

# Elliman Report

**Q4-2021**

**Miami Coastal Mainland, FL Sales**

“The rapid decline in listing inventory was restraining sales and placing upward pressure on prices.”

Miami Coastal Mainland Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$684,396	2.5%	\$667,894	19.4%	\$573,258
Average Price Per Sq Ft	\$422	5.2%	\$401	28.3%	\$329
Median Sales Price	\$440,000	3.8%	\$424,000	15.8%	\$380,000
Number of Sales (Closed)	5,383	-6.7%	5,767	15.8%	4,650
Days on Market (From Last List Date)	60	-13.0%	69	-31.0%	87
Listing Discount (From Last List Price)	2.2%		2.2%		5.6%
Listing Inventory	4,104	-21.9%	5,255	-52.6%	8,654
Months of Supply	2.3	-14.8%	2.7	-58.9%	5.6
Miami Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$501,158	3.4%	\$484,808	35.2%	\$370,592
Average Price Per Sq Ft	\$406	6.6%	\$381	39.0%	\$292
Median Sales Price	\$355,000	4.4%	\$340,000	29.1%	\$275,000
Number of Sales (Closed)	3,221	-7.3%	3,475	36.1%	2,366
Days on Market (From Last List Date)	72	-18.2%	88	-34.5%	110
Listing Discount (From Last List Price)	3.8%		3.4%		6.1%
Miami Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$957,387	1.3%	\$945,479	22.2%	\$783,200
Average Price Per Sq Ft	\$436	4.1%	\$419	24.2%	\$351
Median Sales Price	\$560,000	0.9%	\$555,000	16.9%	\$479,050
Number of Sales (Closed)	2,162	-5.7%	2,292	-5.3%	2,284
Days on Market (From Last List Date)	44	12.8%	39	-30.2%	63
Listing Discount (From Last List Price)	1.1%		1.3%		5.4%

Median sales price reached a new high in seven of the past eight quarters as bidding war market share rose to their highest level in more than four years of tracking. Listing inventory fell to a new low for four straight quarters.