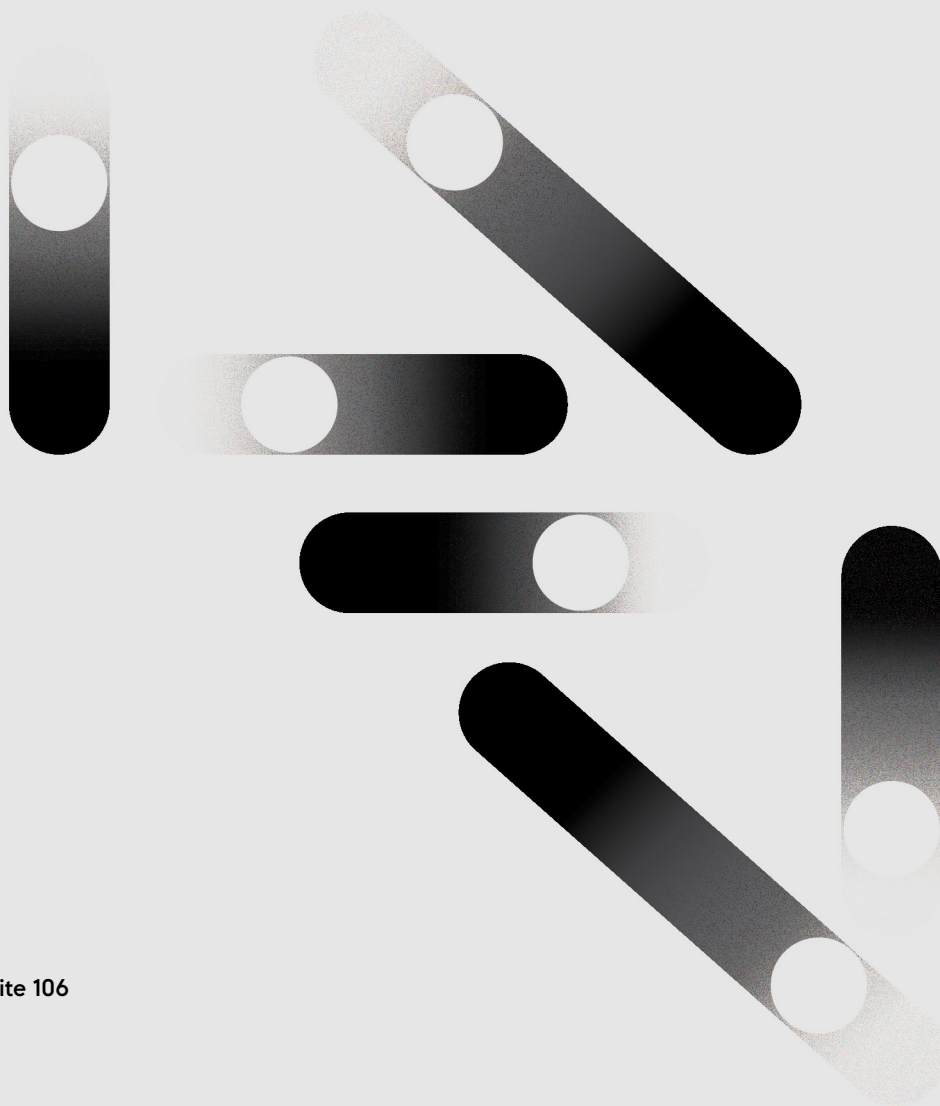


COMPASS



INSIGHTS

MARKET REPORT Q4 2020



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

Winter Park
941 W Morse Boulevard, Suites 134 & 138

Doctor Phillips
7380 W Sand Lake Road, Suites 523, 526 & 527

Aventura
2875 NE 191 St, Suite 701

Coral Gables
4699 Ponce De Leon Boulevard

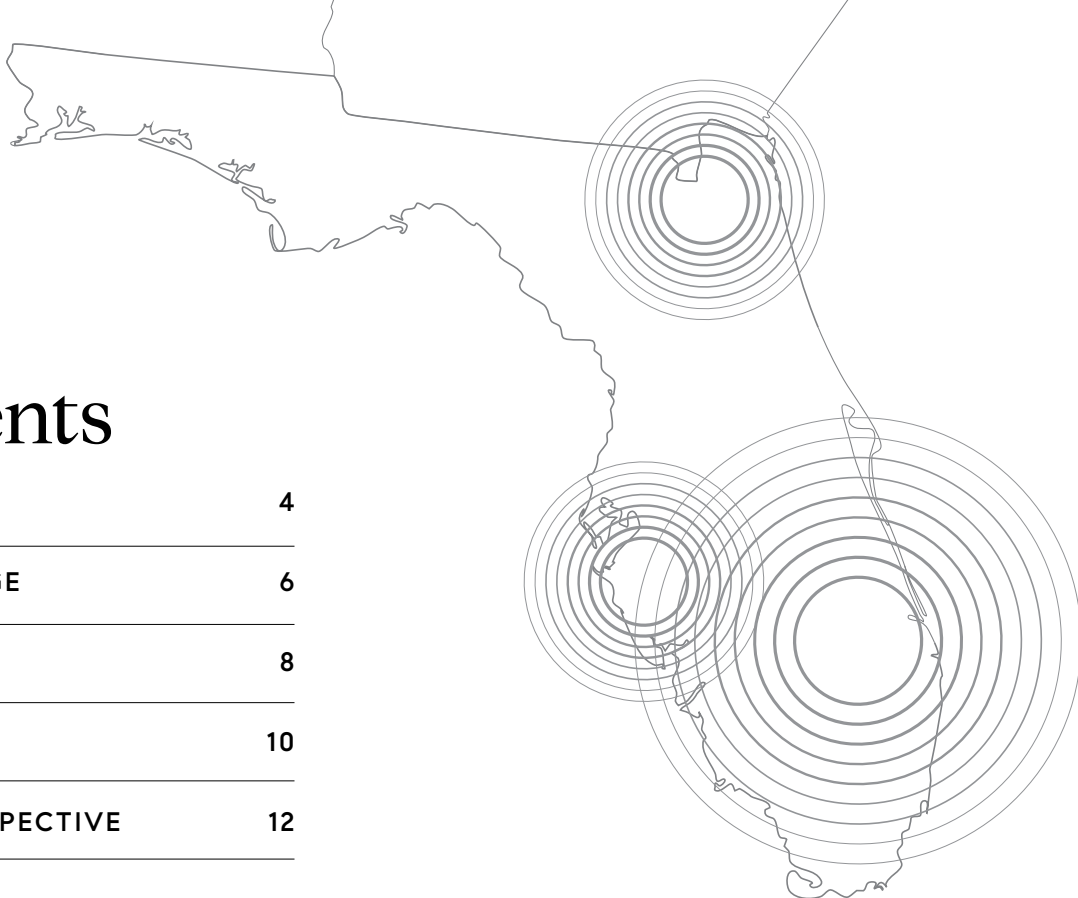


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*All reports are published January 2021 based on Q4 2020 information available on 1/15/2021. Reports presented are based on data supplied by Trendgraphix. Trendgraphix does not guarantee or is not in anyway responsible for accuracy. Data maintained by Trendgraphix may not reflect all real estate activities in the outlined markets. Information deemed reliable but not guaranteed.

**All reports are published January, 2021 based on 90-day average data available on 1/4/2021. 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.



REFLECTION

Looking Back, Looking Ahead

As we enter 2021, we're taking a moment to reflect on a quarter that closed out one of the most unique years of our lives.

Last year taught us that home is so much more than the place where you sleep at night. As the lines in our lives began to blur, so did the way we experienced home. A formal dining table that was once merely for show moonlighted as our childrens' desks as they navigated a new world of virtual learning. Kitchens previously used for an occasional dinner were enhanced with new gadgets and recipe books, as millions of US residents tried their hands at bread-making, cocktail-mixing, and getting that restaurant-worthy recipe "just right". Living rooms mirrored nights at the theatre, with the latest movies only a click away and home-popped popcorn in hand, while pool decks and terraces rejuvenated our love-hate relationship with fitness. For many of us, the way we lived, worked, learned, and spent time with one another meant that our homes no longer served us in the way we needed. These lifestyle changes shifted priorities, priorities shifted needs, and needs drove change. It is no surprise that despite a near standstill brought on by COVID-19 within the real estate space, 15.9 million people moved between February and July alone (move.org), and 35% of people who moved said that buying a home was a factor (move.org).

At a macro level, the Florida real estate market showed extreme resilience in this initial COVID-19 recovery, as intra-state and inter-state demand surged with buyers and sellers looking to make changes to their living situations. Throughout Q4 2020, home sales continued to rise, with prices trending upwards and shrinking available inventory. While in Q3 we saw an excess of available condo inventory, as buyers sought out more space and privacy in reaction to the spring's shelter-in-place orders, Q4 brought a shift to

condo-buyers seeking a good deal or investment opportunity. At this point, 69% of the neighborhoods we analyzed presented a seller's market within the condo space, which was a 17% increase from Q3.

The unique and ever-changing market conditions add a second layer of complexity to the home-buying and selling experience, creating a clear need to have readily-available market data and an expert real estate agent at your side. While buyers may have a wish list in hand, they are navigating a landscape where speed, accuracy, and tradeoffs are critical; lagging market prices put appraisals at risk, offer structures are paramount, and laser focus on location and features may require paying a premium. Despite low inventory and a clear seller's market in most neighborhoods, rapidly changing environments and uncertainty around COVID vaccinations mean sellers are gauging whether they should wait to sell or sell now and take advantage of the market. If the latter, sellers need to make decisions around timelines and how to navigate showing their home.

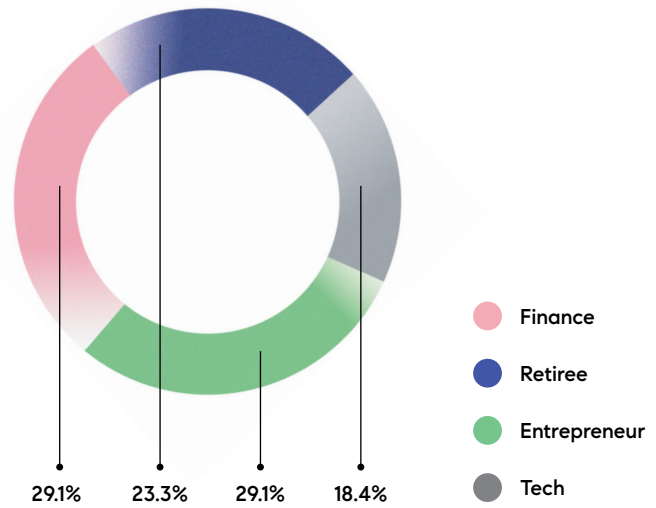
To best prepare for the market conditions and opportunities to come in 2021, buyers can set themselves up for success by working with their agent to get up to speed on the market and identify exactly what they're looking for. Serious buyers should plan to be pre-approved for a mortgage and ready to visit new listings as soon as possible. On the listing side, sellers can prepare by getting their homes in top shape prior to hitting the market and consulting with one of our knowledgeable real estate advisors. Many of today's buyers want move-in-ready conditions. Utilizing Compass Concierge in the pre-listing period can set sellers up to receive favorable offers by making the buyer-friendly upgrades that will most impact their bottom line when they hit the spring market.

From our Agents' Desks

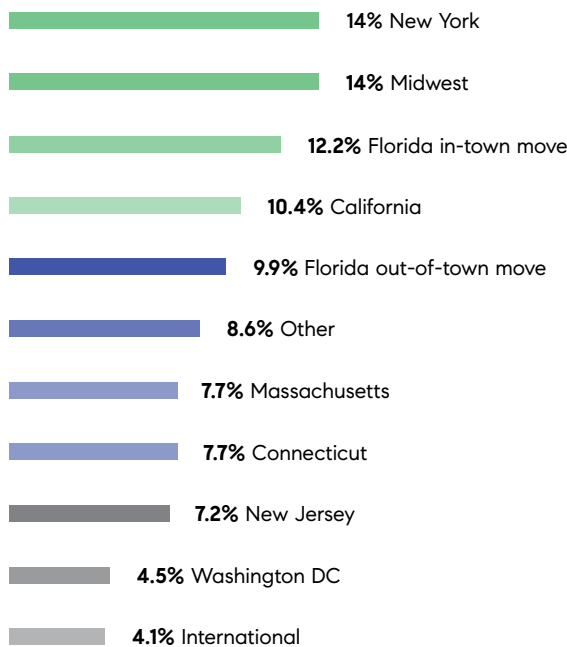
Source: Compass FL Agent Survey January, 2021

At Compass, our agents are trusted advisors, helping everyone from the first-time buyer to the seasoned seller make better, more informed decisions. This quarter, we turned to them to see what trends they have been seeing with their buyers, from buyer location to profession and more.

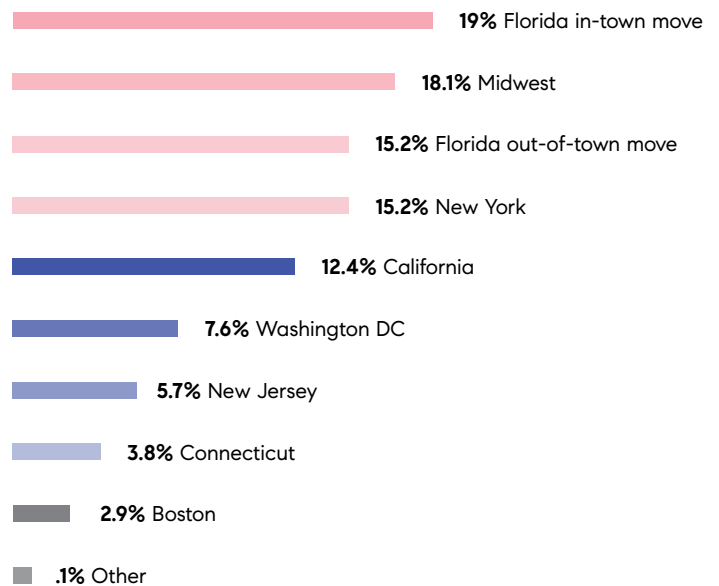
OCCUPATION OF NON-LOCAL BUYERS



BUYER SOURCE LOCATION



RENTAL SOURCE LOCATION



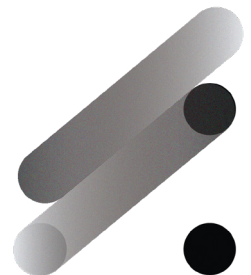
Compass Advantage



ABOUT COMPASS

Compass is building the first modern real estate platform, pairing the industry's top talent with technology to make the search and sell experience intelligent and seamless.

