



Macro view of big picture trends affecting the Miami-Dade housing market.

2017 CONDOS
LONG TERM TRENDS
MIAMI-DADE
POPULATION: 2.7M
2016 census

WHERE ARE WE IN THE MIAMI-DADE CONDO MARKET CYCLE?

↓ Sales Volume
Volume fell for the 4th straight year.
Fewer sales in 2017 than 2010.
Down 6% from 2016, 27% from 2013 peak.

↑ Months of Inventory
At all time highs.
\$500K-\$999K: 40.3 months.
\$1M-\$2.9M: 51.3 months, \$3M+: 84.6 months.

↑ Aggregate \$ Value of Active Listings
At all time highs.
Coincides with growth of \$1M+ listing count, which is also at all time highs.

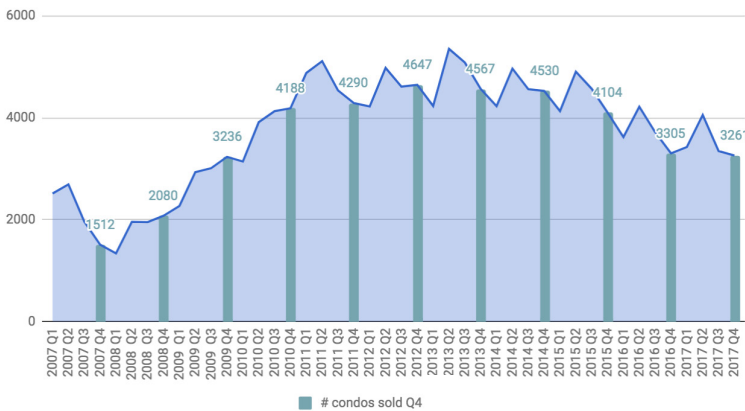
Transaction volume in Q4 2017 at Q4 2009 levels. Transaction volume continues to drop.

MARKET DIVERGENCE: END USER, LOCAL VS. OUTSIDE MONEY.

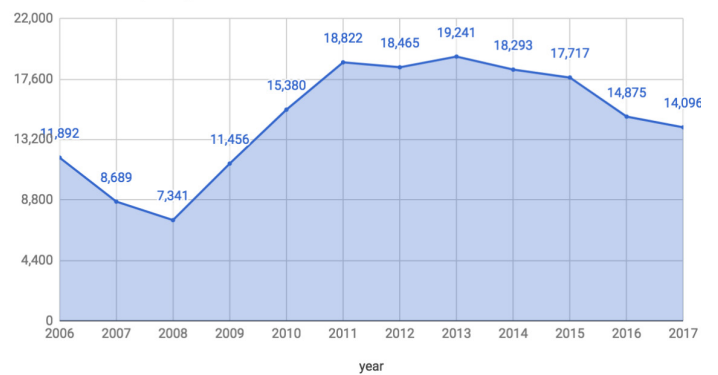
The market segment from \$200K - \$325K remains the only segment to see transaction volume growth. This segment is supported by the local economy. The drop in condo sales volume continues at higher price points that are reliant upon outside money. End-user demand is a constant force, while other types of buyers are volatile.

