Elliman Report Q4-2022 Miami Coastal Mainland, FL Sales

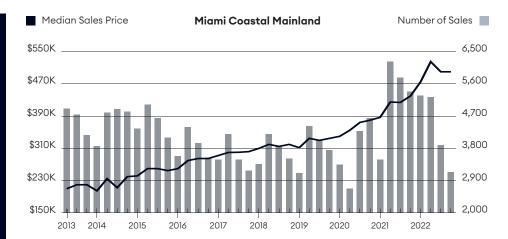
Condo & Single Family Dashboard

YEAR-OVER-YEAR

- + 13.6% Prices Median Sales Price
- + 3.1 mos Pace Months of Supply
- 41.8% Sales Closed Sales
- + 36.5% Inventory Total Inventory
- 7 days
 Marketing Time
 Days on Market



- Price trend indicators rose annually and remained well above pre-pandemic levels
- The number of sales fell sharply and stayed below pre-pandemic levels
- Listing inventory rose from the prior year's quarter but was roughly half of pre-pandemic levels



Miami Coastal Mainland Matrix	Q4-2022	Δ (QTR)	Q3-2022	Δ (yr)	Q4-2021
Average Sales Price	\$731,973	-2.3%	\$749,347	7.0%	\$684,396
Average Price Per Sq Ft	\$466	-2.7%	\$479	10.4%	\$422
Median Sales Price	\$500,000	0.0%	\$500,000	13.6%	\$440,000
Number of Sales (Closed)	3,135	-19.4%	3,889	-41.8%	5,383
Days on Market (From Last List Date)	53	29.3%	41	-11.7%	60
Listing Discount (From Last List Price)	4.3%		4.9%		2.2%
Listing Inventory	5,603	6.2%	5,278	36.5%	4,104
Months of Supply	5.4	31.7%	4.1	134.8%	2.3
Year-to-Date	Q4-2022	% Δ (QTR)	Q3-2022	%∆ (yr)	Q4-2021
Average Sales Price (YTD)	\$754,074	N/A	N/A	11.5%	\$676,046
Average Price per Sq Ft (YTD)	\$475	N/A	N/A	19.3%	\$398
Median Sales Price (YTD)	\$500,000	N/A	N/A	19.0%	\$420,000
Number of Sales (YTD)	17,534	N/A	N/A	-15.9%	20,861

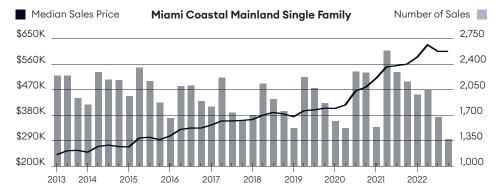
Pricing in the luxury market, representing the top ten percent of all sales, showed mixed results year over year, as listing inventory remained limited. In the high-end market, the average price per square foot was substantially higher than pre-pandemic levels, up 98.4% for luxury single families and 84.9% for luxury condos. The median sales price for single families market wide rose 8% annually, reaching the second highest on record of \$605,000 and roughly fifty percent above pre-pandemic levels. However, sales fell 36.5% yearly to 1,372, 26.6% below prepandemic levels. Over the same period listing inventory nearly doubled to 2,344, which was one-third short of pre-pandemic levels. The bidding war market share was 14.8% of sales compared to a 28.4% market share during the previous year's housing boom. The condo median sales price rose 16.9% year over year to \$415,000 and 65.7% above pre-pandemic levels. Condo sales fell 45.3% annually as listing inventory increased 19.5% year over year and remained 56.4% below pre-pandemic levels. Despite the slowdown to the 5.5-month pace of the condo market from last year's housing boom, the market remained 53.8% faster than pre-pandemic levels.



