COMPASS OFFICES

Coconut Grove
2550 South Bayshore Drive, Suite 106

Miami Beach
605 Lincoln Road, 7th Floor

Fort Lauderdale
1200 East Las Olas Boulevard, Suite 103

Naples
800 Laurel Oak Drive Suite 400

Boca Raton
101 N Federal Highway 5th Floor

*All reports are published October 2020, based on Q3 information available on October 10th, 2020. Reports presented are based on data supplied by Trendgraphix. Trendgraphix does not guarantee or is not in anyway responsible for accuracy. Data maintained by Trendgraphix may not reflect all real estate activities in the outlined markets. Information deemed reliable but not guaranteed.

**All reports are published October 2020, based on 90-day average data available on October 2nd, 2020. All reports presented are based on data supplied by Altos Research. Altos Research does not guarantee or is not in anyway responsible for its accuracy. Data maintained by Altos Research may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.
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INTRODUCING COMPASS

How’s the Market?

The COVID-19 pandemic has altered the way we live, work, socialize, and shop, but Florida real estate remains resilient as buyers look for more space and good deals. While Q3 is typically a slower market, the desire for more space and the pause in closing activity in April caused pent-up demand. In higher price ranges, including the ultra-luxury sector, little inventory has been left on the table. Across the state, months of single-family-home inventory, based on closed sales, was down by anywhere from 55.3% YoY in Greater Tampa Bay to 36.1% in Palm Beach County.

As we are now entering Q4, we are beginning to see more of a demand for condos, but last quarter the demand for condos fluctuated greatly depending on location. In places like Miami where condos are typically smaller, there is a clear buyer’s market with 11.8 months worth of inventory available. The rest of the state, however, has shifted to a seller’s market, the strongest being in Tampa where there is only 1.7 months of inventory available, a 41.4% drop YoY.

Overall, Q3 activity was up compared to the height of the COVID-19 pandemic, a testament to the industry’s resilience as many agents adapted modern tools and technology to best service their clients. For buyers today, there are still opportunities to purchase homes that may not have been financially available before, while the long-term future is less clear as the shrinking inventory is beginning to cause climbing prices, despite historically low mortgage rates. For sellers, it is now time to capitalize on investments prior to further changes in the market and take advantage of the increased demand by placing homes on the market positioned to sell. Now more than ever, we are seeing that accurately priced homes are receiving multiple offers while homes that are not priced accurately sit on the market waiting for a buyer. All of these cases stress the importance of working with quality agents who deeply understand the market and have access to the latest technology.

The team at Compass has spent the last seven months since the onset of COVID-19 developing new tools and strategies to better serve our communities and agents. With over 1,000 highly-skilled real estate professionals across the state, we are committed to providing a seamless process every step of the way, no matter what challenges emerge. We hope this report—which outlines real estate trends across 68 of our regions’ neighborhoods—provides you with valuable information and insights for your real estate journey.
At Compass, our mission is to help everyone find their place in the world. We draw inspiration and invigoration not from a simple real estate transaction, but from what it means to help a family settle into the perfect home, a place ideally suited for your needs, wants, goals, and lifestyle. No one honors this journey quite like the agents of Compass; in the sea of emotional variables that come with buying or selling a home, a Compass agent is your constant.

We turned to our expert Florida community to see what trends they have been seeing, from the average number of offers received on their last listing to their typical clients’ wishes and urgency. When you’re ready to buy or sell, they will help you find not just a home, but the perfect cornerstone of your life.

**AVERAGE NUMBER OF OFFERS RECEIVED ON LAST LISTING**

**FEATURES DESIRED BY HOME BUYERS**

(compared to Q2):

- 21% More outdoor space
- 20% Home office
- 16% No change to search criteria
- 14% Swimming pool
- 13% More indoor space
- 5% Bigger kitchen
- 5% Gym
- 3% Other
- 1% Dock

**AVERAGE CLIENT’S URGENCY TO BUY**

(compared to Q2):

- 53% More urgent
- 30% Less urgent
- 17% Same level

**AVERAGE CLIENT’S URGENCY TO SELL**

(compared to Q2):

- 32% More urgent
- 16% Less urgent
- 53% Same level
Compass Advantage

ABOUT COMPASS

Compass takes a tech-driven, personalized approach to real estate by combining a collaborative agent community, in-house marketing strategy and design, and the industry’s most tenured leadership team.

#1
Our rank as the nation’s largest independent brokerage

1.9M+
Average monthly page views on Compass.com

$6.4B
Company valuation with $1.5B in financing raised

$91B
Sales volume

$2B
Gross revenue

$15B
Total capital raised
COMPASS CONCIERGE

Compass Concierge covers the cost of home improvements with no interest - ever. It’s the hassle-free way to sell your home faster and for a higher price with services like staging, flooring, painting, and more.

To date, serving over 12,000 projects ($12+ billion of listings)**

Learn more at compass.com/concierge

BRIDGE LOANS

When you sell your home with a Compass agent, you’ll have access to competitive rates and dedicated support from industry-leading lenders, with the exclusive option to get up to six months of your loan payments fronted using Compass Bridge Loans.

Learn more at compass.com/bridge-loan-services

PRIVATE EXCLUSIVES

Listing your home as a private exclusive allows you to control what information is shared about you and your home while still getting exposure to top agents at Compass. You can expect your listing to be an off-market home that can be shared by a Compass agent directly with their colleagues and their buyers. Property details aren’t disseminated widely and won’t appear on public home search websites.

Learn more at compass.com/private-exclusives

**Source: 27 East
Terms Defined

Single-Family
A standalone house is a free-standing residential building. It is sometimes referred to as a single-family home, as opposed to a multi-family residential dwelling.

Condo
A condominium, often shortened to condo, is a type of living space similar to an apartment but independently sellable and therefore regarded as real estate.

New Listings
A new property that has recently become available.

Under Contract
When a buyer has made an offer on a home and the seller has accepted, but the sale has not closed.

Pending
When the home is under contract and all contingencies have been removed, but the sale is not yet closed.

Closed Sales
Figures for the last twelve months are based on known closings recorded at the time the report is prepared.

Average Sales Price
The value of all closed sales divided by the number of properties sold.

Sale-to-List Ratio
Sold price divided by the original list price, shown as a percentage. If it’s above 100%, the home sold for more than the list price. If it’s less than 100%, the home sold for less than the list price.

Market Action Index™
Developed by Altos Research, this is an at-a-glance measurement of market conditions. The Index compares rate of sales to inventory to determine if it is a buyer’s market or seller’s market.

Inventory / For Sale
Inventory represents the active supply of properties on the market. Any time a seller lists a property, it is considered to be part of inventory.

Median List Price
The median list price is the price in the very middle of a data set, with exactly half of the houses priced for less and half priced for more. We refer to the median price rather than the average price because it is less affected by outliers or properties that skew the perceived values in a particular housing market.

Price Per Square Foot ($/SF)
A calculation of the value of each square foot of area of a house or condo, most commonly used to compare similar properties. The price per square foot throughout the report is based on the list price.

Months of Inventory
A measure of how fast all the existing homes on the market would last assuming a) no more listings are added, and b) the rate at which homes sell is a constant.

Average Days on Market (DOM)
The average of the total number of days listings have been active on the market before either an offer is accepted or the agreement between real estate broker and seller ends.
Professional Perspective

Given the challenges this year, what impacts do you expect in the title and real estate industry?

We have been fortunate that despite the pandemic, due to record low interest rates and high buyer demand residential closings handled through both our law firm (Becker) and title company (Becker Title) have remained strong. In July of 2019, Florida’s remote online notarization (“RON”) law was passed. This law went into effect on January 1, 2020. Most lenders are still requiring that the note and mortgage are to be wet signed so we can only use RON for sellers to sign their closing documents. We offer our mobile notary service for buyers purchasing with financing and doc-u-sign for cash buyers. During the pandemic, our closing process has truly become more efficient than ever with the use of these technologies and services. In the future, I believe lenders will adapt and incorporate e-signing technologies into their software and platforms to allow for buyers to sign their loan documents electronically. I believe the title and closing process will continue to evolve and become even more digital in the future.

Elana Friedman Polashuk
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(c) 954.629.6652
(o) 954.85.4145
epolashuk@beckertitle.com
beckertitle.com

Your home is the destination. Getting there is the journey.

