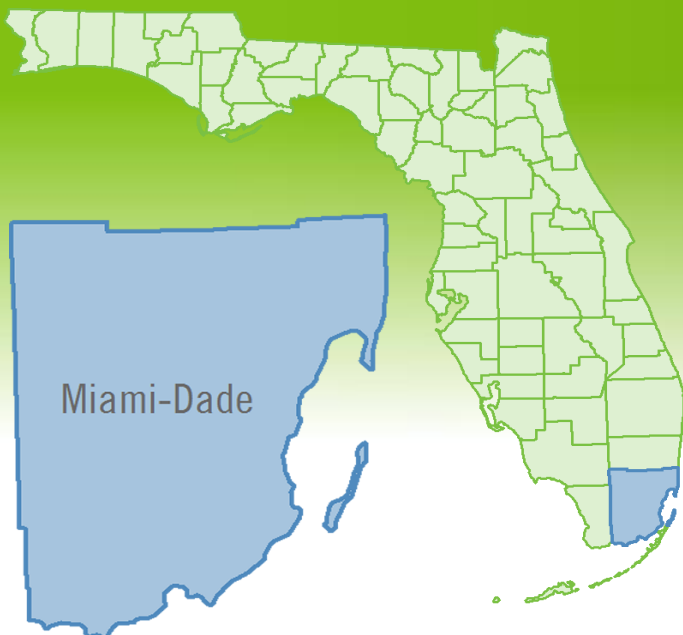


# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County



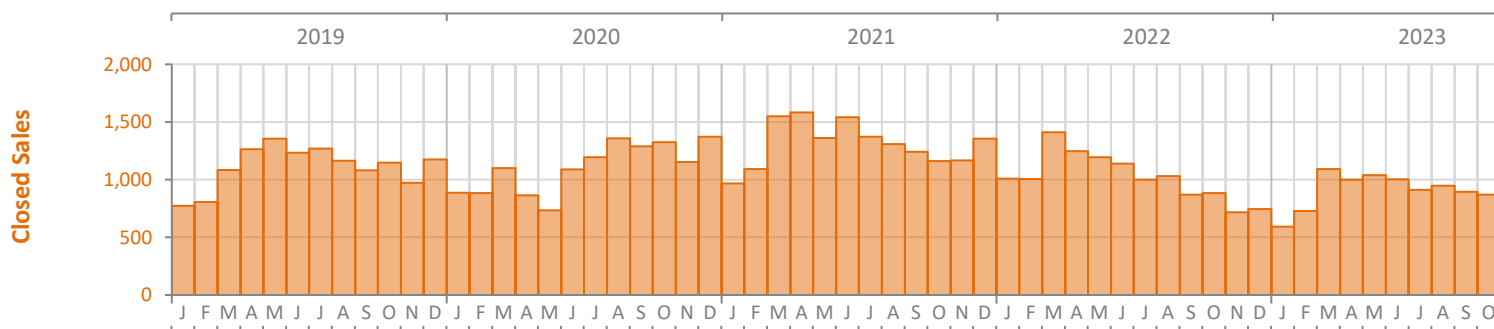
Summary Statistics	October 2023	October 2022	Percent Change Year-over-Year
Closed Sales	871	884	-1.5%
Paid in Cash	256	216	18.5%
Median Sale Price	\$618,217	\$575,000	7.5%
Average Sale Price	\$1,117,267	\$984,375	13.5%
Dollar Volume	\$973.1 Million	\$870.2 Million	11.8%
Median Percent of Original List Price Received	96.9%	96.0%	0.9%
Median Time to Contract	26 Days	30 Days	-13.3%
Median Time to Sale	67 Days	75 Days	-10.7%
New Pending Sales	907	800	13.4%
New Listings	1,440	1,348	6.8%
Pending Inventory	1,340	1,378	-2.8%
Inventory (Active Listings)	3,550	4,142	-14.3%
Months Supply of Inventory	4.0	3.7	8.1%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	9,080	-15.8%
<b>October 2023</b>	<b>871</b>	<b>-1.5%</b>
September 2023	894	2.9%
August 2023	948	-8.1%
July 2023	910	-8.9%
June 2023	1,004	-11.9%
May 2023	1,040	-12.8%
April 2023	1,000	-19.7%
March 2023	1,093	-22.5%
February 2023	727	-27.8%
January 2023	593	-41.2%
December 2022	744	-45.1%
November 2022	718	-38.5%
October 2022	884	-23.9%



# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

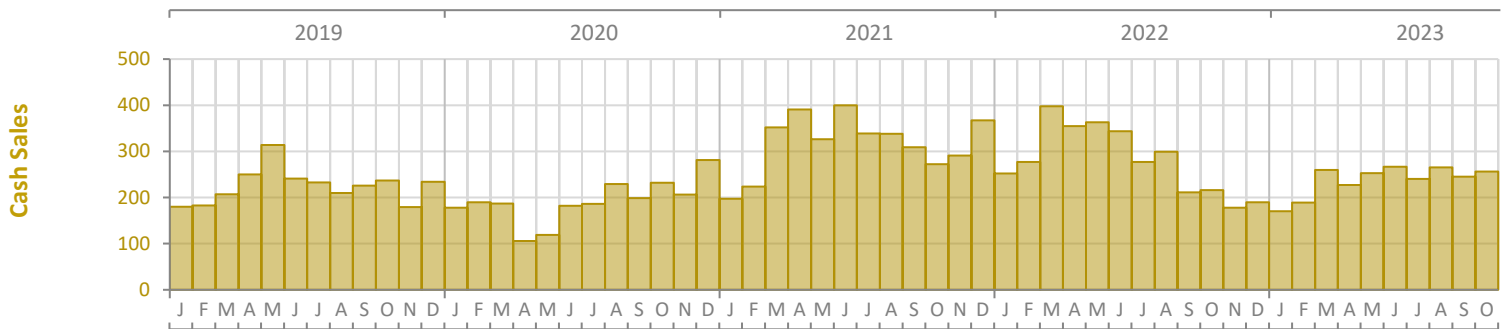


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	2,372	-20.7%
<b>October 2023</b>	<b>256</b>	<b>18.5%</b>
September 2023	245	16.1%
August 2023	265	-11.4%
July 2023	240	-13.4%
June 2023	267	-22.4%
May 2023	253	-30.3%
April 2023	227	-36.1%
March 2023	260	-34.7%
February 2023	189	-31.8%
January 2023	170	-32.5%
December 2022	190	-48.2%
November 2022	178	-38.8%
October 2022	216	-20.6%

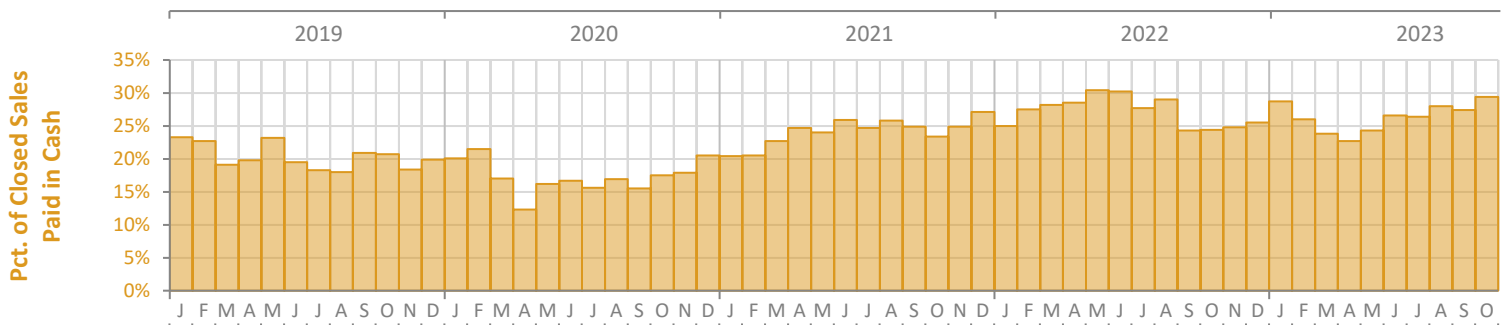


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	26.1%	-5.8%
<b>October 2023</b>	<b>29.4%</b>	<b>20.5%</b>
September 2023	27.4%	12.8%
August 2023	28.0%	-3.4%
July 2023	26.4%	-4.7%
June 2023	26.6%	-11.9%
May 2023	24.3%	-20.1%
April 2023	22.7%	-20.4%
March 2023	23.8%	-15.6%
February 2023	26.0%	-5.5%
January 2023	28.7%	14.8%
December 2022	25.5%	-5.9%
November 2022	24.8%	-0.4%
October 2022	24.4%	4.3%



# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

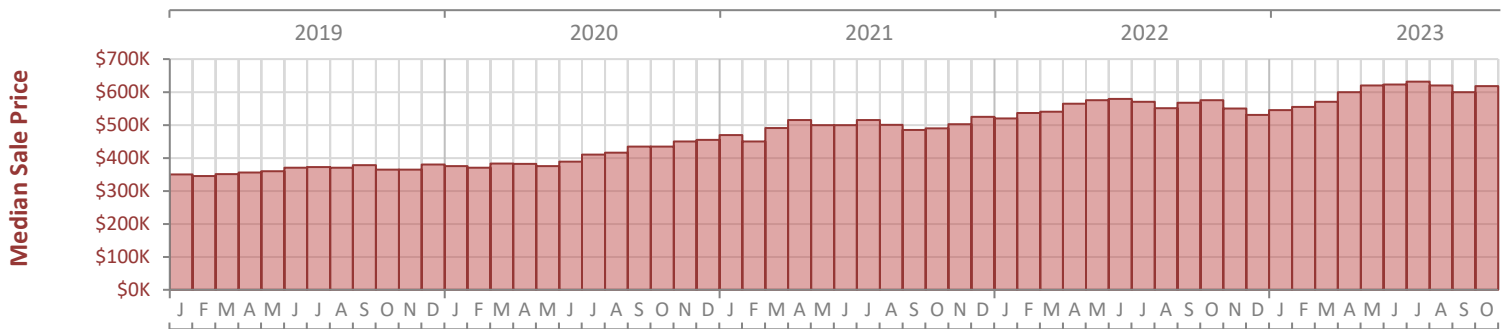


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$600,000	8.7%
<b>October 2023</b>	<b>\$618,217</b>	<b>7.5%</b>
September 2023	\$600,000	5.6%
August 2023	\$620,000	12.5%
July 2023	\$631,670	10.8%
June 2023	\$622,500	7.5%
May 2023	\$620,000	7.8%
April 2023	\$600,000	6.2%
March 2023	\$570,000	5.6%
February 2023	\$555,000	3.5%
January 2023	\$545,000	4.8%
December 2022	\$530,900	1.1%
November 2022	\$550,000	9.4%
October 2022	\$575,000	17.3%

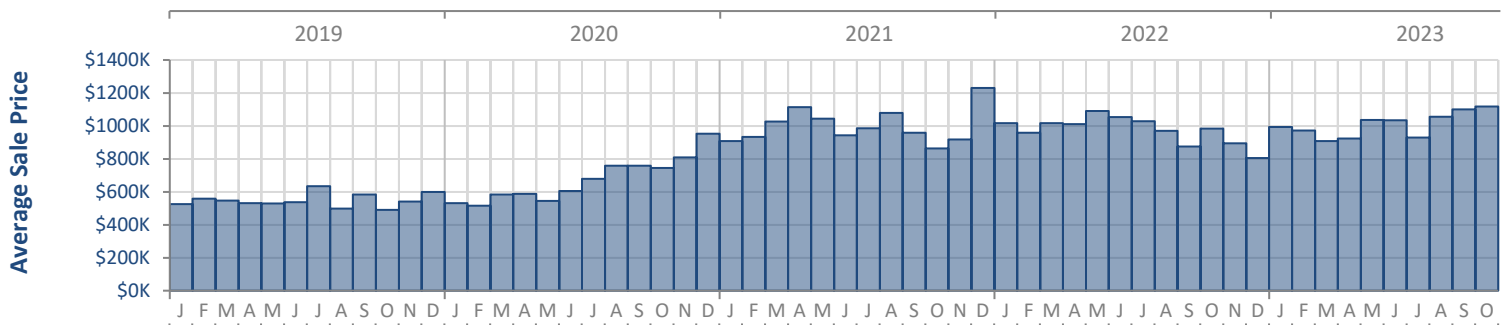


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$1,005,567	0.0%
<b>October 2023</b>	<b>\$1,117,267</b>	<b>13.5%</b>
September 2023	\$1,099,752	25.8%
August 2023	\$1,055,581	8.9%
July 2023	\$929,760	-9.5%
June 2023	\$1,034,110	-1.9%
May 2023	\$1,036,150	-5.0%
April 2023	\$923,925	-8.6%
March 2023	\$908,166	-10.7%
February 2023	\$971,358	1.4%
January 2023	\$993,063	-2.4%
December 2022	\$804,082	-34.7%
November 2022	\$894,053	-2.6%
October 2022	\$984,375	14.1%



# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

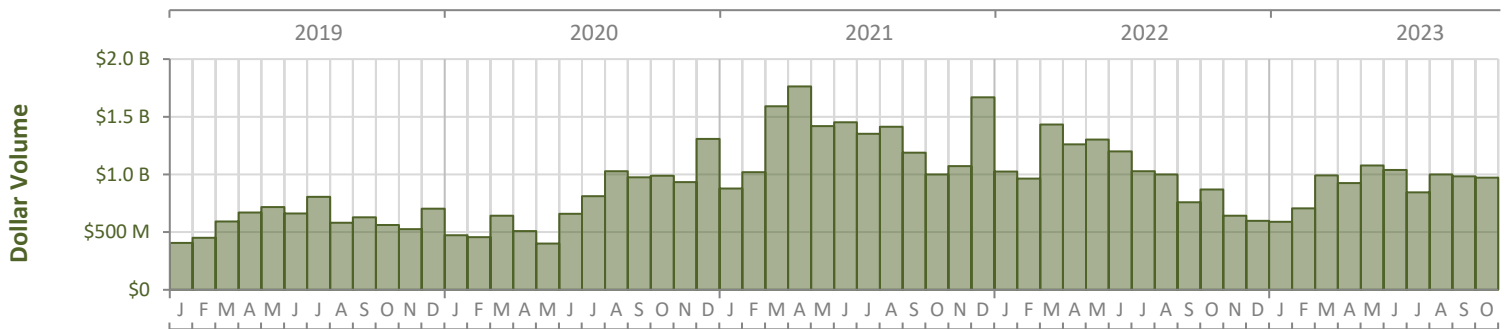


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$9.1 Billion	-15.8%
<b>October 2023</b>	<b>\$973.1 Million</b>	<b>11.8%</b>
September 2023	\$983.2 Million	29.4%
August 2023	\$1.0 Billion	0.0%
July 2023	\$846.1 Million	-17.6%
June 2023	\$1.0 Billion	-13.6%
May 2023	\$1.1 Billion	-17.2%
April 2023	\$923.9 Million	-26.7%
March 2023	\$992.6 Million	-30.8%
February 2023	\$706.2 Million	-26.8%
January 2023	\$588.9 Million	-42.6%
December 2022	\$598.2 Million	-64.2%
November 2022	\$641.9 Million	-40.1%
October 2022	\$870.2 Million	-13.1%

