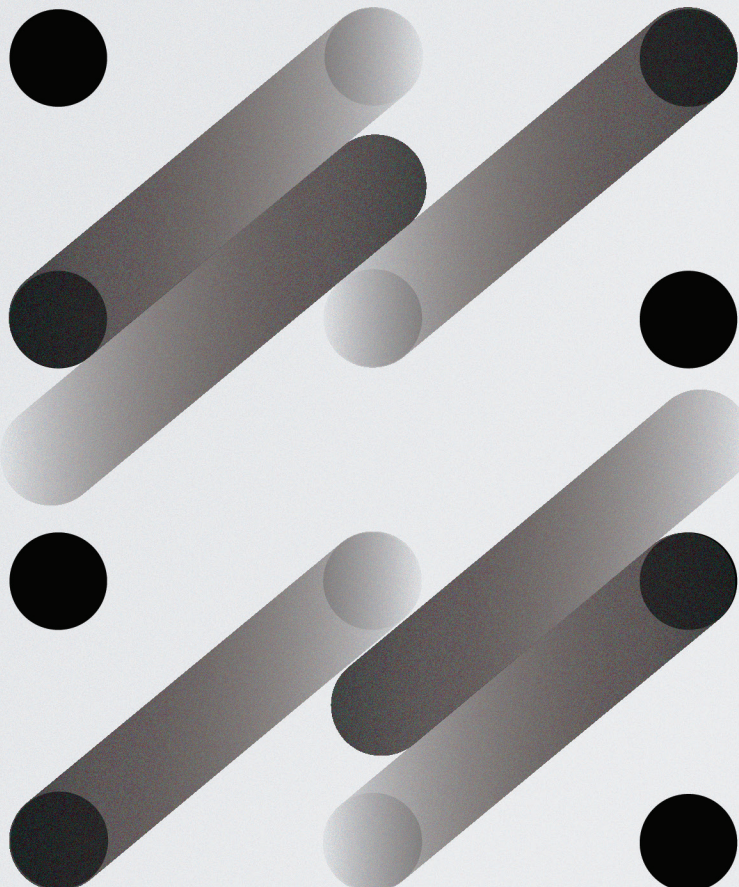


COMPASS

INSIGHTS

MARKET REPORT Q3 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

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

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

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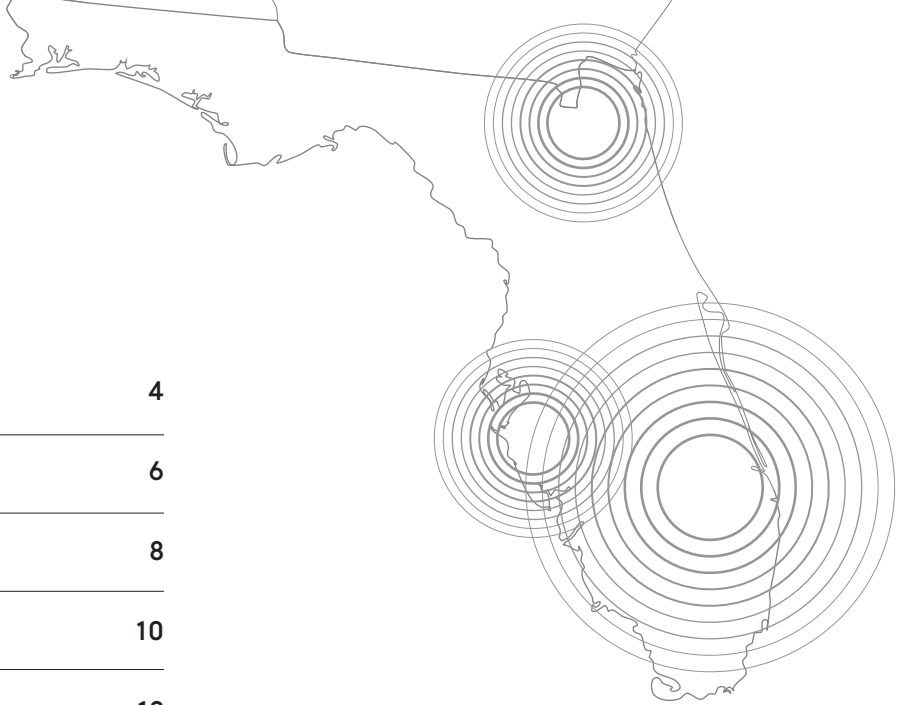
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INTRODUCING COMPASS

How's the Market?

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

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

Overall, Q3 activity was up compared to the height of the COVID-19 pandemic, a testament to the industry's resilience as many agents adapted modern tools and technology to best service their clients. For buyers today, there are still opportunities to purchase homes that may not have been financially available before, while the long-term future is less clear as the shrinking inventory is beginning to cause climbing prices, despite historically low mortgage rates. For sellers, it is now time to capitalize on investments



prior to further changes in the market and take advantage of the increased demand by placing homes on the market positioned to sell. Now more than ever, we are seeing that accurately priced homes are receiving multiple offers while homes that are not priced accurately sit on the market waiting for a buyer. All of these cases stress the importance of working with quality agents who deeply understand the market and have access to the latest technology.

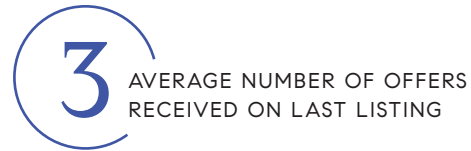
The team at Compass has spent the last seven months since the onset of COVID-19 developing new tools and strategies to better serve our communities and agents. With over 1,000 highly-skilled real estate professionals across the state, we are committed to providing a seamless process every step of the way, no matter what challenges emerge. We hope this report—which outlines real estate trends across 68 of our regions' neighborhoods—provides you with valuable information and insights for your real estate journey.

From our Agents' Desks

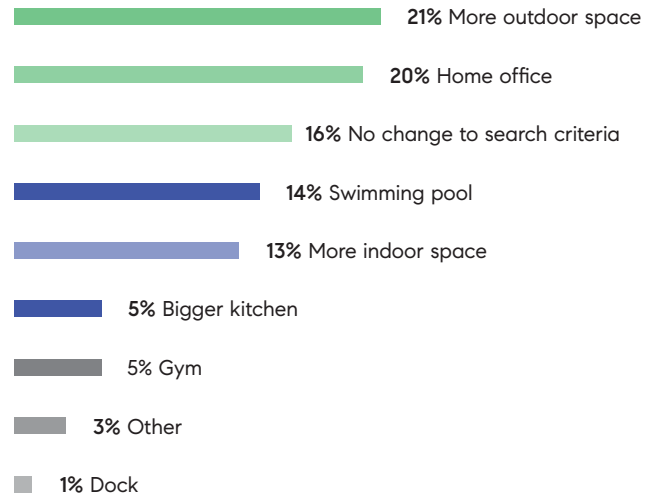
Source: Compass FL Agent Survey (October, 2020)

At Compass, our mission is to help everyone find their place in the world. We draw inspiration and invigoration not from a simple real estate transaction, but from what it means to help a family settle into the perfect home, a place ideally suited for your needs, wants, goals, and lifestyle. No one honors this journey quite like the agents of Compass; in the sea of emotional variables that come with buying or selling a home, a Compass agent is your constant.

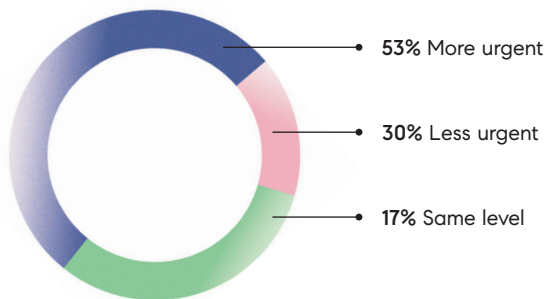
We turned to our expert Florida community to see what trends they have been seeing, from the average number of offers received on their last listing to their typical clients' wishes and urgency. When you're ready to buy or sell, they will help you find not just a home, but the perfect cornerstone of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



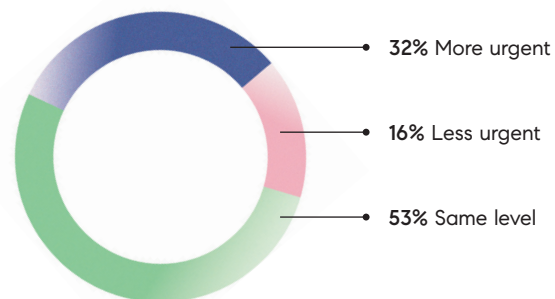
FEATURES DESIRED BY HOME BUYERS (compared to Q2):



AVERAGE CLIENT'S URGENCY TO BUY (compared to Q2):



AVERAGE CLIENT'S URGENCY TO SELL (compared to Q2):



Compass Advantage



ABOUT COMPASS

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

#1

Our rank as the nation's largest independent brokerage

1.9M+

Average monthly page views on Compass.com

\$6.4B

Company valuation with \$1.5B in financing raised

\$91B

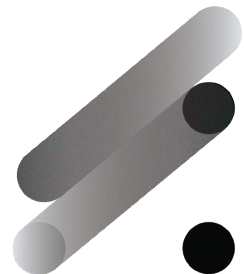
Sales volume

\$2B

Gross revenue

\$15B

Total capital raised





**Source: 27 East

COMPASS CONCIERGE

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

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

Learn more at compass.com/concierge



BRIDGE LOANS

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

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



PRIVATE EXCLUSIVES

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

Learn more at compass.com/private-exclusives

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.