When it comes to buying and selling homes, our agents are intricately involved in every facet of the process, but finding the right real estate agent is only one piece of the puzzle. Along the way you’ll need to find a knowledgeable lender, a respected title company, and a savvy inspector for the final steps of due diligence. We connected with a few key professionals in Florida to provide their perspectives on what their industries are anticipating based on the market.
What kinds of observations have you noticed this last quarter in the Inspection industry? What do you anticipate seeing next quarter?

Due to the Florida stay-at-home order, there was an initial slowdown at the end of March that suppressed the typically heavy real estate sales volume through about mid-May. This slowdown created a springing effect though; like holding a spring tight and then releasing, the normally high seasonal volume channeled into the months of June through September. For the next quarter, typically we would anticipate a strong market into about mid-November, then we normally experience a sudden seasonal decline in transactions through the end of January. The current historically low-interest rates as well as a rush in pandemic-induced relocating that has been occurring could cause the real estate sales volume to remain higher than usual through the end of the year. Even if the worst were to occur, I don’t doubt that there will be a relatively stable market environment among real estate professionals who are truly seasoned in the market. Our home inspection company is well-positioned for whatever occurs in the months to come.

What kind of trends are you seeing in the mortgage industry?

Demand and volume aren’t slowing down any time soon. With the government’s recent announcement that their commitment is to keep interest rates low for years, it essentially solidifies that money will remain cheap and at (or near) record lows for the foreseeable future. Buyers can essentially purchase more house for less money than they could two or three years ago, which is exciting for people who were on the fence, or folks who are tired of paying rent. Now more than ever, a strong mortgage advisor and their respective teams will have the opportunity to really shine in this market.
Coast to Coast

Founded in 2012, Compass pairs best-in-class agents with cutting-edge technology and unparalleled marketing, becoming the country’s largest independent brokerage in six years. This innovative approach has secured $15 billion in capital from some of the world’s most prominent investors, including SoftBank, Fidelity, and Ken Chenault, CEO of American Express, allowing for the development of transformative tools and recruitment of top talent across every discipline to build a once-in-a-generation company.

300+ Offices Nationwide

17,000+ Agents
A MARKET SNAPSHOT

Central Florida | Greater Orlando

In Greater Orlando, local housing inventory has fallen to record lows this year, with less active homes than ever in 2020. In Q3, Orlando saw a 26.3% decrease in homes for sale YoY. Demand, however, slightly increased by 5.1%. Certain segments saw a considerable shift, including the $1M+ range, which had a 31.9% increase in sales with a 91% list-to-sell ratio. While the under $1M segment may be more stable compared to last year with a 2.4% increase in new listings and 4.9% increase in sold listings, home values are holding strong with a 97% list-to-sell ratio, large and in part due to a shrinkage of inventory, which is down by 27%. With only 1.6 months worth of inventory overall, Orlando is positioned as a strong sellers market. It is only in the $1M+ range that we begin to see months of inventory shift towards a buyer’s market, with 7.7 months of inventory available. Still, this is a 34.1% decrease YoY showing that the market is continuing to be squeezed by lower inventory.
### SINGLE FAMILY

**Q3 2020**

- **For Sale**: 7,355
  - ↓36.7% YoY

- **Sold**: 15,303
  - ↑10.5% YoY

- **Pending**: 16,024
  - ↑24.5% YoY

### CONDOS

**Q3 2020**

- **For Sale**: 1,518
  - ↑21.8% YoY

- **Sold**: 1,575
  - ↓4.6% YoY

- **Pending**: 1,749
  - ↑10.6% YoY

### Market Metrics

<table>
<thead>
<tr>
<th></th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SINGLE FAMILY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Months of Inventory</td>
<td>1.5</td>
<td>↓40%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>96%</td>
<td>↑1.1%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>53</td>
<td>0%</td>
</tr>
<tr>
<td><strong>CONDOS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Months of Inventory</td>
<td>2.9</td>
<td>↑26.1%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>95%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>60</td>
<td>↑5.3%</td>
</tr>
</tbody>
</table>
A MARKET SNAPSHOT

Central Florida | Greater Tampa Bay

Across all major markets in Florida, Greater Tampa Bay shows the strongest swing to a seller’s market in Q3, with only 1.2 months of residential home inventory available - a 45.2% drop YoY. The significant decrease in homes and condos for sale and increase in demand is pushing median sold prices up by 12.8% YoY, with the median home selling for $268,000. Additionally, new listings hitting the market have dropped to 19,363 - a .3% decrease YoY showing that this trend of pricing increase is likely to continue. Still, the current affordability of this metro area compared to other major markets such as Miami shows that it is a key time to sell. If you are in the market to buy, this is the time to capture the market before it increases beyond affordability.
## Single Family

<table>
<thead>
<tr>
<th>Category</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>For Sale</td>
<td>4,310</td>
<td>↓50.8%</td>
</tr>
<tr>
<td>Sold</td>
<td>13,265</td>
<td>↑8.7%</td>
</tr>
<tr>
<td>Pending</td>
<td>13,237</td>
<td>↑16.1%</td>
</tr>
<tr>
<td>Months of Inventory</td>
<td>1</td>
<td>↓55.3%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>97%</td>
<td>↑2.1%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>45</td>
<td>↓13.5%</td>
</tr>
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## Condos

<table>
<thead>
<tr>
<th>Category</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>For Sale</td>
<td>1,798</td>
<td>↓14.9%</td>
</tr>
<tr>
<td>Sold</td>
<td>2,835</td>
<td>↑13.2%</td>
</tr>
<tr>
<td>Pending</td>
<td>2,964</td>
<td>↑26.6%</td>
</tr>
<tr>
<td>Months of Inventory</td>
<td>2</td>
<td>↓19.6%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>95%</td>
<td>↑1.1%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>64</td>
<td>↑8.5%</td>
</tr>
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</table>
**Cocoa Beach**

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
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<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>44</td>
<td>33</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$215</td>
<td>$226</td>
</tr>
<tr>
<td>Average DOM</td>
<td>143</td>
<td>134</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$661,677</td>
<td>$649,912</td>
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**Q3 Market Action Index™**

Buyers | Sellers
---|---
39 | 100
0 | 30

**Kissimmee**

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>1,402</td>
<td>1,217</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$135</td>
<td>$149</td>
</tr>
<tr>
<td>Average DOM</td>
<td>116</td>
<td>139</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$285,428</td>
<td>$353,776</td>
</tr>
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</table>

**Q3 Market Action Index™**

Buyers | Sellers
---|---
42 | 100
0 | 30

**Graph Legend**
- Green: Buyer’s Market (Supply>Demand)
- Blue: Seller’s Market (Demand>Supply)
- Black: Balanced Market (Demand = Supply)
## Orlando

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>1,983</td>
<td>1,345</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$166</td>
<td>$178</td>
</tr>
<tr>
<td>Average DOM</td>
<td>101</td>
<td>99</td>
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<tr>
<td>Median List Price</td>
<td>$365,341</td>
<td>$395,244</td>
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Q3 Market Action Index™: 52 Buyers 30 Sellers 100

## Oviedo

<table>
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<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>170</td>
<td>111</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$163</td>
<td>$174</td>
</tr>
<tr>
<td>Average DOM</td>
<td>87</td>
<td>82</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$430,016</td>
<td>$467,996</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™: 53 Buyers 30 Sellers 100

---

*Graph Legend
- Green: Buyer’s Market (Supply>Demand)
- Blue: Seller’s Market (Demand>Supply)
- Black: Balanced Market (Demand = Supply)
## Central Florida

### Port Saint Lucie

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>1,938</td>
<td>607</td>
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<tr>
<td><strong>Average $/SF</strong></td>
<td>$141</td>
<td>$154</td>
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<tr>
<td><strong>Average DOM</strong></td>
<td>94</td>
<td>103</td>
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<tr>
<td><strong>Median List Price</strong></td>
<td>$250,551</td>
<td>$309,259</td>
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### Tampa

<table>
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<tr>
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<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
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<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>1,865</td>
<td>1,057</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$174</td>
<td>$200</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>99</td>
<td>97</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$354,234</td>
<td>$411,515</td>
</tr>
</tbody>
</table>

### Graph Legend

- **Green** | Buyer’s Market (Supply>Demand)
- **Blue**  | Seller’s Market (Demand>Supply)
- **Black** | Balanced Market (Demand = Supply)
# Central Florida

## Vero Beach

### Single Family Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>1,135</td>
<td>687</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$177</td>
<td>$194</td>
</tr>
<tr>
<td>Average DOM</td>
<td>182</td>
<td>217</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$362,030</td>
<td>$434,018</td>
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</table>

