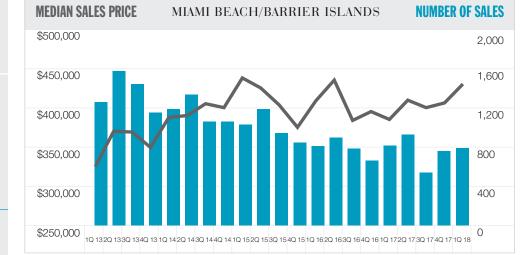




Beach/Barrier Islands Sales

Q1-2018	%∆ (qtr)	Q4-2017	%∆ (YR)	Q1-2017
\$1,011,741	14.2%	\$885,612	1.3%	\$999,241
\$699	15.3%	\$606	4.6%	\$668
\$430,000	5.9%	\$406,000	11.7%	\$385,000
788	4.1%	757	-3.3%	815
80	9.6%	73	-44.1%	143
10.4%		10.0%		12.1%
6,748	5.1%	6,422	9.4%	6,166
25.7	0.8%	25.5	13.2%	22.7
Q1-2018	%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
\$1,011,741	N/A	N/A	1.3%	\$999,241
\$699	N/A	N/A	4.6%	\$668
\$430,000	N/A	N/A	11.7%	\$385,000
788	N/A	N/A	-3.3%	815
	\$1,011,741 \$699 \$430,000 788 80 10.4% 6,748 6,748 25.7 <b>Q1-2018</b> \$1,011,741 \$699	\$1,011,741      14.2%        \$699      15.3%        \$430,000      5.9%        \$430,000      5.9%        788      4.1%        80      9.6%        10.4%      5.1%        6,748      5.1%        25.7      0.8%        Q1-2018      %Δ (αтв)        \$1011,741      N/A        \$699      N/A        \$430,000      N/A	\$1,011,741  14.2%  \$885,612    \$609  15.3%  \$606    \$430,000  5.9%  \$406,000    \$788  4.1%  757    80  9.6%  733    10.4%  9.6%  733    6,748  5.1%  6,422    25.7  0.8%  25.5    Q1-2018  %Δ (QTP)  Q4-2017    \$1,011,741  N/A  N/A    \$699  N/A  N/A    \$430,000  N/A  N/A	\$1,011,741    14.2%    \$885,612    1.3%      \$609    15.3%    \$606    4.6%      \$430,000    5.9%    \$406,000    11.7%      788    4.1%    757    -3.3%      80    9.6%    73    -44.1%      10.4%    10.0%    -    -      6,748    5.1%    6,422    9.4%      25.7    0.8%    25.5    13.2%      Q1-2018    %Δ (QTR)    Q4-2017    %Δ (YR)      \$1,011,741    N/A    N/A    1.3%      \$430,000    N/A    N/A    4.6%



The housing market in Miami Beach for the first quarter of 2018 was best characterized as seeing rising prices, more inventory with fewer closed sales but surging contract volume. The median sales price for condos and single-family sales rose 11.7% to \$430,000 from the prior year quarter, the third consecutive guarter with rising prices. Average sales price and the average price per square foot followed a similar pattern but were not skewed by average sales size, since it remained essentially unchanged. There were 788 sales to close in the quarter, down 3.3% over the same period. However pending sales rose 22.5% to

518 and new pending sales, those that were signed in the first quarter, surged 54% to 385 respectively from the same period last year. Listing inventory rose 9.4% to 6,748 over the same period resulting in a slower market pace. The absorption rate, the number of months to sell all inventory at the current rate of sales, expanded 13.2% to 25.7 months from 22.7 months in the prior-year guarter. Days on market, the number of days from the last price change, if any, to the contract date fell 44.1% to 80 days.



### **CONDO & SINGLE FAMILY** ASHBOAR

year-over-year

PRICES Median Sales Price

PACE Absorption Rate

SALES **Closed Sales** 

INVENTORY Total Inventory

MARKETING TIME Days on Market

NEGOTIABILITY

- Listing Discount
- · While sales slipped from year ago levels, pending sales surged over the same period
- · All price trend indicators rose, with median sales price rising for third consecutive quarter
- While listing inventory moved higher, marketing time fell sharply
- Distressed sales represented the second lowest sales share in the five years this metric has been tracked

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

**01**-2018

- Price trend indicators moved higher as sales slipped
- Sharp decline in days on market and less negotiability
- Surge in pending sales as listing inventory edged higher

Condo Mix	Sales Share	Med. Sales Price
Studio	10.5%	\$162,000
1-bedroom	35.9%	\$255,000
2-bedroom	38.9%	\$474,000
3-bedroom	12.9%	\$1,625,000
4-bedroom	1.8%	\$5,200,000
5+ bedroom	0.0%	

## **SINGLE FAMILY**

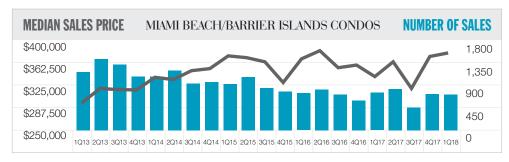
- Price trend indicators remained mixed as sales increased
- Listing inventory moved higher as days on market fell sharply
- Less negotiability with modest rise in new pending sales

Single Family Mix	Sales Share	Med. Sales Price
2-bedroom	7.4%	\$677,500
3-bedroom	32.1%	\$1,137,500
4-bedroom	29.6%	\$1,353,750
5+ bedroom	30.9%	\$2,800,000

### LUXURY CONDO

- Condo average square footage remained stable as price trend indicators showed mixed results
- Listing inventory edged higher as total and new pending sales surged

Condo Market Matrix	Q1-2018	%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$863,416	7.8%	\$801,177	5.6%	\$817,242
Average Price Per Sq Ft	\$682	14.2%	\$597	8.9%	\$626
Median Sales Price	\$380,000	1.6%	\$374,000	11.8%	\$340,000
Non-Distressed	\$390,000	4.0%	\$375,000	11.4%	\$350,000
Distressed	\$219,500	-3.2%	\$226,800	-19.2%	\$271,500
Number of Sales (Closed)	707	-0.8%	713	-4.2%	738
Non-Distressed	679	-1.0%	686	-2.4%	696
Distressed	28	3.7%	27	-33.3%	42
Days on Market (From Last List Date)	72	-49.3%	142	-43.3%	127
Listing Discount (From Last List Price)	9.4%		7.8%		9.7%
Listing Inventory (Active)	5,685	8.9%	5,219	7.5%	5,288
Absorption Period (Months)	23.9	-31.3%	34.8	-11.5%	27.0