As an innovative residential real estate firm, we empower our agents so they have more time for advising their clients. With the solutions-driven mindset of a startup and the sophistication of a luxury brand, we take a tech-driven, personalized approach to real estate to help you find your place in the world.





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.

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.

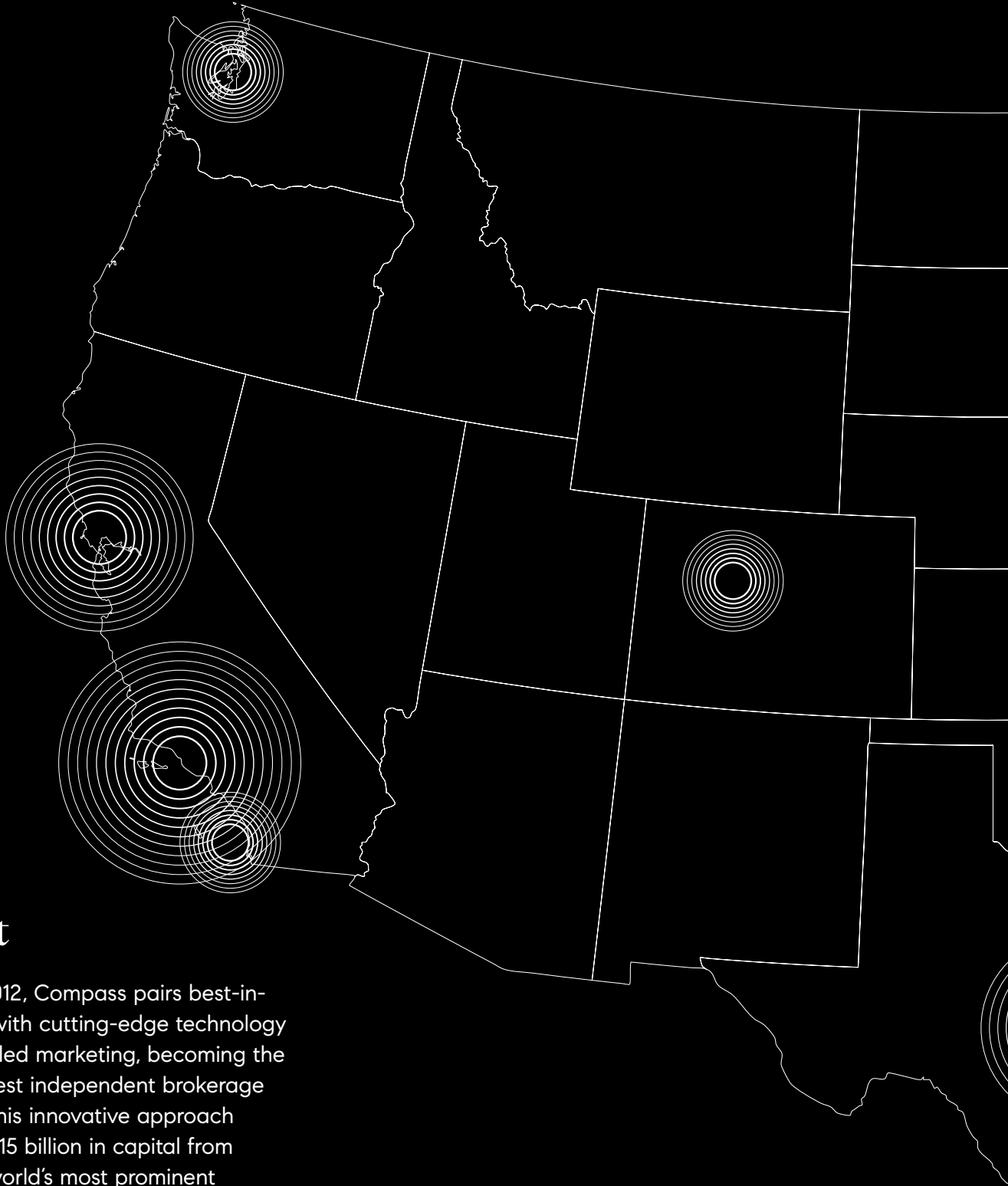
Learn more at compass.com/bridge-loan-services



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



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.



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

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

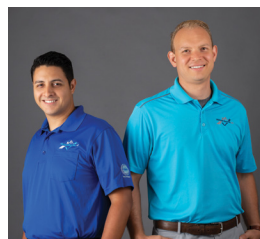
When it comes to buying and selling homes, our agents are intricately involved in every facet of the process, but finding the right real estate agent is only one piece of the puzzle. Along the way you'll need to find a knowledgeable lender, a respected title company, and a savvy inspector for the final 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.



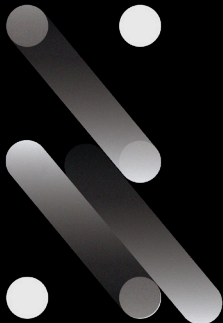
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& Tony Valles
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When looking back at last year, what trends do you see that will play a role for the year to come? What are your expectations for the mortgage industry in 2021?

The Fed recently said that they are going to subsidize the mortgage-backed security market for the foreseeable future, so I would expect rates to stay low. Buyers should remain engaged and able to continue to purchase at record low rates. Additionally, many of the underwriting guidelines and

products that were removed at the onset of COVID amidst concerns in the market have been relaxed and restored to pre-COVID levels. 2021 has the potential to be another record year.

What kind of trends or new adaptations are you experiencing since the challenges of 2020? Are there any new laws or processes that have changed the way you work in the title and real estate industry?

While we are not necessarily seeing new trends yet, 2020 did prove how adaptive the real estate industry is, from virtual showings to virtual or remote closings in some instances.

As for a behind the scenes update on the FAR BAR Contract we anticipate a new and very much improved version sometime before Q4 of 2021. From what I understand, a number of sections will be revised, namely the Financing Section. Should the new version pass through committee,

the "appraisal" will be included within the defined term "loan approval". The current version of the contract allows the buyer to terminate a transaction (at any time prior to closing) if the appraisal of the property is insufficient to meet the terms of buyer's loan approval. The 2021 version will do away with this. In addition, the 2021 version will clarify what a "loan approval" actually is. There will be some additional points of clarity which I hope to share in the coming months.

Given the nature of the industry last year, what do you anticipate in the inspection industry to change or stay the same for the year to come? What have you seen impact the industry the most?

I expect three changes among home inspection companies:

1. Price increases
2. Expansion
3. A drop in customer service

As the president of the home inspection service Michael Gaurnier, ACI, (referred to as ACI Inspections) I have been around the block with ups and downs in the economy. Starting in 2018, I had already prepped my company for this increased demand which means I already set my prices for what is to come. I have already expanded for that demand, and have put a customer service infrastructure in place to keep our customer service strong with increased demand.

Pre-pandemic, the Bureau of Labor Statistics said the home inspection business is expected to grow 10% by 2026. Personally, I expect that growth to be much more for the following reason among others: The real estate industry and by extension, the inspection industry enjoys pent-up demand. We have an ever-growing, pent-up demand during the pandemic as the listing inventory continues to drop. This means we are not "losing" transactions, instead, they are simply delayed, which means a lot of transactions are coming our way. IBIS World states that the average annual growth in the building inspection industry between 2012 and 2017 was 4.6%, with 38,489 people employed and 24,581 businesses operating. They also state that growth in the residential segment is forecast to accelerate over the next five years as the global economy recovers from the COVID-19 pandemic.

A MARKET SNAPSHOT

Central Florida | Greater Orlando

Homebuyer activity vastly outweighed available homes in Greater Orlando throughout Q4 of 2020, as the quarter saw a 40% drop in months of inventory and 36.7% drop in homes for sale YoY. The number of days on the market for single-family homes is the lowest it has been in three years, falling to an average of just 44 days. High demand and low supply has had a significant impact, driving the median sold price up to \$315k – up 12.9% YoY. Home values are holding strong with a 96% list-to-sell price ratio. There is high

demand for homes between \$200k and \$350k, with average days on market down 21.4% YoY. The \$1M+ range just barely qualifies as a buyer's market, with 6.2 months of inventory, which is still a significant 44.6% drop YoY. The condo market tells an entirely different story, with a 26.1% increase in inventory YoY. Although there is more condo inventory, the demand is still there, increasing median sale prices slightly by 9.5% YoY to \$208k.



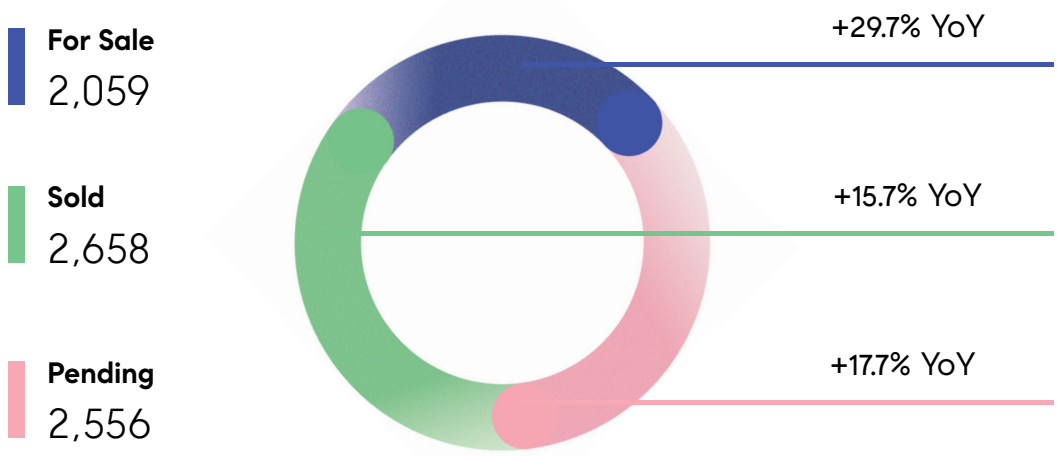
CENTRAL FLORIDA - GREATER ORLANDO

Single-Family Homes

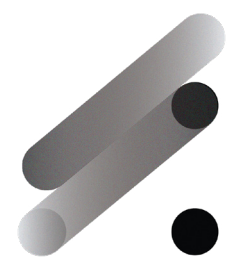


	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	1.4	96%	44
YoY Change	-48.6%	+1.1%	-21.4%

Condos



	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	2.5	96%	51
YoY Change	+13.6%	0%	-3.8%



CENTRAL FLORIDA - GREATER ORLANDO

Kissimmee

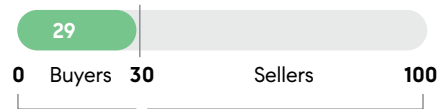
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,543	1,102	-28.6%	458	861	88%
Average \$/SF	\$137	\$153	11.7%	\$152	\$153	0.7%
Average DOM	117	134	14.5%	115	135	17.4%
Median List Price	\$290,000	\$364,000	25.5%	\$230,000	\$223,000	-3%

Q4 Market
Action Index™*

Sellers



Buyers



Orlando

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,832	1,270	-30.7%	882	948	7.5%
Average \$/SF	\$166	\$184	10.8%	\$157	\$160	1.9%
Average DOM	108	93	-13.9%	113	134	18.6%
Median List Price	\$359,000	\$393,000	9.5%	\$217,000	\$176,000	-18.9%

Q4 Market
Action Index™*

Sellers



Sellers

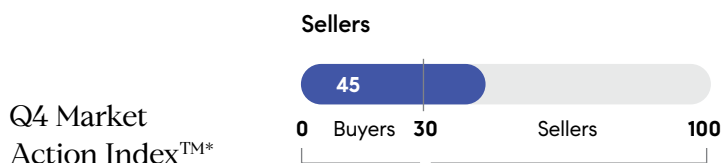


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

CENTRAL FLORIDA - GREATER ORLANDO

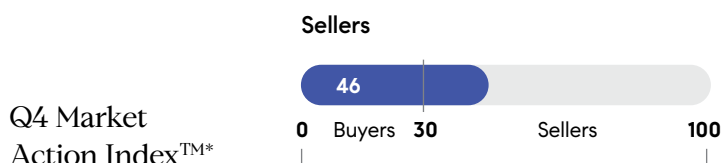
Sanford

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	225	167	-25.8%	52	25	-51.9%
Average \$/SF	\$154	\$171	10.9%	\$137	\$144	5.3%
Average DOM	112	99	-11.6%	63	52	-17.5%
Median List Price	\$317,000	\$371,000	17.0%	\$215,000	\$215,000	0.0%



Winter Garden

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	332	239	-28%	69	71	2.9%
Average \$/SF	\$163	\$183	12.3%	\$190	\$225	18.4%
Average DOM	98	85	-13.3%	94	98	4.3%
Median List Price	\$465,000	\$501,000	7.7%	\$321,000	\$322,000	0.3%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