**Q3 Market Action Index**

0 Buyers 30 Sellers 100

## Winter Garden

### Single Family Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>337</td>
<td>292</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$164</td>
<td>$176</td>
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<tr>
<td>Average DOM</td>
<td>85</td>
<td>79</td>
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<tr>
<td>Median List Price</td>
<td>$451,431</td>
<td>$467,016</td>
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**Q3 Market Action Index**

0 Buyers 30 Sellers 100

*Graph Legend*  
- Green: Buyer’s Market (Supply > Demand)  
- Blue: Seller’s Market (Demand > Supply)  
- Gray: Balanced Market (Demand = Supply)
# Winter Park

## Central Florida

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>306</td>
<td>206</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$256</td>
<td>$287</td>
</tr>
<tr>
<td>Average DOM</td>
<td>120</td>
<td>125</td>
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<tr>
<td>Median List Price</td>
<td>$611,184</td>
<td>$715,935</td>
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</table>

**Q3 Market Action Index**

- **Sellers Market | Demand > Supply**
- **Buyer's Market (Supply > Demand)**
- **Balanced Market (Demand = Supply)**

*Graph Legend*
A MARKET SNAPSHOT

North Florida

In Q3 demand continued to outpace supply in North Florida, thanks to a 15.4% increase in sold listings (9,917) and a 35% YoY decline in inventory with only 9,243 new listings to market - a 5.7% decrease YoY and a significant 20.6% decrease from since September. These market conditions make way for an extremely strong 97% list-to-sell ratio and an increasing median sold price, which is up 8.8% to 260k. Overall, inventory is down to an all-year record low of 1.8 months of supply, a 39.2% decrease from last year and a significant shift into a strong seller’s market. Listings $1M+ in North Florida, however, have taken one of the biggest swings, with a 74.8% increase in sales YoY and an available inventory of 5.7 months. This is a YoY decrease of 60%, showing a swing from a buyer’s market to a balanced market but a 90.2% increase in pended listings show a clear indicator that we will likely move to a seller’s market in the months to come. Now is an ideal time to purchase a luxury home if you are in the market.
MARKET REPORT

SINGLE FAMILY Q3 2020

For Sale: 4,204 (↓38% YoY)
Sold: 7,922 (↑15.6% YoY)
Pending: 8,347 (↑27.4% YoY)

CONDOS Q3 2020

For Sale: 693 (↓23.8% YoY)
Sold: 983 (↑21.2% YoY)
Pending: 1,045 (↑33.1% YoY)

SINGLE FAMILY

<table>
<thead>
<tr>
<th></th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Inventory</td>
<td>1.8</td>
<td>↓39.50%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>97%</td>
<td>↑2.10%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>64</td>
<td>↓39.50%</td>
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</table>

CONDOS

<table>
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<tr>
<th></th>
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<th>YoY Change</th>
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<tbody>
<tr>
<td>Months of Inventory</td>
<td>2.3</td>
<td>↓34.70%</td>
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<tr>
<td>Sale-to-List Ratio</td>
<td>96%</td>
<td>↑1.10%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>69</td>
<td>↑7.8%</td>
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## Atlantic Beach

<table>
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<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>77</td>
<td>32</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$275</td>
<td>$315</td>
</tr>
<tr>
<td>Average DOM</td>
<td>143</td>
<td>95</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$617,265</td>
<td>$720,562</td>
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</table>

| Q3 Market Action Index™* |    48     | 0 Buyers | 30 Sellers | 100 |

## Jacksonville

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<tr>
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<td>Q3 2020</td>
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<tr>
<td>Average Active Listings</td>
<td>2,793</td>
<td>1,520</td>
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<td>Average $/SF</td>
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<td>$139</td>
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<td>Average DOM</td>
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<tr>
<td>Median List Price</td>
<td>$242,894</td>
<td>$265,799</td>
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</table>

| Q3 Market Action Index™* |    55     | 0 Buyers | 30 Sellers | 100 |

*Graph Legend:  
- Green: Buyer’s Market (Supply>Demand)  
- Blue: Seller’s Market (Demand>Supply)  
- Black: Balanced Market (Demand = Supply)
NORTH FLORIDA

Jacksonville Beach

<table>
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<th>CONDO INVENTORY</th>
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<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>123</td>
<td>46</td>
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<tr>
<td>Average $/SF</td>
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<td>$282</td>
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<td>Average DOM</td>
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<td>Median List Price</td>
<td>$555,008</td>
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Q3 Market Action Index™*

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Sellers</th>
</tr>
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<tbody>
<tr>
<td>0</td>
<td>30</td>
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St Augustine

<table>
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<th>CONDO INVENTORY</th>
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<td></td>
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<td>Q3 2020</td>
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<td>Average Active Listings</td>
<td>1,195</td>
<td>799</td>
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<tr>
<td>Average $/SF</td>
<td>$161</td>
<td>$181</td>
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<tr>
<td>Average DOM</td>
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<tr>
<td>Median List Price</td>
<td>$363,294</td>
<td>$378,625</td>
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Q3 Market Action Index™*

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>30</td>
</tr>
</tbody>
</table>

*Graph Legend  
- Green: Buyer’s Market (Supply>Demand)  
- Blue: Seller’s Market (Demand>Supply)  
- Gray: Balanced Market (Demand = Supply)
A MARKET SNAPSHOT

South Florida | Broward

Broward County saw a strong and steady recovery from COVID-19, with a 14.9% YoY decrease in for sale inventory and an increase in sales of 1.4% YoY. Overall, Broward is a strong seller’s market with 3.6 months of inventory available, a 16.3% decrease from last year. Drilling down, however, we see that the condo market is much more balanced with 5.5 months of inventory available, yet there’s been a 15.1% increase in the median price of condos, which currently is $198K, and a 10.9% increase in new listings to market YoY. On the single family side, Q3 saw a 40.9% decrease in available inventory YoY and a 44.3% decrease in months of inventory available. Only two months of inventory shows an extremely robust seller’s market. Perhaps most notable, the DOM for listings $1M+ is at a 12-month rolling low (141 days), pended listings are up 80.7%, sold listings are up 66%, and the list-to-sell ratio ratio is 88%.

If you are considering selling, now is a perfect time to list luxury homes or condos. For buyers looking for a deal, keep an eye on the condo market as it continues to shift.
SINGLE FAMILY
Q3 2020

- **For Sale**: 3,077 (↓40.9% YoY)
- **Pending**: 4,921 (↑9.9% YoY)
- **Sold**: 5,633 (↑31.9% YoY)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2020</th>
<th>YoY Change</th>
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<tbody>
<tr>
<td><strong>Months of Inventory</strong></td>
<td>2.0</td>
<td>↓44.3%</td>
</tr>
<tr>
<td><strong>Sale-to-List Ratio</strong></td>
<td>94%</td>
<td>↑1.1%</td>
</tr>
<tr>
<td><strong>Days on Market</strong></td>
<td>58</td>
<td>1.7%</td>
</tr>
</tbody>
</table>

CONDOS
Q3 2020

- **For Sale**: 7,873 (↑2.7% YoY)
- **Pending**: 5,317 (↑18.1% YoY)
- **Sold**: 4,311 (↓6.8% YoY)

<table>
<thead>
<tr>
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<th>Q3 2020</th>
<th>YoY Change</th>
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</thead>
<tbody>
<tr>
<td><strong>Months of Inventory</strong></td>
<td>5.5</td>
<td>↓10.0%</td>
</tr>
<tr>
<td><strong>Sale-to-List Ratio</strong></td>
<td>93%</td>
<td>0%</td>
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<tr>
<td><strong>Days on Market</strong></td>
<td>81</td>
<td>↑8.0%</td>
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## Coconut Creek

<table>
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<tr>
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<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
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</thead>
<tbody>
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<td><strong>SINGLE FAMILY INVENTORY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>87</td>
<td>63</td>
<td>-27.59%</td>
<td>64</td>
<td>57</td>
<td>-10.94%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$194</td>
<td>$199</td>
<td>3.04%</td>
<td>$180</td>
<td>$186</td>
<td>3.45%</td>
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<tr>
<td>Average DOM</td>
<td>71</td>
<td>73</td>
<td>2.82%</td>
<td>86</td>
<td>79</td>
<td>-8.14%</td>
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<tr>
<td>Median List Price</td>
<td>$397,465</td>
<td>$422,159</td>
<td>6.21%</td>
<td>$291,154</td>
<td>$309,308</td>
<td>6.24%</td>
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</table>

