MIAMI, FLORIDA

Quarterly Survey of Miami Coastal Community Sales

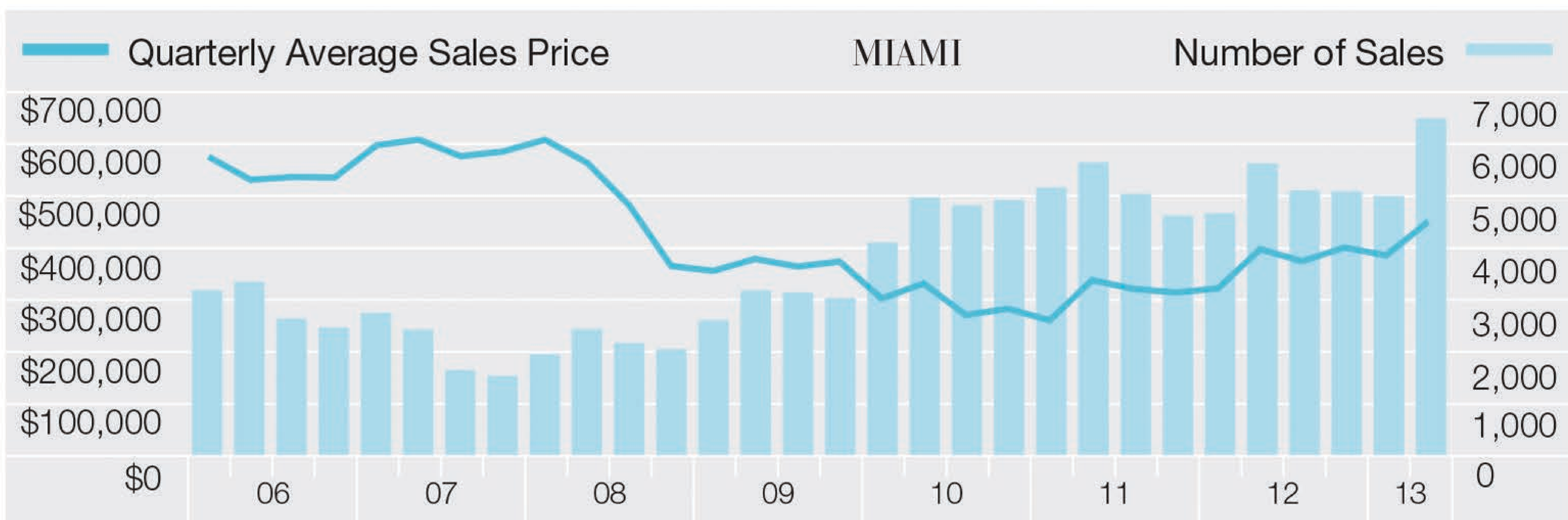
2Q-2013

ELLIMANREPORT

MIAMI

- **Most sales in over 7 years, non-distressed sales surged as distressed sales fell** The overall number of sales rose by 15.4% to 6,416 to the highest total since we began tracking this metric in 2006. The market share for non-distressed sales comprised 67.2% of all market sales, up from 46.6% in the same quarter three years ago.
- **Price indicators showed large gains** Median sales price jumped 19.1% to $234,000 from the prior year quarter. Average sales price rose by 13.5% to $453,556 over the same period reaching the highest level since the third quarter of 2008.
- **Inventory fell with most of the loss from distressed listings** There were 9,490 listings at the end of the second quarter, 18.8% less than in the prior year quarter. Distressed inventory fell by 44.1% and non-distressed inventory was down by 12% over the same period.

Miami Market Matrix	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$453,556	17.1%	$387,435	13.5%	$399,440
Average Price per Sq Ft	$294	12.2%	$262	14.4%	$257
Median Sales Price	$234,000	11.4%	$210,100	19.1%	$196,500
Number of Sales (Closed)	6,416	29.9%	4,940	15.4%	5,558
Days on Market (From Last List Date)	64	0.0%	64	-5.9%	68
Listing Discount (From Last List Price)	6.1%		6.9%		7.4%
Listing Inventory (active)	9,490	-13.6%	10,990	-18.8%	11,689
Absorption Rate (mos)	4.4	-34.3%	6.7	-30.2%	6.3
Year-to-Date	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$424,793	N/A	N/A	16.4%	$364,865
Average Price per Sq Ft	$280	N/A	N/A	16.7%	$240
Median Sales Price	$225,000	N/A	N/A	19.0%	$189,000
Number of Sales (Closed)	11,356	N/A	N/A	11.7%	10,168



