

#### **Brown Harris Stevens**

# We're growing!

Halstead is now Brown Harris Stevens – which means BHS now has **2,500** agents and **55** offices in luxury markets across NYC, the Tristate area, the Hamptons, Palm Beach, and Miami.

Historically ranked among the nation's top residential firms, in 2019 both firms combined closed **6,000** transactions totaling more than **\$9 billion**.

Simply put, we have more resources than ever to support our trusted clients.

We are here to serve you, and Brown Harris Stevens has never been stronger. We look forward to working together.





Project One Ocean

**Developer** Related Group

Architect
Enrique Norten/
TEN Arquitectos

Address 1 Collins Ave.

Project Area Miami Beach

Floors 7

Units 50

Completion Date 2016



Project Apogee

**Developer** Related

**Architect** Sieger-Suarez

Address 800 S. Pointe Dr.

Project Area Miami Beach

Floors 22

Units

Completion Date 2007



**Project**Continuum South

**Developer** Bruce Eichner

**Architect** Fullerton-Diaz

Address 100 S. Pointe Dr.

Project Area Miami Beach

Floors

Units 318

Completion Date 2002



Project Continuum North

**Developer** Bruce Eichner

**Architect** Sieger-Suarez

Address 50 S. Pointe Dr.

Project Area Migmi Beach

Floors

Units 203

Completion Date 2007



Project ICON South Beach

**Developer** Related

**Architect** Michael Graves

Address 450 Alton Rd.

Project Area Miami Beach

Floors 35, 40

Units 290

Completion Date 2005



**Project** The Setai

**Developer** Setai Group

Architect Alayo & Denniston

Address 101 20th St.

Project Area Miami Beach

Floors

Units 163

Completion Date 2004



Project Faena House

**Developer** Faena Group

**Architect** Foster + Partners

Address 3315 Collins Ave.

Project Area Miami Beach

Floors 16

Units

Completion Date 2015



Project Edition

**Developer** Ian Schrager

Architect John Pawson

Address 2901 Collins Ave.

Project Area Miami Beach

Floors 11

Units 26

Completion Date 2014



Project The St. Regis

**Developer** Starwood

Architect Sieger-Suarez

**Address** 9701, 9703, & 9705 Collins Ave.

Project Area Miami Beach

Floors 24

Units 268

Completion Date 2012



**Project** Marea Miami Beach

**Developer** Related

**Architect** Sieger-Suarez

Address 801 S Pointe Dr.

Project Area Miami Beach

Floors

Units

Completion Date 2015



**Project**South Pointe Towers

**Developer** John A. Hinson

Architect

Address 400 South Pointe Dr.

Project Area Miami Beach

Floors 25

Units

Completion Date 1987



**Project** Murano Grande

**Developer** Related

**Architect** Sieger-Suarez

Address 400 Alton Rd.

Project Area Miami Beach

Floors

25, 31, 37

Units 270

Completion Date



**Project** Murano Portofino

**Developer** Related

**Architect** Sieger-Suarez

Address 1000 S. Pointe Dr.

Project Area Miami Beach

Floors 17, 28, 37

Units

Completion Date 2002



Project W Hotel/Residences

**Developer** Tristar, Related, Starwood

Architect Nichols Brosch & Costas Kondylis

Address 2201 Collins Ave.

Project Area Miami Beach

Floors

Units 511

Completion Date 2008



Project One Hotel & Homes

**Developer** LeFrak and Starwood Capital

Architect HKS Inc. & Kobi Karp

Address 102 24th St.

Project Area Miami Beach

Floors 17

Units

Completion Date



Project

**Developer** Terra Group

**Architect** Rene Gonzalez

Address 120 Ocean Dr.