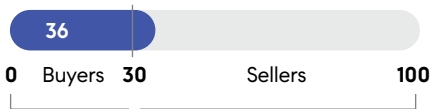
CENTRAL FLORIDA - GREATER ORLANDO

Windermere

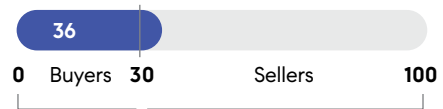
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	290	224	-22.8%	31	28	-9.7%
Average \$/SF	\$231	\$245	6.1%	\$178	\$169	-5.1%
Average DOM	208	168	-19.2%	49	58	18.4%
Median List Price	\$937,000	\$1,000,000	6.7%	\$298,000	\$284,000	-4.7%

Q4 Market
Action Index™*

Sellers



Sellers



Winter Park

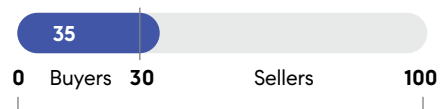
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	264	149	-43.6%	86	94	9.3%
Average \$/SF	\$256	\$298	16.4%	\$179	\$213	19%
Average DOM	138	122	-11.6%	93	108	16.1%
Median List Price	\$567,000	\$788,000	39%	\$302,000	\$354,000	17.2%

Q4 Market
Action Index™*

Sellers



Sellers

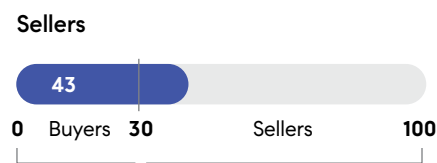
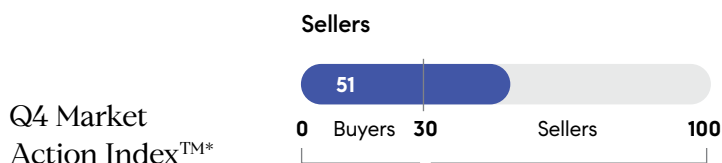


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

CENTRAL FLORIDA - GREATER ORLANDO

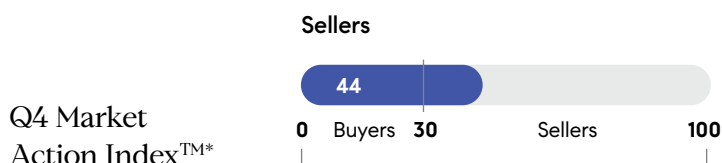
Melbourne

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	548	271	-50.5%	138	88	-36.2%
Average \$/SF	\$135	\$149	10.4%	\$128	\$142	10.9%
Average DOM	105	99	-5.7%	80	102	27.5%
Median List Price	\$360,000	\$382,000	6.1%	\$194,000	\$248,000	27.8%



Cocoa Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	50	26	-48%	118	84	-28.8%
Average \$/SF	\$214	\$221	3.3%	\$241	\$255	6%
Average DOM	140	117	-16.4%	125	123	-1.6%
Median List Price	\$720,000	\$688,000	-4.4%	\$341,000	\$360,000	5.6%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

A MARKET SNAPSHOT

Central Florida | Greater Tampa Bay

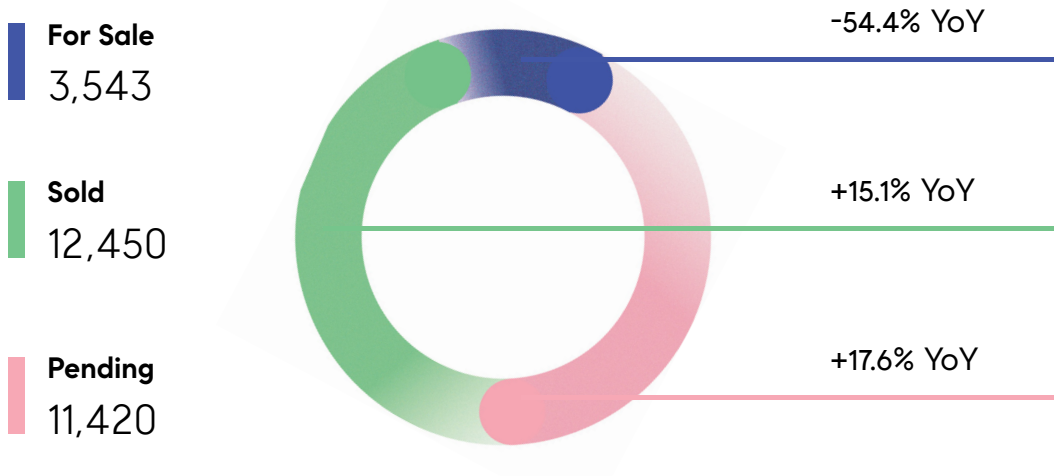
As Q4 2020 closed, the real estate market in Greater Tampa Bay barreled forward with a continuing trend of shrinking single-family home inventory due to pent-up demand, low-interest rates, and overall affordability in comparison to other major cities in Florida. As a result, the area has the least amount of inventory for both single-family homes and condos (one month and 1.5 months, respectively) across all major markets in Florida, presenting an extremely strong seller's market for all residential real estate categories, where demand is clearly outstripping current supply and prices are rising. The average sold price for single-family homes was up 18.6%

YoY, while condos are up 18.8%. While the lack of inventory and demand is apparent across the board, this trending lack of inventory is even further exacerbated in the \$1M+ condo segment, where sold listings are up 137.5% and pending listings are up 91.1%, leaving only 140 remaining condos at this price point on the market. This brought months of inventory available from 14.2 months down to 5.2 months. Sellers are directly benefiting from market conditions at all price points: in the \$300-600k range, homes are selling at 99% of list price, while the \$1M+ sector is selling at 95% of list price.



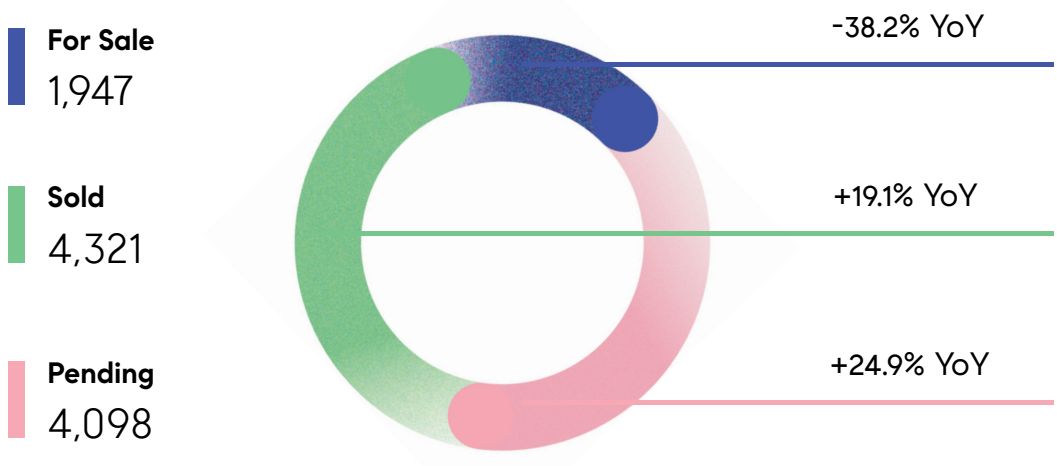
CENTRAL FLORIDA - GREATER TAMPA BAY

Single-Family Homes

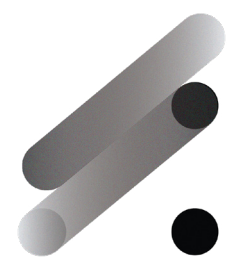


	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	1	97%	35
YoY Change	-56.2%	+2.1%	-36.4%

Condos



	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	1.5	96	48
YoY Change	-44.6%	+1.1%	-20%

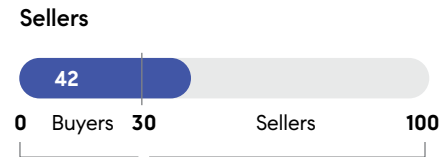
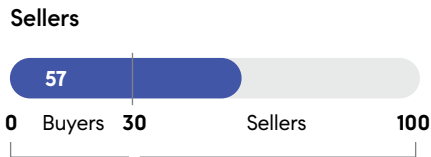


CENTRAL FLORIDA - GREATER TAMPA BAY

Clearwater

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	319	164	-48.6%	340	296	-12.9%
Average \$/SF	\$183	\$213	16.4%	\$133	\$146	9.8%
Average DOM	113	94	-16.8%	93	94	1.1%
Median List Price	\$320,000	\$368,000	15%	\$153,000	\$162,000	5.9%

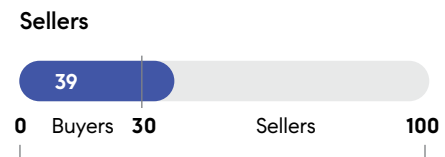
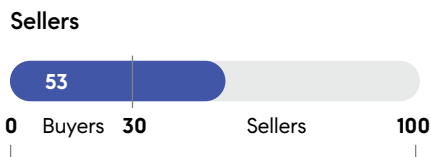
Q4 Market
Action Index™*



St. Petersburg

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,102	664	-39.7%	960	799	-16.8%
Average \$/SF	\$224	\$243	8.5%	\$269	\$284	5.6%
Average DOM	107	89	-16.8%	125	129	3.2%
Median List Price	\$347,000	\$355,000	2.3%	\$356,000	\$345,000	-3.1%

Q4 Market
Action Index™*



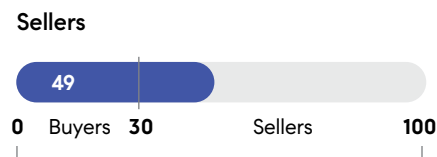
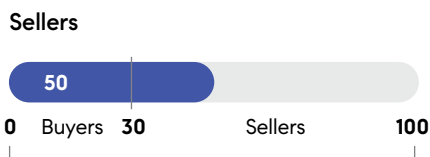
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

CENTRAL FLORIDA - GREATER TAMPA BAY

Tampa

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,814	1,038	-42.8%	759	592	-22.0%
Average \$/SF	\$175	\$208	18.9%	\$165	\$211	27.9%
Average DOM	102	90	-11.8%	92	83	-9.8%
Median List Price	\$332,000	\$400,000	20.5%	\$250,000	\$310,000	24%

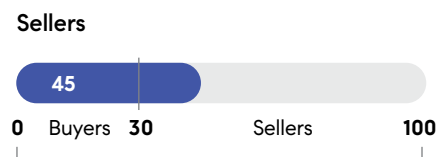
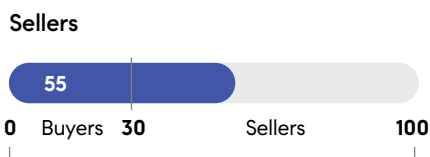
Q4 Market Action Index™*



Lutz

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	240	104	-56.7%	49	40	-18.4%
Average \$/SF	\$165	\$183	10.9%	\$139	\$142	2.2%
Average DOM	124	99	-20.2%	112	106	-5.4%
Median List Price	\$429,000	\$510,000	18.9%	\$232,000	\$258,000	11.2%

Q4 Market Action Index™*



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

CENTRAL FLORIDA - GREATER TAMPA BAY

Largo

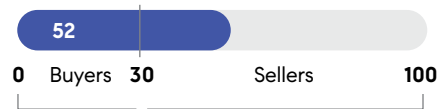
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	148	84	-43.2%	85	73	-14.1%
Average \$/SF	\$198	\$211	6.6%	\$146	\$170	16.4%
Average DOM	89	69	-22.5%	94	72	-23.4%
Median List Price	\$300,000	\$384,000	28.0%	\$183,000	\$203,000	10.9%

Q4 Market
Action Index™*

Sellers



Sellers

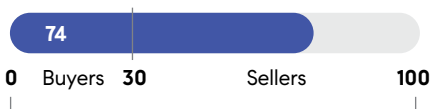


Brandon

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	149	66	-55.7%	75	23	-69.3%
Average \$/SF	\$140	\$159	13.6%	\$124	\$141	13.7%
Average DOM	83	69	-16.9%	76	41	-46.1%
Median List Price	\$293,000	\$327,000	11.6%	\$202,000	\$234,000	15.8%

Q4 Market
Action Index™*

Sellers



Sellers



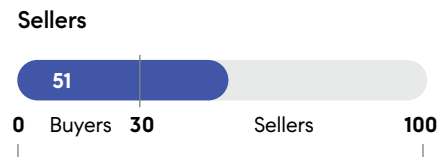
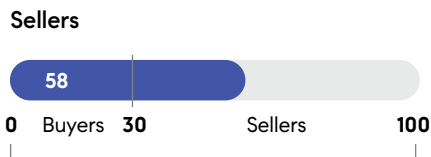
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

CENTRAL FLORIDA - GREATER TAMPA BAY

Pinellas Park

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	86	49	-43.0%	30	30	0.0%
Average \$/SF	\$174	\$194	11.5%	\$126	\$140	11.1%
Average DOM	90	73	-18.9%	50	35	-30%
Median List Price	\$245,000	\$259,000	5.7%	\$131,000	\$167,000	27.5%

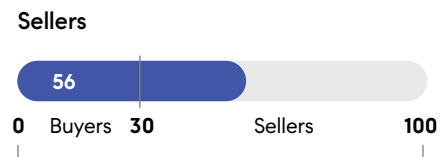
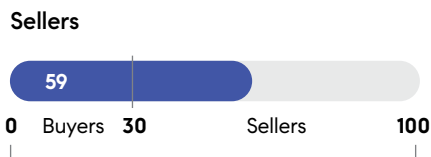
Q4 Market Action Index™*



Seminole

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	126	68	-46.0%	78	54	-30.8%
Average \$/SF	\$199	\$220	10.6%	\$134	\$131	-2.2%
Average DOM	112	89	-20.5%	79	83	5.1%
Median List Price	\$403,000	\$411,000	2.0%	\$178,000	\$146,000	-18.0%

