

# Elliman Report

**Q2-2020** Miami Coastal Mainland, FL Sales

“After a robust first quarter, the COVID-19 market shutdown during much of the second quarter caused sales to see substantial declines.”

Miami Coastal Mainland Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$512,022	11.7%	\$458,287	13.8%	\$449,985
Average Price Per Sq Ft	\$289	5.1%	\$275	7.0%	\$270
Median Sales Price	\$355,000	4.4%	\$340,000	6.0%	\$335,000
Number of Sales (Closed)	2,672	-20.1%	3,343	-39.6%	4,422
Days on Market (From Last List Date)	87	-7.4%	94	-1.1%	88
Listing Discount (From Last List Price)	8.0%		5.5%		5.9%
Listing Inventory	9,699	-7.8%	10,519	-16.3%	11,584
Months of Supply	10.9	16.0%	9.4	38.0%	7.9
Miami Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$356,335	-1.0%	\$360,016	1.8%	\$350,126
Average Price Per Sq Ft	\$271	-4.2%	\$283	-3.6%	\$281
Median Sales Price	\$274,900	4.1%	\$264,000	5.7%	\$260,000
Number of Sales (Closed)	1,149	-33.4%	1,725	-47.7%	2,196
Days on Market (From Last List Date)	103	-5.5%	109	4.0%	99
Listing Discount (From Last List Price)	7.5%		5.4%		5.8%
Miami Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$629,478	11.8%	\$563,057	14.8%	\$548,498
Average Price Per Sq Ft	\$297	10.0%	\$270	12.9%	\$263
Median Sales Price	\$416,000	3.0%	\$404,000	5.1%	\$396,000
Number of Sales (Closed)	1,523	-5.9%	1,618	-31.6%	2,226
Days on Market (From Last List Date)	75	-2.6%	77	-1.3%	76
Listing Discount (From Last List Price)	8.2%		5.5%		6.0%

There were 1,149 condo sales, down 47.7%, and 1,523 single family sales, down 31.6% from the year-ago quarter. The number of condo listings fell 11.1% to 7,046, year over year. Single family listings declined 27.6% to 2,653 as would-be sellers either pulled their listing or delayed placing them on the market during the market shutdown.