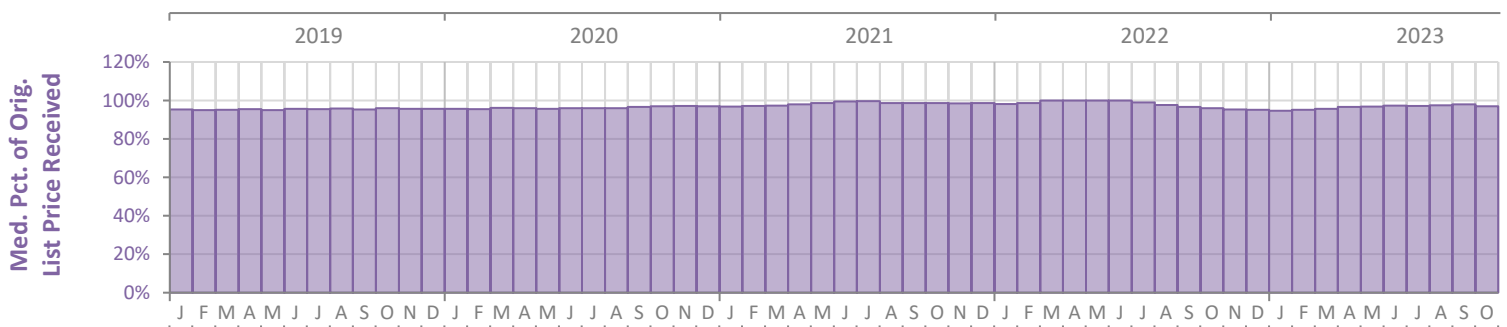


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.7%	-2.3%
<b>October 2023</b>	<b>96.9%</b>	<b>0.9%</b>
September 2023	98.0%	1.4%
August 2023	97.4%	-0.3%
July 2023	97.2%	-1.8%
June 2023	97.3%	-2.7%
May 2023	96.8%	-3.2%
April 2023	96.6%	-3.4%
March 2023	95.7%	-4.3%
February 2023	95.1%	-3.6%
January 2023	94.6%	-3.6%
December 2022	95.2%	-3.5%
November 2022	95.3%	-3.2%
October 2022	96.0%	-2.7%



# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

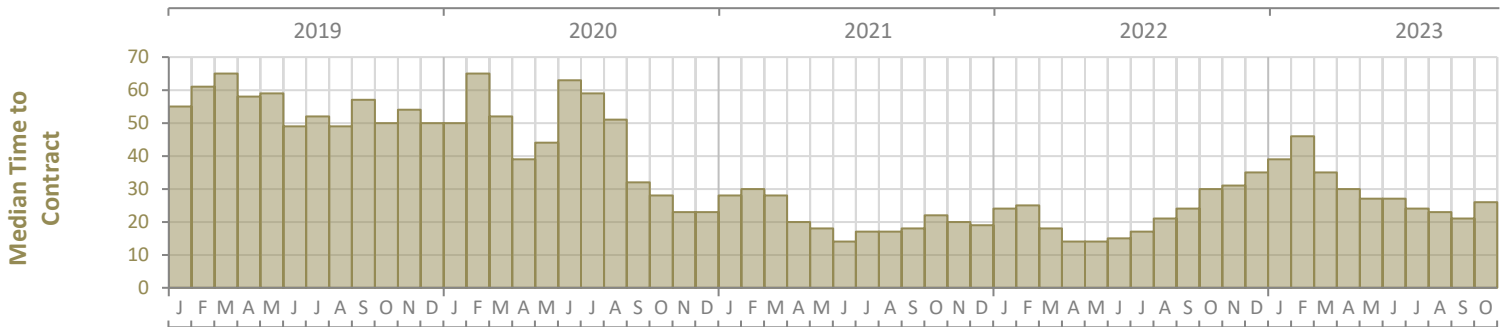


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	33 Days	57.1%
<b>October 2023</b>	<b>26 Days</b>	<b>-13.3%</b>
September 2023	21 Days	-12.5%
August 2023	23 Days	9.5%
July 2023	24 Days	41.2%
June 2023	27 Days	80.0%
May 2023	27 Days	92.9%
April 2023	30 Days	114.3%
March 2023	35 Days	94.4%
February 2023	46 Days	84.0%
January 2023	39 Days	62.5%
December 2022	35 Days	84.2%
November 2022	31 Days	55.0%
October 2022	30 Days	36.4%