Q4 Market Action Index™*



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

A MARKET SNAPSHOT

North Florida

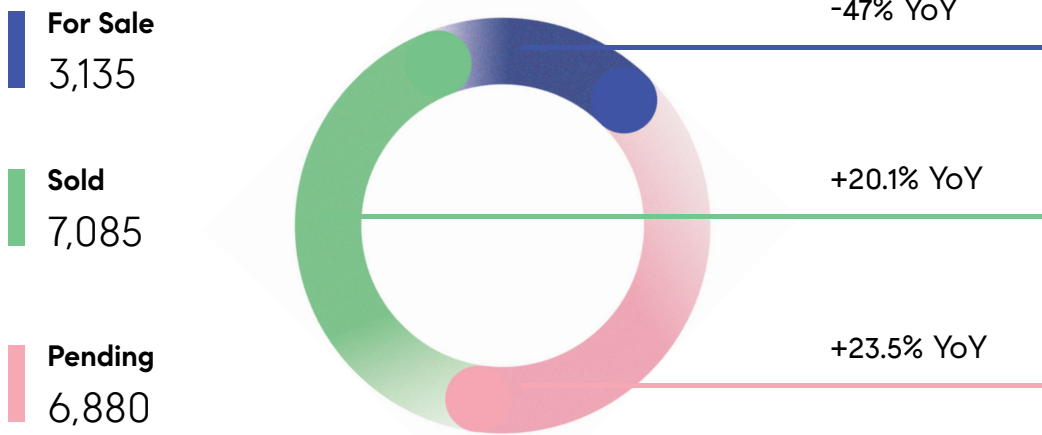
North Florida experienced a huge drop in single-family home inventory with only 1.5 months available as of Q4 – a 54.7% drop YoY, exemplifying a strong seller's market. With an average of 55 days on market and a sale-to-list ratio of 97%, home values are rising across all price ranges, with a median sold price up 12.5% YoY to \$290k. Homes \$1M+ have maintained a relatively flat median sold price, up only about

2.4% YoY despite the low 4.9 months of inventory – a 69.8% drop YoY. If you're thinking of buying a luxury home, this quarter's trends show that inventory may drop even lower in the months to come. We're seeing similar movement in the condo markets in North Florida, with a 37% drop in months of inventory and a 19.1% increase in condos sold in Q4.



NORTH FLORIDA

Single-Family Homes

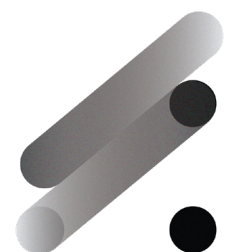


	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	1.5	97%	55
YoY Change	-54.7%	+2.1%	-26.7%

Condos



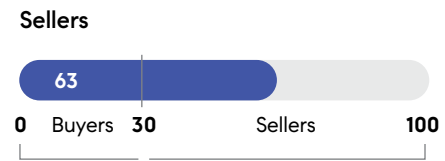
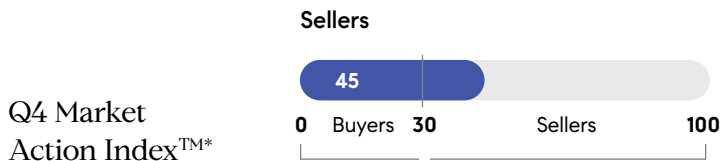
	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	1.9	97%	61
YoY Change	-37%	+2.1%	-14.1%



NORTH FLORIDA

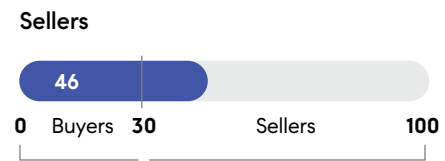
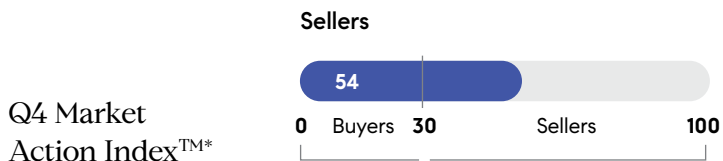
Atlantic Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	63	28	-55.6%	22	7	-68.2%
Average \$/SF	\$306	\$362	18.3%	\$240	\$277	15.4%
Average DOM	149	82	-45%	85	97	14.1%
Median List Price	\$642,000	\$989,000	54%	\$403,000	\$412,000	2.2%



Jacksonville

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	2,611	1,355	-48.1%	469	443	-5.5%
Average \$/SF	\$127	\$141	11%	\$131	\$149	14%
Average DOM	105	91	-13.3%	88	96	9.1%
Median List Price	\$235,000	\$258,000	9.8%	\$166,000	\$197,000	18.7%



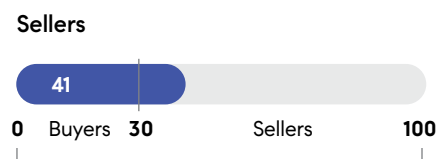
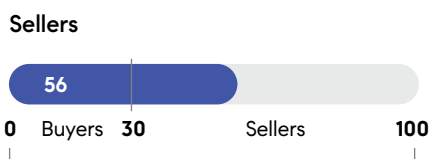
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

NORTH FLORIDA

Jacksonville Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	100	36	-64%	68	41	-39.7%
Average \$/SF	\$259	\$285	10%	\$339	\$361	6.5%
Average DOM	139	72	-48.2%	109	87	-20.2%
Median List Price	\$585,000	\$644,000	10.1%	\$514,000	\$529,000	2.9%

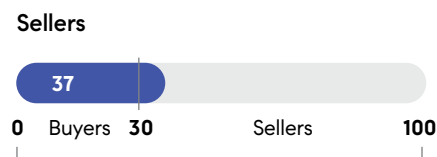
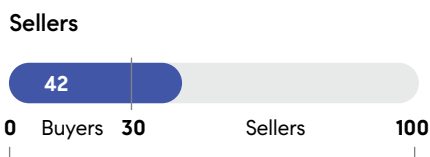
Q4 Market Action Index™*



St Augustine

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,149	551	-52%	382	256	-33%
Average \$/SF	\$165	\$189	14.5%	\$209	\$190	-9.1%
Average DOM	145	122	-15.9%	158	138	-12.7%
Median List Price	\$359,000	\$405,000	12.8%	\$307,000	\$299,000	-2.6%

Q4 Market Action Index™*



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

A MARKET SNAPSHOT

South Florida | Broward

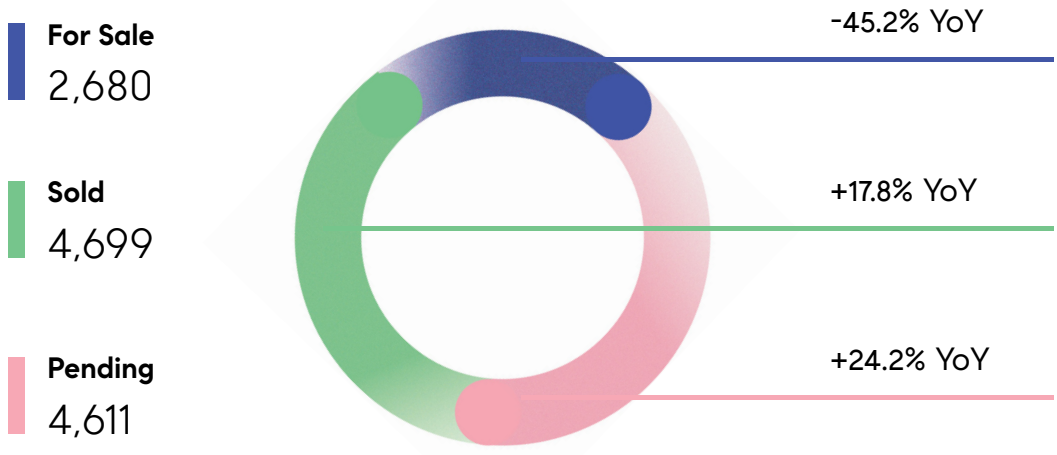
After a steady COVID-19 recovery in Q3, with a 14.9% YoY decrease in for sale inventory and an increase in sales of 1.4% YoY, Broward County continues this trend: the county is now reporting a 20.4% decrease in for sale inventory YoY and an increase in sales of 19.4%. Last quarter's performance resulted in combined single-family home and condo inventory of 3.3 months, showing a slight seller's market. This is even further evidenced in single-family homes, where the seller's market is much stronger. There is only 1.8 months worth of availability based on

closed sales. This is largely driven by the \$250-500k segment, where we saw a 50.5% decrease in inventory in the last quarter and an annual low average DOM of just 39 days. The condo market, however, remains slightly favorable to buyers with 4.5 months of inventory, while the median sold price has increased by 14.5% YoY to \$197k. If you are still in the market to buy a condo and looking for a reasonable deal, the time to act is now, as prices continue to show constant upward progression.



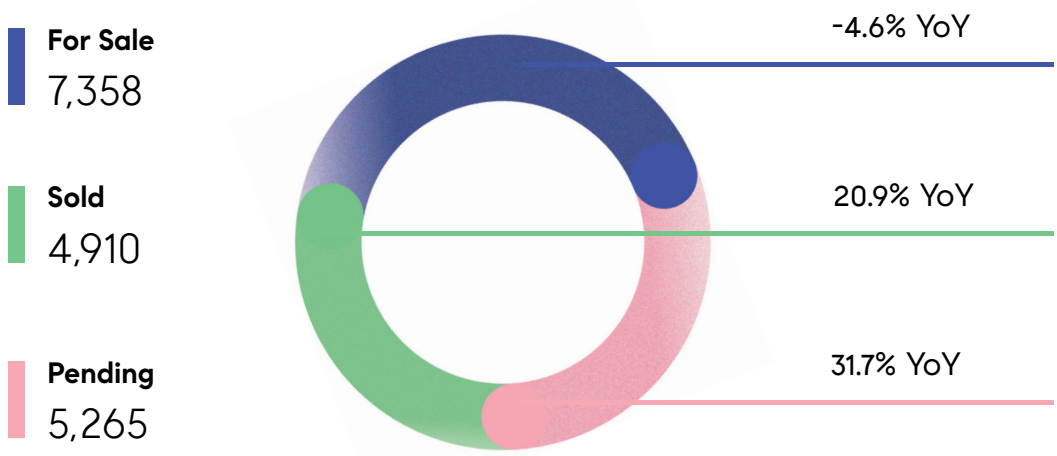
SOUTH FLORIDA - BROWARD COUNTY

Single-Family Homes

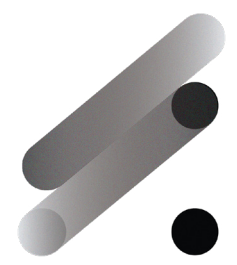


	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	1.9	94%	51
YoY Change	-49.4%	+1.1%	-17.7%

Condos



	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	4.7	93%	79
YoY Change	-19%	0%	+8.2%



SOUTH FLORIDA - BROWARD COUNTY

Coconut Creek

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	78	61	-21.8%	59	46	-22%
Average \$/SF	\$194	\$205	5.5%	\$177	\$188	6.1%
Average DOM	75	64	-14.7%	78	84	7.7%
Median List Price	\$400,000	\$439,000	9.8%	\$280,000	\$300,000	7.1%

Q4 Market
Action Index™*

Sellers



Sellers



Davie

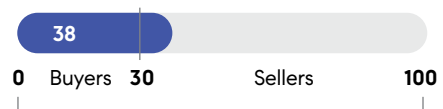
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	249	151	-39.4%	114	139	21.9%
Average \$/SF	\$242	\$248	2.7%	\$161	\$166	3.5%
Average DOM	157	143	-8.9%	82	95	15.9%
Median List Price	\$734,000	\$848,000	15.5%	\$210,000	\$202,000	-3.8%

Q4 Market
Action Index™*

Sellers



Sellers



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - BROWARD COUNTY

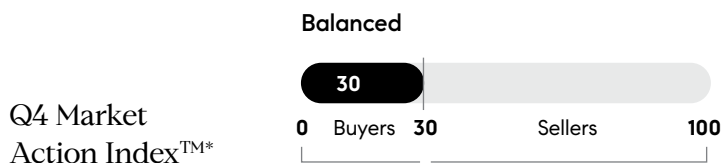
Fort Lauderdale

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,226	860	-29.9%	1,550	1,666	7.5%
Average \$/SF	\$316	\$349	10.3%	\$324	\$324	0%
Average DOM	175	176	0.6%	189	190	0.5%
Median List Price	\$675,000	\$759,000	12.4%	\$430,000	\$395,000	-8.1%



Hallandale Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	109	101	-7.3%	833	844	1.3%
Average \$/SF	\$258	\$202	-21.5%	\$257	\$253	-1.6%
Average DOM	151	153	1.3%	238	253	6.3%
Median List Price	\$292,000	\$215,000	-26.4%	\$300,000	\$294,000	-2%

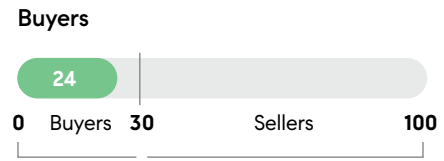
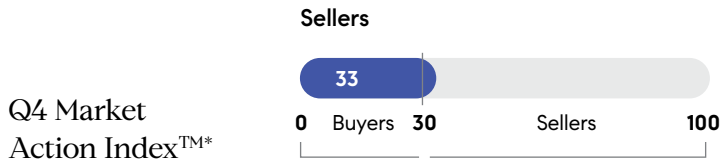