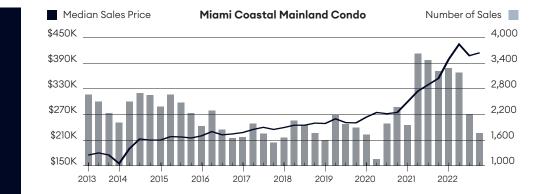
Single Family

- Price trend indicators showed mixed year over year results but were significantly higher than pre-pandemic levels
- The number of sales fell sharply year over year and fell short of pre-pandemic levels
- Listing inventory nearly doubled annually but was one-third of pre-pandemic levels

Single Family Mix Sales Share Median Sales Price 1-Bedroom 0.1% \$415,000 2-Bedroom 9.3% \$440,500 3-Bedroom 41.9% \$529,000 4-Bedroom 33.0% \$660,000 5+ Bedroom 15.5% \$1,000,000			
2-Bedroom 9.3% \$440,500 3-Bedroom 41.9% \$529,000 4-Bedroom 33.0% \$660,000	· · ·	00.00	
3-Bedroom 41.9% \$529,000 4-Bedroom 33.0% \$660,000	1-Bedroom	0.1%	\$415,000
4-Bedroom 33.0% \$660,000	2-Bedroom	9.3%	\$440,500
· · · · ·	3-Bedroom	41.9%	\$529,000
5+ Bedroom 15.5% \$1,000,000	4-Bedroom	33.0%	\$660,000
	5+ Bedroom	15.5%	\$1,000,000



Single Family Matrix	Q4-2022	%∆ (QTR)	Q3-2022	Δ (yr)	Q4-2021
Average Sales Price	\$932,683	-8.3%	\$1,017,529	-2.6%	\$957,387
Average Price Per Sq Ft	\$464	-7.4%	\$501	6.4%	\$436
Median Sales Price	\$605,000	0.0%	\$605,000	8.0%	\$560,000
Non-Distressed	\$610,000	0.0%	\$610,000	8.9%	\$560,000
Distressed	\$387,750	-5.4%	\$410,000	7.7%	\$360,000
Number of Sales (Closed)	1,372	-18.2%	1,677	-36.5%	2,162
Non-Distressed	1,344	-18.1%	1,642	-37.0%	2,133
Distressed	28	-20.0%	35	-3.4%	29
Days on Market (From Last List Date)	52	33.3%	39	18.2%	44
Listing Discount (From Last List Price)	4.3%		5.8%		1.1%
Listing Inventory	2,344	5.3%	2,226	70.2%	1,377
Months of Supply	5.1	27.5%	4.0	168.4%	1.9



Condo Matrix	Q4-2022	% Δ (QTR)	Q3-2022	%∆ (yr)	Q4-2021
Average Sales Price	\$575,777	5.4%	\$546,027	14.9%	\$501,158
Average Price Per Sq Ft	\$468	3.3%	\$453	15.3%	\$406
Median Sales Price	\$415,000	1.7%	\$408,250	16.9%	\$355,000
Non-Distressed	\$417,500	1.8%	\$410,000	17.6%	\$355,000
Distressed	\$240,000	10.1%	\$218,000	-11.4%	\$271,000
Number of Sales (Closed)	1,763	-20.3%	2,212	-45.3%	3,221
Non-Distressed	1,743	-20.5%	2,192	-45.4%	3,191
Distressed	20	0.0%	20	-33.3%	30
Days on Market (From Last List Date)	54	25.6%	43	-25.0%	72
Listing Discount (From Last List Price)	4.3%		3.6%		3.8%
Listing Inventory	3,259	6.8%	3,052	19.5%	2,727
Months of Supply	5.5	34.1%	4.1	120.0%	2.5

Condo

- Price trend indicators rose sharply year over year and remained well above prepandemic levels
- The number of sales fell sharply from the prior year's quarter but was on par with pre-pandemic levels
- Listing inventory expanded from the prior year's quarter but was roughly half of pre-pandemic levels

Condo Mix	Sales Share	Median Sales Price
Studio	2.2%	\$372,500
1-Bedroom	25.1%	\$355,000
2-Bedroom	47.2%	\$390,000
3-Bedroom	22.5%	\$465,000
4-Bedroom	2.4%	\$1,625,000
5+ Bedroom	0.6%	\$580,000

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Aventura

- All price trend indicators jumped year over year and remained more than fifty percent above pre-pandemic levels
- Listing inventory expanded annually but remained two-thirds below pre-pandemic levels

Brickell

- All price trend indicators jumped year over year and remained more than fifty percent above pre-pandemic levels
- Listing inventory expanded annually but remained almost two-thirds below pre-pandemic levels