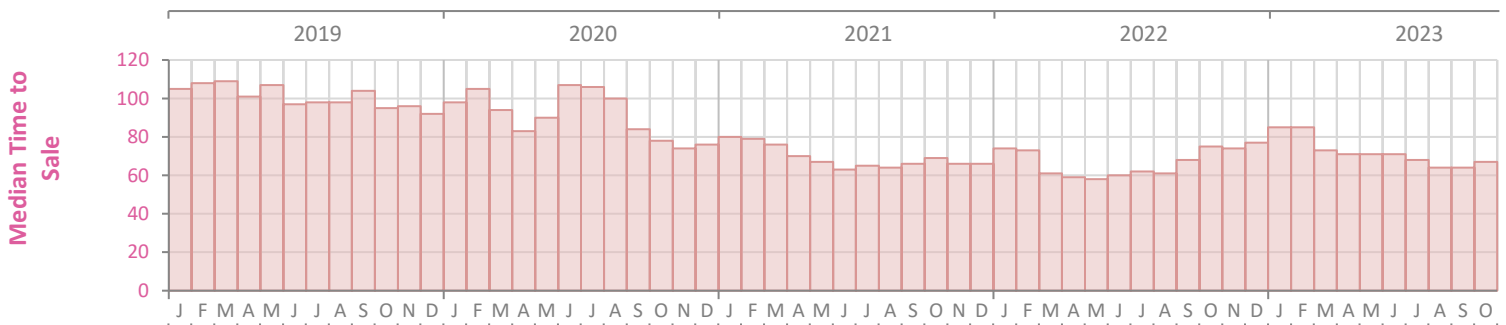


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	76 Days	15.2%
<b>October 2023</b>	<b>67 Days</b>	<b>-10.7%</b>
September 2023	64 Days	-5.9%
August 2023	64 Days	4.9%
July 2023	68 Days	9.7%
June 2023	71 Days	18.3%
May 2023	71 Days	22.4%
April 2023	71 Days	20.3%
March 2023	73 Days	19.7%
February 2023	85 Days	16.4%
January 2023	85 Days	14.9%
December 2022	77 Days	16.7%
November 2022	74 Days	12.1%
October 2022	75 Days	8.7%





# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

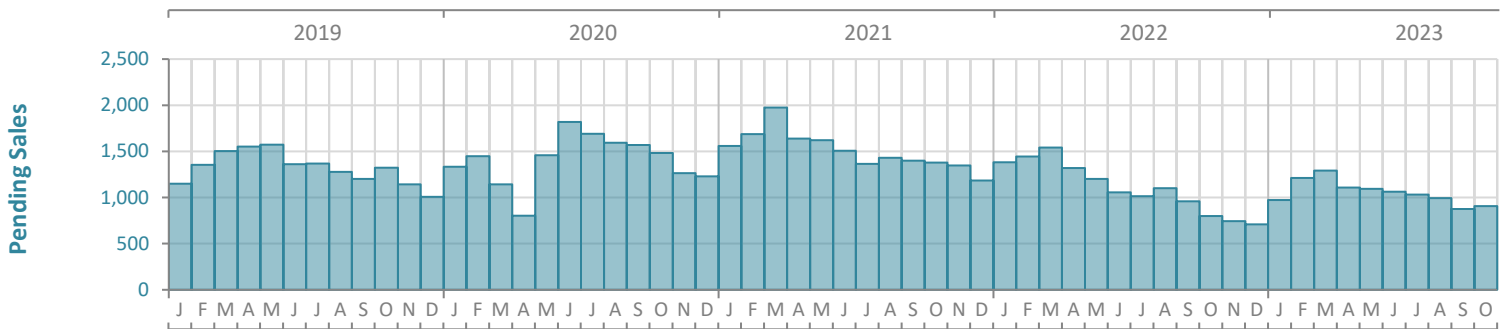


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	10,548	-10.8%
<b>October 2023</b>	<b>907</b>	<b>13.4%</b>
September 2023	875	-8.8%
August 2023	992	-10.0%
July 2023	1,032	1.6%
June 2023	1,064	0.7%
May 2023	1,093	-9.0%
April 2023	1,107	-16.1%
March 2023	1,291	-16.2%
February 2023	1,213	-16.1%
January 2023	974	-29.5%
December 2022	708	-40.3%
November 2022	744	-44.8%
October 2022	800	-42.0%