Single Family Market Matrix	Q1-2018	%∆ (qtr)	Q4-2017	%Δ (YR)	Q1-2017
Average Sales Price	\$2,306,379	2.3%	\$2,253,851	-15.9%	\$2,743,588
Average Price Per Sq Ft	\$757	12.8%	\$671	-7.1%	\$815
Median Sales Price	\$1,400,000	-2.6%	\$1,437,500	16.7%	\$1,200,000
Non-Distressed	\$1,415,500	2.9%	\$1,375,000	17.0%	\$1,210,000
Distressed	\$219,500	-3.2%	\$226,800	-19.2%	\$271,500
Number of Sales (Closed)	81	84.1%	44	5.2%	77
Non-Distressed	78	90.2%	41	9.9%	71
Distressed	3	0.0%	3	-50.0%	6
Days on Market (From Last List Date)	70	-15.7%	83	-59.8%	174
Listing Discount (From Last List Price)	13.2%		13.3%		16.8%
Listing Inventory (Active)	805	9.2%	737	15.5%	697
Absorption Period (Months)	29.8	-40.8%	50.3	9.6%	27.2



Luxury Condo Matrix	Q1-2018	%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$4,290,644	8.4%	\$3,957,009	3.0%	\$4,164,696
Average Price Per Square Foot	\$1,459	20.6%	\$1,210	9.9%	\$1,328
Median Sales Price	\$2,862,500	13.9%	\$2,512,625	-5.4%	\$3,025,000
Number of Sales (Closed)	72	0.0%	72	-2.7%	74
Days on Market (From Last List Date)	138	50.0%	92	-33.3%	207
Listing Discount (From Last List Price	) 11.5%		11.3%		13.1%
Listing Inventory (Active)	1,077	-11.1%	1,211	-9.3%	1,188
Absorption Period (Months)	44.9	-11.1%	50.5	-6.8%	48.2
Entry Threshold	\$1,750,000	15.1%	\$1,520,000	9.4%	\$1,600,000

+This sub-category is the analysis of the top ten percent of all condo/townhouse & single-family sales. The data is also contained within the other markets presented.



## LUXURY SINGLE FAMILY

- Single-family price trends skewed sharply lower after large decline in average sales size
- Marketing time and negotiability fell sharply

### **SUNNY ISLES**

- Price trend indicators remained mixed as sales declined
- Days on market and listing discount fell sharply

#### **BAL HARBOUR**

- Sales moved higher as price trend indicators showed mixed results
- Marketing time and negotiability declined

#### **BAY HARBOR ISLANDS**

- Price trend indicators fell short of year ago levels
- Number of sales declined as negotiability expanded

#### SURFSIDE

- Condo price trend indicators
  were mixed as sales slipped
- Condo negotiability expanded as marketing time declined
- Single-family price trend indicators remained mixed with fewer sales
- Single-family marketing time and negotiability fell

#### **NORTH BAY VILLAGE**

- Price trend indicators were mixed as sales declined
- Days on market expanded with less negotiability

Luxury Single Family Matrix	Q1-2018	%∆ (qtr)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$8,273,611	29.9%	\$6,369,790	-35.5%	\$12,821,875
Average Price Per Square Foot	\$1,485	39.4%	\$1,065	-1.5%	\$1,507
Median Sales Price	\$6,275,000	4.6%	\$6,000,000	-45.1%	\$11,425,000
Number of Sales	9	80.0%	5	12.5%	8
Days on Market (From Last List Date)	141	-17.1%	170	-46.0%	261
Listing Discount (From Last List Price)	17.9%		16.4%		20.4%
Listing Inventory (Active)	247	26.7%	195	49.7%	165
Absorption Rate (Months)	82.3	-29.7%	117.0	33.0%	61.9
Entry Threshold	\$4,250,000	-16.7%	\$5,100,000	-32.0%	\$6,250,000
This sub-category is the analysis of the top ten percent of all cond					
Sunny Isles Condo Matrix	Q1-2018	%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$841,927	29.8%	\$648,411	-6.5%	\$900,146
Average Price per Sq Ft	\$485	6.1%	\$457	-4.2%	\$506
Median Sales Price	\$367,000	4.9%	\$350,000	11.4%	\$329,500
Number of Sales (Closed)	133	12.7%	118	-10.1%	148
Days on Market (From Last List Date)	84	7.7%	78	-46.8%	158
Listing Discount (From Last List Price)	8.5%		9.1%		12.5%
Bal Harbour Condo Matrix	Q1-2018	%∆ (qtr)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$1,905,497	-27.6%	\$2,633,121	-19.4%	\$2,363,931
Average Price per Sq Ft	\$889	-25.3%	\$1,190	0.7%	\$883
Median Sales Price	\$1,025,000	-41.0%	\$1,737,500	-31.7%	\$1,500,000
Number of Sales (Closed)	30	25.0%	24	3.4%	29
Days on Market (From Last List Date)	76	-3.8%	79	-57.5%	179
Listing Discount (From Last List Price)	8.9%		10.0%		9.7%
Bay Harbor Islands Condo Matrix	Q1-2018	%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$469,447	4.4%	\$449,767	-1.9%	\$478,311
Average Price per Sq Ft	\$316	-3.7%	\$328	-7.9%	\$343
Median Sales Price	\$310,000	3.7%	\$299,000	-12.7%	\$355,000
Number of Sales (Closed)	22	46.7%	15	-21.4%	28
Days on Market (From Last List Date)	77	-10.5%	86	-30.0%	110
Listing Discount (From Last List Date)		10.070	10.8%	00.070	3.0%
	0.170		10.070		0.070
Surfside Condo Matrix	Q1-2018	%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$2,466,525	247.4%	\$710,096	188.6%	\$854,571
Average Price per Sq Ft	\$1,245	153.6%	\$491	127.2%	\$548
Median Sales Price	\$557,500	12.4%	\$496,000	-16.2%	\$665,000
Number of Sales (Closed)	20	53.8%	13	-4.8%	21
Days on Market (From Last List Date)	105	87.5%	56	-17.3%	127
Listing Discount (From Last List Price)	14.7%		6.5%		10.0%
Surfside Single Family Matrix	Q1-2018	%∆ (qtr)	Q4-2017	%∆ (yr)	Q1-2017
Average Sales Price	\$846,200	-34.0%	\$1,281,480	-24.1%	\$1,114,525
Average Price per Sq Ft	\$408	-16.2%	\$487	-14.8%	\$479
Median Sales Price	\$841,000	31.4%	\$640,000	14.8%	\$732,500
Number of Sales (Closed)	5	-54.5%	11	-37.5%	8
Days on Market (From Last List Date)	77	-8.3%	84	-3.8%	80
Listing Discount (From Last List Price)	4.8%		10.7%		19.2%
North Bay Village Condo Matrix	Q1-2018	%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
Average Sales Price	\$262,143	-3.1%	\$270,459	6.9%	\$245,319
Average Price per Sq Ft	\$264	14.3%	\$270,439	12.3%	\$235
Median Sales Price	\$230,000				
	\$230,000	-3.8%	\$239,000	-2.1%	\$235,000 47
Number of Sales (Closed)		-3.0%	33	-31.9%	
Days on Market (From Last List Date)	98	53.1%	64 5.90/	10.1%	89 6.0%
Listing Discount (From Last List Price)	5.0%		5.8%		6.9%

