025: 17

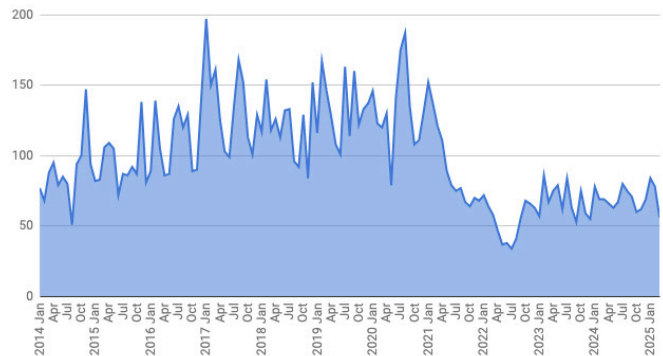
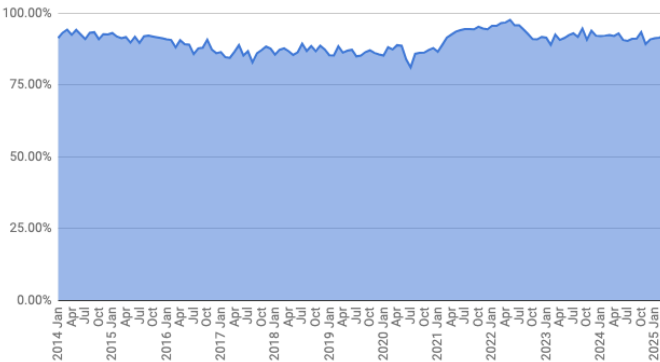


Miami Dade Condos \$1M - \$2.49M: close to original list ratio

Mar 2019: 88.4%
Mar 2024: 92.3%
Mar 2025: 92.0%

Miami Dade Condos \$1M - \$2.49M: median days to sell

Mar 2019: 146
Mar 2024: 69
Mar 2025: 56





Miami Dade County | Condos Q1 2025 | \$2.5M - \$4.9M

SUPPLY

DEMAND

23% increase
vs. Mar 2019, pre Covid

26% increase
vs. Mar 2024, YOY

135% increase
vs. Q1 2019, pre Covid

6% increase
vs. Q1 2024, YOY

77% Q1 2025 ALL CASH DEALS

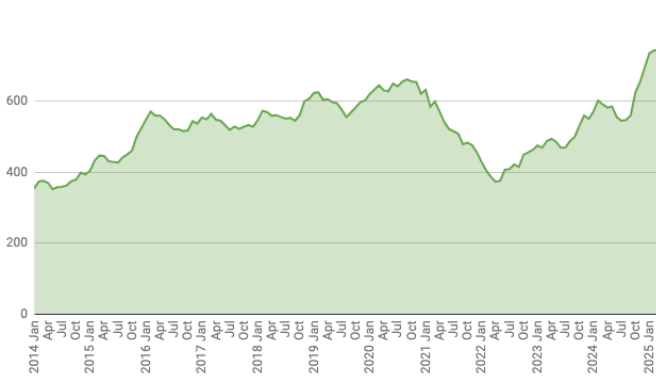
Active Listings

Mar 2019: 605
Mar 2024: 591
Mar 2025: 743

Sales Volume

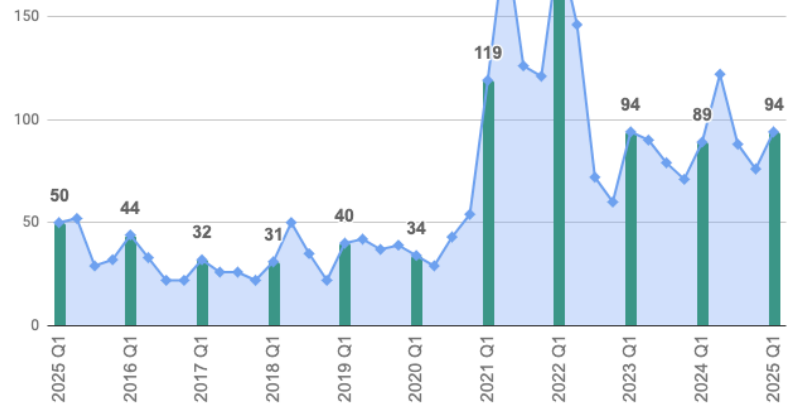
Q1 2019: 40
Q1 2024: 89
Q1 2025: 94

Miami Dade Condos \$2.5M - \$4.9M: # Active Listings



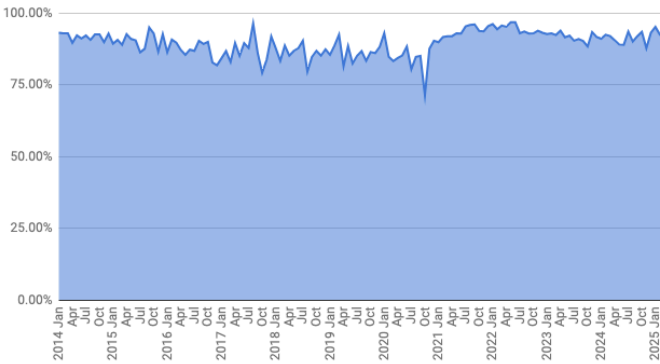
Miami Dade Condos \$2.5M - \$4.9M: Quarterly Sales Volume

