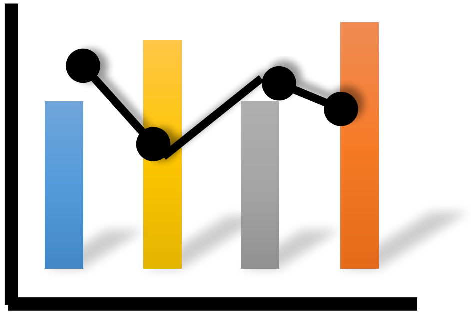
3Q 2021
Broward-Dade County Market Report

Single Family Detached Residences / Condo/Townhome Residences



Presented by Natascha Tello

Current Market Overview

Understanding three views of the current market allows *Buyers* to maximize their ability to evaluate properties, receiving the highest value in their home search and *Sellers* to position their property to maximize money in their pocket while minimizing time on market:

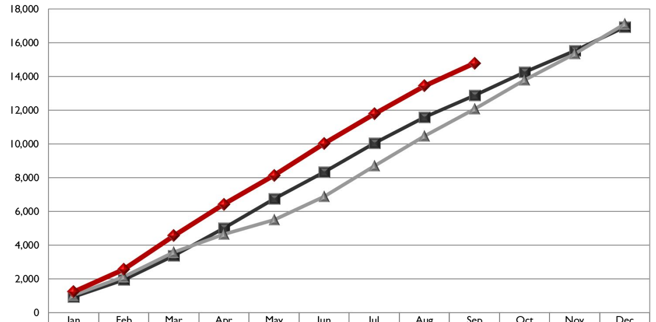
- **Macro View: National Market**
  National Media Coverage
- **Metro View: Broward County Markets**
  Quarterly SEFMLS Market Report
- **Micro View: Your Community**
  Comparative Market Analysis

3Q 2021 Broward County Market Report

KELLERWILLIAMS

Previous Listing Period Data Included

Cumulative Monthly Sales

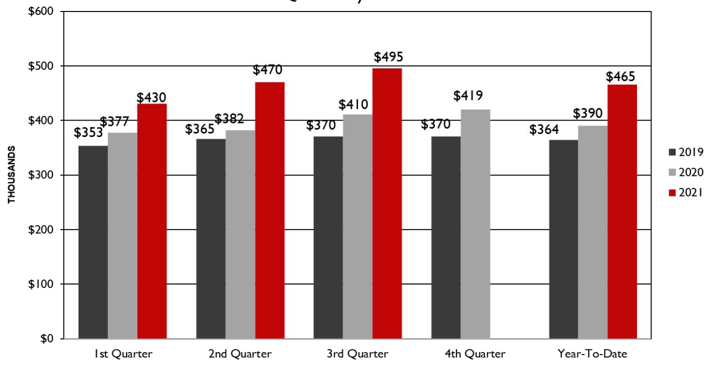


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	948	1,961	3,385	5,009	6,764	8,330	10,042	11,579	12,875	14,270	15,526	16,940
2020	1,041	2,126	3,594	4,644	5,504	6,891	8,693	10,462	12,073	13,798	15,348	17,123
2021	1,249	2,573	4,568	6,427	8,134	10,039	11,790	13,448	14,790			

YTD Sales Up by +22.5% vs. Last Year

Median Sales Price

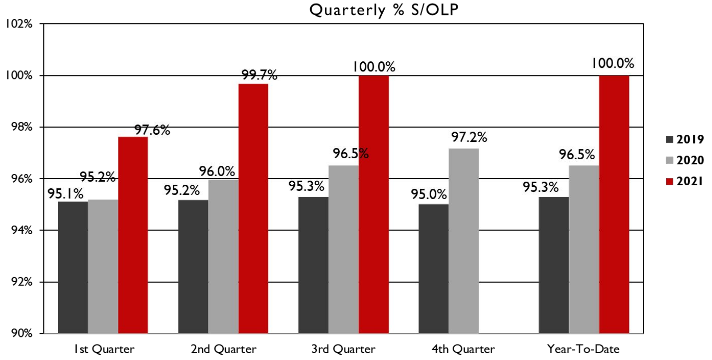
Quarterly



Median Sales Price Up by +20.7% vs. Last Year

Percentage of Original List Price Received by Sellers

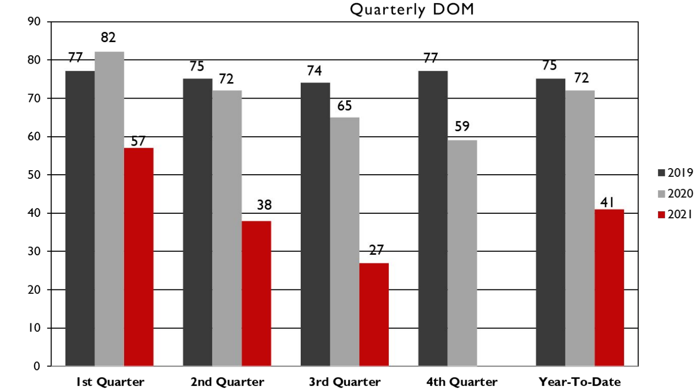
Quarterly % S/OLP



Median S/L = 100.0%, Up +3.5 Points vs. Last Year

Median Days on Market

Quarterly DOM

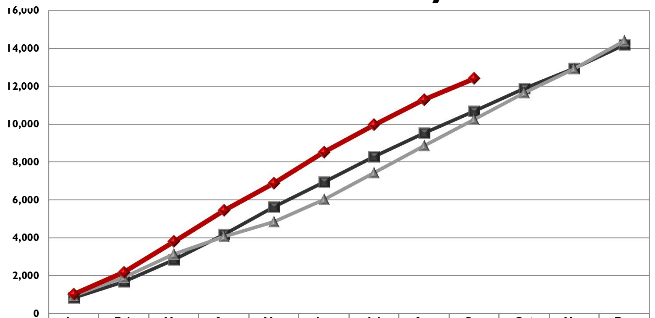


Median DOM at 39, Down -58.5% vs. Last Year

3Q 2021 Miami-Dade County Market Report

Previous Listing Period Data Included

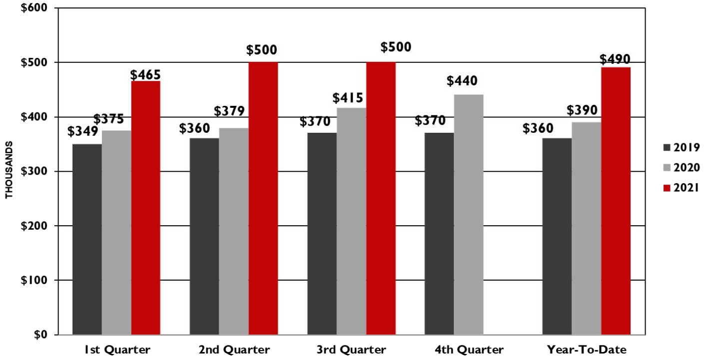
Cumulative Monthly Sales



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	824	1,687	2,848	4,190	5,632	6,950	8,280	9,535	10,677	11,879	12,951	14,200
2020	957	1,927	3,136	4,056	4,850	6,022	7,425	8,868	10,246	11,663	12,921	14,409
2021	1,021	2,172	3,791	5,442	6,881	8,526	9,963	11,299	12,415			

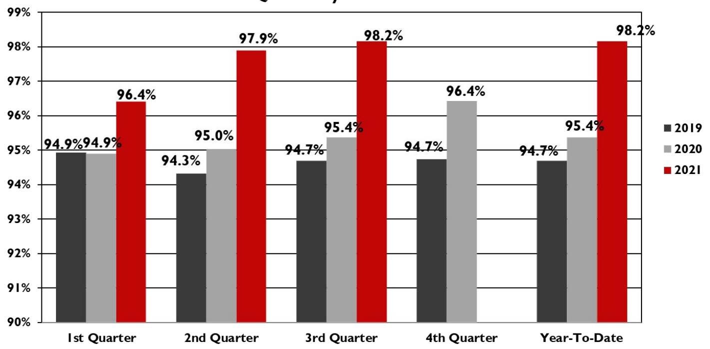
YTD Sales Up (+21.2%) vs. Last Year

Median Sales Price
Quarterly



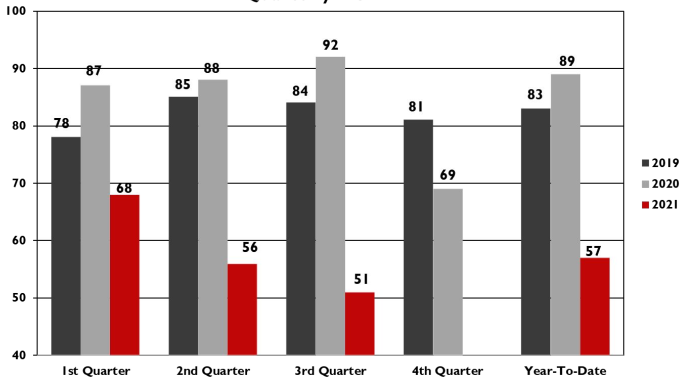
Median Sales Price Higher by +20.4% vs. Last Year

Median Percentage of Original List Price Received by Sellers
Quarterly % S/OLP



Median S/OLP = 98.2%, up by +2.8 Points vs. Last Year

Median Days on Market
Quarterly DOM

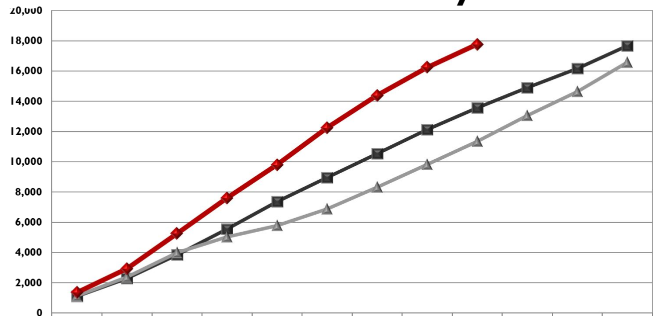


Median DOM at 51 days, -44.6% vs. Last Year

3Q 2021 Broward County Market Report

Previous Listing Period Data Included

Cumulative Monthly Sales

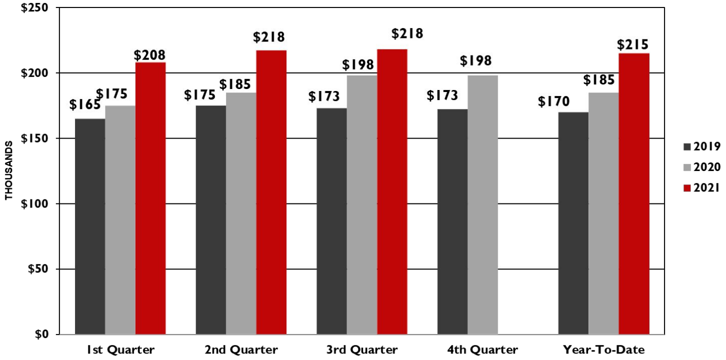


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	1,115	2,298	3,853	5,551	7,361	8,948	10,552	12,124	13,577	14,913	16,177	17,659
2020	1,134	2,374	3,995	5,035	5,785	6,884	8,335	9,824	11,365	13,041	14,642	16,563
2021	1,360	2,932	5,246	7,607	9,805	12,260	14,388	16,254	17,761			

YTD Sales Up by +56.3% vs. Last Year

Median Sales Price

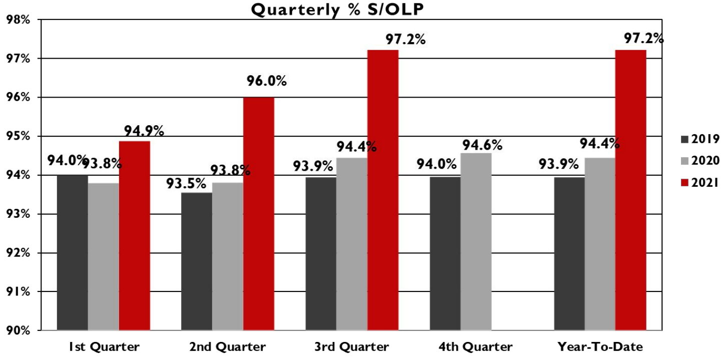
Quarterly



3Q Median Sales Price Up by +10.1% vs. Last Year

Median Percentage of Original List Price Received by Sellers

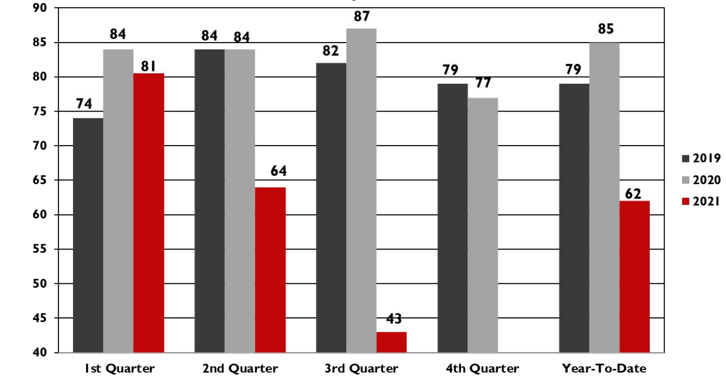
Quarterly % S/OLP



Median S/L = 97.2%, up +2.8% vs. Last Year

Median Days on Market

Quarterly DOM



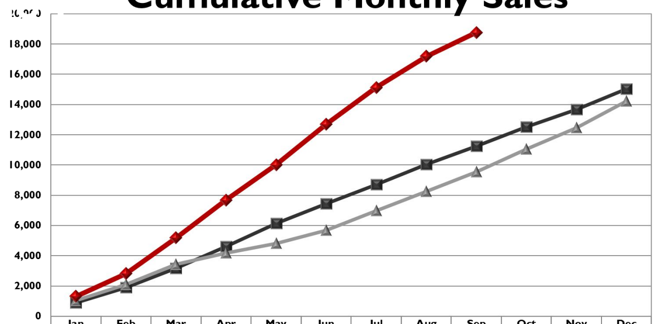
Median DOM at 43 days, Down by -50.6% vs. Last Year

3Q 2021 Miami-Dade County Market Report

KELLERWILLIAMS

Previous Listing Period Data Included

Cumulative Monthly Sales

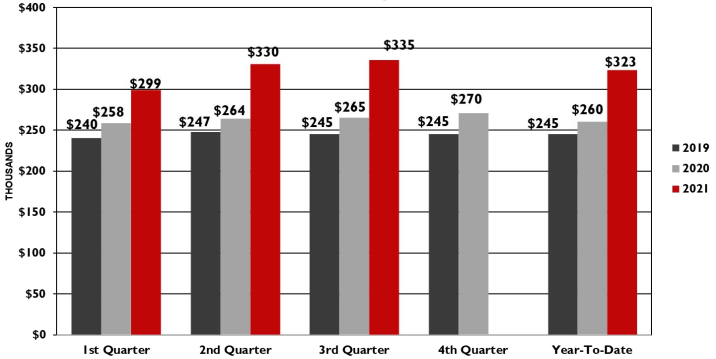


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	899	1,899	3,178	4,610	6,142	7,427	8,725	10,031	11,246	12,517	13,665	15,025
2020	1,027	2,095	3,432	4,193	4,809	5,690	6,992	8,253	9,545	11,040	12,464	14,233
2021	1,313	2,812	5,162	7,680	10,012	12,702	15,120	17,189	18,762			

YTD Sales Up (+96.6%) vs. Last Year

Median Sales Price

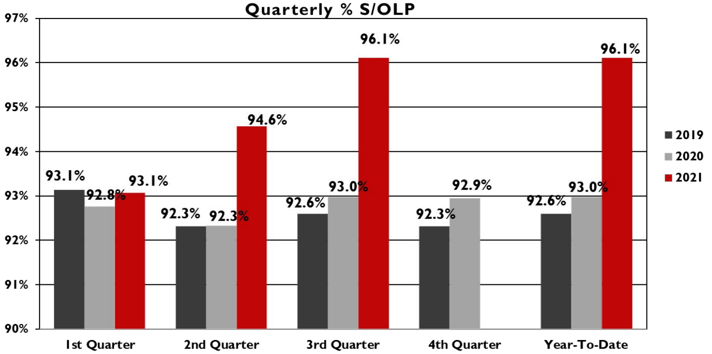
Quarterly



Median Sales Price Up by +26.4% vs. Last Year

Median Percentage of Original List Price Received by Sellers

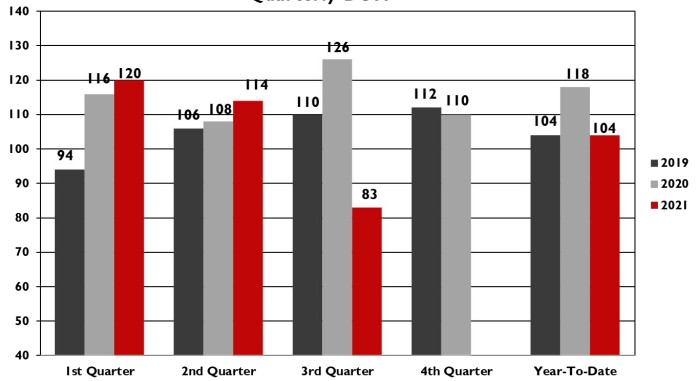
Quarterly % S/OLP



Median S/L = 96.1%, up by +3.1 Points vs. Last Year

Median Days on Market

Quarterly DOM



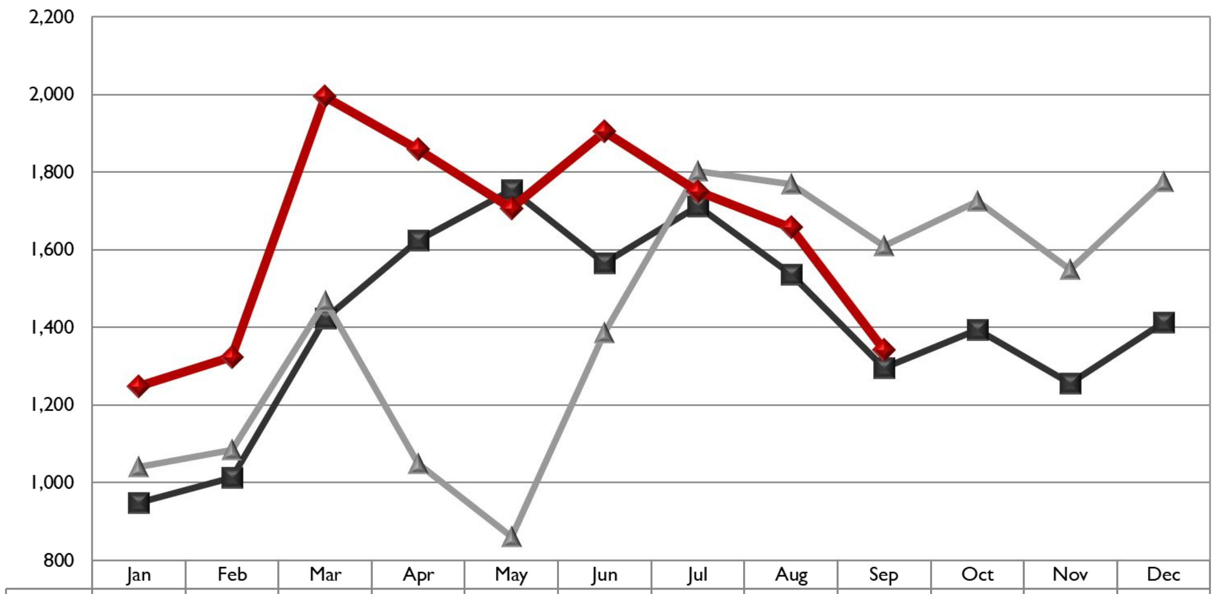
Median DOM at 83, Down by -34.1% vs. Last Year

3Q 2021 Broward County Market Report

2021 sales were well above those of the pandemic-impacted period during 3Q 2021

Sales for 3Q 2021 should increase somewhat when lagged closings are processed into the system

Monthly Sales



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	948	1,013	1,424	1,624	1,755	1,566	1,712	1,537	1,296	1,395	1,256	1,414
2020	1,041	1,085	1,468	1,050	860	1,387	1,802	1,769	1,611	1,725	1,550	1,775
2021	1,249	1,324	1,995	1,859	1,707	1,905	1,751	1,658	1,342			

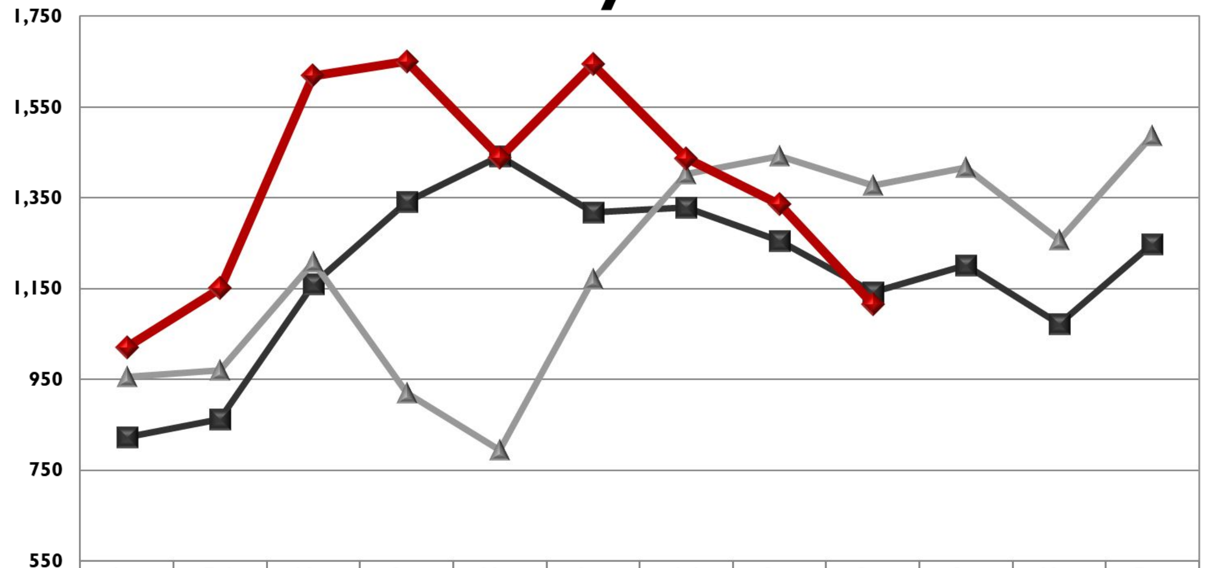
SEFMLS data for SF Det Broward Cty residences. Data is believed to be accurate, but is not warranted.

The Covid-19 pandemic impact began clearly impacting closed sales during April 2021 with the low point occurring during May, likely reflecting fewer contracts written beginning in March

A rebound appeared after 3Q 2021 with pent-up demand surfacing to increase monthly sales substantially, even into 3Q 2021

September sales will increase after all closings have been entered into the system

Monthly Sales



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	824	863	1,161	1,342	1,442	1,318	1,330	1,255	1,142	1,202	1,072	1,249
2020	957	970	1,209	920	794	1,172	1,403	1,443	1,378	1,417	1,258	1,488
2021	1,021	1,151	1,619	1,651	1,439	1,645	1,437	1,336	1,116			

SEFMLS data for SF Detached Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

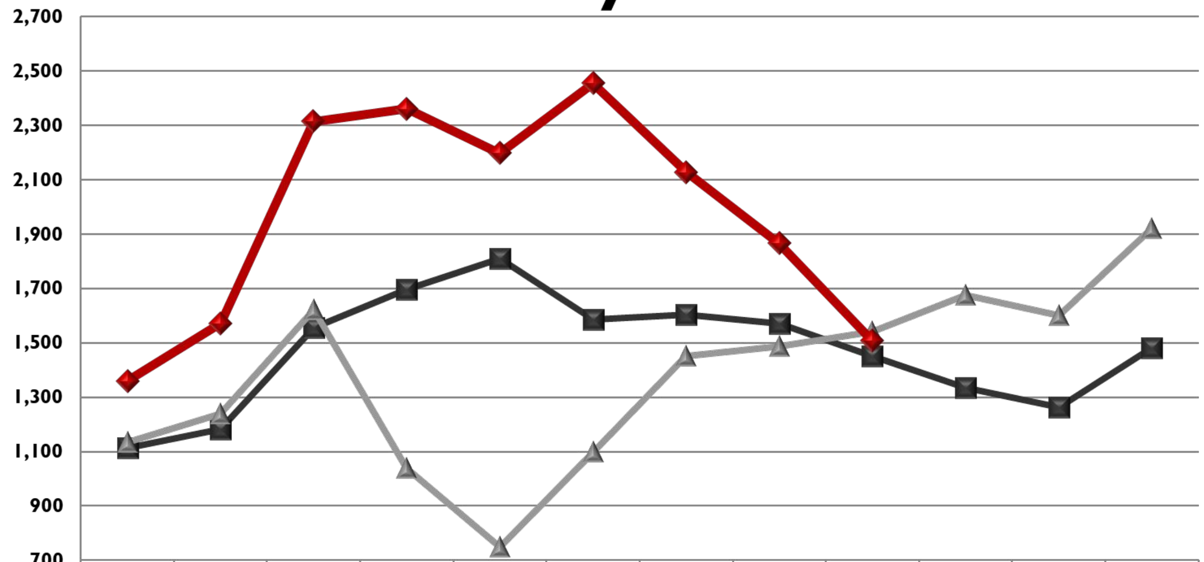
3Q 2021 Broward County Market Report

The pandemic-related drop in sales is dramatically shown in monthly sales during 3Q 2021, setting up very large percentage increases in several following periods

3Q 2021monthly sales may be returning to more normal, seasonal levels

September sales will still increase somewhat after lagged closings are processed

Monthly Sales



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	1,115	1,183	1,555	1,698	1,810	1,587	1,604	1,572	1,453	1,336	1,264	1,482
2020	1,134	1,240	1,621	1,040	750	1,099	1,451	1,489	1,541	1,676	1,601	1,921
2021	1,360	1,572	2,314	2,361	2,198	2,455	2,128	1,866	1,507			