The Miami housing market continued to show heavy sales volume, declining foreclosure activity and rising prices. It remains largely a cash market with low inventory levels. All price indicators continued to show double-digit year-over-year increases. Median sales price rose by 19.1% to $234,000 from the prior year quarter with average sales price and price per square foot showing a similar trend. With the decline in inventory continuing to define the overall market, listing inventory has fallen by 41.7% over the past two years and 18.8% over the past year to 9,490 units. However, the decline in inventory levels was largely due to the decline in the number of distressed properties, falling by 44.1%. Non-distressed inventory fell by 12% compared to the prior year quarter. Despite the decline in supply, the number of sales continued to expand. There were 6,416 sales in the second quarter, 15.4% above the prior year quarter and the most sales of any quarter in more than 7 years. The mix of sales continued to shift from lower-priced distressed properties to higher priced non-distressed sales. The market share of non-distressed sales has expanded sharply in two years, rising to 67.2% from 46.6% in the same quarter three years ago. Cash purchases continued to dominate activity, accounting for 63.5% of overall sales. Within the condo market, there appears to be little difference in the use of cash for purchase type, accounting for 72.9% of non-distressed sales and 79.9% of distressed sales.

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.

NIKI HIGGINS
Director of Luxury Sales
Cell: +1.954.817.2500
Office: +1.954.828.1858
Email: niki.higgins@elliman.com

DouglasElliman EST. 1911 REAL ESTATE

PREPARED BY MILLER SAMUEL INC.
Appraisal and Consulting Services

CONDOS

- **Number of sales jumped as inventory saw modest decline** There were 4,013 sales in the second quarter, 13.1% above the prior year quarter. Inventory fell by 7% to 6,567 over the same period with most of the decline attributable to distressed listings.
- **Price indicators showed large gains, while average sale size fell** Median sales price rose 16.2% to $215,000 from the prior-year quarter with the other indicators showing similar patterns. However, the average size of a sale fell by 1.7% to 1,218 square feet.

Condo Market Matrix	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$399,365	11.7%	$357,497	11.9%	$356,779
Average Price Per Sq Ft	$328	8.6%	$302	13.9%	$288
Median Sales Price	$215,000	10.5%	$194,500	16.2%	$185,000
Number of Sales	4,013	29.6%	3,097	13.1%	3,547
Days on Market (From Last List Date)	61	0.0%	61	-9.0%	67
Listing Discount (From Last List Price)	5.4%		6.7%		6.1%
Listing Inventory (active)	6,567	-13.5%	7,588	-7.0%	7,063
Absorption Rate (mos)	4.9	-33.8%	7.4	-18.3%	6.0

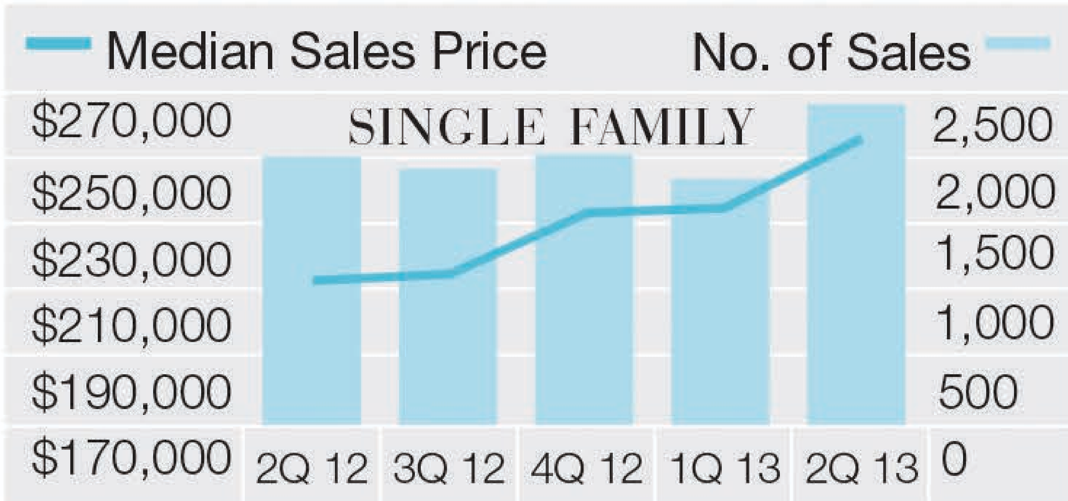
Size	Med. Sales Price	% Chg (YR)
Studio	$160,000	46.8%
1-bedroom	$183,000	22.0%
2-bedroom	$250,000	12.4%
3-bedroom	$250,000	-12.3%
4-bedroom	$820,000	32.8%
5-bedroom	$4,275,000	178.6%