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - BROWARD COUNTY

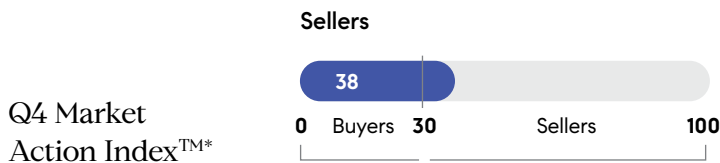
Hillsboro Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	7	7	0.0%	99	94	-5.1%
Average \$/SF	\$2,000	\$2,000	0%	\$365	\$376	3.1%
Average DOM	275	275	0%	236	227	-3.8%
Median List Price	\$23,200,000	\$21,000,000	-9.5%	\$478,000	\$464,000	-2.9%



Hollywood

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	479	372	-22.3%	906	964	6.4%
Average \$/SF	\$253	\$251	-0.7%	\$321	\$318	-1.1%
Average DOM	140	137	-2.1%	256	263	2.7%
Median List Price	\$432,000	\$473,000	9.5%	\$347,000	\$341,000	-1.7%

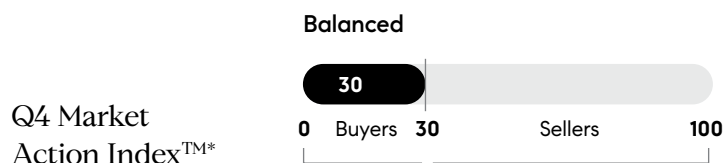


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - BROWARD COUNTY

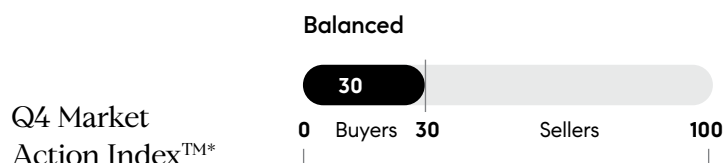
Lauderdale-by-the-Sea

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	25	22	-12.0%	125	100	-20%
Average \$/SF	\$382	\$415	8.7%	\$358	\$363	1.4%
Average DOM	124	156	25.8%	176	184	4.5%
Median List Price	\$732,000	\$777,000	6.1%	\$511,000	\$511,000	0%



Lighthouse Point

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	144	106	-26.4%	47	49	4.3%
Average \$/SF	\$429	\$417	-2.7%	\$187	\$188	0.1%
Average DOM	214	205	-4.2%	127	130	2.4%
Median List Price	\$1,200,000	\$1,100,000	-8.3%	\$206,000	\$175,000	-15%



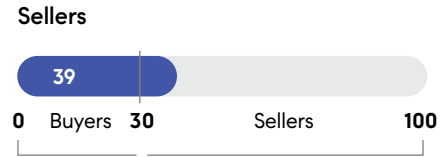
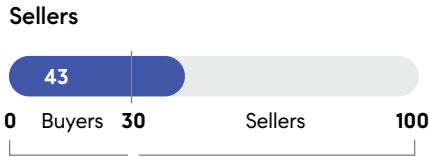
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - BROWARD COUNTY

Oakland Park

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	127	84	-33.9%	94	96	2.1%
Average \$/SF	\$249	\$260	4.7%	\$158	\$174	10%
Average DOM	103	86	-16.5%	104	112	7.7%
Median List Price	\$344,000	\$390,000	13.4%	\$159,000	\$170,000	6.9%

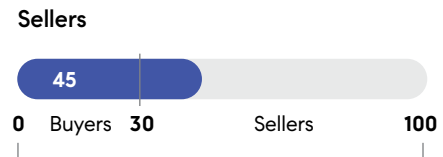
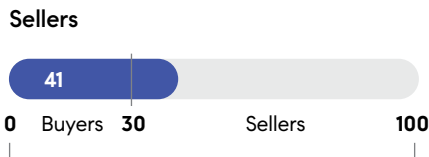
Q4 Market Action Index™*



Parkland

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	279	135	-51.6%	12	19	58.3%
Average \$/SF	\$219	\$235	7.1%	\$219	\$221	1%
Average DOM	159	114	-28.3%	48	88	83.3%
Median List Price	\$774,000	\$887,000	14.6%	\$412,000	\$414,000	0.5%

Q4 Market Action Index™*



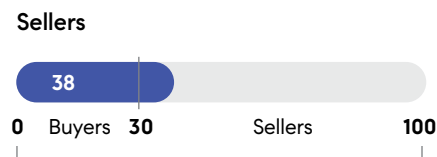
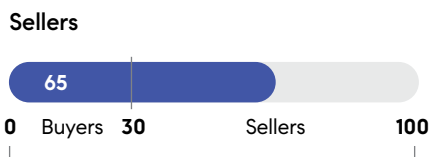
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - BROWARD COUNTY

Pembroke Pines

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	261	111	-57.5%	310	324	4.5%
Average \$/SF	\$208	\$203	-2.4%	\$167	\$148	-11.3%
Average DOM	75	65	-13.3%	104	93	-10.6%
Median List Price	\$435,000	\$454,000	4.4%	\$186,000	\$164,000	-11.8%

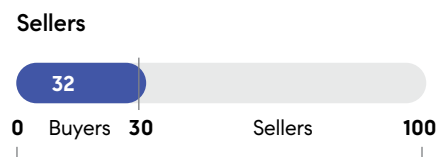
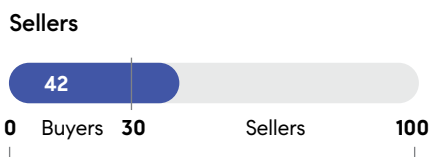
Q4 Market Action Index™*



Pompano Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	545	308	-43.5%	1,018	982	-3.5%
Average \$/SF	\$206	\$224	8.4%	\$166	\$172	3.6%
Average DOM	130	103	-20.8%	158	165	4.4%
Median List Price	\$391,000	\$418,000	6.9%	\$209,000	\$199,000	-4.8%

Q4 Market Action Index™*

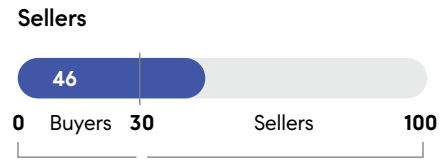


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - BROWARD COUNTY

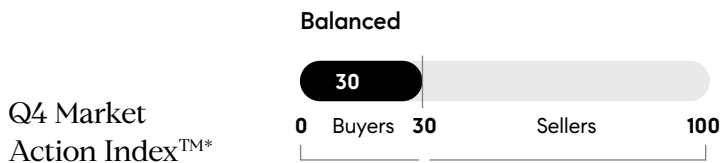
Plantation

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	267	142	-46.8%	131	119	-9.2%
Average \$/SF	\$212	\$216	1.7%	\$142	\$142	0.1%
Average DOM	129	107	-17.1%	98	107	9.2%
Median List Price	\$472,000	\$560,000	18.6%	\$179,000	\$181,000	1.1%



Southwest Ranches

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	92	54	-41.3%	N/A	N/A	N/A
Average \$/SF	\$345	\$376	8.9%	N/A	N/A	N/A
Average DOM	231	250	8.2%	N/A	N/A	N/A
Median List Price	\$1,500,000	\$2,300,000	53.3%	N/A	N/A	N/A



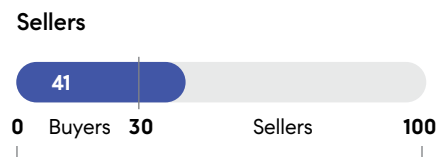
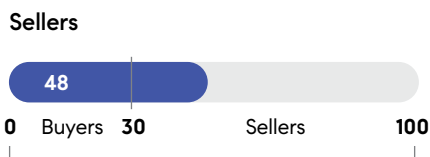
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - BROWARD COUNTY

Weston

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	178	92	-48.3%	85	77	-9.4%
Average \$/SF	\$251	\$228	-9.1%	\$195	\$204	4.7%
Average DOM	131	126	-3.8%	122	82	-32.8%
Median List Price	\$671,000	\$686,000	2.2%	\$236,000	\$246,000	4.2%

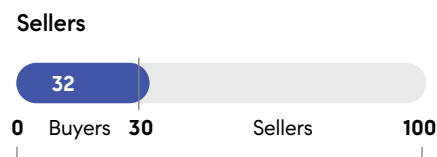
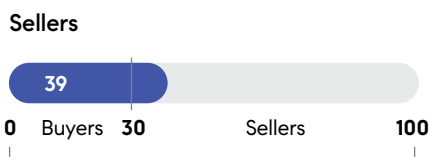
Q4 Market Action Index™*



Wilton Manors

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	73	52	-28.8%	38	49	28.9%
Average \$/SF	\$332	\$354	6.7%	\$215	\$227	5.8%
Average DOM	116	110	-5.2%	101	84	-16.8%
Median List Price	\$517,000	\$558,000	7.9%	\$297,000	\$334,000	12.5%

Q4 Market Action Index™*



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

A MARKET SNAPSHOT

South Florida | Miami-Dade

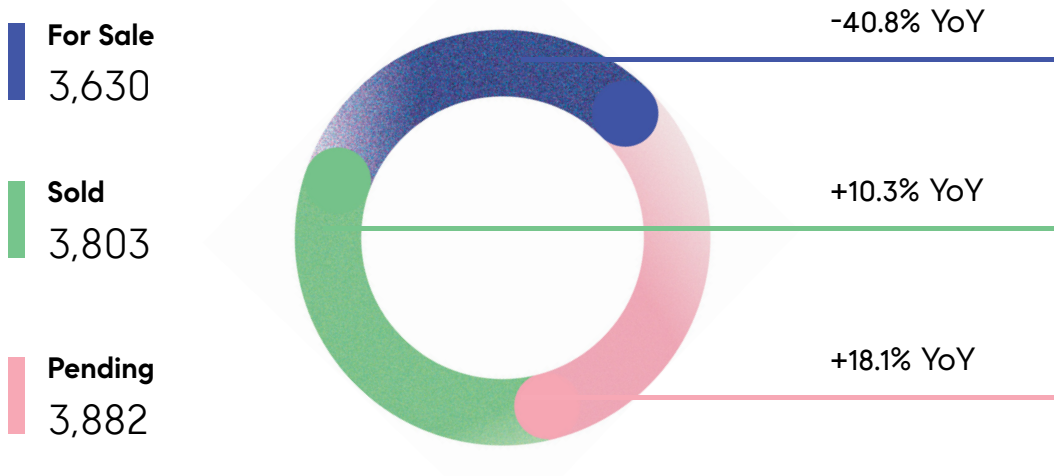
Multiple Miami-Dade neighborhoods hit an all-time high in median sold prices while experiencing historic lows in inventory of single-family homes in Q4 2020. December marked the fourth consecutive month of a record-breaking median sold price for single-family homes of \$465k, rising from the median sold price of \$450k in November. There has been a 40.8% decrease in homes for sale and a slightly larger 45.8% drop in months of inventory YoY. The low interest rates, limited inventory and flood of home-buyers coming to the market has created

a steady rise in median sold prices at all levels. Homes under \$1M are selling at 95% of list price, while the \$10M+ sector is selling at 89% of list price. Condos, not just single-family homes, are experiencing a surge in sold prices. The months of inventory for condos has seen a 20.5% drop and an increase in median sold price of \$260k, up 13.5% YoY. With shifts in daily life and a desire to live somewhere with great weather, the Magic City is experiencing an increase in home and condo sales across the board.



SOUTH FLORIDA - MIAMI-DADE

Single-Family Homes

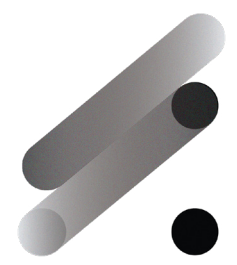


	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	3	92%	67
YoY Change	-45.8%	+1.1%	-4.3%

Condos



	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	9.7	90%	114
YoY Change	-20.5%	+1.1%	+7.5%



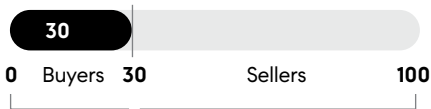
SOUTH FLORIDA - MIAMI-DADE COUNTY

Aventura

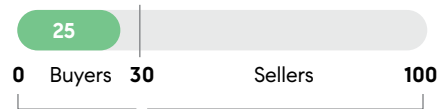
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	35	39	11.4%	1,484	1,361.00	-8.3%
Average \$/SF	\$339	\$338	-0.4%	\$289	\$286	-1.2%
Average DOM	212	207	-2.4%	292	316	8.2%
Median List Price	\$797,000	\$921,000	15.6%	\$420,000	\$411,000	-2.1%

Q4 Market
Action Index™*

Balanced



Buyers

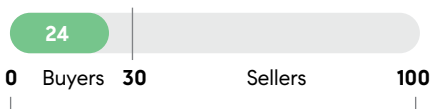


Bal Harbour

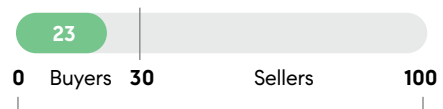
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	20	26	30%	261	270	3.4%
Average \$/SF	\$878	\$688	-21.7%	\$824	\$817	-0.7%
Average DOM	212	284	34%	375	394	5.1%
Median List Price	\$2,100,000	\$1,200,000	-42.9%	\$1,700,000	\$1,700,000	0%

Q4 Market
Action Index™*

Buyers



Buyers

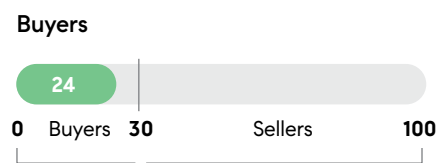
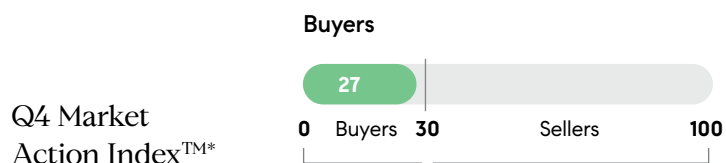