#### MIAMI BEACH ISLANDS

- Price trend indicators declined from large shift in the mix
- More sales with a faster market time

#### **NORTH BEACH**

- Price trend indicators moved higher as sales jumped
- Faster days on market with tighter listing discount

#### MID-BEACH

- Price trend indicators showed mixed results with sharp rise in sales
- Faster marketing time with less negotiability

#### SOUTH BEACH

- Price trend indicators saw large gains as sales declined
- Faster marketing time with more negotiability

#### **KEY BISCAYNE**

- Condo price trend indicators continued to slide as sales jumped
- Condo marketing time and negotiability continued to decline
- Single-family price trend indicators declined as sales jumped
- Single-family marketing time dropped sharply as negotiability tightened

#### **FISHER ISLAND**

- Price trend indicators remain volatile given the small, but rising number of sales
- Marketing times shortened as negotiability tightened

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Average Sales Price      \$2,377,464      58,5%      \$1,500,000      -66,0%      \$6,988,722        Average Price per Sq F1      \$755      112,1%      \$566      -32,3%      \$1,115        Median Sales Price      \$1,307,500      -12,8%      \$1,500,000      -66,0%      \$8,988,722        Number of Sales (Closed)      49      4800,0%      1      444,4%      9        Days on Market (From Last List Date)      71      222,7%      22      -75,4%      289        Listing Discount (From Last List Price)      11.5%      16,7%      21,0%      Xerage Shee      \$303,859      -13,3%      \$457,214      3,4%      \$380,733        Average She Price      \$393,859      -12,5%      \$300,000      24,2%      \$240,000        Number of Sales (Closed)      57      -27,8%      79      16,3%      49        Days on Market (From Last List Date)      60      -14,3%      70      -32,6%      89        Mid-Beach Condo Matrix      Q1-2018      %∆ (arm)      Q4-2017      %∆ (m)      Q1-2017        Average Sales Price      \$500,000      -4.5%      \$1,5%      11,		04.0040		04 0047		04 0047
Average Price per Sq Ft      \$755      112.1%      \$356      -32.3%      \$1.115        Median Sales Price      \$1.307.500      -12.8%      \$1.500.000      -65.5%      \$3.79.000        Days on Market (from Last List Date)      71      222.7%      22      -75.4%      289        Listing Discount (From Last List Price)      11.5%      16.7%      21.0%        North Beach Condo Matrix      Q1-2018      %A (cm)      Q4-2017      %A (cm)      Q4-2017      %A (cm)      Q1-2017        Average Price per Sq Ft      \$405      12.5%      \$300.000      24.2%      \$240.000        Number of Sales (Closed)      5.7      -27.8%      79      16.3%      49        Days on Market (From Last List Price)      5.6%      6.5%      8.37%        Mid-Beach Condo Matrix      Q1-2018      %A (orr)      Q4-2017      %A (r)      Q1-2017        Average Price Price Sq Ft      \$582      -21.9%      \$745      -1.9%      \$583        Median Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$706,045        Average Seles (Closect)      97      -1.5% <td></td> <td></td> <td>%∆ (QTR)</td> <td>Q4-2017</td> <td>%∆ (YR)</td> <td>Q1-2017</td>			%∆ (QTR)	Q4-2017	%∆ (YR)	Q1-2017
Mackan Sales Price      \$1,307,500      -12.8%      \$1,500,000      -65.5%      \$3,791,000        Number of Sales (Closed)      49      4800.0%      1      444.4%      9        Days on Market (From Last List Price)      11.5%      222.7%      229      -75.4%      229        North Beach Condo Matrix      Q1-2018      %Δ (orm)      Q4-2017      %Δ (m)      Q1-2017        Average Sales Price      \$393,859      -13.9%      \$457,214      3.4%      \$380,793        Average Sales Price      \$298,000      -0.7%      \$300,000      24.2%      \$240,000        Number of Sales (Closecd)      57      -27.8%      79      16.3%      49        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      874        MidBeach Condo Matrix      Q1-2018      %Δ (orm)      Q4-2017      %Δ (r)      Q1-2017        Average Price Price      \$500,000      -4.4%      \$525,000      3.1%      \$435,000        Number of Sales (Closeci)      97      -18.5%      119      32.9%      \$733        Days on Market (From Last List Price)	5					
Number of Sales (Closed)      49      4800.0%      1      444.4%      9        Days on Market (From Last List Date)      71      222.7%      22      -75.4%      289        Listing Discount (From Last List Price)      11.5%      16.7%      21.0%      21.0%        North Beach Condo Matrix      Q1-2018      %Δ (orm)      Q4-2017      %Δ (rR)      Q1-2017        Average Price per Sq Ft      \$405      12.5%      \$300.000      24.2%      \$240.000        Number of Sales (Closed)      57      -27.8%      79      16.3%      49        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Days on Market (From Last List Price)      5.6%      6.5%      8.7%      8.48      -18.9%      8224.000        Average Sales Price      \$670.446      -50.5%      5.1.34.488      -18.9%      8224.000        Number of Sales (Closec)      97      -18.5%      11.9      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      187        South Beach Condo Matrix <td< td=""><td>0 1 1</td><td></td><td></td><td></td><td></td><td></td></td<>	0 1 1					
Days on Market (From Last List Price)      71      222.7%      22      -75.4%      289        Listing Discount (From Last List Price)      11.5%      16.7%      21.0%        North Beach Condo Matrix      Q1-2018      %Δ (orr)      Q4-2017      %Δ (re)      Q1-2017        Average Price per Sq FL      \$405      12.5%      \$380      3.6%      \$391        Median Sales Price      \$298,000      -0.7%      \$300,000      24.2%      \$240,000        Number of Sales (Closed)      57      -27.8%      79      16.3%      49        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Listing Discount (From Last List Date)      5.6%      6.5%      8.7%        Mid-Beach Condo Matrix      Q1-2018      %Δ (orr)      Q4-2017      %Δ (re)      Q1-2017        Average Price per Sq FL      \$582      -21.9%      \$745      -1.9%      \$\$853        Median Sales Price      \$500,000      -4.8%      \$\$255,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      3.2% <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td></td<>						