Coconut Grove

- Single family price trend indicators showed mixed trends but were roughly double prepandemic levels
- Single family listing inventory continued to rise annually but remained sharply below prepandemic levels
- Condo price trend indicators jumped year over year and remained more than fifty percent above pre-pandemic levels
- Condo listing inventory expanded annually but remained almost two-thirds below pre-pandemic levels

Downtown

- Single family price trend indicators showed mixed results but were substantially above pre-pandemic levels
- Single family listing inventory continued to rise annually but remained below pre-pandemic levels
- Condo price trend indicators jumped year over year and remained sharply above prepandemic levels
- Condo listing inventory expanded annually but remained less than half of pre-pandemic levels

Aventura Condo Matrix	Q4-2022	%∆ (qtr)	Q3-2022	%∆ (yr)	Q4-2021
Average Sales Price	\$642,717	3.1%	\$623,231	25.0%	\$514,020
Average Price Per Sq Ft	\$414	1.0%	\$410	22.5%	\$338
Median Sales Price	\$490,000	6.5%	\$460,000	28.9%	\$380,000
Number of Sales (Closed)	251	-22.3%	323	-46.5%	469
Days on Market (From Last List Date)	70	42.9%	49	-27.8%	97
Listing Discount (From Last List Date)	5.7%		3.9%		5.4%
Listing Inventory	623	9.3%	570	33.1%	468
Months of Supply	7.4	39.6%	5.3	146.7%	3.0
Brickell Condo Matrix	Q4-2022	%∆ (qtr)	Q3-2022	%∆ (yr)	Q4-2021
Average Sales Price	\$755,521	-4.2%	\$789,031	12.6%	\$670,815
Average Price Per Sq Ft	\$679	-1.5%	\$689	18.5%	\$573
Median Sales Price	\$600,000	0.8%	\$595,000	15.4%	\$520,000
Number of Sales (Closed)	285	-26.5%	388	-54.8%	630
Days on Market (From Last List Date)	64	18.5%	54	-26.4%	87
Listing Discount (From Last List Date)	3.7%		4.6%		4.1%
Listing Inventory	745	5.8%	704	8.9%	684
Months of Supply	7.8	44.4%	5.4	136.4%	3.3
Coconut Grove Single Family Matrix	Q4-2022	% Δ (QTR)	Q3-2022	%∆ (yr)	Q4-2021
Average Sales Price	\$1,974,167	-68.4%	\$6,250,000	-1.2%	\$1,998,746
Average Price Per Sq Ft	\$995	-42.8%	\$1,741	38.2%	\$720
Median Sales Price	\$1,700,000	-19.0%	\$2,100,000	-6.8%	\$1,825,000
Number of Sales (Closed)	6	100.0%	3	-73.9%	23
Days on Market (From Last List Date)	87	278.3%	23	45.0%	60
Listing Discount (From Last List Date)	7.9%		5.9%		2.6%
Listing Inventory	10	-16.7%	12	66.7%	6
Months of Supply	5.0	-58.3%	12.0	525.0%	0.8
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Coconut Grove Condo Matrix	Q4-2022	Δ (QTR)	Q3-2022	%∆ (YR)	Q4-2021
Average Sales Price	Q4-2022 \$1,633,300	%Д (QTR) 18.4%	Q3-2022 \$1,379,071	%д (үк) 57.9%	Q4-2021 \$1,034,250
Average Sales Price	\$1,633,300	18.4%	\$1,379,071	57.9%	\$1,034,250
Average Sales Price Average Price Per Sq Ft	\$1,633,300 \$824	18.4% -9.1%	\$1,379,071 \$906	57.9% 23.7%	\$1,034,250 \$666
Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,633,300 \$824 \$1,200,000	18.4% -9.1% 47.5%	\$1,379,071 \$906 \$813,675	57.9% 23.7% 30.7%	\$1,034,250 \$666 \$918,250
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,633,300 \$824 \$1,200,000 5	18.4% -9.1% 47.5% -70.6%	\$1,379,071 \$906 \$813,675 17	57.9% 23.7% 30.7% -72.2%	\$1,034,250 \$666 \$918,250 18
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$1,633,300 \$824 \$1,200,000 5 73	18.4% -9.1% 47.5% -70.6%	\$1,379,071 \$906 \$813,675 17 48	57.9% 23.7% 30.7% -72.2%	\$1,034,250 \$666 \$918,250 18 74
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date)	\$1,633,300 \$824 \$1,200,000 5 73 1.5%	18.4% -9.1% 47.5% -70.6% 52.1%	\$1,379,071 \$906 \$813,675 17 48 5.3%	57.9% 23.7% 30.7% -72.2% -1.4%	\$1,034,250 \$666 \$918,250 18 74 2.4%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply	\$1,633,300 \$824 \$1,200,000 5 733 1.5% 1.5% 111 6,68	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7%	\$1,379,071 \$906 \$813,675 17 48 5.3% 10 10	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory	\$1,633,300 \$824 \$1,200,000 5 73 1.5% 1.5%	18.4% -9.1% 47.5% -70.6% 52.1% 10.0%	\$1,379,071 \$906 \$813,675 17 48 5.3% 10	57.9% 23.7% 30.7% -72.2% -1.4% 22.2%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix	\$1,633,300 \$824 \$1,200,000 5 73 1.5% 1.15% 111 6.64 Q4-2022	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %A (GTR)	\$1,379,071 \$906 \$813,675 177 48 5.3% 100 1.8 Q3-2022	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %∆ (yr)	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price	\$1,633,300 \$824 \$1,200,000 5 3 3 3 4 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (QTR) -8.9%	\$1,379,071 \$906 \$813,675 177 48 5.3% 100 1.8 Q3-2022 \$809,122	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %Δ (γR) -3.4%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft	\$1,633,300 \$824 \$1,200,000 5 733 1.5% 1.5% 1.