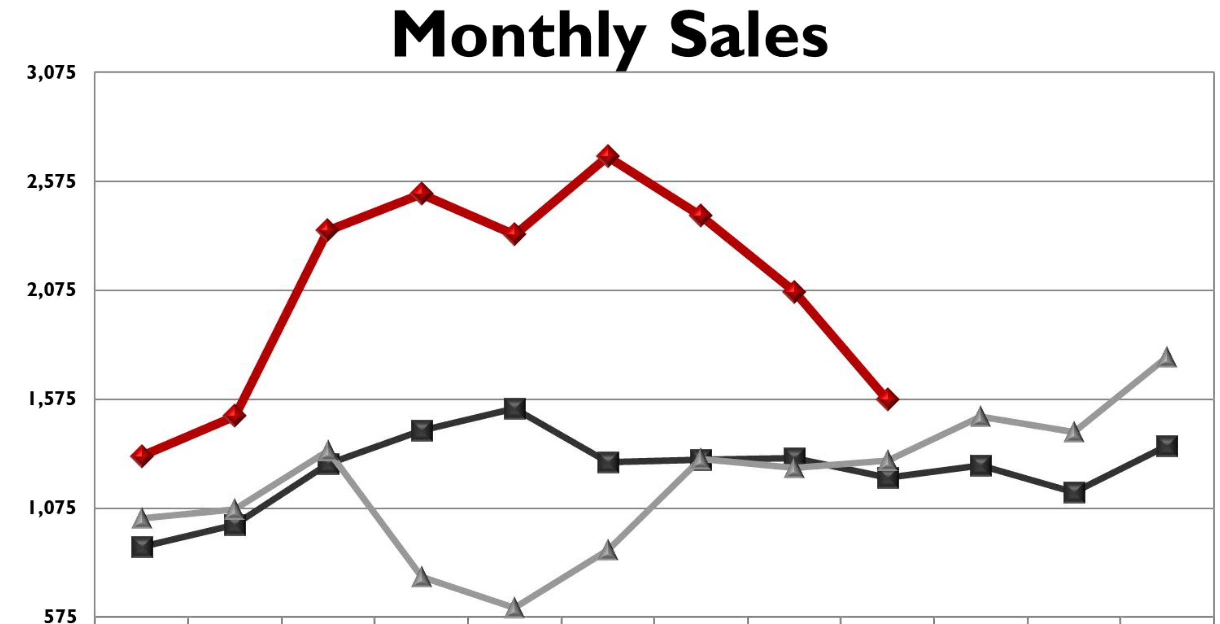
SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

3Q 2021 Miami-Dade County Market Report

Sales were rising in the first 3 months of 2021 before the virus impact was felt in 3Q 2021

This year, sales were much higher than last year in each month and September sales should rise somewhat after lagged closings have been processed into the system

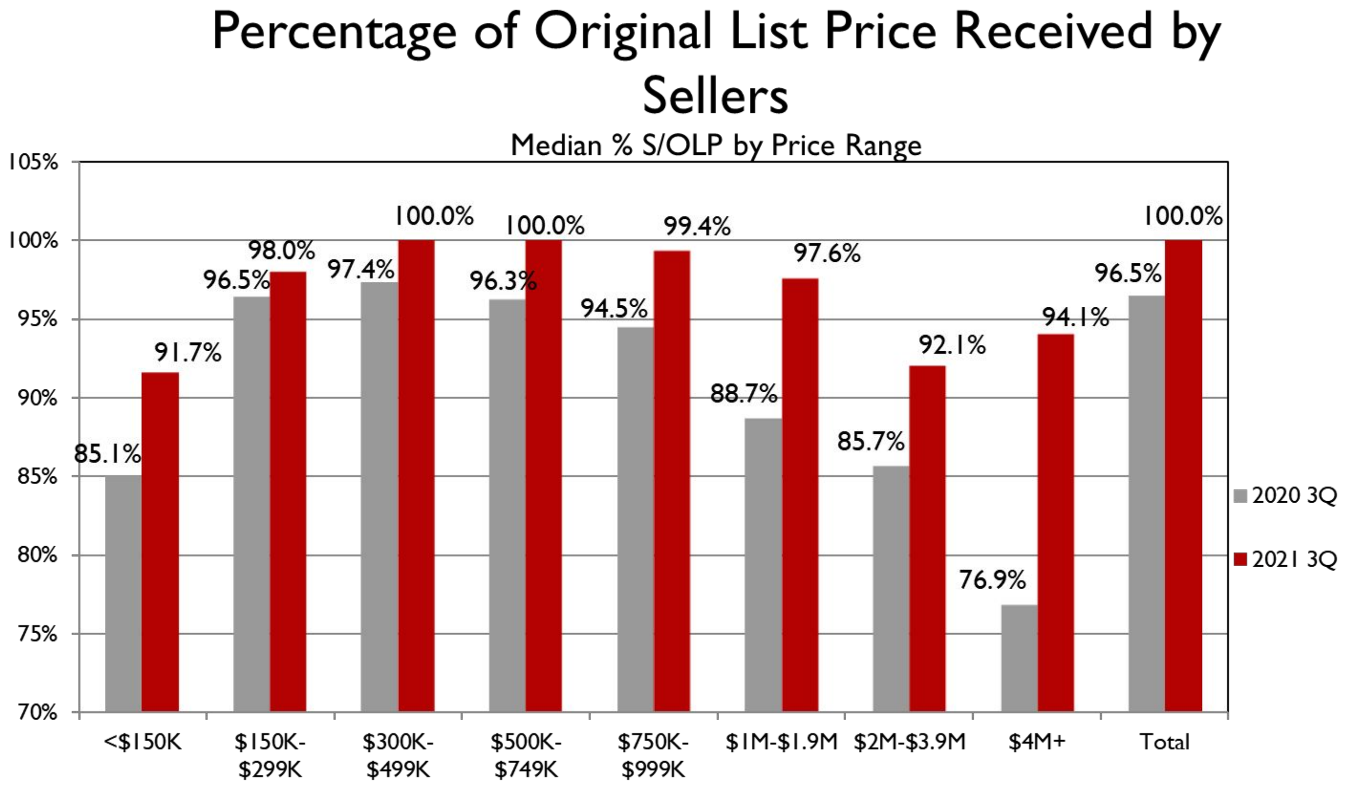
Monthly Sales



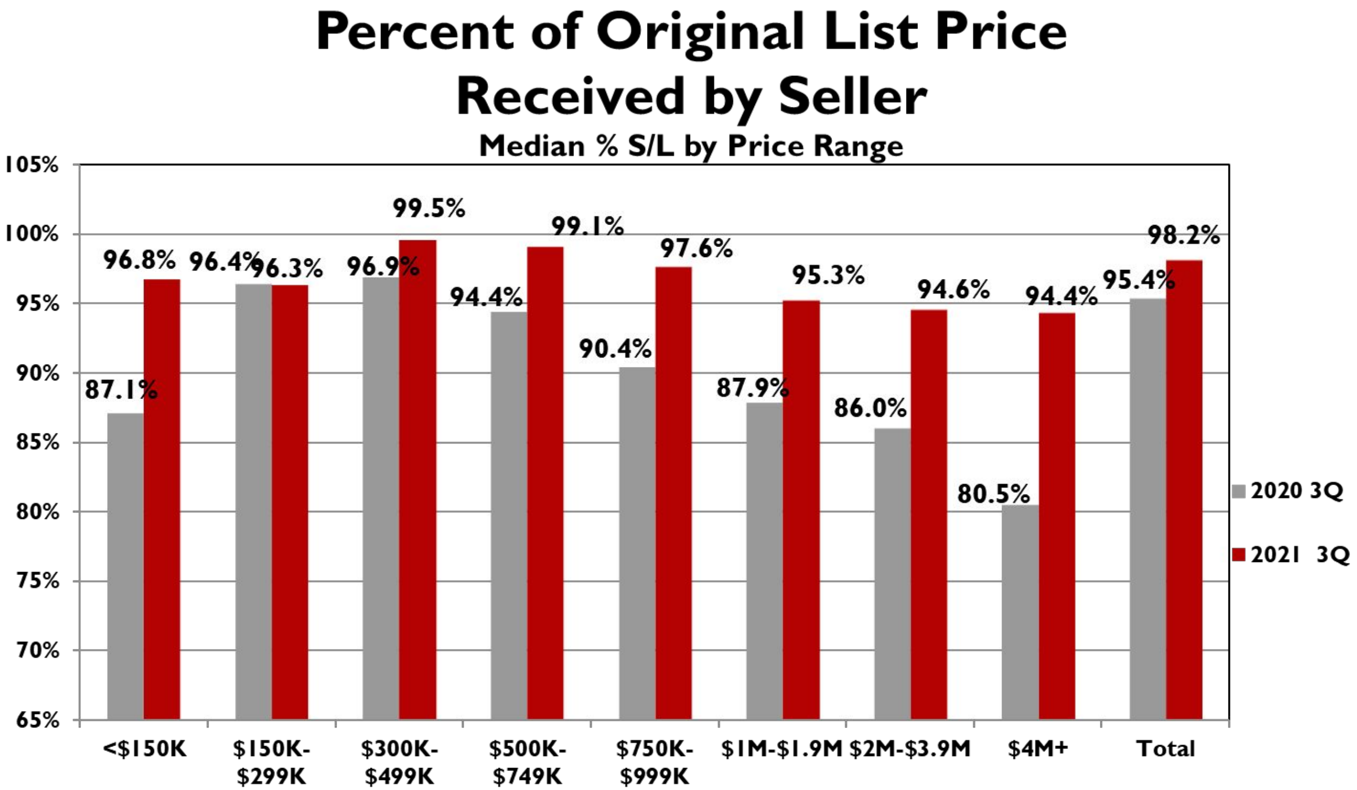
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019	899	1,000	1,279	1,432	1,532	1,285	1,298	1,306	1,215	1,271	1,148	1,360
2020	1,027	1,068	1,337	761	616	881	1,302	1,261	1,292	1,495	1,424	1,769
2021	1,313	1,499	2,350	2,518	2,332	2,690	2,418	2,069	1,573			

SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

The overall 3Q 2021 S/OLP ratio increased in all 7 of these price ranges as the overall rate increased by +3.5percentage points

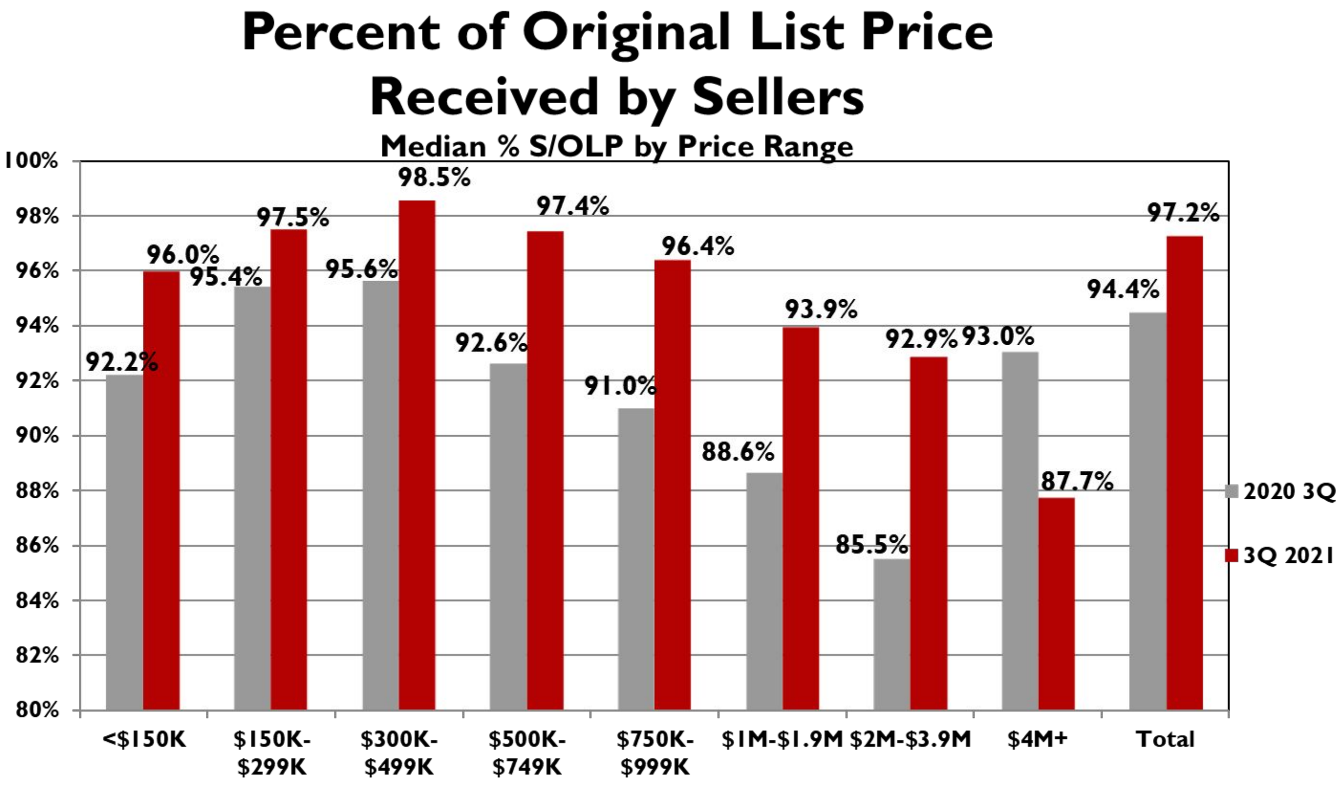


The overall 3Q 2021 S/OLP ratio increase of +2.8 percentage points resulted from increases nearly all price ranges



Overall median S/OLP percent was also much higher with a gain of +2.8 Percentage Points compared to the same period last year, with large increases occurring in all price ranges below $4.0M

Changes in the medians of S/OLP ratios varied by price range, increasing by more than +2 percentage points in every range

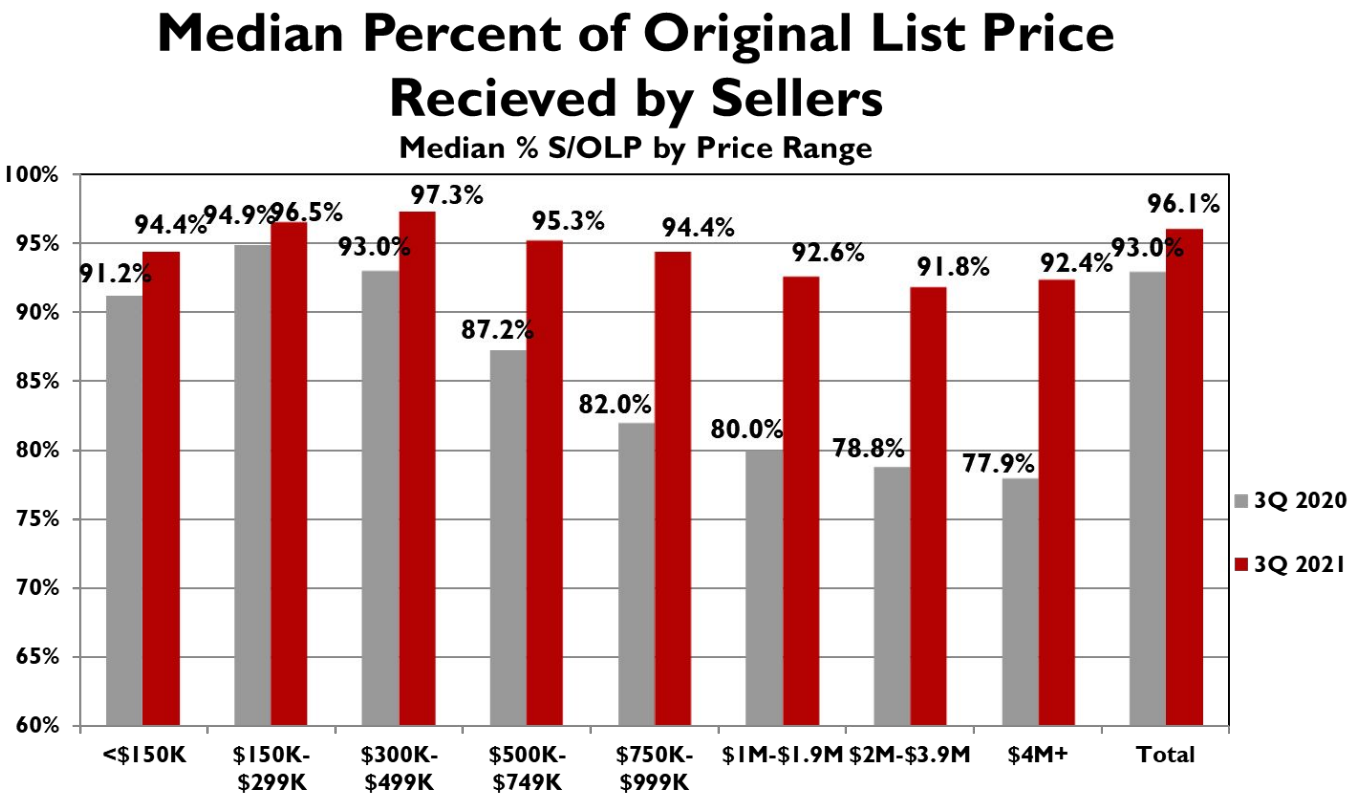


SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

3Q 2021 Miami-Dade County Market Report

The overall 3Q 2021 ratio rose by an unusual +3.1 percentage points compared to the same period last year, while even more significant changes occurred in price ranges above $500K

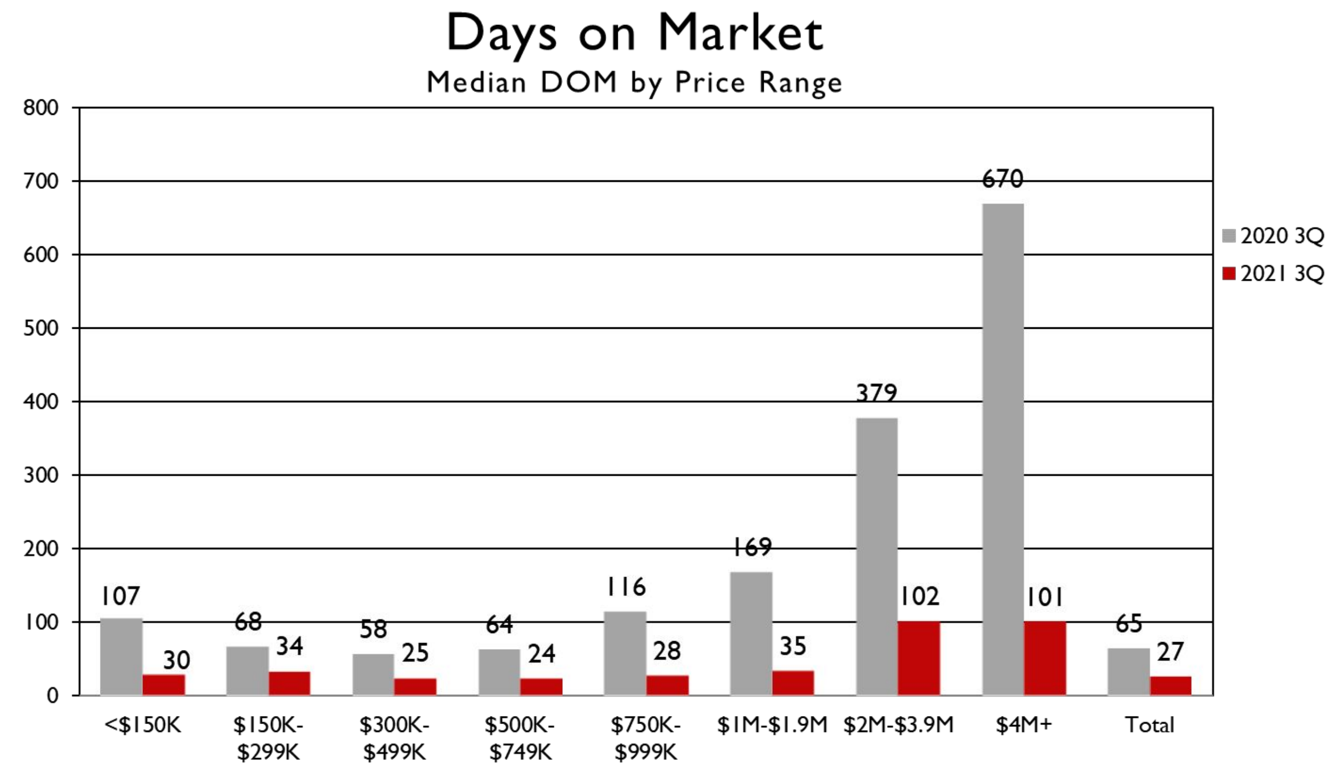
All of these 8 price ranges rose compared to last year



SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

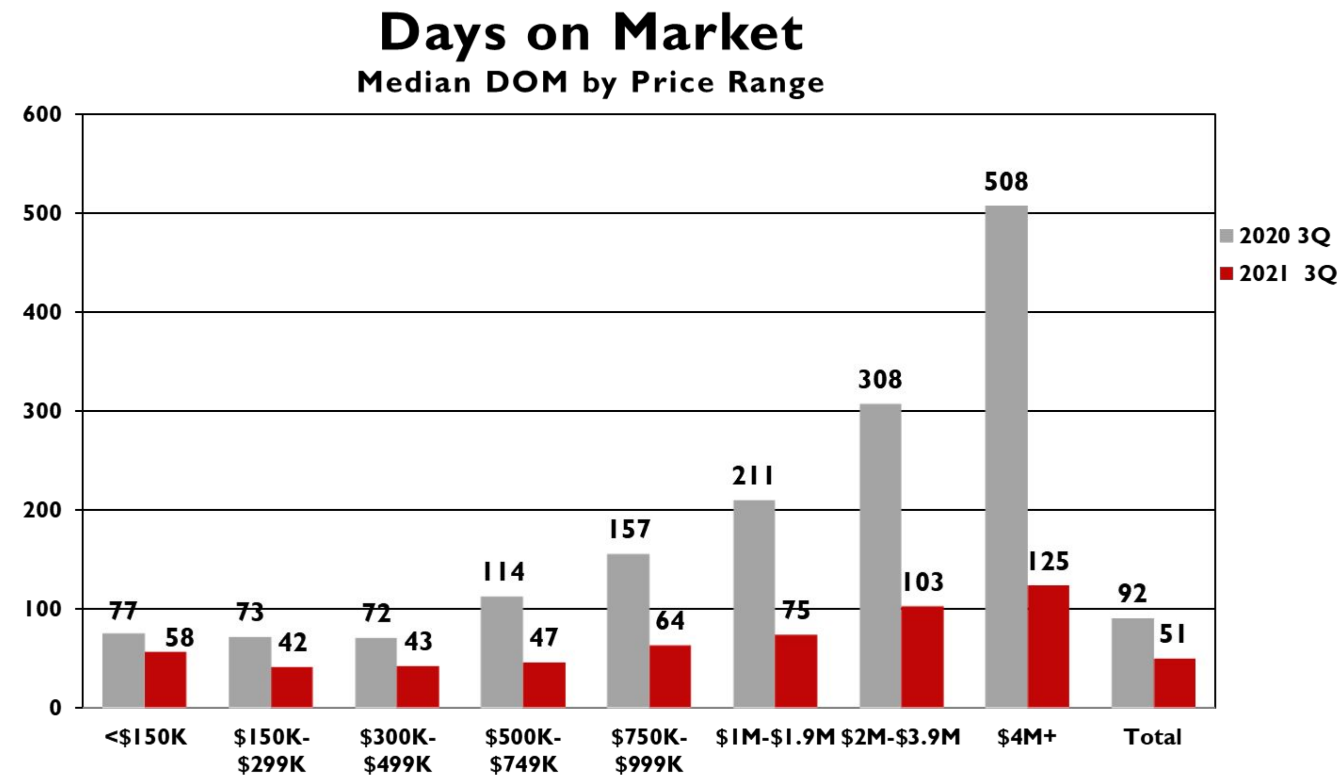
The 3Q 2021 median DOM segmented by price range shows that there was a decrease of -58.5% (-38 days) overall with more substantial changes in some price ranges

All of these price ranges had lower median DOM than last year



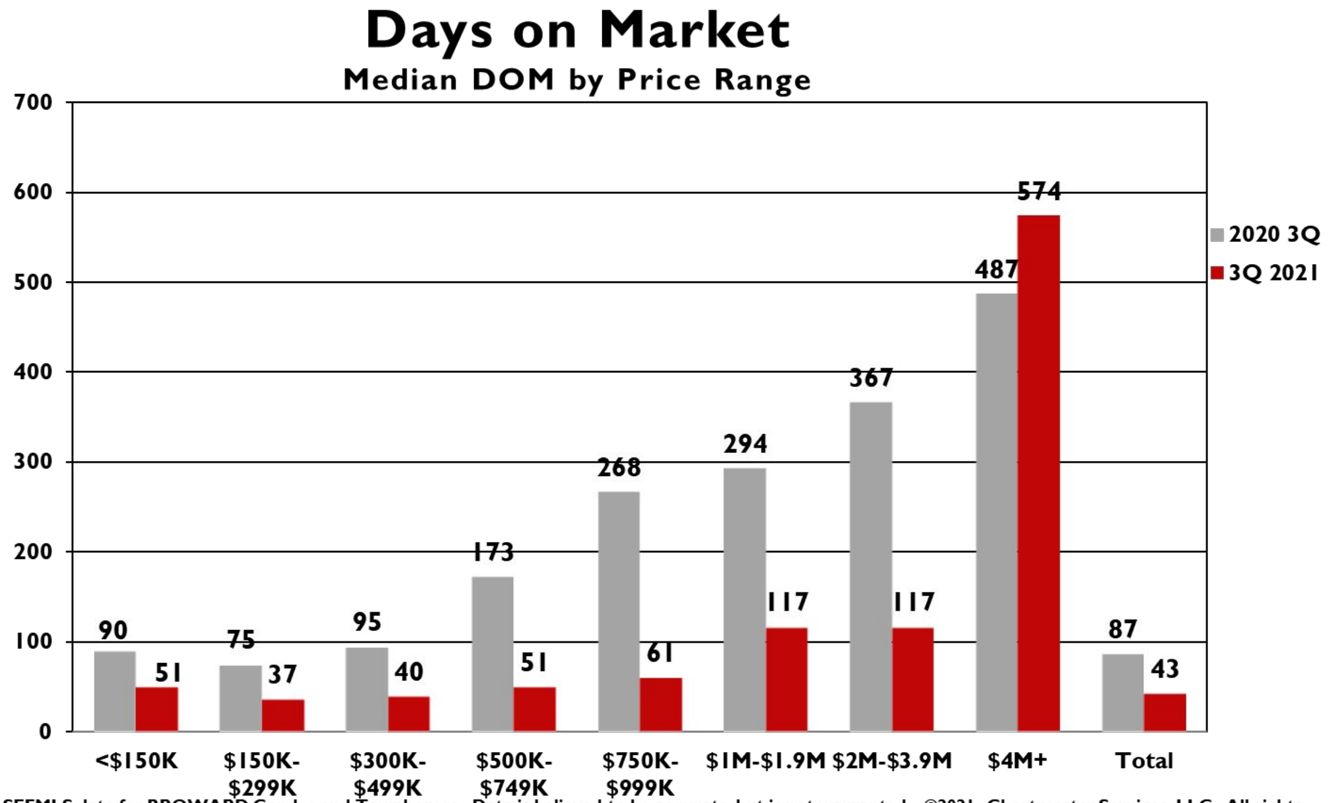
The 3Q 2021 median DOM segmented by price range shows that even though the overall median fell by -44.6% there were even more significant changes in some price ranges

All of these 8 price ranges had decreased median DOM during this period compared to last year



Segmenting the median DOM by price range shows that while the overall median was -50.6% lower, larger changes occurred in some price ranges during 3Q 2021