Listing Discount (From Last List Price)      11.5%      16.7%      21.0%        North Beach Condo Matrix      Q1-2018      %Δ (crв)      Q4-2017      %Δ (rs)      Q1-2017        Average Sales Price      \$393,859      -13.9%      \$457,214      3.4%      \$380,793        Average Price per Sq Ft      \$405      12.5%      \$360      3.6%      \$242,0000        Number of Sales (Closed)      57      -27.8%      79      16.3%      49        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Listing Discourt (From Last List Price)      5.6%      6.5%      8.7%      Md-Beach Condo Matrix      Q1-2017      %Δ (rs)      Q1-2017        Average Sales Price      \$670,446      -50.5%      \$1,354,868      -18.9%      \$826,000        Average Price per Sq Ft      \$583      Median Sales Price      \$60,000      -4.8%      \$252,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      9.2%      7.7%      \$4079      Q1-2017      %Δ (rs)      Q1-2017      %Δ (rs)      Q1-2017      %Δ (rs			4800.0%	-	444.4%	9
North Beach Condo Matrix      Q1-2018      %Δ (vrs)      Q4-2017      %Δ (vrs)      Q1-2017        Average Sales Price      \$333,859      -13.9%      \$457,214      3.4%      \$330,793        Average Price per Sq Ft      \$405      12.5%      \$360      3.6%      \$331        Median Sales Price      \$289,000      -0.7%      \$300,000      24.2%      \$240,000        Number of Sales (Closed)      57      -7.7.8%      79      16.3%      429        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Listing Discount (From Last List Price)      5.6%      6.5%      8.7%      Mid-Beach Condo Matrix      Q1-2017      %Δ (vri)      Q1-2017        Average Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$\$455,000        Number of Sales (Closed)      97      -16.5%      119      32.9%      73        Days on Market (From Last List Price)      6.8%      10.8%      11.7%      South Beach Condo Matrix      Q1-2017      %Δ (vri)      Q1-2017        Average Price per Sq Ft      \$915      38.0%	, , ,		222.7%		-75.4%	289
Average Sales Price      \$393,859      -13.9%      \$457,214      3.4%      \$380,793        Average Price per Sq Ft      \$405      12.5%      \$380      3.6%      \$391        Median Sales Price      \$298,000      -0.7%      \$300,000      24.2%      \$240,000        Number of Sales (Closed)      57      -27.8%      79      16.3%      49        Days on Market (From Last List Price)      5.6%      6.5%      8.7%        Mid-Beach Condo Matrix      Q1-2018      %Q (orn)      Q4-2017      %Q (r)      Q1-2017        Average Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$445,000        Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      117.7%        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      117.7%        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$840        Average Price per Sq Ft      \$917      38.0%      \$663      13.8	Listing Discount (From Last List Price)	11.5%		16.7%		21.0%
Average Price per Sq Ft      \$405      12.5%      \$360      3.6%      \$391        Median Sales Price      \$298,000      -0.7%      \$300,000      24.2%      \$240,000        Number of Sales (Closed)      57      -2.7%      79      16.3%      49        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Listing Discount (From Last List Price)      5.6%      6.5%      8.7%      Md-Beach Condo Matrix      Q1-2018      %Δ (orn)      Q4-2017      %Δ (rn)      Q1-2017        Average Price per Sq Ft      \$565      5.5.5%      \$1.354.868      -1.8.9%      \$826,406        Average Price per Sq Ft      \$565      9.72      -64.2%      1177        Days on Market (From Last List Date)      6.8%      10.8%      11.7%        South Beach Condo Matrix      Q1-2018      %Δ (orn)      Q4-217      %Δ (rn)      Q1-2017        Average Price per Sq Ft      \$915      38.0%      \$8663      13.8%      \$804        Median Sales Price      \$817,501      6.2%      \$29,000      7.6%      \$229,000        Numbe	North Beach Condo Matrix	Q1-2018	%∆ (qtr)	Q4-2017	%∆ (YR)	Q1-2017
Median Sales Price      \$298,000      -0.7%      \$300,000      24.2%      \$240,000        Number of Sales (Closed)      57      -27.8%      79      16.3%      49        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Listing Discount (From Last List Price)      5.6%      6.5%      8.7%      Mid-Beach Condo Matrix      Q1-2018      %∆ (orr)      Q4-2017      %∆ (vr)      Q1-2017        Average Sales Price      \$670,446      -50.5%      \$1,354,868      -18.9%      \$826,406        Average Price per Sq Ft      \$500,000      -4.8%      \$525,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      117%        South Beach Condo Matrix      Q1-2018      %∆ (orr)      Q4-2017      %∆ (re)      Q4.2017        Average Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$296,000        Number of Sales (Closed)      242      9.4%      187	Average Sales Price	\$393,859	-13.9%	\$457,214	3.4%	\$380,793
