



MARKET REPORT
SEPTEMBER 2021

Kedersha Group

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TRENDS

TODAY'S REAL ESTATE
ALONG FLORIDA'S EAST COAST

ONE

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Only one real estate brand along Florida's East Coast is connected to the *longest-standing tastemaker* in the world.

TRENDS: TODAY'S REAL ESTATE ALONG FLORIDA'S EAST COAST

I am proud to share the September 2021 issue of TRENDS, our monthly market report. Our goal is to provide high-quality and easy-to-use information to guide our clients with a strategic perspective to real estate.

This has been a landmark year for real estate when we benefited from an increase in interest in our markets. At ONE Sotheby's International Realty, we have helped our sales associates harness this dynamic environment, while strengthening the foundation for each agent's long-term business growth. And a key part of that is opening doors to referral opportunities among the 24,000 sales associates affiliated with the Sotheby's International Realty brand, in Florida and around the world.

That's why we are honored to announce the acquisition of top real estate brokerage National Realty of Brevard County, FL. On September 15th, we welcomed its CEO Gale S. Bray and her 76 associates to our unrivaled global network.

National Realty has a 50+ year heritage with a pristine reputation for excellence, and we are proud to welcome them to the ONE SIR family. I am confident this talented team of agents will continue to lead the market and build on the strength and momentum within Brevard County.

For unmatched real estate services from Miami to Cocoa Village, nothing compares to ONE Sotheby's International Realty.

Enjoy the report!



Daniel de la Vega

President

ONE Sotheby's International Realty

A stylized, handwritten signature in black ink, consisting of several loops and a long horizontal stroke at the end.

ABOUT TRENDS:

ONE Sotheby's International Realty presents the only market report focused on Florida's East Coast. From Miami to Cocoa Beach, data is presented from a macro perspective down to city level.

Data is sourced from local Multiple Listing Service (MLS) organizations. Written analysis created in partnership with the Rosen Consulting Group, a nationally recognized consulting firm and trusted advisor to top public and private real estate operators and capital providers.

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THE REAL ESTATE MARKET ALONG FLORIDA'S EAST COAST

SEP 2021

SIGNS OF "NORMALITY" EMERGE

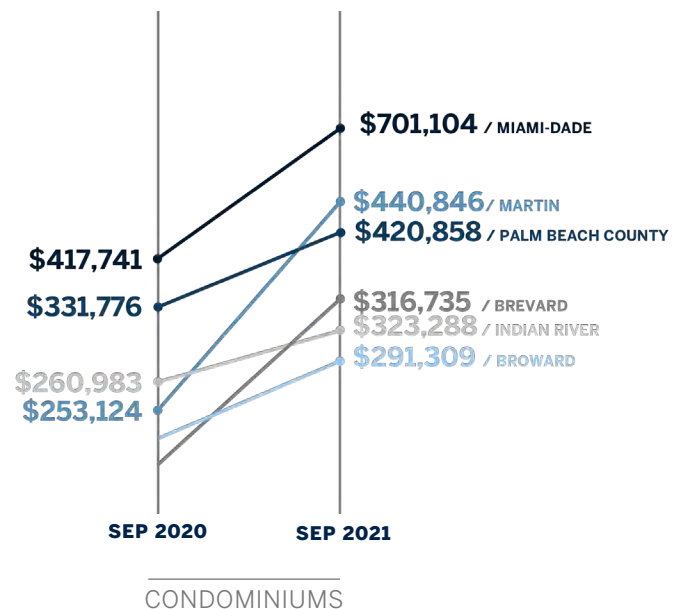
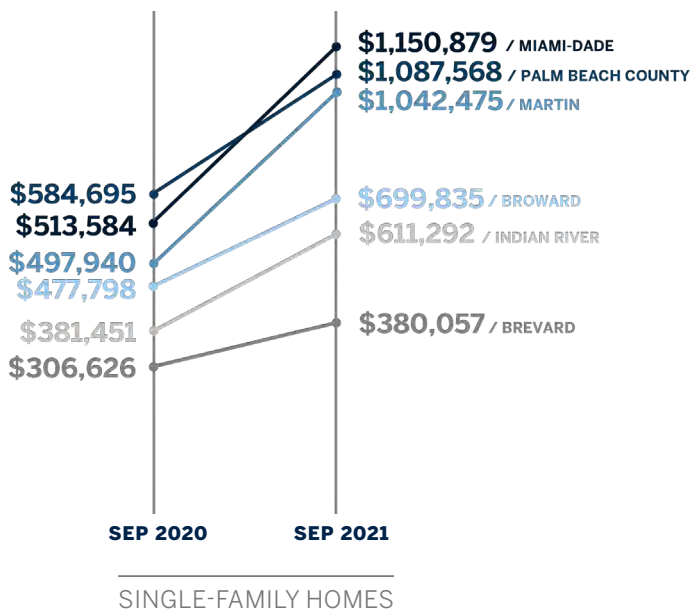
Through late summer, the housing market strengthened with buyers outpacing sellers in most neighborhoods and price ranges. The typical seasonal pattern of moderating sales volume and pricing took hold in August, and will likely continue through the end of the year. The return of seasonal trends underscores the shift towards normalization of the housing market away from pandemic-driven distortions. The regional

economy continued to expand, albeit at a muted pace given the rise of the COVID-19 delta variant. Although some tourism activity was held in check, the regional unemployment rate improved to 4.5%, quickly approaching the pre-pandemic level.

As summer subsides, home sales typically follow a seasonal pattern and slow even during strong growth periods. Sales activity in August held to this pattern, with aggregate sales totaling 10,821 homes. This was a decrease of nearly 7% compared with July. Condo sales slowed more substantially than single family homes,

AVERAGE SALES PRICE BY COUNTY

FLORIDA'S EAST COAST



underscoring the stronger demand in the detached home segment. Within the single family home market, sales slowed at the higher end of the pricing spectrum relative to more affordable homes.

HOMEOWNERS LEVERAGE HIGH DEMAND

Following the record high price in July, the median single family home price decreased slightly in August. Despite this drop, the price per square foot increased to a record of \$253, highlighting continued home value appreciation throughout much of the region. The median condo price increased slightly in August, by roughly 1%, while the price per square foot was stable.

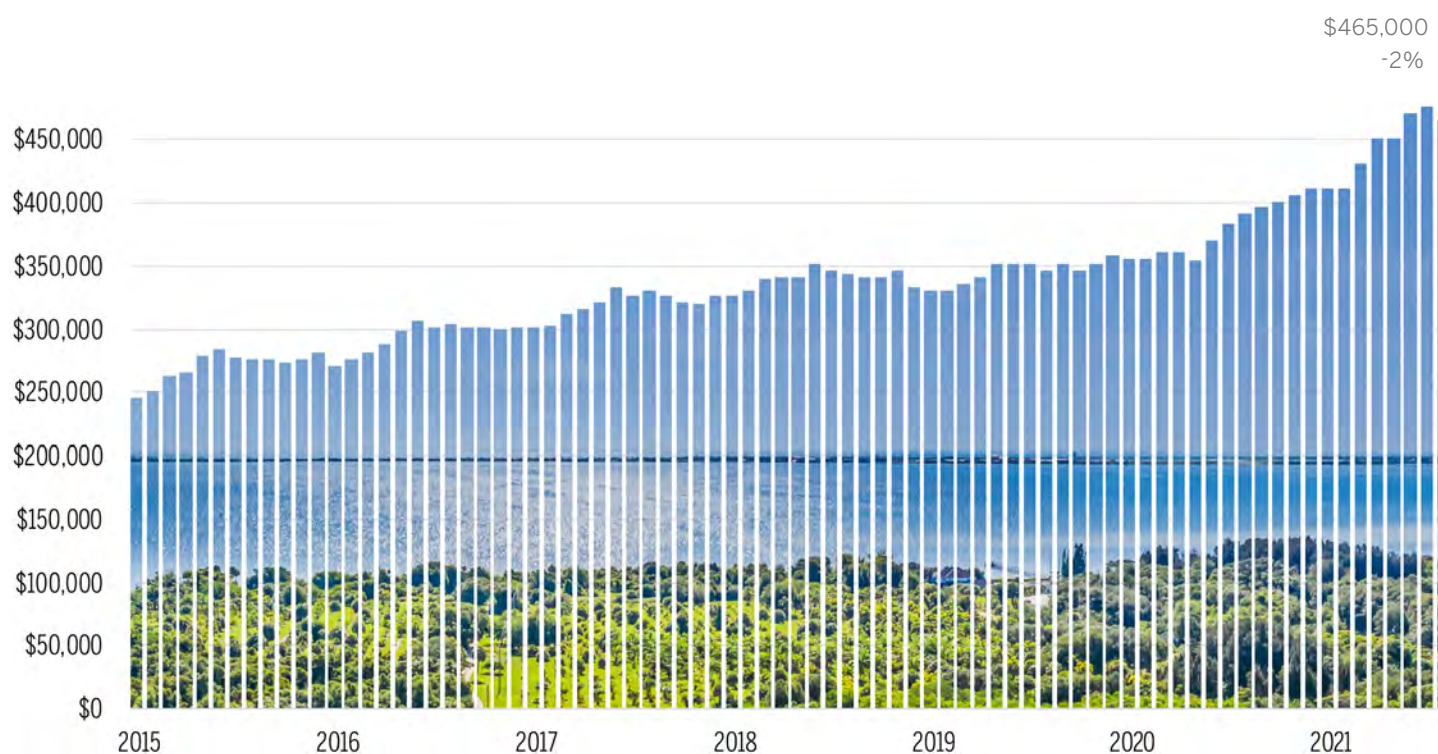
The build-up of home equity by some existing owners continued to drive additional listing activity. Despite this, buyer demand still outpaced supply as the number

of actively marketed condos and single family homes decreased to slightly more than 22,000. At the current pace of sales, existing inventory of single family homes would be absorbed in less than a month and a half while condo inventory would be absorbed in less than three months. Further highlighting the strength of underlying buyer demand, the average time on market continued to decrease, reaching 30 days for single family homes and 68 days for condo units.

The average price of actively listed single family homes increased in August by 1.5%, while the average condo list price remained stable. The increase in pricing in the single family segment reflects the tighter market conditions and heightened competition. Single family and condo listings increased in Brevard County in August, the only county in the region where supply outpaced purchases. The rapid price gains as well as continued buyer demand is drawing more existing homeowners off of the sidelines to market their residences for sale.

MEDIAN SALES PRICE

FLORIDA'S EAST COAST



THE REAL ESTATE MARKET ALONG FLORIDA'S EAST COAST

SEP 2021

Throughout the Florida East Coast, competition for quality homes in prime neighborhoods drove pricing higher as potential buyers attempted to outbid each other. In August, more than 27% of all sales closed at greater than the list price, slightly less than the previous month. As recently as February, only 13% of sales surpassed the asking price. The bulk of competition centered on single family homes, where roughly 37% sold at a price higher than the marketed value. Overall, Brevard County generated the largest share of sales of condos and single family homes over the asking price. Miami-Dade County, which has the greatest amount of for-sale supply, produced the smallest share.