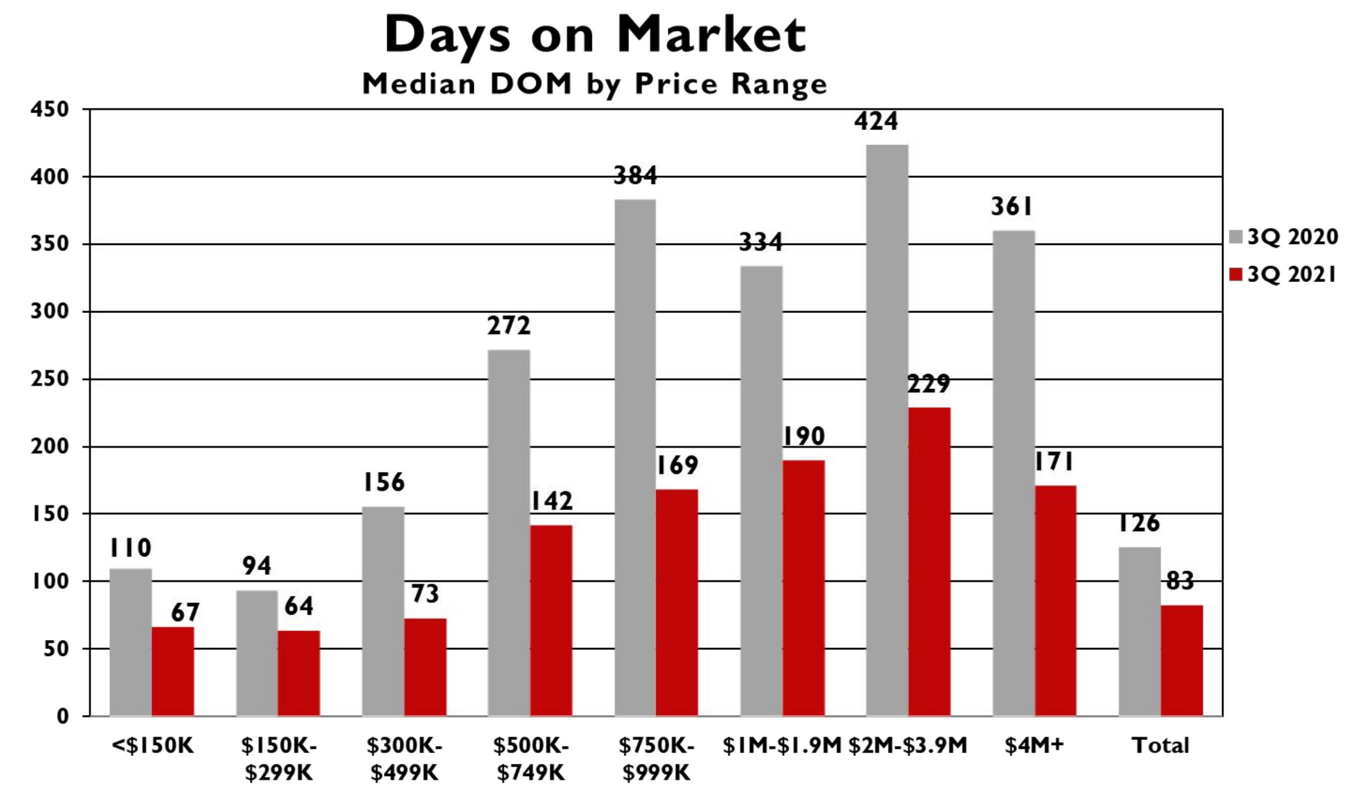
The Median of DOM was lower than last year in each price range below $4.0M during 3Q 2021



SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

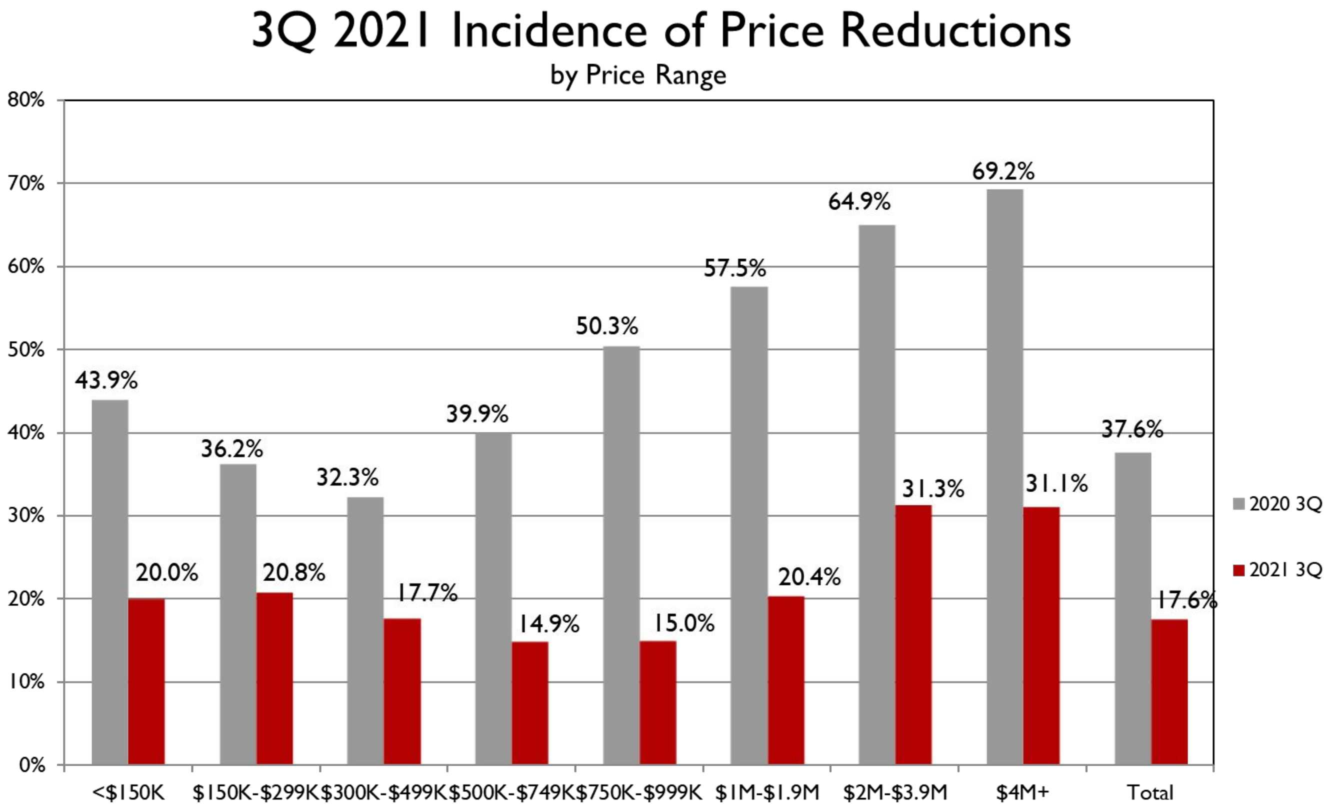
3Q 2021 Miami-Dade County Market Report

Segmenting 3Q 2021 median DOM by price range shows that the overall median decreased by -34.1% while each price range had lower medians of days on market compared to last year



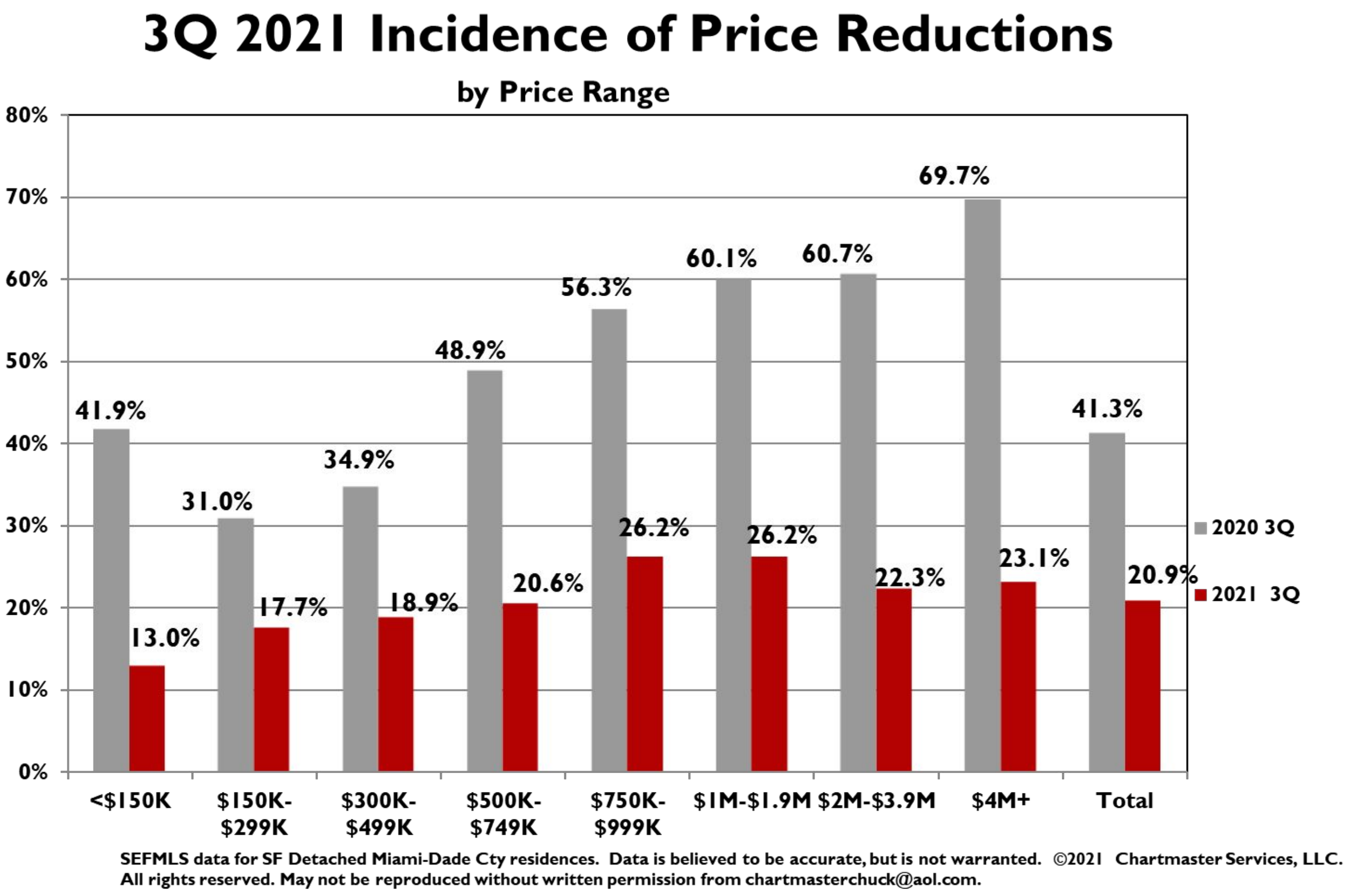
SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

The overall incidence was sharply lower at 17.6% of transactions (-20.0 percentage points) compared to last year, with decreases in all of these price ranges



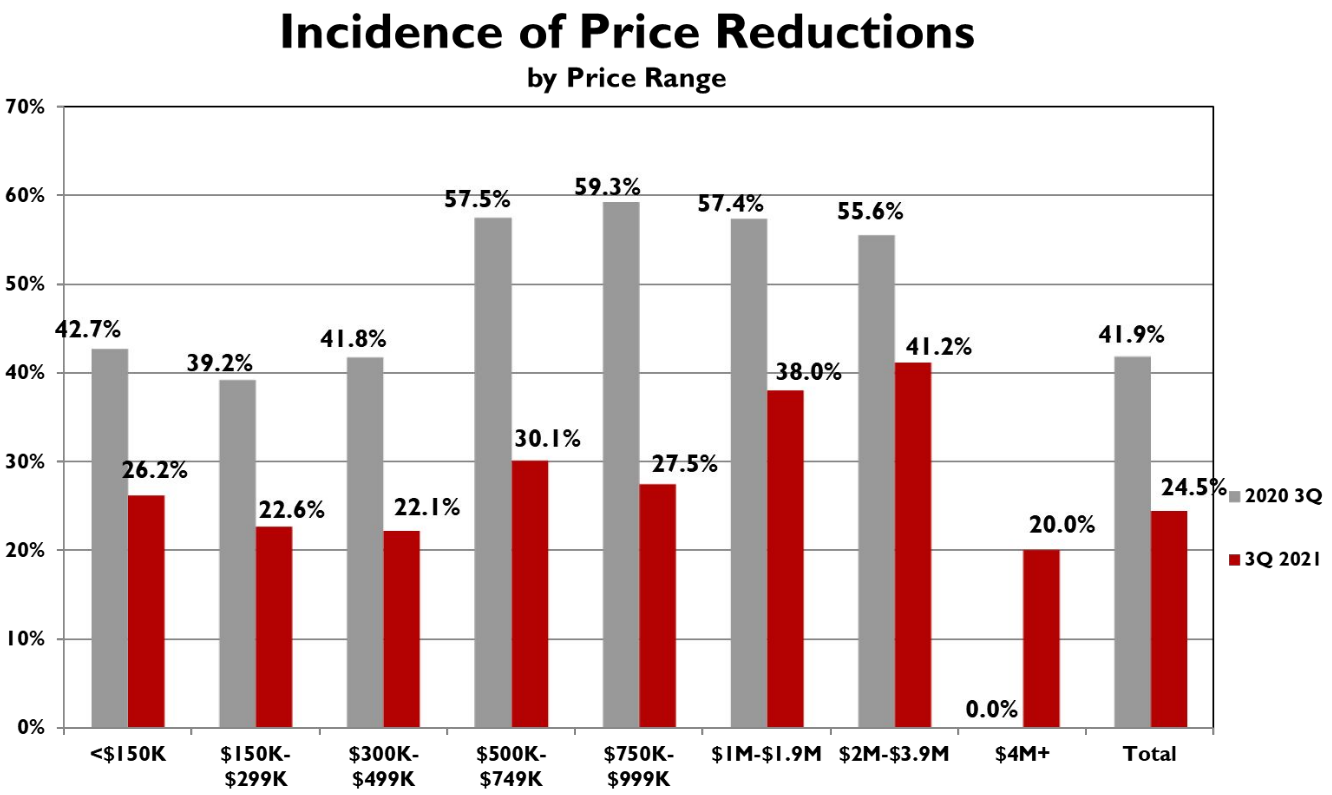
The 3Q 2021 overall incidence of price reductions fell by -20.4 percentage points with decreases occurring in all 8 of these price ranges, falling to 20.9% of all transactions

Price reductions occur more often in higher price ranges as pricing for those more unique properties becomes more difficult



The overall percentage of transactions which followed a price reduction was lower in 3Q 2021 vs. last year, by -17.4 percentage points, occurring in 24.5% of all transactions

6 of these 7 price ranges experienced large decreases during this period

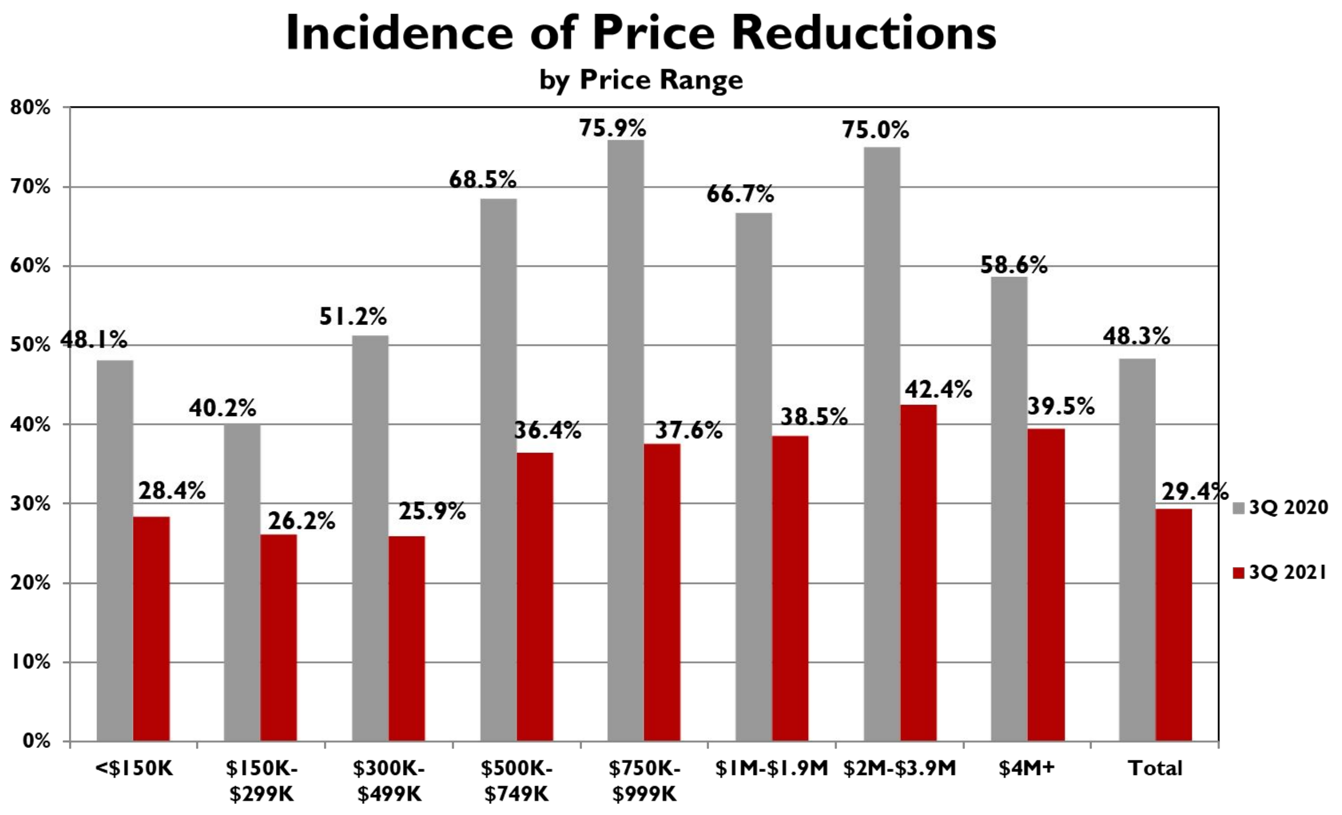


SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

3Q 2021 Miami-Dade County Market Report

The overall incidence of price reductions fell -18.9 points lower during 3Q 2021 compared to the same period last year, remaining somewhat high at 29.4% of all transactions

The incidence of price reductions fell in all of these 8 price ranges

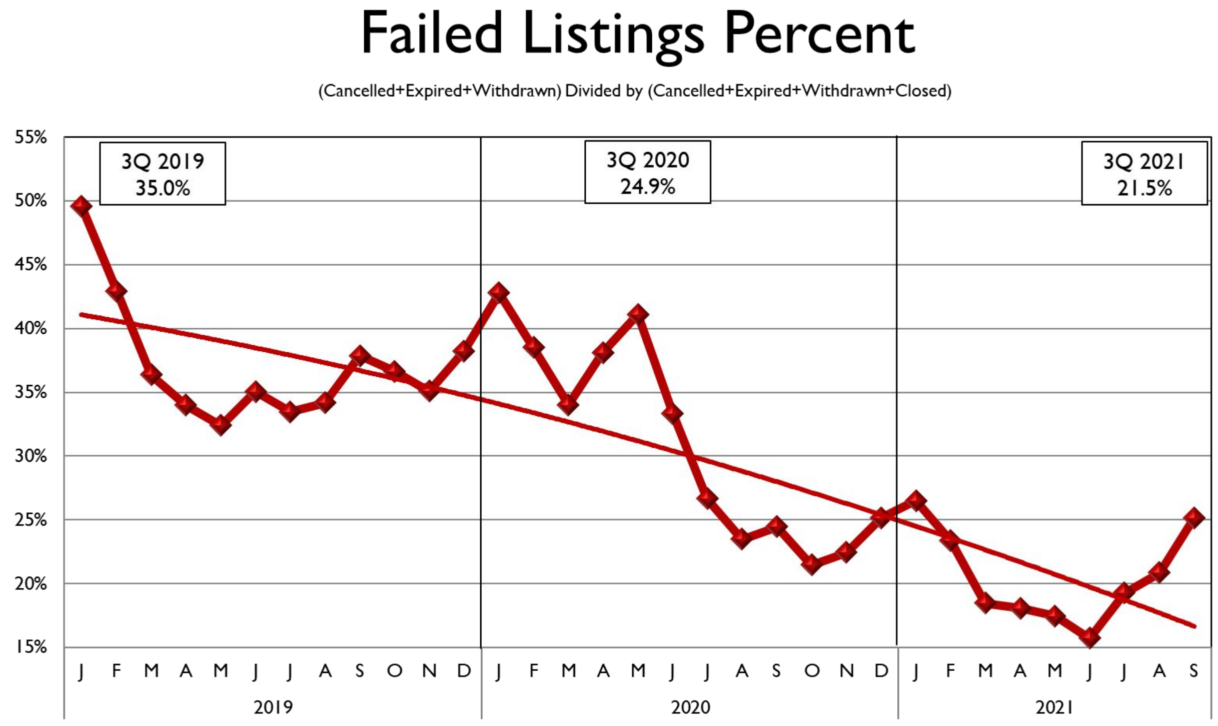


Failed listings (Expired, cancelled, withdrawn, terminated) are shown here as a percentage of total "finalized" (Expired + Cancelled + Withdrawn + Terminated + Closed) listings

Failed listings as a percent of total finalized listings tend to decline in the first 2 quarterly periods each year, seasonally

3Q 2021 Failed Listings were -3.4 percentage points lower than in the same period last year at 21.5%, remaining at more than 1 of every 5 finalized listings

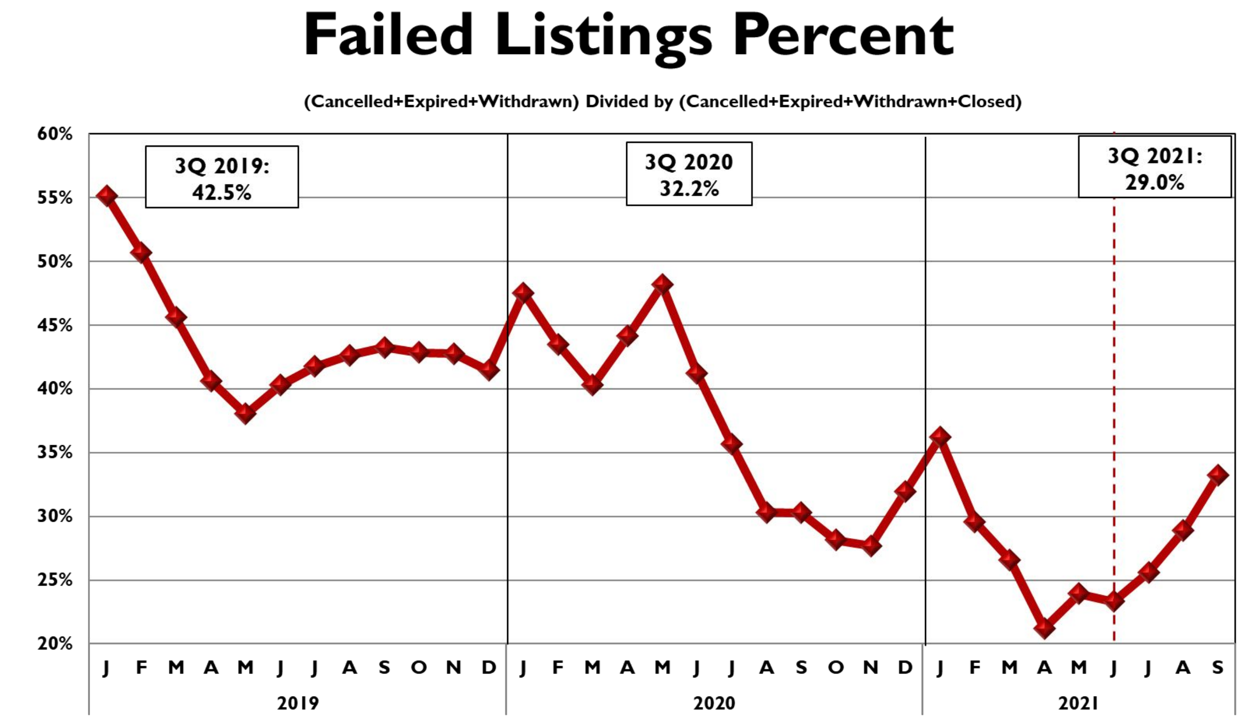
Listings usually fail to sell due to overpricing



Failed listings (Expired, cancelled, withdrawn, terminated) are shown here as a percentage of total "finalized" (Expired + Cancelled + Withdrawn + Terminated + Closed) listings

3Q 2021 Failed Listings were lower by -3.2 percentage points compared to the same period last year, at 29.0% of finalized listings

Listings usually fail to sell due to overpricing

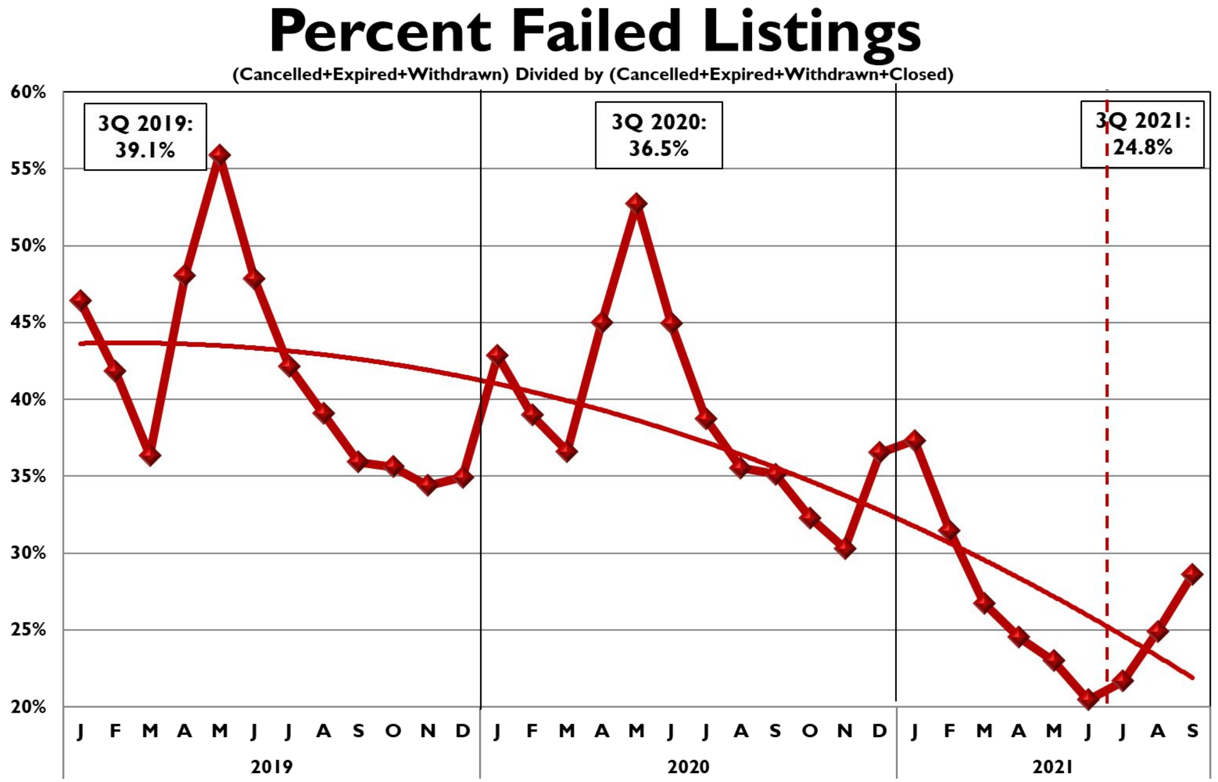


SEFMLS data for SF Detached Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

The opposite of a Closed listing is a Failed listing - one that was rejected by the market, usually due to overpricing