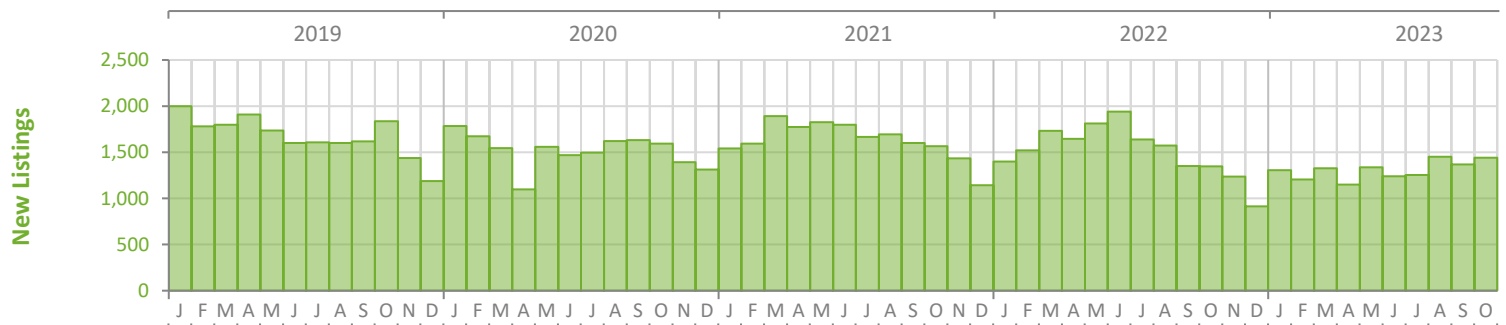


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	13,077	-18.1%
<b>October 2023</b>	<b>1,440</b>	<b>6.8%</b>
September 2023	1,367	1.2%
August 2023	1,450	-7.8%
July 2023	1,255	-23.4%
June 2023	1,241	-36.0%
May 2023	1,336	-26.3%
April 2023	1,151	-30.1%
March 2023	1,325	-23.5%
February 2023	1,206	-20.6%
January 2023	1,306	-6.8%
December 2022	914	-20.1%
November 2022	1,236	-13.8%
October 2022	1,348	-13.9%



# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

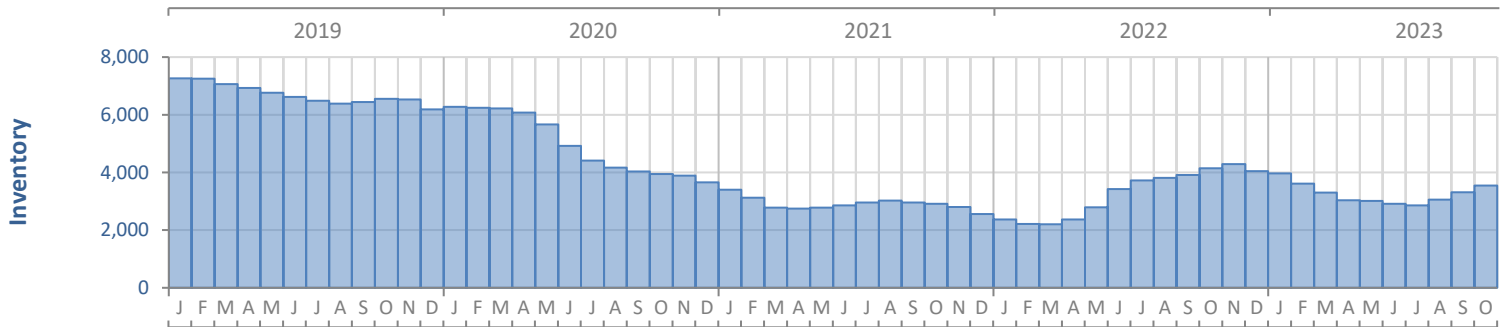


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,264	5.4%
<b>October 2023</b>	<b>3,550</b>	<b>-14.3%</b>
September 2023	3,318	-15.2%
August 2023	3,062	-19.7%
July 2023	2,860	-23.3%
June 2023	2,911	-14.9%
May 2023	3,018	8.2%
April 2023	3,036	28.3%
March 2023	3,299	49.6%
February 2023	3,617	63.5%
January 2023	3,964	67.5%
December 2022	4,043	57.7%
November 2022	4,288	52.9%
October 2022	4,142	41.9%

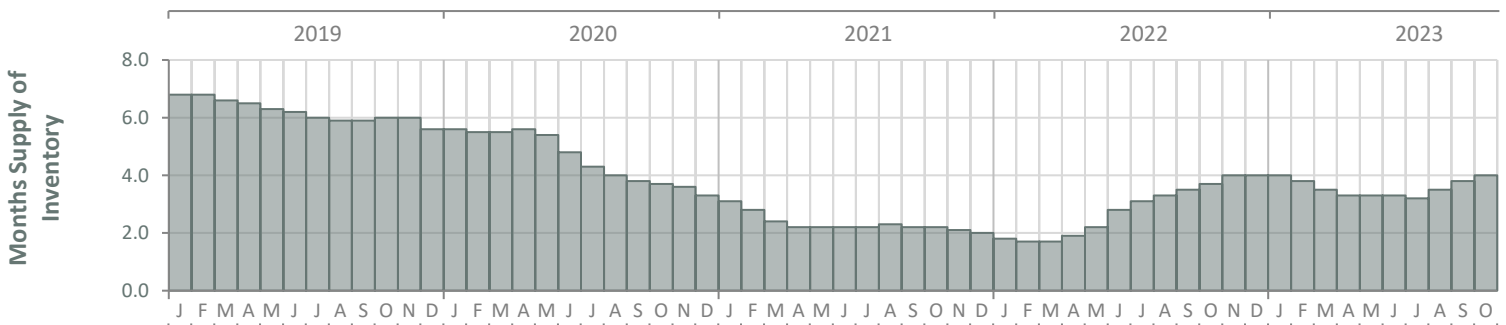


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.6	38.5%
<b>October 2023</b>	<b>4.0</b>	<b>8.1%</b>
September 2023	3.8	8.6%
August 2023	3.5	6.1%
July 2023	3.2	3.2%
June 2023	3.3	17.9%
May 2023	3.3	50.0%
April 2023	3.3	73.7%
March 2023	3.5	105.9%
February 2023	3.8	123.5%
January 2023	4.0	122.2%
December 2022	4.0	100.0%
November 2022	4.0	90.5%
October 2022	3.7	68.2%



# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

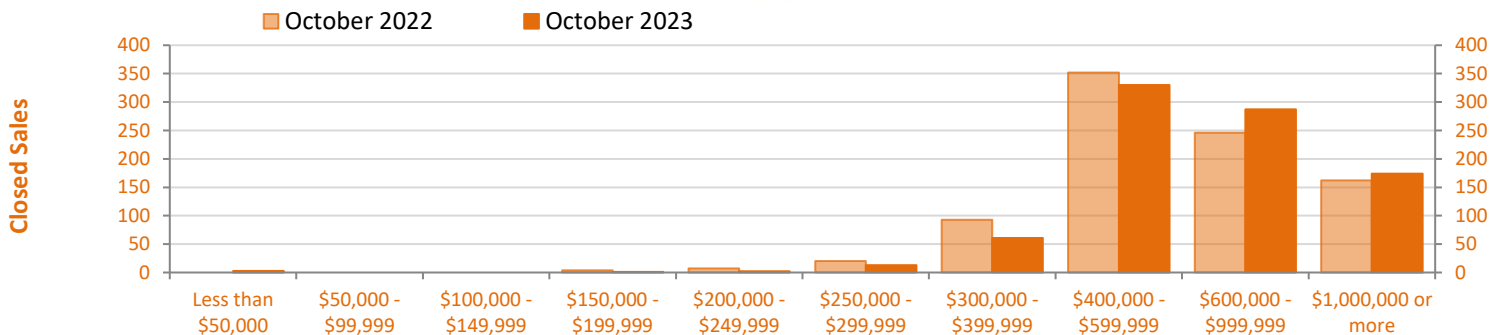


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	3	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	1	-75.0%
\$200,000 - \$249,999	2	-71.4%
\$250,000 - \$299,999	13	-35.0%
\$300,000 - \$399,999	61	-34.4%
\$400,000 - \$599,999	330	-6.3%
\$600,000 - \$999,999	287	16.7%
\$1,000,000 or more	174	7.4%

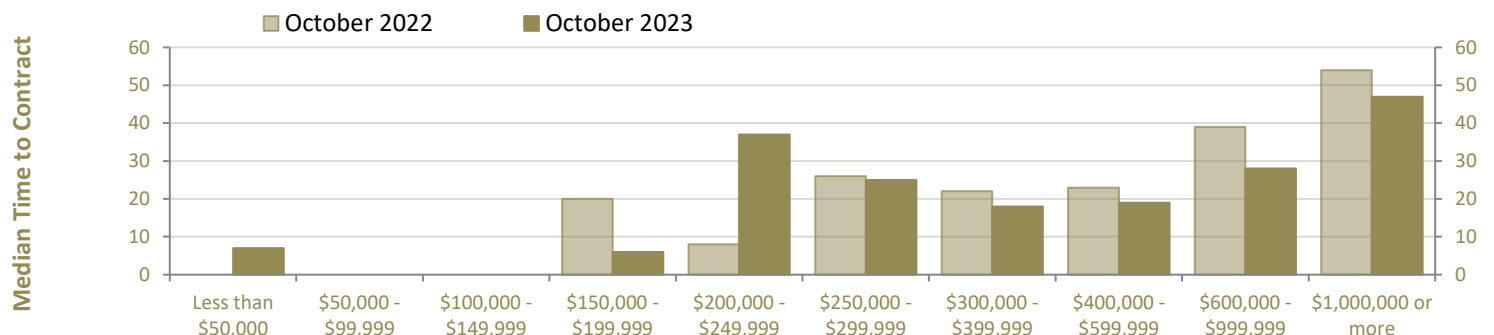


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	7 Days	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	6 Days	-70.0%
\$200,000 - \$249,999	37 Days	362.5%
\$250,000 - \$299,999	25 Days	-3.8%
\$300,000 - \$399,999	18 Days	-18.2%
\$400,000 - \$599,999	19 Days	-17.4%
\$600,000 - \$999,999	28 Days	-28.2%
\$1,000,000 or more	47 Days	-13.0%