BUYER COMPETITION WILL CONTINUE

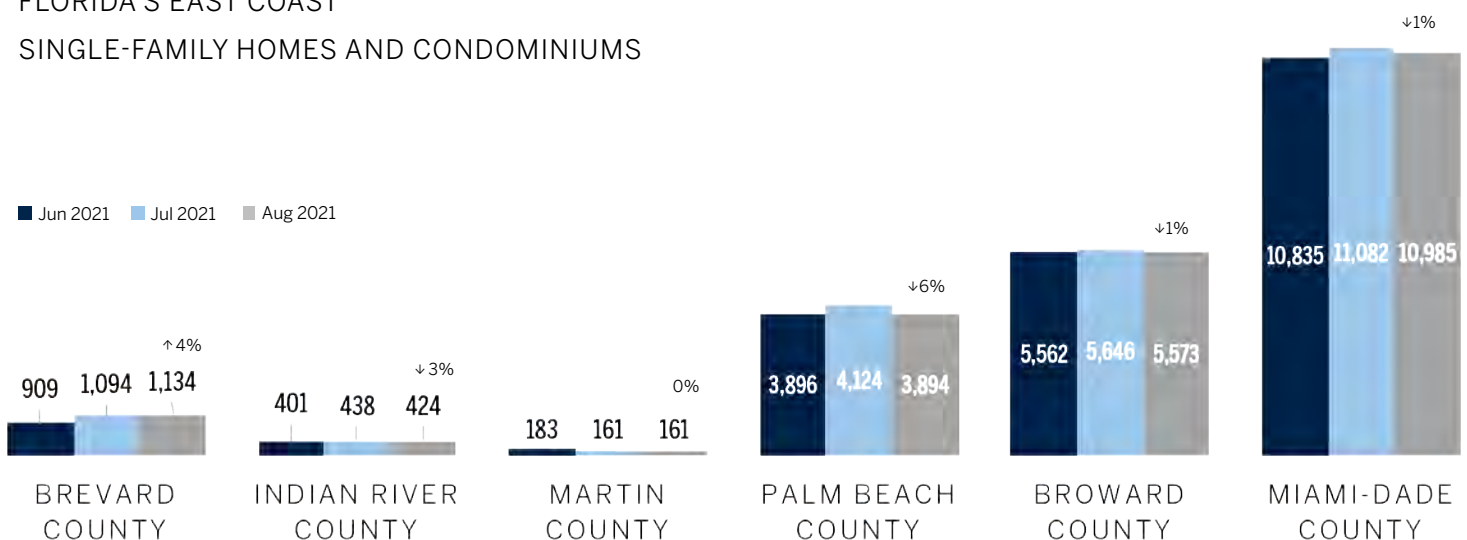
As we approach the end of the year, the housing market should continue to outpace other components of the economy. It may take some time for tourism volume and spending, including international travelers in particular, to return to pre-pandemic levels. Despite this, migration to the Florida East Coast should accelerate in the coming years. Pent-up demand for housing should absorb much of the new supply and, as long as mortgage rates remain low and economic growth continues, buyer competition for quality homes will persist.

AVAILABLE INVENTORY

FLORIDA'S EAST COAST

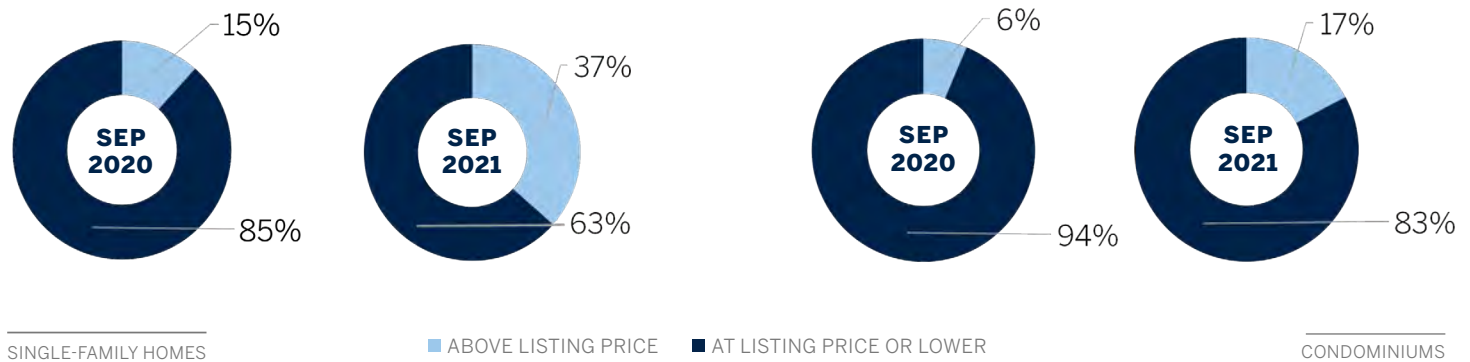
SINGLE-FAMILY HOMES AND CONDOMINIUMS

■ Jun 2021 ■ Jul 2021 ■ Aug 2021



SOLD ABOVE LISTED PRICE

FLORIDA'S EAST COAST



LISTING/SALES BY COUNTY

FLORIDA'S EAST COAST

	FOR SALE		MEDIAN SALES PRICE		AVG SALES PRICE		PRICE PER SF		CLOSED TRANSACTIONS		HIGHEST SALES
	AUG 21	CHANGE FROM PRIOR MONTH	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
MIAMI DADE COUNTY											
SINGLE-FAMILY HOMES	2,876	2%	\$505,000	20%	\$995,538	32%	\$378	28%	1,247	-13%	\$30,000,000
CONDOS	8,109	-2%	\$335,000	26%	\$556,225	32%	\$382	33%	1,879	54%	\$12,300,000
BREVARD COUNTY											
SINGLE-FAMILY HOMES	844	4%	\$325,000	21%	\$391,942	23%	\$197	24%	1,003	2%	\$4,200,000
CONDOS	290	4%	\$248,150	17%	\$341,990	24%	\$229	21%	192	14%	\$2,300,000
BROWARD COUNTY											
SINGLE-FAMILY HOMES	2,098	-1%	\$500,000	20%	\$693,345	32%	\$301	25%	1,545	-11%	\$19,500,000
CONDOS	3,475	-2%	\$220,000	11%	\$310,393	27%	\$221	21%	1,688	19%	\$5,300,000
INDIAN RIVER COUNTY											
SINGLE-FAMILY HOMES	322	-2%	\$353,569	29%	\$519,407	33%	\$233	27%	270	-16%	\$5,000,000
CONDOS	102	-6%	\$240,500	37%	\$324,990	43%	\$205	18%	88	-23%	\$1,198,000
MARTIN COUNTY											
SINGLE-FAMILY HOMES	110	-4%	\$510,000	18%	\$722,387	26%	\$280	24%	93	-27%	\$2,895,000
CONDOS	51	11%	\$224,950	38%	\$349,556	82%	\$228	36%	48	-16%	\$1,750,000
PALM BEACH COUNTY											
SINGLE-FAMILY HOMES	1,992	-5%	\$518,000	22%	\$889,008	28%	\$306	24%	1,403	-16%	\$74,800,000
CONDOS	1,902	-6%	\$230,000	10%	\$361,583	23%	\$198	14%	1,365	10%	\$13,750,000

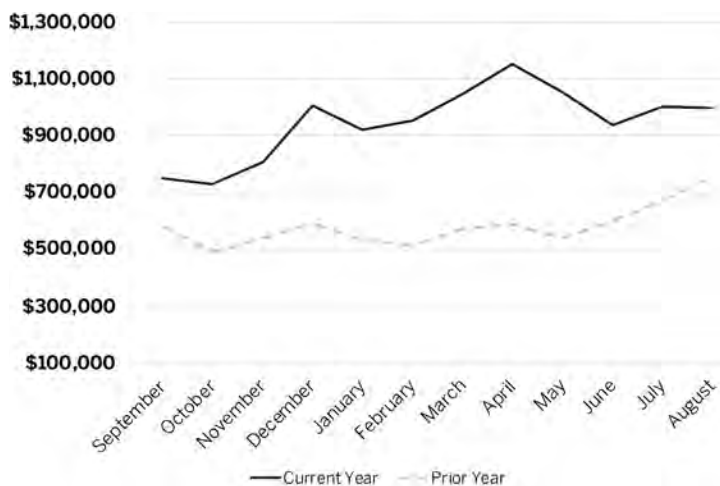
MIAMI-DADE COUNTY



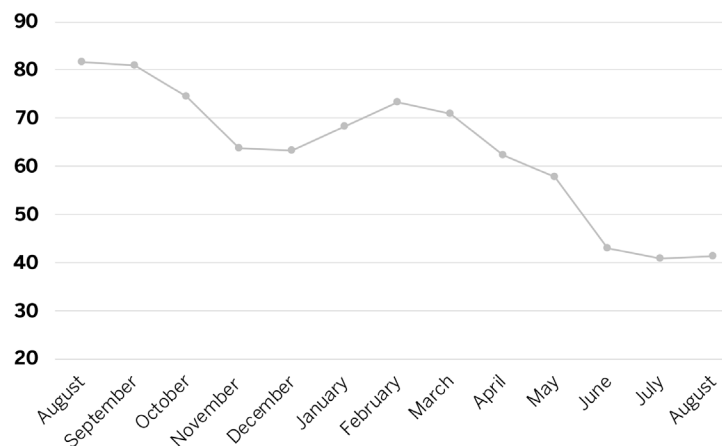
SEASONAL TRENDS TAKE HOLD, SLOWING SALES

While inventory increased slightly in August, active listings remain much lower than the beginning of the year. Sales activity in the \$1 million to \$3 million range as well as the greater than \$10 million range stabilized even as purchases slowed in other price ranges. Rapid price appreciation and competition may have sidelined some buyers temporarily.

AVERAGE SALES PRICE



DAYS ON MARKET



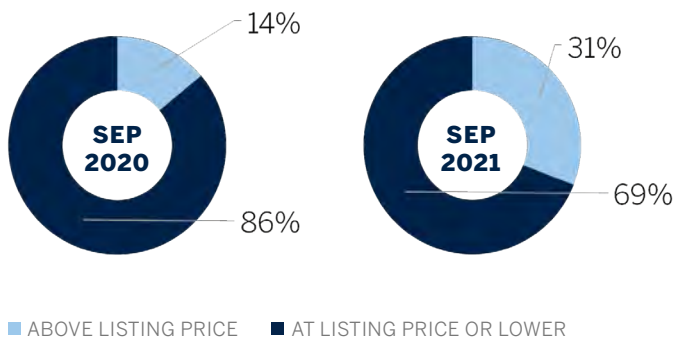
SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
MIAMI DADE COUNTY	\$995,538	\$755,035	32%	\$378	28%	1,247	-13%	41
AVENTURA	\$981,167	\$878,500	12%	\$375	12%	6	50%	56
BAL HARBOUR	\$3,575,000	\$9,300,000	-62%	\$1,441	-25%	1	0%	15
BAY HARBOR ISLANDS	\$8,625,000	N/A	N/A	\$1,283	N/A	2	N/A	45
COCONUT GROVE	\$1,479,125	\$1,199,875	23%	\$665	33%	8	100%	20
CORAL GABLES	\$2,494,763	\$1,643,062	52%	\$654	32%	60	-24%	43
FISHER ISLAND	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
GOLDEN BEACH	\$6,182,500	\$3,412,500	81%	\$1,091	12%	2	0%	519
INDIAN CREEK	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
KEY BISCAYNE	\$4,290,755	\$3,827,857	12%	\$1,117	31%	14	100%	117
MIAMI	\$724,854	\$516,727	40%	\$334	25%	561	-8%	41
MIAMI BEACH	\$5,732,837	\$6,122,740	-6%	\$1,136	19%	30	-9%	112
MIAMI SHORES	\$1,148,416	\$605,669	90%	\$541	61%	19	-27%	55
NORTH BAY VILLAGE	\$700,000	\$597,000	25%	\$344	10%	1	-67%	10
PINECREST	\$2,162,604	\$1,727,895	25%	\$519	31%	30	-21%	47
SOUTH MIAMI	\$1,184,063	\$937,634	26%	\$463	15%	16	-20%	38
SUNNY ISLES BEACH	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
SURFSIDE	\$2,034,700	\$822,600	147%	\$796	67%	10	100%	42