**Q3 Market Action Index™**

0 Buyers | 30 Sellers | 100

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<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
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<tbody>
<tr>
<td><strong>CONDO INVENTORY</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
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<td></td>
<td></td>
<td>100</td>
<td>135</td>
<td>35%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$241</td>
<td>$253</td>
<td>5.23%</td>
<td>$162</td>
<td>$167</td>
<td>2.95%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>142</td>
<td>161</td>
<td>13.38%</td>
<td>75</td>
<td>89</td>
<td>18.67%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$698,946</td>
<td>$842,822</td>
<td>20.58%</td>
<td>$214,834</td>
<td>$200,000</td>
<td>-6.91%</td>
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</tbody>
</table>

**Q3 Market Action Index™**

0 Buyers | 30 Sellers | 100

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## Davie

<table>
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<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
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<tbody>
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<td><strong>SINGLE FAMILY INVENTORY</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>285</td>
<td>179</td>
<td>-37.19%</td>
<td>100</td>
<td>135</td>
<td>35%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$241</td>
<td>$253</td>
<td>5.23%</td>
<td>$162</td>
<td>$167</td>
<td>2.95%</td>
</tr>
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<td>$842,822</td>
<td>20.58%</td>
<td>$214,834</td>
<td>$200,000</td>
<td>-6.91%</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

0 Buyers | 30 Sellers | 100

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- Black: Balanced Market (Demand = Supply)
## Fort Lauderdale

<table>
<thead>
<tr>
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<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>1,158</td>
<td>971</td>
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<tr>
<td>Average $/SF</td>
<td>$305</td>
<td>$346</td>
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<tr>
<td>Average DOM</td>
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<td>180</td>
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<tr>
<td>Median List Price</td>
<td>$668,481</td>
<td>$734,712</td>
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<table>
<thead>
<tr>
<th>Q3 Market Action Index™*</th>
<th>0 Buyers</th>
<th>30 Sellers</th>
<th>100</th>
</tr>
</thead>
</table>

*Graph Legend  
- Green: Buyer’s Market (Supply > Demand)  
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- Black: Balanced Market (Demand = Supply)

## Hallandale Beach

<table>
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<tr>
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<th>CONDO INVENTORY</th>
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<tr>
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<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>75</td>
<td>92</td>
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<td>Average $/SF</td>
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<td>Median List Price</td>
<td>$367,538</td>
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<table>
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<tr>
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<th>0 Buyers</th>
<th>30 Sellers</th>
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</table>
# Hillsboro Beach

## SINGLE FAMILY INVENTORY

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
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</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
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<td>8</td>
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<td>Average $/SF</td>
<td>$2,129</td>
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<td>Average DOM</td>
<td>268</td>
<td>244</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$24,111,538</td>
<td>$19,132,308</td>
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## CONDO INVENTORY

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>96</td>
<td>90</td>
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<tr>
<td>Average $/SF</td>
<td>$366</td>
<td>$386</td>
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<td>Median List Price</td>
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## Q3 Market Action Index™

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Sellers</th>
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<tbody>
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</table>

## Hollywood

## SINGLE FAMILY INVENTORY

<table>
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<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
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<tbody>
<tr>
<td>Average Active Listings</td>
<td>446</td>
<td>397</td>
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<td>Average $/SF</td>
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<td>$266</td>
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<td>Average DOM</td>
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<tr>
<td>Median List Price</td>
<td>$441,542</td>
<td>$479,115</td>
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## CONDO INVENTORY

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
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<tbody>
<tr>
<td>Average Active Listings</td>
<td>885</td>
<td>993</td>
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<tr>
<td>Average $/SF</td>
<td>$324</td>
<td>$312</td>
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<tr>
<td>Average DOM</td>
<td>250</td>
<td>261</td>
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<tr>
<td>Median List Price</td>
<td>$346,192</td>
<td>$342,085</td>
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## Q3 Market Action Index™

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Sellers</th>
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<tbody>
<tr>
<td>0</td>
<td>30</td>
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</tbody>
</table>

*Graph Legend  
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- Black: Balanced Market (Demand = Supply)
### Lauderdale-by-the-Sea

<table>
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<th>CONDO INVENTORY</th>
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<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>26</td>
<td>23</td>
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<tr>
<td>Average $/SF</td>
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<tr>
<td>Median List Price</td>
<td>$766,423</td>
<td>$946,038</td>
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Q3 Market Action Index^TM*

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>30</td>
</tr>
</tbody>
</table>

Q3 2019 vs. Q3 2020 YoY Change

### Lighthouse Point

<table>
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<th>CONDO INVENTORY</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>156</td>
<td>111</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$411</td>
<td>$419</td>
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<tr>
<td>Average DOM</td>
<td>206</td>
<td>212</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,135,538</td>
<td>$1,183,500</td>
</tr>
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</table>

Q3 Market Action Index^TM*

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>30</td>
</tr>
</tbody>
</table>

Q3 2019 vs. Q3 2020 YoY Change

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*Graph Legend

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- Blue: Seller's Market (Demand>Supply)
- Black: Balanced Market (Demand = Supply)
### Oakland Park

**Single Family Inventory**

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>131</td>
<td>99</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$247</td>
<td>$268</td>
</tr>
<tr>
<td>Average DOM</td>
<td>111</td>
<td>87</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$327,581</td>
<td>$379,008</td>
</tr>
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**Condo Inventory**

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>95</td>
<td>112</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$151</td>
<td>$166</td>
</tr>
<tr>
<td>Average DOM</td>
<td>108</td>
<td>105</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$155,238</td>
<td>$163,338</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index**

- **46** Buyers, **30** Sellers, **100**

### Parkland

**Single Family Inventory**

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>325</td>
<td>179</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$219</td>
<td>$231</td>
</tr>
<tr>
<td>Average DOM</td>
<td>141</td>
<td>131</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$789,936</td>
<td>$811,439</td>
</tr>
</tbody>
</table>

**Condo Inventory**

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>11</td>
<td>20</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$218</td>
<td>$223</td>
</tr>
<tr>
<td>Average DOM</td>
<td>71</td>
<td>63</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$404,535</td>
<td>$413,907</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index**

- **43** Buyers, **30** Sellers, **100**

*Graph Legend*  
- Green: Buyer’s Market (Supply>Demand)  
- Blue: Seller’s Market (Demand>Supply)  
- Black: Balanced Market (Demand = Supply)
## Pembroke Pines

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q3 2019</strong></td>
<td>241</td>
<td>299</td>
</tr>
<tr>
<td><strong>Q3 2020</strong></td>
<td>142</td>
<td>337</td>
</tr>
<tr>
<td><strong>YoY Change</strong></td>
<td>-41.08%</td>
<td>12.71%</td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>$205</td>
<td>$164</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$210</td>
<td>$152</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>77</td>
<td>92</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$438,381</td>
<td>$178,092</td>
</tr>
<tr>
<td><strong>Q3 Market Action Index™️</strong></td>
<td>64</td>
<td>38</td>
</tr>
</tbody>
</table>

**Graph Legend**: 
- Green: Buyer’s Market (Supply＞Demand)    
- Blue: Seller’s Market (Demand＞Supply)    
- Black: Balanced Market (Demand = Supply)

## Pompano Beach

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q3 2019</strong></td>
<td>580</td>
<td>997</td>
</tr>
<tr>
<td><strong>Q3 2020</strong></td>
<td>355</td>
<td>991</td>
</tr>
<tr>
<td><strong>YoY Change</strong></td>
<td>-38.79%</td>
<td>-0.60%</td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>$202</td>
<td>$164</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$226</td>
<td>$169</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>120</td>
<td>161</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$395,958</td>
<td>$203,331</td>
</tr>
<tr>
<td><strong>Q3 Market Action Index™️</strong></td>
<td>42</td>
<td>32</td>
</tr>
</tbody>
</table>

**Graph Legend**: 
- Green: Buyer’s Market (Supply＞Demand)    
- Blue: Seller’s Market (Demand＞Supply)    
- Black: Balanced Market (Demand = Supply)
### Plantation

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>279</td>
<td>144</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$211</td>
<td>$222</td>
</tr>
<tr>
<td>Average DOM</td>
<td>121</td>
<td>123</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$485,499</td>
<td>$576,762</td>
</tr>
</tbody>
</table>

| Q3 Market Action Index\textsuperscript{TM} | 49 | Buyers | 30 | Sellers | 100 | 43 | Buyers | 30 | Sellers | 100 |