Failed listings (Expired, cancelled, withdrawn) are shown here as a percentage of total "finalized" listings (Expired + cancelled + withdrawn + Closed)

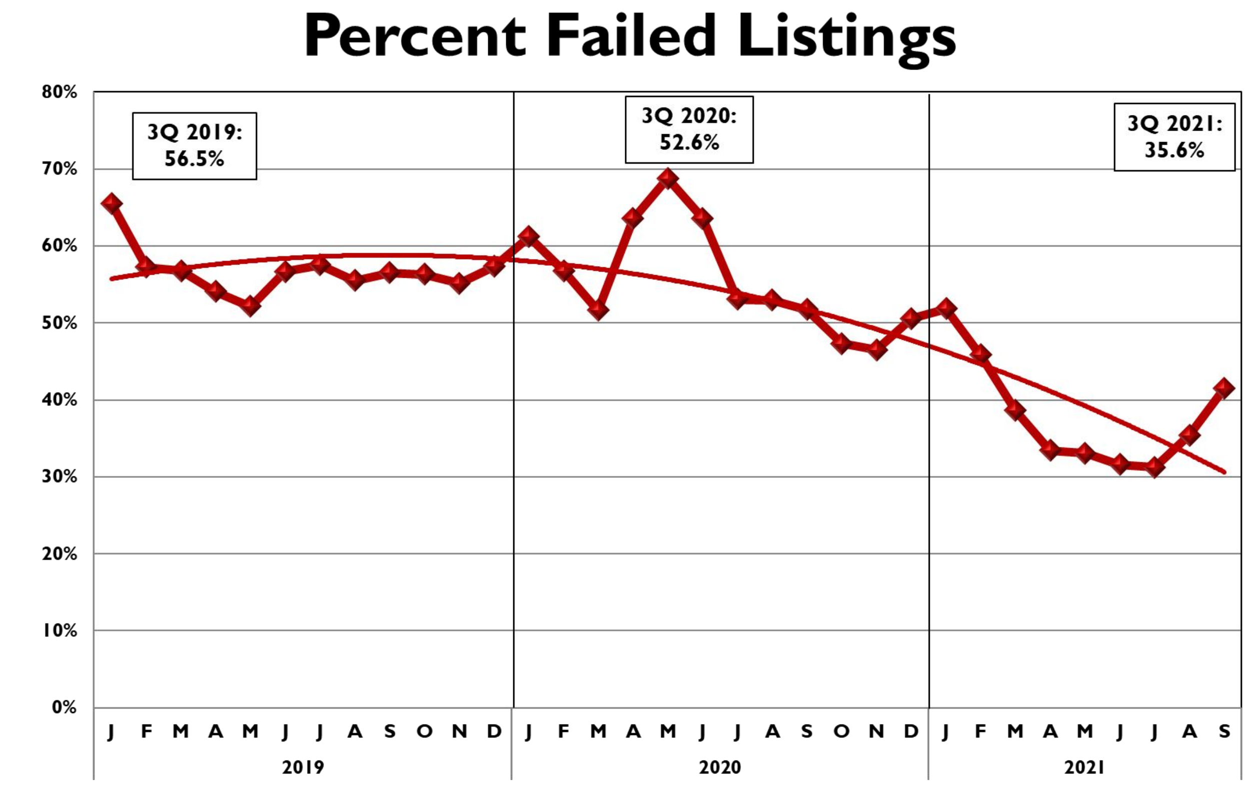
In 3Q 2021, 24.8% of finalized listings failed to sell which was lower (-11.7 percentage points) compared to the same period last year



The opposite of a Closed listing is a Failed listing, one that was rejected by the market, normally due to overpricing

Failed listings (Expired, cancelled, withdrawn, terminated) are shown here as a percentage of total "finalized" listings (Expired + cancelled + withdrawn + terminated + Closed)

Following a very high rate of failed listings in 3Q 2021, 3Q 2021 was sharply lower but remained high at 35.6% of finalized listings which was -17.0 percentage points lower than in the same period last year

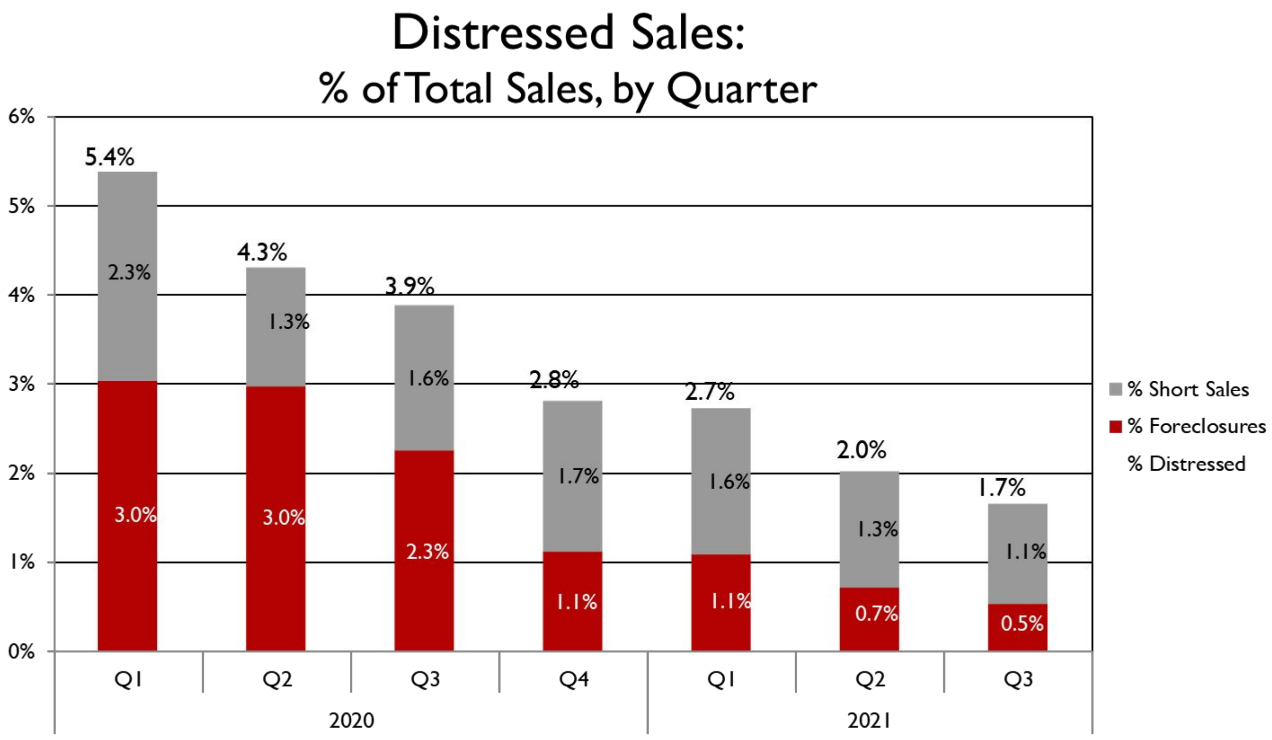


SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

Combining Foreclosure and Short Sale transactions gives a measure of total Distressed Property sales as a percentage of total sales

While the distressed portion of sales is relatively small, it still remains a factor at 1.7% of 3Q 2021 transactions, which was -2.2 percentage points lower than in the same period last year

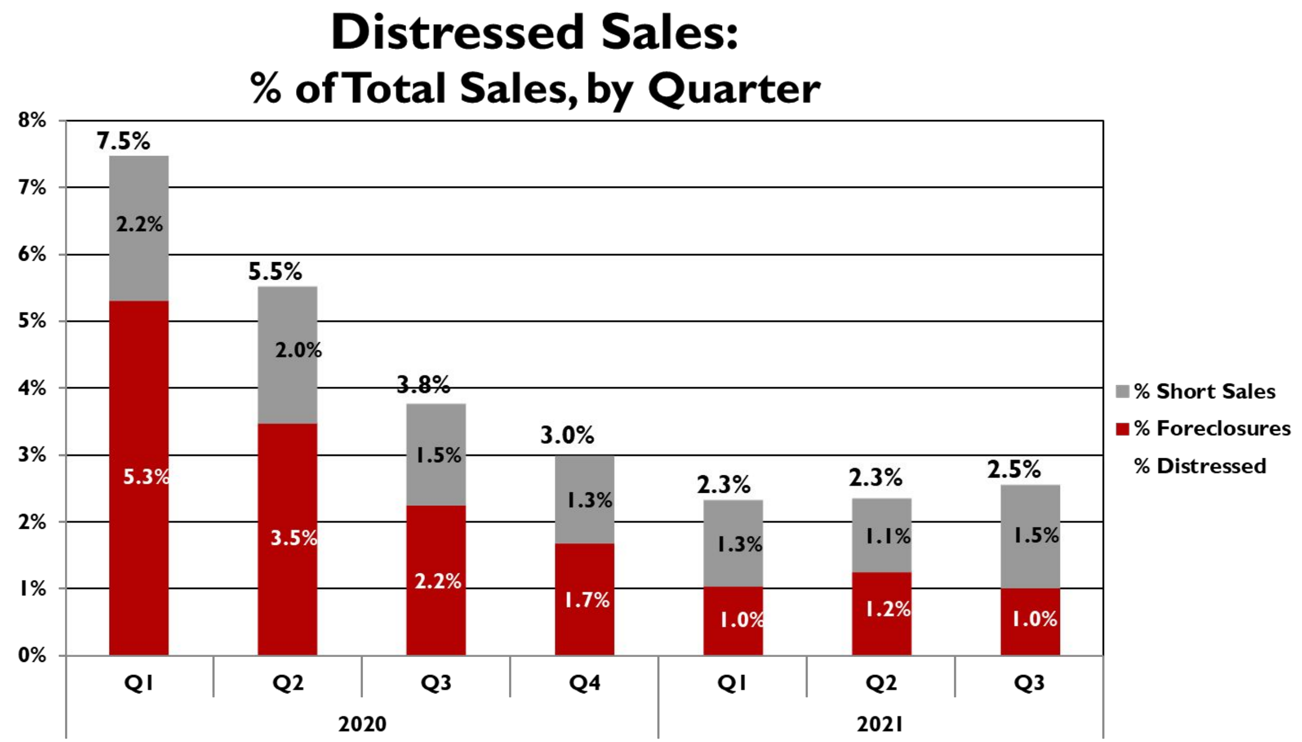
Foreclosure sales were -1.8 points lower at .5% of sales while Short Sales were down -.5 points at 1.1%



Combining Foreclosure and Short Sale transactions gives a measure of total Distressed Property sales as a percentage of total sales

The Distressed sales percentage of total sales was lower in 3Q 2021 than in the same period in 2021 by -1.3 percentage points

It does not appear that overall sales are impacted by distressed sale transactions to any significant degree, but the portion does remain a more relevant part of lower-price range sales

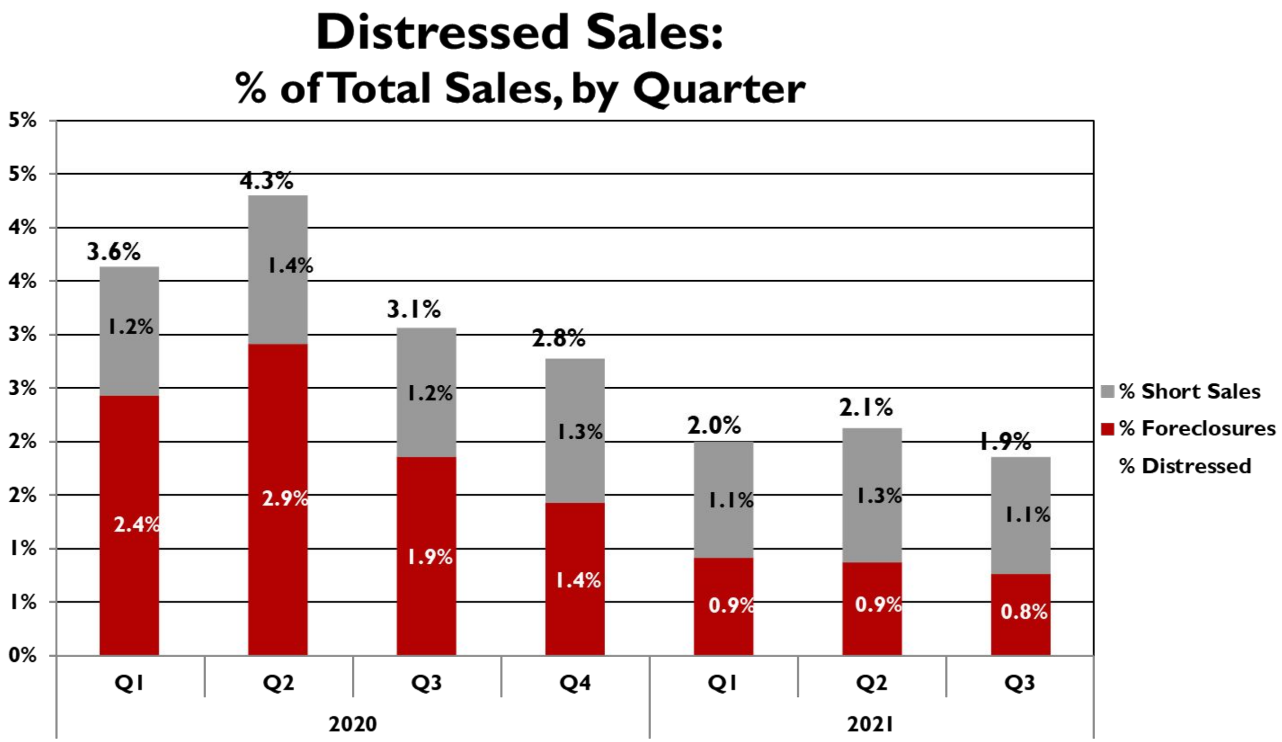


SEFMLS data for SF Detached Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

3Q 2021 Broward County Market Report

Combining Foreclosure sales with Short Sale transactions gives a measure of total Distressed sale transactions

Distressed Property sales were -1.2 percentage points lower in 3Q 2021 vs. 3Q last year, accounting for 1.9% of all transactions during 3Q 2021 and maintaining only slight downward pressure on prices of some non-distressed properties

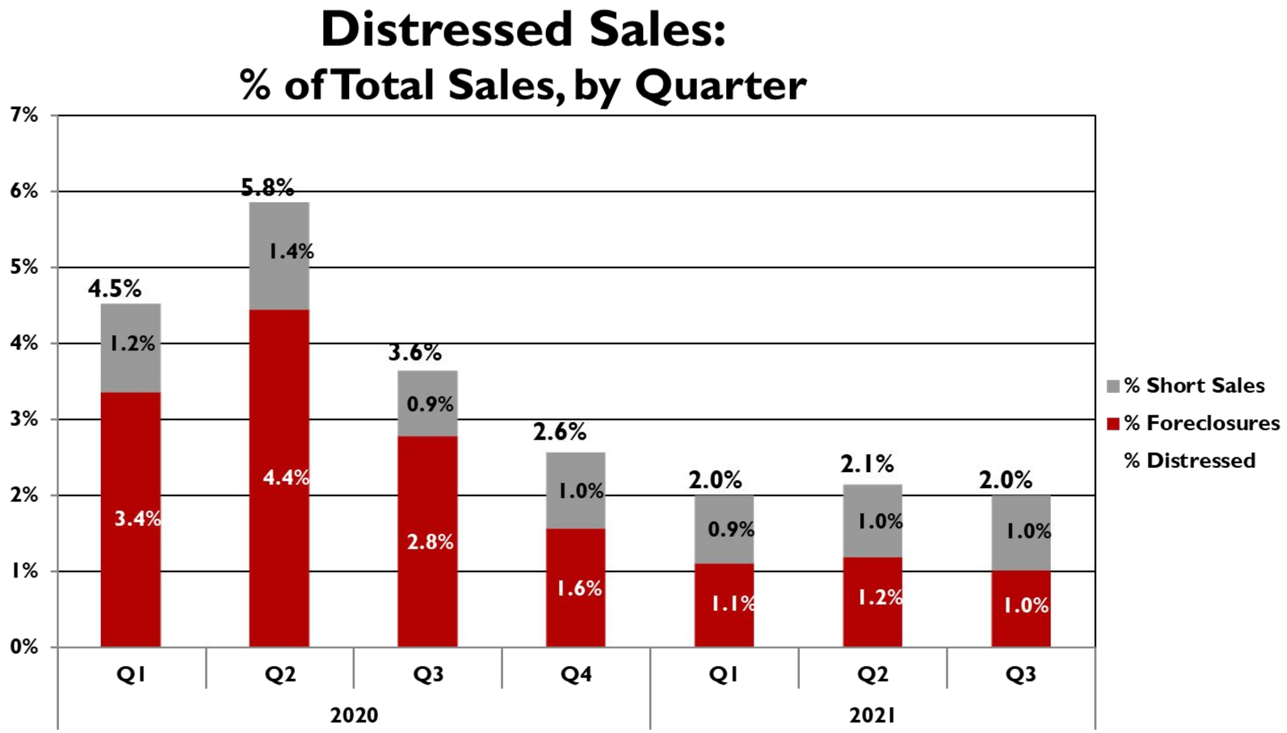


SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

3Q 2021 Miami-Dade County Market Report

Combining Foreclosure sales with Short Sale transactions gives a measure of total Distressed sale transactions

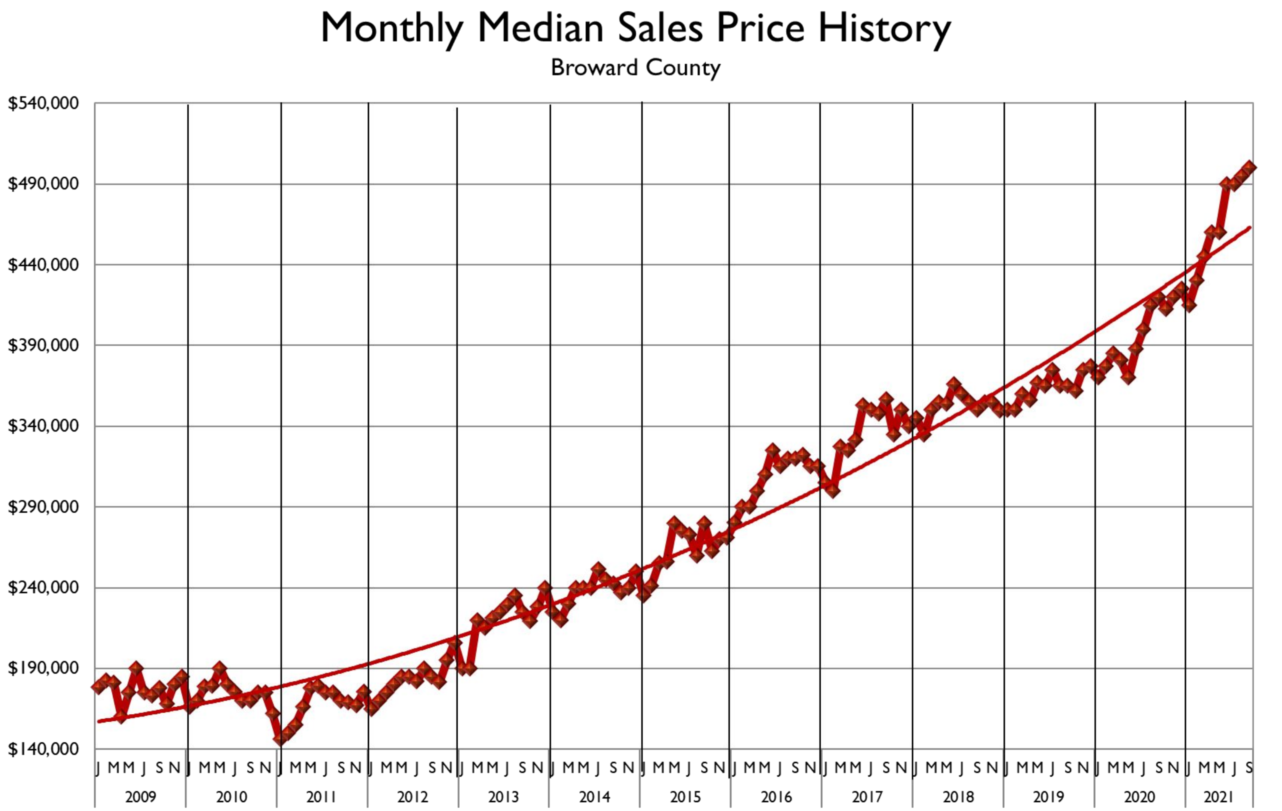
Distressed property sales as a percentage of total sales in 3Q 2021 was lower (-1.6 percentage points) compared to 3Q 2021 at 2.0%



SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

After a period of relatively flat changes from 2009 to 1Q 2012, the median monthly sales price increased sharply over the following quarterly periods staying above $300K after 3Q 2018

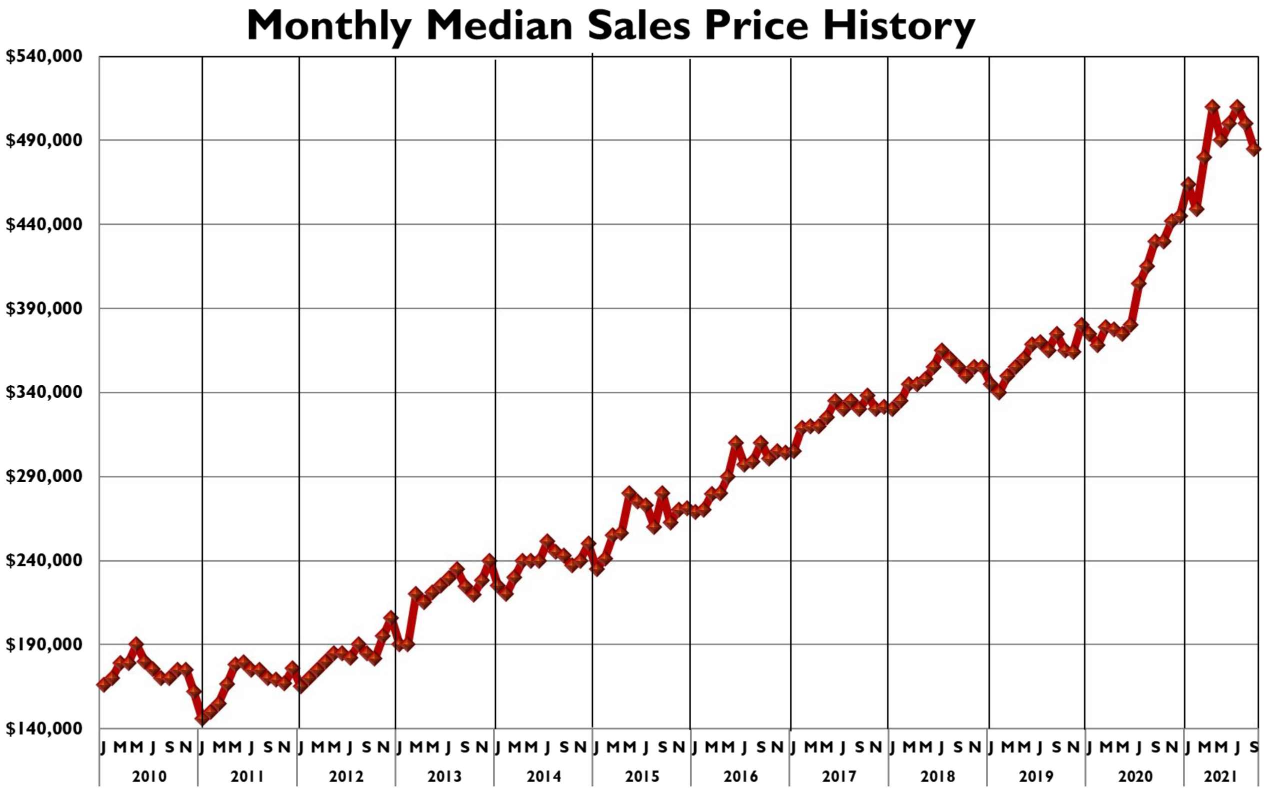
The increases accelerated since the 2021 pandemic rebound began



3Q 2021 Miami-Dade County Market Report

After a mostly flat period from 2012-2021, the median sales price increased substantially after 3Q 2021

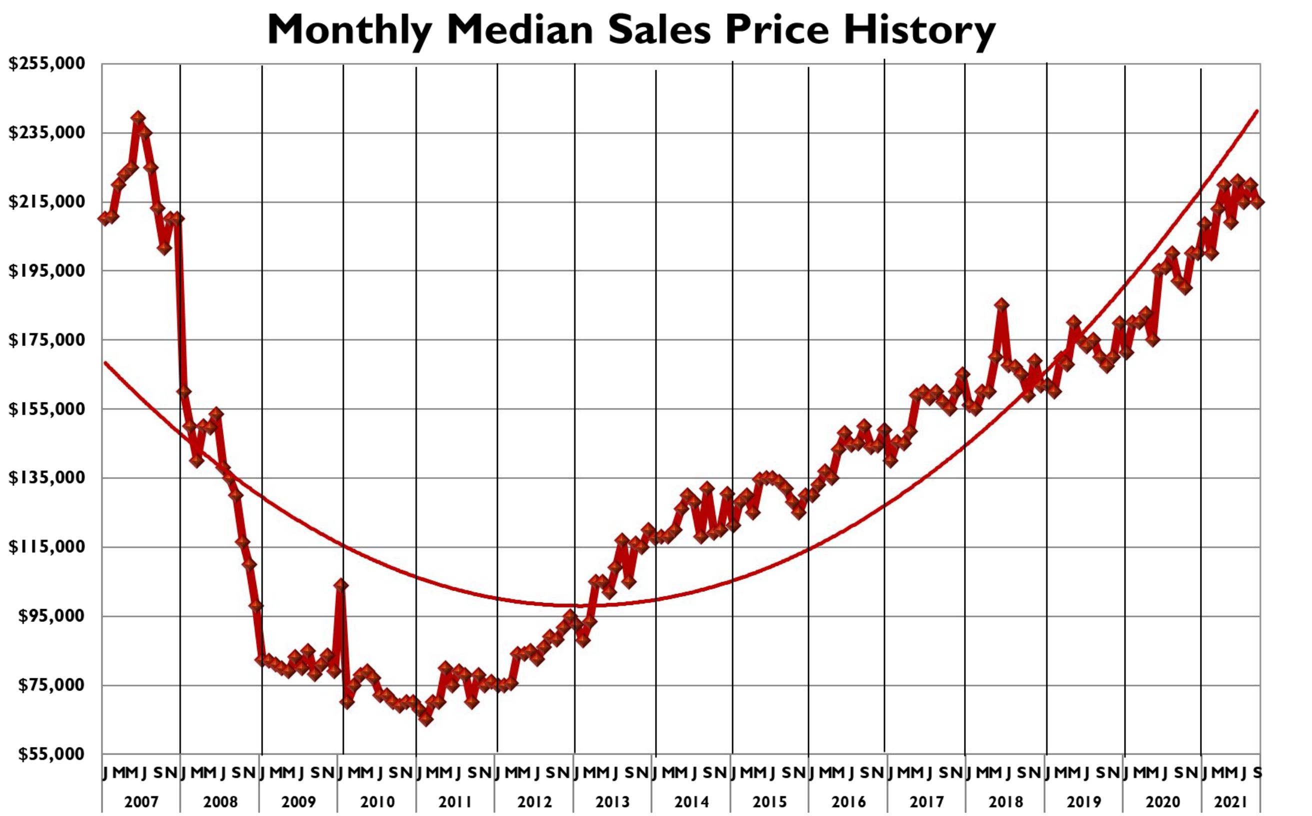
The trend became steeper as the inventory dropped after midyear 2021