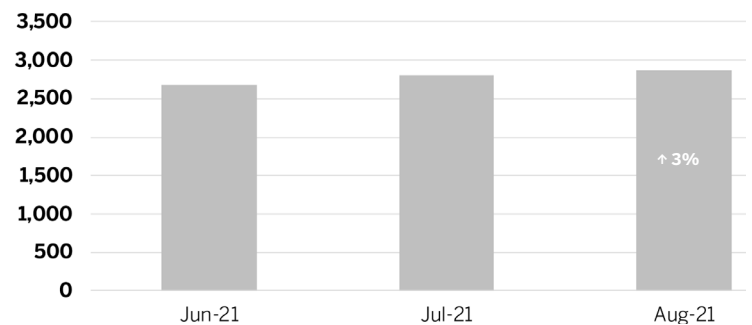
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$386,933	\$353,409	9%	\$263	17%	620	-32%	30
\$500,000-\$999,999	\$688,999	\$676,087	2%	\$341	9%	385	10%	40
\$1MM-\$4.99MM	\$2,004,944	\$2,030,632	-1%	\$620	13%	216	50%	67
>\$5MM	\$11,661,715	\$14,014,931	-17%	\$1,757	4%	26	63%	112

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



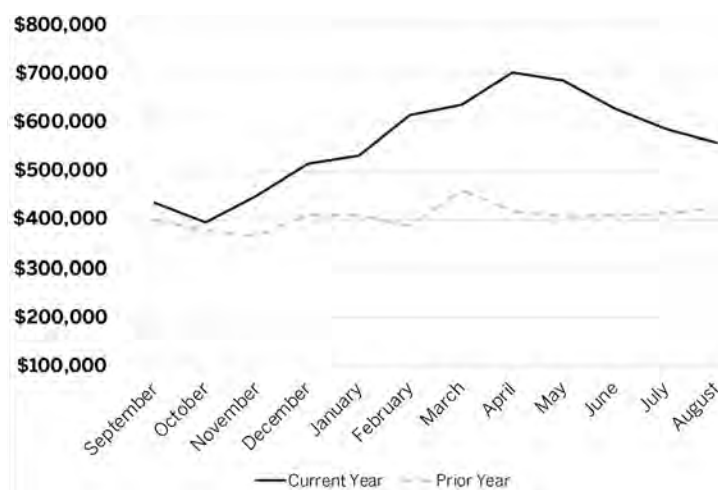
MIAMI-DADE COUNTY



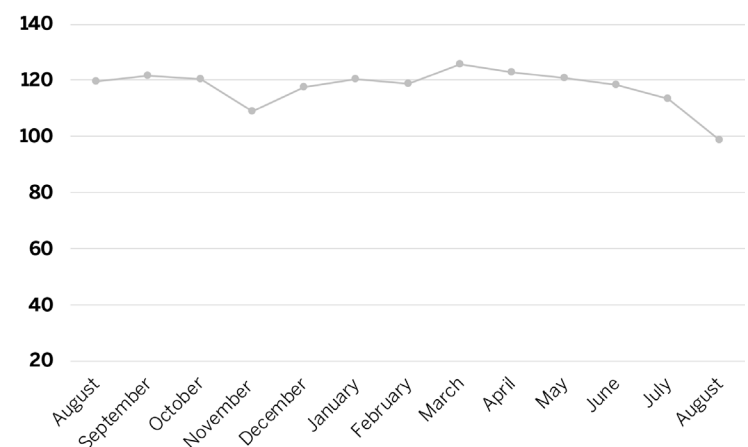
AVAILABLE INVENTORY FALLS TO NEW LOW

For sale inventory decreased from July to the lowest level on record even as the county offers the greatest number of available units in the region. In the last few months, buyers absorbed a large amount of condo units and competition is slowly increasing. Though still the lowest in the region, the share of condos sold at greater than the list price increased for the seventh-consecutive month.

AVERAGE SALES PRICE



DAYS ON MARKET



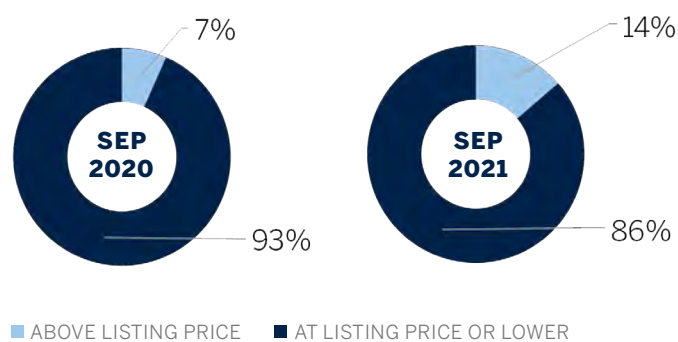
SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
MIAMI-DADE COUNTY	\$556,225	\$422,522	32%	\$382	33%	1,879	54%	99
AVENTURA	\$481,430	\$413,268	16%	\$282	17%	168	110%	182
BAL HARBOUR	\$1,234,556	\$1,423,375	-13%	\$665	-1%	18	50%	115
BAY HARBOR ISLANDS	\$482,600	\$361,208	34%	\$346	21%	15	25%	123
BRICKELL/DOWNTOWN MIAMI/EDGEWATER	\$672,981	\$558,958	20%	\$482	19%	253	164%	119
COCONUT GROVE	\$1,442,500	\$926,667	56%	\$629	65%	3	0%	38
CORAL GABLES	\$815,964	\$396,016	106%	\$444	37%	43	34%	144
KEY BISCAYNE	\$1,250,656	\$984,183	27%	\$717	41%	45	50%	79
MIAMI	\$391,838	\$339,259	15%	\$316	30%	559	24%	63
MIAMI BEACH	\$804,688	\$604,108	33%	\$581	23%	218	106%	138
MIAMI SHORES	\$435,000	\$193,750	125%	\$252	47%	1	-50%	313
NORTH BAY VILLAGE	\$387,731	\$302,858	28%	\$322	37%	13	-28%	110
PINECREST	\$400,830	\$223,500	79%	\$281	23%	10	233%	31
SOUTH MIAMI	\$247,500	N/A	N/A	\$277	N/A	8	N/A	139
SUNNY ISLES BEACH	\$1,128,473	\$947,923	19%	\$581	20%	123	78%	129
SURFSIDE	\$1,100,650	\$508,800	116%	\$790	119%	10	100%	143

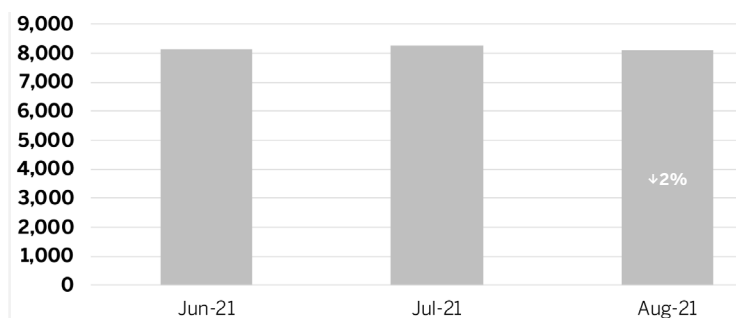
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$287,738	\$249,417	15%	\$283	23%	1,380	38%	85
\$500,000-\$999,999	\$691,587	\$683,496	1%	\$499	12%	295	103%	123
\$1MM-\$4.99MM	\$1,837,067	\$1,911,063	-4%	\$824	12%	191	181%	164
>\$5MM	\$7,166,923	\$8,933,125	-20%	\$1,885	26%	13	225%	81

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



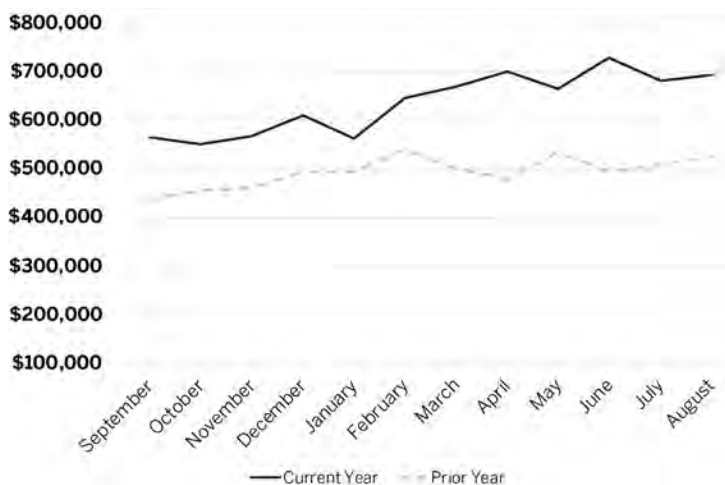
BROWARD COUNTY



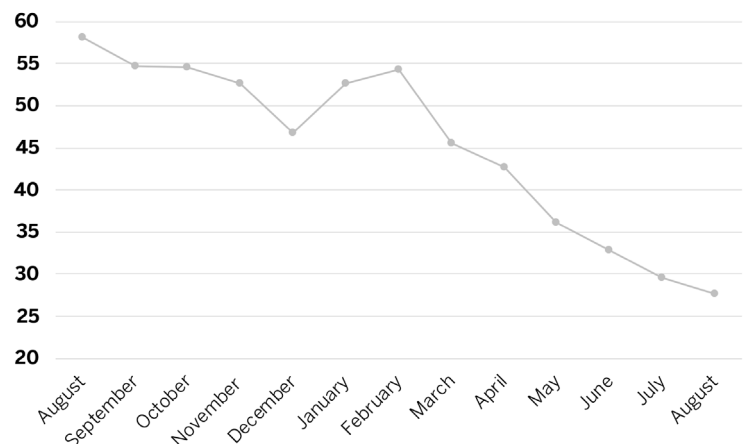
BUYER COMPETITION HIGHEST IN REGION

With availability of homes limited, buyers competed for listings throughout much of the county. In August, Broward County had the highest percentage of homes closed for more than the list price in the region.