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

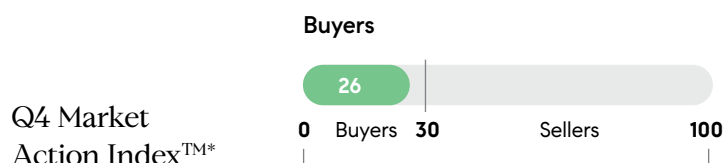
Bay Harbour Islands

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	29	25	-14%	161	172	6.8%
Average \$/SF	\$618	\$660	6.7%	\$345	\$323	-6.4%
Average DOM	255	270	6%	259	240	-7.3%
Median List Price	\$1,600,000	\$3,000,000	87.5%	\$487,000	\$436,000	-10%



Coconut Grove

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	45	26	-42.2%	78	44	-43.6%
Average \$/SF	\$529	\$523	-1.1%	\$714	\$737	3.2%
Average DOM	211	196	-7.1%	244	300	23%
Median List Price	\$1,500,000	\$1,900,000	26.7%	\$1,300,000	\$1,900,000	46.2%

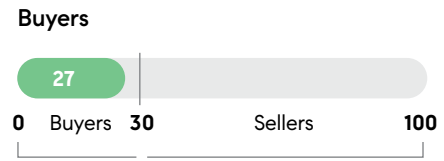


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

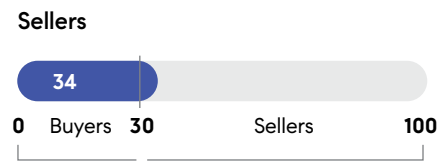
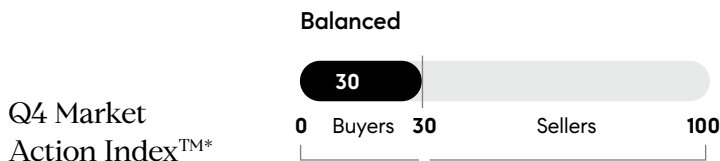
Coral Gables

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	387	266	-31.3%	226	201	-11.1%
Average \$/SF	\$499	\$473	-5.3%	\$387	\$389	0.5%
Average DOM	221	179	-19%	205	194	-5.4%
Median List Price	\$1,500,000	\$1,900,000	26.7%	\$475,000	\$480,000	1.1%



Doral

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	277	196	-29.2%	411	265	-35.5%
Average \$/SF	\$239	\$218	-8.6%	\$225	\$220	-2.1%
Average DOM	220	262	19.1%	207	182	-12.1%
Median List Price	\$653,000	\$770,000	17.9%	\$347,000	\$315,000	-9.2%



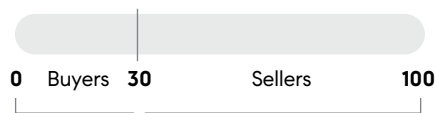
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

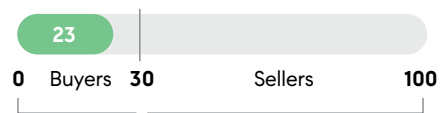
Fisher Island

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	N/A	N/A	N/A	30	23	-23.3%
Average \$/SF	N/A	N/A	N/A	\$1,000	\$1,000	0.0%
Average DOM	N/A	N/A	N/A	402	564	40.3%
Median List Price	N/A	N/A	N/A	\$3,700,000	\$2,800,000	-24.3%

Q4 Market Action Index™*



Buyers



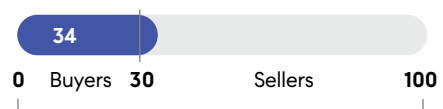
Kendall

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	4	1	-75.0%	6	3	-50%
Average \$/SF	\$194	\$199	2.4%	\$186	\$240	28.6%
Average DOM	84	287	241.7%	128	67	-47.7%
Median List Price	\$445,000	\$461,000	3.6%	\$317,000	\$228,000	-28.1%

Q4 Market Action Index™*



Sellers

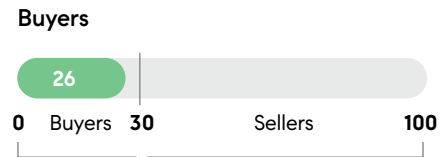
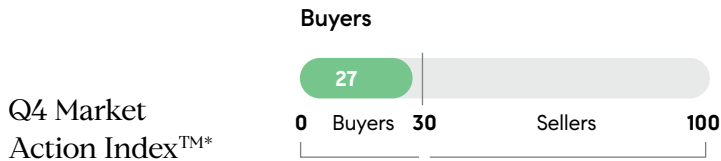


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

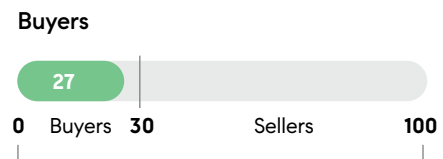
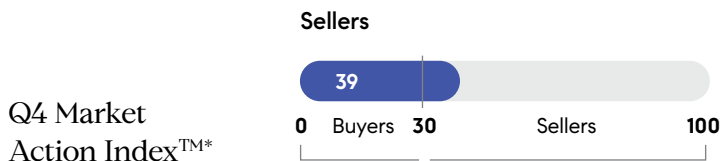
Key Biscayne

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	121	76	-37.2%	265	243	-8.3%
Average \$/SF	\$878	\$794	-9.5%	\$637	\$641	0.6%
Average DOM	322	307	-4.7%	278	286	2.9%
Median List Price	\$3,200,000	\$3,100,000	-3.1%	\$1,100,000	\$1,000,000	-9.1%



Miami

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	2,475	1,464	-40.8%	5,284	4,832.00	-8.6%
Average \$/SF	\$255	\$262	2.7%	\$405	\$420	3.6%
Average DOM	150	148	-1.3%	283	304	7.4%
Median List Price	\$493,000	\$586,000	18.9%	\$429,000	\$435,000	1.4%

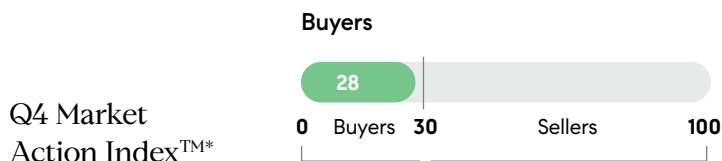


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

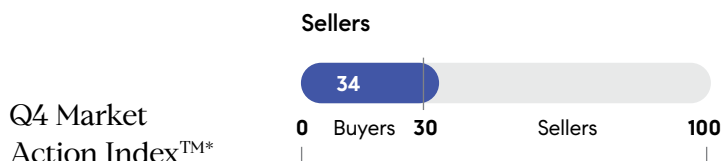
Miami Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	466	377	-19.1%	2,819	2,734	-3%
Average \$/SF	\$763	\$711	-6.8%	\$523	\$523	0.0%
Average DOM	288	283	-1.7%	292	329	12.7%
Median List Price	\$2,300,000	\$2,200,000	-4.3%	\$468,000	\$463,000	-1.1%



Miami Shores

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	92	61	-33.7%	12	15	25%
Average \$/SF	\$351	\$355	0.9%	\$217	\$223	2.9%
Average DOM	162	91	-43.8%	290	98	-66.2%
Median List Price	\$732,000	\$825,000	12.7%	\$210,000	\$257,000	22.4%

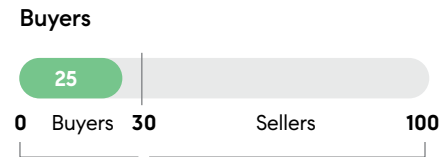
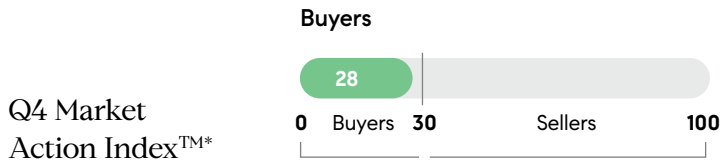


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

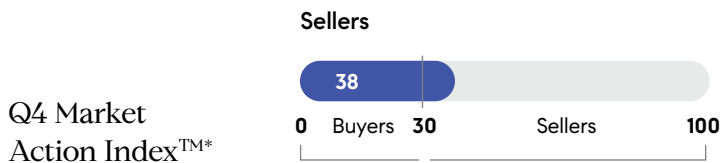
North Bay Village

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	18	16	-11.1%	199	183.00	-8.0%
Average \$/SF	\$360	\$359	-0.3%	\$271	\$278	2.7%
Average DOM	258	211	-18.2%	306	350	14.4%
Median List Price	\$861,000	\$814,000	-5.5%	\$289,000	\$318,000	10%



North Miami

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	133	98	-26.3%	178	197	10.7%
Average \$/SF	\$330	\$274	-17.1%	\$176	\$173	-1.8%
Average DOM	159	140	-11.9%	206	248	20.4%
Median List Price	\$530,000	\$427,000	-19.4%	\$181,000	\$170,000	-6.1%

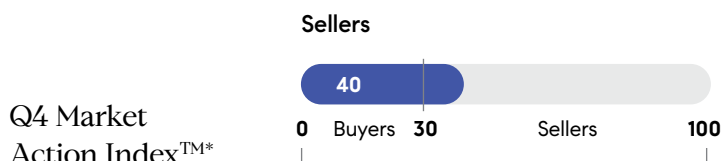


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

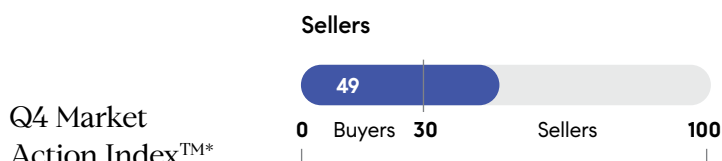
North Miami Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	136	82	-39.7%	311	304	-2.3%
Average \$/SF	\$269	\$313	16.4%	\$415	\$394	-5%
Average DOM	206	224	8.7%	227	283	24.7%
Median List Price	\$366,000	\$502,000	37.2%	\$536,000	\$495,000	-7.6%



Palmetto Bay

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	131	56	-57.3%	8	12	50%
Average \$/SF	\$248	\$227	-8.4%	\$236	\$246	4.2%
Average DOM	155	95	-38.7%	56	111	98.2%
Median List Price	\$655,000	\$746,000	13.9%	\$179,000	\$685,000	282.7%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

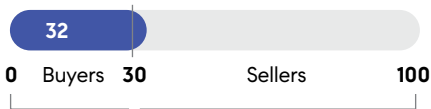
SOUTH FLORIDA - MIAMI-DADE COUNTY

Pinecrest

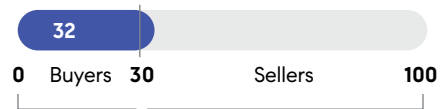
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	210	120	-42.9%	32	32	0%
Average \$/SF	\$410	\$376	-8.2%	\$269	\$287	6.6%
Average DOM	196	194	-1%	110	106	-3.6%
Median List Price	\$1,700,000	\$2,300,000	35.3%	\$251,000	\$278,000	10.8%

Q4 Market
Action Index™*

Sellers



Sellers

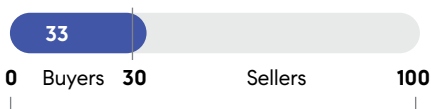


South Miami

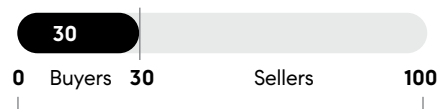
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	60	40	-33.3%	12	16	33.3%
Average \$/SF	\$401	\$356	-11.4%	\$280	\$289	3.4%
Average DOM	136	120	-11.8%	173	127	-26.6%
Median List Price	\$775,000	\$912,000	17.7%	\$274,000	\$270,000	-1.5%

Q4 Market
Action Index™*

Sellers



Balanced

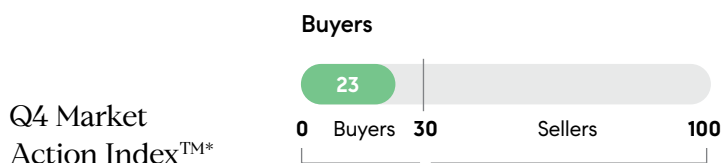


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - MIAMI-DADE COUNTY

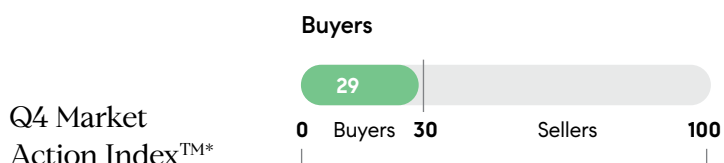
Sunny Isles Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	114	93	-18.4%	1,482	1542	4%
Average \$/SF	\$603	\$563	-6.6%	\$544	\$530	-2.5%
Average DOM	300	415	38.3%	370	370	0%
Median List Price	\$1,600,000	\$1,800,000	12.5%	\$785,000	\$793,000	1%



Surfside

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	49	40	-18.4%	117	114	-2.6%
Average \$/SF	\$460	\$448	-2.6%	\$528	\$527	-0.2%
Average DOM	246	184	-25.2%	276	280	1.4%
Median List Price	\$824,000	\$909,000	10.3%	\$722,000	\$722,000	0%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