Months of Inventory
Mar 2025: 19



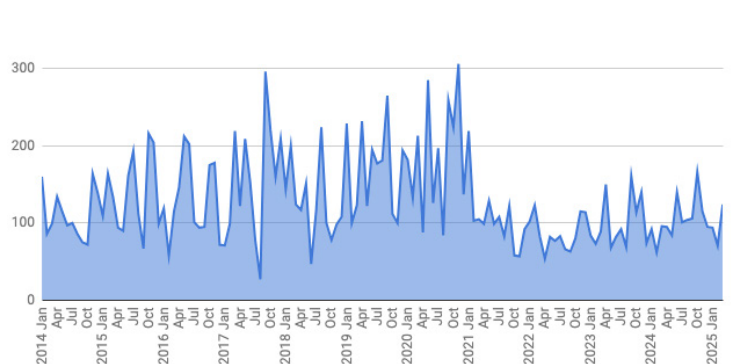
Miami Dade Condos \$2.5M - \$4.9M: close to original list ratio

Mar 2019: 92.4%
Mar 2024: 91.9%
Mar 2025: 91.2%



Miami Dade Condos \$2.5M - \$4.9M: median days to sell

Mar 2019: 123
Mar 2024: 96
Mar 2025: 124





Miami Dade County | Condos Q1 2025 | \$5M - \$9.9M

SUPPLY

DEMAND

28% increase
vs. Mar 2019, pre Covid

95% increase
vs. Q1 2019, pre Covid

10% increase
vs. Mar 2024, YOY

19% increase
vs. Q1 2024, YOY

75% Q1 2025 ALL CASH DEALS

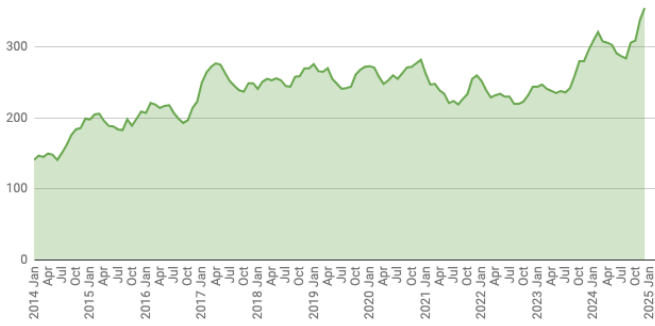
Active Listings

Mar 2019: 264
Mar 2024: 308
Mar 2025: 339

Sales Volume

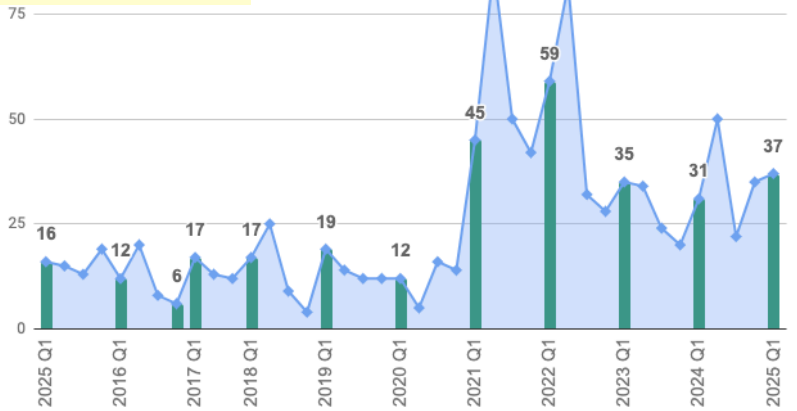
Q1 2019: 19
Q1 2024: 31
Q1 2025: 37

Miami Dade Condos \$5M - \$9.9M: # Active Listings



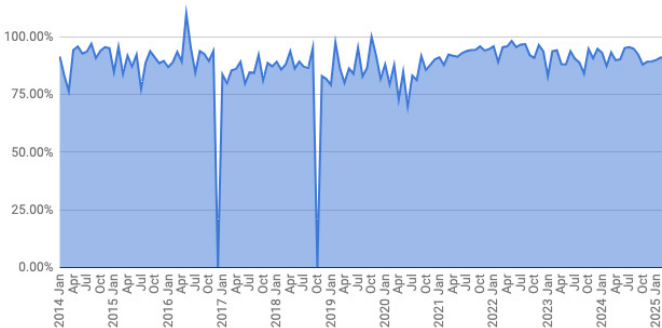
Miami Dade Condos \$5M - \$9.9M: Quarterly Sales Volume

Months of Inventory
Mar 2025: 21



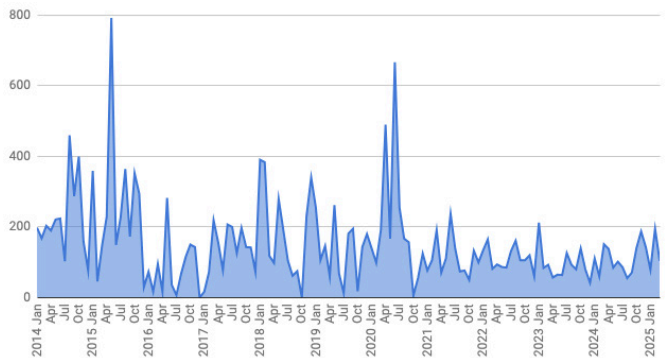
Miami Dade Condos \$5M - \$9.9M: close to original list ratio