AVERAGE SALES PRICE



DAYS ON MARKET



SALES BY NEIGHBORHOOD

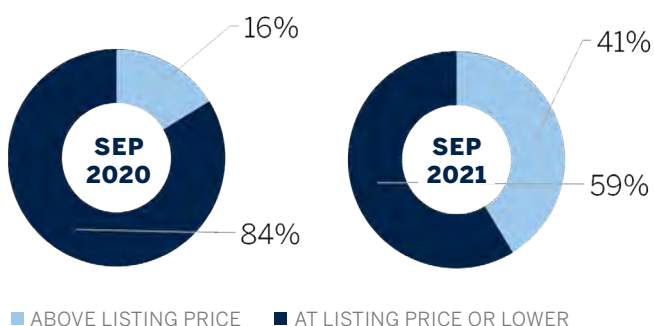
SINGLE-FAMILY HOMES

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
BROWARD COUNTY	\$693,345	\$524,292	32%	\$301	25%	1,545	-11%	28
COOPER CITY	\$666,007	\$515,859	29%	\$298	29%	30	-33%	11
CORAL SPRINGS	\$612,680	\$454,702	35%	\$243	21%	136	-13%	20
DAVIE	\$813,198	\$635,284	28%	\$290	23%	77	-1%	24
DEERFIELD BEACH	\$406,959	\$425,709	-4%	\$255	13%	36	-39%	32
FORT LAUDERDALE	\$1,339,520	\$735,172	82%	\$465	42%	192	-9%	40
HALLANDALE	\$809,350	\$851,600	-5%	\$351	-10%	8	60%	44
HILLSBORO BEACH	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
HOLLYWOOD	\$527,863	\$505,921	4%	\$309	20%	122	-14%	38
LAUDERDALE-BY-THE-SEA	N/A	\$1,508,200	N/A	N/A	N/A	-	N/A	N/A
LIGHTHOUSE POINT	\$1,462,522	\$1,190,566	23%	\$515	24%	23	-26%	29
MIRAMAR	\$525,540	\$437,322	20%	\$244	21%	98	-7%	20
PARKLAND	\$989,063	\$807,393	23%	\$295	33%	79	5%	16
PEMBROKE PINES	\$531,688	\$461,187	15%	\$256	18%	123	-2%	21
PLANTATION	\$643,066	\$533,106	21%	\$258	21%	75	-29%	29
POMPANO BEACH	\$575,708	\$437,176	32%	\$352	36%	79	-11%	32
SOUTHWEST RANCHES	\$1,138,100	\$1,137,112	0%	\$336	-8%	14	8%	48
SUNRISE	\$406,342	\$353,640	15%	\$260	21%	57	-25%	21
WESTON	\$801,307	\$600,252	33%	\$299	26%	95	13%	18
WILTON MANORS	\$653,545	\$597,894	9%	\$428	31%	19	-17%	29

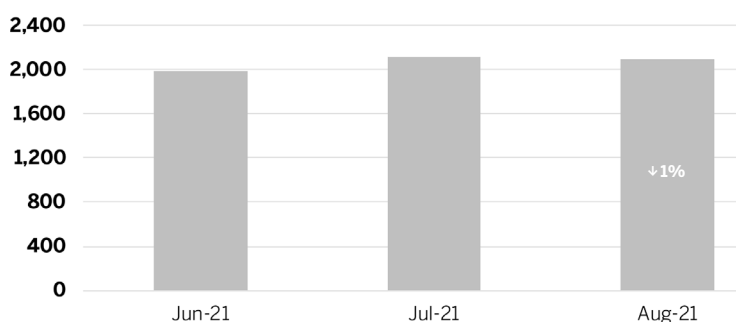
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$377,746	\$351,314	8%	\$257	20%	783	-33%	28
\$500,000-\$999,999	\$668,900	\$660,597	1%	\$293	16%	582	28%	23
\$1MM-\$2.99MM	\$1,496,506	\$1,519,554	-2%	\$441	3%	153	43%	35
>\$3MM	\$5,821,409	\$4,215,000	38%	\$995	44%	27	200%	73

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



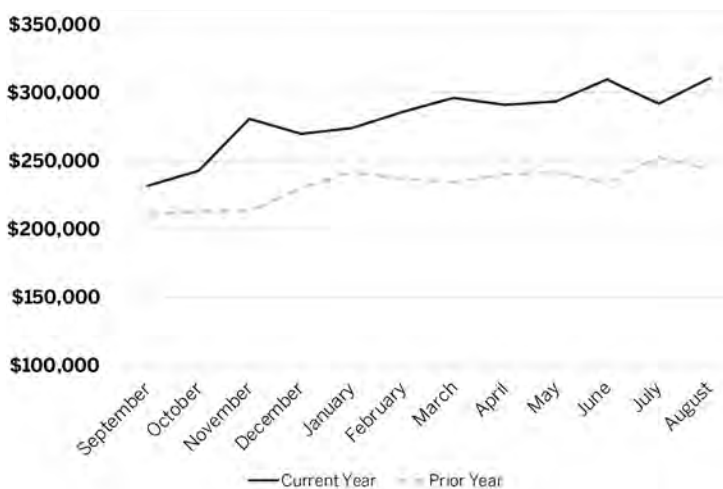
BROWARD COUNTY



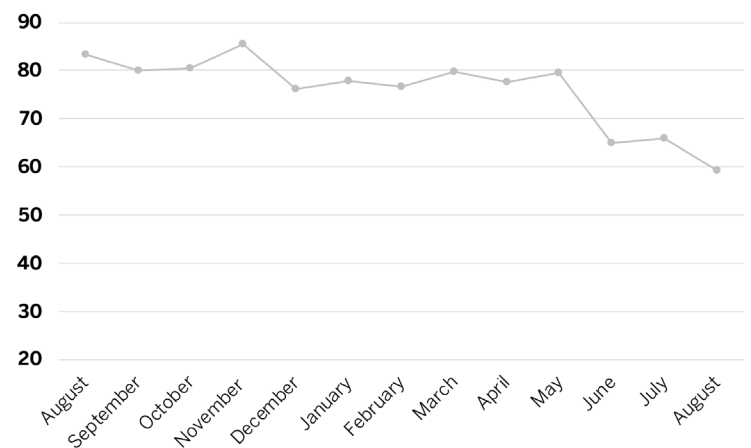
MEDIAN PRICE REBOUNDS FROM JULY

The median condo price increased by 3.5%, following the 4.5% drop last month. The number of closed sales fell substantially from July, primarily in lower-priced units, which helped to drive the median price higher.

AVERAGE SALES PRICE



DAYS ON MARKET



SALES BY NEIGHBORHOOD

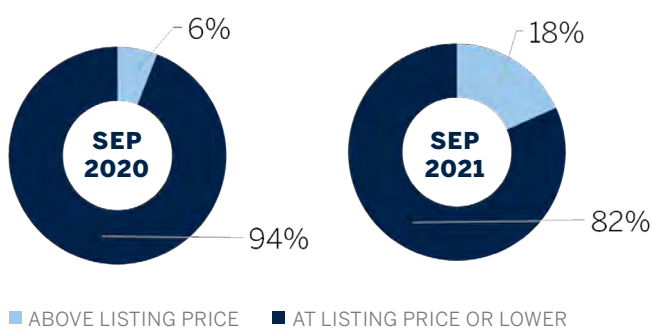
CONDOMINIUMS

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
BROWARD COUNTY	\$310,393	\$243,519	27%	\$221	21%	1,688	19%	59
COOPER CITY	\$349,325	\$313,136	12%	\$248	14%	10	-9%	20
CORAL SPRINGS	\$196,353	\$199,672	-2%	\$172	13%	62	9%	48
DAVIE	\$241,799	\$218,134	11%	\$182	16%	73	66%	38
DEERFIELD BEACH	\$232,763	\$154,085	51%	\$168	15%	99	2%	33
FORT LAUDERDALE	\$580,746	\$430,858	35%	\$359	29%	266	40%	75
HALLANDALE	\$312,106	\$231,361	35%	\$269	33%	129	61%	96
HILLSBORO BEACH	\$830,833	\$507,333	64%	\$386	13%	9	0%	201
HOLLYWOOD	\$431,524	\$261,275	65%	\$294	41%	116	5%	71
LAUDERDALE-BY-THE-SEA	\$775,343	\$504,820	54%	\$396	29%	20	-26%	56
LIGHTHOUSE POINT	\$257,322	\$184,283	40%	\$225	51%	9	-36%	104
MIRAMAR	\$297,545	\$268,847	11%	\$214	14%	38	6%	30
PARKLAND	\$444,400	\$436,667	2%	\$255	27%	9	200%	21
PEMBROKE PINES	\$234,899	\$213,002	10%	\$185	14%	134	14%	43
PLANTATION	\$228,943	\$200,105	14%	\$186	24%	61	20%	28
POMPANO BEACH	\$312,550	\$258,303	21%	\$237	21%	129	8%	35
SOUTHWEST RANCHES	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
SUNRISE	\$199,683	\$162,198	23%	\$143	13%	97	41%	59
WESTON	\$332,586	\$285,205	17%	\$246	20%	22	-45%	22
WILTON MANORS	\$344,779	\$233,128	48%	\$223	15%	14	-22%	35

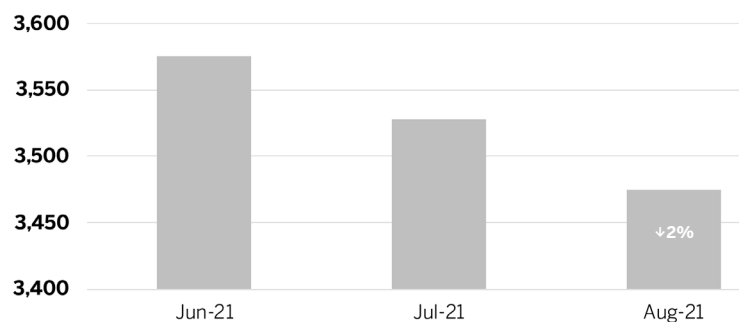
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$218,640	\$205,158	7%	\$187	10%	1,486	12%	57
\$500,000-\$999,999	\$679,008	\$652,739	4%	\$405	18%	137	101%	78
\$1MM-\$2.99MM	\$1,520,346	\$1,529,931	-1%	\$619	21%	62	244%	76
>\$3MM	\$3,919,667	N/A	N/A	\$1,163	N/A	3	N/A	210

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



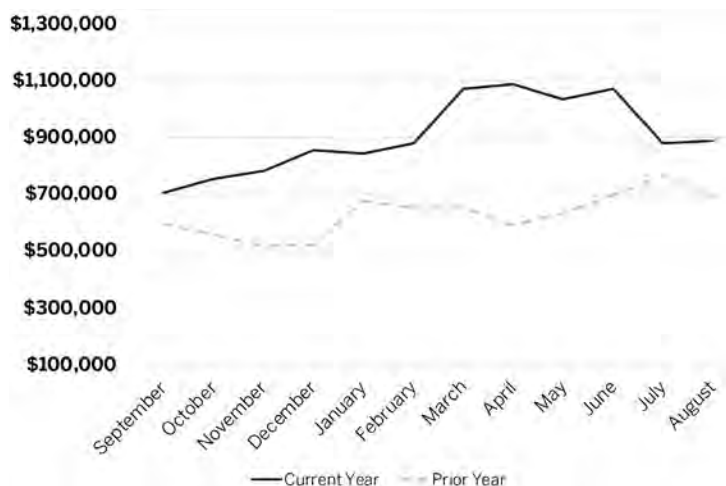
PALM BEACH COUNTY



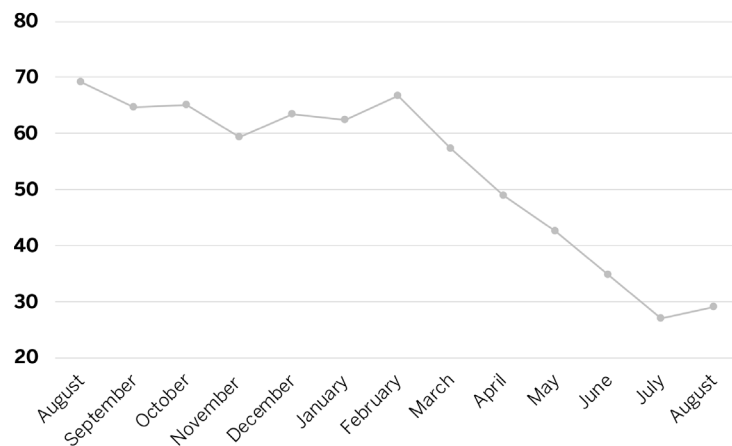
LUXURY SALES STABILIZE AS DAYS ON MARKET INCREASES

The number of homes sold for greater than \$3 million remained on par with July while the pace of lower priced homes slowed. The average number of days on market increased throughout all price ranges.