SINGLE FAMILY

- **Price indicators surged as average sale size slipped** Median sales price increased 20.2% to $256,000 from the prior-year quarter. Average sales price and average price per square foot increased 14.6% and 16.3% respectively over the same period, yet the average size of a sale fell by 1.4% to 2,305 square feet over the same period.
- **Listing inventory fell sharply as sales jumped** The number of sales jumped 19.5% to 2,403 from the prior year quarter. Listing inventory fell by 36.8% to 2,923 over the same period.

Single Family Market Matrix	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$544,056	24.3%	$437,744	14.6%	$474,686
Average Price Per Sq Ft	$236	21.0%	$195	16.3%	$203
Median Sales Price	$256,000	8.9%	$235,000	20.2%	$213,000
Number of Sales	2,403	30.4%	1,843	19.5%	2,011
Days on Market (From Last List Date)	68	-1.4%	69	-2.9%	70
Listing Discount (From Last List Price)	7.2%		7.2%		9.7%
Listing Inventory (active)	2,923	-14.1%	3,402	-36.8%	4,626
Absorption Rate (mos)	3.6	-34.5%	5.5	-47.8%	6.9

Size	Med. Sales Price	% Chg (YR)
1-bedroom	$423,750	401.5%
2-bedroom	$118,949	3.4%
3-bedroom	$210,000	20.0%
4-bedroom	$310,000	21.6%
5-bedroom	$865,000	12.0%



LUXURY

- **Condo price indicators saw more modest gains than overall market** Median sales price expanded by 2.7% to $1,250,000 from prior year level. The luxury market entry threshold registered at $791,500, 5.5% over the same period.
- **Single-family price indicators and threshold jumped** The entry threshold expanded to $975,000, 8.9% higher compared to the prior year level. Median sales price rose by 12.5% to $1,800,000 over the same period. Listing discount fell by 3.5% to 9.4% from the prior-year quarter.

Luxury Market Matrix - Condos	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$1,720,648	9.5%	$1,571,329	6.0%	$1,623,918
Average Price Per Square Foot	$727	4.6%	$695	5.8%	$687
Median Sales Price	$1,250,000	8.7%	$1,150,000	2.7%	$1,217,000
Number of Sales	428	38.5%	309	20.6%	355
Days on Market (From Last List Date)	49	2.1%	48	2.1%	48
Listing Discount (From Last List Price)	6.1%		9.6%		7.2%

Luxury Market Matrix - Single Family	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$2,801,070	38.3%	$2,024,799	10.8%	$2,527,962
Average Price Per Square Foot	$577	30.0%	$444	16.1%	$497
Median Sales Price	$1,800,000	27.2%	$1,415,000	12.5%	$1,600,000
Number of Sales	240	30.4%	184	19.4%	201
Days on Market (From Last List Date)	56	1.8%	55	-1.8%	57
Listing Discount (From Last List Price)	9.4%		9.6%		12.9%

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.

Niki Higgins
Seaside Properties Group at Douglas Elliman

NORTH

- **Condo price indicators surged as sales stabilized** Median sales price jumped 20.9% to $299,000 from the prior year quarter. Sales increased 1.1% over the same period.
- **Single family sales fell as prices jumped** The number of sales fell 11.9% as median sales price surged 40% to $675,000 from the prior year quarter.

MIAMI BEACH

- **Condo sales unchanged as price indicators surged** There were 406 sales, essentially unchanged from prior year levels. Median sales price increased by 34.5% over the same period.
- **Single-family sales surged from prior year low** Number of sales increased by more than five times from 3.5-year low to 3.5-year high.

SOUTH BEACH

- **Condo price indicators were pulled down by shift to smaller units** The average square footage fell by 10.7% to 949, pulling the median sales price down 8.3%.
- **Single-family sales unchanged** There were 15 sales in the second quarter, unchanged from the prior year period.

DOWNTOWN

- **Condo prices show large gains as size slipped** Median sales price increased by 20.8% as the average square footage fell by 3.6% to 1,136 from prior year levels.
- **Single-family price indicators were mixed** Median sales price increased 17% and average sales price fell 13.8% from the prior year quarter.

