

# ELLIMAN REPORT

**Q2 2019**  
**MIAMI COASTAL**  
**MAINLAND SALES**

Highlights of the Quarterly Survey  
of Miami Coastal Mainland Sales

“ *The market was best characterized by rising sales and prices.* ”

| Miami Coastal Mainland Matrix           | Q2-2019   | %Δ (QTR) | Q2-2019   | %Δ (YR) | Q2-2018   |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price                     | \$449,985 | 5.7%     | \$425,740 | -1.4%   | \$456,591 |
| Average Price per Sq Ft                 | \$270     | 2.3%     | \$264     | 0.4%    | \$269     |
| Median Sales Price                      | \$335,000 | 7.4%     | \$311,950 | 4.7%    | \$320,000 |
| Number of Sales (Closed)                | 4,422     | 42.5%    | 3,104     | 5.5%    | 4,191     |
| Days on Market (From Last List Date)    | 88        | -3.3%    | 91        | 2.3%    | 86        |
| Listing Discount (From Last List Price) | 5.9%      |          | 5.7%      |         | 5.6%      |
| Listing Inventory (Active)              | 11,584    | -5.4%    | 12,247    | 3.6%    | 11,184    |
| Months of Supply                        | 7.9       | -33.1%   | 11.8      | -1.3%   | 8.0       |
| Miami Condo Matrix                      | Q2-2019   | %Δ (QTR) | Q2-2019   | %Δ (YR) | Q2-2018   |
| Average Sales Price                     | \$350,126 | 7.2%     | \$326,552 | 4.8%    | \$333,968 |
| Average Price Per Square Foot           | \$281     | 4.9%     | \$268     | 3.3%    | \$272     |
| Median Sales Price                      | \$260,000 | 4.4%     | \$249,000 | 6.1%    | \$245,000 |
| Number of Sales (Closed)                | 2,196     | 39.0%    | 1,580     | 6.7%    | 2,059     |
| Days on Market (From Last List Date)    | 99        | -2.9%    | 102       | -3.9%   | 103       |
| Listing Discount (From Last List Price) | 5.8%      |          | 5.8%      |         | 6.1%      |
| Miami Single Family Matrix              | Q2-2019   | %Δ (QTR) | Q2-2019   | %Δ (YR) | Q2-2018   |
| Average Sales Price                     | \$548,498 | 3.8%     | \$528,572 | -4.6%   | \$575,015 |
| Average Price Per Square Foot           | \$263     | 0.8%     | \$261     | -1.5%   | \$267     |
| Median Sales Price                      | \$396,000 | 5.6%     | \$375,000 | 4.2%    | \$380,000 |
| Number of Sales                         | 2,226     | 46.1%    | 1,524     | 4.4%    | 2,132     |
| Days on Market (From Last List Date)    | 76        | -5.0%    | 80        | 8.6%    | 70        |
| Listing Discount (From Last List Price) | 6.0%      |          | 5.6%      |         | 5.4%      |

The number of condo sales rose 6.7% year over year to 2,196 - the fifth increase in the last six quarters. Single-family sales rose 4.4% to 2,226 over the past year, the third gain in the past four quarters. Rising sales are an emerging trend, but prices have been growing more consistently. The median sales price for condos and single-family properties on a year over year basis have not seen a decline for at least twenty-two quarters, the length of time this metric has been tracked.