Mar 2019: 86.4%
Mar 2024: 93.3%
Mar 2025: 90.6%



Miami Dade Condos \$5M - \$9.9M: median days to sell

Mar 2019: 146
Mar 2024: 151
Mar 2025: 104





Miami Dade County | Condos Q1 2025 | \$10M+

SUPPLY

97% increase
vs. Mar 2019, pre Covid

22% increase
vs. Mar 2024, YOY

DEMAND

160% increase
vs. Q1 2019, pre Covid

18% decrease
vs. Q1 2024, YOY

75% Q1 2025 ALL CASH DEALS

Active Listings

Mar 2019: 87
Mar 2024: 140
Mar 2025: 171

Sales Volume

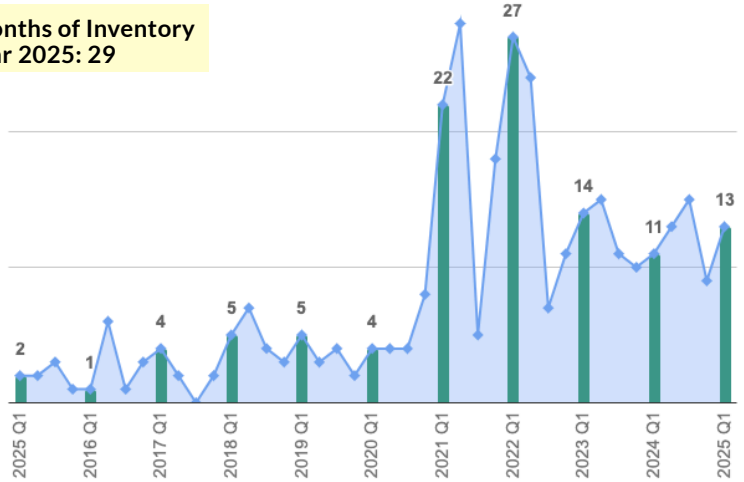
Q1 2019: 5
Q1 2024: 11
Q1 2025: 13

Miami Dade Condos \$10M+: # Active Listings



Miami Dade Condos \$10M+: Quarterly Sales Volume

Months of Inventory
Mar 2025: 29



Miami Dade Condos \$10M+: close to original list ratio

Not enough data
to chart meaningfully.

Miami Dade Condos \$10M+: median days to sell

Not enough data
to chart meaningfully.



Miami Dade County | SFH Q1 2025 | <\$500K

SUPPLY

DEMAND

84% decrease
vs. Mar 2019, pre Covid

11% increase
vs. Mar 2024, YOY

80% decrease
vs. Q1 2019, pre Covid

25% decrease
vs. Q1 2024, YOY

34% Q1 2025 ALL CASH DEALS

Active Listings
Mar 2019: 4,185
Mar 2023: 610
Mar 2024: 675

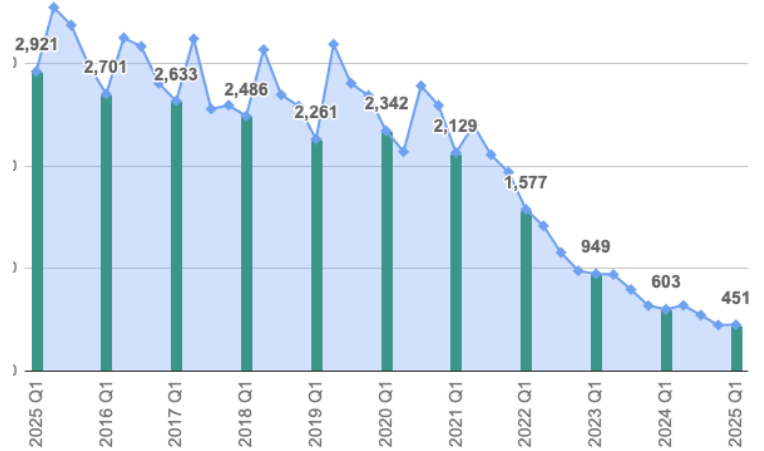
Sales Volume
Q1 2019: 2,261
Q1 2024: 603
Q1 2025: 451

Miami Dade SFH <\$500K: # Active Listings



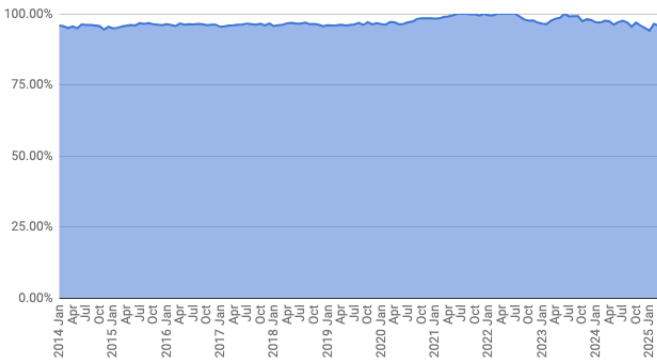
Miami Dade SFH <\$500K: Quarterly Sales Volume

