



MIAMI, FLORIDA

Quarterly Survey of Miami Coastal Community Sales

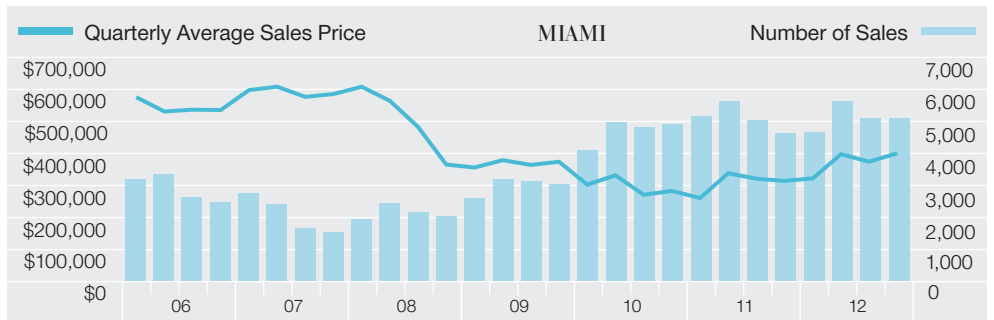
4Q-2012

ELLIMANREPORT

MIAMI

- **Number of sales jumped as listing inventory continued to fall** The number of sales were up 14% from year ago levels to 5,206, the highest fourth quarter total in more than six years. Listing inventory fell 17.6% from the prior year quarter to 11,657. The market share of distressed sales fell to 40.2%, the lowest total in 3 years.
- **All quarterly price indicators realized year-over-year gains in excess of 20%** Median sales price rose 27.3% above prior year levels to \$210,000. Average sales price increased 27.8% to \$402,626, while average price per square foot increased 21.5% to \$260 over the same period.
- **Listing discount and days on market slipped as market pace quickened** Days on market fell 5.6% from year ago levels to 68 days. Listing discount also compressed, falling from 8.7% to 7.7% over the same period.

Miami Market Matrix	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$402,626	7.1%	\$375,925	27.8%	\$314,995
Average Price per Sq Ft	\$260	5.3%	\$247	21.5%	\$214
Median Sales Price	\$210,000	7.7%	\$195,000	27.3%	\$165,000
Number of Sales (Closed)	5,206	3.1%	5,050	14.0%	4,568
Days on Market (From Last List Date)	68	-4.2%	71	-5.6%	72
Listing Discount (From Last List Price)	7.7%		6.1%		8.7%
Listing Inventory (active)	11,657	1.6%	11,468	-17.6%	14,153
Absorption Rate (mos)	6.7	-1.5%	6.8	-28.0%	9.3
Year-to-Date	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$377,225	N/A	N/A	21.8%	\$309,790
Average Price per Sq Ft	\$247	N/A	N/A	18.8%	\$208
Median Sales Price	\$195,000	N/A	N/A	23.4%	\$158,000
Number of Sales (Closed)	20,424	N/A	N/A	1.0%	20,225



The market pace within Miami's coastal communities continued to quicken in the fourth quarter. Distressed sale market share and listing inventory continued to fall, prices trended markedly higher, properties sold faster with less negotiability, and international buyers continued to play a key role in demand.

All price indicators posted large increases from year ago levels; median sales price jumped 27.3% to \$210,000, average sales price surged

27.8% to \$402,626, and average price per square foot increased 21.5% to \$260. A portion of these substantial gains was attributable to the continued decline in market share of lower priced distressed sales, which fell to a 3-year low at 40.2%. However, the average sales price of non-distressed condo and single-family sales still jumped 16.6% above prior year levels.

Listing inventory continued to fall throughout the quarter, placing more pressure on housing

prices. There were 11,657 listings at the end of the quarter, 17.6% fewer than in the same quarter last year. The number of sales jumped 14% to 5,206 from the same period a year ago. As a result of falling supply and rising demand, days on market, the number of days from the last price change to contract date, fell 5.6% to 68 days. Listing discount, the percentage difference between the list price at the time of contract and the contract price, fell to 7.7% from 8.7% in the same period a year ago.