AVERAGE SALES PRICE



DAYS ON MARKET



SALES BY NEIGHBORHOOD

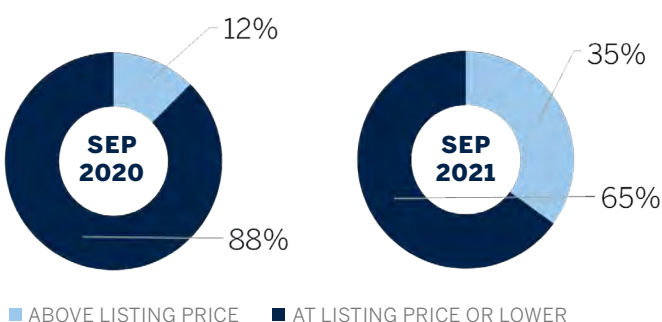
SINGLE-FAMILY HOMES

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
PALM BEACH COUNTY	\$889,008	\$693,139	28%	\$306	24%	1,403	-16%	29
BOCA RATON	\$1,017,361	\$789,593	29%	\$322	21%	234	-21%	32
BOYNTON BEACH	\$493,313	\$396,512	24%	\$230	28%	182	440%	25
DELRAY BEACH	\$1,057,352	\$788,163	34%	\$337	23%	122	-19%	30
HIGHLAND BEACH	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
JUNO BEACH	\$265,000	\$1,272,333	-79%	\$222	-31%	1	-67%	74
JUPITER	\$1,020,844	\$792,019	29%	\$369	29%	89	-23%	17
JUPITER INLET COLONY	\$7,200,000	\$1,220,000	490%	\$1,376	81%	2	100%	2
LAKE PARK	\$296,286	\$315,175	-6%	\$184	16%	7	75%	25
LAKE WORTH	\$465,762	\$383,561	21%	\$224	27%	136	-6%	28
LANTANA	\$918,879	\$1,214,420	-24%	\$327	16%	14	-30%	31
NORTH PALM BEACH	\$1,929,100	\$1,390,450	39%	\$441	-10%	10	-50%	32
MANALAPAN	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
PALM BEACH	\$16,273,207	\$6,555,806	148%	\$2,654	95%	9	-50%	47
PALM BEACH GARDENS	\$1,282,089	\$891,825	44%	\$374	41%	87	-11%	27
SINGER ISLAND	\$805,000	\$866,400	-7%	\$529	40%	1	-80%	63
TEQUESTA	\$1,997,240	\$836,800	139%	\$539	53%	10	100%	47
WELLINGTON	\$869,339	\$591,190	47%	\$306	37%	94	-22%	43
WEST PALM BEACH	\$573,676	\$492,193	17%	\$262	21%	190	-1%	31

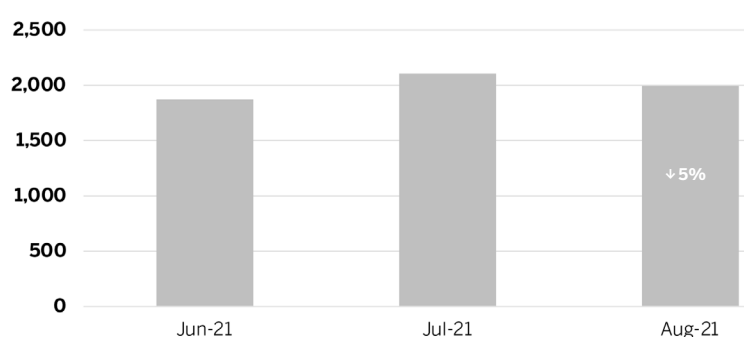
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$369,117	\$344,418	7%	\$216	15%	673	-35%	25
\$500,000-\$999,999	\$670,723	\$665,565	1%	\$286	17%	513	15%	24
\$1MM-\$4.99MM	\$1,893,562	\$1,968,763	-4%	\$489	0%	192	17%	45
>\$5MM	\$11,648,713	\$7,887,563	48%	\$1,700	38%	25	9%	100

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



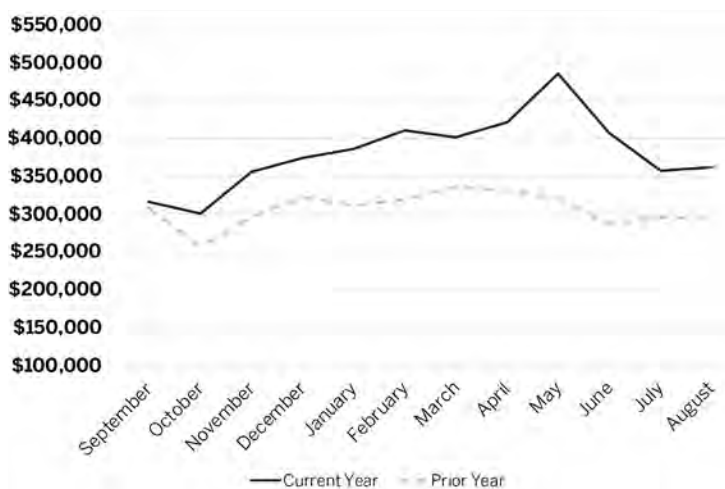
PALM BEACH COUNTY



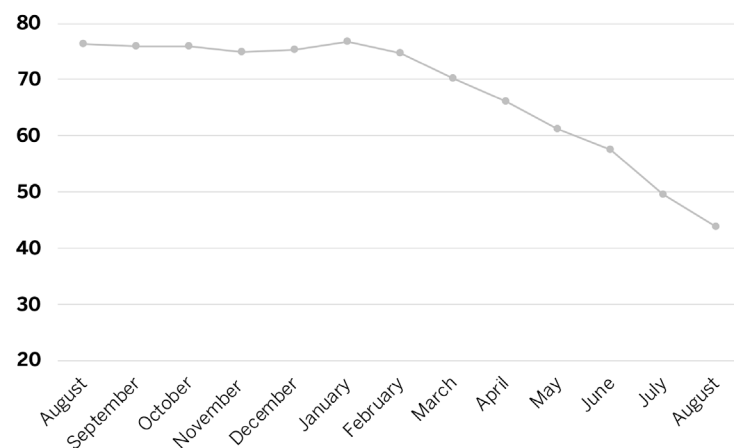
COMPETITION LEADS TO HIGHER PRICING

The share of condos sold for greater than the list price was the highest in the region. The bulk of these condo sales were in the less than \$1 million segment where the average days on market decreased by 15% in August.

AVERAGE SALES PRICE



DAYS ON MARKET



SALES BY NEIGHBORHOOD

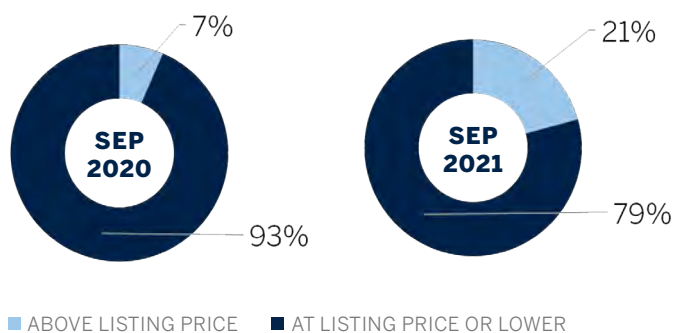
CONDOMINIUMS

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
PALM BEACH COUNTY	\$361,583	\$293,807	23%	\$198	14%	1,365	10%	44
BOCA RATON	\$438,847	\$276,755	59%	\$231	41%	287	26%	47
BOYNTON BEACH	\$245,717	\$207,637	18%	\$152	-12%	133	-6%	35
DELRAY BEACH	\$231,558	\$213,216	9%	\$138	3%	212	14%	44
HIGHLAND BEACH	\$769,300	\$711,240	8%	\$470	23%	20	18%	42
JUNO BEACH	\$663,962	\$499,650	33%	\$328	-5%	13	30%	26
JUPITER	\$445,914	\$357,765	25%	\$273	21%	75	-18%	29
JUPITER INLET COLONY	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
LAKE PARK	\$280,900	\$234,000	20%	\$213	41%	2	-50%	63
LAKE WORTH	\$178,431	\$170,942	4%	\$110	5%	61	0%	36
LANTANA	\$532,944	\$263,667	102%	\$215	41%	9	50%	23
NORTH PALM BEACH	\$451,465	\$327,054	38%	\$232	39%	30	20%	46
MANALAPAN	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
PALM BEACH	\$1,717,500	\$1,552,320	11%	\$674	10%	26	4%	56
PALM BEACH GARDENS	\$384,283	\$324,929	18%	\$224	16%	67	-6%	34
SINGER ISLAND	\$1,061,690	\$869,711	22%	\$409	1%	21	17%	112
TEQUESTA	\$335,777	\$315,286	6%	\$238	2%	15	114%	12
WELLINGTON	\$391,043	\$321,035	22%	\$241	25%	21	24%	46
WEST PALM BEACH	\$228,533	\$219,601	4%	\$131	5%	225	17%	44

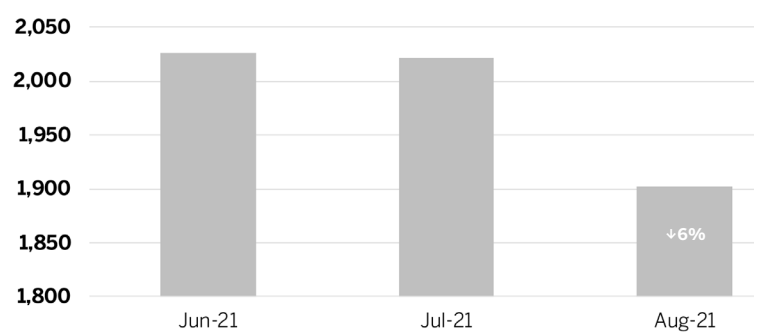
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$225,088	\$208,120	8%	\$146	8%	1,172	5%	39
\$500,000-\$999,999	\$683,096	\$701,327	-3%	\$382	-14%	131	62%	52
\$1MM-\$4.99MM	\$1,814,618	\$1,917,814	-5%	\$685	-6%	58	66%	106
>\$5MM	\$8,756,250	\$6,500,000	35%	\$2,409	42%	4	300%	212