Months of Inventory
Mar 2024: 4



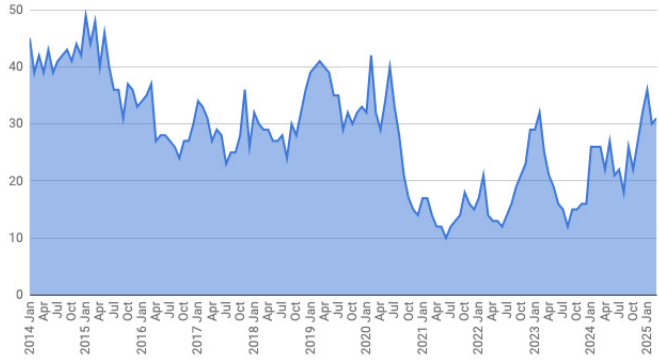
Miami Dade SFH <\$500K: close to original list ratio

Mar 2019: 96.0%
Mar 2023: 97.6%
Mar 2024: 95.8%



Miami Dade SFH <\$500K: Median Days To Sell

Mar 2019: 41
Mar 2023: 26
Mar 2024: 31





Miami Dade County | SFH Q1 2025 | \$500K - \$999K

SUPPLY

DEMAND

16% Q1 2025 ALL CASH DEALS

Active Listings

Mar 2019: 2,019
Mar 2024: 2,113
Mar 2025: 3,013

49% increase
vs. Mar 2019, pre Covid

43% increase
vs. Mar 2024, YOY

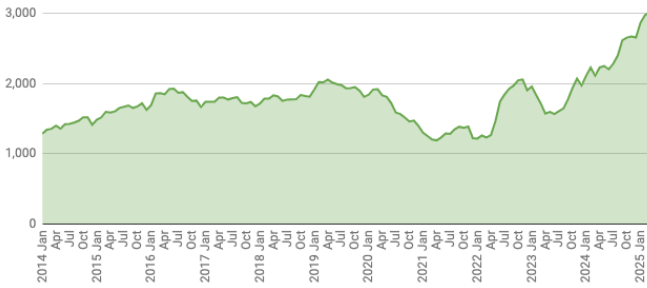
220% increase
vs. Q1 2019, pre Covid

4% decrease
vs. Q1 2024, YOY

Sales Volume

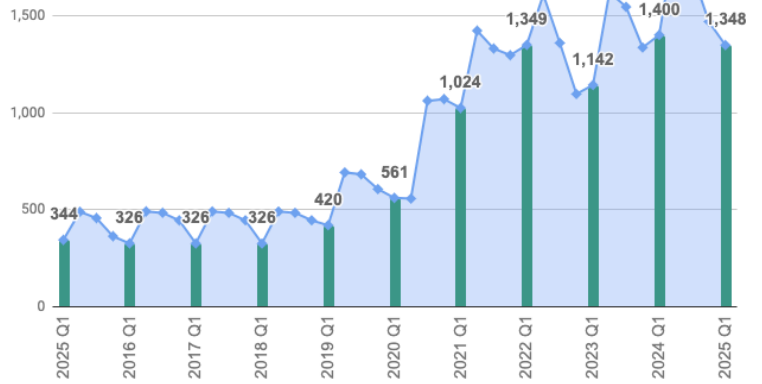
Q1 2019: 420
Q1 2024: 1,400
Q1 2025: 1,348

Miami Dade SFH \$500K - \$999K: # Active Listings



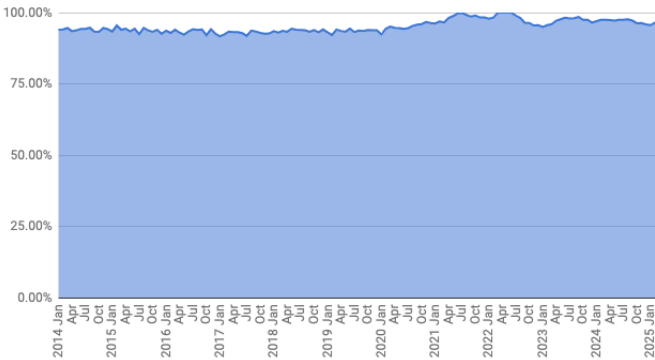
Miami SFH \$500K - \$999K: Quarterly Sales Volume

Months of Inventory
Mar 2024: 5



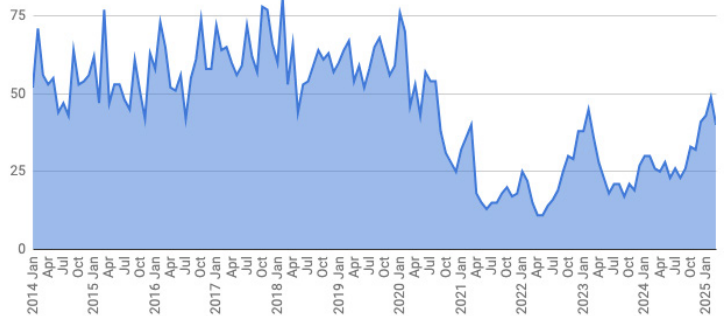
Miami Dade SFH \$500K - \$999K: close to original list ratio