A MARKET SNAPSHOT

South Florida | Palm Beach

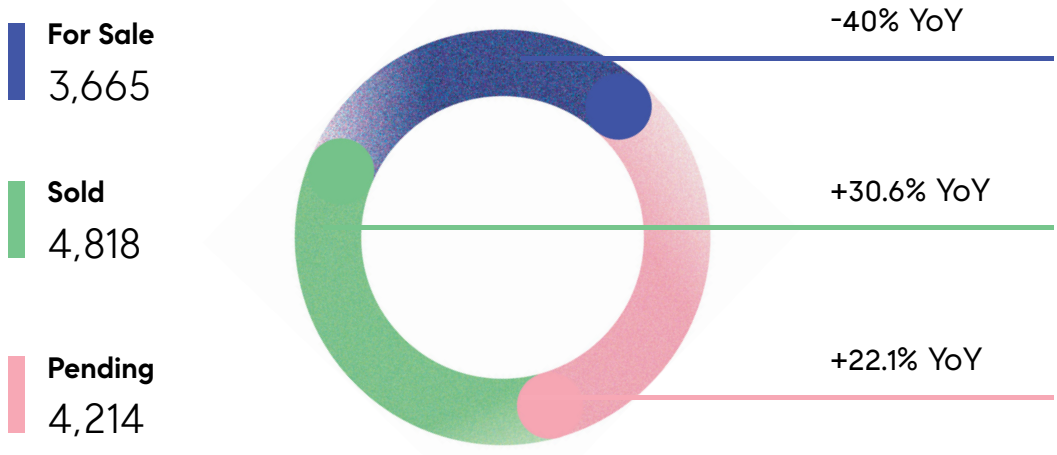
Like many other Florida markets, Palm Beach benefitted from a strong bounceback after the initial market decline due to COVID-19, historically low interest rates, and a desire for more space and sunshine. This quarter, overall inventory was down 24.5% and new listings down .9%, which drove the average price per square foot up by 38.7% and the median sold price to \$350k. The increase in price per square foot was largely felt across all individual cities, but was especially noticeable on the island of Palm Beach, where the average price per square foot for single-family homes doubled (currently \$2k/sf) and in Wellington, where the cost increased 71.8% to \$389/sf. Drilling into different pricing segments, demand for

single-family homes over \$5M continues to be at an all-time high, with an astounding 331.8% increase in solds. A 276.7% increase in pended sales shows that this trend may continue, though inventory is slowly dwindling, with a 26.4% decrease. Homes in the \$250-400k range, however, have significantly less movement. While for sale inventory has dropped by 48.9%, sold inventory remains nearly stagnant, with a .5% increase YoY. On the condo front, waterfront condos in Palm Beach County are steadily increasing in median price (\$270k) – a 25.6% increase YoY, though overall the condo market is relatively balanced, with four months of inventory currently available.



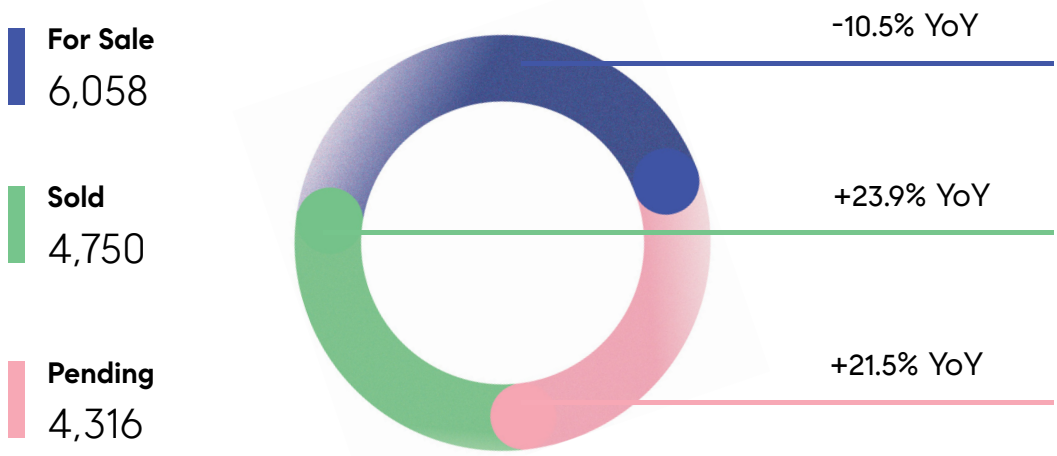
SOUTH FLORIDA - PALM BEACH COUNTY

Single-Family Homes

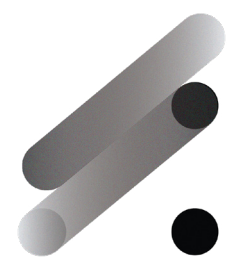


	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	2.5	92%	62
YoY Change	-50.7%	+1.1%	-12.7%

Condos



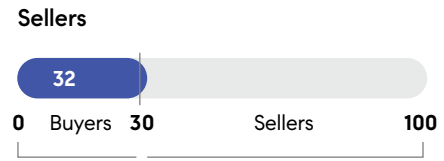
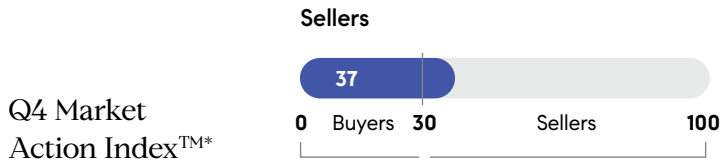
	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	4	93%	72
YoY Change	-24.5%	0%	+1.4%



SOUTH FLORIDA - PALM BEACH COUNTY

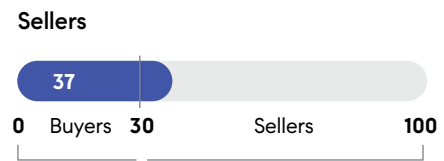
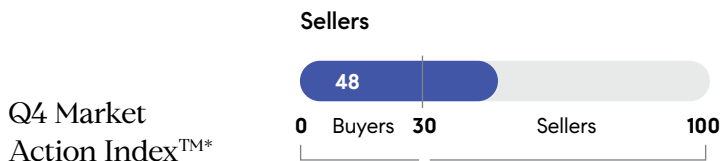
Boca Raton

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,022	588	-42.5%	1,056	1,068	1.1%
Average \$/SF	\$256	\$312	21.9%	\$192	\$194	1%
Average DOM	218	189	-13.3%	148	154	4.1%
Median List Price	\$721,000	\$971,000	34.7%	\$285,000	\$269,000	-5.6%



Boynton Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	534	324	-39.3%	581	433	-25.5%
Average \$/SF	\$185	\$198	6.6%	\$143	\$141	-1%
Average DOM	109	110	0.9%	124	131	5.6%
Median List Price	\$385,000	\$394,000	2.3%	\$194,000	\$193,000	-0.5%

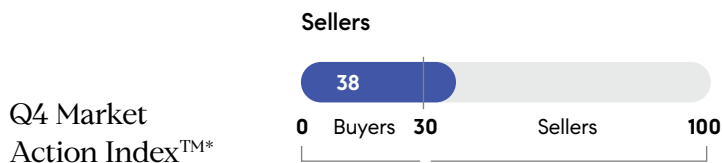


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - PALM BEACH COUNTY

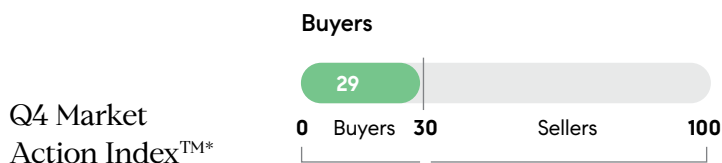
Delray Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	579	340	-41.3%	823	745	-9.5%
Average \$/SF	\$253	\$298	17.8%	\$148	\$146	-0.7%
Average DOM	189	174	-7.9%	126	132	4.8%
Median List Price	\$681,000	\$788,000	15.7%	\$170,000	\$166,000	-2.4%



Highland Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	17	12	-29.4%	148	125	-15.5%
Average \$/SF	\$831	\$1,000	20.4%	\$410	\$425	3.6%
Average DOM	247	193	-21.9%	222	193	-13.1%
Median List Price	\$3,300,000	\$10,400,000	215.2%	\$705,000	\$712,000	1.0%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

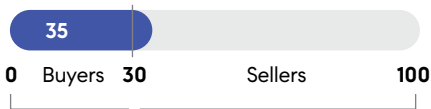
SOUTH FLORIDA - PALM BEACH COUNTY

Juno Beach

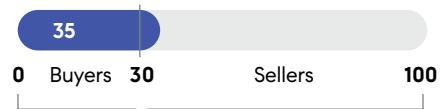
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	16	15	-6.3%	61	43	-29.5%
Average \$/SF	\$479	\$515	7.4%	\$329	\$319	-3.2%
Average DOM	175	225	28.6%	171	165	-3.5%
Median List Price	\$1,300,000	\$1,700,000	30.8%	\$500,000	\$485,000	-3%

Q4 Market
Action Index™*

Sellers



Sellers

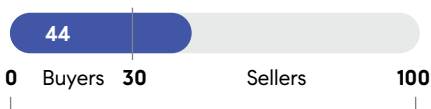


Jupiter

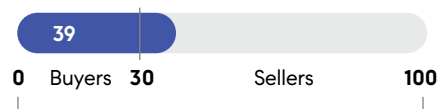
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	339	177	-47.8%	252	193	-23.4%
Average \$/SF	\$284	\$338	19%	\$254	\$264	4.1%
Average DOM	156	138	-11.5%	128	104	-18.8%
Median List Price	\$778,000	\$979,000	25.8%	\$381,000	\$409,000	7.3%

Q4 Market
Action Index™*

Sellers



Sellers

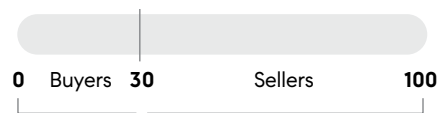
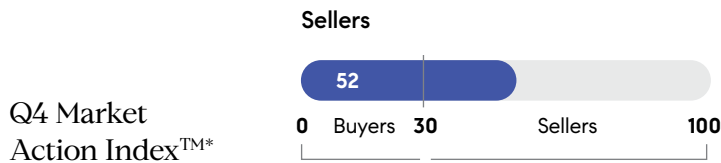


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - PALM BEACH COUNTY

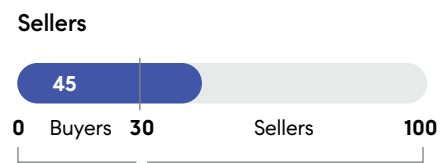
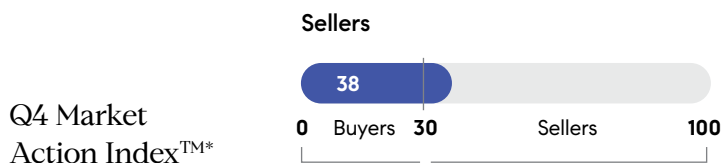
Jupiter Inlet Colony

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	6	2	-66.7%	N/A	N/A	N/A
Average \$/SF	\$597	\$801	34.2%	N/A	N/A	N/A
Average DOM	110	307	179.1%	N/A	N/A	N/A
Median List Price	\$1,900,000	\$2,200,000	15.8%	N/A	N/A	N/A



Manalapan

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	24	7	-70.8%	11	2	-81.8%
Average \$/SF	\$877	\$1,000	14.1%	\$539	\$698	29.4%
Average DOM	459	669	45.8%	249	122	-51%
Median List Price	\$5,300,000	\$14,400,000	171.7%	\$853,000	\$1,300,000	52.4%

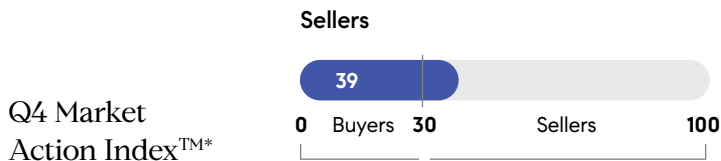


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - PALM BEACH COUNTY

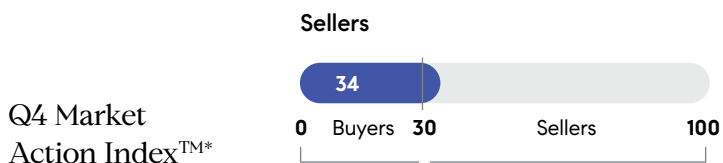
North Palm Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	81	50	-38.3%	125	108	-13.6%
Average \$/SF	\$468	\$631	34.7%	\$233	\$295	26.5%
Average DOM	162	200	23.5%	126	110	-12.7%
Median List Price	\$1,600,000	\$2,800,000	75%	\$337,000	\$465,000	38%



Palm Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	148	70	-52.7%	306	259	-15.4%
Average \$/SF	\$1,000	\$2,000	100%	\$553	\$671	21.3%
Average DOM	264	219	-17.0%	207	199	-3.9%
Median List Price	\$6,000,000	\$7,100,000	18.3%	\$825,000	\$969,000	17.5%

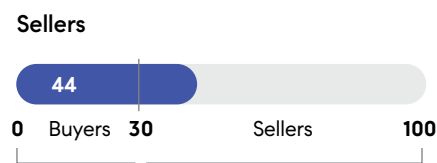
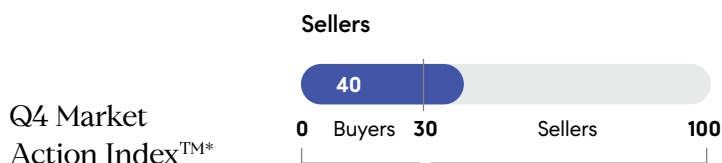


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - PALM BEACH COUNTY

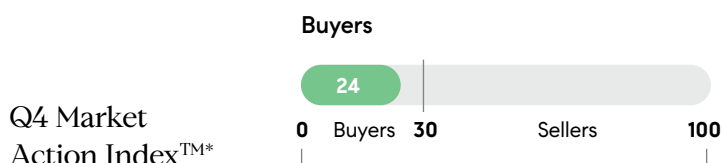
Palm Beach Gardens

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	439	287	-34.6%	226	167	-26.1%
Average \$/SF	\$275	\$288	5.0%	\$191	\$201	5%
Average DOM	182	179	-1.6%	116	104	-10.3%
Median List Price	\$763,000	\$807,000	5.8%	\$276,000	\$288,000	4.3%