### Southwest Ranches

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>92</td>
<td>56</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$355</td>
<td>$385</td>
</tr>
<tr>
<td>Average DOM</td>
<td>212</td>
<td>267</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,524,808</td>
<td>$1,742,363</td>
</tr>
</tbody>
</table>

| Q3 Market Action Index\textsuperscript{TM} | 32 | Buyers | 30 | Sellers | 100 | N/A | Buyers | 30 | Sellers | 100 |

*Graph Legend  
- Green: Buyer’s Market (Supply > Demand)  
- Blue: Seller’s Market (Demand > Supply)  
- Black: Balanced Market (Demand = Supply)
### Weston

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th></th>
<th>Condo Inventory</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>YoY Change</td>
<td>Q3 2019</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>207</td>
<td>129</td>
<td>-37.68%</td>
<td>101</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$241</td>
<td>$249</td>
<td>3.31%</td>
<td>$188</td>
</tr>
<tr>
<td>Average DOM</td>
<td>109</td>
<td>141</td>
<td>29.36%</td>
<td>110</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$653,858</td>
<td>$664,127</td>
<td>1.57%</td>
<td>$229,288</td>
</tr>
</tbody>
</table>

Q3 Market Action Index

- **Weston**: 40 Buyers, 30 Sellers, 100

### Wilton Manors

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th></th>
<th>Condo Inventory</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>YoY Change</td>
<td>Q3 2019</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>69</td>
<td>61</td>
<td>-11.59%</td>
<td>40</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$333</td>
<td>$325</td>
<td>-2.43%</td>
<td>$212</td>
</tr>
<tr>
<td>Average DOM</td>
<td>137</td>
<td>112</td>
<td>-18.25%</td>
<td>99</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$531,542</td>
<td>$589,208</td>
<td>10.85%</td>
<td>$257,852</td>
</tr>
</tbody>
</table>

Q3 Market Action Index

- **Wilton Manors**: 38 Buyers, 30 Sellers, 100

*Graph Legend
- Green: Buyer’s Market (Supply > Demand)
- Blue: Seller’s Market (Demand > Supply)
- Brown: Balanced Market (Demand = Supply)
The impacts of COVID-19 were felt heavily in Miami last quarter, where cabin fever drove a significant demand for single-family homes. There has been a 37.1% decrease in homes for sale and a nearly equivalent 39.2% drop in months of inventory. Homes under $1M are selling at 95% of list price while the $10M+ sector are selling at 78% of list price on average, showing disparity between key market segments. Overall, there are only 3.1 months of inventory today, which signifies a strong seller’s market. This pent-up demand is driving up prices, with a 14.3% increase in median sold price of $423,000. This increase in price due to low inventory means that buyers who are looking for a good deal are shifting focus to condos, where there is more negotiability due to inventory. There are 11.8 months of inventory for condos, which indicates a strong buyer’s market. If you are looking to buy a condo, Q4 is an ideal time to purchase in the Miami market.
**MARKET REPORT**

**SINGLE FAMILY**

<table>
<thead>
<tr>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Inventory</td>
<td>3.1</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>89%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>89</td>
</tr>
</tbody>
</table>

**CONDOS**

<table>
<thead>
<tr>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Inventory</td>
<td>11.8</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>87%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>116</td>
</tr>
</tbody>
</table>
### Aventura

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>29</td>
<td>36</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$347</td>
<td>$356</td>
</tr>
<tr>
<td>Average DOM</td>
<td>266</td>
<td>219</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$836,135</td>
<td>$949,088</td>
</tr>
</tbody>
</table>

#### Q3 Market Action Index™

- **Aventura**
  - **SINGLE FAMILY INVENTORY**
    - Q3 2019: 29 Buyers 0 Sellers 100
  - **CONDO INVENTORY**
    - Q3 2019: 30 Buyers 0 Sellers 100

### Bal Harbour

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>17</td>
<td>26</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$791</td>
<td>$821</td>
</tr>
<tr>
<td>Average DOM</td>
<td>263</td>
<td>277</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$2,570,077</td>
<td>$1,404,038</td>
</tr>
</tbody>
</table>

#### Q3 Market Action Index™

- **Bal Harbour**
  - **SINGLE FAMILY INVENTORY**
    - Q3 2019: 22 Buyers 30 Sellers 100
  - **CONDO INVENTORY**
    - Q3 2019: 22 Buyers 30 Sellers 100

#### Graph Legend™
- Green: Buyer’s Market (Supply > Demand)
- Blue: Seller’s Market (Demand > Supply)
- Black: Balanced Market (Demand = Supply)
# Coconut Grove

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>47</td>
<td>30</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$516</td>
<td>$581</td>
</tr>
<tr>
<td>Average DOM</td>
<td>184</td>
<td>240</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,345,038</td>
<td>$1,671,038</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>0 Buyers</th>
<th>30 Sellers</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buyers</td>
<td>29</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sellers</td>
<td></td>
<td></td>
<td>100</td>
</tr>
</tbody>
</table>

# Coral Gables

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>393</td>
<td>302</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$485</td>
<td>$515</td>
</tr>
<tr>
<td>Average DOM</td>
<td>215</td>
<td>217</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,575,769</td>
<td>$1,673,915</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>0 Buyers</th>
<th>30 Sellers</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buyers</td>
<td>31</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sellers</td>
<td></td>
<td></td>
<td>100</td>
</tr>
</tbody>
</table>

**Graph Legend™**

- Green: Buyer’s Market (Supply>Demand)
- Blue: Seller’s Market (Demand>Supply)
- Black: Balanced Market (Demand = Supply)
### Doral

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q3 2019</strong></td>
<td><strong>Q3 2020</strong></td>
<td><strong>YoY Change</strong></td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>282</td>
<td>223</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$246</td>
<td>$241</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>207</td>
<td>246</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$656,046</td>
<td>$720,338</td>
</tr>
</tbody>
</table>

![Graph Legend](image)

- **Graph Legend**: Green = Buyer’s Market (Supply > Demand), Blue = Seller’s Market (Demand > Supply), Grey = Balanced Market (Demand = Supply)

### Kendall

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q3 2019</strong></td>
<td><strong>Q3 2020</strong></td>
<td><strong>YoY Change</strong></td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$179</td>
<td>$210</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>60</td>
<td>213</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$432,692</td>
<td>$392,992</td>
</tr>
</tbody>
</table>

![Graph Legend](image)

- **Graph Legend**: Green = Buyer’s Market (Supply > Demand), Blue = Seller’s Market (Demand > Supply), Grey = Balanced Market (Demand = Supply)
### Key Biscayne

#### Single Family Inventory

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>120</td>
<td>89</td>
<td>-25.83%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$895</td>
<td>$890</td>
<td>-0.62%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>310</td>
<td>331</td>
<td>6.77%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$3,305,038</td>
<td>$3,330,577</td>
<td>0.77%</td>
</tr>
</tbody>
</table>

#### Condo Inventory

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>270</td>
<td>277</td>
<td>2.59%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$641</td>
<td>$636</td>
<td>-0.77%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>285</td>
<td>292</td>
<td>2.46%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,080,962</td>
<td>$998,000</td>
<td>-7.67%</td>
</tr>
</tbody>
</table>

#### Q3 Market Action Index

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Key Biscayne</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>0</td>
<td>30</td>
<td>100</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>25</td>
<td></td>
<td>24</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>310</td>
<td>277</td>
<td>285</td>
</tr>
</tbody>
</table>

### Miami

#### Single Family Inventory

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>2,406</td>
<td>1,597</td>
<td>-33.62%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$251</td>
<td>$280</td>
<td>11.62%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>148</td>
<td>161</td>
<td>8.78%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$499,354</td>
<td>$550,704</td>
<td>10.28%</td>
</tr>
</tbody>
</table>

#### Condo Inventory

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>5,379</td>
<td>4,969.00</td>
<td>-7.62%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$402</td>
<td>$415</td>
<td>3.23%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>273</td>
<td>307</td>
<td>12.45%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$425,554</td>
<td>$430,000</td>
<td>1.04%</td>
</tr>
</tbody>
</table>

#### Q3 Market Action Index

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Miami</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>0</td>
<td>30</td>
<td>100</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>42</td>
<td></td>
<td>27</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>148</td>
<td>161</td>
<td>273</td>
</tr>
</tbody>
</table>