Mar 2019: 94.1%
Mar 2024: 97.5%
Mar 2025: 96.5%



Miami Dade SFH \$500K - \$999K: Median Days To Sell

Mar 2019: 67
Mar 2024: 26
Mar 2025: 40





Miami Dade County | SFH Q1 2025 | \$1M - \$2.49M

SUPPLY

DEMAND

12% increase
vs. Mar 2019, pre Covid

18% increase
vs. Mar 2024, YOY

165% increase
vs. Q1 2019, pre Covid

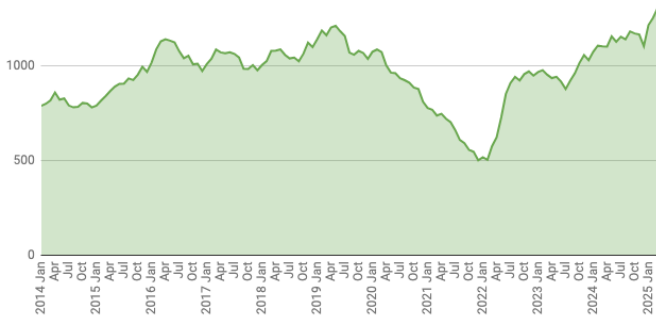
1% decrease
vs. Q1 2024, YOY

37% Q1 2025 ALL CASH DEALS

Active Listings
Mar 2019: 1,164
Mar 2024: 1,105
Mar 2025: 1,307

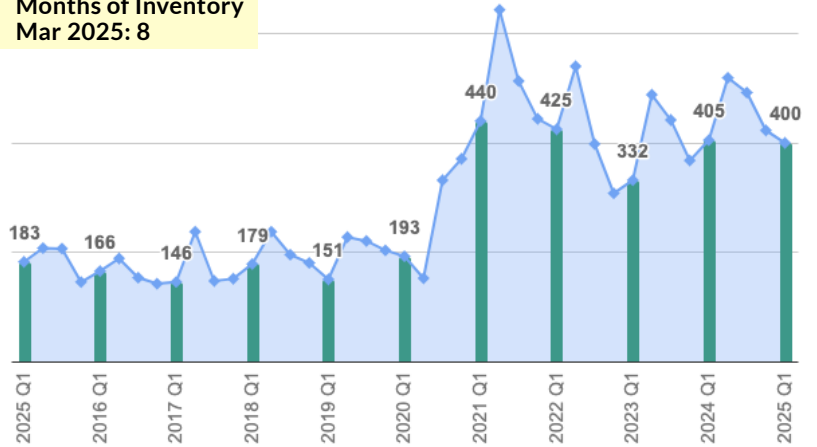
Sales Volume
Q1 2019: 151
Q1 2024: 405
Q1 2025: 400

Miami Dade SFH \$1M - \$2.49M: # Active Listings



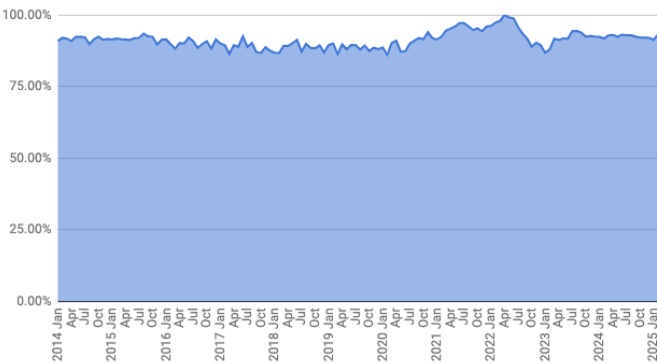
Miami Dade SFH \$1M - \$2.49M: Quarterly Sales Volume

Months of Inventory
Mar 2025: 8



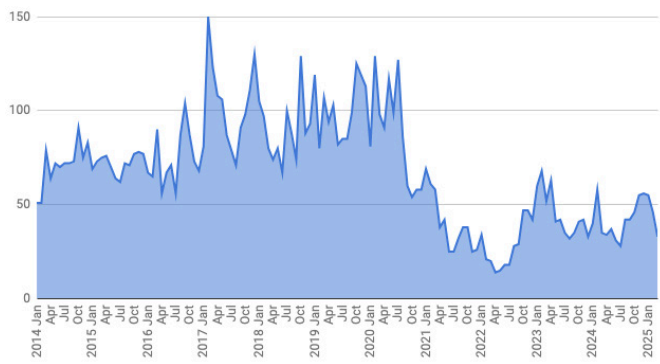
Miami Dade SFH \$1M - \$2.49M: close to original list ratio