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

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



Elana Friedman Polashuk

Esq., LL.M. RPD

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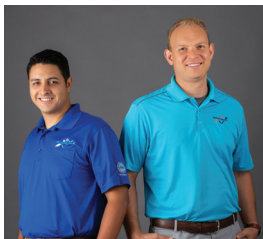
(o) 954.85.4145

epolashuk@beckertitle.com

beckertitle.com

What kinds of observations have you noticed this last quarter in the Inspection industry? What do you anticipate seeing next quarter?

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



**Michael Gaurnier
& Tony Valles**
954.303.9565
info@gohomeinspection.com

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

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



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Coast to Coast

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

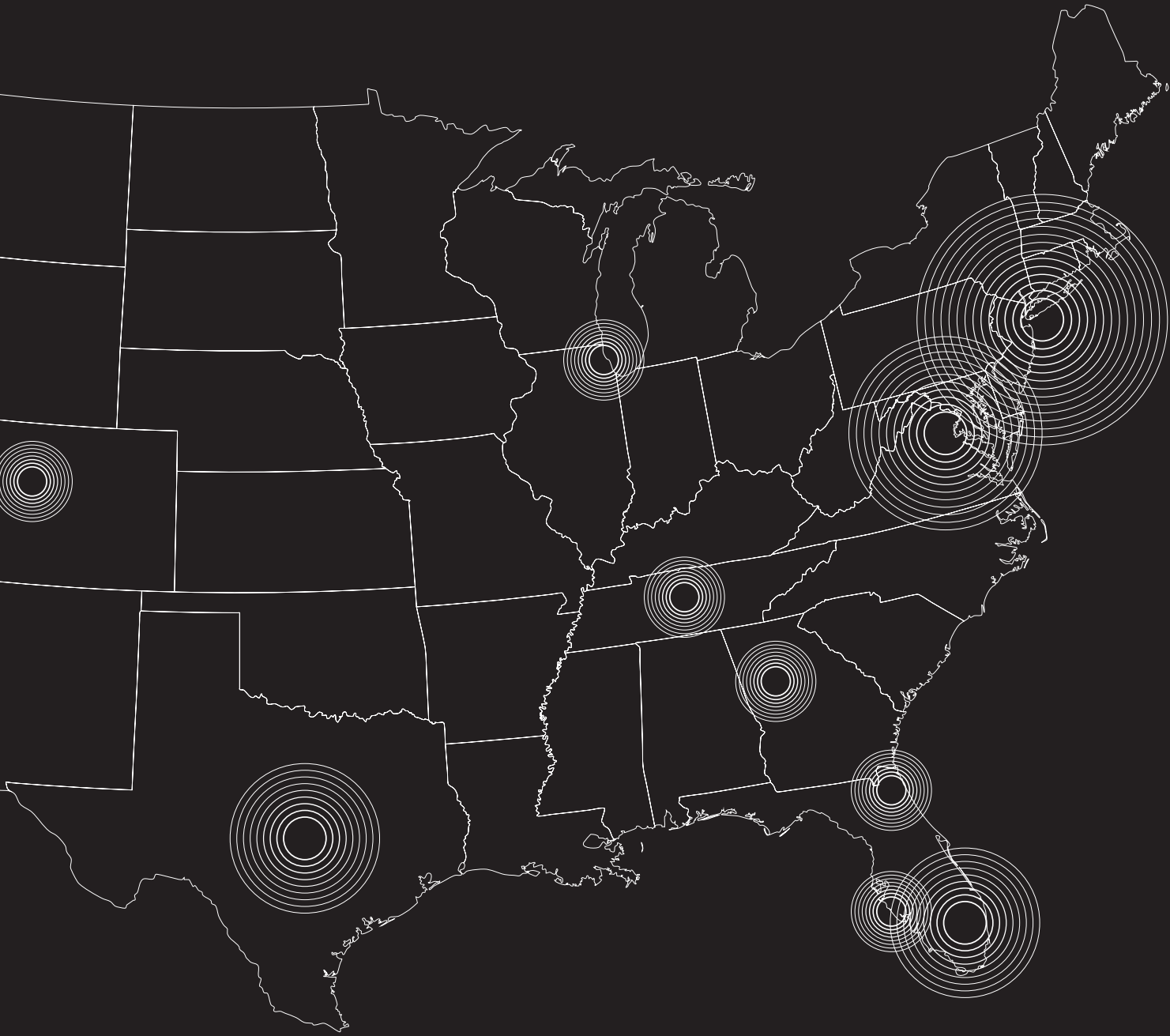
300+

Offices Nationwide

17,000+

Agents





A MARKET SNAPSHOT

Central Florida | Greater Orlando

In Greater Orlando, local housing inventory has fallen to record lows this year, with less active homes than ever in 2020. In Q3, Orlando saw a 26.3% decrease in homes for sale YoY. Demand, however, slightly increased by 5.1%. Certain segments saw a considerable shift, including the \$1M+ range, which had a 31.9% increase in sales with a 91% list-to-sell ratio. While the under \$1M segment may be more stable compared to last year with a 2.4% increase in new listings and 4.9% increase in sold listings, home

values are holding strong with a 97% list-to-sell ratio, large and in part due to a shrinkage of inventory, which is down by 27%. With only 1.6 months worth of inventory overall, Orlando is positioned as a strong sellers market. It is only in the \$1M+ range that we begin to see months of inventory shift towards a buyer's market, with 7.7 months of inventory available. Still, this is a 34.1% decrease YoY showing that the market is continuing to be squeezed by lower inventory.



For Sale

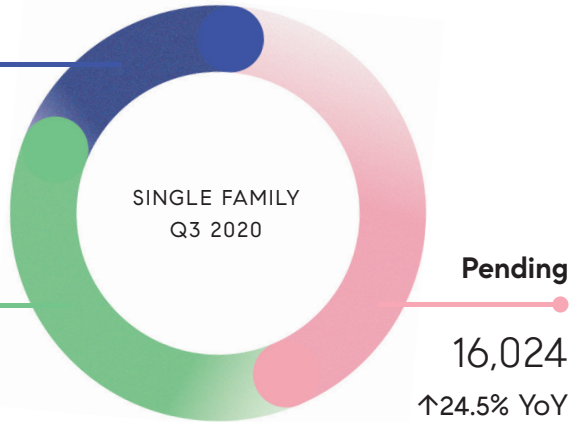
7,355

↓36.7% YoY

Sold

15,303

↑10.5% YoY



SINGLE FAMILY

	Q3 2020	YoY Change
Months of Inventory	1.5	↓40%
Sale-to-List Ratio	96%	↑1.1%
Days on Market	53	0%

For Sale

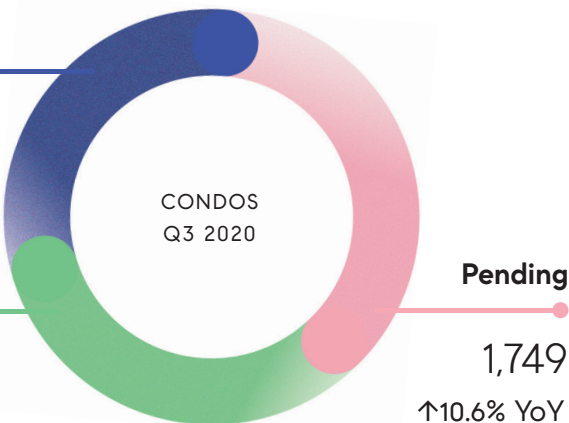
1,518

↑21.8% YoY

Sold

1,575

↓4.6% YoY



CONDOS

	Q3 2020	YoY Change
Months of Inventory	2.9	↑26.1%
Sale-to-List Ratio	95%	0.0%
Days on Market	60	↑5.3%

A MARKET SNAPSHOT

Central Florida | Greater Tampa Bay

Across all major markets in Florida, Greater Tampa Bay shows the strongest swing to a seller's market in Q3, with only 1.2 months of residential home inventory available - a 45.2% drop YoY. The significant decrease in homes and condos for sale and increase in demand is pushing median sold prices up by 12.8% YoY, with the median home selling for \$268,000. Additionally, new listings hitting the

market have dropped to 19,363 - a .3% decrease YoY showing that this trend of pricing increase is likely to continue. Still, the current affordability of this metro area compared to other major markets such as Miami shows that it is a key time to sell. If you are in the market to buy, this is the time to capture the market before it increases beyond affordability.