1. SALES VOLUME CYCLE

Miami-Dade Condos: Quarterly Sales Volume

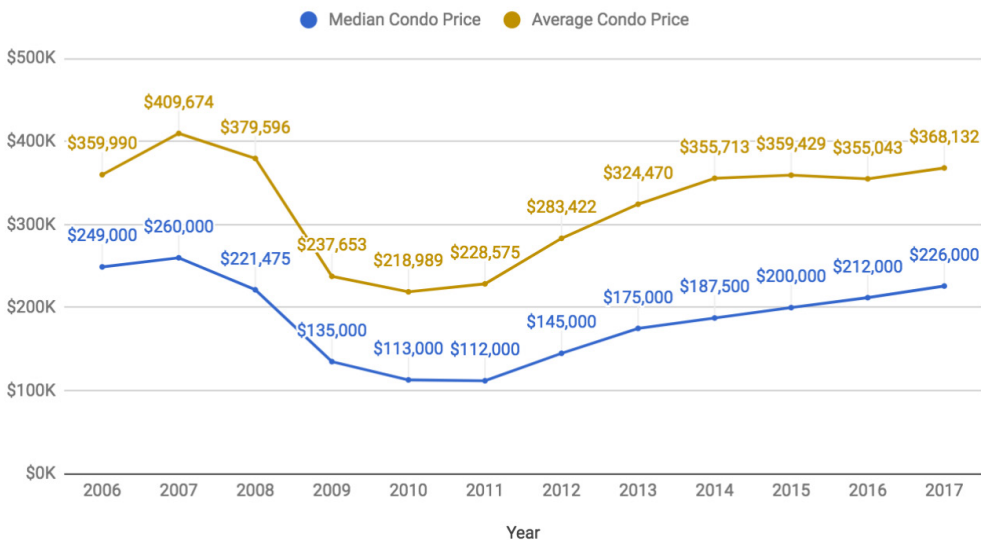


Miami-Dade Condos: Yearly Sales Volume



2. AVERAGE & MEDIAN PRICE CYCLE

Miami-Dade Condos: Median & Average Condo Prices



The Miami Condo Market Is Still Not Back To Old Highs.

We continue to see a steady up-tick in both median and average condo price, although we are still off 2007 highs.

The locally supported market is healthy and is trending upwards. Pressure in this cycle is on the high-end (\$500K+), outside-money reliant segments.

Note: this chart does not take inflation into account. The USD has lost approximately 18% of its value since 2007. If we were to take inflation into account, prices would be further from highs than this chart suggests.

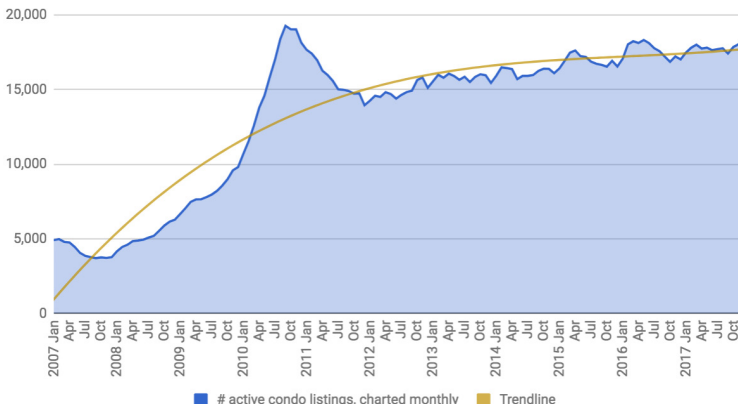


3. ACTIVE LISTING COUNT

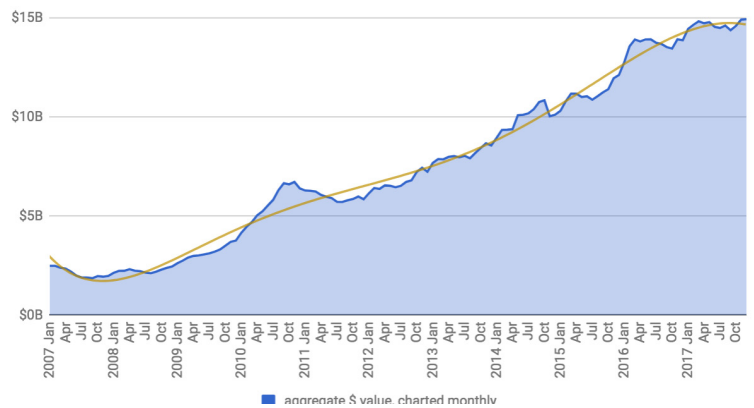
4. AGGREGATE VALUE OF ACTIVE LISTINGS

2017 ended with the aggregate \$ value of listings at all-time highs: \$14,943,069,363. Every month of 2017 had an aggregate active listing value over \$14B. This is up considerably from 2016, where each had a value in the \$13B range. Aggregate value is trending up while the active listing number is relatively flat due to the build-up in higher priced listings.