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



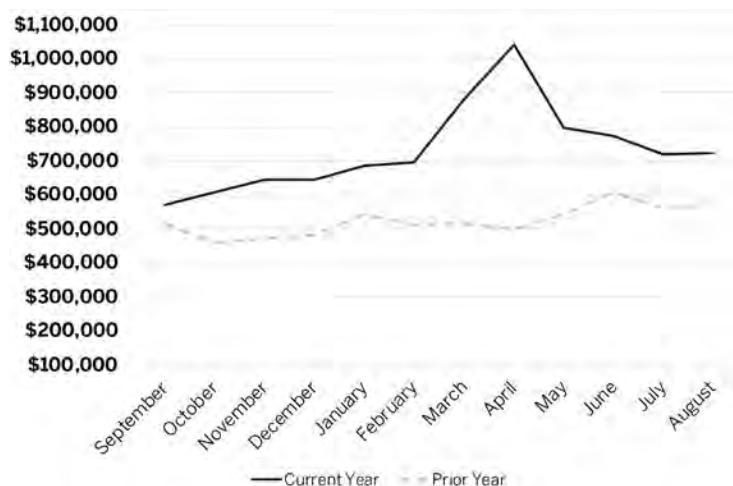
MARTIN COUNTY



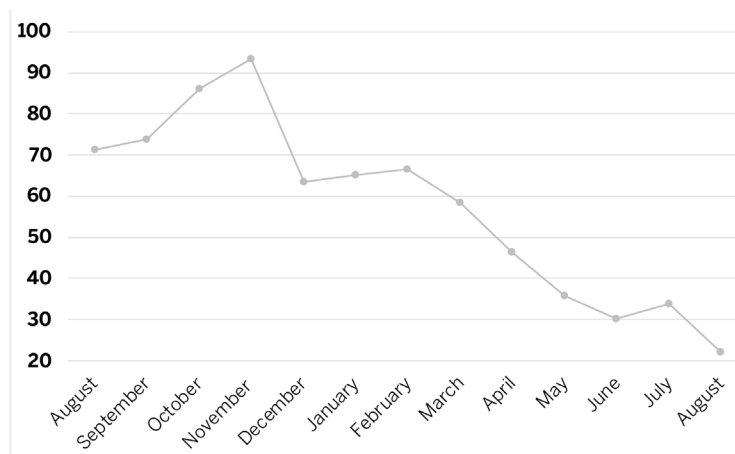
HOMES PRICED LESS THAN \$1 MILLION SELL QUICKLY

The share of homes sold at greater than the list price increased to 35%, roughly double the share just five months ago. For homes priced less than \$1 million, that share increased to more than 40%. The more affordable homes sold quicker as well, with the average time on market falling to less than 20 days.

AVERAGE SALES PRICE



DAYS ON MARKET



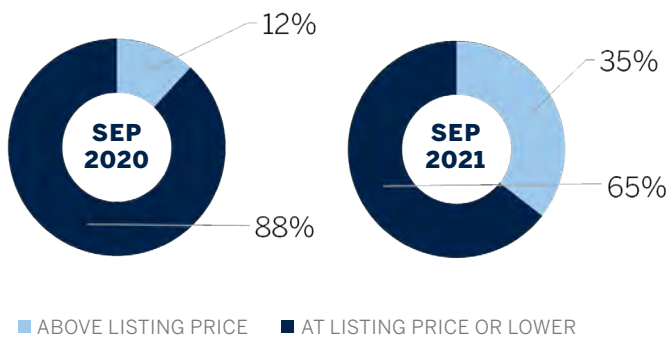
SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
MARTIN COUNTY	\$722,387	\$572,768	26%	\$280	24%	93	-27%	22
HOBE SOUND	\$810,248	\$403,990	101%	\$279	39%	13	30%	22
HUTCHINSON ISLAND	N/A	\$1,675,000	N/A	N/A	N/A	-	N/A	N/A
JENSEN BEACH	\$646,262	\$378,350	71%	\$279	38%	13	-13%	23
JUPITER ISLAND	\$8,000,000	\$5,950,000	34%	\$1,588	20%	2	-71%	4
PALM CITY	\$6,864	\$5,183	32%	\$249	23%	51	-23%	24
SEWALL'S POINT	\$1,158,714	\$1,014,645	14%	\$339	19%	7	-36%	11
STUART	\$582,900	\$519,280	12%	\$278	24%	26	-42%	21

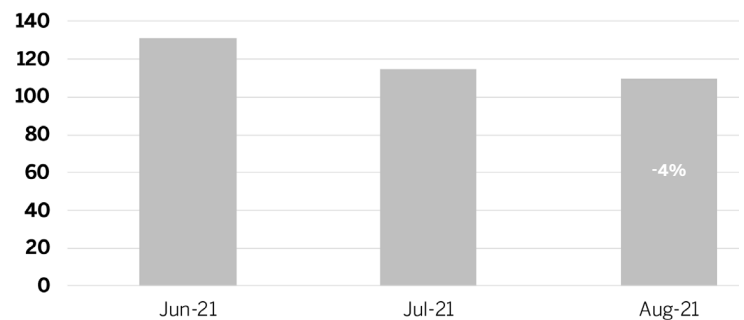
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$230,319	\$185,654	24%	\$177	7%	43	-23%	25
\$500,000-\$999,999	\$625,000	\$565,000	11%	\$500	54%	1	0%	-
\$1MM-\$2.99MM	\$1,562,500	N/A	N/A	\$708	N/A	4	N/A	131
>\$3MM	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



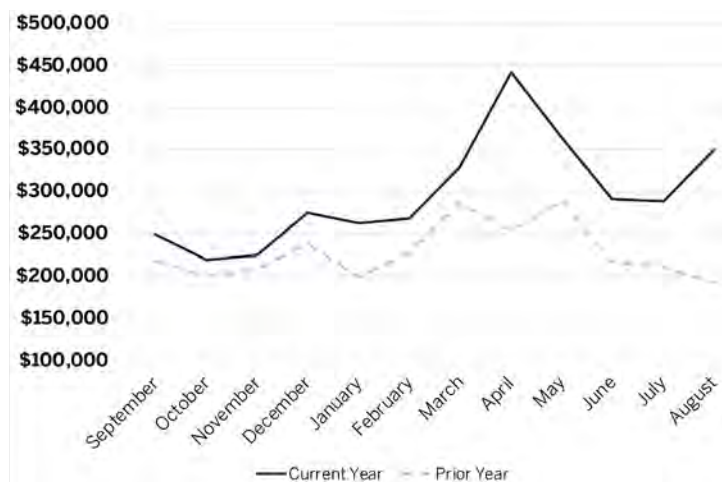
MARTIN COUNTY



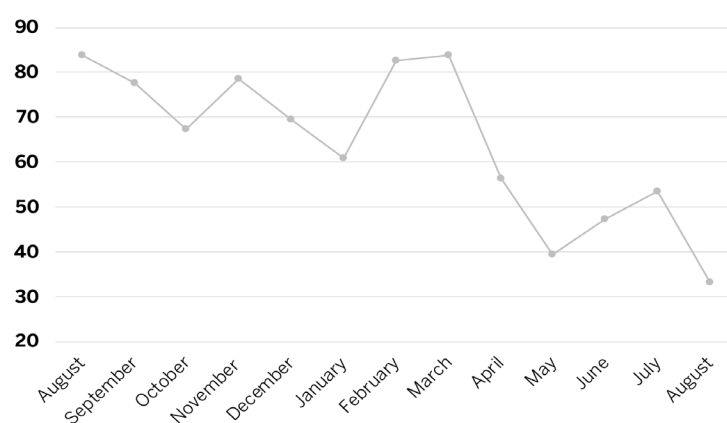
LOWEST MONTHS OF SUPPLY IN REGION

Sales volume decreased in August, roughly on par with the slowest month in 2020. With few units available for sale, the pace of sales would absorb available condos in approximately one month, the shortest amount of time for condos throughout the region. The average price per square foot increased by the greatest amount in the region.

AVERAGE SALES PRICE



DAYS ON MARKET



SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
MARTIN COUNTY	\$349,556	\$192,309	82%	\$228	36%	48	-16%	33
HOBE SOUND	\$240,000	\$181,917	32%	\$151	5%	3	-50%	29
HUTCHINSON ISLAND	\$815,000	\$342,125	138%	\$547	85%	5	-58%	42
JENSEN BEACH	\$367,000	\$139,000	164%	\$216	69%	1	-75%	20
PALM CITY	\$313,167	\$132,333	137%	\$142	42%	6	0%	110
STUART	\$312,928	\$143,022	119%	\$203	55%	33	22%	30

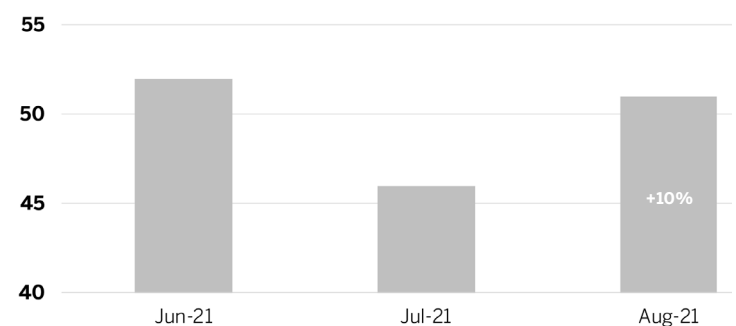
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$500,000	\$230,319	\$185,654	24%	\$177	7%	43	-23%	25
\$500,000-\$999,999	\$625,000	\$565,000	11%	\$500	54%	1	0%	-
\$1MM-\$2.99MM	\$1,562,500	N/A	N/A	\$708	N/A	4	N/A	131
>\$3MM	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



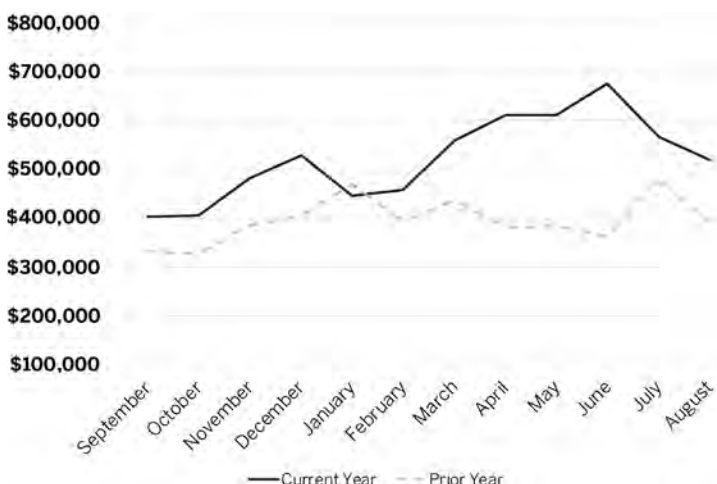
INDIAN RIVER COUNTY



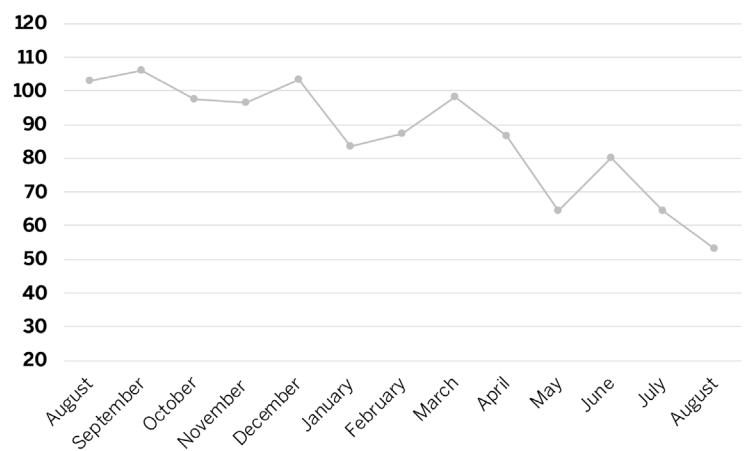
\$1 MILLION TO \$3 MILLION SEGMENT PACES THE COUNTY

While aggregate sales activity slowed throughout the county, sales in the \$1 million to \$3 million range, though a smaller segment of the market, increased by 45% in August. The average days on market in this segment also improved, highlighting the growing buyer demand.