Number of Sales (Closed)      57      -27.8%      79      16.3%      49        Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Listing Discount (From Last List Price)      5.6%      6.5%      8.7%        Mid-Beach Condo Matrix      Q1-2018      %Δ (qrs)      Q4-2017      %Δ (vrs)      Q1-2017        Average Sales Price      \$670.446      -50.5%      \$1,354,868      -18.9%      \$826.406        Average Sales Price      \$500.000      -4.8%      \$525,000      3.1%      \$485.000        Number of Sales (Closed)      97      -1.8%      \$12.9%      73        Days on Market (From Last List Date)      67      -6.9%      10.8%      11.7%        South Beach Condo Matrix      Q1-2018      %Δ (qrm)      Q4-2017      %Δ (rs)      Q1-2017        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$894,116      52.5%      \$656,45      26.6%      \$70.045      \$1.8%      \$804        Median Sales Price      \$817,501      6.2%      \$29,000	Average Price per Sq Ft	\$405	12.5%	\$360	3.6%	\$391
Days on Market (From Last List Date)      60      -14.3%      70      -32.6%      89        Listing Discount (From Last List Price)      5.6%      6.5%      8.7%        Mid-Beach Condo Matrix      Q1-2018      %Δ (crr)      Q4-2017      %Δ (re)      Q1-2017        Average Sales Price      \$670,446      -50.5%      \$1,354,868      -18.9%      \$826,406        Average Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Date)      6.7      -6.9%      72      -64.2%      187        South Beach Condo Matrix      Q1-2018      %Δ (orr)      Q4-2017      %Δ (r)      Q1-2017        Average Sales Price      \$3817,501      6.2.5%      \$866,345      28.6%      \$706,445        Average Price per Sq Ft      \$317,501      6.2.%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      \$271        Days on Market (From Last List Date)      10.4%	Median Sales Price	\$298,000	-0.7%	\$300,000	24.2%	\$240,000
Listing Discount (From Last List Price)      5.6%      6.5%      8.7%        Mid-Beach Condo Matrix      Q1-2018      %Δ (orr.)      Q4-2017      %Δ (rr.)      Q1-2017        Average Sales Price      \$670,446      -50.5%      \$1,354,868      -11.9%      \$5593        Median Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      1187        Listing Discount (From Last List Date)      687      40.8%      \$566,345      28.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      \$2710        Days on Market (From Last List Date)      85      8.8%      66      -38.8%      108        Days on Market (From Last List Date)      10.4%      9.1%	Number of Sales (Closed)	57	-27.8%	79	16.3%	49
Listing Discount (From Last List Price)      5.6%      6.5%      8.7%        Mid-Beach Condo Matrix      Q1-2018      %Δ (orr.)      Q4-2017      %Δ (rr.)      Q1-2017        Average Sales Price      \$670,446      -50.5%      \$1,354,868      -11.9%      \$5593        Median Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      1187        Listing Discount (From Last List Date)      687      40.8%      \$566,345      28.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      \$2710        Days on Market (From Last List Date)      85      8.8%      66      -38.8%      108        Days on Market (From Last List Date)      10.4%      9.1%	Days on Market (From Last List Date)	60	-14.3%	70	-32.6%	89
Mid-Beach Condo Matrix      Q1-2018      %Δ (orr.)      Q4-2017      %Δ (vr.)      Q1-2017        Average Sales Price      \$670,446      -50.5%      \$1,354,868      -18.9%      \$826,406        Average Price per Sq Ft      \$552      -21.9%      \$745      -1.9%      \$\$553,000      3.1%      \$485,000        Number of Sales (Closed)      97      -1.8.5%      119      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      187        Listing Discount (From Last List Price)      6.8%      10.8%      11.7%      Q1-2017        Average Sales Price      \$894,136      52.5%      \$566,345      26.6%      \$706,040        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$205,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      \$271        Days on Market (From Last List Date)      10.4%      9.1%      9.3%      \$400      7.6%      \$1,178,752		5.6%		6.5%		8.7%
Average Sales Price      \$670,446      -50.5%      \$1,354,868      -18.9%      \$826,406        Average Price per Sq Ft      \$582      -21.9%      \$745      -1.9%      \$593        Median Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Price)      6.8%      10.8%      11.7%        South Beach Condo Matrix      Q1-2018      %Δ (orr)      Q4-2017      %Δ (rr)      Q1-2017        Average Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$29,000      7.6%      \$225,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      2711        Days on Market (From Last List Date)      10.4%      9.1%      9.3%      9.3%        Key Biscayne Condo Matrix      Q1-2018      %Δ (orr)      Q4-2017      %Δ (r) </td <td><u> </u></td> <td></td> <td>%∆ (qtr)</td> <td>Q4-2017</td> <td>%Δ (YR)</td> <td>Q1-2017</td>	<u> </u>		%∆ (qtr)	Q4-2017	%Δ (YR)	Q1-2017
Average Price per Sq Ft      \$582      -21.9%      \$745      -1.9%      \$593        Median Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      32.2%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      187        Listing Discount (From Last List Price)      6.8%      10.8%      01-2017 <b>%Δ (orr) Q4-2017 %Δ (r) Q1-2017</b> Average Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -1.0%      \$295,000        Number of Sales Closed      10.4%      9.1%      9.1%      9.3%        Key Biscayne Condo Matrix      Q1-2018      \$40 (orr)      \$44-2017      \$40 (r)      \$1,178,752        Average Price per Sq F			. ,		( )	
Median Sales Price      \$500,000      -4.8%      \$525,000      3.1%      \$485,000        Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      187        Listing Discount (From Last List Price)      6.8%      10.8%      11.7%      Od -c017      %Δ (vr)      Q1-2017        Average Sales Price      \$894,136      52.5%      \$556,345      26.6%      \$706,045        Average Sales Price      \$894,136      52.5%      \$566,345      26.6%      \$706,045        Average Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      2711        Days on Market (From Last List Date)      10.4%      9.1%      9.3%      4884        Key Biscayne Condo Matrix      Q1-2018      %Δ (vrn)      Q4-2017      %Δ (r)      Q1-2017        Average Price per Sq Ft      \$10,89,326      0.5%      \$17,178,752      Average Sales Price      \$11,178,752        Average Sa	-					