SEFMLS data for SF Detached Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

The trend line for monthly median sales prices over the last 14 years showed a pattern of steep decline from September 2007 through January 2011, after which a sustained, but more moderate uptrend developed

The median sales price represents the median of the prices of all properties that sold during each month and does not measure changes in individual property prices, although individual property prices usually move in the direction of median sales prices, just not necessarily at the same rate

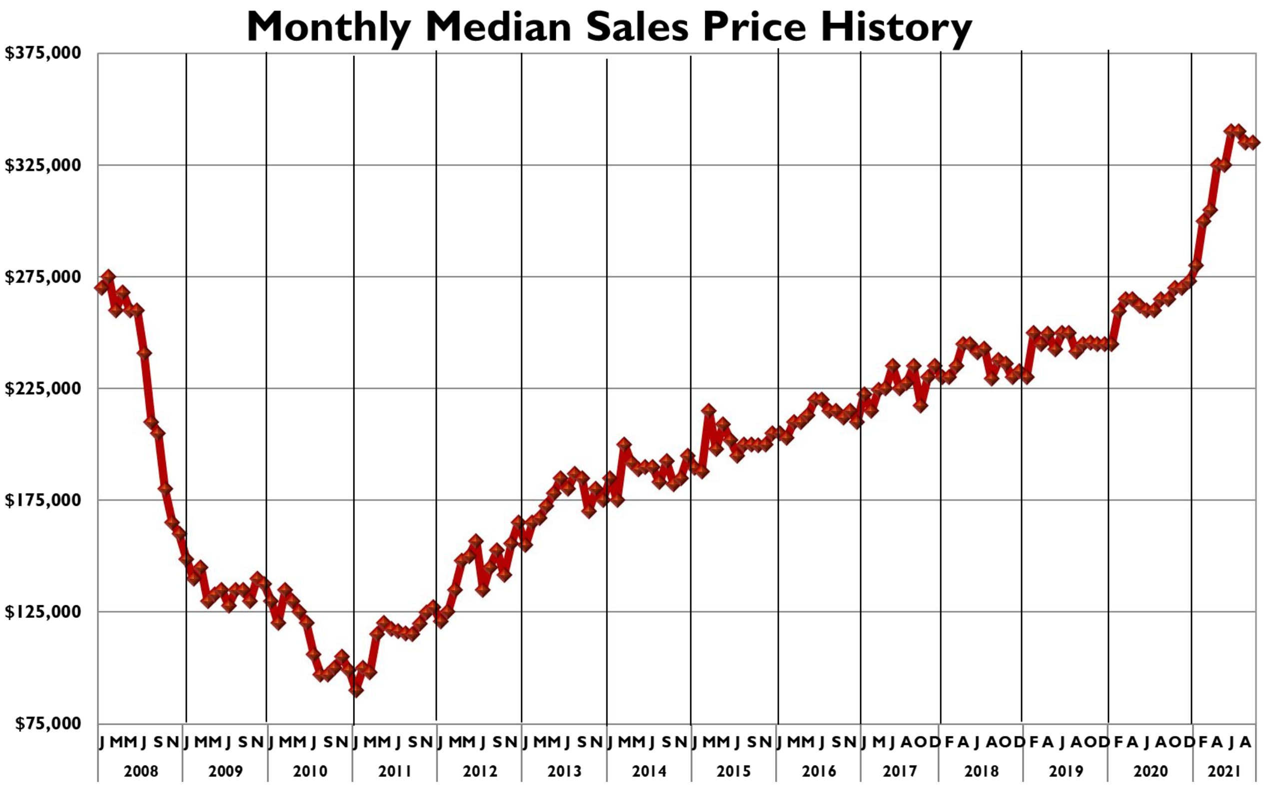


SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

The trend in monthly median sales prices over the last 13 years showed a pattern of rapid decline from January 2008 through January 2011, after which a sustained uptrend developed

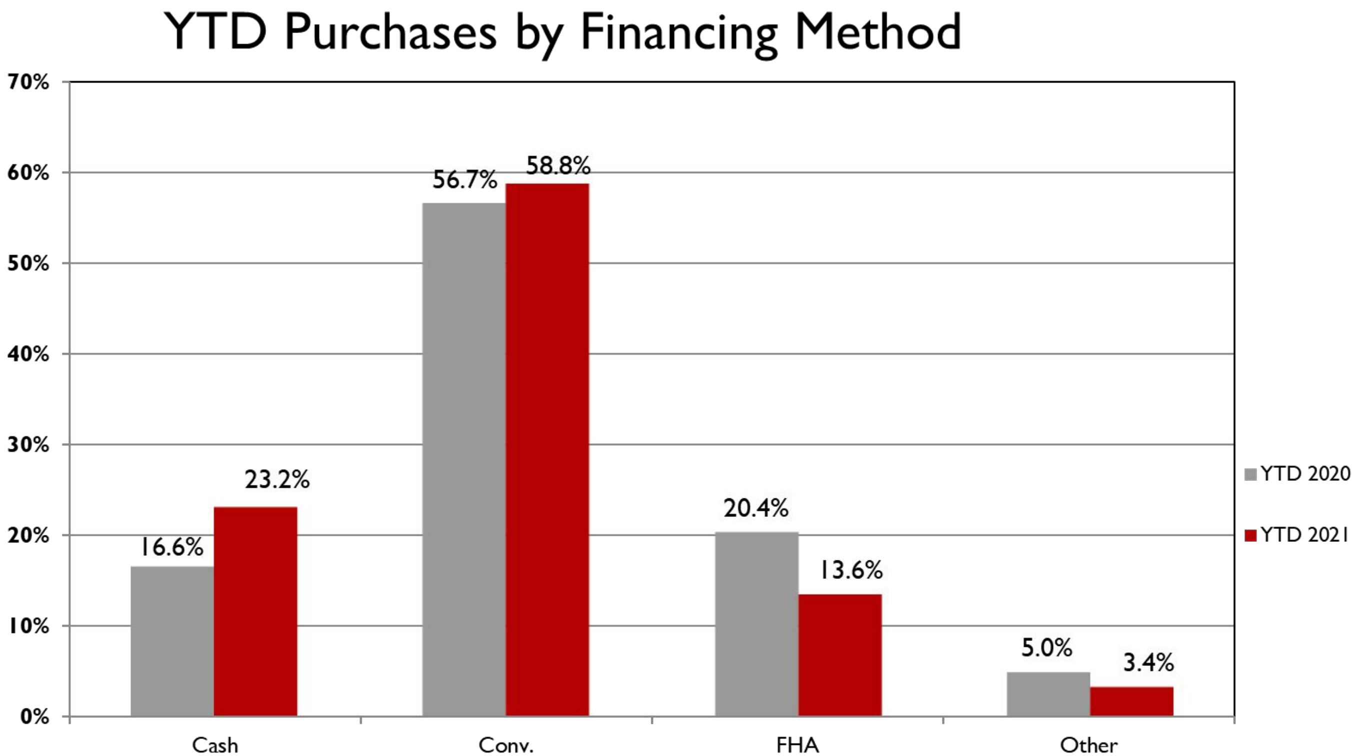
The uptrend in median sales prices moderated somewhat after 2014 as supply increased

As the supply of listings has fallen since the 2021 pandemic, the increases in median sales price have accelerated



SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

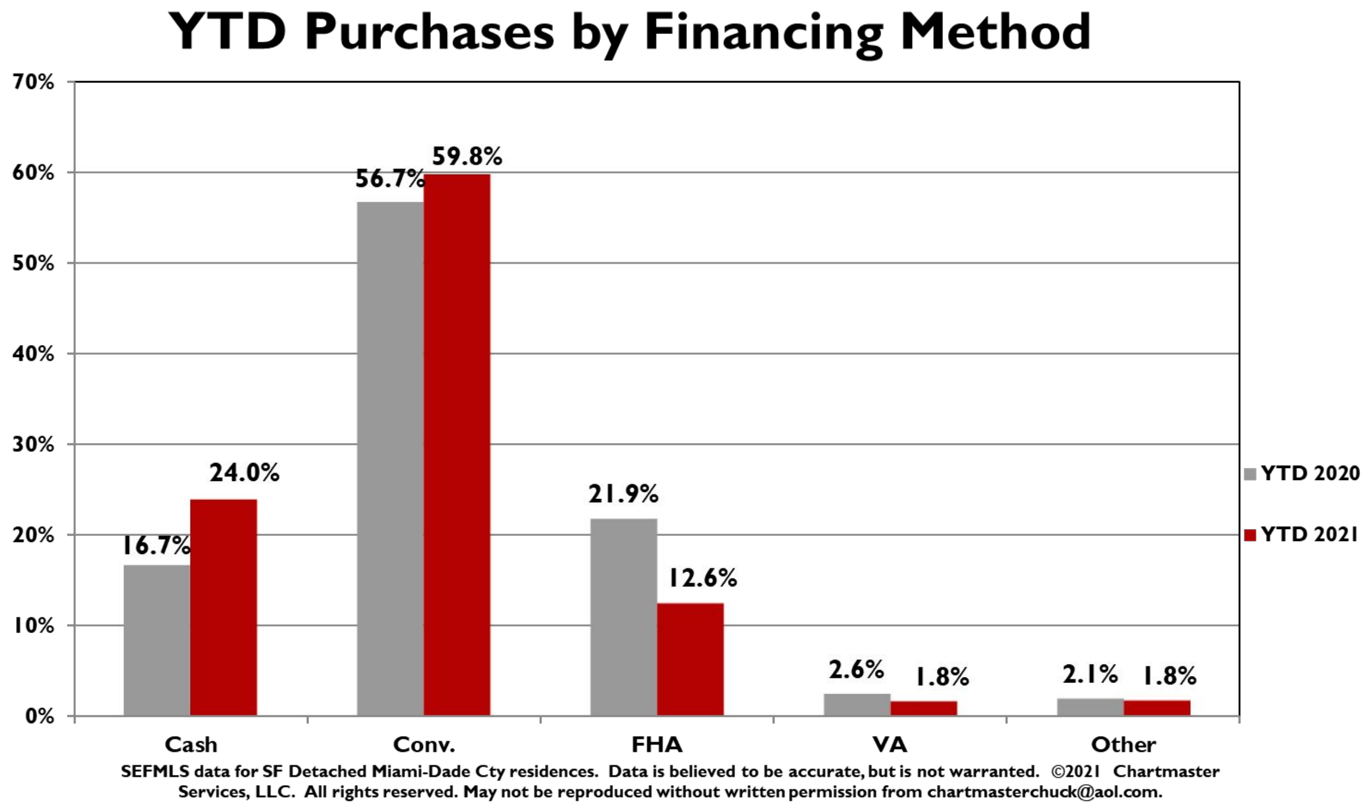
Cash purchases, as a percent of total purchases, remained well below those with conventional financing in both years, rising slightly from the same period in 2021 to 23.2% of YTD transactions, while conventional financing rose by +2.1 points to 58.8% of transactions



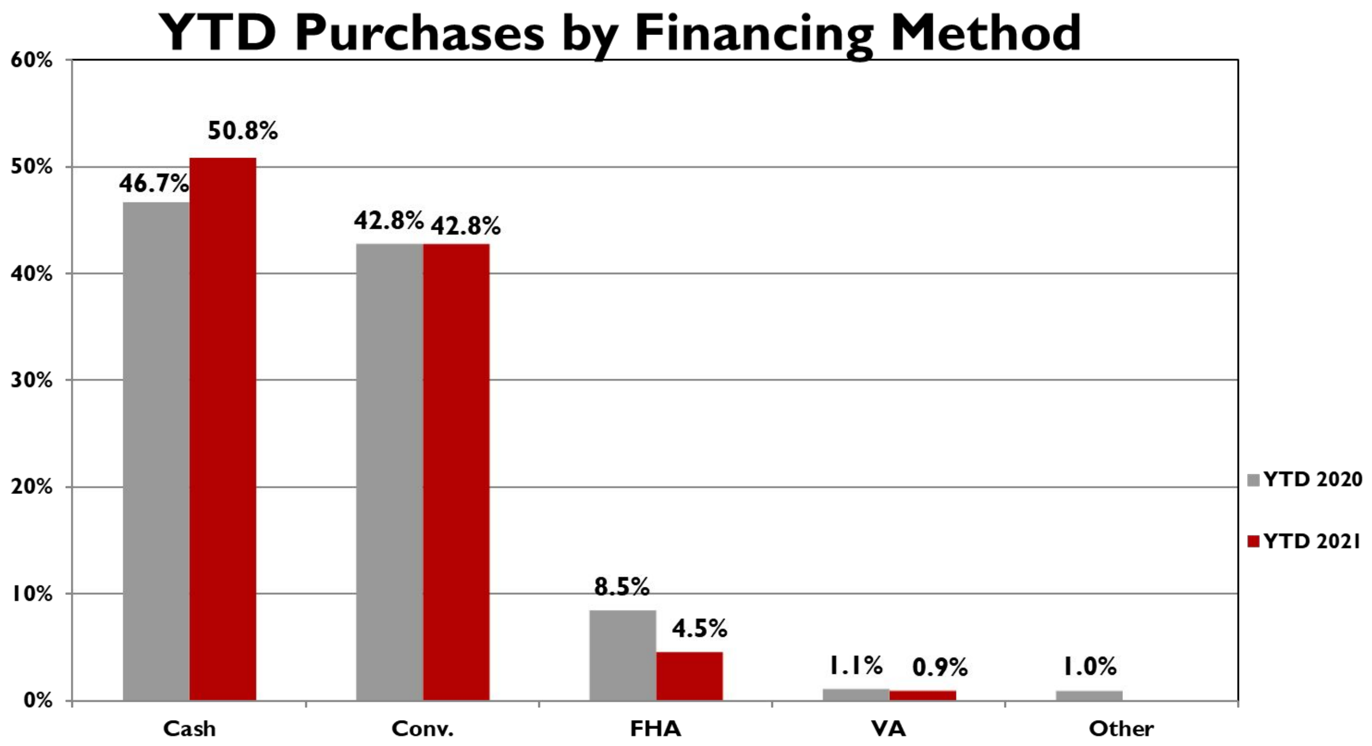
SEFMLS data for SF Det Broward Cty residences. Data is believed to be accurate, but is not warranted.

YTD Cash purchases remain well below those with conventional financing during 2021, although somewhat higher than last year (+7.3 percentage points) at 24.0% of closings

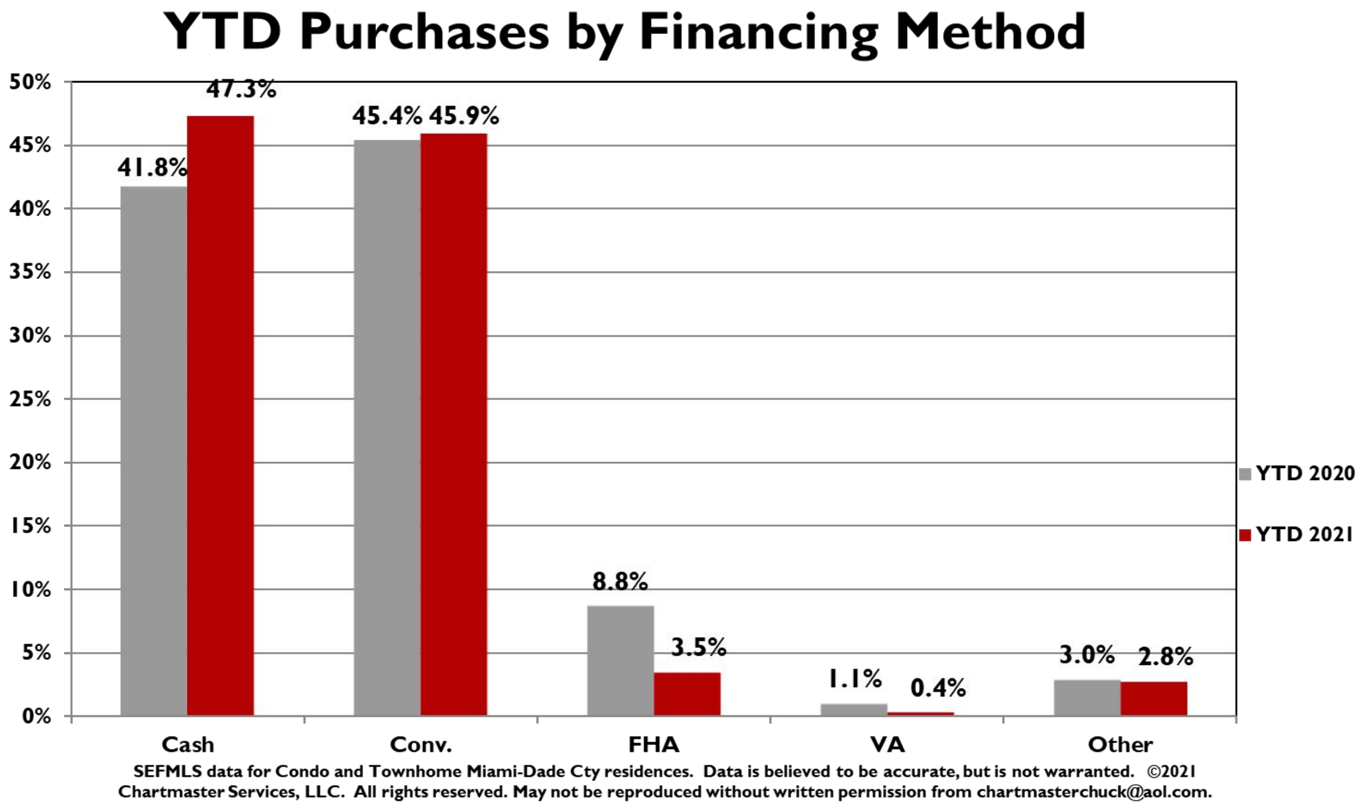
Cash purchases could be a result of investor presence in a market



2021 Cash purchases rose somewhat above those of 2021 and remained higher than Conventional as the financing method of choice for Broward County Condo sales, rising to 50.8% of 2021 sales YTD



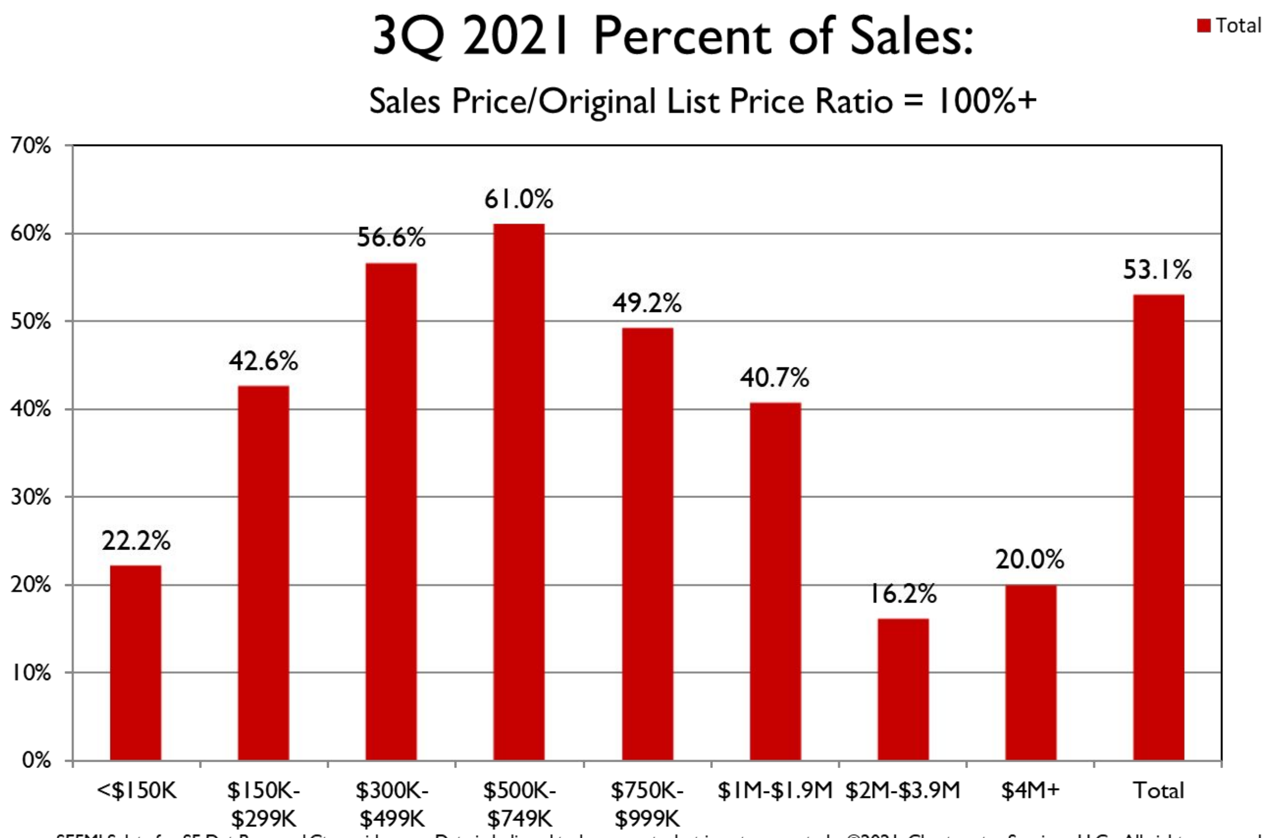
Cash purchases were higher YTD than last year by +5.5 percentage points to 47.3% of 2021 transactions, moving higher than that of Conventional



Correctly pricing with the current market can result in sales prices at or above the Original Listing Price and multiple offers in some cases

In 3Q 2021more than 1 of every 2 (53.1%) sales transactions resulted in selling prices that were equal to or higher than the original listing price

2,521 properties sold at 100%, or more, of their Original Listing price during 3Q 2021



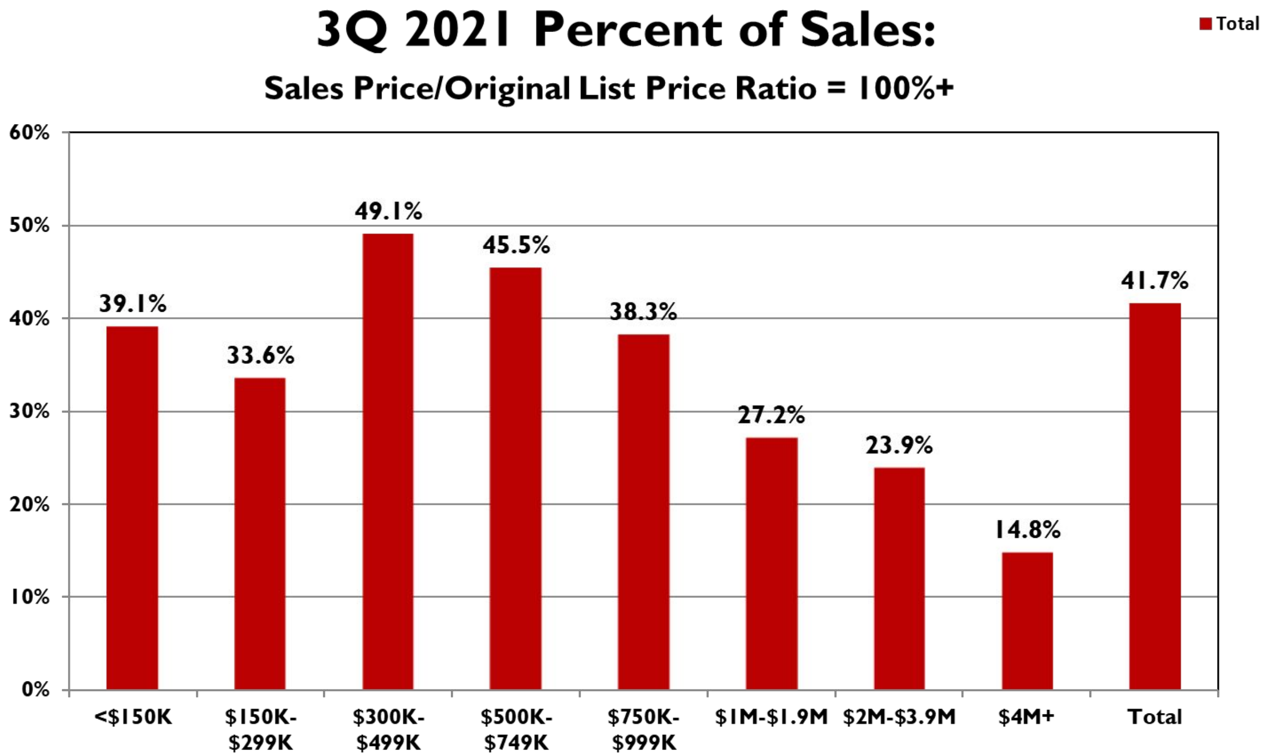
SEFMLS data for SF Det Broward Cty residences. Data is believed to be accurate, but is not warranted.