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

• Large year-over-year rise in price indicators

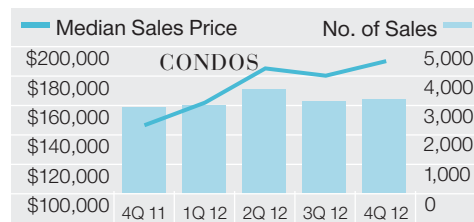
Median sales price jumped 30.1% from the prior year quarter to \$190,000. Average sales price and average price per square foot rose 26% and 22.8% respectively over the same period.

• Sales edged higher as inventory continued to decline

There were 3,178 sales in the quarter, up 9% from prior year levels. Listing inventory fell 15.9% to 7,232 over the same period. Conventional mortgage purchases expanded 1.1% to 18.8%, as cash purchases slipped 1.8% to account for 74.5% of all sales.

Condo Market Matrix	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$362,153	9.5%	\$330,712	26.0%	\$287,383
Average Price Per Sq Ft	\$296	6.9%	\$277	22.8%	\$241
Median Sales Price	\$190,000	5.6%	\$180,000	30.1%	\$146,000
Number of Sales	3,178	1.6%	3,129	9.0%	2,916
Days on Market (From Last List Date)	66	-5.7%	70	-9.6%	73
Listing Discount (From Last List Price)	6.4%		7.3%		8.0%
Listing Inventory (active)	7,232	4.9%	6,895	-15.9%	8,595
Absorption Rate (mos)	6.8	3.0%	6.6	-22.7%	8.8

Size	Med. Sales Price	% Chg (YR)
Studio	\$155,000	70.3%
1-bedroom	\$152,000	21.6%
2-bedroom	\$227,000	41.7%
3-bedroom	\$240,990	30.3%
4-bedroom	\$959,000	335.9%
5-bedroom	\$3,295,000	40.5%



SINGLE FAMILY

• All price indicators were up significantly as mortgage use expanded

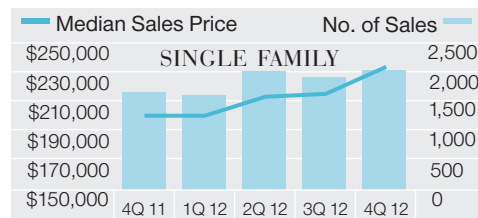
Median sales price increased 16.8% from prior year levels to \$233,500. Conventional mortgage and cash purchases expanded market share as an offset to the 3.2% decline in the use of FHA financing.

• Number of sales expanded and listing inventory continued to fall

There were 2,208 sales, 22.8% more than a year ago. Listing inventory fell 20.4% to 4,425 over the same period. As a result, the absorption rate fell to 6.5 months from 10.1 in the prior year quarter.

Single Family Market Matrix	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$466,050	3.7%	\$449,569	28.1%	\$363,733
Average Price Per Sq Ft	\$203	2.5%	\$198	21.6%	\$167
Median Sales Price	\$233,500	8.6%	\$215,000	16.8%	\$200,000
Number of Sales	2,028	5.6%	1,921	22.8%	1,652
Days on Market (From Last List Date)	70	-2.8%	72	0.0%	70
Listing Discount (From Last List Price)	9.7%		4.2%		9.8%
Listing Inventory (active)	4,425	-3.2%	4,573	-20.4%	5,558
Absorption Rate (mos)	6.5	-8.5%	7.1	-35.6%	10.1

Size	Med. Sales Price	% Chg (YR)
1-bedroom	\$38,000	-55.3%
2-bedroom	\$129,000	52.2%
3-bedroom	\$185,000	12.1%
4-bedroom	\$279,900	14.2%
5-bedroom	\$700,000	21.7%



LUXURY

• Condo prices were up sharply from prior year levels

Median sales price was up 32.6% to \$1,180,000. Average sales price and average price per square foot posted 24% and 19.5% gains respectively over the same period. The luxury market condo threshold was \$730,000.