Number of Sales (Closed)      97      -18.5%      119      32.9%      73        Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      187        Listing Discount (From Last List Price)      6.8%      10.8%      11.7%        South Beach Condo Matrix      Q1-2018      %∆ (orr)      Q4-2017      %∆ (r)      Q1-2017        Average Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$700,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Date)      10.4%      9.1%      9.3%      Adverage Sales Price      \$1,089,326      0.5%      \$1,084,300      -7.6%      \$1,178,752        Average Sales Price      \$21,089,326      0.5%      \$10,84,300      -7.6%      \$8610,000 <td>0 1 1</td> <td></td> <td></td> <td></td> <td></td> <td></td>	0 1 1					
Days on Market (From Last List Date)      67      -6.9%      72      -64.2%      187        Listing Discount (From Last List Price)      6.8%      10.8%      11.7%        South Beach Condo Matrix      Q1-2018      %Δ (orn)      Q4-2017      %Δ (vr)      Q1-2017        Average Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Date)      10.4%      9.1%      9.3%      442.2017      %Δ (vr)      Q1-2017        Average Price per Sq Ft      \$673      0.4%      \$670      -1.6%      \$684        Median Sales Price      \$10.89,326      0.5%      \$1,084,300      -7.6%      \$1,178,52        Average Price per Sq Ft      \$673						. ,
Listing Discount (From Last List Price)      6.8%      10.8%      11.7%        South Beach Condo Matrix      Q1-2018      %Δ (orrs)      Q4-2017      %Δ (rr)      Q1-2017        Average Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Price)      10.4%      9.1%      9.3%      9.3%        Key Biscayne Condo Matrix      Q1-2018      %Δ (orr)      Q4-2017      %Δ (r)      Q1-2017        Average Sales Price      \$1,089,326      0.5%      \$1,084,300      -7.6%      \$1,178,752        Average Price per Sq Ft      \$673      0.4%      \$675,000      -3.5%      \$850,000        Number of Sales (Closed)      39      25.8%      31						
South Beach Condo Matrix      Q1-2018      %Δ (απ)      Q4-2017      %Δ (νπ)      Q1-2017        Average Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Price)      10.4%      9.1%      9.3%      \$36        Key Biscayne Condo Matrix      Q1-2018      %∆ (απ)      Q4-2017      %∆ (νπ)      Q1-2017        Average Sales Price      \$1,089,326      0.5%      \$1,084,300      -7.6%      \$1,178,752        Average Sales Price      \$1,089,326      0.4%      \$675,000      -3.5%      \$850,000        Number of Sales (Closed)      39      25.8%      31      25.8%      31        Days on Market (From Last List Date)      101	,		0.070		04.270	
Average Sales Price      \$894,136      52.5%      \$586,345      26.6%      \$706,045        Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Price)      10.4%      9.1%      9.3%      \$36        Key Biscayne Condo Matrix      Q1-2018      %∆ (orr)      Q4-2017      %∆ (rP)      Q1-2017        Average Sales Price      \$1,089,326      0.5%      \$1,084,300      -7.6%      \$1,178,752        Average Price per Sq Ft      \$673      0.4%      \$675,000      -3.5%      \$850,000        Number of Sales (Closed)      39      25.8%      31      25.8%      31        Days on Market (From Last List Date)      101      31.2%      77      -27.9%      140        Listing Discount (From Last List Price)      6.8%      <			% A (OTB)		% (VB)	
Average Price per Sq Ft      \$915      38.0%      \$663      13.8%      \$804        Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Price)      10.4%      9.1%      9.3%      9.3%        Key Biscayne Condo Matrix      Q1-2018      %Δ (orre)      Q4-2017      %Δ (vr)      Q1-2017        Average Price per Sq Ft      \$673      0.4%      \$670      -1.6%      \$8684        Median Sales Price      \$820,000      21.5%      \$675,000      -3.5%      \$850,000        Number of Sales (Closed)      39      25.8%      31      25.8%      31        Days on Market (From Last List Date)      101      31.2%      77      -27.9%      140        Listing Discount (From Last List Price)      6.8%      6.8%      7.0%      Y1-2017        Average Sales Price      \$2,168,750      21.3%      \$1,788,000 </td <td></td> <td></td> <td>. ,</td> <td></td> <td></td> <td></td>			. ,			
Median Sales Price      \$317,501      6.2%      \$299,000      7.6%      \$295,000        Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Price)      10.4%      9.1%      9.3%        Key Biscayne Condo Matrix      Q1-2018      %Δ (orrs)      Q4-2017      %Δ (vr.)      Q1-2017        Average Sales Price      \$1,089,326      0.5%      \$1,084,300      -7.6%      \$1,178,752        Average Price per Sq Ft      \$673      0.4%      \$670      -1.6%      \$8684        Median Sales Price      \$820,000      21.5%      \$675,000      -3.5%      \$850,000        Number of Sales (Closed)      39      25.8%      31      25.8%      31        Days on Market (From Last List Date)      101      31.2%      77      -27.9%      140        Listing Discount (From Last List Price)      6.8%      6.8%      7.0%      Y1-2017        Average Sales Price      \$2,168,750      21.3%      \$1,783,000	0					