Project Area Miami Beach

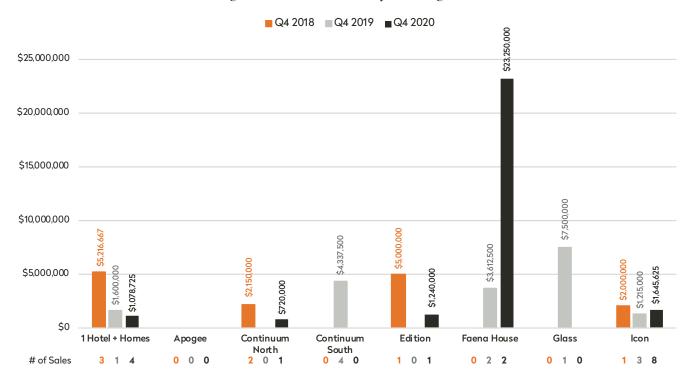
Floors

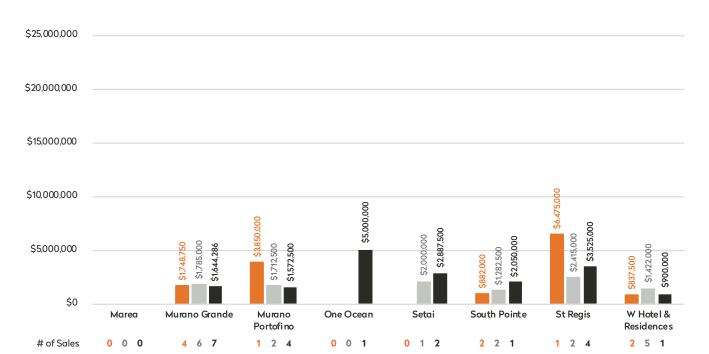
Units

Completion Date

#### Year Over Year Sales

#### Average Closed Sales Price by Building and Year



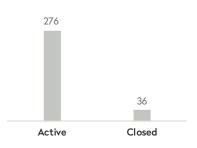


\$111,564,900

## Condo Resales

# Q4 2020 (Oct-Dec) Sales Market Snapshot

Total # of Active & Closed Units



| Condo Mix   | # Sold | Sales Share | Med. Sales Price |
|-------------|--------|-------------|------------------|
| Studio      | 2      | 6%          | \$810,000        |
| 1 - bedroom | 7      | 19%         | \$1,200,000      |
| 2 - bedroom | 16     | 44%         | \$1,345,000      |
| 3 - bedroom | 7      | 19%         | \$3,900,000      |
| 4 - bedroom | 2      | 6%          | \$23,250,000     |
| 5 - bedroom | 2      | 6%          | \$1,575,000      |

**Total Sales Volume** 

## **Closed Sales**

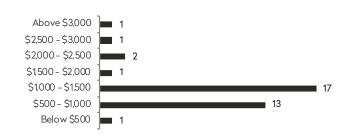
| Average Sale Price                 | \$3,099,025 |
|------------------------------------|-------------|
| Average Sale Price Per Square Foot | \$1,272     |
| Median Sale Price                  | \$1,575,000 |
| Median Sale Price Per Square Foot  | \$1,111     |
| Number of Sales (Closed)           | 36          |
| Days on Market                     | 189         |

| Days on Market                            | 189         |
|---|-------------|
| <b>Active Listings</b>                    |             |
| Average List Price                        | \$4,836,813 |
| Average List Price Per Square Foot        | \$2,027     |
| Median List Price                         | \$3,285,000 |
| Median List Price Per Square Foot         | \$1,934     |
| Listing Inventory (Active)                | 276         |
| Listing Discount From Original List Price | 13%         |
| Absorption Period (Months)                | 23.0        |

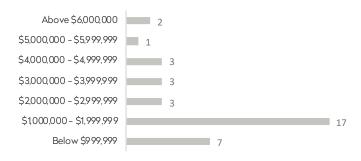




#### Number of Sales by PPSF



#### Number of Sales By Absolute Dollar Amount



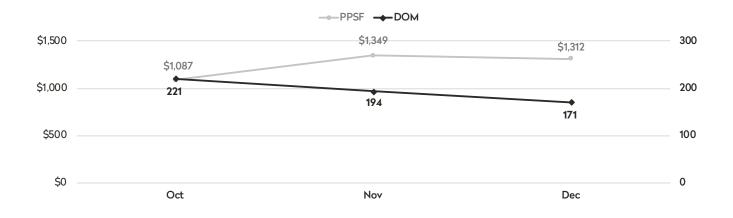
#### Q4 2020 (Oct-Dec) Sales

## Average PPSF and # of Closed Units by Month



From October to December, the number of sales increased by 10 sales and the average price per SQFT increased by \$224 dollars.