Mar 2019: 86.4%
Mar 2024: 92.8%
Mar 2025: 93.0%



Miami Dade SFH \$1M - \$2.49M: median days to sell

Mar 2019: 107
Mar 2024: 35
Mar 2025: 33





Miami Dade County | SFH Q1 2025 | \$2.5M - \$4.9M

SUPPLY

44% increase
vs. Mar 2019, pre Covid

34% increase
vs. Mar 2024, YOY

DEMAND

281% increase
vs. Q1 2019, pre Covid

6% increase
vs. Q1 2024, YOY

59% Q1 2025 ALL CASH DEALS

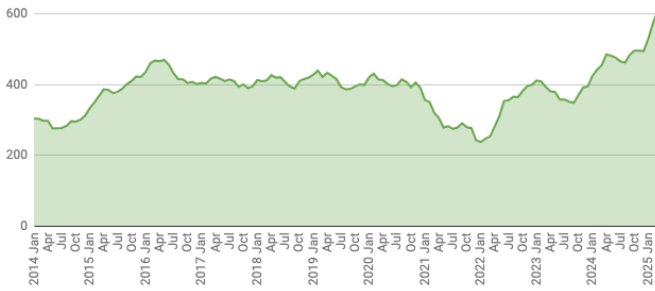
Active Listings

Mar 2019: 423
Mar 2024: 455
Mar 2025: 608

Sales Volume

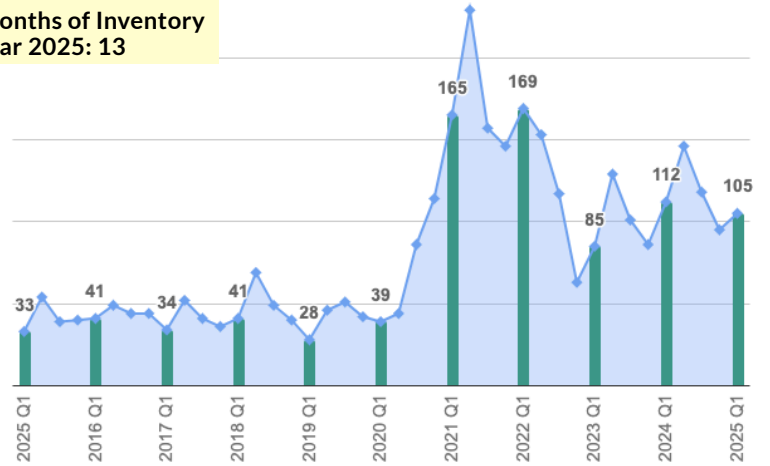
Q1 2019: 28
Q1 2024: 112
Q1 2025: 105

Miami Dade SFH \$2.5M - \$4.9M: # Active Listings



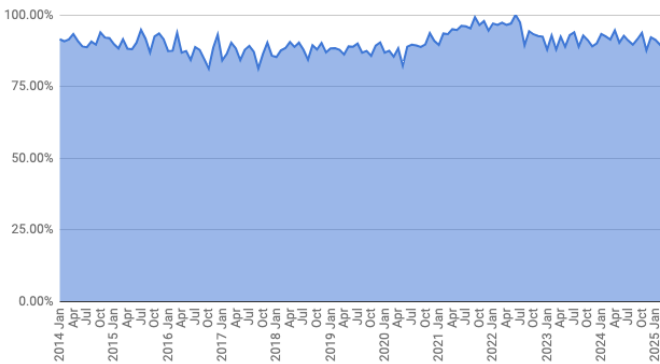
Miami Dade SFH \$2.5M - \$4.9M: Quarterly Sales Volume

Months of Inventory
Mar 2025: 13



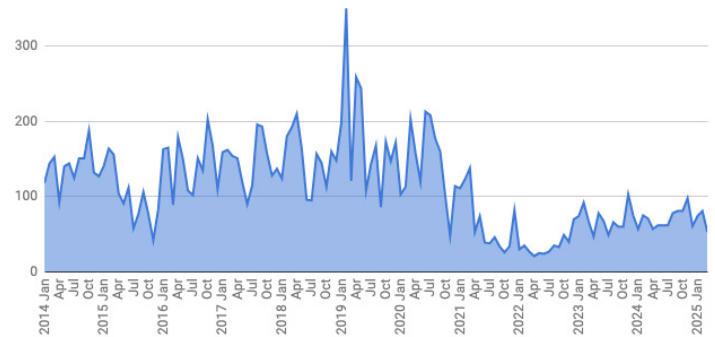
Miami Dade SFH \$2.5M - \$4.9M: close to original list ratio