3Q 2021 Miami-Dade County Market Report

Correctly pricing with the current market can result in sales prices at or above the Original Listing Price and multiple offers in some cases

In 3Q 2021, 39.9% sales transactions resulted in selling prices that were equal to or higher than the original listing price

1,620 properties sold at 100%, or more, of their Original Listing price during 3Q 2021

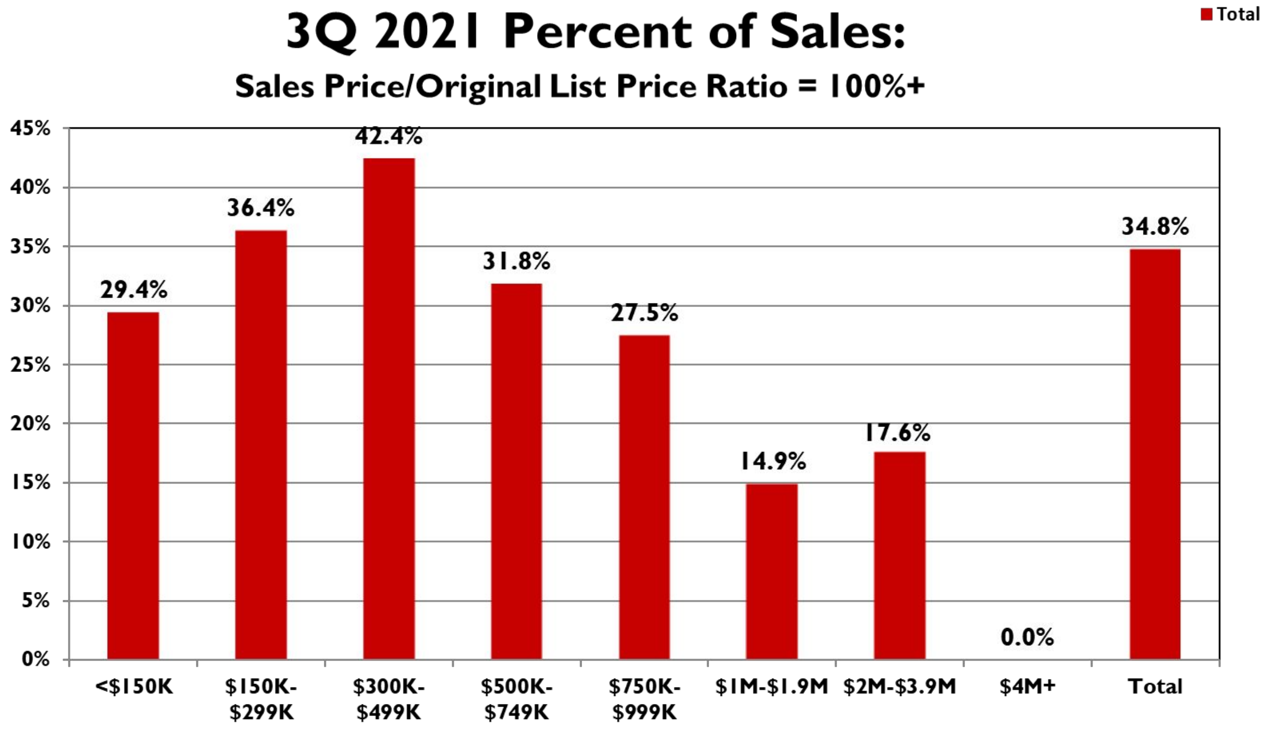


SEFMLS data for SF Detached Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

Correctly pricing with the current market can result in multiple offers and sales prices at or above the Original Listing Price

In 3Q 2021, 34.8% of all sales transactions resulted in selling prices that were equal to, or higher than, the original listing price

1,913 properties sold at 100%, or more, of their Original Listing Price during 3Q 2021



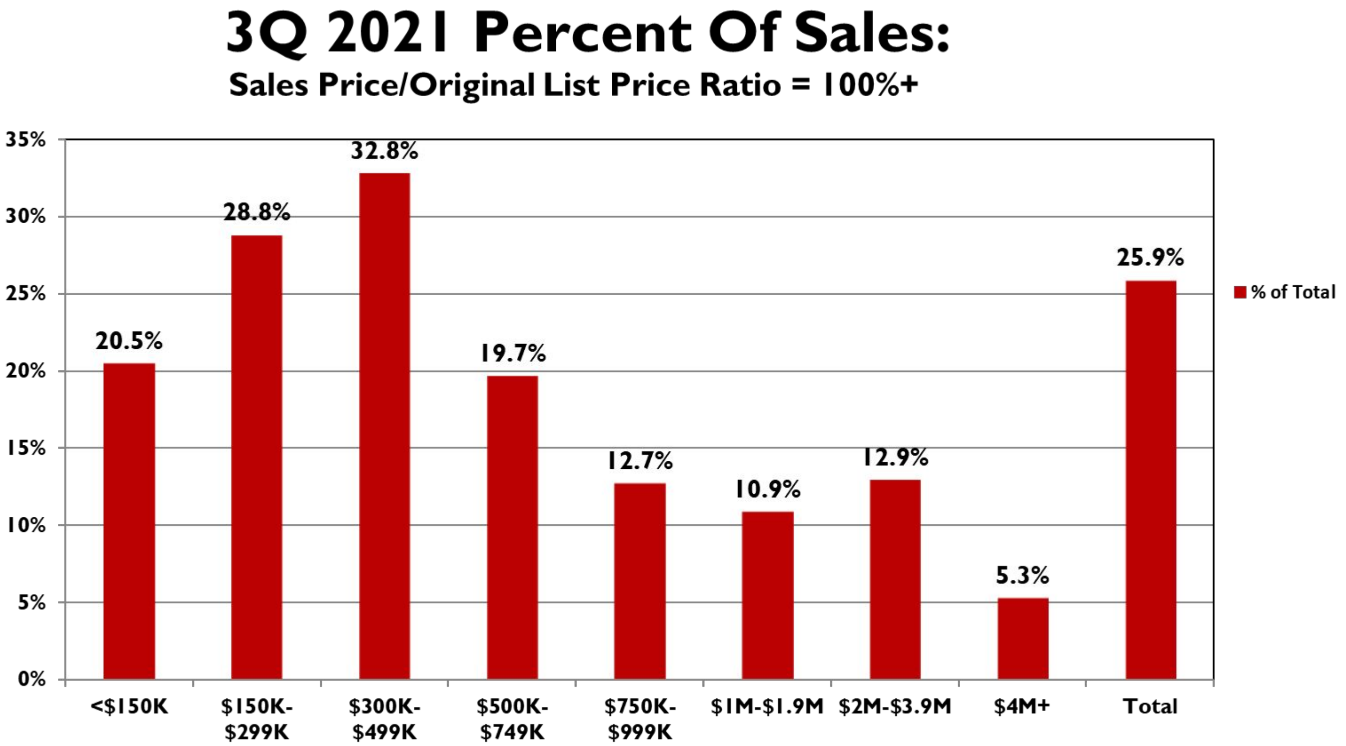
SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

3Q 2021 Miami-Dade County Market Report

Even any market, correctly pricing with the current market conditions can result in multiple offers and sales prices at or above the Original Listing Price

In 3Q 2021, 25.9% of all sales transactions resulted in selling prices that were equal to, or higher than, the original listing price

1,568 properties sold at 100%, or more, of their Original Listing Price during 3Q 2021



SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

KELLERWILLIAMS

3Q 2021 City Comparison Report - Detached

Previous Listing Period Data Included

3Q Only - All Changes compared to same period of previous year

(NOTE: Double-click box below "City 1" to Enter first City name, then enter up to 3 additional cities in corresponding City boxes)

2021 TOTAL 3Q 2021 City Detached Residence Comparison Worksheet

	City 0	City 1	City 2	City 3	City 4
	Hallandale Beach	Coral Springs	Cooper City	Deerfield Beach	Hallandale Beach
Number Sold	24	413	105	123	24
YTD Percentage Change # Sold	50.0%	-1.9%	-16.7%	-24.1%	50.0%
Foreclosure Percentage of Sales	0.0%	0.5%	1.0%	0.8%	0.0%
% Total Distressed sales	12.5%	3.8%	1.6%	1.9%	12.5%
Median Sales Price	$400,500	$555,000	$580,000	$375,000	$400,500
Median Sales Price % Change	32.6%	26.7%	24.7%	2.6%	32.6%
Median Days on Market (DOM)	146	16	22	28	146
Percent Change in DOM	-15.1%	-70.4%	-53.2%	-50.9%	-15.1%
Median S/L Price Percent (% S/OLP)	91.6%	100.0%	100.0%	99.4%	91.6%
Percent with a Price Reduction	41.7%	16.5%	7.6%	22.8%	41.7%
Percentage point change in number of transactions with a Price Reduction	-20.8%	-12.7%	-17.0%	-14.2%	-20.8%
Percent that were previously listed	58.3%	12.8%	10.5%	20.3%	58.3%
Months of Supply of Listings	3.4	0.7	0.7	1.2	3.4
Failed Percent of Finalized Listings	40.0%	16.6%	12.5%	22.6%	40.0%

SEFMLS data for Broward County Single Family Detached residences. Data is believed to be accurate but is not warranted.

3Q 2021 City Comparison Report - Detached

Previous Listing Period Data Included
3Q Only

KELLERWILLIAMS

(NOTE: Double-click box below "City 1" to Enter first City name, then enter up to 3 additional cities in corresponding City boxes)

2021 TOTAL 3Q 2021 City Detached Residence Comparison Worksheet

	City 0	City 1	City 2	City 3	City 4
	Hallandale Beach	Coral Springs	Cooper City	Deerfield Beach	Hallandale Beach
Number Sold	24	413	105	123	24
YTD Percentage Change # Sold	50.0%	-1.9%	-16.7%	-24.1%	50.0%
Foreclosure Percentage of Sales	0.0%	0.5%	1.0%	0.8%	0.0%
% Total Distressed sales	12.5%	3.8%	1.6%	1.9%	12.5%
Median Sales Price	$400,500	$555,000	$580,000	$375,000	$400,500
Median Sales Price % Change	32.6%	26.7%	24.7%	2.6%	32.6%
Median Days on Market (DOM)	146	16	22	28	146
Percent Change in DOM	-15.1%	-70.4%	-53.2%	-50.9%	-15.1%
Median S/L Price Percent (% S/OLP)	91.6%	100.0%	100.0%	99.4%	91.6%
Percent with a Price Reduction	41.7%	16.5%	7.6%	22.8%	41.7%
Percentage point change in number of transactions with a Price Reduction	-20.8%	-12.7%	-17.0%	-14.2%	-20.8%
Percent that were previously listed	58.3%	12.8%	10.5%	20.3%	58.3%
Months of Supply of Listings	3.4	0.7	0.7	1.2	3.4
Failed Percent of Finalized Listings	40.0%	16.6%	12.5%	22.6%	40.0%

Note: This chart is interactive. Double-click the chart to turn it into an Excel spreadsheet, enter city names in boxes at the top of each column, under "City 1", etc., then click twice again to return to an updated PowerPoint slide.

3Q 2021 Area Comparison Report

Previous Listing Period Data Included

3Q Only - All Changes compared to same period of previous year

KELLERWILLIAMS

(NOTE: Double-click box below "City 1" to Enter first City name, then enter up to 3 additional cities in corresponding City boxes)

2021 TOTAL 3Q 2021 City Condo/Townhome Residence Comparison Worksheet

	City 0	City 1	City 2	City 3	City 4
	Weston Broward County Aventura	Coconut Creek Cooper City Coral Springs	Coconut Creek Cooper City Coral Springs	Davie Deerfield Beach Fort Lauderdale	Deerfield Beach Fort Lauderdale Hallandale Beach
	Broward County	Davie	Coconut Creek	Deerfield Beach	Hallandale Beach
Number Sold	5,501	210	228	352	363
YTD Percentage Change # Sold	22.8%	40.9%	0.0%	23.5%	55.8%
Foreclosure Percentage of Sales	0.8%	0.0%	0.9%	1.4%	0.6%
% Total Distressed sales	3.1%	4.7%	1.3%	3.9%	3.0%
Median Sales Price	$218,000	$225,138	$185,000	$165,000	$244,000
Median Sales Price % Change	10.1%	2.3%	5.7%	16.2%	31.9%
Median Days on Market (DOM)	43	28	28	32	119
Percent Change in DOM	-50.6%	-50.0%	-56.9%	-58.4%	-28.7%
Median S/L Price Percent (% S/OLP)	97.2%	98.6%	97.7%	97.3%	95.8%
Percent with a Price Reduction	24.5%	20.0%	21.1%	22.7%	33.3%
Percentage point change in number of transactions with a Price Reduction	-17.4%	-9.5%	-18.4%	-21.2%	-26.4%
Percent that were previously listed	31.7%	20.0%	17.1%	22.7%	55.9%
Months of Supply of Listings	1.9	1.1	1.0	1.1	3.8
Failed Percent of Finalized Listings	24.8%	17.6%	21.6%	18.3%	36.1%

Note: This chart is interactive. Click twice on the table, then enter desired areas in boxes under "Area1, Area2", etc. up to 4 areas to compare to the overall measurements in red. Then click twice outside the table to return to PowerPoint with the numbers included.

(NOTE: Double-click box below "City 1" to Enter first City name, then enter up to 3 additional cities in corresponding City boxes)

2021 TOTAL 3Q 2021 City Condo/Townhome Residence Comparison Worksheet

	City 0	City 1	City 2	City 3	City 4
	Weston Broward County Aventura	Coconut Creek Cooper City Coral Springs	Coconut Creek Cooper City Coral Springs	Davie Deerfield Beach Fort Lauderdale	Deerfield Beach Fort Lauderdale Hallandale Beach
	Broward County	Davie	Coconut Creek	Deerfield Beach	Hallandale Beach
Number Sold	5,501	210	228	352	363
YTD Percentage Change # Sold	22.8%	40.9%	0.0%	23.5%	55.8%
Foreclosure Percentage of Sales	0.8%	0.0%	0.9%	1.4%	0.6%
% Total Distressed sales	3.1%	4.7%	1.3%	3.9%	3.0%
Median Sales Price	$218,000	$225,138	$185,000	$165,000	$244,000
Median Sales Price % Change	10.1%	2.3%	5.7%	16.2%	31.9%
Median Days on Market (DOM)	43	28	28	32	119
Percent Change in DOM	-50.6%	-50.0%	-56.9%	-58.4%	-28.7%
Median S/L Price Percent (% S/OLP)	97.2%	98.6%	97.7%	97.3%	95.8%
Percent with a Price Reduction	24.5%	20.0%	21.1%	22.7%	33.3%
Percentage point change in number of transactions with a Price Reduction	-17.4%	-9.5%	-18.4%	-21.2%	-26.4%
Percent that were previously listed	31.7%	20.0%	17.1%	22.7%	55.9%
Months of Supply of Listings	1.9	1.1	1.0	1.1	3.8
Failed Percent of Finalized Listings	24.8%	17.6%	21.6%	18.3%	36.1%

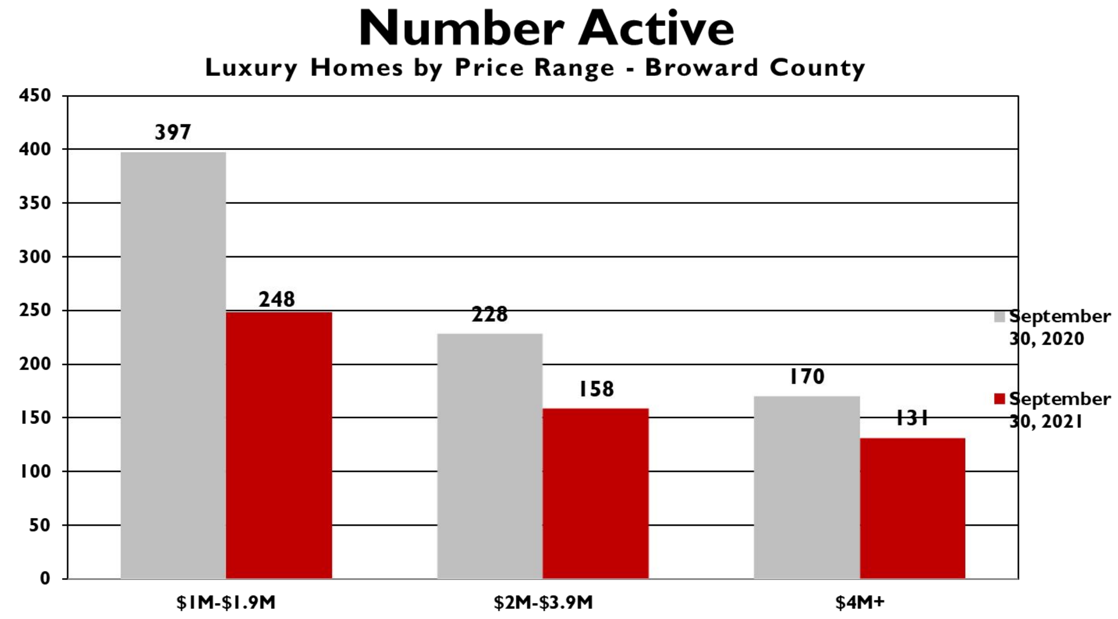
3Q 2021 Broward-Dade County Market Report

Luxury Homes Supplement

KELLERWILLIAMS

3Q 2021 Broward & Dade County Market Report

A total of 537 properties priced above $1,000,000 were listed for sale on September 30, 2021 in Broward County, compared to 795 at the same time last year for a decrease of - 33.7%

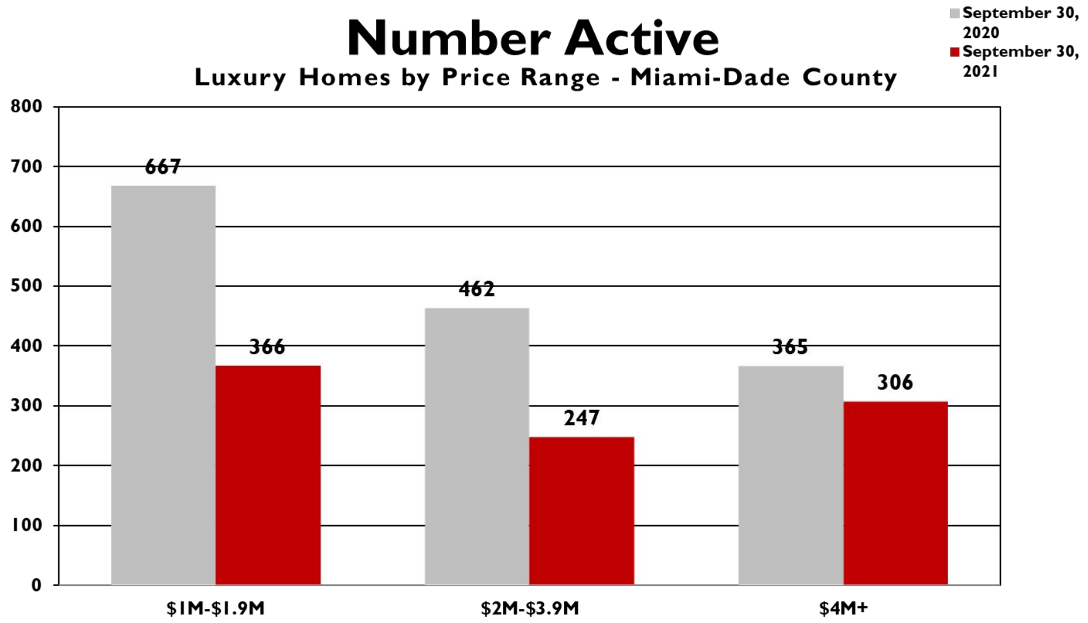


Luxury Homes = Sales Prices above $1,000,000

SEFMLS data for SF Det. BROWARD Cty residences. Data is believed to be accurate, but is not warranted.

Broward Luxury Homes (Single Family) by Price Range

A total of 919 properties priced above $1,000,000 were Active on September 31, 2021 in Miami-Dade County, compared to 1,494 at the same time in 2021 (-38.5%)



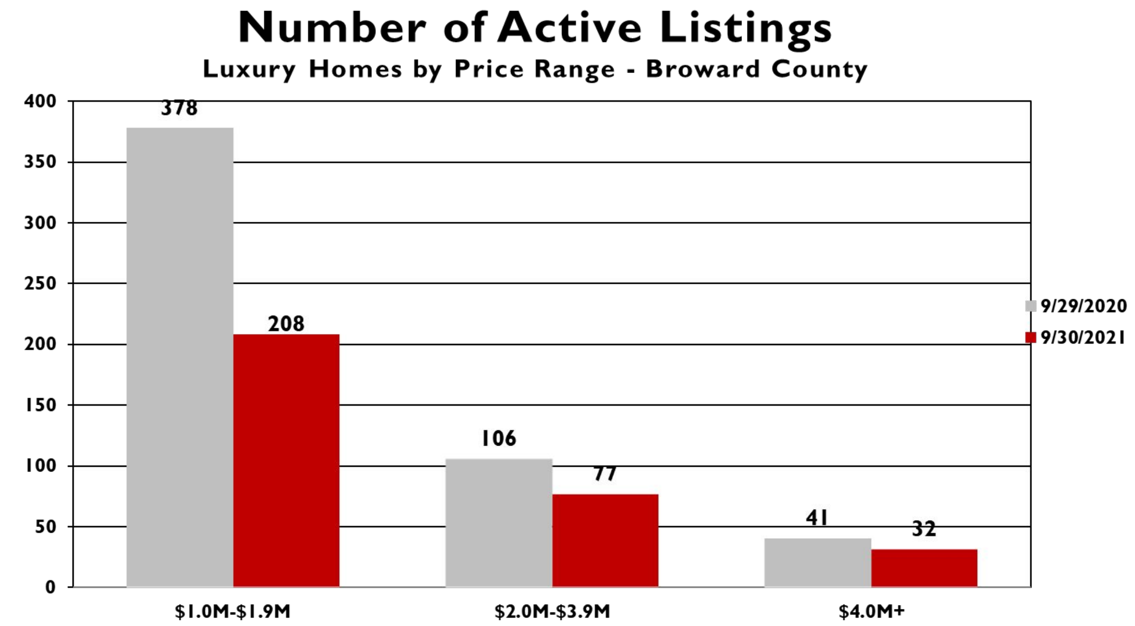
Luxury Homes = Sales Prices above $1,000,000

SEFMLS data for SF Det. MIAMI-DADE Cty residences. Data is believed to be accurate, but is not warranted.

Dade Luxury Homes (Single Family) by Price Range

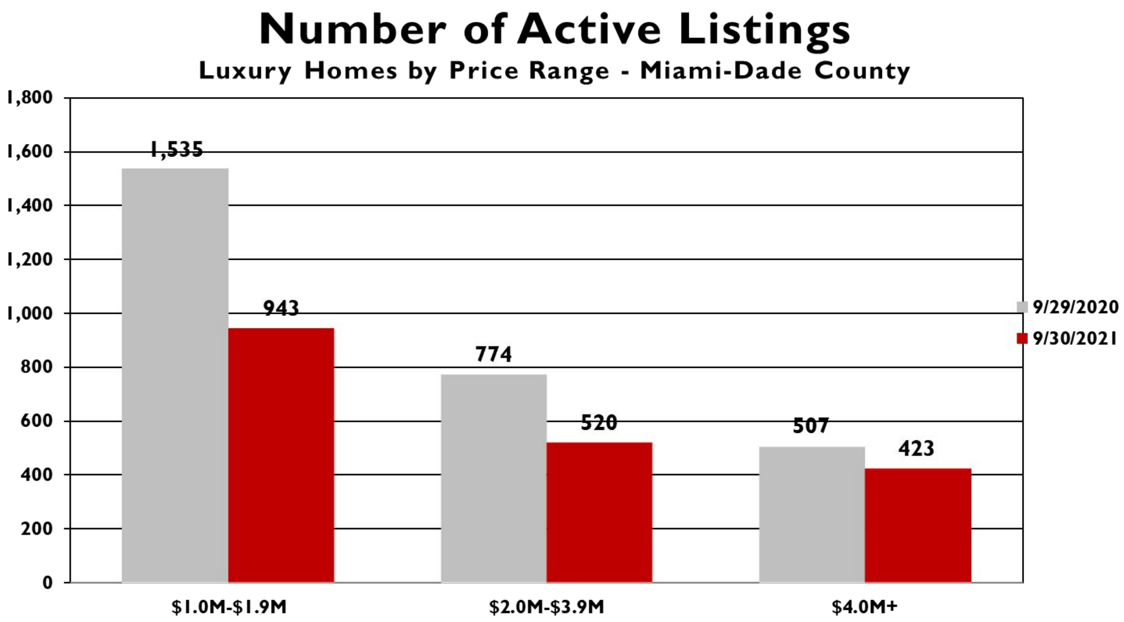
A total of 317 properties priced above $1,000,000 were Active on September 31, 2021 in Broward County, compared to 525 at the same time in 2021, for a decrease of -39.6%

A total of 1,886 properties priced above $1,000,000 were listed for sale on September 31, 2021 in Miami-Dade County, compared to 2,816 at the same time last year, for a decrease of -33.0%



Luxury Homes = Sales Prices above $1,000,000
SEFMLS data - Condo/Townhome BROWARD Cty residences. Data believed to be accurate, but is not warranted.

Broward Luxury
Condo/Townhouses by Price Range

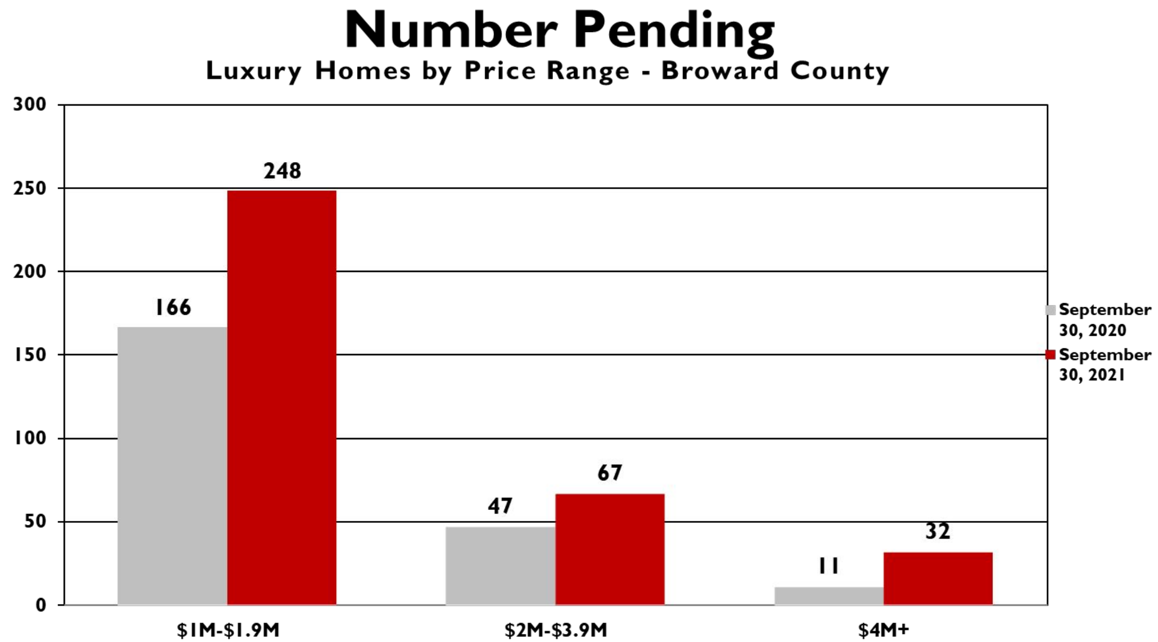


Luxury Homes = Sales Prices above $1,000,000
SEFMLS data - Condos/Townhome DADE Cty residences. Data believed to be accurate, but is not warranted.

Miami-Dade Luxury
Condo/Townhouses by Price Range

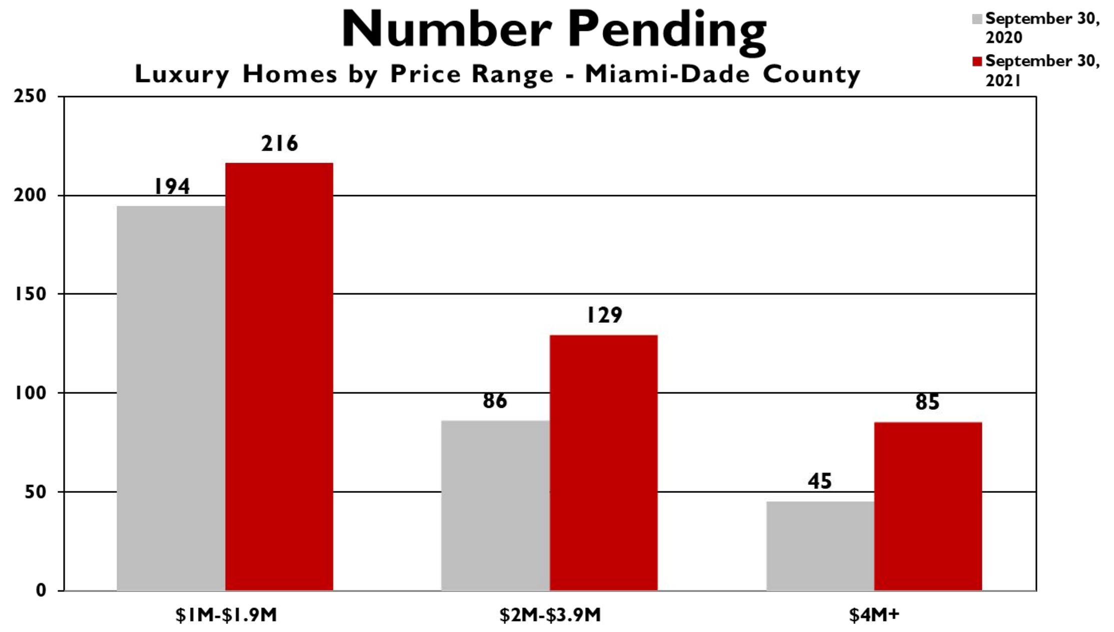
A total of 347 properties priced above $1,000,000 were under contract on September 30, 2021 in Broward County, compared to 224 at the same time last year, up by +154.9%

A total of 430 properties priced above $1,000,000 were under contract on September 31, 2021 in Miami-Dade County, compared to 325 Pending in September 30, 2021, +32.3% higher



Luxury Homes = Sales Prices above $1,000,000
SEFMLS data for SF Det. BROWARD Cty residences. Data is believed to be accurate, but is not warranted.