Miami-Dade Condos: Number of Active Listings



Miami-Dade Condos: Aggregate \$ Value of Active Listings



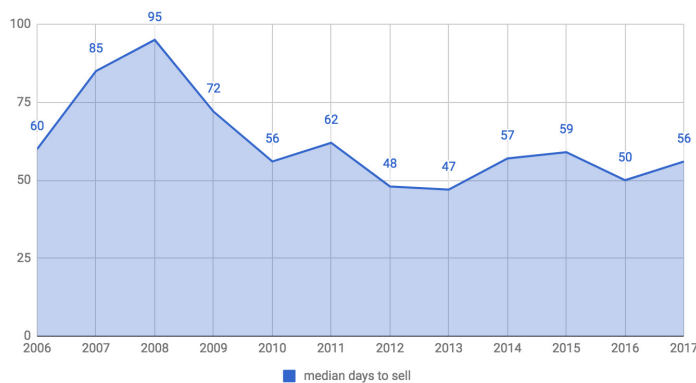
5. MEDIAN DAYS TO SELL

6. DISCOUNT FROM INITIAL ASKING PRICE

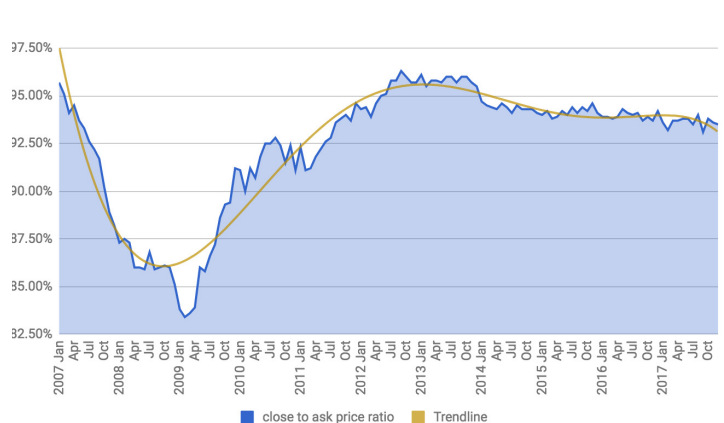
Closing price to original price ratio is trending down. This makes sense as inventory remains at all time highs.

Median days to sell has been flat within a relatively narrow range since 2010, however if we were to segment out price points above \$500K, we would find this metric trending up as well.

Miami-Dade Condos: Median Days to Sell



Miami-Dade Condos: Closing Price to Original Asking Price Ratio



MONTHS OF INVENTORY - December 2017

\$230K-\$325K: 11.0 \$325,001-\$499K: 28.3 \$500K-\$999K: 40.3 \$1M+: 57.2

\$1M-\$2.99M: 51.3 \$3M+: 84.6



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MIAMI IS A DIVIDED MARKET.

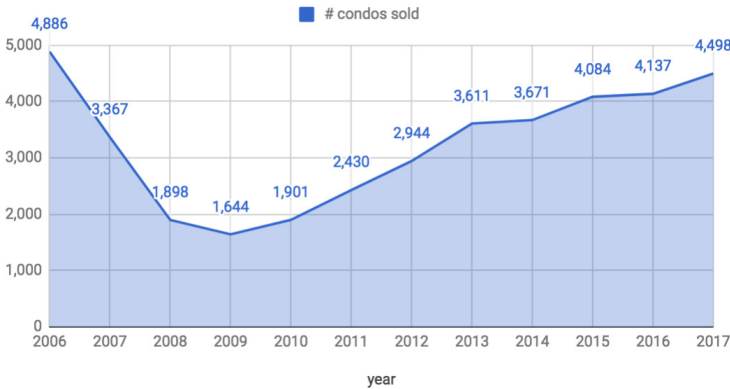
Markets that depend on buyers from outside the area continue to suffer, while local buyers are still plentiful.

The condo market slowdown starts at about \$325K. Price points below \$325K are supported by local demand and transaction volume is at all-time highs. Local condo demand starts to wane significantly at prices lower than even \$500K. At \$500K we start to see a significant drop-off in transaction volume. Past \$1M the lack of outside buyer is a major factor and there is currently 50 months of inventory.