Palm Beach Shores

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	8	3	-62.5%	14	19	35.7%
Average \$/SF	\$423	\$401	-5.2%	\$303	\$555	83.2%
Average DOM	138	115	-16.7%	171	153	-10.5%
Median List Price	\$755,000	\$976,000	29.3%	\$304,000	\$1,000,000	228.9%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

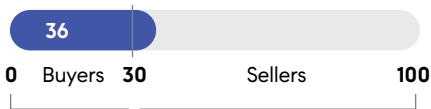
SOUTH FLORIDA - PALM BEACH COUNTY

Singer Island

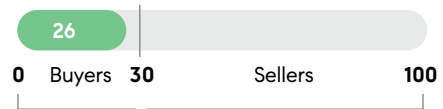
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	13	3	-76.9%	153	130	-15%
Average \$/SF	\$422	\$644	52.4%	\$439	\$445	1.4%
Average DOM	104	144	38.5%	223	195	-12.6%
Median List Price	\$835,000	\$1,600,000	91.6%	\$782,000	\$777,000	-0.6%

Q4 Market
Action Index™*

Sellers



Buyers



Tequesta

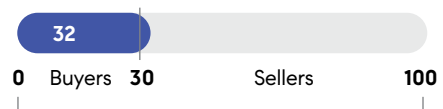
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	58	24	-58.6%	47	37	-21.3%
Average \$/SF	\$314	\$373	19%	\$183	\$219	19.4%
Average DOM	188	128	-31.9%	120	121	0.8%
Median List Price	\$833,000	\$989,000	18.7%	\$228,000	\$324,000	42.1%

Q4 Market
Action Index™*

Sellers



Sellers

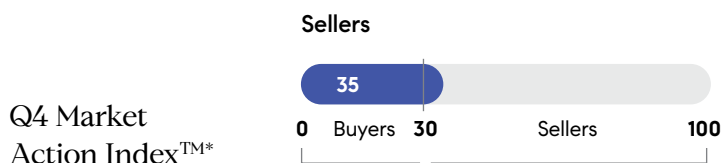


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTH FLORIDA - PALM BEACH COUNTY

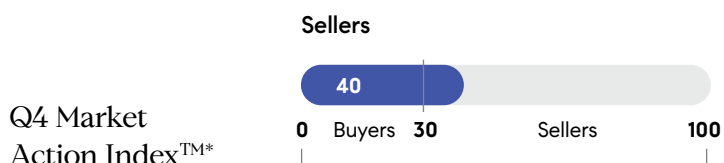
Wellington

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	503	288	-42.7%	113	90	-20.4%
Average \$/SF	\$227	\$389	71.8%	\$183	\$216	17.7%
Average DOM	210	280	33.3%	140	147	5%
Median List Price	\$673,000	\$1,500,000	122.9%	\$296,000	\$349,000	17.9%



West Palm Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	666	421	-36.8%	1,040	978	-6%
Average \$/SF	\$202	\$244	20.9%	\$148	\$153	3.2%
Average DOM	152	125	-17.8%	143	164	14.7%
Median List Price	\$391,000	\$499,000	27.6%	\$172,000	\$174,000	1.2%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

A MARKET SNAPSHOT

Southwest Florida

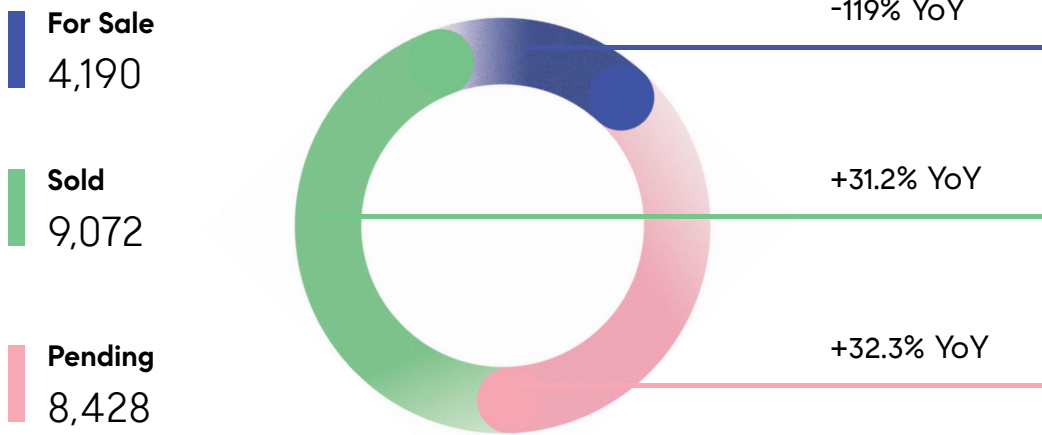
Like many other notable markets in Florida, Southwest Florida inventory is decreasing and pent-up demand is causing prices to increase. Condo inventory is down 8.9% YoY while single family home inventory is down by 52.7% YoY and overall median price has increased to \$332.5k (13.3% increase YoY) with 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.



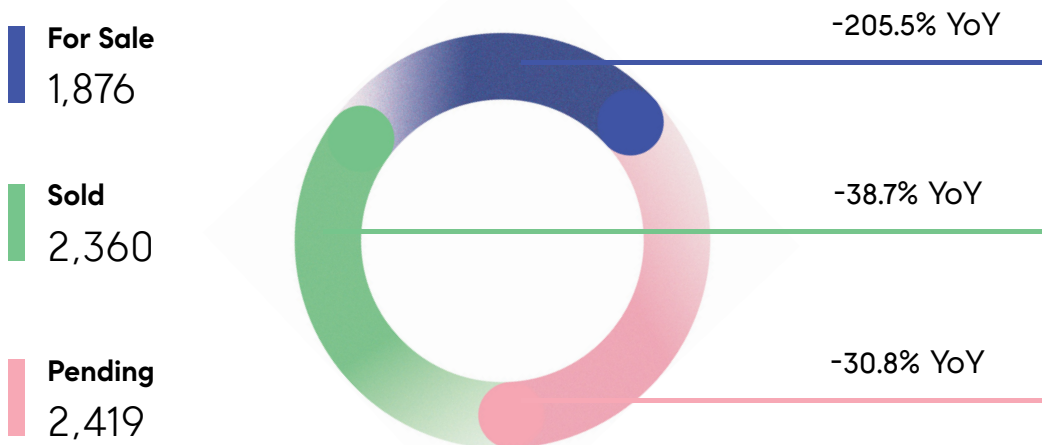
SOUTHWEST FLORIDA

Single-Family Homes

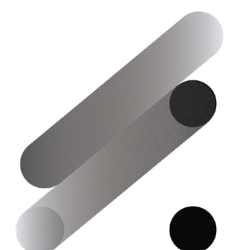


	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	1.75	94.5	72
YoY Change	-188.6%	+2.1%	-22.2%

Condos



	Months of Inventory	Sale-to-List Ratio	Days on Market
Q4 2020	2.75	87%	85
YoY Change	-101.8%	-6.9%	-18.8%



SOUTHWEST FLORIDA

Bonita Springs

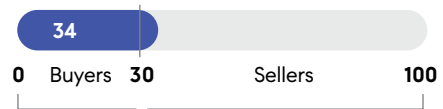
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	527	299	-43.3%	548	428	-21.9%
Average \$/SF	\$232	\$261	12.5%	\$182	\$200	9.9%
Average DOM	175	171	-2.3%	189	178	-5.8%
Median List Price	\$522,000	\$576,000	10.3%	\$298,000	\$317,000	6.4%

Q4 Market
Action Index™*

Sellers



Sellers

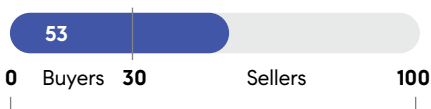


Cape Coral

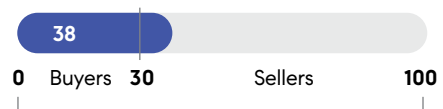
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,665	703	-57.8%	263	216	-17.9%
Average \$/SF	\$160	\$187	16.9%	\$152	\$166	9.2%
Average DOM	138	99	-28.3%	115	104	-9.6%
Median List Price	\$293,000	\$363,000	23.9%	\$216,000	\$223,000	3.2%

Q4 Market
Action Index™*

Sellers



Sellers



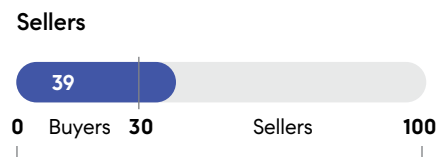
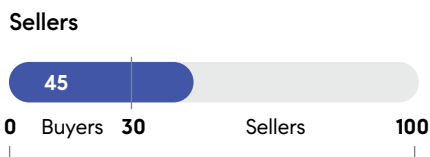
*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTHWEST FLORIDA

Estero

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	249	147	-41.0%	136	108	-20.6%
Average \$/SF	\$188	\$206	9.6%	\$168	\$175	4.2%
Average DOM	137	124	-9.5%	120	130	8.3%
Median List Price	\$413,000	\$466,000	12.8%	\$268,000	\$285,000	6.3%

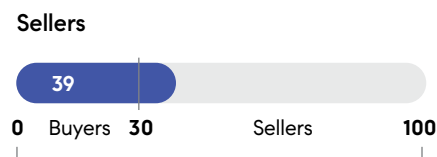
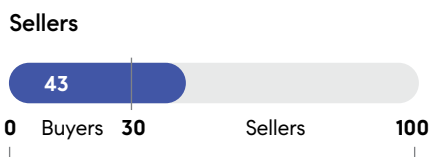
Q4 Market Action Index™*



Fort Myers

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,353	814	-39.8%	843	725	-14%
Average \$/SF	\$165	\$182	10.3%	\$137	\$144	5.1%
Average DOM	143	106	-25.9%	96	120	25%
Median List Price	\$326,000	\$368,000	12.9%	\$198,000	\$213,000	7.6%

Q4 Market Action Index™*



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTHWEST FLORIDA

Marco Island

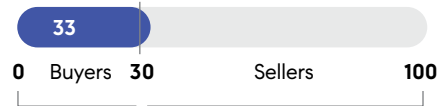
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	283	123	-56.5%	694	273	-60.7%
Average \$/SF	\$430	\$519	20.7%	\$409	\$429	4.9%
Average DOM	237	210	-11.4%	131	201	53.4%
Median List Price	\$976,000	\$1,500,000	53.7%	\$566,000	\$534,000	-5.7%

Q4 Market
Action Index™*

Sellers



Sellers



Naples

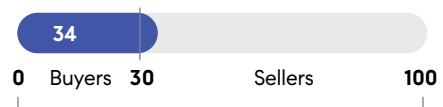
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	2,563	1,456	-43.2%	2,326	1804	-22.4%
Average \$/SF	\$245	\$282	15.1%	\$193	\$200	3.6%
Average DOM	192	157	-18.2%	183	173	-5.5%
Median List Price	\$568,000	\$651,000	14.6%	\$315,000	\$315,000	0%

Q4 Market
Action Index™*

Sellers



Sellers

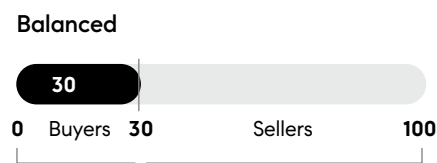
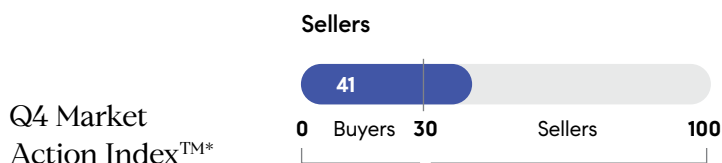


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

SOUTHWEST FLORIDA

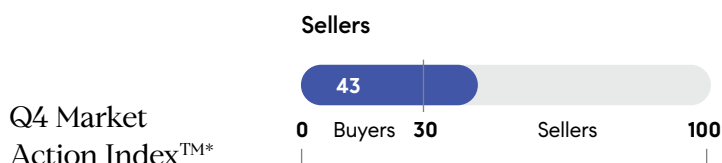
Punta Gorda

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	603	334	-44.6%	184	189	2.7%
Average \$/SF	\$164	\$162	-1.2%	\$164	\$177	7.9%
Average DOM	155	121	-21.9%	150	159	6%
Median List Price	\$307,000	\$291,000	-5.2%	\$243,000	\$281,000	15.6%

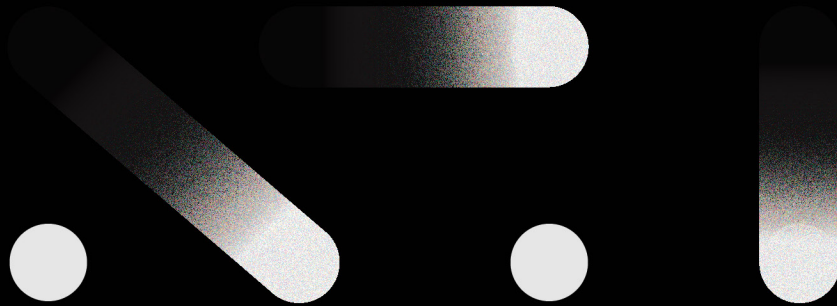


Sarasota

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q4 2019	Q4 2020	YoY Change	Q4 2019	Q4 2020	YoY Change
Average Active Listings	1,319	827	-37.3%	1,067	825	-22.7%
Average \$/SF	\$211	\$221	4.7%	\$277	\$331	19.5%
Average DOM	154	127	-17.5%	156	150	-3.8%
Median List Price	\$499,000	\$465,000	-6.8%	\$360,000	\$386,000	7.2%



*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)



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