Number of Sales (Closed)      242      29.4%      187      -10.7%      271        Days on Market (From Last List Date)      85      28.8%      66      -38.8%      139        Listing Discount (From Last List Price)      10.4%      9.1%      9.3%        Key Biscayne Condo Matrix      Q1-2018      %Δ (orrs)      Q4-2017      %Δ (vrs)      Q1-2017        Average Sales Price      \$1,089,326      0.5%      \$1,084,300      -7.6%      \$1,178,752        Average Price per Sq Ft      \$673      0.4%      \$670      -1.6%      \$684        Median Sales Price      \$820,000      21.5%      \$675,000      -3.5%      \$850,000        Number of Sales (Closed)      39      25.8%      31      25.8%      31        Days on Market (From Last List Date)      101      31.2%      77      -27.9%      140        Listing Discount (From Last List Price)      6.8%      6.8%      7.0%      \$2.5%        Average Sales Price      \$2,168,750      21.3%      \$1,788,000      -8.6%      \$2.371,875        Average Sales Price      \$2,345,000      34.4%      \$1,745,000 <td><u> </u></td> <td></td> <td></td> <td></td> <td></td> <td></td>	<u> </u>					
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Key Biscayne Condo Matrix      Q1-2018      %Δ (ατκ)      Q4-2017      %Δ (vr)      Q1-2017        Average Sales Price      \$1,089,326      0.5%      \$1,084,300      -7.6%      \$1,178,752        Average Price per Sq Ft      \$673      0.4%      \$670      -1.6%      \$684        Median Sales Price      \$820,000      21.5%      \$675,000      -3.5%      \$850,000        Number of Sales (Closed)      39      25.8%      31      25.8%      31        Days on Market (From Last List Date)      101      31.2%      77      -27.9%      140        Listing Discount (From Last List Price)      6.8%      6.8%      7.0%      Y1-2017        Average Sales Price      \$2,168,750      21.3%      \$1,788,000      -8.6%      \$2,371,875        Average Price per Sq Ft      \$740      -1.6%      \$752      -1.9%      \$2,618,750        Number of Sales (Closed)      12      71.4%      7      200.0%      4        Days on Market (From Last List Date)      67      -31.6%      98      -55.9%      152        Listing Discount (From Last List Price)      9.2%			20.070		-30.070	
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Median Sales Price    \$820,000    21.5%    \$675,000    -3.5%    \$850,000      Number of Sales (Closed)    39    25.8%    31    25.8%    31      Days on Market (From Last List Date)    101    31.2%    77    -27.9%    140      Listing Discount (From Last List Price)    6.8%    6.8%    7.0%      Key Biscayne Single Family Matrix    Q1-2018    %Δ (QTR)    Q4-2017    %Δ (YR)    Q1-2017      Average Sales Price    \$2,168,750    21.3%    \$1,788,000    -8.6%    \$2,371,875      Average Price per Sq Ft    \$740    -1.6%    \$752    -1.9%    \$754      Median Sales Price    \$2,345,000    34.4%    \$1,745,000    -10.5%    \$2,618,750      Number of Sales (Closed)    12    71.4%    7    200.0%    4      Days on Market (From Last List Date)    67    -31.6%    98    -55.9%    152      Listing Discount (From Last List Price)    9.2%    9.1%    10.2%    10.2%      Fisher Island Condo Matrix    Q1-2018    %Δ (oTR)    Q4-2017    %Δ (YR)    Q1-2017      Average Price per Sq Ft <td>Average Sales Price</td> <td>\$1,089,326</td> <td>0.5%</td> <td>\$1,084,300</td> <td>-7.6%</td> <td>\$1,178,752</td>	Average Sales Price	\$1,089,326	0.5%	\$1,084,300	-7.6%	\$1,178,752
Number of Sales (Closed)3925.8%3125.8%31Days on Market (From Last List Date)10131.2%77-27.9%140Listing Discount (From Last List Price)6.8%6.8%7.0%Key Biscayne Single Family MatrixQ1-2018%Δ (OTR)Q4-2017%Δ (YR)Q1-2017Average Sales Price\$2,168,75021.3%\$1,788,000-8.6%\$2,371,875Average Price per Sq Ft\$740-1.6%\$752-1.9%\$754Median Sales Price\$2,345,00034.4%\$1,745,000-10.5%\$2,618,750Number of Sales (Closed)1271.4%7200.0%4Days on Market (From Last List Date)67-31.6%98-55.9%152Listing Discount (From Last List Price)9.2%9.1%10.2%10.2%Fisher Island Condo MatrixQ1-2018%Δ (OTR)Q4-2017%Δ (YR)Q1-2017Average Sales Price\$2,575,554-67.0%\$7,800,000-60.0%\$6,433,333Average Price per Sq Ft\$1,068-23.9%\$1,403-30.4%\$1,534Median Sales Price\$1,948,880-59.0%\$4,750,000-72.2%\$7,000,000Number of Sales (Closed)7133.3%3133.3%3Days on Market (From Last List Date)143-14.4%167-38.9%234	Average Price per Sq Ft	\$673	0.4%	\$670	-1.6%	\$684
Days on Market (From Last List Date)10131.2%77-27.9%140Listing Discount (From Last List Price)6.8%6.8%7.0%Key Biscayne Single Family MatrixQ1-2018%∆ (QTR)Q4-2017%∆ (YR)Q1-2017Average Sales Price\$2,168,75021.3%\$1,788,000-8.6%\$2,371,875Average Price per Sq Ft\$740-1.6%\$752-1.9%\$754Median Sales Price\$2,345,00034.4%\$1,745,000-10.5%\$2,618,750Number of Sales (Closed)1271.4%7200.0%4Days on Market (From Last List Date)67-31.6%98-55.9%152Listing Discount (From Last List Price)9.2%9.1%10.2%10.2%Fisher Island Condo MatrixQ1-2018%∆ (QTR)Q4-2017%∆ (YR)Q1-2017Average Sales Price\$2,575,554-67.0%\$7,800,000-60.0%\$6,433,333Average Price per Sq Ft\$1,068-23.9%\$1,403-30.4%\$1,534Median Sales Price\$1,948,880-59.0%\$4,750,000-72.2%\$7,000,000Number of Sales (Closed)7133.3%3133.3%33Days on Market (From Last List Date)143-14.4%167-38.9%234	Median Sales Price	\$820,000	21.5%	\$675,000	-3.5%	\$850,000
Listing Discount (From Last List Price)6.8%6.8%7.0%Key Biscayne Single Family MatrixQ1-2018%∆ (OTR)Q4-2017%∆ (YR)Q1-2017Average Sales Price\$2,168,75021.3%\$1,788,000-8.6%\$2,371,875Average Price per Sq Ft\$740-1.6%\$752-1.9%\$754Median Sales Price\$2,345,00034.4%\$1,745,000-10.5%\$2,618,750Number of Sales (Closed)1271.4%7200.0%4Days on Market (From Last List Date)67-31.6%98-55.9%152Listing Discount (From Last List Price)9.2%9.1%10.2%10.2%Fisher Island Condo MatrixQ1-2018%∆ (OTR)Q4-2017%∆ (YR)Q1-2017Average Sales Price\$2,575,554-67.0%\$7,800,000-60.0%\$6,433,333Average Price per Sq Ft\$1,948,880-59.0%\$4,750,000-72.2%\$7,000,000Number of Sales (Closed)7133.3%3133.3%3Days on Market (From Last List Date)143-14.4%167-38.9%234	Number of Sales (Closed)	39	25.8%	31	25.8%	31