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (στR) -8.9% -8.6% 1.7%	\$1,379,071 \$906 \$813,675 17 48 5.3% 10 10 1.8 Q3-2022 \$809,122	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %A (yr) -3.4% 2.9%	\$1,034,250 \$666 \$918,250 18 74 2,4% 9 1.5 Q4-2021 \$763,374 \$382
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,633,300 \$824 \$1,200,000 5 73 1.5% (111 6.66 Q4-2022 \$737,130 \$393	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (στR) -8.9% -8.6%	\$1,379,071 \$906 \$813,675 17 48 5.3% 100 1.8 Q3-2022 \$809,122 \$809,122	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %A (vr) -3.4% 2.9% 14.9%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,633,300 \$824 \$1,200,000 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (ατκ) -8.9% -8.6% 1.7% -16.6%	\$1,379,071 \$906 \$813,675 177 48 5.3% 100 100 1.8 Q3-2022 \$809,122 \$809,122 \$809,122	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %Δ (γr) -3.4% 2.9% 14.9% -32.5%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$1,633,300 \$824 \$1,200,000 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (ατκ) -8.9% -8.6% 1.7% -16.6%	\$1,379,071 \$906 \$813,675 17 48 5.3% 10 10 1.8 Q3-2022 \$809,122 \$809,122 \$430 \$565,000 1,436	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %Δ (γr) -3.4% 2.9% 14.9% -32.5%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date)	\$1,633,300 \$824 \$1,200,000 5 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (στκ) -8.9% -8.6% 1.7% -16.6% 34.2%	\$1,379,071 \$906 \$813,675 17 48 5.3% 100 10 1.8 Q3-2022 \$809,122 \$809,122 \$430 \$565,000 1,436 38	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %A (\r,R) -3.4% 2.9% 14.9% -32.5% 18.6%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0,5%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply	\$1,633,300 \$824 \$1,200,000 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% 52.1% 10.0% 266.7% %Δ (στκ) -8.9% -8.6% 1.7% -16.6% 34.2% 6.3% 26.3%	\$1,379,071 \$906 \$813,675 177 48 5.3% 100 100 1.8 Q3-2022 \$809,122 \$809,122 \$809,122 \$809,122 \$809,122 \$30 \$430 \$565,000 1,436 \$38 6.3% 1,819	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %Δ (vr) -3.4% 2.9% 14.9% -32.5% 18.6% -32.5% 18.6%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix	\$1,633,300 \$824 \$1,200,000 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% 52.1% 52.1% 10.0% 266.7% %Δ (QTR) -8.6% 1.7% -16.6% 34.2% 6.3% 26.3% 26.3%	\$1,379,071 \$906 \$813,675 17 48 5.3% 10 10 10 8809,122 \$809,122 \$430 \$565,000 1,436 38 6.3% 1,819 3.8 2,32022	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %Δ (vr) -3.4% 2.9% 14.9% -32.5% 18.6% -32.5% 18.6% -32.5% 18.6%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0 Q4-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price	\$1,633,300 \$824 \$1,200,000 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% 52.1% 10.0% 266.7% 266.7% -8.9% -8.6% 1.7% -16.6% 34.2% 34.2% -16.3% 26.3% 26.3%	\$1,379,071 \$906 \$813,675 17 48 48 5.3% 100 100 1.8 (3.3% 430 1,436 433 (3.3% 433 (3.3% 433 (3.3% 433 (3.3%) 43	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %Δ (γR) -3.4% 2.9% 14.9% -32.5% 18.6% 4.8% 140.0% %Δ (γR) 17.1%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0 Q4-2021 \$429,680