AVERAGE SALES PRICE



DAYS ON MARKET



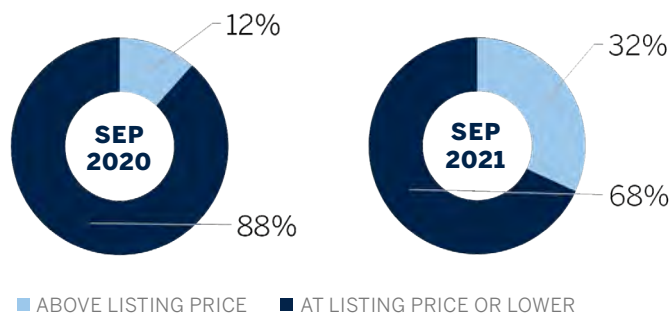
SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
INDIAN RIVER COUNTY	\$519,407	\$391,857	33%	\$233	27%	270	-16%	53
ORCHID ISLAND	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
SEBASTIAN	\$354,149	\$265,506	33%	\$195	23%	51	-19%	45
VERO BEACH	\$554,957	\$424,337	31%	\$241	26%	212	-15%	54

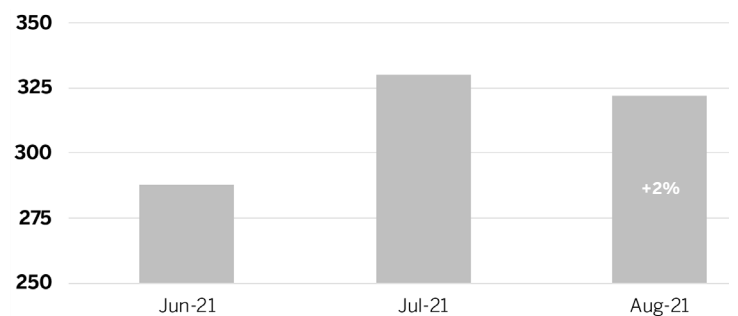
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$300,000	\$241,287	\$223,160	8%	\$174	21%	103	-45%	45
\$300,000-\$999,999	\$494,496	\$480,447	3%	\$230	12%	147	24%	57
\$1MM-\$2.99MM	\$1,552,898	\$1,722,308	-10%	\$465	12%	16	23%	77
>\$3MM	\$4,462,500	\$4,100,000	9%	\$918	-6%	4	300%	30

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



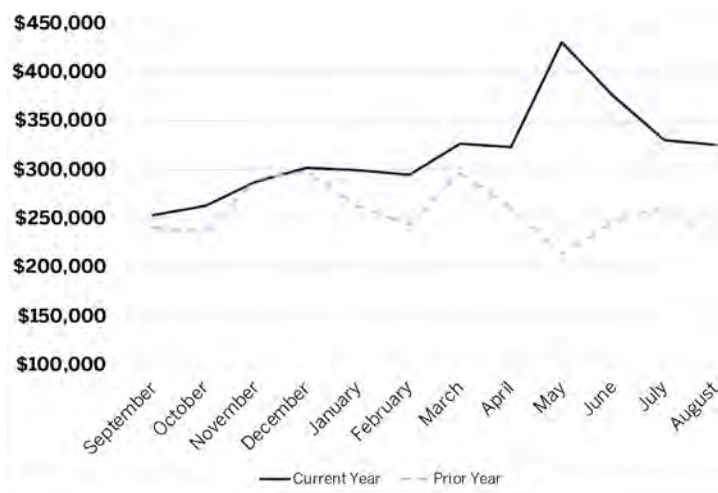
INDIAN RIVER COUNTY



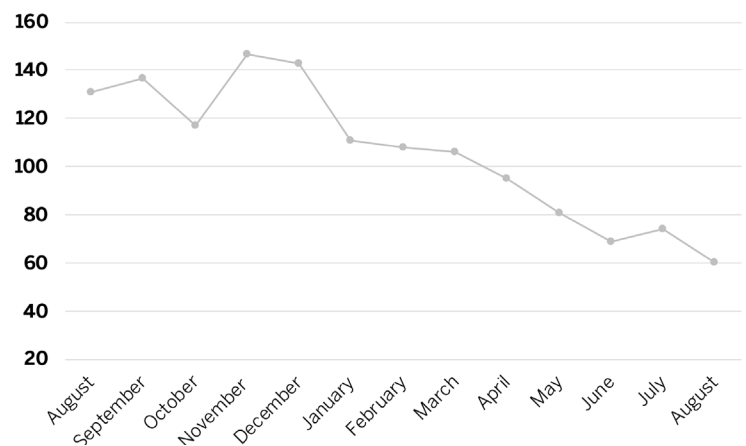
LIMITED INVENTORY CONTRIBUTES TO SALES VOLUME AT 2021 LOW

Condo sales slowed yet again, bringing the number of closed units to the lowest point since mid-2020. The slowdown is not entirely attributable to a demand decline as limited inventory in the county hampers buyer activity. With few units available for-sale, inventory would be absorbed in just more than one month.

AVERAGE SALES PRICE



DAYS ON MARKET



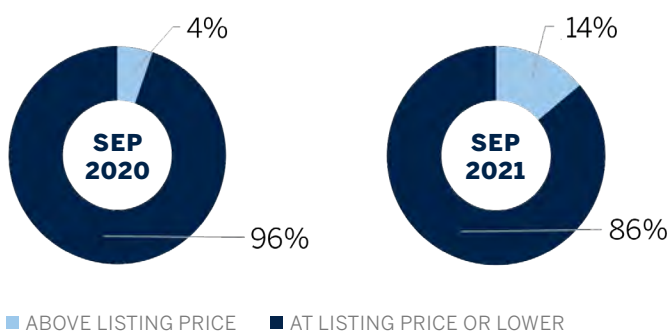
SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
INDIAN RIVER COUNTY	\$324,990	\$227,179	43%	\$205	18%	88	-23%	60
ORCHID ISLAND	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
SEBASTIAN	\$237,400	\$186,433	27%	\$192	34%	7	-61%	53
VERO BEACH	\$320,938	\$229,149	12%	\$202	12%	76	-16%	63

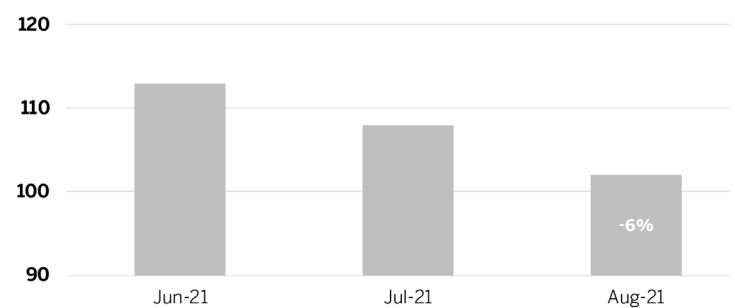
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21
<\$300,000	\$180,484	\$160,548	12%	\$147	8%	57	-39%	50
\$300,000-\$999,999	\$507,167	\$448,371	13%	\$276	-6%	27	35%	79
\$1MM-\$2.99MM	\$1,154,500	\$2,000,000	-42%	\$430	-24%	4	300%	70
>\$3MM	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



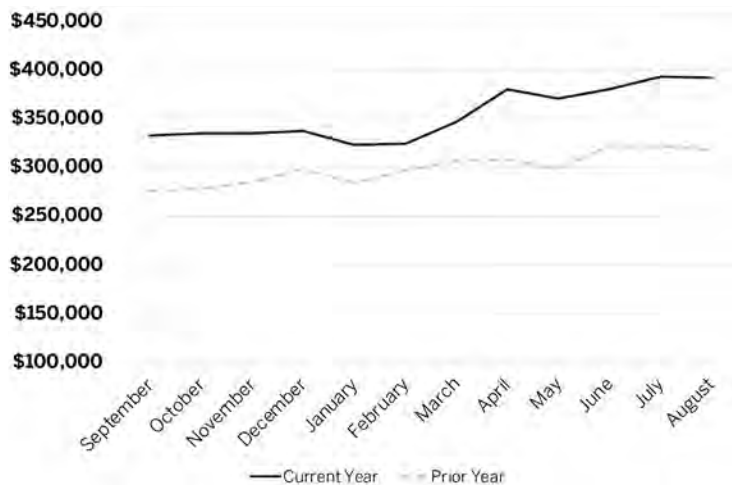
BREVARD COUNTY



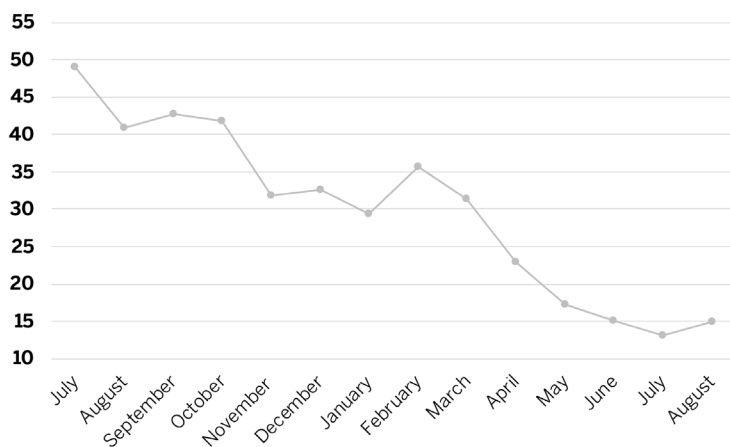
LIMITED INVENTORY ACCELERATES SALES VELOCITY

Available homes remained on the market for the shortest amount of time in the region. With few homes available for sale, demand will absorb inventory in less than a month at the current sales pace.

AVERAGE SALES PRICE



DAYS ON MARKET



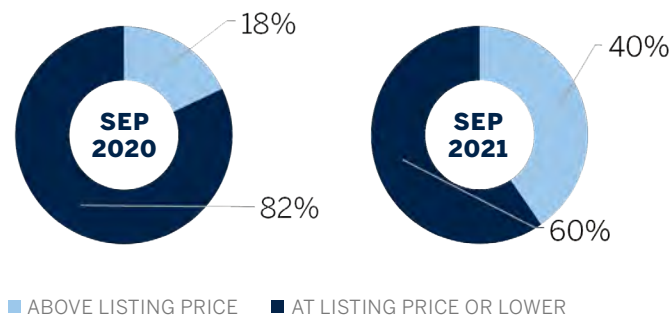
SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	
BREVARD COUNTY	\$391,942	\$317,864	23%	\$197	24%	1,003	2%	15
COCOA	\$260,333	\$240,809	8%	\$172	17%	88	-6%	12
COCOA BEACH	\$789,427	\$513,854	54%	\$339	24%	15	25%	44
GRANT	\$562,833	\$436,063	29%	\$262	36%	6	-25%	112
INDIALANTIC	\$670,625	\$492,764	36%	\$330	48%	12	-52%	10
MALABAR	\$537,000	\$372,369	44%	\$233	56%	7	-56%	23
MELBOURNE	\$426,212	\$379,206	12%	\$199	16%	282	31%	12
MELBOURNE BEACH	\$836,083	\$524,649	59%	\$333	39%	23	-8%	23
MERRITT ISLAND	\$495,246	\$429,128	15%	\$225	16%	65	8%	18
MIMS	\$336,775	\$283,828	19%	\$186	34%	13	-24%	8
PALM BAY	\$279,979	\$219,654	27%	\$165	26%	264	2%	10
ROCKLEDGE	\$449,558	\$390,215	15%	\$211	27%	68	0%	10
SATELLITE BEACH & INDIAN HARBOUR BEACH	\$611,670	\$389,704	57%	\$283	44%	43	30%	20
TITUSVILLE	\$283,698	\$226,468	25%	\$161	26%	86	8%	18
WEST MELBOURNE	\$386,088	\$311,942	24%	\$172	19%	27	-49%	48