\$200K - \$325K TRANSACTION VOLUME

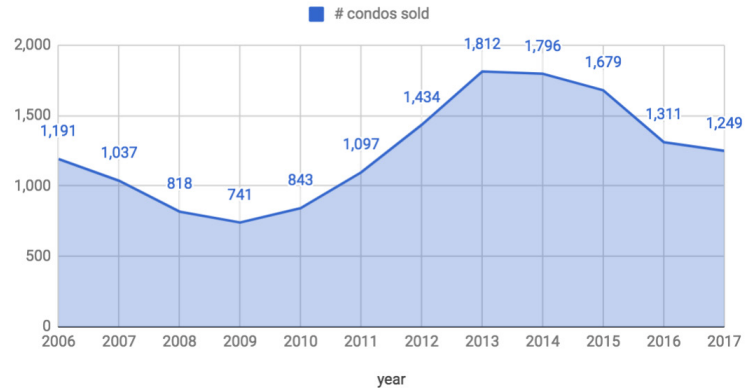
Miami is experiencing steady population growth, and the \$200K - \$325K price range caters to local demand. All other price ranges are seeing steady decreases in transaction volume.

Miami-Dade Condos: \$200K-\$325K Annual Transaction Volume



\$500K - \$999K TRANSACTION VOLUME

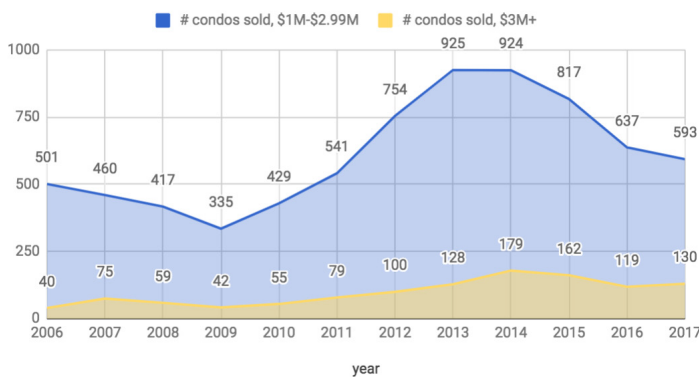
Miami-Dade Condos: \$500K-\$999K Annual Transaction Volume



\$1M - \$2.9M TRANSACTION VOLUME

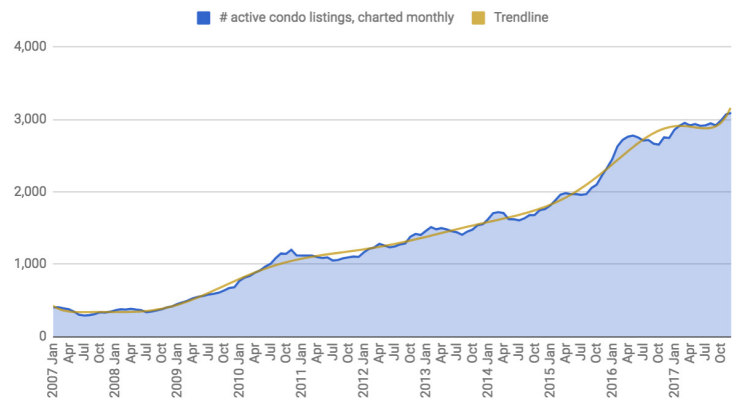
November and December of 2017 saw all-time highs for the active listing count. Both months clocked in over 3,000 active listings over \$1M. This is the first time the active listing count for \$1M+ condos has exceeded 3,000.