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Days on Market (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price Average Price Per Sq Ft	\$1,633,300 \$824 \$1,200,000 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% 52.1% 52.1% 10.0% 266.7% %Δ (QTR) -8.6% 1.7% -16.6% 34.2% 6.3% 26.3% 26.3%	\$1,379,071 \$906 \$813,675 17 48 5.3% 10 10 10 8809,122 \$809,122 \$430 \$565,000 1,436 38 6.3% 1,819 3.8 2,32022	57.9% 23.7% 30.7% -72.2% -1.4% 22.2% 340.0% %Δ (vr) -3.4% 2.9% 14.9% -32.5% 18.6% -32.5% 18.6% -32.5% 18.6%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0 Q4-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price	\$1,633,300 \$824 \$1,200,000 1 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% 52.1% 10.0% 266.7% %Δ (στκ) -8.9% -8.6% 1.7% -16.6% 34.2% 6.3% 26.3% 26.3% %Δ (στκ) 14.3%	\$1,379,071 \$906 \$813,675 17 48 48 5.3% 10 10 1.8 Q3-2022 \$809,122 \$809,122 \$809,122 \$430,123 4430 1,436 3.8 6.3% 1,819 3.8 Q3-2022 \$439,977	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %Δ (γr) -3.4% 2.9% 14.9% -32.5% 18.6% 4.8% 140.0% %Δ (γr) 17.1% 17.1%	\$1,034,250 \$666 \$918,250 18 74 2,4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0,5% 1,173 2.0 Q4-2021 \$429,680 \$365
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price Average Price Per Sq Ft Average Sales Price Average Sales Price Average Sales Price Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,633,300 \$824 \$1,200,000 1 5 7 3 1.5% 4 3 3 3 3 3 5 7 4,1% 5 1,198 5 1,198 1 3 3 3 5 7 4,1% 4 1,933 4 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	18.4% -9.1% 47.5% 52.1% 10.0% 266.7% %Δ (στκ) -8.9% -8.6% 1.7% -16.6% 34.2% 34.2% 6.3% 26.3% %Δ (στκ) 14.3% 10.9%	\$1,379,071 \$906 \$813,675 17 48 5.3% 10 10 10 18 8809,122 \$809,122 \$430 1,436 1,436 38 6.3% 1,436 38 6.3% 1,819 3.8 3.8 03-2022 \$439,977	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %Δ (γR) -3.4% 2.9% 14.9% -32.5% 18.6% 140.0% 64.8% 140.0% %Δ (γR) 17.1% 17.0%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0 Q4-2021 \$429,680 \$3365 \$310,000
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price Average Sales Price Average Sales Price Months of Supply Downtown Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Days on Market (From Last List Date)	 \$1,633,300 \$824 \$1,200,000 51 73 1.5% 4.1% 4.1% 51 4.1% 4.1% 4.1% 4.1% 53 53,078 \$427 \$360,000 1,150 442 	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (QTR) -8.9% -16.6% 34.2% 6.3% 26.3% %Δ (QTR) 14.3% 10.9% 0.0% -15.6%	\$1,379,071 \$906 \$813,675 17 48 5.3% 100 1.0 \$430 \$409,122 \$809,122 \$430 \$430 \$565,000 1,436 6.3% 6.3% 6.3% 9.38 Q3-2022 \$439,977 \$385 \$360,000 1,362 3.8	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %Δ (vr) -3.4% 2.9% 14.9% -32.5% 18.6% 64.8% 140.0% %Δ (vr) 17.1% 17.1% 17.0% 16.1% -41.5%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0 Q4-2021 \$429,680 \$365 \$310,000 1,966
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Price Per Sq Ft Median Sales Price Average Price Per Sq Ft Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date)	 \$1,633,300 \$824 \$1,200,000 51 73 1,5% 4,1% \$574,500 1,198 \$574,500 1,198 4,1% 4,1% 4,1% 4,2% \$42% 4,2% 	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (GTR) -8.9% -16.6% 34.2% 6.3% 26.3% %Δ (GTR) 14.3% 10.9% -15.6% 25.6%	 \$1,379,071 \$906 \$813,675 177 48 5.3% 100 1.8 Q3-2022 \$809,122 \$430 \$565,000 1,436 3.8 G3-2022 \$439,977 \$385 \$360,000 1,362 \$39 3.9% 	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %Δ (vr) -3.4% 2.9% 14.9% -32.5% 18.6% 44.8% 140.0% %Δ (vr) 17.1% 17.0% 17.1% 17.0% 16.1% -41.5% -19.7%	\$1,034,250 \$666 \$918,250 1.8 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0 Q4-2021 \$429,680 \$310,000 1,966 61 3,3%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Inventory Months of Supply Downtown Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Inventory Months of Supply Downtown Condo Matrix Average Sales Price Average Sales Price Average Sales Price Months of Supply Downtown Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Days on Market (From Last List Date)	 \$1,633,300 \$824 \$1,200,000 51 73 1.5% 4.1% 4.1% 51 4.1% 4.1% 4.1% 4.1% 53 53,078 \$427 \$360,000 1,150 442 	18.4% -9.1% 47.5% -70.6% 52.1% 10.0% 266.7% %Δ (QTR) -8.9% -16.6% 34.2% 6.3% 26.3% %Δ (QTR) 14.3% 10.9% 0.0% -15.6%	\$1,379,071 \$906 \$813,675 17 48 5.3% 100 1.0 \$430 \$409,122 \$809,122 \$430 \$430 \$565,000 1,436 6.3% 6.3% 6.3% 9.38 Q3-2022 \$439,977 \$385 \$360,000 1,362 3.8	57.9% 23.7% 30.7% -72.2% 22.2% 340.0% %Δ (vr) -3.4% 2.9% 14.9% -32.5% 18.6% 64.8% 140.0% %Δ (vr) 17.1% 17.1% 17.0% 16.1% -41.5%	\$1,034,250 \$666 \$918,250 18 74 2.4% 9 1.5 Q4-2021 \$763,374 \$382 \$500,000 1,774 43 0.5% 1,173 2.0 Q4-2021 \$429,680 \$365 \$310,000 1,966