For Sale

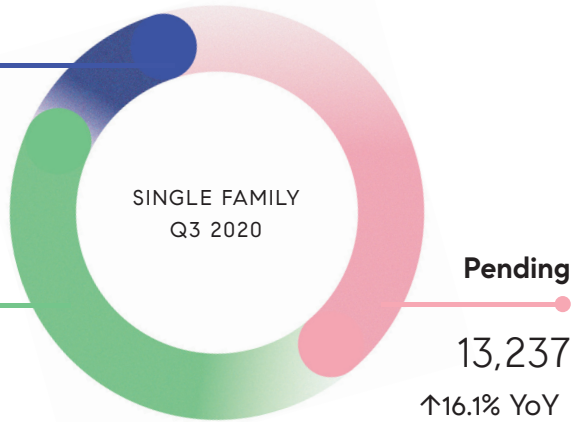
4,310

↓50.8% YoY

Sold

13,265

↑8.7% YoY



SINGLE FAMILY

	Q3 2020	YoY Change
Months of Inventory	1	↓55.3%
Sale-to-List Ratio	97%	↑2.1%
Days on Market	45	↓13.5%

For Sale

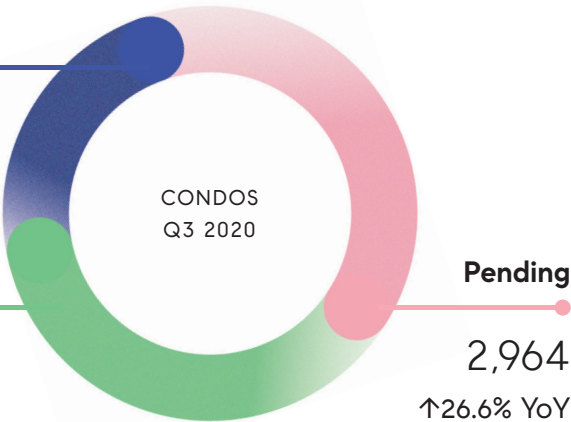
1,798

↓14.9% YoY

Sold

2,835

↑13.2% YoY



CONDOS

	Q3 2020	YoY Change
Months of Inventory	2	↓19.6%
Sale-to-List Ratio	95%	↑1.1%
Days on Market	64	↑8.5%

Cocoa Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	44	33	-25%	124	101	-18.55%
Average \$/SF	\$215	\$226	5.16%	\$240	\$256	6.90%
Average DOM	143	134	-6.29%	120	150	25%
Median List Price	\$661,677	\$649,912	-1.78%	\$342,054	\$396,800	16.01%

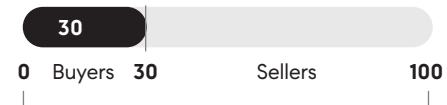
Q3 Market Action Index™*



Kissimmee

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,402	1,217	-13.20%	451	667	47.89%
Average \$/SF	\$135	\$149	10.17%	\$153	\$151	-1.33%
Average DOM	116	139	19.83%	130	119	-8.46%
Median List Price	\$285,428	\$353,776	23.95%	\$229,510	\$226,846	-1.16%

Q3 Market Action Index™*



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

Orlando

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,983	1,345	-32.17%	933	665	-28.72%
Average \$/SF	\$166	\$178	7.37%	\$154	\$151	-1.94%
Average DOM	101	99	-1.98%	103	105	1.94%
Median List Price	\$365,341	\$395,244	8.18%	\$217,843	\$177,185	-18.66%

Q3 Market
Action Index™*



Oviedo

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	170	111	-34.71%	25	19	-24%
Average \$/SF	\$163	\$174	6.83%	\$160	\$166	3.90%
Average DOM	87	82	-5.75%	57	31	-45.61%
Median List Price	\$430,016	\$467,996	8.83%	\$249,262	\$259,196	3.99%

Q3 Market
Action Index™*



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

Port Saint Lucie

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,938	607	-68.68%	165	114	-30.91%
Average \$/SF	\$141	\$154	9.46%	\$132	\$137	3.64%
Average DOM	94	103	9.57%	93	90	-3.23%
Median List Price	\$250,551	\$309,259	23.43%	\$169,438	\$191,908	13.26%

Q3 Market
Action Index™*



Tampa

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,865	1,057	-43.32%	772	627	-18.78%
Average \$/SF	\$174	\$200	15.12%	\$169	\$203	20.34%
Average DOM	99	97	-2.02%	95	84	-11.58%
Median List Price	\$354,234	\$411,515	16.17%	\$265,082	\$301,698	13.81%

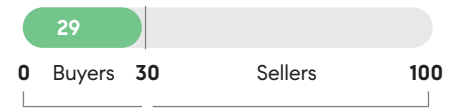
Q3 Market
Action Index™*



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

Vero Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,135	687	-39.47%	438	464	5.94%
Average \$/SF	\$177	\$194	10.08%	\$209	\$175	-15.97%
Average DOM	182	217	19.23%	163	189	15.95%
Median List Price	\$362,030	\$434,018	19.88%	\$302,481	\$260,124	-14.00%



Winter Garden

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	337	292	-13.35%	58	51	-12.07%
Average \$/SF	\$164	\$176	7.32%	\$176	\$181	2.57%
Average DOM	85	79	-7.06%	79	85	7.59%
Median List Price	\$451,431	\$467,016	3.45%	\$320,020	\$295,141	-7.77%



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

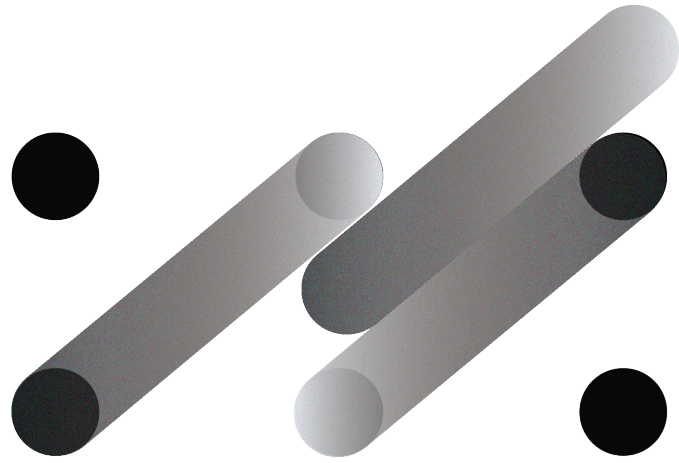
Winter Park

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	306	206	-32.68%	99	72	-27.27%
Average \$/SF	\$256	\$287	12.14%	\$190	\$203	7.20%
Average DOM	120	125	4.17%	117	107	-8.55%
Median List Price	\$611,184	\$715,935	17.14%	\$316,383	\$351,705	11.16%

Q3 Market
Action Index™*



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



A MARKET SNAPSHOT

North Florida

In Q3 demand continued to outpace supply in North Florida, thanks to a 15.4% increase in sold listings (9,917) and a 35% YoY decline in inventory with only 9,243 new listings to market - a 5.7% decrease YoY and a significant 20.6% decrease from since September. These market conditions make way for an extremely strong 97% list-to-sell ratio and an increasing median sold price, which is up 8.8% to 260k. Overall, inventory is down to an all-year record low of 1.8 months of supply, a 39.2% decrease from

last year and a significant shift into a strong seller's market. Listings \$1M+ in North Florida, however, have taken one of the biggest swings, with a 74.8% increase in sales YoY and an available inventory of 5.7 months. This is a YoY decrease of 60%, showing a swing from a buyer's market to a balanced market but a 90.2% increase in pending listings show a clear indicator that we will likely move to a seller's market in the months to come. Now is an ideal time to purchase a luxury home if you are in the market.



For Sale

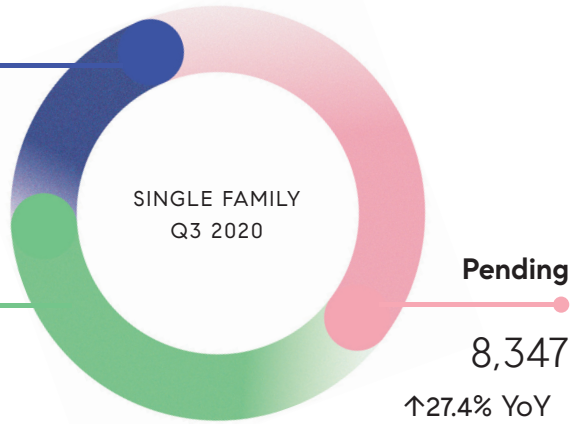
4,204

↓38% YoY

Sold

7,922

↑15.6% YoY



Pending

8,347

↑27.4% YoY

SINGLE FAMILY

	Q3 2020	YoY Change
Months of Inventory	1.8	↓39.50%
Sale-to-List Ratio	97%	↑2.10%
Days on Market	64	↓39.50%

For Sale

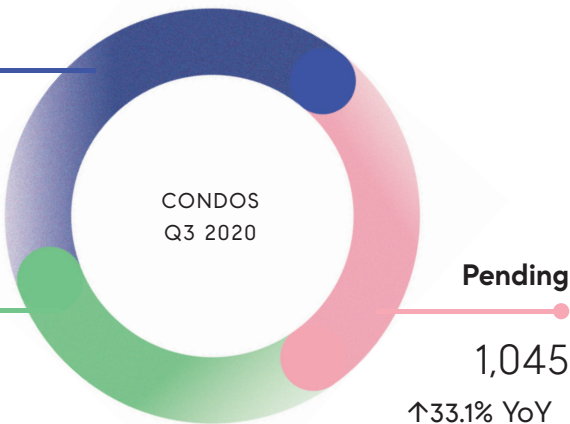
693

↓23.8% YoY

Sold

983

↑21.2% YoY



Pending

1,045

↑33.1% YoY

CONDOS

	Q3 2020	YoY Change
Months of Inventory	2.3	↓34.70%
Sale-to-List Ratio	96%	↑1.10%
Days on Market	69	↑7.8%