• Single-family prices posted large gains

Median sales price was \$1,400,000, up 16.7% from prior year levels. The number of sales expanded 23% to 203 over the same period. The luxury market single-family threshold was \$850,000.

Luxury Market Matrix - Condos	3Q-2012	% Chg (QRT)	2Q-2012	% Chg (YR)	3Q-2011
Average Sales Price	\$1,659,694	12.2%	\$1,479,593	24.0%	\$1,338,246
Average Price Per Square Foot	\$699	6.4%	\$657	19.5%	\$585
Median Sales Price	\$1,180,000	2.6%	\$1,150,000	32.6%	\$890,000
Number of Sales	317	1.9%	311	8.6%	292
Days on Market (From Last List Date)	49	-12.5%	56	-3.9%	51
Listing Discount (From Last List Price)	8.4%		8.5%		10.8%

Luxury Market Matrix - Single Family	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$2,333,400	0.4%	\$2,323,242	35.4%	\$1,723,393
Average Price Per Square Foot	\$501	1.2%	\$495	29.1%	\$388
Median Sales Price	\$1,400,000	7.9%	\$1,297,500	16.7%	\$1,200,000
Number of Sales	203	5.7%	192	23.0%	165
Days on Market (From Last List Date)	52	-11.9%	59	2.0%	51
Listing Discount (From Last List Price)	14.6%		3.1%		13.3%

Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

NORTH

- **Condo price indicators posted double-digit gains** Median sales price increased 31.7% from the same period last year to \$270,000.
- **Single-family price trends continued to be skewed by larger sales** All price indicators showed large gains as the average sale jumped 33.3% in size.

MIAMI BEACH

- **Condo sales trended higher as prices surged** Sales rose 5.1% from prior year levels to 327. Median sales price surged 32.9% to \$319,000.
- **Single-family prices and sales higher** There were 44.7% more sales in the quarter, while all price indicators posted large double-digit gains.

SOUTH BEACH

- **Condo prices and sales were up** Median sales price rose 7.8% from prior year levels to \$275,000. Over the same period, sales increased 16.3% to 372.
- **Single-family sales up sharply** There were 18 sales, up from 13 in the prior year period. Price indicators were volatile, but also up sharply.

DOWNTOWN

- **Condo price indicators posted double-digit increases** Median sales price increased 26% from the same period last year to \$126,000.
- **Single-family sales showed pronounced gain from prior year quarter** There were 1,578 sales, 17.1% above prior year quarter levels.

SOUTH

- **Condo prices and sales indicators posted large gains** Median sales price increased 28.6% while sales rose 16.9% from the prior year period.
- **Single-family sales up sharply as prices showed modest increases** Number of sales surged 60.8% as median sales price edged 3.5% above prior year levels.

North Market Matrix (Condos)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$431,797	2.0%	\$423,198	26.4%	\$341,700
Average Price per Sq Ft	\$300	1.4%	\$296	20.0%	\$250
Median Sales Price	\$270,000	5.4%	\$256,250	31.7%	\$205,000
Number of Sales (Closed)	662	-3.5%	686	5.1%	630

North Market Matrix (Single Family)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$1,782,996	-30.8%	\$2,575,936	122.5%	\$801,472
Average Price per Sq Ft	\$549	-18.8%	\$676	66.9%	\$329
Median Sales Price	\$765,500	15.1%	\$665,000	47.2%	\$520,000
Number of Sales (Closed)	28	-28.2%	39	-22.2%	36

Note: This region includes Aventura, Bal Harbour, Bay Harbor Islands, Golden Beach, Indian Creek, North Bay Village, Sunny Isles and Surfside. The data is also contained within the other markets presented.