Mar 2019: 87.8%
Mar 2024: 91.4%
Mar 2025: 92.7%



Miami Dade SFH \$2.5M - \$4.9M: median days to sell

Mar 2019: 121
Mar 2024: 71
Mar 2025: 53





Miami Dade County | SFH Q1 2025 | \$5M - \$9.9M

SUPPLY

DEMAND

69% increase
vs. Mar 2019, pre Covid
24% increase
vs. Mar 2024, YOY

153% increase
vs. Q1 2019, pre Covid
4% decrease
vs. Q1 2024, YOY

77% Q1 2025 ALL CASH DEALS

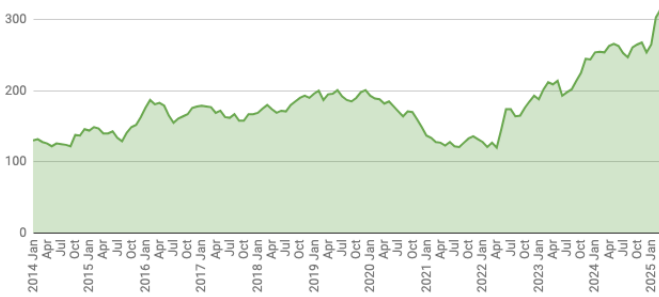
Active Listings

Mar 2019: 186
Mar 2024: 254
Mar 2025: 314

Sales Volume

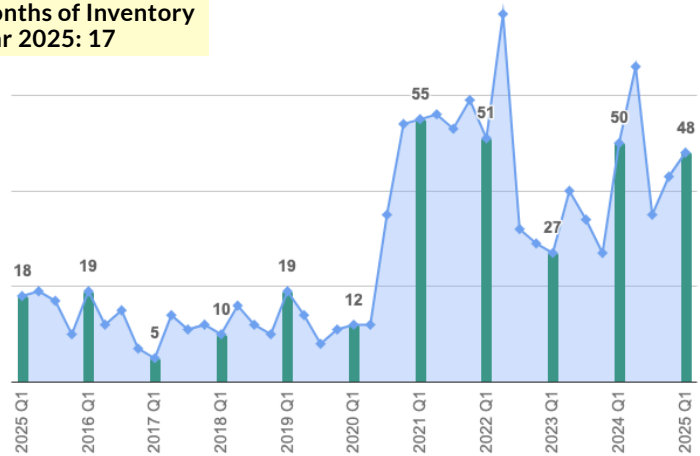
Q1 2019: 19
Q1 2024: 50
Q1 2025: 48

Miami Dade SFH \$5M - \$9.9M: # Active Listings



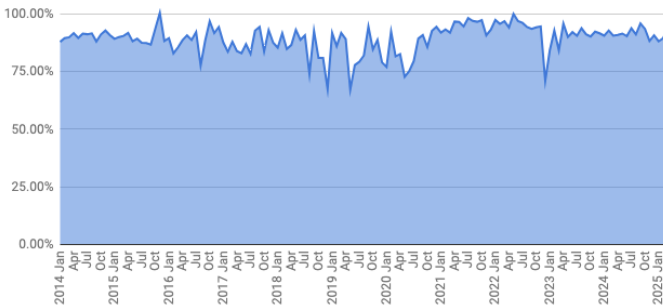
Miami Dade SFH \$5M - \$9.9M: Quarterly Sales Volume

Months of Inventory
Mar 2025: 17



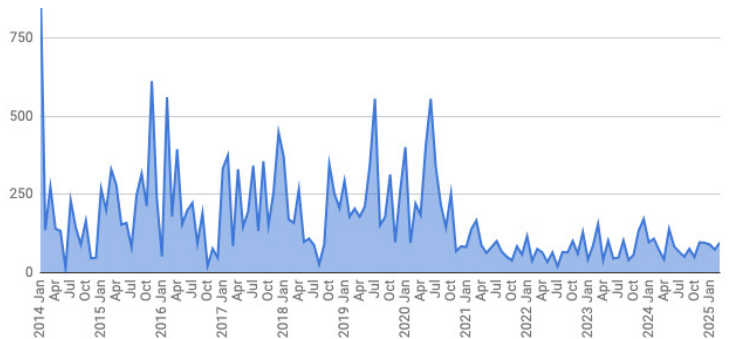
Miami Dade SFH \$5M - \$9.9M: close to original list ratio