SOUTH

- **Condo price indicators and sales posted sharp gains** The number of sales jumped 19.3% and median sales price increased by 23.5% from the prior-year quarter.
- **Single-family price indicators and sales increased** Median sales price increased 6.5% and the number of sales surged 38.6% from the same period last year.

North Market Matrix (Condos)	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$512,326	7.2%	$477,999	22.7%	$417,383
Average Price per Sq Ft	$340	3.7%	$328	17.6%	$289
Median Sales Price	$299,000	1.4%	$295,000	20.9%	$247,250
Number of Sales (Closed)	835	33.0%	628	1.1%	826
North Market Matrix (Single Family)	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$1,165,865	3.0%	$1,131,730	24.2%	$938,586
Average Price per Sq Ft	$422	6.6%	$396	26.7%	$333
Median Sales Price	$675,000	-17.2%	$815,000	40.0%	$482,000
Number of Sales (Closed)	37	5.7%	35	-11.9%	42

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)	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$689,437	26.8%	$543,693	31.1%	$525,996
Average Price per Sq Ft	$524	14.2%	$459	26.3%	$415
Median Sales Price	$403,500	33.4%	$302,500	34.5%	$300,000
Number of Sales (Closed)	406	23.8%	328	-0.5%	408
Miami Beach Market Matrix (Single Family)	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$2,848,134	100.3%	$1,422,211	-0.7%	$2,869,050
Average Price per Sq Ft	$776	68.3%	$461	0.0%	$776
Median Sales Price	$1,400,000	48.6%	$942,000	-36.1%	$2,190,000
Number of Sales (Closed)	113	71.2%	66	465.0%	20

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)	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$658,843	7.5%	$612,923	-6.3%	$703,400
Average Price per Sq Ft	$694	6.9%	$649	4.8%	$662
Median Sales Price	$275,000	-1.8%	$280,000	-8.3%	$300,000
Number of Sales (Closed)	469	14.4%	410	9.1%	430
South Beach Market Matrix (Single Family)	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$4,590,183	51.7%	$3,026,190	30.6%	$3,514,700
Average Price per Sq Ft	$966	39.6%	$692	3.9%	$930
Median Sales Price	$2,200,000	-8.3%	$2,400,000	-2.2%	$2,250,000
Number of Sales (Closed)	15	-28.6%	21	0.0%	15

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)	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$240,736	14.0%	$211,114	16.0%	$207,520
Average Price per Sq Ft	$212	14.0%	$186	20.5%	$176
Median Sales Price	$145,000	10.7%	$131,000	20.8%	$120,000
Number of Sales (Closed)	2,142	33.2%	1,608	22.5%	1,748
Downtown Market Matrix (Single Family)	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$264,260	4.9%	$252,032	-13.8%	$306,665
Average Price per Sq Ft	$132	4.8%	$126	-10.2%	$147
Median Sales Price	$214,000	7.1%	$199,900	17.0%	$182,900
Number of Sales (Closed)	1,833	25.7%	1,458	12.4%	1,631

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)	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$436,621	41.8%	$308,012	44.0%	$303,127
Average Price per Sq Ft	$304	18.3%	$257	30.5%	$233
Median Sales Price	$318,000	38.3%	$230,000	23.5%	$257,500
Number of Sales (Closed)	161	30.9%	123	19.3%	135
South Market Matrix (Single Family)	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$1,090,480	18.4%	$921,192	8.4%	$1,006,277
Average Price per Sq Ft	$338	13.8%	$297	15.4%	$293
Median Sales Price	$692,000	17.6%	$588,500	6.5%	$650,000
Number of Sales (Closed)	420	59.7%	263	38.6%	303