Miami Beach Market Matrix (Condos)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$605,106	8.6%	\$557,327	37.8%	\$439,030
Average Price per Sq Ft	\$450	5.6%	\$426	27.5%	\$353
Median Sales Price	\$319,000	5.5%	\$302,500	32.9%	\$240,000
Number of Sales (Closed)	327	7.6%	304	5.1%	311

Miami Beach Market Matrix (Single Family)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$2,479,632	19.7%	\$2,072,216	74.9%	\$1,417,846
Average Price per Sq Ft	\$671	18.8%	\$565	53.9%	\$436
Median Sales Price	\$1,263,500	-6.9%	\$1,357,500	26.4%	\$1,000,000
Number of Sales (Closed)	68	6.3%	64	44.7%	47

Note: This region includes Miami Beach, Fisher Island and Key Biscayne. The data is also contained within the other markets presented.

South Beach Market Matrix (Condos)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$683,676	18.8%	\$575,305	17.2%	\$583,214
Average Price per Sq Ft	\$666	10.3%	\$604	15.6%	\$576
Median Sales Price	\$275,000	1.9%	\$270,000	7.8%	\$255,000
Number of Sales (Closed)	372	9.1%	341	16.3%	320

South Beach Market Matrix (Single Family)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$2,720,111	-21.6%	\$3,469,875	24.9%	\$2,178,231
Average Price per Sq Ft	\$756	-8.5%	\$826	14.0%	\$663
Median Sales Price	\$2,319,000	27.9%	\$1,812,500	150.7%	\$925,000
Number of Sales (Closed)	18	125.0%	8	38.5%	13

Note: This region includes area within the 33139 zip code and the 33140 zip code with northern boundary of 30th Street. The data is also contained within the other markets presented.

Downtown Market Matrix (Condos)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$218,406	9.1%	\$200,259	24.4%	\$175,530
Average Price per Sq Ft	\$191	6.1%	\$180	24.8%	\$153
Median Sales Price	\$126,000	5.0%	\$120,000	26.0%	\$100,000
Number of Sales (Closed)	1,713	3.8%	1,650	9.4%	1,566

Downtown Market Matrix (Single Family)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$245,792	-3.8%	\$255,435	11.7%	\$220,132
Average Price per Sq Ft	\$121	-4.7%	\$127	9.0%	\$111
Median Sales Price	\$190,000	3.8%	\$183,000	11.8%	\$170,000
Number of Sales (Closed)	1,578	2.3%	1,543	17.1%	1,347

Note: This region includes area defined by Miami MLS as "Miami". The data is also contained within the other markets presented.

South Market Matrix (Condos)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$372,548	3.8%	\$358,821	34.3%	\$277,423
Average Price per Sq Ft	\$251	-8.4%	\$274	16.7%	\$215
Median Sales Price	\$270,000	10.2%	\$245,000	28.6%	\$210,000
Number of Sales (Closed)	104	-23.0%	135	16.9%	89

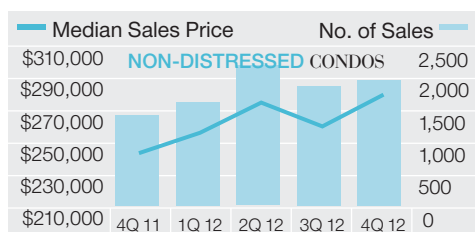
South Market Matrix (Single Family)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$862,467	10.4%	\$781,434	-0.2%	\$863,923
Average Price per Sq Ft	\$280	10.7%	\$253	1.8%	\$275
Median Sales Price	\$564,000	2.5%	\$550,000	3.5%	\$545,000
Number of Sales (Closed)	336	25.8%	267	60.8%	209

Note: This region includes Coconut Grove, Coral Gables, Palmetto Bay, Pinecrest and South Miami. The data is also contained within the other markets presented.

NON-DISTRESSED

- Double-digit price gains in condos and single families** Median condo sales prices jumped 15.2% from the same period last year to \$280,000. Average sales price and average price per square foot increased 12.2% and 13.2% respectively over the same period.
- Number of sales surged above prior year levels** Sales of both condos and single families increased sharply from the same period last year. Condo sales jumped 38.1% to 1,970, while single-family sales jumped 41.8% to 1,143. Despite the gains, days on market for both housing types remained nearly unchanged from prior year levels.