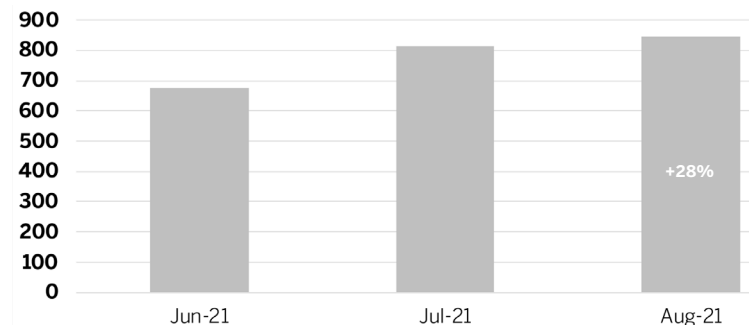
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	
<\$300,000	\$236,183	\$216,628	9%	\$164	22%	432	-27%	13
\$300,000-\$999,999	\$468,001	\$460,169	2%	\$216	12%	552	44%	15
>\$1MM	\$1,723,705	\$1,383,400	25%	\$383	7%	19	280%	49

SOLD ABOVE LISTED PRICE



AVAILABLE LISTINGS



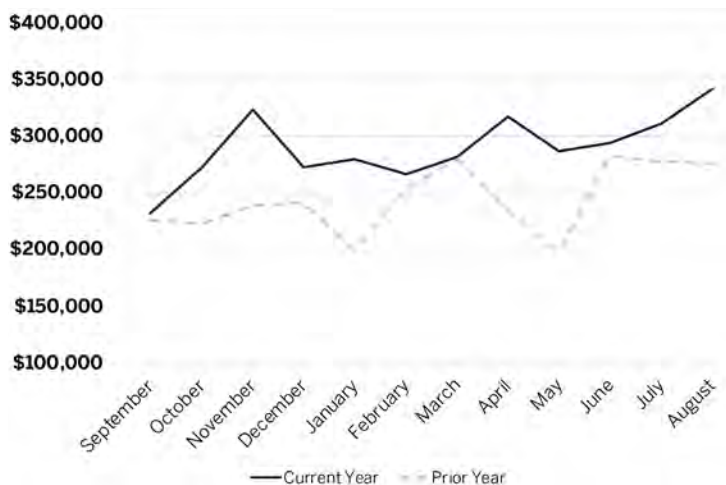
BREVARD COUNTY



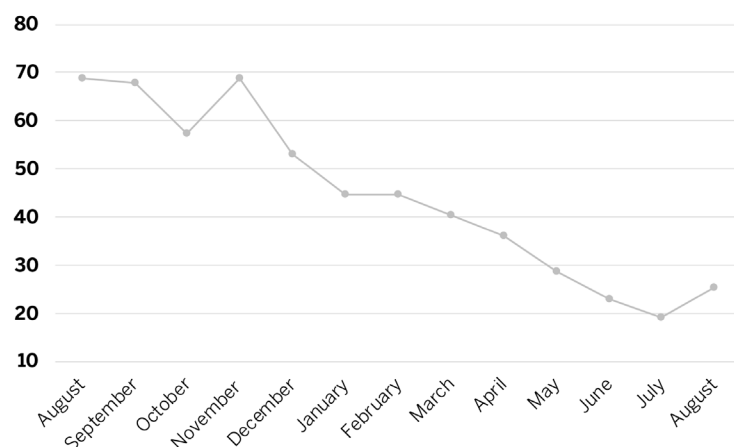
ELEVATED ACTIVITY PERSISTS IN AUGUST

The average days on market for sold condos remained the lowest in the region much like the single family segment. The median condo price increased in August by roughly 10%, the second-largest price gain in the region.

AVERAGE SALES PRICE



DAYS ON MARKET



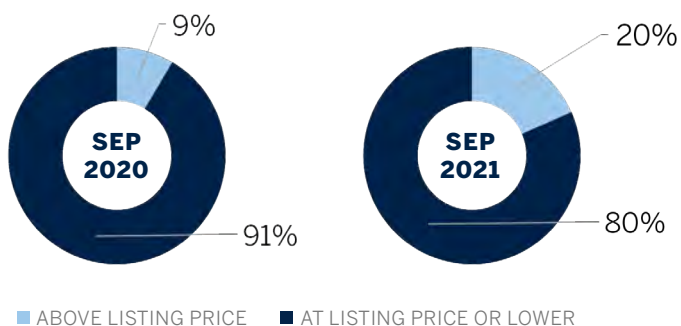
SALES BY NEIGHBORHOOD

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	
BREVARD COUNTY	\$341,990	\$275,369	24%	\$229	21%	192	14%	25
COCOA	\$244,143	\$265,667	-8%	\$168	12%	7	-33%	4
COCOA BEACH	\$437,087	\$362,129	21%	\$309	27%	29	-31%	20
GRANT	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
INDIALANTIC	\$600,506	\$388,357	55%	\$312	38%	18	157%	38
MALABAR	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
MELBOURNE	\$298,565	\$200,267	49%	\$185	33%	43	95%	33
MELBOURNE BEACH	\$829,400	\$228,600	263%	\$322	96%	5	0%	38
MERRITT ISLAND	\$227,653	\$201,300	13%	\$181	21%	15	88%	29
MIMS	N/A	N/A	N/A	N/A	N/A	-	N/A	N/A
PALM BAY	\$225,333	\$166,950	35%	\$155	22%	3	-40%	16
ROCKLEDGE	\$217,844	\$177,208	23%	\$160	21%	9	-25%	7
SATELLITE BEACH & INDIAN HARBOUR BEACH	\$436,921	\$389,400	12%	\$294	22%	19	-24%	11
TITUSVILLE	\$184,536	\$135,838	36%	\$141	40%	14	0%	31
WEST MELBOURNE	\$174,900	\$140,000	17%	\$154	46%	1	-75%	5

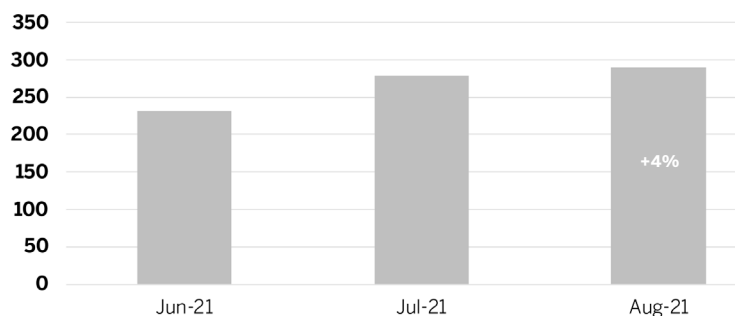
PRICE RANGE

	AVG SALES PRICE			PRICE PER SF		CLOSED TRANSACTIONS		DAYS ON MARKET
	AUG 21	AUG 20	YOY% CHANGE	AUG 21	YOY% CHANGE	AUG 21	YOY% CHANGE	
<\$300,000	\$174,338	\$166,747	5%	\$176	18%	114	2%	18
\$300,000-\$999,999	\$532,363	\$469,211	13%	\$301	13%	73	35%	32
>\$1MM	\$1,385,000	\$1,124,500	23%	\$417	16%	5	150%	103

SOLD ABOVE LISTED PRICE

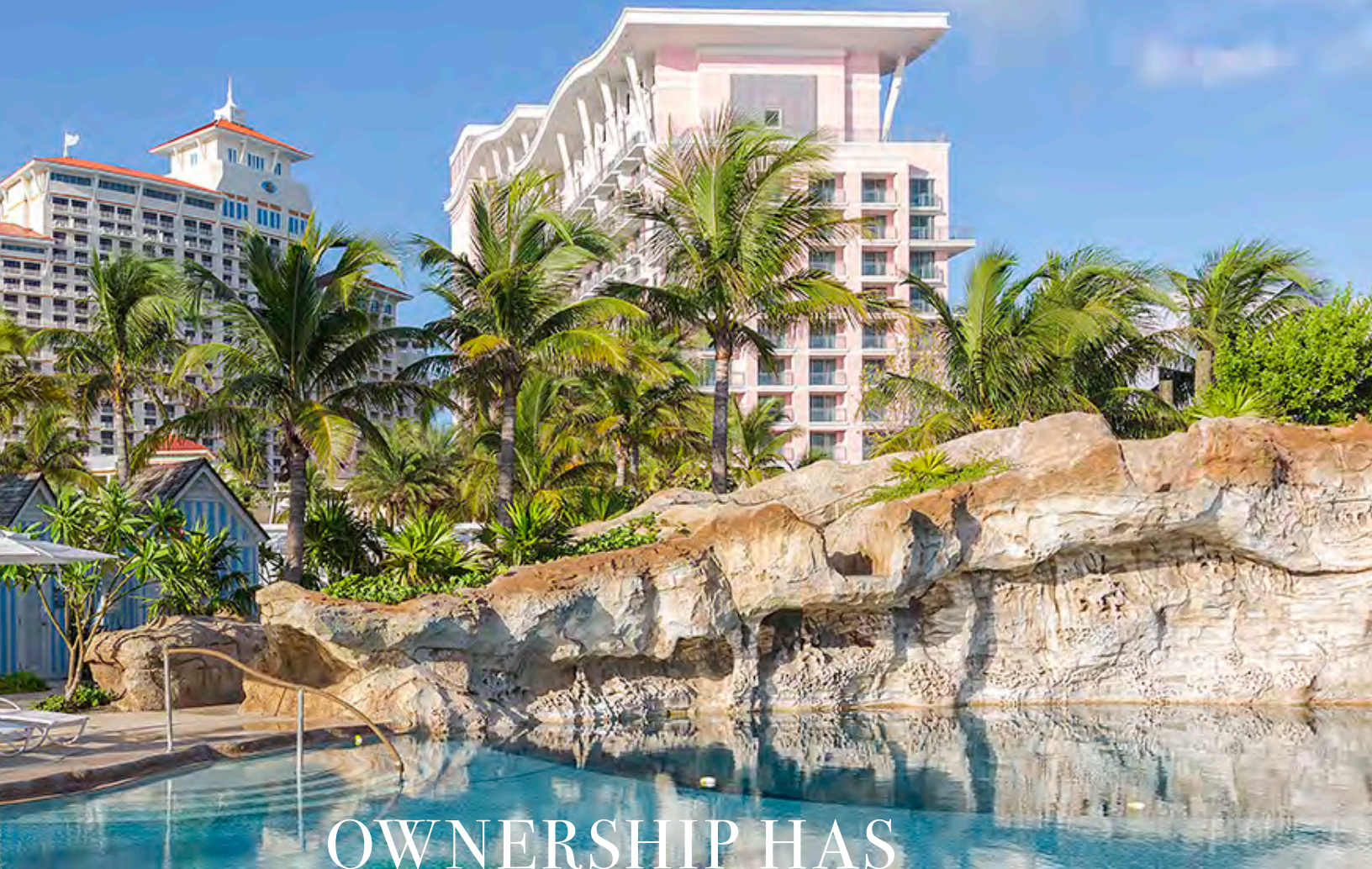


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