Broward Luxury (Single Family) by Price Range

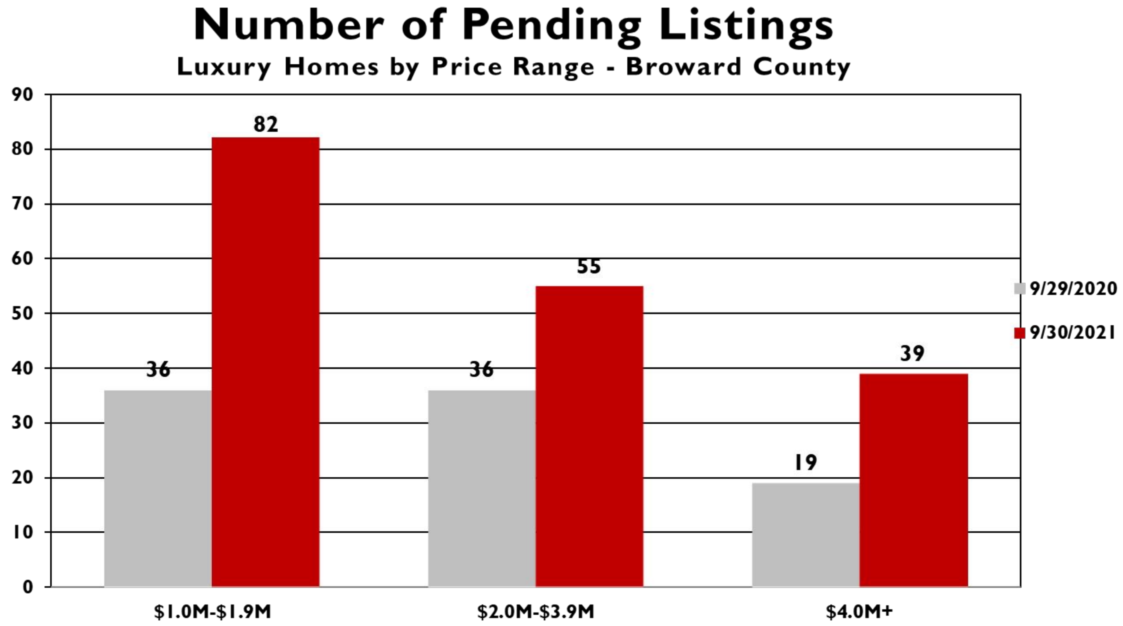


Luxury Homes = Sales Prices above $1,000,000
SEFMLS data for SF Det. MIAMI-DADE Cty residences. Data is believed to be accurate, but is not warranted.

Dade Luxury (Single Family) by Price Range

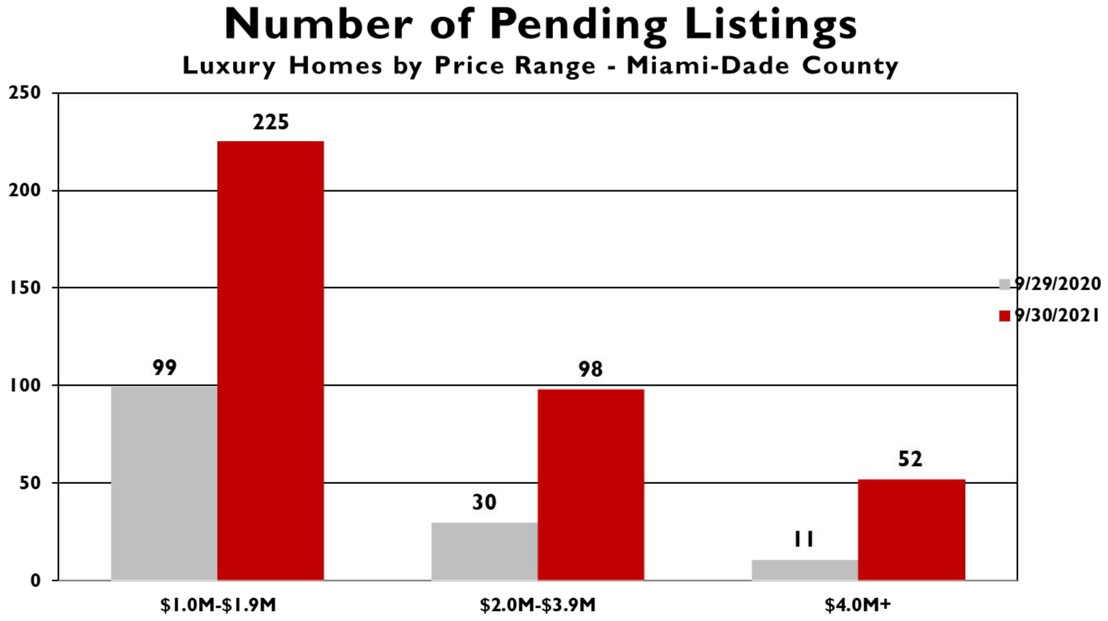
A total of 176 properties priced above $1,000,000 were Under Contract on September 31, 2021, in Broward County, compared to 91 at the same time last year, for an increase of +93.4%

In September 2021 there were 375 properties under contract to sell (Pending), compared to 140 last year, up by +167.9%



Luxury Homes = Sales Prices above $1,000,000
SEFMLS data - Condo/Townhome BROWARD Cty residences. Data believed to be accurate, but is not warranted.

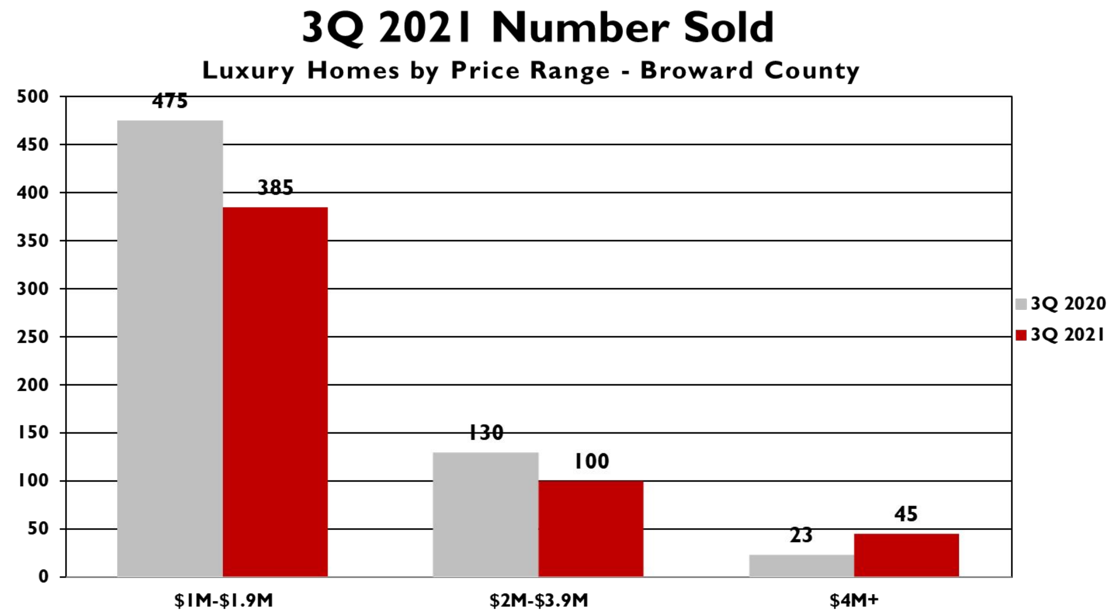
Broward Luxury Condo/Townhouses Pending Listings



Luxury Homes = Sales Prices above $1,000,000
SEFMLS data - Condos/Townhome DADE Cty residences. Data believed to be accurate, but is not warranted.

Dade Luxury Condo/Townhouses Pending Listings

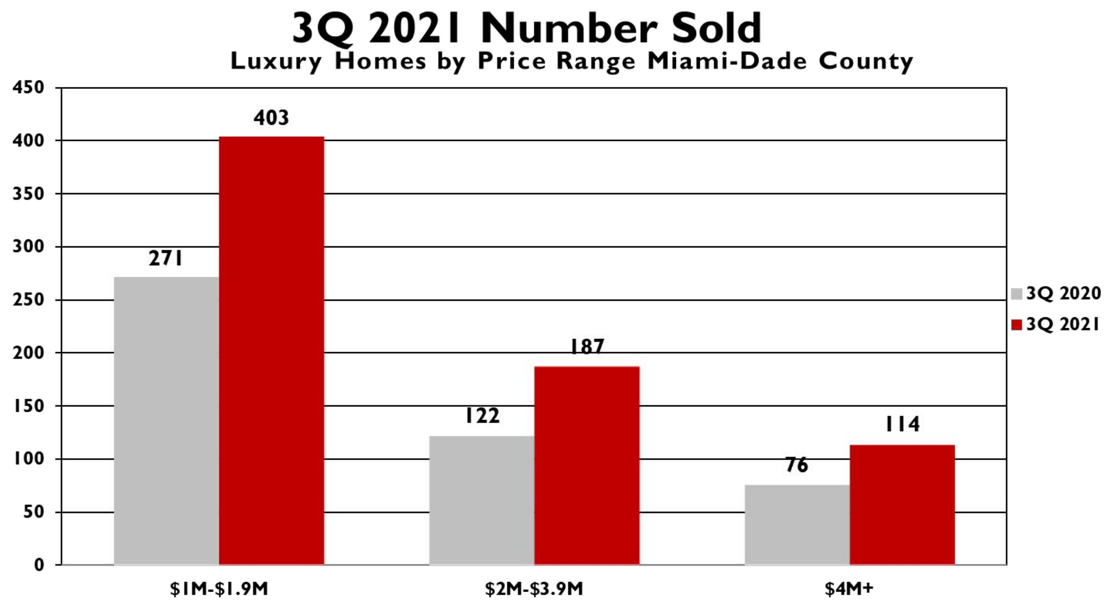
A total of 530 properties priced above $1,000,000 sold during 3Q 2021 Broward County compared to 628 during the same period in 2021, a change of -15.6%



Luxury Homes = Sales Prices above $1,000,000
SEFMLS data for SF Det. BROWARD Cty residences. Data is believed to be accurate, but is not warranted.

Broward Luxury (Single Family)
Number Sold

A total of 704 properties priced above $1,000,000 sold during 3Q 2021 in Miami-Dade County, compared to 415 during 3Q 2021, +69.6%



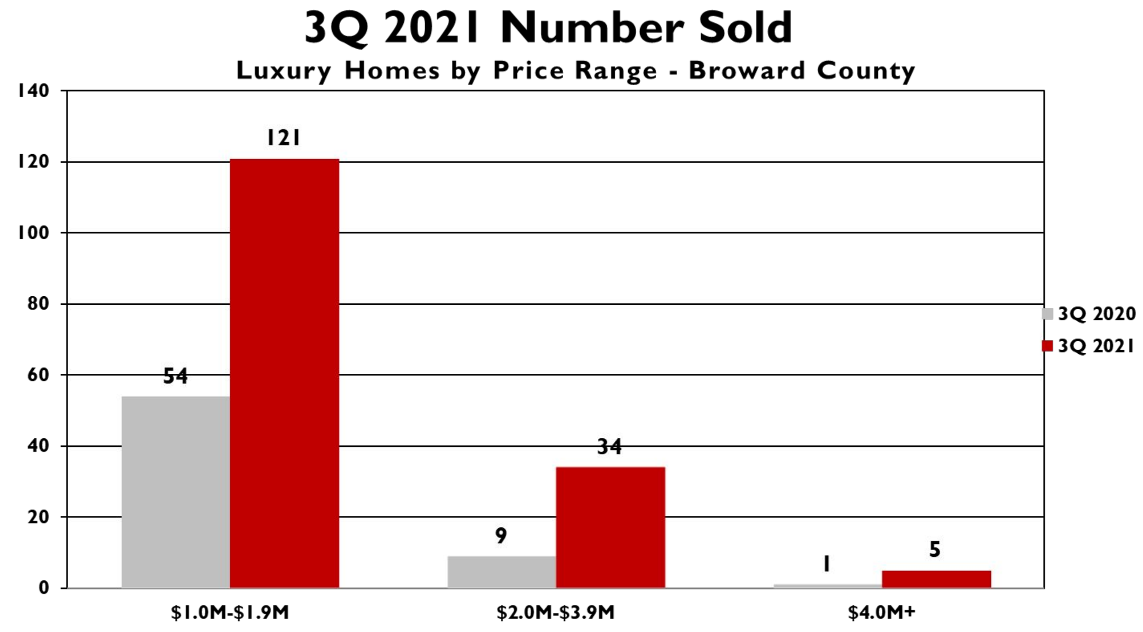
Luxury Homes = Sales Prices above $1,000,000
SEFMLS data for SF Det. MIAMI-DADE Cty residences. Data is believed to be accurate, but is not warranted.

Dade Luxury (Single Family)
Number Sold

3Q 2021 Broward & Dade County Market Report

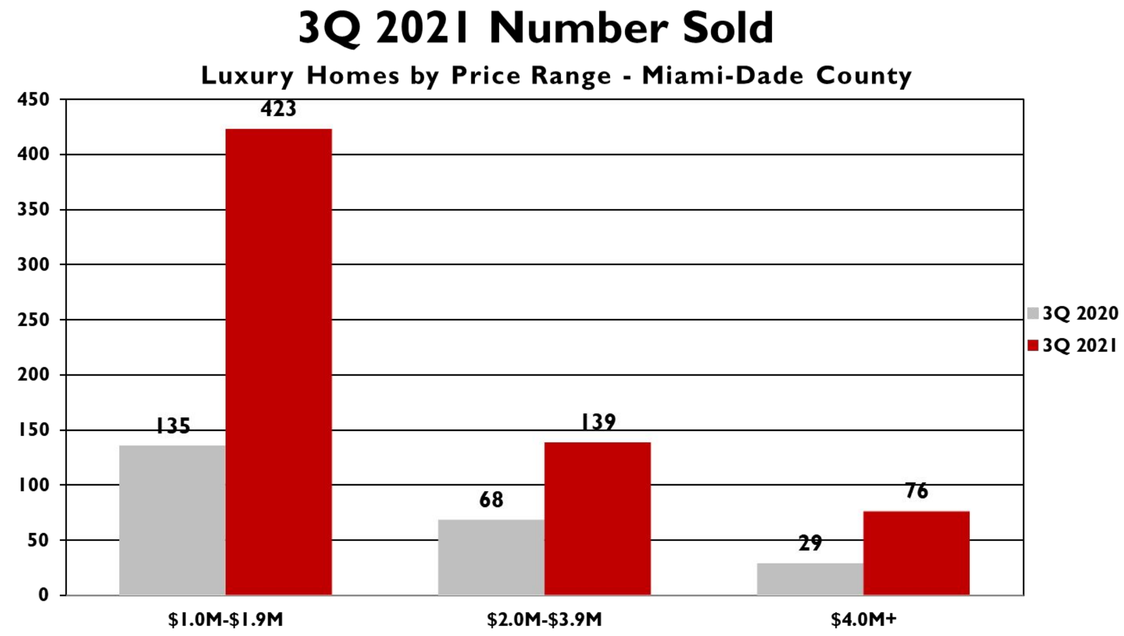
A total of 160 properties priced above $1,000,000 sold during 3Q 2021 in Broward County, compared to 64 sales in the same period last year, ahead by +150.0%

A total of 638 properties priced above $1,000,000 sold during 3Q 2021 in Miami-Dade County, compared to 232 which sold during the same period last year, for an overall increase of +175.0%



Luxury Homes = Sales Prices above $1,000,000

Broward Luxury (Condo/Townhouses) Number Sold



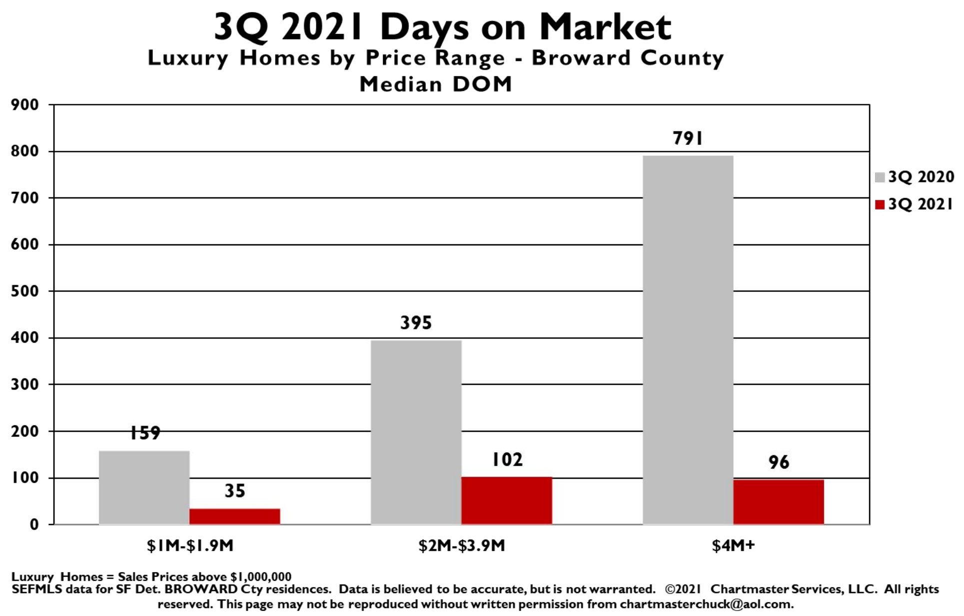
Dade Luxury (Condo/Townhouses) Number Sold

3Q 2021 Broward + Miami County Market Report

Higher-priced properties usually take longer to sell due to the smaller number of buyers in the market

The median time on market for these price segments in 3Q 2021 ranged from 1.2 months in the $1.0M-$1.9M range to 3.4 months for properties priced $2.0M-$3.9M

During 3Q 2021 the median days on market for all price ranges in Broward County was 27 days (.9 months)

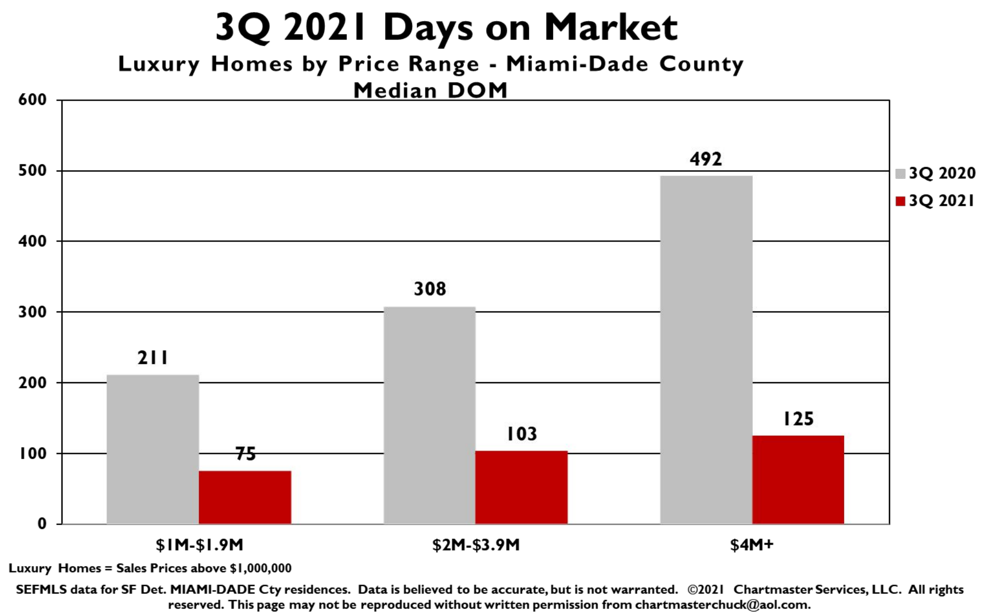


Broward Luxury (Single Family) Days on Market

Higher-priced properties usually take longer to sell due to the smaller number of buyers in the market

During 3Q 2021 the median of days on market for detached residences in all price ranges in Dade County was 51 days while the medians for these price ranges were much higher

Median DOM ranged from 2.5 months for $1.0M-$1.9K to 4.2 months for the $4.0M+ range, as each range fell compared to 3Q 2021

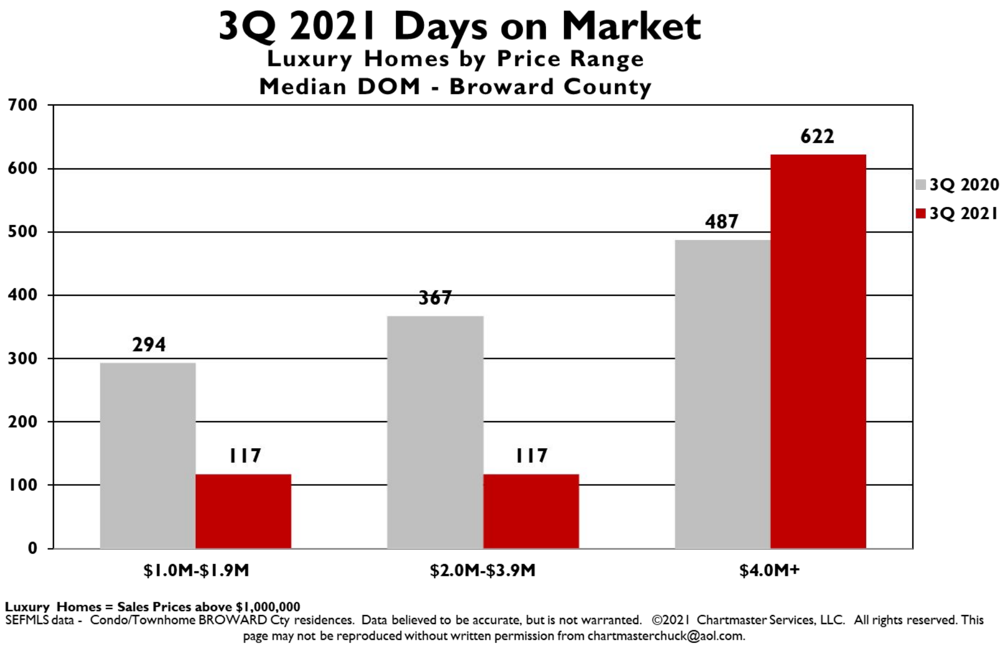


Dade Luxury (Single Family) Days on Market

3Q 2021 Broward County Market Report

Higher-priced properties usually take longer to sell due to the smaller number of buyers in the market

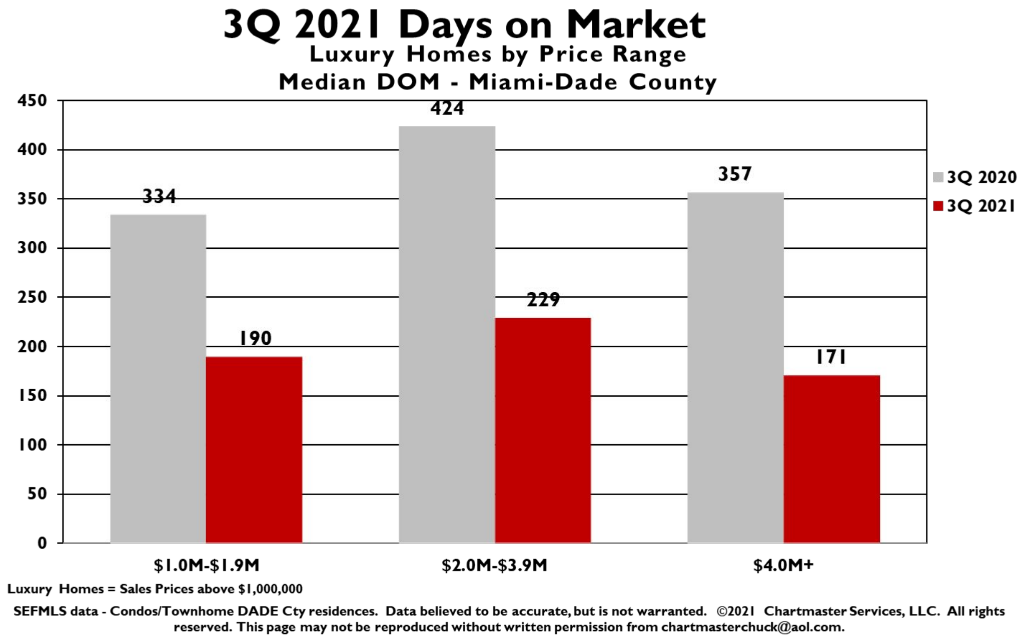
During 3Q 2021 the median days on market for Condos and Townhomes in all price ranges in Broward County was 43 days while the medians for these price ranges were much higher, with a median of 20.7 months in the $4.0M+ range



Broward Luxury (Condo/Townhouse)
Days on Market

Higher-priced properties usually take longer to sell due to the smaller number of buyers in the market

During 3Q 2021 the median days on market for all price ranges in Miami-Dade County was 2.7 months (83 days) while the medians for properties in these price ranges were much higher, at medians of between 5.7-7.6 months to sell



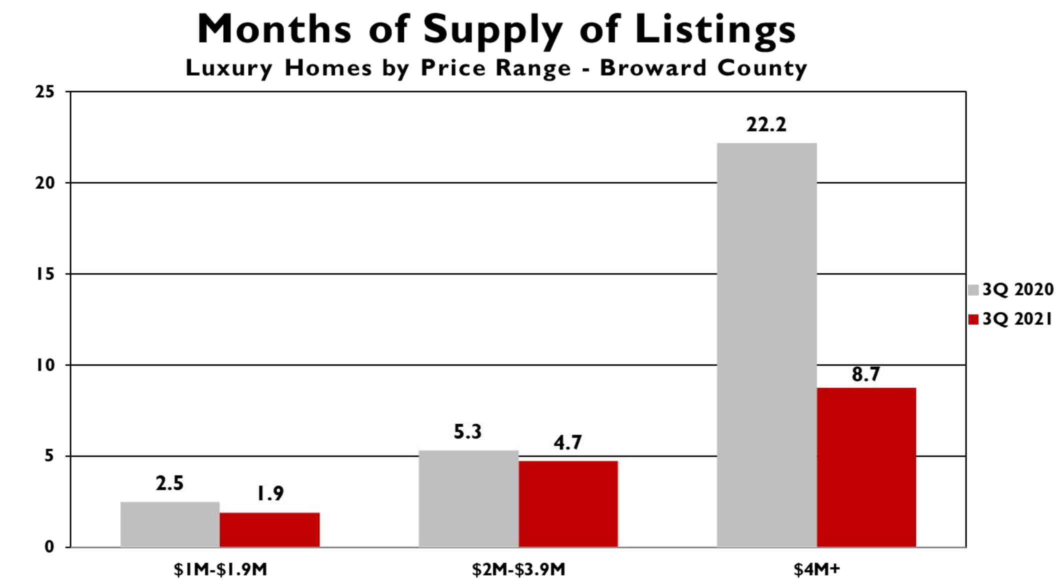
Dade Luxury (Condo/Townhouse)
Days on Market

3Q 2021 Broward + Miami County Market Report

A major factor in the overall market for housing is the supply/demand condition, expressed here in months of supply

For Luxury properties in Broward County, the supply at two of these price ranges is into a Seller's Market condition – below 6 months of Active listings inventory, with a supply of 8.7 months (Buyer's Market) in the $4.0M+ price range

Supply across all price ranges in September 2021 was 1.3 months



Luxury Homes = Sales Prices above $1,000,000

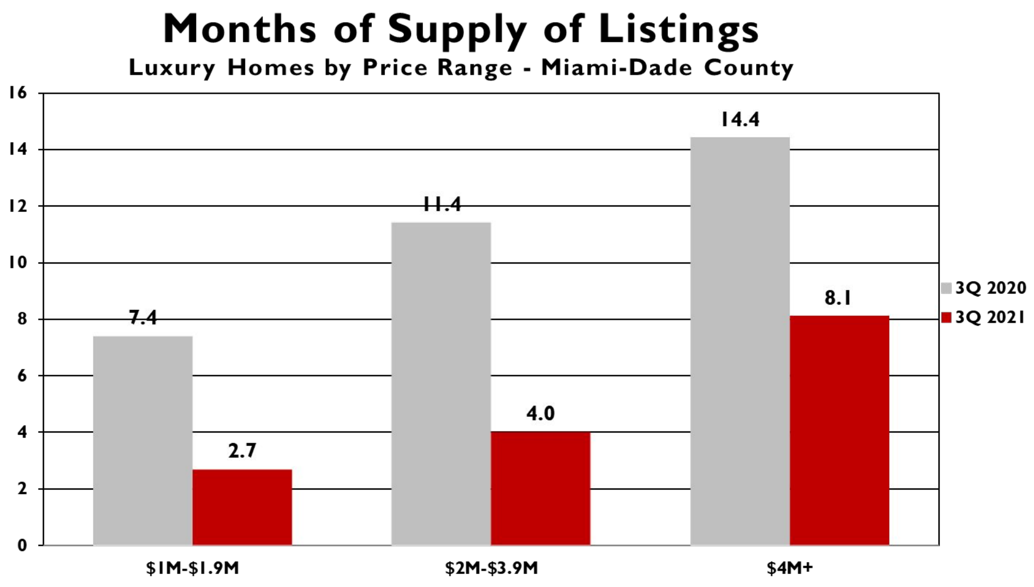
SEFMLS data for SF Det. BROWARD Cty residences. Data is believed to be accurate, but is not warranted.