*Graph Legend
- Green: Buyer’s Market (Supply > Demand)
- Blue: Seller’s Market (Demand > Supply)
- Gray: Balanced Market (Demand = Supply)
### Miami Beach

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>423</td>
<td>426</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$770</td>
<td>$753</td>
</tr>
<tr>
<td>Average DOM</td>
<td>310</td>
<td>302</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$2,282,731</td>
<td>$2,221,923</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

- **Miami Shores**

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>99</td>
<td>55</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$343</td>
<td>$374</td>
</tr>
<tr>
<td>Average DOM</td>
<td>174</td>
<td>136</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$747,727</td>
<td>$815,077</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

*Graph Legend*:  
- Green: Buyer’s Market (Supply > Demand)  
- Blue: Seller’s Market (Demand > Supply)  
- Black: Balanced Market (Demand = Supply)
**North Bay Village**

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>14</td>
<td>14</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$361</td>
<td>$335</td>
</tr>
<tr>
<td>Average DOM</td>
<td>245</td>
<td>244</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$882,400</td>
<td>$812,269</td>
</tr>
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</table>

Q3 Market Action Index™*   29 Buyers 30 Sellers 100

**North Miami**

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th>Condo Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>126</td>
<td>104</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$310</td>
<td>$303</td>
</tr>
<tr>
<td>Average DOM</td>
<td>173</td>
<td>152</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$530,807</td>
<td>$516,715</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™*   36 Buyers 30 Sellers 100

*Graph Legend  
- Green: Buyer’s Market (Supply>Demand)  
- Blue: Seller’s Market (Demand>Supply)  
- Brown: Balanced Market (Demand = Supply)
# North Miami Beach

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SINGLE FAMILY INVENTORY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>116</td>
<td>95</td>
<td>-18.10%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$278</td>
<td>$320</td>
<td>14.93%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average DOM</td>
<td>222</td>
<td>223</td>
<td>0.45%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Median List Price</td>
<td>$419,913</td>
<td>$457,936</td>
<td>9.05%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CONDO INVENTORY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>297</td>
<td>344</td>
<td>15.82%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$394</td>
<td>$379</td>
<td>-3.94%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average DOM</td>
<td>222</td>
<td>268</td>
<td>20.72%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Median List Price</td>
<td>$499,346</td>
<td>$484,762</td>
<td>-2.92%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q3 Market Action Index™*: 37 Buyers, 30 Sellers, 100

# Palmetto Bay

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SINGLE FAMILY INVENTORY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>154</td>
<td>66</td>
<td>-57.14%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$247</td>
<td>$251</td>
<td>1.53%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average DOM</td>
<td>144</td>
<td>110</td>
<td>-23.61%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Median List Price</td>
<td>$666,173</td>
<td>$735,585</td>
<td>10.42%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CONDO INVENTORY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>10</td>
<td>10</td>
<td>0.00%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$235</td>
<td>$298</td>
<td>26.74%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average DOM</td>
<td>95</td>
<td>93</td>
<td>-2.11%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Median List Price</td>
<td>$215,823</td>
<td>$822,065</td>
<td>280.90%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q3 Market Action Index™*: 50 Buyers, 30 Sellers, 100

*Graph Legend: ⬤ Buyer’s Market (Supply>Demand)  ⬤ Seller’s Market (Demand>Supply)  ⬤ Balanced Market (Demand = Supply)
Pinecrest

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th></th>
<th>Condo Inventory</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>YoY Change</td>
<td>Q3 2019</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>216</td>
<td>150</td>
<td>-30.56%</td>
<td>27</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$406</td>
<td>$412</td>
<td>1.44%</td>
<td>$281</td>
</tr>
<tr>
<td>Average DOM</td>
<td>185</td>
<td>220</td>
<td>18.92%</td>
<td>86</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,591,000</td>
<td>$1,875,154</td>
<td>17.86%</td>
<td>$489,054</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™* 31 Buyers 30 Sellers 100 31 Buyers 30 Sellers 100

South Miami

<table>
<thead>
<tr>
<th></th>
<th>Single Family Inventory</th>
<th></th>
<th>Condo Inventory</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>YoY Change</td>
<td>Q3 2019</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>56</td>
<td>38</td>
<td>-32.14%</td>
<td>16</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$396</td>
<td>$391</td>
<td>-1.17%</td>
<td>$294</td>
</tr>
<tr>
<td>Average DOM</td>
<td>132</td>
<td>141</td>
<td>6.82%</td>
<td>171</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$840,726</td>
<td>$890,919</td>
<td>5.97%</td>
<td>$240,446</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™* 43 Buyers 30 Sellers 100 26 Buyers 30 Sellers 100

*Graph Legend  ● Buyer’s Market (Supply>Demand)  ● Seller’s Market (Demand>Supply)  ● Balanced Market (Demand = Supply)
SOUTH FLORIDA - MIAMI-DADE COUNTY

Sunny Isles Beach

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
<th>YoY Change</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td></td>
<td></td>
<td>-2.83%</td>
<td></td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$645</td>
<td>$611</td>
<td>-5.36%</td>
<td>$549</td>
</tr>
<tr>
<td>Average DOM</td>
<td>279</td>
<td>413</td>
<td>48.03%</td>
<td>357</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,903,813</td>
<td>$1,601,346</td>
<td>-15.89%</td>
<td>$787,635</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™

- Sunny Isles Beach: 25 Buyers, 30 Sellers, 100
- Graph Legend: ● Buyer’s Market (Supply>Demand) ● Seller’s Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Surfside

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
<th>YoY Change</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td></td>
<td>38</td>
<td>-20.83%</td>
<td></td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$452</td>
<td>$460</td>
<td>1.89%</td>
<td>$531</td>
</tr>
<tr>
<td>Average DOM</td>
<td>268</td>
<td>217</td>
<td>-19.03%</td>
<td>263</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$823,523</td>
<td>$845,231</td>
<td>2.64%</td>
<td>$721,288</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™

- Surfside: 42 Buyers, 30 Sellers, 100

Graph Legend: ● Buyer’s Market (Supply>Demand) ● Seller’s Market (Demand>Supply) ● Balanced Market (Demand = Supply)
Palm Beach County boasted a healthy market in Q3, with an 13.6% increase in new listings and a tremendous 43.4% uptick for new listings $1M+. Despite the increase in new inventory, total inventory is down by 12% YoY, largely due to continued pent-up demand that is driving up median sales prices by 13% YoY, leaving a current median price of $322,000. Palm Beach remains a strong seller’s market across both single-family homes and condos, with 3.6 months of inventory as sales have surged by 12.3%. Notably, condo sales increased by 9.5% - a unique trend compared to all other metros in South Florida where condo sales are down in favor of single-family homes. The combination of trends in Palm Beach show that we are likely headed into a uniquely busy Q4 season as buyers continue to take advantage of low interest rates.
For Sale
4,381
↓28.7% YoY

Sold
4,995
↑15.0% YoY

Pending
4,733
↑22.5% YoY

SINGLE FAMILY
Q3 2020

For Sale
6,549
↑4.4% YoY

Sold
4,425
↑9.5% YoY

Pending
4,422
↑18.5% YoY

CONDOS
Q3 2020

SINGLE FAMILY

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Inventory</td>
<td>2.8</td>
<td>↓36.1%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>91%</td>
<td>0%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>71</td>
<td>↓1.4%</td>
</tr>
</tbody>
</table>

CONDOS

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Inventory</td>
<td>4.5</td>
<td>↓4.2%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>92%</td>
<td>↓1.1%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>75</td>
<td>↑4.2%</td>
</tr>
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</table>
### Boca Raton

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SINGLE FAMILY INVENTORY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>1,179</td>
<td>682</td>
<td>-42.15%</td>
<td>1,092</td>
<td>1,108</td>
<td>1.47%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$246</td>
<td>$297</td>
<td>20.79%</td>
<td>$183</td>
<td>$189</td>
<td>3.39%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>203</td>
<td>205</td>
<td>0.99%</td>
<td>149</td>
<td>150</td>
<td>0.67%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$674,646</td>
<td>$925,304</td>
<td>37.15%</td>
<td>$264,685</td>
<td>$263,838</td>
<td>-0.32%</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™: 34 Buyers 30 Sellers 100