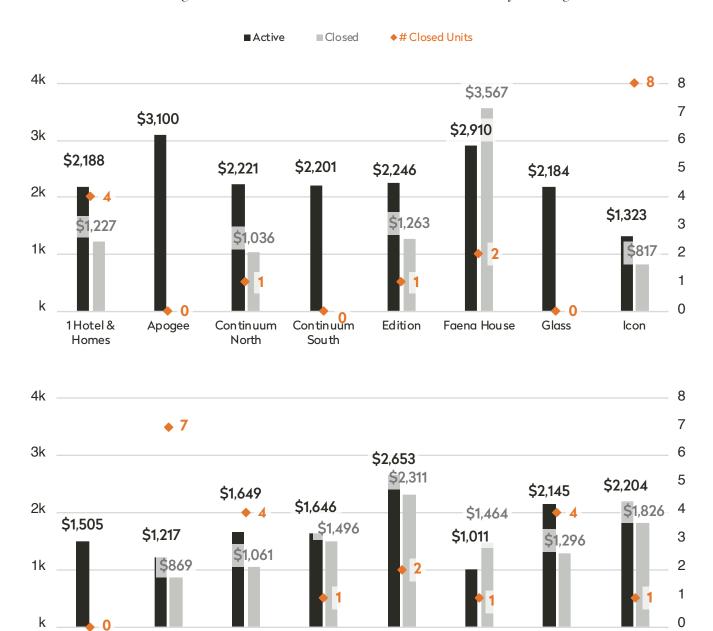
#### Average \$PSF and DOM by Month



The average Days on Market decreased 50 days, from October to December.

#### Q4 2020 (Oct-Dec) Sales

## Average Active & Closed \$PSF and Total # of Units Sold by Building



Marea

Murano

Grande

Murano

Portofino

One Ocean

Setai

South Pointe

Towers

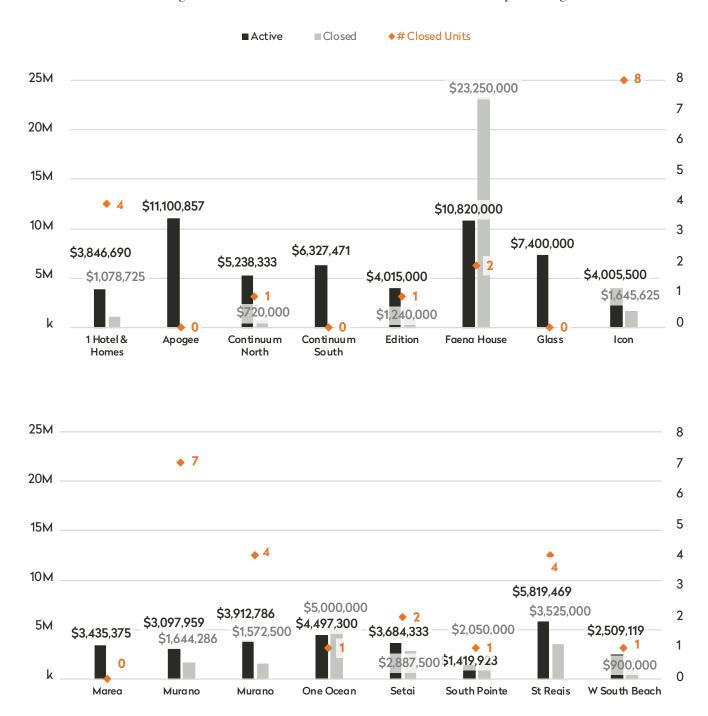
St Regis

W South

Beach

#### Q4 2020 (Oct-Dec) Sales

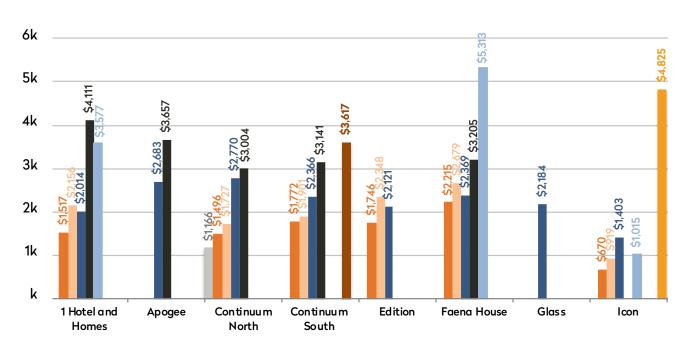
## Average Active & Closed **Price** and Total # of Units Sold by Building