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Palmetto Bay

- All price trend indicators jumped year over year and remained substantially above prepandemic levels
- Listing inventory surged year over year but remained one-third below pre-pandemic levels

Pinecrest

- All price trend indicators surged year over year and remained more than double the prepandemic levels
- Listing inventory surged year over year but remained at onehalf of pre-pandemic levels

South Miami

- Price trend indicators showed mixed year over year results but were significantly higher than pre-pandemic levels
- Listing inventory more than doubled annually but was at one-half of pre-pandemic levels

Palmetto Bay Single Family Matrix	Q4-2022	% Δ (QTR)	Q4-2021	%∆ (yr)	Q4-2021
Average Sales Price	\$1,098,912	3.1%	\$1,065,861	22.3%	\$898,406
Average Price Per Sq Ft	\$418	-1.4%	\$424	21.2%	\$345
Median Sales Price	\$1,010,000	1.0%	\$999,950	19.5%	\$845,000
Number of Sales (Closed)	41	-37.9%	66	-51.8%	85
Days on Market (From Last List Date)	65	160.0%	25	54.8%	42
Listing Discount (From Last List Date)	5.8%		3.1%		0.4%
Listing Inventory	86	2.4%	84	177.4%	31
Months of Supply	6.3	65.8%	3.8	472.7%	1.1