Key Biscayne Single Family MatrixQ1-2018%Δ (αTR)Q4-2017%Δ (YR)Q1-2017Average Sales Price\$2,168,75021.3%\$1,788,000-8.6%\$2,371,875Average Price per Sq Ft\$740-1.6%\$752-1.9%\$754Median Sales Price\$2,345,00034.4%\$1,745,000-10.5%\$2,618,750Number of Sales (Closed)1271.4%7200.0%4Days on Market (From Last List Date)67-31.6%98-55.9%152Listing Discount (From Last List Price)9.2%9.1% <b>Q4-2017</b> %Δ (YR)Q1-2017Average Sales Price\$2,575,554-67.0%\$7,800,000-60.0%\$6,433,333Average Price per Sq Ft\$1,068-23.9%\$1,403-30.4%\$1,534Median Sales Price\$1,948,880-59.0%\$4,750,000-72.2%\$7,000,000Number of Sales (Closed)7133.3%333Days on Market (From Last List Date)143-14.4%167-38.9%234	Days on Market (From Last List Date)	101	31.2%	77	-27.9%	140
Key Biscayne Single Family MatrixQ1-2018%Δ (αTR)Q4-2017%Δ (YR)Q1-2017Average Sales Price\$2,168,75021.3%\$1,788,000-8.6%\$2,371,875Average Price per Sq Ft\$740-1.6%\$752-1.9%\$754Median Sales Price\$2,345,00034.4%\$1,745,000-10.5%\$2,618,750Number of Sales (Closed)1271.4%7200.0%4Days on Market (From Last List Date)67-31.6%98-55.9%152Listing Discount (From Last List Price)9.2%9.1% <b>Q4-2017</b> %Δ (YR)Q1-2017Average Sales Price\$2,575,554-67.0%\$7,800,000-60.0%\$6,433,333Average Price per Sq Ft\$1,068-23.9%\$1,403-30.4%\$1,534Median Sales Price\$1,948,880-59.0%\$4,750,000-72.2%\$7,000,000Number of Sales (Closed)7133.3%333Days on Market (From Last List Date)143-14.4%167-38.9%234	Listing Discount (From Last List Price)	6.8%		6.8%		7.0%
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Average Price per Sq Ft\$740-1.6%\$752-1.9%\$754Median Sales Price\$2,345,00034.4%\$1,745,000-10.5%\$2,618,750Number of Sales (Closed)1271.4%7200.0%4Days on Market (From Last List Date)67-31.6%98-55.9%152Listing Discount (From Last List Price)9.2%9.1%10.2%Fisher Island Condo MatrixQ1-2018%Δ (ατв)Q4-2017%Δ (чв)Q1-2017Average Sales Price\$2,575,554-67.0%\$7,800,000-60.0%\$6,433,333Average Price per Sq Ft\$1,068-23.9%\$1,403-30.4%\$1,534Median Sales Price\$1,948,880-59.0%\$4,750,000-72.2%\$7,000,000Number of Sales (Closed)7133.3%3133.3%3Days on Market (From Last List Date)143-14.4%167-38.9%234						
Median Sales Price    \$2,345,000    34.4%    \$1,745,000    -10.5%    \$2,618,750      Number of Sales (Closed)    12    71.4%    7    200.0%    4      Days on Market (From Last List Date)    67    -31.6%    98    -55.9%    152      Listing Discount (From Last List Price)    9.2%    9.1%    10.2%      Fisher Island Condo Matrix    Q1-2018    %Δ (QTR)    Q4-2017    %Δ (YR)    Q1-2017      Average Sales Price    \$2,575,554    -67.0%    \$7,800,000    -60.0%    \$6,433,333      Average Price per Sq Ft    \$1,068    -23.9%    \$1,403    -30.4%    \$1,534      Median Sales Price    \$1,948,880    -59.0%    \$4,750,000    -72.2%    \$7,000,000      Number of Sales (Closed)    7    133.3%    3    133.3%    3      Days on Market (From Last List Date)    143    -14.4%    167    -38.9%    234	-	\$740				
Number of Sales (Closed)      12      71.4%      7      200.0%      4        Days on Market (From Last List Date)      67      -31.6%      98      -55.9%      152        Listing Discount (From Last List Price)      9.2%      9.1%      10.2%        Fisher Island Condo Matrix      Q1-2018      %Δ (QTF)      Q4-2017      %Δ (YF)      Q1-2017        Average Sales Price      \$2,575,554      -67.0%      \$7,800,000      -60.0%      \$6,433,333        Average Price per Sq Ft      \$1,068      -23.9%      \$1,403      -30.4%      \$1,534        Median Sales Price      \$1,948,880      -59.0%      \$4,750,000      -72.2%      \$7,000,000        Number of Sales (Closed)      7      133.3%      3      133.3%      3        Days on Market (From Last List Date)      143      -14.4%      167      -38.9%      234	<b>e</b>			\$1,745,000		\$2,618,750
Days on Market (From Last List Date)    67    -31.6%    98    -55.9%    152      Listing Discount (From Last List Price)    9.2%    9.1%    10.2%      Fisher Island Condo Matrix    Q1-2018    %Δ (ατв)    Q4-2017    %Δ (тв)    Q1-2017      Average Sales Price    \$2,575,554    -67.0%    \$7,800,000    -60.0%    \$6,433,333      Average Price per Sq Ft    \$1,068    -23.9%    \$1,403    -30.4%    \$1,534      Median Sales Price    \$1,948,880    -59.0%    \$4,750,000    -72.2%    \$7,000,000      Number of Sales (Closed)    7    133.3%    3    133.3%    3      Days on Market (From Last List Date)    143    -14.4%    167    -38.9%    234						4
Listing Discount (From Last List Price)    9.2%    9.1%    10.2%      Fisher Island Condo Matrix    Q1-2018    %Δ (αтв)    Q4-2017    %Δ (тв)    Q1-2017      Average Sales Price    \$2,575,554    -67.0%    \$7,800,000    -60.0%    \$6,433,333      Average Price per Sq Ft    \$1,068    -23.9%    \$1,403    -30.4%    \$1,534      Median Sales Price    \$1,948,880    -59.0%    \$4,750,000    -72.2%    \$7,000,000      Number of Sales (Closed)    7    133.3%    3    133.3%    3      Days on Market (From Last List Date)    143    -14.4%    167    -38.9%    234						152
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Average Price per Sq Ft\$1,068-23.9%\$1,403-30.4%\$1,534Median Sales Price\$1,948,880-59.0%\$4,750,000-72.2%\$7,000,000Number of Sales (Closed)7133.3%3133.3%3Days on Market (From Last List Date)143-14.4%167-38.9%234						
Median Sales Price      \$1,948,880      -59.0%      \$4,750,000      -72.2%      \$7,000,000        Number of Sales (Closed)      7      133.3%      3      133.3%      3        Days on Market (From Last List Date)      143      -14.4%      167      -38.9%      234	-					
Number of Sales (Closed)      7      133.3%      3      133.3%      3        Days on Market (From Last List Date)      143      -14.4%      167      -38.9%      234	<b>2</b>					
Days on Market (From Last List Date)      143      -14.4%      167      -38.9%      234				\$4,750,000		\$7,000,000
	Number of Sales (Closed)	7	133.3%			
Listing Discount (From Last List Price) 14.2% 15.3% 15.4%	Days on Market (From Last List Date)		-14.4%		-38.9%	
	Listing Discount (From Last List Price)	14.2%		15.3%		15.4%