### Delray Beach

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SINGLE FAMILY INVENTORY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>656</td>
<td>391</td>
<td>-40.40%</td>
<td>893</td>
<td>747</td>
<td>-16.35%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$234</td>
<td>$288</td>
<td>23.16%</td>
<td>$143</td>
<td>$149</td>
<td>4.64%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>185</td>
<td>192</td>
<td>3.78%</td>
<td>128</td>
<td>138</td>
<td>7.81%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$610,879</td>
<td>$788,104</td>
<td>29.01%</td>
<td>$157,838</td>
<td>$171,422</td>
<td>8.61%</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™: 29 Buyers 30 Sellers 100

*Graph Legend: Green = Buyer’s Market (Supply > Demand), Blue = Seller’s Market (Demand > Supply), Black = Balanced Market (Demand = Supply)
SOUTH FLORIDA - PALM BEACH COUNTY

Juno Beach

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>13</td>
<td>18</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$408</td>
<td>$513</td>
</tr>
<tr>
<td>Average DOM</td>
<td>153</td>
<td>169</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$809,327</td>
<td>$1,870,608</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™*

<table>
<thead>
<tr>
<th>28</th>
<th>Buyers</th>
<th>30</th>
<th>Sellers</th>
<th>100</th>
</tr>
</thead>
</table>

Jupiter

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>454</td>
<td>198</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$264</td>
<td>$329</td>
</tr>
<tr>
<td>Average DOM</td>
<td>135</td>
<td>165</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$662,940</td>
<td>$991,581</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™*

<table>
<thead>
<tr>
<th>37</th>
<th>Buyers</th>
<th>30</th>
<th>Sellers</th>
<th>100</th>
</tr>
</thead>
</table>

*Graph Legend
- Green: Buyer’s Market (Supply>Demand)
- Blue: Seller’s Market (Demand>Supply)
- Black: Balanced Market (Demand = Supply)
### Jupiter Inlet Colony

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>6</td>
<td>3</td>
<td>-50%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$620</td>
<td>$796</td>
<td>28.40%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>142</td>
<td>228</td>
<td>60.56%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$1,535,192</td>
<td>$2,337,592</td>
<td>52.27%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™

- Buyers: 40
- Sellers: 100

**Graph Legend**
- Green: Buyers Market | Supply > Demand
- Blue: Seller's Market (Demand>Supply)
- Yellow: Balanced Market (Demand = Supply)

### Manalapan

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>25</td>
<td>13</td>
<td>-48.00%</td>
<td>10</td>
<td>6</td>
<td>-40%</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$933</td>
<td>$776</td>
<td>-16.82%</td>
<td>$478</td>
<td>$764</td>
<td>59.76%</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>443</td>
<td>679</td>
<td>53.27%</td>
<td>227</td>
<td>279</td>
<td>22.91%</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$6,829,615</td>
<td>$4,018,077</td>
<td>-41.17%</td>
<td>$845,769</td>
<td>$1,075,000</td>
<td>27.10%</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™

- Buyers: 26
- Sellers: 100

**Graph Legend**
- Green: Buyers Market | Supply > Demand
- Blue: Seller's Market (Demand>Supply)
- Yellow: Balanced Market (Demand = Supply)
### North Palm Beach

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th></th>
<th>CONDO INVENTORY</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>YoY Change</td>
<td>Q3 2019</td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>96</td>
<td>58</td>
<td>-39.58%</td>
<td>132</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$391</td>
<td>$626</td>
<td>60.22%</td>
<td>$227</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>174</td>
<td>217</td>
<td>24.71%</td>
<td>141</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$1,242,000</td>
<td>$2,819,681</td>
<td>127.03%</td>
<td>$294,130</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index**
- **North Palm Beach:**
  - Buyers: 0
  - Sellers: 30
  - Index: 100

### Palm Beach

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th></th>
<th>CONDO INVENTORY</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
<td>YoY Change</td>
<td>Q3 2019</td>
</tr>
<tr>
<td><strong>Average Active Listings</strong></td>
<td>149</td>
<td>90</td>
<td>-39.60%</td>
<td>278</td>
</tr>
<tr>
<td><strong>Average $/SF</strong></td>
<td>$1,334</td>
<td>$1,605</td>
<td>20.30%</td>
<td>$476</td>
</tr>
<tr>
<td><strong>Average DOM</strong></td>
<td>250</td>
<td>255</td>
<td>2%</td>
<td>208</td>
</tr>
<tr>
<td><strong>Median List Price</strong></td>
<td>$5,224,154</td>
<td>$6,336,923</td>
<td>21.30%</td>
<td>$734,231</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index**
- **Palm Beach:**
  - Buyers: 0
  - Sellers: 30
  - Index: 100

*Graph Legend*  
- Green: Buyers Market | Supply > Demand  
- Blue: Seller's Market (Demand>Supply)  
- Black: Balanced Market (Demand = Supply)
Palm Beach Gardens

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>527</td>
<td>331</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$254</td>
<td>$275</td>
</tr>
<tr>
<td>Average DOM</td>
<td>157</td>
<td>214</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$659,129</td>
<td>$779,431</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™*

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Palm Beach Gardens</td>
<td>31</td>
<td>30</td>
<td>100</td>
</tr>
</tbody>
</table>

Palm Beach Shores

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>8</td>
<td>3</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$396</td>
<td>$407</td>
</tr>
<tr>
<td>Average DOM</td>
<td>157</td>
<td>103</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$818,604</td>
<td>$930,538</td>
</tr>
</tbody>
</table>

Q3 Market Action Index™*

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Palm Beach Shores</td>
<td>33</td>
<td>30</td>
<td>100</td>
</tr>
</tbody>
</table>

*Graph Legend
- Green: Buyer’s Market (Supply > Demand)
- Blue: Seller’s Market (Demand > Supply)
- Black: Balanced Market (Demand = Supply)
**SOUTH FLORIDA - PALM BEACH COUNTY**

### Singer Island

**SINGLE FAMILY INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>14</td>
<td>5</td>
<td>-64.29%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$483</td>
<td>$455</td>
<td>-5.78%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>117</td>
<td>118</td>
<td>0.85%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$1,164,462</td>
<td>$917,231</td>
<td>-21.23%</td>
</tr>
</tbody>
</table>

**CONDO INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>170</td>
<td>132</td>
<td>-22.35%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$463</td>
<td>$435</td>
<td>-5.78%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>206</td>
<td>225</td>
<td>9.22%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$857,500</td>
<td>$787,765</td>
<td>-8.13%</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singer Island</td>
<td>33</td>
<td>100</td>
</tr>
<tr>
<td>Tequesta</td>
<td>26</td>
<td>100</td>
</tr>
</tbody>
</table>

### Tequesta

**SINGLE FAMILY INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>67</td>
<td>28</td>
<td>-58.21%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$291</td>
<td>$342</td>
<td>17.47%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>139</td>
<td>137</td>
<td>-1.44%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$761,127</td>
<td>$901,438</td>
<td>18.43%</td>
</tr>
</tbody>
</table>

**CONDO INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>56</td>
<td>39</td>
<td>-30.36%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$189</td>
<td>$206</td>
<td>9.06%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>146</td>
<td>114</td>
<td>-21.92%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$252,123</td>
<td>$282,900</td>
<td>12.21%</td>
</tr>
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**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tequesta</td>
<td>25</td>
<td>100</td>
</tr>
</tbody>
</table>

*Graph Legend  • Buyer’s Market (Supply>Demand)  • Seller’s Market (Demand>Supply)  • Balanced Marked (Demand = Supply)
## Wellington

**SINGLE FAMILY INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>646</td>
<td>318</td>
<td>-50.77%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$207</td>
<td>$340</td>
<td>63.95%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>174</td>
<td>277</td>
<td>59.20%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$551,692</td>
<td>$1,207,538</td>
<td>118.88%</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wellington</td>
<td>0</td>
<td>33</td>
</tr>
</tbody>
</table>

**CONDO INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>151</td>
<td>106</td>
<td>-29.80%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$178</td>
<td>$217</td>
<td>22.11%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>144</td>
<td>171</td>
<td>18.75%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$289,931</td>
<td>$371,808</td>
<td>28.24%</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wellington</td>
<td>0</td>
<td>30</td>
</tr>
</tbody>
</table>

## West Palm Beach

**SINGLE FAMILY INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>872</td>
<td>413</td>
<td>-52.64%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$196</td>
<td>$228</td>
<td>16.28%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>145</td>
<td>155</td>
<td>6.90%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$361,244</td>
<td>$476,477</td>
<td>31.90%</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>West Palm Beach</td>
<td>0</td>
<td>39</td>
</tr>
</tbody>
</table>