Atlantic Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	77	32	-58.44%	11	16	45.45%
Average \$/SF	\$275	\$315	14.41%	\$259	\$296	14.24%
Average DOM	143	95	-33.57%	95	101	6.32%
Median List Price	\$617,265	\$720,562	16.73%	\$387,577	\$418,788	8.05%

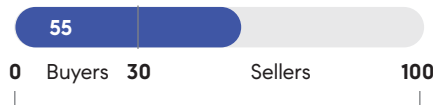
Q3 Market Action Index™*



Jacksonville

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	2,793	1,520	-45.58%	376	491	30.59%
Average \$/SF	\$128	\$139	8.50%	\$128	\$142	10.85%
Average DOM	99	106	7.07%	102	96	-5.88%
Median List Price	\$242,894	\$265,799	9.43%	\$150,873	\$194,523	28.93%

Q3 Market Action Index™*



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

Jacksonville Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	123	46	-62.60%	80	49	-38.75%
Average \$/SF	\$257	\$282	9.78%	\$376	\$352	-6.15%
Average DOM	104	90	-13.46%	146	98	-32.88%
Median List Price	\$555,008	\$675,321	21.68%	\$589,292	\$548,492	-6.92%

Q3 Market
Action Index™*



St Augustine

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,195	799	-33.14%	354	330	-6.78%
Average \$/SF	\$161	\$181	12.32%	\$213	\$194	-9.08%
Average DOM	150	128	-14.67%	156	153	-1.92%
Median List Price	\$363,294	\$378,625	4.22%	\$308,476	\$305,831	-0.86%

Q3 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

Broward County saw a strong and steady recovery from COVID-19, with a 14.9% YoY decrease in for sale inventory and an increase in sales of 1.4% YoY. Overall, Broward is a strong seller's market with 3.6 months of inventory available, a 16.3% decrease from last year. Drilling down, however, we see that the condo market is much more balanced with 5.5 months of inventory available, yet there's been a 15.1% increase in the median price of condos, which currently is \$198K, and a 10.9% increase in new listings to market YoY. On the single family

side, Q3 saw a 40.9% decrease in available inventory YoY and a 44.3% decrease in months of inventory available. Only two months of inventory shows an extremely robust seller's market. Perhaps most notable, the DOM for listings \$1M+ is at a 12-month rolling low (141 days), pended listings are up 80.7%, sold listings are up 66%, and the list-to-sell ratio ratio is 88%. If you are considering selling, now is a perfect time to list luxury homes or condos. For buyers looking for a deal, keep an eye on the condo market as it continues to shift.



For Sale

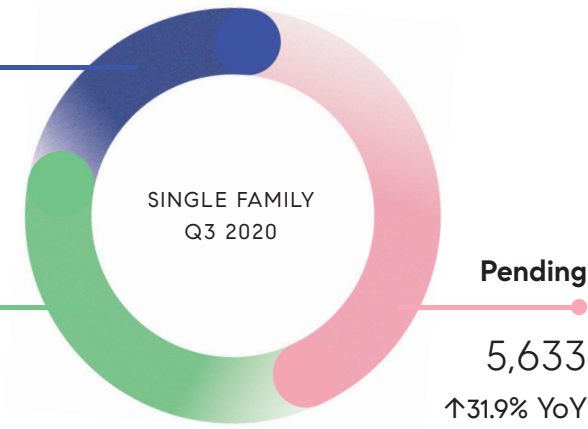
3,077

↓40.9% YoY

Sold

4,921

↑9.9% YoY



SINGLE FAMILY

	Q3 2020	YoY Change
Months of Inventory	2.0	↓44.3%
Sale-to-List Ratio	94%	↑1.1%
Days on Market	58	1.7%

For Sale

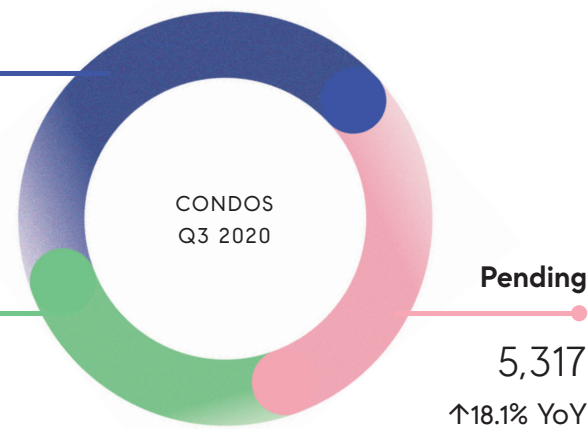
7,873

↑2.7% YoY

Sold

4,311

↓6.8% YoY



CONDOS

	Q3 2020	YoY Change
Months of Inventory	5.5	↓10.0%
Sale-to-List Ratio	93%	0%
Days on Market	81	↑8.0%

Coconut Creek

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

Q3 Market Action Index™*



Davie

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	285	179	-37.19%	100	135	35%
Average \$/SF	\$241	\$253	5.23%	\$162	\$167	2.95%
Average DOM	142	161	13.38%	75	89	18.67%
Median List Price	\$698,946	\$842,822	20.58%	\$214,834	\$200,000	-6.91%

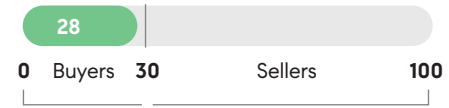
Q3 Market Action Index™*



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

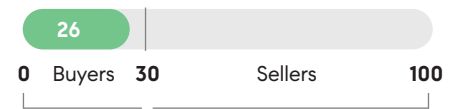
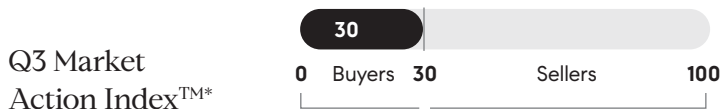
Fort Lauderdale

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,158	971	-16.15%	1,505	1656	10.03%
Average \$/SF	\$305	\$346	13.65%	\$317	\$317	0%
Average DOM	182	180	-1.10%	188	196	4.26%
Median List Price	\$668,481	\$734,712	9.91%	\$418,965	\$378,142	-9.74%



Hallandale Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	75	92	22.67%	807	873	8.18%
Average \$/SF	\$272	\$213	-21.64%	\$257	\$250	-2.76%
Average DOM	179	172	-3.91%	247	252	2.02%
Median List Price	\$367,538	\$212,277	-42.24%	\$300,892	\$284,638	-5.40%



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

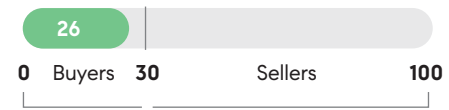
Hillsboro Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	5	8	60%	96	90	-6.25%
Average \$/SF	\$2,129	\$1,661	-21.99%	\$366	\$386	5.34%
Average DOM	268	244	-8.96%	219	258	17.81%
Median List Price	\$24,111,538	\$19,132,308	-20.65%	\$444,654	\$489,354	10.05%



Hollywood

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	446	397	-10.99%	885	993	12.20%
Average \$/SF	\$253	\$266	4.87%	\$324	\$312	-3.46%
Average DOM	147	147	0%	250	261	4.40%
Median List Price	\$441,542	\$479,115	8.51%	\$346,192	\$342,085	-1.19%

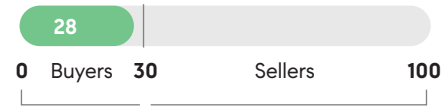
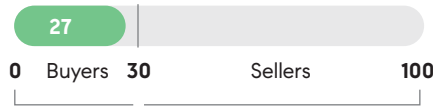


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Lauderdale-by-the-Sea

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	26	23	-11.54%	129	105	-18.60%
Average \$/SF	\$383	\$456	18.91%	\$355	\$363	2.15%
Average DOM	142	142	0%	169	201	18.93%
Median List Price	\$766,423	\$946,038	23.44%	\$504,038	\$528,688	4.89%

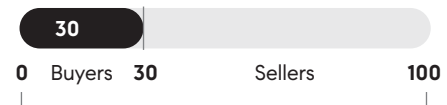
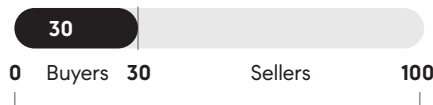
Q3 Market
Action Index™*



Lighthouse Point

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	156	111	-28.85%	48	52	8.33%
Average \$/SF	\$411	\$419	1.93%	\$194	\$199	2.54%
Average DOM	206	212	2.91%	144	146	1.39%
Median List Price	\$1,135,538	\$1,183,500	4.22%	\$215,065	\$217,865	1.30%