Mar 2019: 91.8%
Mar 2024: 90.6%
Mar 2025: 93.3%



Miami Dade SFH \$5M - \$9.9M: median days to sell

Mar 2019: 205
Mar 2024: 73
Mar 2025: 96





Miami Dade County | SFH Q1 2025 | \$10M+

SUPPLY

DEMAND

66% increase
vs. Mar 2019, pre Covid

517% increase
vs. Q1 2019, pre Covid

3% decrease
vs. Mar 2024, YOY

106% increase
vs. Q1 2024, YOY

75% Q1 2025 ALL CASH DEALS

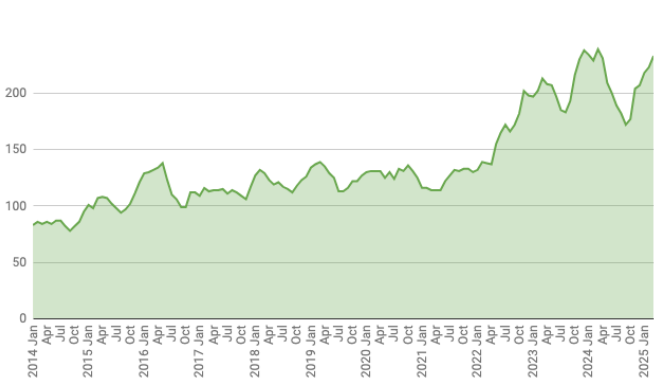
Active Listings

Mar 2019: 140
Mar 2024: 239
Mar 2025: 233

Sales Volume

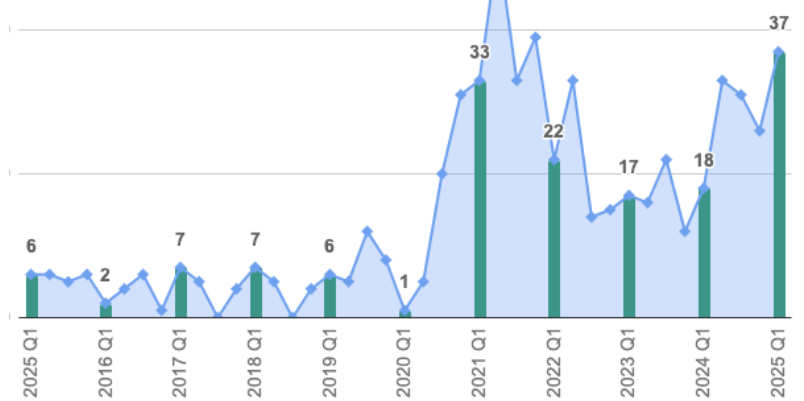
Q1 2019: 6
Q1 2024: 18
Q1 2025: 37

Miami Dade SFH \$10M+: # Active Listings



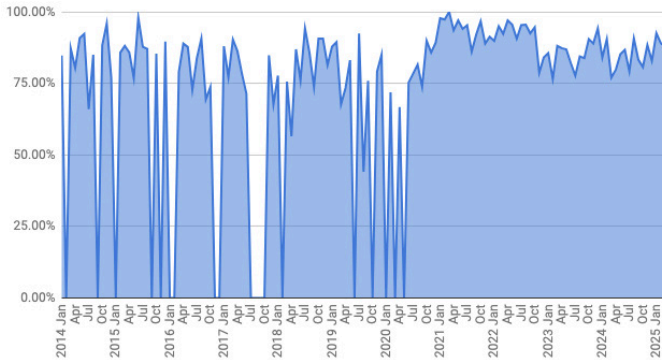
Miami Dade SFH \$10M+: Quarterly Sales Volume

Months of Inventory
Mar 2025: 19



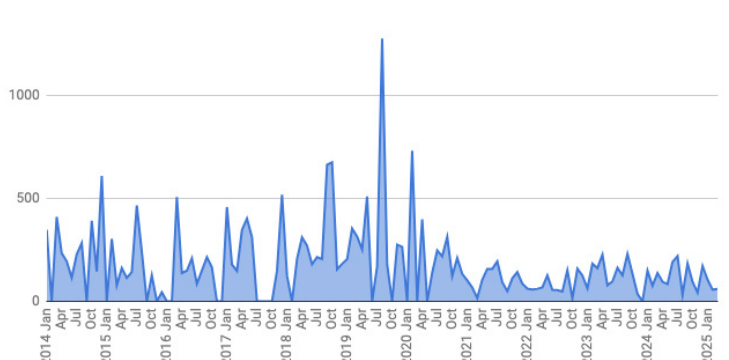
Miami Dade SFH \$10M+: close to original list ratio

Dec 2019: 67.7%
Dec 2023: 77.0%
Dec 2024: 87.9%



Miami Dade SFH \$10M+: median days to sell

Dec 2019: 316
Dec 2023: 138
Dec 2024: 60





CONCLUSIONS

The momentum that is pushing wealth and capital to South Florida is still in its early stages.

No one has a crystal ball, but I believe we can all accept that change is our constant. It is inevitable.

As different as life was 100 years ago, why would the next 100 years see anything less radical?

It is important to recognize that our work and life habits had thus far been pre internet anachronisms, carried over because people are creatures of habit. Our pre Covid capitals of commerce were all established in the 20th century, post WWII and before the internet.

Human ingenuity always flows somewhere, and never stays focused in the same place forever.

We are in the early days of a tremendous migration of wealth and talent, and a shift in focus away from pre-internet habits and epicenters.

Also important to note is that many people are now moving based on perceptions of freedom and their ability to pursue their version of the American dream.

A shift in focus is underway. Before New York was considered the capital of the world, we had London as the point of focus. And before London, it was Amsterdam. And so on. Nothing lasts forever. Let's recall that in 1960 Detroit had the highest per capita income in the United States.

In the United States, this shift is also aligned with an acceleration of polarization within the country. The handling of Covid has accelerated wealth gap and belief system polarization. We have increasingly divergent belief systems and increasingly disparate realities coexisting in the country.

Data now shows that people are increasingly moving in accordance with their belief systems. Many people are no longer held as captive as they once were by their states and cities. And as it happens, the most states that had the highest lockdowns also have the highest taxes.

When we drill down into the South Florida residential sales data, we see exactly where the largest percentage gains are versus pre Covid. And thus we see the appetites of the incoming buyers.

As an example, the Miami Dade condo market is seeing 6x growth past \$2K / SF. We are essentially seeing the formation of new market segments, and they are a reflection of what is incoming.



CONCLUSIONS

Market below \$1M

Higher interest rates and recessionary pressure will likely continue to dampen transaction volume below \$1M.

The lack of inventory, high homeowner equity rates and higher interest rate loans on new purchases will put a floor on the sub \$1M SFH market.

Market above \$1M and at high prices per square foot

The segments of the market catering to wealth and talent migration are going to settle in around new, much higher post-Covid levels. These segments have seen the highest percentage gains. In some cases, whole new market segments have been created.

SFH will continue to outperform condos. Simply put: we cannot add more inventory vertically.

Two key trends that will keep sending capital to South Florida & Miami:

1. the growing wealth gap, which will fuel belief system polarization
2. flight of capital from high tax to low tax jurisdictions

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2018 2019 2020 2021 2022

CONCLUSIONS

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. As different as 2000 was from 1900, 2011 will likely represent even more of a drastic leap.

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 reimagined 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.

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.



CONCLUSIONS

5 . South Florida is well positioned to be an epicenter of the emerging, more multipolar 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 region has champions putting a strong message that the future here is bright
- > Positive momentum: the region is attracting new businesses and people with capital, meanwhile the city's feeder jurisdictions are increasingly hostile to the same entities
- > Quality of life: weather and safety have strong positive perception
- > Freedom: for those that agree with how the state of Florida is handling Covid, the region and the state are perceived as places of freedom.

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 swan 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. I do not see a reversal of course with the main forces driving the wealth and talent migration. To the contrary, the long term cycle has many forces behind it and will likely remain strong in South Florida. The polarization of belief systems and wealth across America has just begun to play out, and I believe will only accelerate over the next five years.



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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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