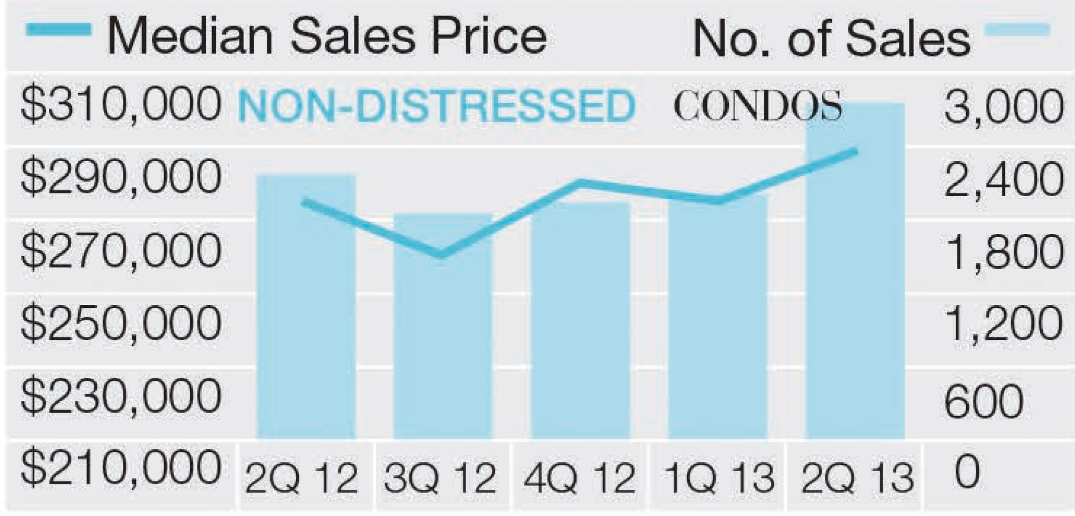
Note: This region includes Coconut Grove, Coral Gables, Palmetto Bay, Pinecrest and South Miami. The data is also contained within the other markets presented.

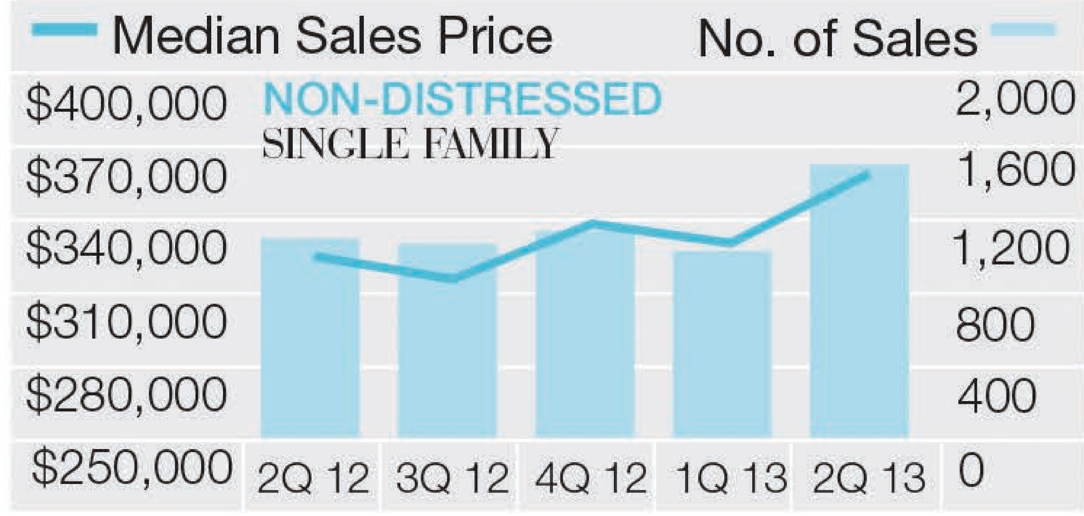
Niki Higgins
Seaside Properties Group at Douglas Elliman

NON–DISTRESSED

- **Both condo and single-family housing markets experienced surge in sales** The number of condo sales jumped by 27.1% to 2,797 from the prior year quarter. Single-family sales showed the same pattern, rising by 37% to 1,512 over the same period. Listing inventory declined 12% to 8,108 from the prior-year quarter.
- **Price indicators continued to rise as days on market kept at fast pace** Median sales price for condos rose 5.1% to $289,000 and single family homes increased 10.6% to $359,000 respectively over the same period. Days on market for condos and single-family properties remained essentially unchanged at 47 days and 53 days respectively from the prior-year quarter.

Non-Distressed (Condos)	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$508,601	9.3%	$465,438	5.2%	$483,385
Average Price Per Sq Ft	$394	6.2%	$371	8.8%	$362
Median Sales Price	$289,000	5.1%	$275,000	5.1%	$275,000
Number of Sales	2,797	37.2%	2,038	27.1%	2,201
Days on Market (From Last List Date)	47	4.4%	45	0.0%	47
Listing Discount (From Last List Price)	6.2%		7.8%		7.4%
Non-Distressed (Single Family)	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$749,335	20.4%	$622,242	4.3%	$718,467
Average Price Per Sq Ft	$294	18.1%	$249	9.3%	$269
Median Sales Price	$359,000	8.8%	$330,000	10.6%	$324,500
Number of Sales	1,512	46.2%	1,034	37.0%	1,104
Days on Market (From Last List Date)	53	6.0%	50	-1.9%	54
Listing Discount (From Last List Price)	7.9%		8.1%		10.8%