Miami-Dade Condos: \$1M - \$2.99M and \$3M+ Annual Transaction Volume



HIGH END INVENTORY CHART

Miami-Dade Condos: Number of Active Condo Listings, \$1M+



MONTHS OF INVENTORY - December 2017

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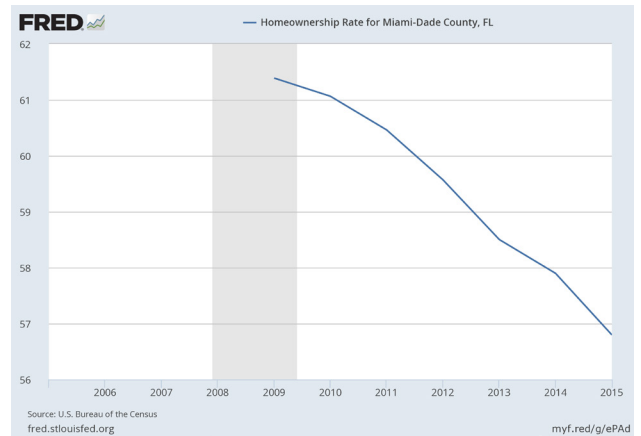
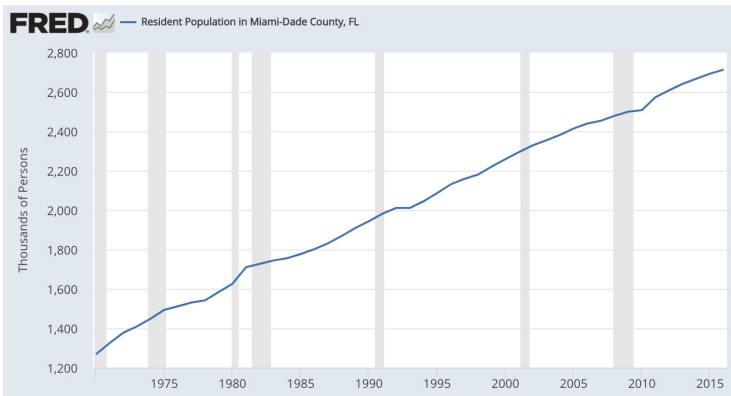
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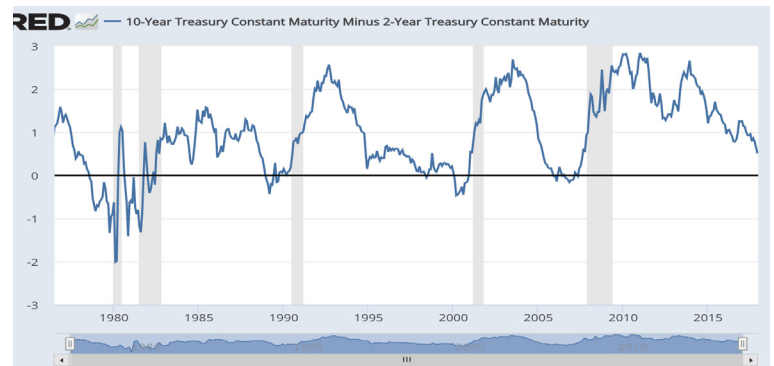
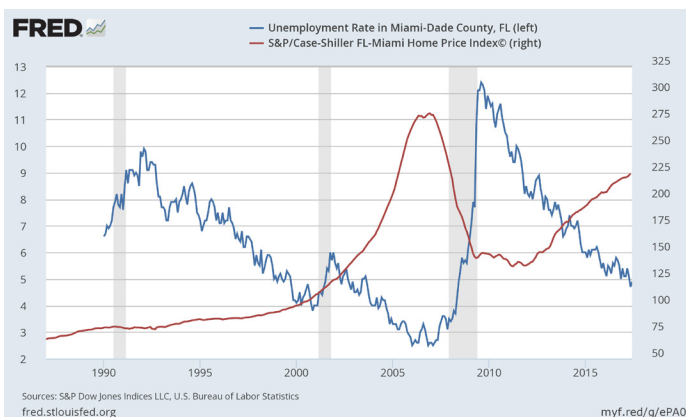
MIAMI-DADE LONG TERM TRENDS.

Economic and population trends that affect the real estate market.

CONTINUOUS POPULATION GROWTH | STEADY DROP IN HOME OWNERSHIP RATE



NATIONWIDE TREND: DECREASE IN UNEMPLOYMET | TO WATCH: YIELD CURVE IS FLATTENING



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