Broward Luxury (Single Family)
Months of Supply of Listings

A major factor in the overall market for housing is the balance between supply/demand

For Luxury properties in Miami-Dade County, the supply in 2 of these 3 price ranges is in a Seller's Market condition – below 6 months of inventory of Active listings

Each price range has dramatically lower supply than in the same period last year, with the $2.0M-$3.9M range down by -64.9% to a Seller's Market condition



Luxury Homes = Sales Prices above $1,000,000

SEFMLS data for SF Det. MIAMI-DADE Cty residences. Data is believed to be accurate, but is not warranted.

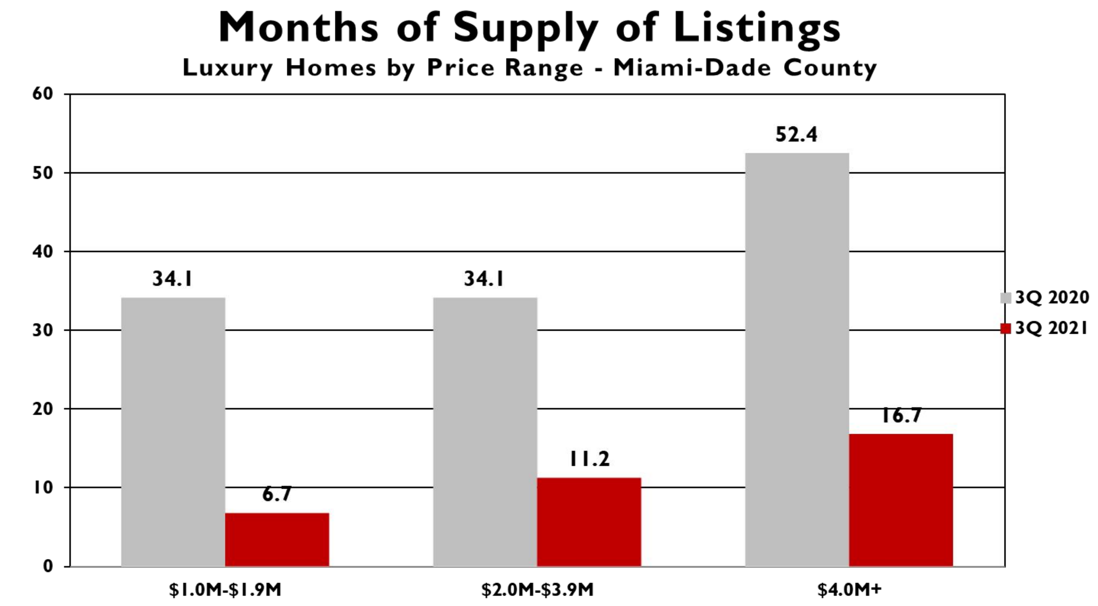
Dade Luxury (Single Family)
Months of Supply of Listings

3Q 2021 Broward + Miami County Market Report

A major factor in the overall market for housing is the supply/demand balance

For Luxury Condo/Townhome properties in Miami-Dade County, the supply at each of these price ranges is now in a Balanced or a Buyer's Market

Overall supply across all price ranges was 3.9 months



Luxury Homes = Sales Prices above $1,000,000

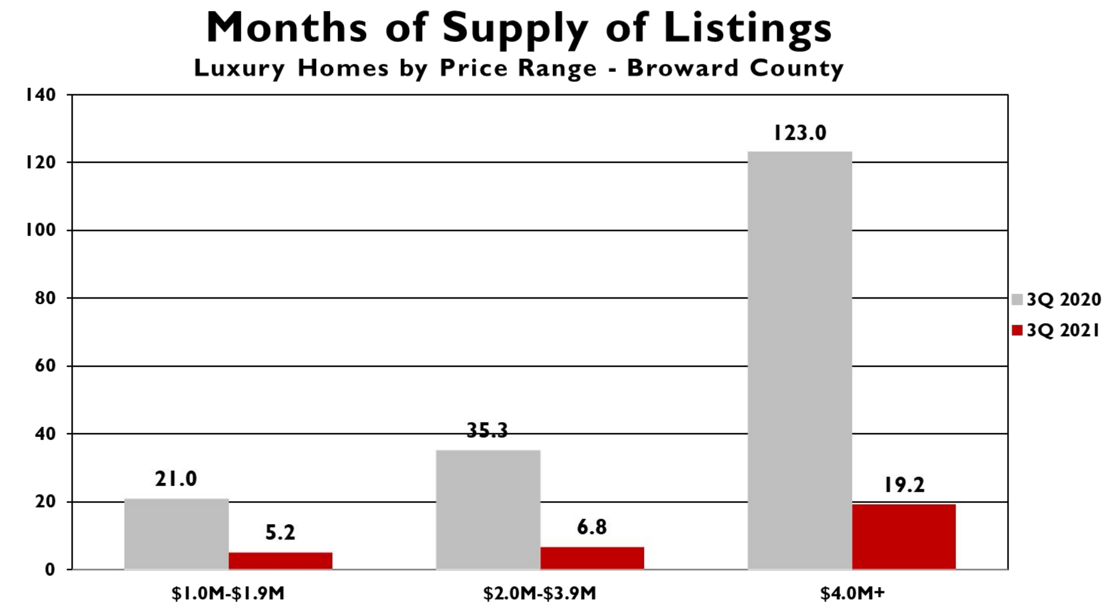
SEFMLS data - Condos/Townhome DADE Cty residences. Data believed to be accurate, but is not warranted.

Broward Luxury (Condo/Townhouses) Months of Supply of Listings

A major factor in the overall market for housing is the supply/demand condition

Much lower supply in these price ranges moved the supply to the Balanced or Seller's Market condition in properties under $2.0M and in a Buyer's Market condition for properties priced between above $4.0M

Supply dropped dramatically compared to last year in each of these price ranges on September 30, 2021



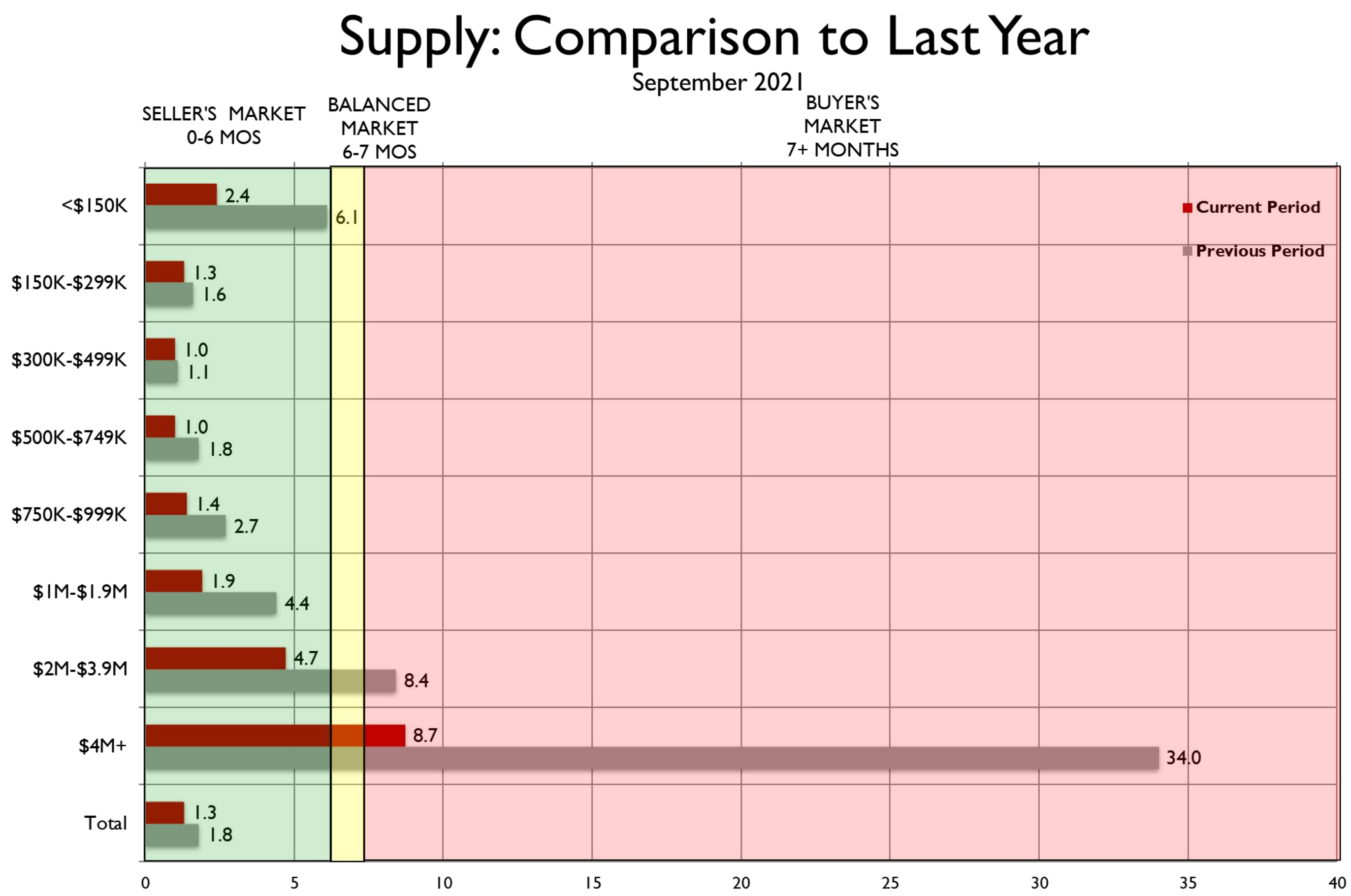
Luxury Homes = Sales Prices above $1,000,000

SEFMLS data - Condo/Townhome BROWARD Cty residences. Data believed to be accurate, but is not warranted.

Dade Luxury (Condo/Townhouses) Months of Supply of Listings

A supply by price range comparison between September 2021 and September 2021 shows a decrease of -27.8% (-.5 months) overall to 1.3 months

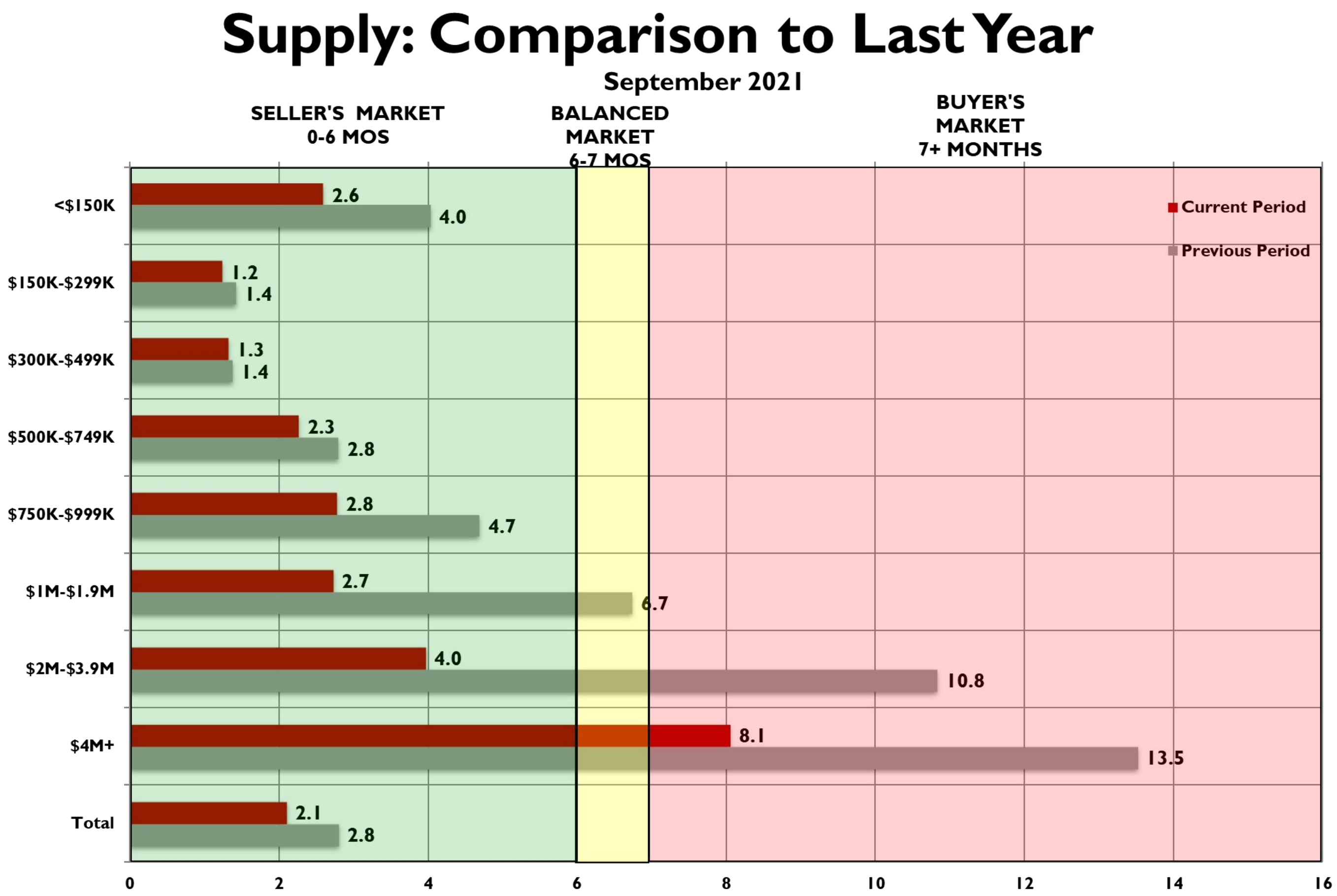
All price ranges below $4.0M are in a Seller's Market condition



SEFMLS data for SF Det Broward Cty residences. Data is believed to be accurate, but is not warranted.

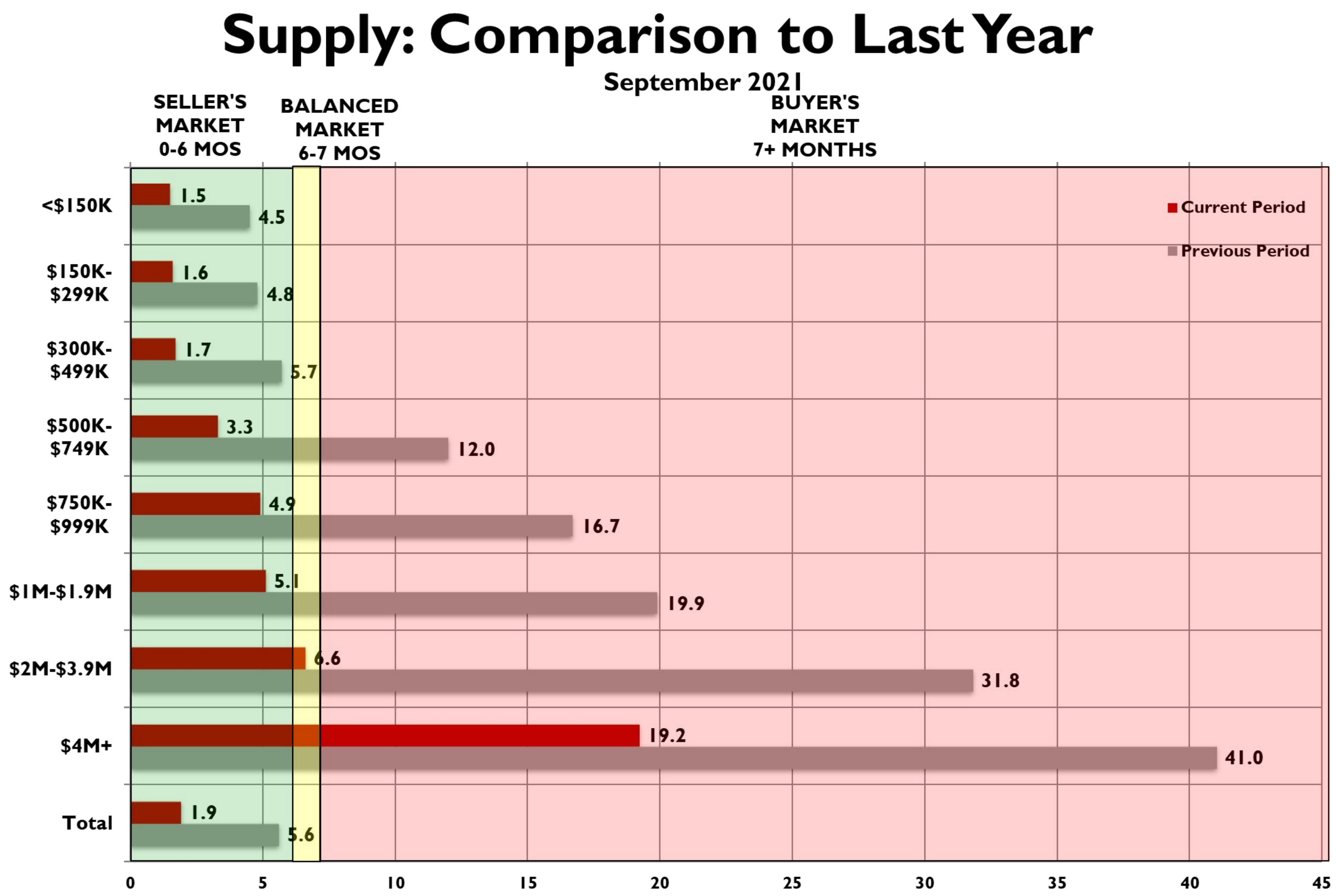
A supply by price range comparison between September 2021 and September 2021 shows decreases in supply in all 8 price ranges and a -3.3 months (-66.0%) decrease overall

Properties in all price ranges are now in a Seller's Market condition at 1.7 months of supply



A supply by price range comparison between September 2021 and September 2021 shows that the overall supply dropped by 3.7 months compared to last year, to a very low 1.9 months of supply

A Seller's Market now exists in price ranges below $2.0M

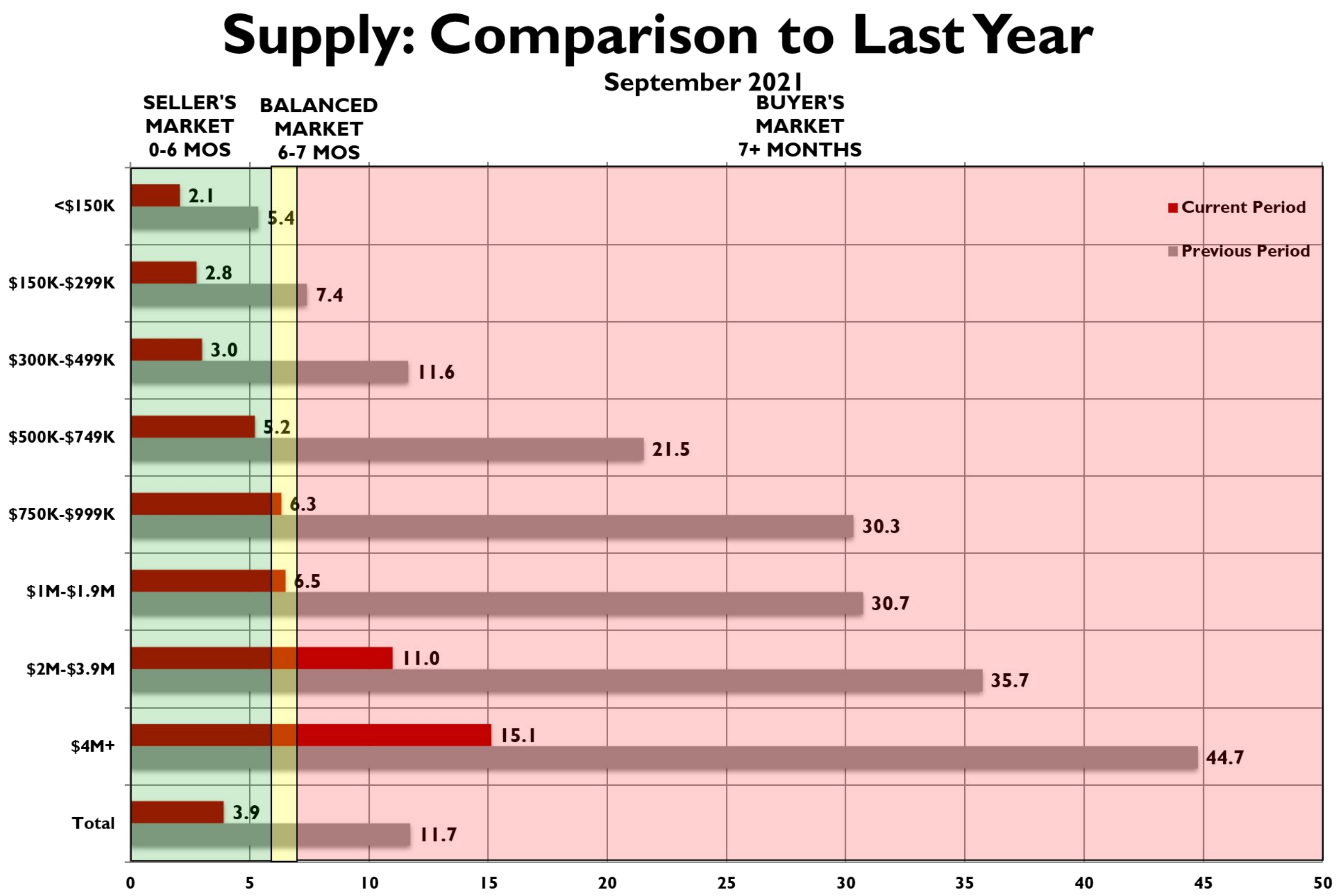


SEFMLS data for BROWARD Condos and Townhomes. Data is believed to be accurate, but is not warranted.

A supply by price range comparison between September 2021 and September 2021 shows sharp decreases across these price ranges

All of these 8 segments decreased sharply in supply vs. the same period last year

Price ranges below $750K are now in a Seller's Market condition while the overall market at 3.9 months of supply was down by -66.7% (-7.8 months) from last year and in a Seller's Market condition



SEFMLS data for Condo and Townhome Miami-Dade Cty residences. Data is believed to be accurate, but is not warranted.

3Q 2021 Broward County Market Report

Previous Listing Period Data Included

Broward Snapshot

Number Sold	Single Family 4,751	Condo 5,501
Change in # Sold Y/Y	Single Family -8.3%	Condo 22.8%
Median Sales $	Single Family $465,000	Condo $5,375,000
Change in Price Y/Y	Single Family 20.7%	Condo 10.1%
of original Sales $ received	Single Family 100.0%	Condo 97.2%
DOM	Single Family 27	Condo 43
Change DOM Y/Y	Single Family -58.5%	Condo -50.6%
Incidence of Price Reduction	Single Family 21%	Condo 24.5%
Distressed Sales	Single Family 1.7%	Condo 1.9%
Failed Listing %	Single Family 21.5%	Condo 38.4%
% of Sales previously listed	Single Family 19.2%	Condo 31.7%
Months of Supply	Single Family 1.3%	Condo 1.9%

3Q 2021 Dade County Market Report

Dade Snapshot

Number Sold	Single Family 3,889	Condo 6,060
Change in # Sold Y/Y	Single Family -7.9%	Condo 57.2%
Median Sales $	Single Family $265,000	Condo $335,000
Change in Price Y/Y	Single Family 20.8%	Condo 26.4%
% of original Sales $ received	Single Family 93.0%	Condo 96.1%
DOM	Single Family 51	Condo 83
Change DOM Y/Y	Single Family -44.6%	Condo -34.1%
Incidence of Price Reduction	Single Family 20.9%	Condo 29.4%
Distressed Sales	Single Family 2.5%	Condo 2.0%
Failed Listing %	Single Family 29.0%	Condo 35.6%
% of Sales previously listed	Single Family 31.2%	Condo 49.4%
Months of Supply	Single Family 2.1%	Condo 3.9%