Pinecrest Single Family Matrix	Q4-2022	Δ (QTR)	Q3-2022	Δ (yr)	Q4-2021
Average Sales Price	\$3,484,522	25.3%	\$2,781,345	58.9%	\$2,192,360
Average Price Per Sq Ft	\$752	3.4%	\$727	34.5%	\$559
Median Sales Price	\$2,310,000	0.4%	\$2,300,000	35.9%	\$1,700,000
Number of Sales (Closed)	34	-32.0%	50	-40.4%	57
Days on Market (From Last List Date)	75	47.1%	51	31.6%	57
Listing Discount (From Last List Date)	7.6%		7.0%		2.9%
Listing Inventory	94	4.4%	90	67.9%	56
Months of Supply	8.3	53.7%	5.4	186.2%	2.9

South Miami Single Family Matrix	Q4-2022	%∆ (qtr)	Q3-2022	%∆ (yr)	Q4-2021
Average Sales Price	\$1,123,917	-34.1%	\$1,706,293	-4.4%	\$1,175,817
Average Price Per Sq Ft	\$589	-16.0%	\$701	15.5%	\$510
Median Sales Price	\$862,500	-13.8%	\$1,000,000	-4.7%	\$905,000
Number of Sales (Closed)	24	-17.2%	29	-41.5%	41
Days on Market (From Last List Date)	55	0.0%	55	27.9%	43
Listing Discount (From Last List Date)	5.5%		2.5%		2.1%
Listing Inventory	28	-9.7%	31	115.4%	13
Months of Supply	3.5	9.4%	3.2	250.0%	1.0

Q4-2022

\$875

138

5.4%

617

13.4

\$1,550,000

Q4-2022

\$832

177

94

7.3%

799

13.5

\$1,012,500

\$1.947.786

\$1,500,000

73

\$3,525,688

\$2,310,000

%∆ (QTR)

-17.4%

-18.2%

-14.2%

-18.8%

23.7%

10.0%

35.4%

-6.1%

 Δ (QTR)

13.1%

5.2%

17.6%

-20.6%

27.0%

-10.1%

12.5%

10.7%

Q3-2022

\$1,070

170

59

9.5%

561

9.9

\$4,267,340

\$2,691,450

\$1,650,000

Q3-2022

\$791

223

74

6.4%

889

12.0

\$915,000

\$1,722,183

\$1,275,000

 Δ (yr)

-12.8%

-18.9%

-36.4%

14.1%

110.6%

226.8%

-7.5%

%Δ (YR)

16.8%

14.1%

20.0%

-45.2%

-12.1%

6.0%

92.9%

12.9%

4.4%

Q4-2021

\$838

217

2.5%

293

4.1

64

\$4,041,734

\$2,850,000

\$1,675,000

Q4-2021

\$729

323

107

6.2%

754

7.0

\$897.000

\$1.667.052

\$1,250,000

- Single family average price per square foot edged higher year over year and was nearly double the pre-pandemic level
- Single family listing inventory more than doubled year over year but was still one-third less than pre-pandemic levels
- Condo average price per square foot rose to the second highest, nearly double the pre-pandemic rate
- Condo listing inventory edged higher year over year but was two-thirds less than pre-pandemic levels

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.

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com Methodology: millersamuel.com/research-reports/methodology Douglas Elliman Real Estate 1111 Lincoln Road, Suite 805 Miami Beach, FL 33139 305.695.6300 • elliman.com

Luxury Single Family Matrix (Top 10% of Sales)

Average Sales Price

Median Sales Price

Listing Inventory

Months of Supply

Entry Price Threshold

Average Sales Price

Median Sales Price

Listing Inventory

Months of Supply

Entry Price Threshold

Average Price Per Sq Ft

Number of Sales (Closed)

Days on Market (From Last List Date)

Listing Discount (From Last List Date)

Average Price Per Sg Ft

Number of Sales (Closed)

Days on Market (From Last List Date)

Listing Discount (From Last List Date)

Luxury Condo Matrix (Top 10% of Sales)

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