Q3 Market
Action Index™*



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

Oakland Park

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	131	99	-24.43%	95	112	17.89%
Average \$/SF	\$247	\$268	8.53%	\$151	\$166	10.17%
Average DOM	111	87	-21.62%	108	105	-2.78%
Median List Price	\$327,581	\$379,008	15.70%	\$155,238	\$163,338	5.22%

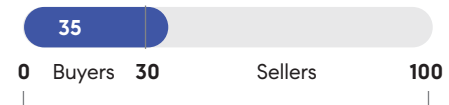
Q3 Market Action Index™*



Parkland

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	325	179	-44.92%	11	20	81.82%
Average \$/SF	\$219	\$231	5.86%	\$218	\$223	2.06%
Average DOM	141	131	-7.09%	71	63	-11.27%
Median List Price	\$789,936	\$811,439	2.72%	\$404,535	\$413,907	2.32%

Q3 Market Action Index™*



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

Pembroke Pines

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	241	142	-41.08%	299	337	12.71%
Average \$/SF	\$205	\$210	2.18%	\$164	\$152	-7.31%
Average DOM	77	70	-9.09%	92	104	13.04%
Median List Price	\$438,381	\$449,673	2.58%	\$178,092	\$166,687	-6.40%

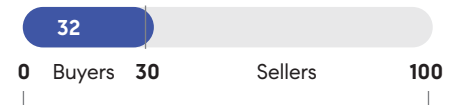
Q3 Market
Action Index™*



Pompano Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	580	355	-38.79%	997	991	-0.60%
Average \$/SF	\$202	\$226	11.69%	\$164	\$169	2.62%
Average DOM	120	118	-1.67%	161	168	4.35%
Median List Price	\$395,958	\$409,600	3.45%	\$203,331	\$197,692	-2.77%

Q3 Market
Action Index™*



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

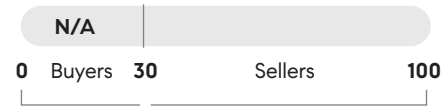
Plantation

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	279	144	-48.39%	136	145	6.62%
Average \$/SF	\$211	\$222	5.44%	\$149	\$142	-4.50%
Average DOM	121	123	1.65%	102	111	8.82%
Median List Price	\$485,499	\$576,762	18.80%	\$191,342	\$167,227	-12.60%



Southwest Ranches

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	92	56	-39.13%	N/A	N/A	N/A
Average \$/SF	\$355	\$385	8.38%	N/A	N/A	N/A
Average DOM	212	267	25.94%	N/A	N/A	N/A
Median List Price	\$1,524,808	\$1,742,363	14.27%	N/A	N/A	N/A



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

Weston

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	207	129	-37.68%	101	80	-20.79%
Average \$/SF	\$241	\$249	3.31%	\$188	\$213	13.36%
Average DOM	109	141	29.36%	110	111	0.91%
Median List Price	\$653,858	\$664,127	1.57%	\$229,288	\$280,377	22.28%

Q3 Market
Action Index™*



Wilton Manors

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	69	61	-11.59%	40	43	7.50%
Average \$/SF	\$333	\$325	-2.43%	\$212	\$234	10.40%
Average DOM	137	112	-18.25%	99	70	-29.29%
Median List Price	\$531,542	\$589,208	10.85%	\$257,852	\$347,112	34.62%

Q3 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

The impacts of COVID-19 were felt heavily in Miami last quarter, where cabin fever drove a significant demand for single-family homes. There has been a 37.1% decrease in homes for sale and a nearly equivalent 39.2% drop in months of inventory. Homes under \$1M are selling at 95% of list price while the \$10M+ sector are selling at 78% of list price on average, showing disparity between key market segments. Overall, there are only 3.1 months of inventory today, which signifies a strong

seller's market. This pent-up demand is driving up prices, with a 14.3% increase in median sold price of \$423,000. This increase in price due to low inventory means that buyers who are looking for a good deal are shifting focus to condos, where there is more negotiability due to inventory. There are 11.8 months of inventory for condos, which indicates a strong buyer's market. If you are looking to buy a condo, Q4 is an ideal time to purchase in the Miami market.



For Sale

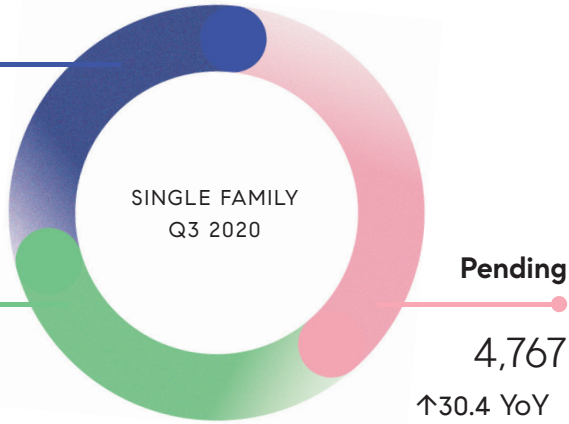
3,889

↓37.1% YoY

Sold

4,001

↑9.3% YoY



SINGLE FAMILY

	Q3 2020	YoY Change
Months of Inventory	3.1	↓39.2%
Sale-to-List Ratio	89%	↓1.1%
Days on Market	89	↑18.6%

For Sale

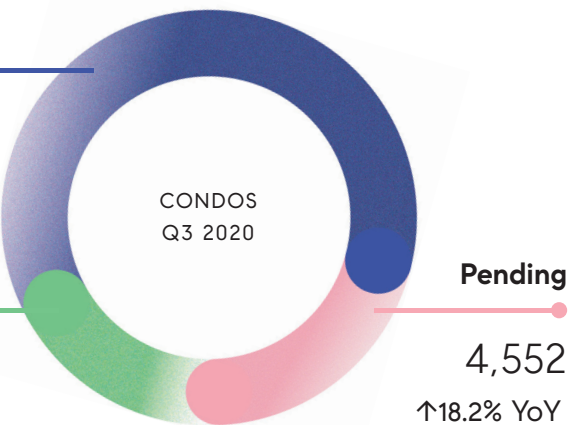
1,4207

↓5.1% YoY

Sold

3,637

↓3.7% YoY



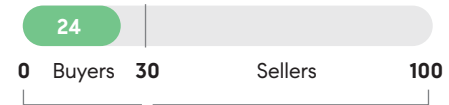
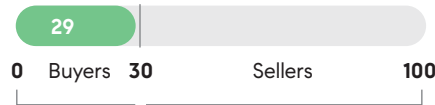
CONDOS

	Q3 2020	YoY Change
Months of Inventory	11.8	↓1.7%
Sale-to-List Ratio	87%	↓1.1%
Days on Market	116	↑10.5%

Aventura

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	29	36	24.14%	1,460	1,388.00	-4.93%
Average \$/SF	\$347	\$356	2.72%	\$290	\$285	-1.69%
Average DOM	266	219	-17.67%	286	325	13.64%
Median List Price	\$836,135	\$949,088	13.51%	\$418,308	\$401,915	-3.92%

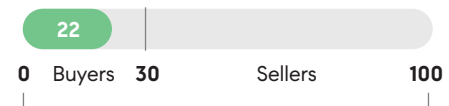
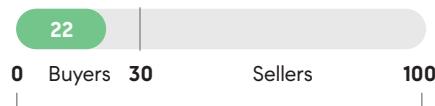
Q3 Market
Action Index™*



Bal Harbour

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	17	26	52.94%	258	250	-3.10%
Average \$/SF	\$791	\$821	3.78%	\$824	\$767	-6.96%
Average DOM	263	277	5.32%	361	411	13.85%
Median List Price	\$2,570,077	\$1,404,038	-45.37%	\$1,590,000	\$1,312,781	-17.44%

Q3 Market
Action Index™*

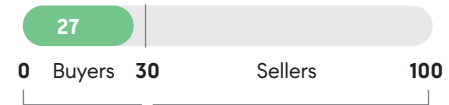
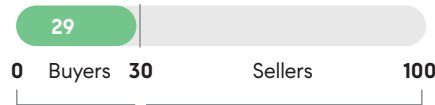


Graph Legend* ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Coconut Grove

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	47	30	-36.17%	83	60	-27.71%
Average \$/SF	\$516	\$581	12.50%	\$749	\$614	-17.96%
Average DOM	184	240	30.43%	203	330	62.56%
Median List Price	\$1,345,038	\$1,671,038	24.24%	\$1,296,577	\$1,339,538	3.31%

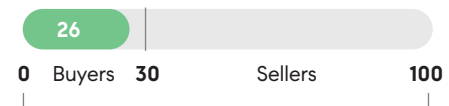
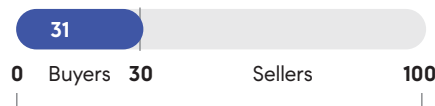
Q3 Market
Action Index™*



Coral Gables

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	393	302	-23.16%	250	213	-14.80%
Average \$/SF	\$485	\$515	6.14%	\$390	\$393	0.80%
Average DOM	215	217	0.93%	189	215	13.76%
Median List Price	\$1,575,769	\$1,673,915	6.23%	\$491,040	\$516,347	5.15%