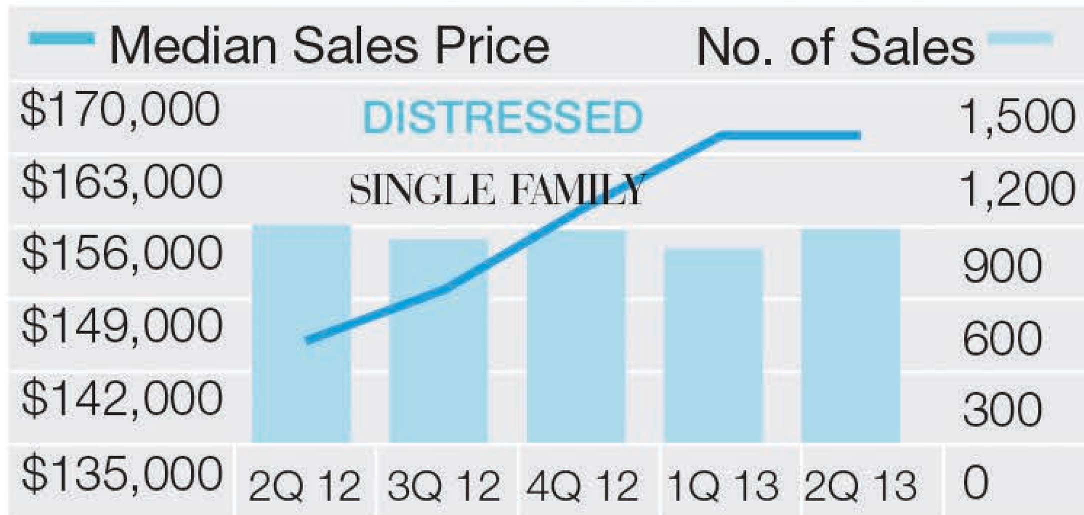


Note: This category excludes all foreclosure and short sales. The data is also contained within the other markets presented.

DISTRESSED

- **Price indicators above prior year levels as sales fell** Median sales price for condos and single-family sales jumped 15% to $115,000 and 13.8% to $165,000 respectively from the same period last year. The number of sales showed the opposite trend with condos falling 9.7% to 1,216 and single-family sales decreasing by 1.9% to 891 from the prior year quarter.
- **Listing inventory continued to drop as market share fell to a multi-year low** The market share of distressed sales fell to 32.8% of all sales, the lowest point since we began tracking this metric in the first quarter of 2010. Distressed inventory fell 44.1% to 1,382 from the prior-year quarter.

Distressed (Condos)	2Q-2013	%Chg (QRT)	1Q-2013	%Chg (YR)	2Q-2012
Average Sales Price	$148,105	-1.1%	$149,770	-1.1%	$149,751
Average Price Per Sq Ft	$141	-1.4%	$143	1.4%	$139
Median Sales Price	$115,000	3.1%	$111,500	15.0%	$100,000
Number of Sales	1,216	14.8%	1,059	-9.7%	1,346
Days on Market (From Last List Date)	92	3.4%	89	-5.2%	97
Listing Discount (From Last List Price)	-0.9%		0.4%		-1.0%
Distressed (Single Family)	**2Q-2013**	**%Chg (QRT)**	**1Q-2013**	**%Chg (YR)**	**2Q-2012**
Average Sales Price	$195,704	-3.1%	$201,934	10.1%	$177,812
Average Price Per Sq Ft	$103	-1.9%	$105	12.0%	$92
Median Sales Price	$165,000	0.0%	$165,000	13.8%	$145,000
Number of Sales	891	10.1%	809	-1.9%	908
Days on Market (From Last List Date)	93	0.0%	93	5.7%	88
Listing Discount (From Last List Price)	2.8%		3.7%		4.3%



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

Niki Higgins
Seaside Properties Group at Douglas Elliman
2100 N. Ocean Boulevard, Suite 402
Fort Lauderdale, FL 33305
+1.954.828.1858

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 elliman.com/marketreports. Email report author Jonathan J. Miller at jmiller@millersamuel.com with questions or comments. Methodology: http://www.millersamuel.com/research-reports/methodology