Non-Distressed (Condos)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$498,164	9.0%	\$456,956	12.2%	\$443,801
Average Price Per Sq Ft	\$378	5.6%	\$358	13.2%	\$334
Median Sales Price	\$280,000	7.7%	\$260,000	15.2%	\$243,139
Number of Sales	1,970	4.8%	1,880	38.1%	1,426
Days on Market (From Last List Date)	47	-4.1%	49	0.0%	47
Listing Discount (From Last List Price)	7.2%		7.5%		9.6%
Non-Distressed (Single Family)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$683,261	4.4%	\$654,417	22.0%	\$559,827
Average Price Per Sq Ft	\$267	3.5%	\$258	19.7%	\$223
Median Sales Price	\$338,000	7.3%	\$315,000	20.3%	\$281,000
Number of Sales	1,143	6.5%	1,073	41.8%	806
Days on Market (From Last List Date)	50	-9.1%	55	-5.7%	53
Listing Discount (From Last List Price)	11.1%		4.7%		11.0%



Note: This category excludes all foreclosure and short sales. The data is also contained within the other markets presented.

DISTRESSED

- Prices continued to rise** Falling inventory pressed distressed housing prices higher. The average sales price for all distressed sales increased 5% from prior year levels. With the judicial backlog of foreclosure actions, supply was slow to enter the market. The median condo sales price edged 3.4% higher to \$102,409, while median single-family sales price increased 12.8% from the same period last year.
- Number of condo sales fell sharply** Condo sales contracted acutely, falling 18.9% from the prior year quarter to 1,208, as single-family sales increased 4.6% to 885 over the same period. Both condo and single family sales have been falling since the first quarter of 2011.

Distressed (Condos)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$140,347	-1.3%	\$142,161	1.9%	\$137,683
Average Price Per Sq Ft	\$131	-2.2%	\$134	1.6%	\$129
Median Sales Price	\$102,409	2.4%	\$100,000	3.4%	\$99,000
Number of Sales	1,208	-2.3%	1,236	-18.9%	1,490
Days on Market (From Last List Date)	94	-5.1%	99	-1.1%	95
Listing Discount (From Last List Price)	1.5%		1.4%		3.4%
Distressed (Single Family)	4Q-2012	% Chg (QRT)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$185,517	-2.5%	\$190,368	4.9%	\$176,910
Average Price Per Sq Ft	\$95	-4.0%	\$99	0.0%	\$95
Median Sales Price	\$157,900	5.3%	\$150,000	12.8%	\$140,000
Number of Sales	885	4.4%	848	4.6%	846
Days on Market (From Last List Date)	94	2.2%	92	8.0%	87
Listing Discount (From Last List Price)	3.4%		1.8%		6.2%



Note: This category is comprised of foreclosure and short sales. The data is also contained within the other markets presented.

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Douglas Elliman Real Estate

1111 Lincoln Road, Suite 805
Miami Beach, FL 33139
305.695.6300 / ellimanflorida.com

Miller Samuel Inc. Real Estate Appraisers & Consultants

21 West 38th Street
New York, NY 10018
212.768.8100 / millersamuel.com

For more information or electronic copies of this report please visit ellimanflorida.com.
Email report author Jonathan J. Miller at jmiller@millersamuel.com with questions or comments. **Methodology:** <http://www.millersamuel.com/research-reports/methodology>

THE COASTAL COMMUNITIES OF MIAMI, FLORIDA

Aventura, Bal Harbour, Bay Harbor Islands, Coconut Grove, Coral Gables, Downtown, Fisher Island, Golden Beach, Indian Creek, Key Biscayne, Miami Beach, North Bay Village, Palmetto Bay, Pinecrest, South Beach, South Miami, Sunny Isles and Surfside.