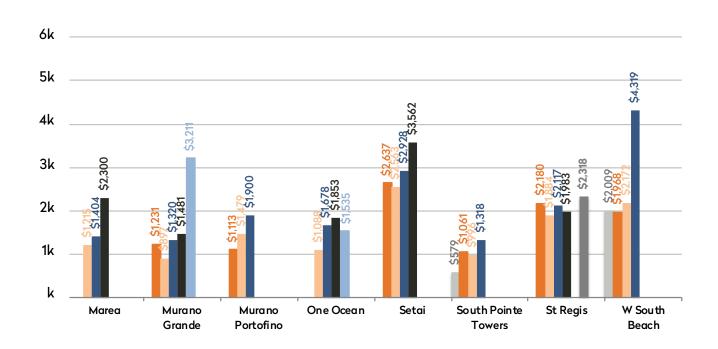


#### Q4 2020 (Oct-Dec) Sales

## Average Active PPSF by Building and Unit Type



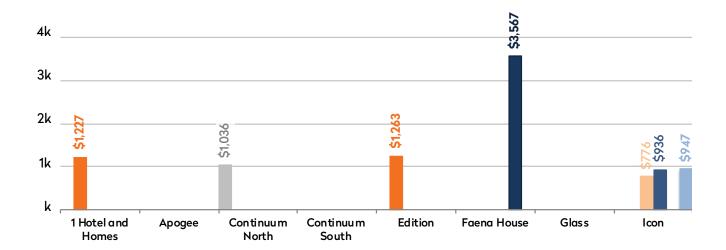


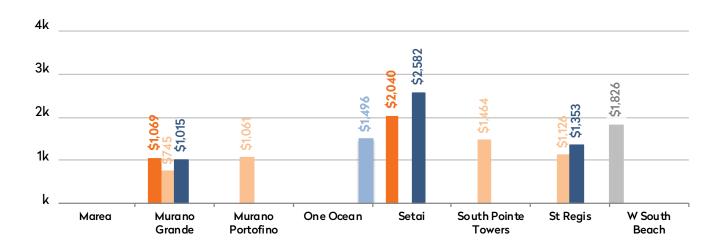


#### Q4 2020 (Oct-Dec) Sales

#### Average Closed PPSF by Building and Unit Type

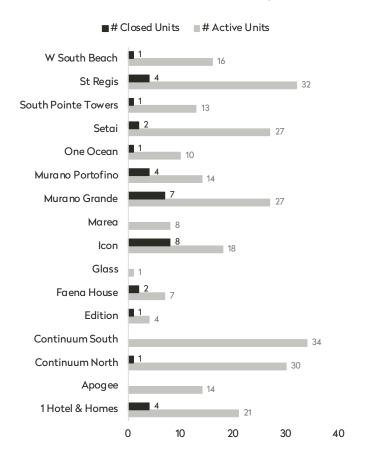






## Q4 2020 (Oct-Dec) Sales

## Total # of Active and Closed Units by Building



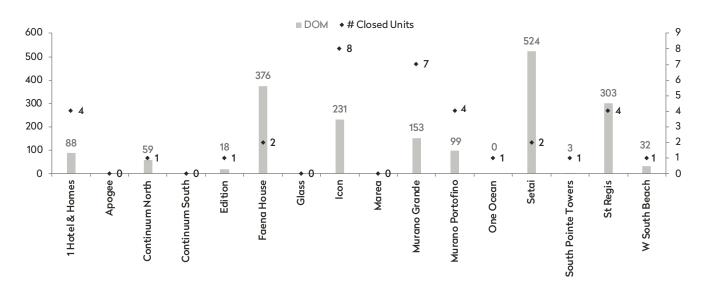
Of the 16 comparable condominiums noted, 12 had sales in Q4 2020 (75%).

lcon held the highest number of closings at  $8\,\mathrm{sales}$ .

Continuum South held the highest number of active inventory at 34 listings.