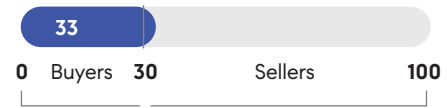
Q3 Market
Action Index™*



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

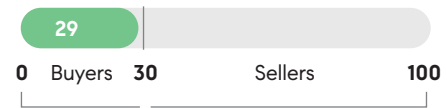
Doral

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	282	223	-20.92%	438	306	-30.14%
Average \$/SF	\$246	\$241	-1.83%	\$225	\$219	-2.62%
Average DOM	207	246	18.84%	199	198	-0.50%
Median List Price	\$656,046	\$720,338	9.80%	\$335,231	\$314,720	-6.12%



Kendall

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	3	2	-33.33%	8	3	-62.50%
Average \$/SF	\$179	\$210	17.50%	\$187	\$235	26.08%
Average DOM	60	213	255%	71	57	-19.72%
Median List Price	\$432,692	\$392,992	-9.18%	\$291,173	\$257,115	-11.70%

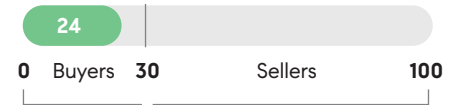
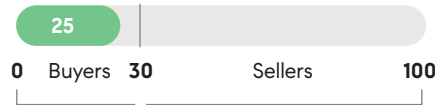


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Key Biscayne

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	120	89	-25.83%	270	277	2.59%
Average \$/SF	\$895	\$890	-0.62%	\$641	\$636	-0.77%
Average DOM	310	331	6.77%	285	292	2.46%
Median List Price	\$3,305,038	\$3,330,577	0.77%	\$1,080,962	\$998,000	-7.67%

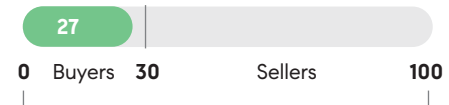
Q3 Market Action Index™*



Miami

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	2,406	1,597	-33.62%	5,379	4,969.00	-7.62%
Average \$/SF	\$251	\$280	11.62%	\$402	\$415	3.23%
Average DOM	148	161	8.78%	273	307	12.45%
Median List Price	\$499,354	\$550,704	10.28%	\$425,554	\$430,000	1.04%

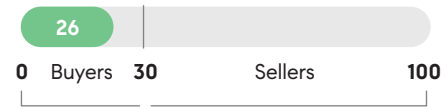
Q3 Market Action Index™*



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

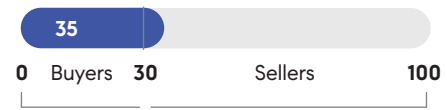
Miami Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	423	426	0.71%	2,647	2,723	2.87%
Average \$/SF	\$770	\$753	-2.27%	\$520	\$513	-1.34%
Average DOM	310	302	-2.58%	300	331	10.33%
Median List Price	\$2,282,731	\$2,221,923	-2.66%	\$464,425	\$456,577	-1.69%



Miami Shores

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	99	55	-44.44%	16	13	-18.75%
Average \$/SF	\$343	\$374	9.01%	\$227	\$217	-4.12%
Average DOM	174	136	-21.84%	206	124	-39.81%
Median List Price	\$747,727	\$815,077	9.01%	\$222,288	\$242,765	9.21%



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

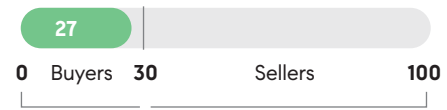
North Bay Village

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	14	14	0.00%	205	190.00	-7.32%
Average \$/SF	\$361	\$335	-7.16%	\$280	\$273	-2.43%
Average DOM	245	244	-0.41%	281	325	15.66%
Median List Price	\$882,400	\$812,269	-7.95%	\$305,346	\$303,035	-0.76%



North Miami

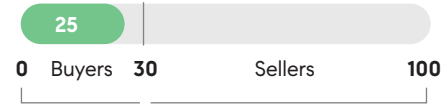
	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	126	104	-17.46%	167	217	29.94%
Average \$/SF	\$310	\$303	-2.30%	\$170	\$172	0.68%
Average DOM	173	152	-12.14%	227	238	4.85%
Median List Price	\$530,807	\$516,715	-2.65%	\$176,942	\$173,723	-1.82%



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

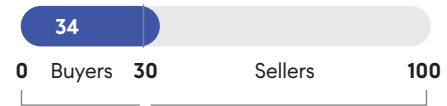
North Miami Beach

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



Palmetto Bay

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

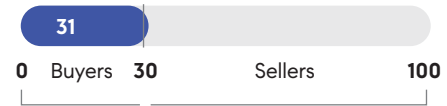
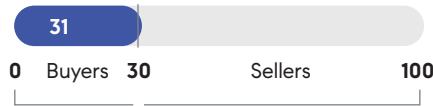


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Pinecrest

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	216	150	-30.56%	27	28	3.70%
Average \$/SF	\$406	\$412	1.44%	\$281	\$280	-0.36%
Average DOM	185	220	18.92%	86	123	43.02%
Median List Price	\$1,591,000	\$1,875,154	17.86%	\$489,054	\$279,577	-42.83%

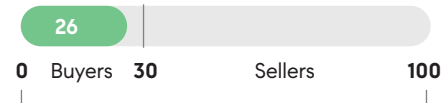
Q3 Market
Action Index™*



South Miami

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	56	38	-32.14%	16	15	-6.25%
Average \$/SF	\$396	\$391	-1.17%	\$294	\$292	-0.82%
Average DOM	132	141	6.82%	171	124	-27.49%
Median List Price	\$840,726	\$890,919	5.97%	\$240,446	\$295,715	22.99%

Q3 Market
Action Index™*

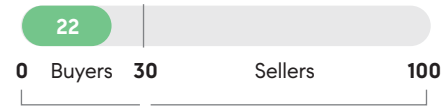
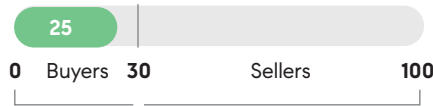


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Sunny Isles Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	106	103	-2.83%	1,441	1591	10.41%
Average \$/SF	\$645	\$611	-5.36%	\$549	\$530	-3.39%
Average DOM	279	413	48.03%	357	368	3.08%
Median List Price	\$1,903,813	\$1,601,346	-15.89%	\$787,635	\$794,831	0.91%

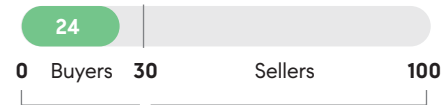
Q3 Market Action Index™*



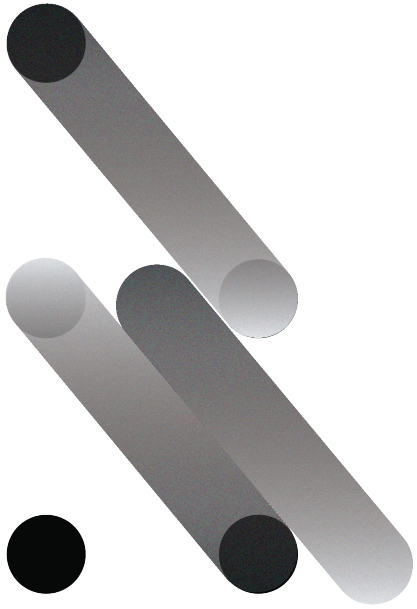
Surfside

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	48	38	-20.83%	118	119	0.85%
Average \$/SF	\$452	\$460	1.89%	\$531	\$523	-1.39%
Average DOM	268	217	-19.03%	263	328	24.71%
Median List Price	\$823,523	\$845,231	2.64%	\$721,288	\$734,996	1.90%

Q3 Market Action Index™*



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



A MARKET SNAPSHOT

South Florida | Palm Beach

Palm Beach County boasted a healthy market in Q3, with an 13.6% increase in new listings and a tremendous 43.4% uptick for new listings \$1M+. Despite the increase in new inventory, total inventory is down by 12% YoY, largely due to continued pent-up demand that is driving up median sales prices by 13% YoY, leaving a current median price of \$322,000. Palm Beach remains a strong seller's market across both single-family homes and condos, with 3.6

months of inventory as sales have surged by 12.3%. Notably, condo sales increased by 9.5% - a unique trend compared to all other metros in South Florida where condo sales are down in favor of single-family homes. The combination of trends in Palm Beach show that we are likely headed into a uniquely busy Q4 season as buyers continue to take advantage of low interest rates.