**CONDO INVENTORY**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>1,238</td>
<td>1,007</td>
<td>-18.66%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$143</td>
<td>$152</td>
<td>6.27%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>137</td>
<td>166</td>
<td>21.17%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$164,881</td>
<td>$174,265</td>
<td>5.69%</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>West Palm Beach</td>
<td>0</td>
<td>30</td>
</tr>
</tbody>
</table>

*Graph Legend*  
- Green: Buyer’s Market (Supply>Demand)  
- Blue: Seller’s Market (Demand>Supply)  
- Black: Balanced Market (Demand = Supply)
A MARKET SNAPSHOT

Southwest Florida

Like many other notable markets in Florida, Southwest Florida inventory is decreasing and pent-up demand is causing prices to increase. Condo inventory is down 8.9% YoY while single family home inventory is down by 52.7% YoY and overall median price has increased to $332.5K (13.3% increase YoY) with an average list-to-sell ratio of 93%. Historically low interest rates have had a particularly significant effect on homes $1M+, where there’s been a 128% increase in sold listings. Market data from Q3, however, gives us a clearer picture of what the future may bring. There’s been an increase in new listings to market (19.7% YoY) and a 50.5% YoY increase in pended listings, showing that a strong Q4 is likely ahead. With an average 2.8 months inventory available, Southwest Florida brings a strong seller’s market, making it an ideal time to list your home for top dollar. While there are great homes on the market, buyers should work with their agent to determine if any particular neighborhoods or price ranges present deals or investment opportunities.
### SINGLE FAMILY

**Q3 2020**

- **For Sale**: 2,154, ↓38.5% YoY
- **Sold**: 3,530, ↑30.1% YoY
- **Pending**: 3,808, ↑50.2% YoY

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Inventory</td>
<td>2.2</td>
<td>↓52.7%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>93%</td>
<td>↑2.80%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>86</td>
<td>↓8.6%</td>
</tr>
</tbody>
</table>

### CONDOS

**Q3 2020**

- **For Sale**: 1,897, ↓8.90% YoY
- **Sold**: 1,482, ↑36.7% YoY
- **Pending**: 1,659, ↑61.3% YoY

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Inventory</td>
<td>4</td>
<td>↓31.60%</td>
</tr>
<tr>
<td>Sale-to-List Ratio</td>
<td>94%</td>
<td>↑2.20%</td>
</tr>
<tr>
<td>Days on Market</td>
<td>95</td>
<td>↓7.80%</td>
</tr>
</tbody>
</table>
### Bonita Springs

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>469</td>
<td>384</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$231</td>
<td>$250</td>
</tr>
<tr>
<td>Average DOM</td>
<td>193</td>
<td>198</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$500,062</td>
<td>$551,723</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

- **Buyers**: 34
- **Sellers**: 30

### Cape Coral

<table>
<thead>
<tr>
<th></th>
<th>SINGLE FAMILY INVENTORY</th>
<th>CONDO INVENTORY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3 2019</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Average Active Listings</td>
<td>1,782</td>
<td>840</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$158</td>
<td>$185</td>
</tr>
<tr>
<td>Average DOM</td>
<td>138</td>
<td>127</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$288,610</td>
<td>$360,804</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index™**

- **Buyers**: 52
- **Sellers**: 40

*Graph Legend | **Buyer’s Market (Supply>Demand)** | **Seller’s Market (Demand>Supply)** | **Balanced Market (Demand = Supply)**
**SOUTHWEST FLORIDA**

## Estero

### SINGLE FAMILY INVENTORY

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>232</td>
<td>159</td>
<td>-31.47%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$184</td>
<td>$201</td>
<td>9.24%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>142</td>
<td>158</td>
<td>11.27%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$390,490</td>
<td>$434,236</td>
<td>11.20%</td>
</tr>
</tbody>
</table>

### CONDO INVENTORY

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>132</td>
<td>137</td>
<td>3.79%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$168</td>
<td>$168</td>
<td>0.39%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>128</td>
<td>116</td>
<td>-9.38%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$264,712</td>
<td>$266,370</td>
<td>0.63%</td>
</tr>
</tbody>
</table>

### Q3 Market Action Index™

- **Buyers:** 39
- **Sellers:** 30
- **Index:** 100

## Fort Myers

### SINGLE FAMILY INVENTORY

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>1,479</td>
<td>850</td>
<td>-42.53%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$159</td>
<td>$178</td>
<td>11.92%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>134</td>
<td>132</td>
<td>-1.49%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$299,892</td>
<td>$365,806</td>
<td>21.98%</td>
</tr>
</tbody>
</table>

### CONDO INVENTORY

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>761</td>
<td>861</td>
<td>13.14%</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$138</td>
<td>$142</td>
<td>2.87%</td>
</tr>
<tr>
<td>Average DOM</td>
<td>78</td>
<td>135</td>
<td>73.08%</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$205,552</td>
<td>$209,515</td>
<td>1.93%</td>
</tr>
</tbody>
</table>

### Q3 Market Action Index™

- **Buyers:** 40
- **Sellers:** 30
- **Index:** 100

*Graph Legend
- Green: Buyer’s Market (Supply>Demand)
- Blue: Seller’s Market (Demand>Supply)
- Black: Balanced Market (Demand = Supply)
Marco Island

### Single Family Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>260</td>
<td>165</td>
<td>-36.54%</td>
</tr>
<tr>
<td>$435</td>
<td>$465</td>
<td>6.77%</td>
</tr>
<tr>
<td>222</td>
<td>263</td>
<td>18.47%</td>
</tr>
<tr>
<td>$1,033,642</td>
<td>$1,281,038</td>
<td>23.93%</td>
</tr>
</tbody>
</table>

### Condo Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>392</td>
<td>316</td>
<td>-19.39%</td>
</tr>
<tr>
<td>$390</td>
<td>$430</td>
<td>10.39%</td>
</tr>
<tr>
<td>199</td>
<td>220</td>
<td>10.55%</td>
</tr>
<tr>
<td>$489,523</td>
<td>$525,788</td>
<td>7.41%</td>
</tr>
</tbody>
</table>

### Market Action Index

- **Q3 Market Action Index**: 37 Buyers, 30 Sellers, 100

Naples

### Single Family Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,486</td>
<td>1,796</td>
<td>-27.76%</td>
</tr>
<tr>
<td>$242</td>
<td>$273</td>
<td>13.13%</td>
</tr>
<tr>
<td>197</td>
<td>190</td>
<td>-3.55%</td>
</tr>
<tr>
<td>$548,297</td>
<td>$647,845</td>
<td>18.16%</td>
</tr>
</tbody>
</table>

### Condo Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,165</td>
<td>2082</td>
<td>-3.83%</td>
</tr>
<tr>
<td>$189</td>
<td>$197</td>
<td>4.27%</td>
</tr>
<tr>
<td>193</td>
<td>185</td>
<td>-4.15%</td>
</tr>
<tr>
<td>$300,649</td>
<td>$312,597</td>
<td>3.97%</td>
</tr>
</tbody>
</table>

### Market Action Index

- **Q3 Market Action Index**: 37 Buyers, 30 Sellers, 100

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*Graph Legend* ▶️ Buyer’s Market (Supply < Demand) ▶️ Seller’s Market (Demand > Supply) ▶️ Balanced Market (Demand = Supply)
## Sarasota

### Single Family Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>1,302</td>
<td>939</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$210</td>
<td>$218</td>
</tr>
<tr>
<td>Average DOM</td>
<td>153</td>
<td>150</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$495,061</td>
<td>$500,826</td>
</tr>
</tbody>
</table>

### Condo Inventory

<table>
<thead>
<tr>
<th>Q3 2019</th>
<th>Q3 2020</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Active Listings</td>
<td>990</td>
<td>606</td>
</tr>
<tr>
<td>Average $/SF</td>
<td>$289</td>
<td>$191</td>
</tr>
<tr>
<td>Average DOM</td>
<td>162</td>
<td>144</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$370,270</td>
<td>$292,411</td>
</tr>
</tbody>
</table>

**Q3 Market Action Index**

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Sellers</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>30</td>
</tr>
<tr>
<td>44</td>
<td>34</td>
</tr>
</tbody>
</table>

*Graph Legend*  
- Green: Buyer’s Market (Supply > Demand)  
- Blue: Seller’s Market (Demand > Supply)  
- Black: Balanced Market (Demand = Supply)