One Ocean held the lowest average Days on Market at O days.

#### Average Days On Market and Total # of Units Sold by Building



#### Q4 2020 (Oct-Dec) Sales

#### Average Active & Closed \$PSF and # of Units Sold by Unit Type



Two bedroom units continue to hold the highest number of closings at 16 sales.

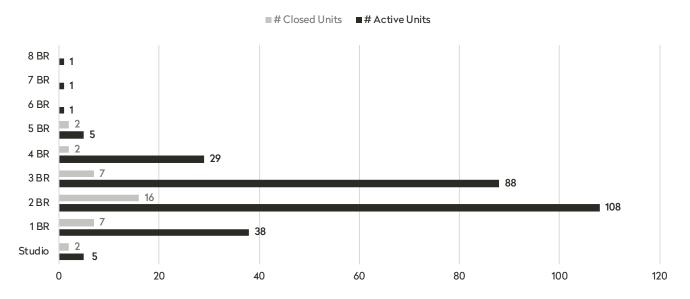
Two bedroom units hold an average sales price of \$1,402,813 and a closed price per SQFT of \$904.

## Average Active & Closed **Price** and Total # of Units Sold by Unit Type



#### Q4 2020 (Oct-Dec) Sales

#### Total # of Active and Closed Units by Unit Type

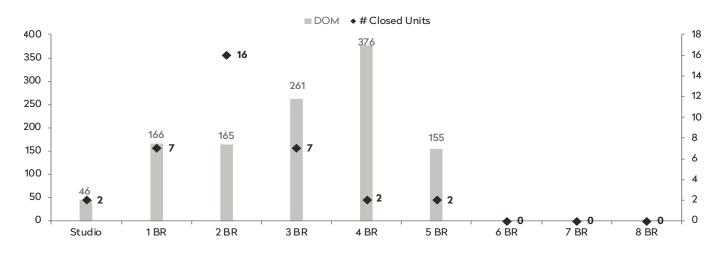


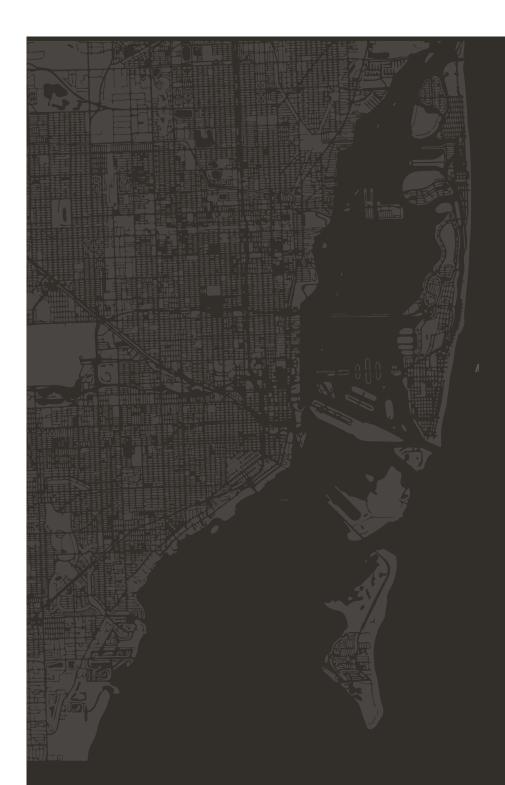
Two bedroom units continue to hold the highest active inventory at 108 listings.

Four bedroom units hold the highest Days on Market at  $376\,\mathrm{days}$ .

Studio units hold the lowest average Days on Market at 46 days.

#### Average Days On Market and Total # of Units Sold by Unit Type





# Brown Harris Stevens

Q4 2020 Miami Beach Luxury Condo Report

bhsmiami.com

#### Continuum

40 S Pointe Dr, Suite 110 Miami Beach, FL 33139 t: 305.695.1111

#### **Sunset Harbour**

1820 Bay Road Miami Beach, FL 33139 t: 305.726.0100

#### **Coconut Grove**

2665 S Bayshore Dr, Suite 100 Miami, FL 33133 t: 305.666.1800

#### South Miami

7500 Red Road, Suite A South Miami, FL 33143 t: 305.662.9975

BHS PARTNERING WORLDWIDE