# Monthly Market Detail - October 2023

## Single-Family Homes

### Miami-Dade County

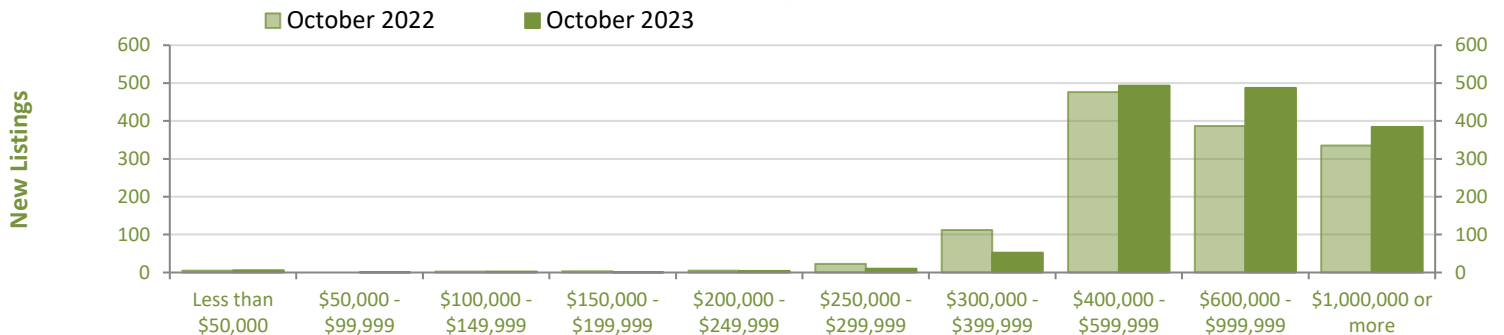


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	6	20.0%
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	1	-66.7%
\$200,000 - \$249,999	4	-20.0%
\$250,000 - \$299,999	10	-56.5%
\$300,000 - \$399,999	52	-53.6%
\$400,000 - \$599,999	493	3.6%
\$600,000 - \$999,999	487	25.8%
\$1,000,000 or more	384	14.6%

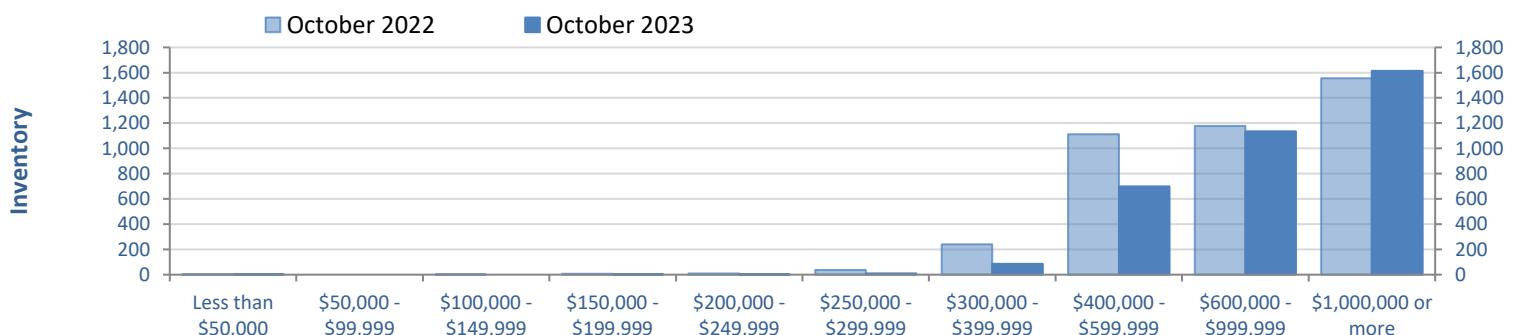


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

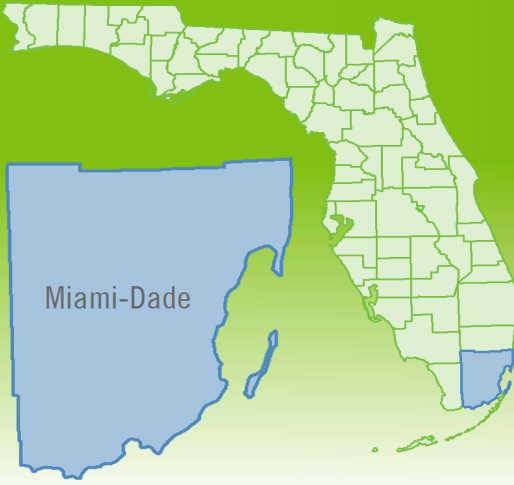
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	1	-85.7%
\$200,000 - \$249,999	2	-80.0%
\$250,000 - \$299,999	10	-73.0%
\$300,000 - \$399,999	86	-64.3%
\$400,000 - \$599,999	700	-37.0%
\$600,000 - \$999,999	1,135	-3.7%
\$1,000,000 or more	1,614	3.7%



# Monthly Distressed Market - October 2023

## Single-Family Homes

### Miami-Dade County



		October 2023	October 2022	Percent Change Year-over-Year
Traditional	Closed Sales	860	865	-0.6%
	Median Sale Price	\$619,532	\$580,000	6.8%
Foreclosure/REO	Closed Sales	10	15	-33.3%
	Median Sale Price	\$422,750	\$375,000	12.7%
Short Sale	Closed Sales	1	4	-75.0%
	Median Sale Price	\$620,000	\$465,000	33.3%