For Sale

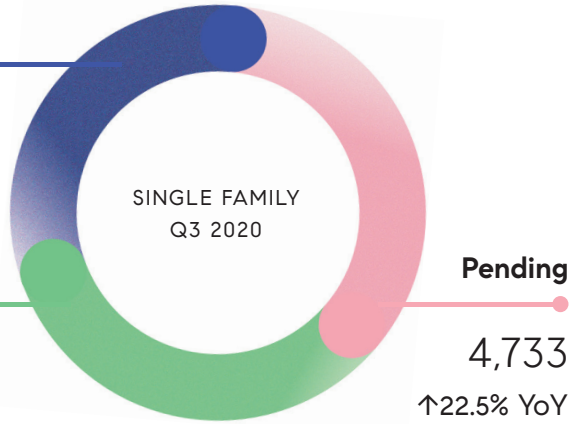
4,381

↓28.7% YoY

Sold

4,995

↑15.0% YoY



Pending

4,733

↑22.5% YoY

SINGLE FAMILY

	Q3 2020	YoY Change
Months of Inventory	2.8	↓36.1%
Sale-to-List Ratio	91%	0%
Days on Market	71	↓1.4%

For Sale

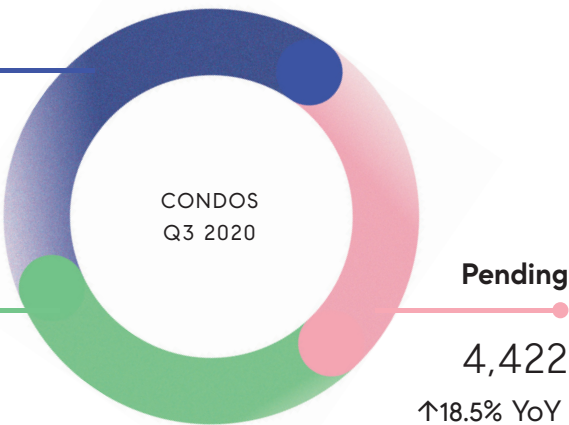
6,549

↑4.4% YoY

Sold

4,425

↑9.5% YoY



Pending

4,422

↑18.5% YoY

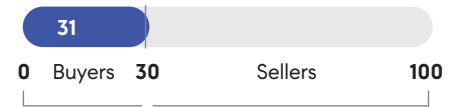
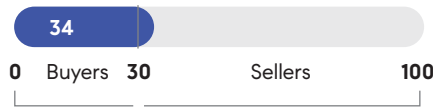
CONDOS

	Q3 2020	YoY Change
Months of Inventory	4.5	↓4.2%
Sale-to-List Ratio	92%	↓1.1%
Days on Market	75	↑4.2%

Boca Raton

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

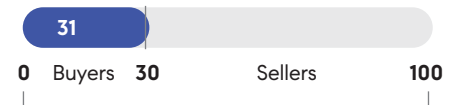
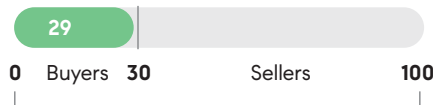
Q3 Market
Action Index™*



Delray Beach

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

Q3 Market
Action Index™*

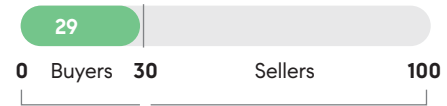
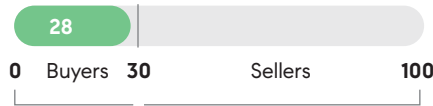


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Juno Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	13	18	38.46%	57	50	-12.28%
Average \$/SF	\$408	\$513	25.81%	\$292	\$348	19.35%
Average DOM	153	169	10.46%	199	190	-4.52%
Median List Price	\$809,327	\$1,870,608	131.13%	\$472,115	\$502,085	6.35%

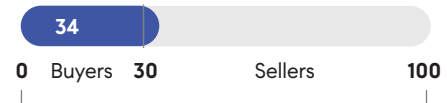
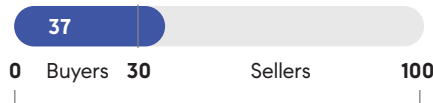
Q3 Market
Action Index™*



Jupiter

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	454	198	-56.39%	287	211	-26.48%
Average \$/SF	\$264	\$329	24.56%	\$235	\$268	13.95%
Average DOM	135	165	22.22%	128	121	-5.47%
Median List Price	\$662,940	\$991,581	49.57%	\$350,756	\$420,764	19.96%

Q3 Market
Action Index™*

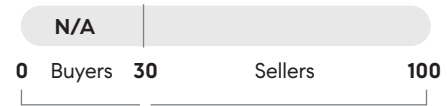


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Jupiter Inlet Colony

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	6	3	-50%	N/A	N/A	N/A
Average \$/SF	\$620	\$796	28.40%	N/A	N/A	N/A
Average DOM	142	228	60.56%	N/A	N/A	N/A
Median List Price	\$1,535,192	\$2,337,592	52.27%	N/A	N/A	N/A

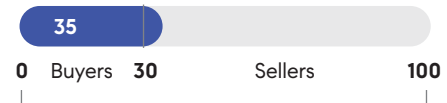
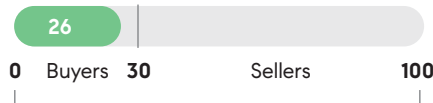
Q3 Market
Action Index™*



Manalapan

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	25	13	-48.00%	10	6	-40%
Average \$/SF	\$933	\$776	-16.82%	\$478	\$764	59.76%
Average DOM	443	679	53.27%	227	279	22.91%
Median List Price	\$6,829,615	\$4,018,077	-41.17%	\$845,769	\$1,075,000	27.10%

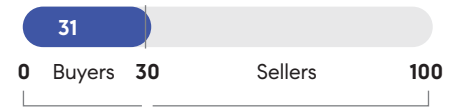
Q3 Market
Action Index™*



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

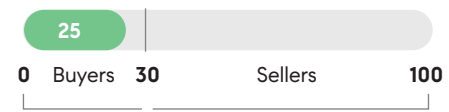
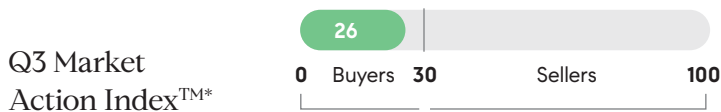
North Palm Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	96	58	-39.58%	132	96	-27.27%
Average \$/SF	\$391	\$626	60.22%	\$227	\$292	28.82%
Average DOM	174	217	24.71%	141	140	-0.71%
Median List Price	\$1,242,000	\$2,819,681	127.03%	\$294,130	\$479,799	63.12%



Palm Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	149	90	-39.60%	278	270	-2.88%
Average \$/SF	\$1,334	\$1,605	20.30%	\$476	\$657	38.05%
Average DOM	250	255	2%	208	220	5.77%
Median List Price	\$5,224,154	\$6,336,923	21.30%	\$734,231	\$909,173	23.83%



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

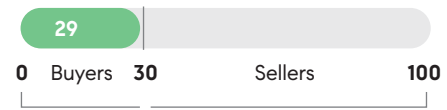
Palm Beach Gardens

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	527	331	-37.19%	286	185	-35.31%
Average \$/SF	\$254	\$275	8.01%	\$190	\$199	4.72%
Average DOM	157	214	36.31%	120	107	-10.83%
Median List Price	\$659,129	\$779,431	18.25%	\$276,573	\$288,775	4.41%



Palm Beach Shores

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	8	3	-62.50%	13	12	-7.69%
Average \$/SF	\$396	\$407	2.79%	\$299	\$345	15.27%
Average DOM	157	103	-34.39%	168	238	41.67%
Median List Price	\$818,604	\$930,538	13.67%	\$300,769	\$305,750	1.66%

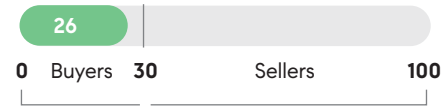
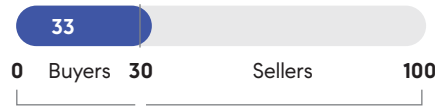


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Singer Island

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	14	5	-64.29%	170	132	-22.35%
Average \$/SF	\$483	\$455	-5.78%	\$463	\$435	-6.03%
Average DOM	117	118	0.85%	206	225	9.22%
Median List Price	\$1,164,462	\$917,231	-21.23%	\$857,500	\$787,765	-8.13%

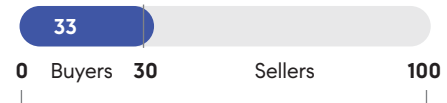
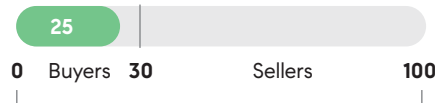
Q3 Market
Action Index™*



Tequesta

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	67	28	-58.21%	56	39	-30.36%
Average \$/SF	\$291	\$342	17.47%	\$189	\$206	9.06%
Average DOM	139	137	-1.44%	146	114	-21.92%
Median List Price	\$761,127	\$901,438	18.43%	\$252,123	\$282,900	12.21%

Q3 Market
Action Index™*

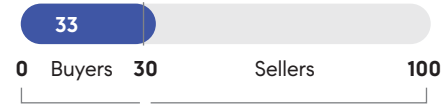


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Wellington

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	646	318	-50.77%	151	106	-29.80%
Average \$/SF	\$207	\$340	63.95%	\$178	\$217	22.11%
Average DOM	174	277	59.20%	144	171	18.75%
Median List Price	\$551,692	\$1,207,538	118.88%	\$289,931	\$371,808	28.24%

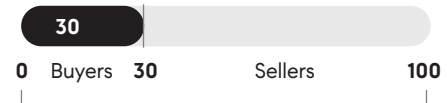
Q3 Market Action Index™*



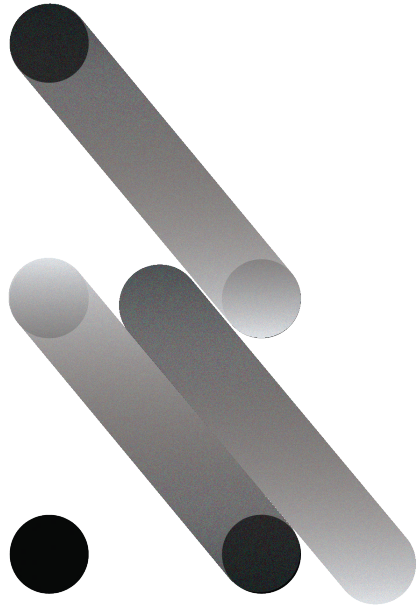
West Palm Beach

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	872	413	-52.64%	1,238	1,007	-18.66%
Average \$/SF	\$196	\$228	16.28%	\$143	\$152	6.27%
Average DOM	145	155	6.90%	137	166	21.17%
Median List Price	\$361,244	\$476,477	31.90%	\$164,881	\$174,265	5.69%

Q3 Market Action Index™*



*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.



For Sale

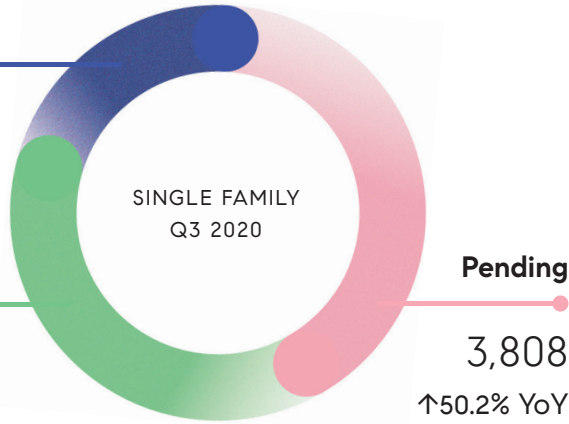
2,154

↓38.5% YoY

Sold

3,530

↑30.1% YoY



Pending

3,808

↑50.2% YoY

SINGLE FAMILY

	Q3 2020	YoY Change
Months of Inventory	2.2	↓52.7%
Sale-to-List Ratio	93%	↑2.80%
Days on Market	86	↓8.6%

For Sale

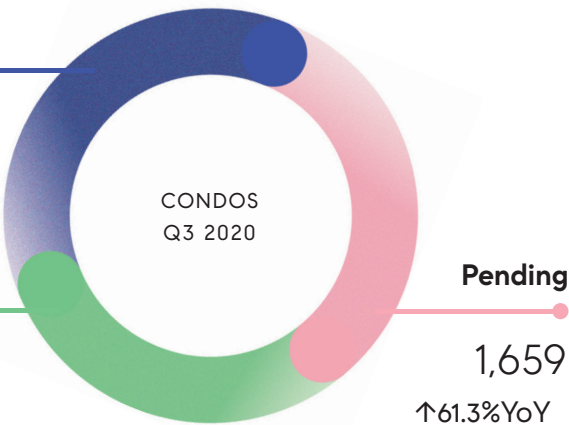
1,897

↓8.90% YoY

Sold

1,482

↑36.7% YoY



Pending

1,659

↑61.3%YoY

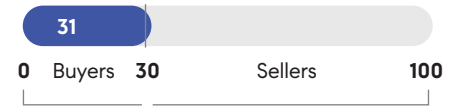
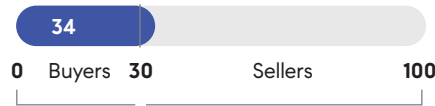
CONDOS

	Q3 2020	YoY Change
Months of Inventory	4	↓31.60%
Sale-to-List Ratio	94%	↑2.20%
Days on Market	95	↓7.80%

Bonita Springs

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	469	384	-18.12%	521	477	-8.45%
Average \$/SF	\$231	\$250	8.57%	\$184	\$194	5.01%
Average DOM	193	198	2.59%	192	190	-1.04%
Median List Price	\$500,062	\$551,723	10.33%	\$286,077	\$307,315	7.42%

Q3 Market Action Index™*



Cape Coral

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,782	840	-52.86%	247	232	-6.07%
Average \$/SF	\$158	\$185	17.35%	\$150	\$161	7.08%
Average DOM	138	127	-7.97%	101	133	31.68%
Median List Price	\$288,610	\$360,804	25.01%	\$202,454	\$218,035	7.70%

Q3 Market Action Index™*

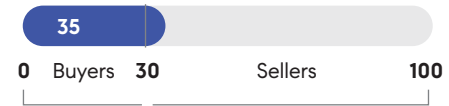


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Estero

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	232	159	-31.47%	132	137	3.79%
Average \$/SF	\$184	\$201	9.24%	\$168	\$168	0.39%
Average DOM	142	158	11.27%	128	116	-9.38%
Median List Price	\$390,490	\$434,236	11.20%	\$264,712	\$266,370	0.63%

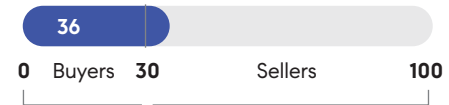
Q3 Market
Action Index™*



Fort Myers

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,479	850	-42.53%	761	861	13.14%
Average \$/SF	\$159	\$178	11.92%	\$138	\$142	2.87%
Average DOM	134	132	-1.49%	78	135	73.08%
Median List Price	\$299,892	\$365,806	21.98%	\$205,552	\$209,515	1.93%

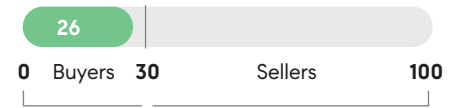
Q3 Market
Action Index™*



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

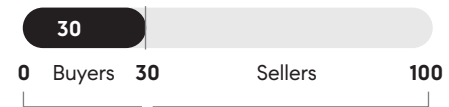
Marco Island

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	260	165	-36.54%	392	316	-19.39%
Average \$/SF	\$435	\$465	6.77%	\$390	\$430	10.39%
Average DOM	222	263	18.47%	199	220	10.55%
Median List Price	\$1,033,642	\$1,281,038	23.93%	\$489,523	\$525,788	7.41%



Naples

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	2,486	1,796	-27.76%	2,165	2082	-3.83%
Average \$/SF	\$242	\$273	13.13%	\$189	\$197	4.27%
Average DOM	197	190	-3.55%	193	185	-4.15%
Median List Price	\$548,297	\$647,845	18.16%	\$300,649	\$312,597	3.97%

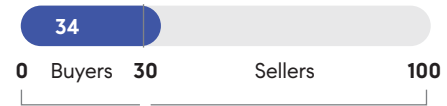


*Graph Legend ● Buyer's Market (Supply>Demand) ● Seller's Market (Demand>Supply) ● Balanced Market (Demand = Supply)

Sarasota

	SINGLE FAMILY INVENTORY			CONDO INVENTORY		
	Q3 2019	Q3 2020	YoY Change	Q3 2019	Q3 2020	YoY Change
Average Active Listings	1,302	939	-27.88%	990	606	-38.79%
Average \$/SF	\$210	\$218	3.81%	\$289	\$191	-33.98%
Average DOM	153	150	-1.96%	162	144	-11.11%
Median List Price	\$495,061	\$500,826	1.16%	\$370,270	\$292,411	-21.03%

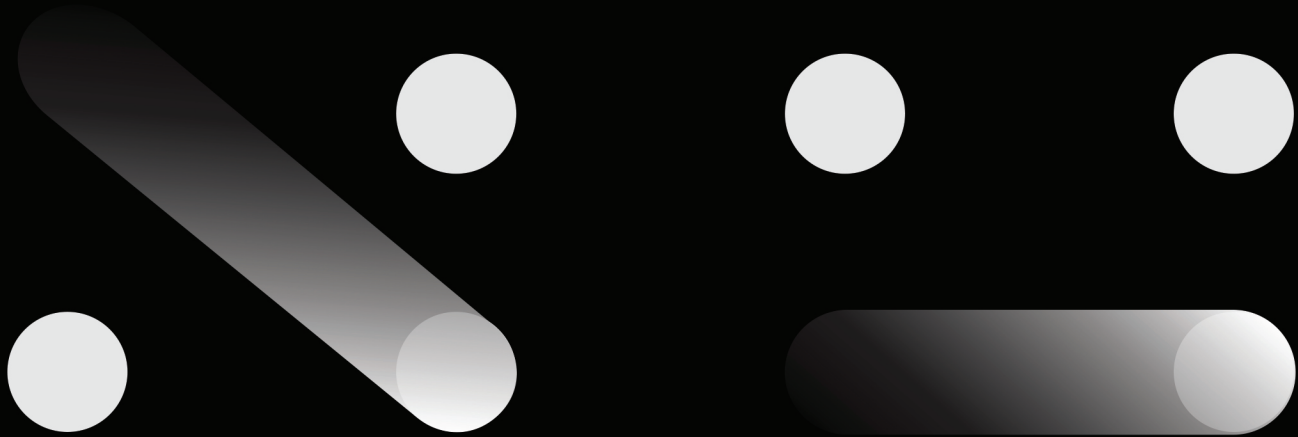
Q3 Market
Action Index™*



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

INSIGHTS

MARKET REPORT Q3 2020



COMPASS

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