

DOWNTOWN MIAMI

MARKET REPORT

JANUARY 2016



READ THIS REPORT BEFORE SELLING, BUYING OR INVESTING!

FEATURING

MARINABLU, 900 BISCAYNE BAY, TEN MUSEUM PARK,
MARQUIS, VIZCAYNE, 50 BISCAYNE, MINT, IVY AND WIND.

DID YOU KNOW THERE ARE **585** UNITS FOR SALE BETWEEN THESE 9 BUILDINGS ALONE?
SELLERS: HOW DO YOU STAND VERSUS YOUR COMPETITION?

- KNOW THE MARKET'S KEY STATISTICS TO MAKE THE RIGHT PRICING DECISIONS
- SEE CURRENTLY FOR SALE, RECENTLY RENTED & ALL SALES DURING PAST 2 YEARS
- ANALYZE CURRENT TRENDS & GET A FEEL FOR THE MARKET'S STRENGTH



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FORTUNE
INTERNATIONAL REALTY

*Statistics taken on February 5th.

SALE STATISTICS PER BUILDING / ESTADISTICAS DE VENTA POR EDIFICIO

BUILDING NAME	TOTAL UNITS	# FOR SALE	% FOR SALE	SOLD 90 DAYS	SOLD 6 MONTHS	SOLD 12 MONTHS	SOLD 18 MONTHS	SOLD 24 MONTHS
MARINABLU	516	49	9.5%	4	14	35	51	70
900 BISCAYNE BAY	516	79	15.3%	7	18	33	62	85
TEN MUSEUM PARK	200	31	15.5%	3	7	19	29	35
MARQUIS	306	39	12.7%	7	10	19	27	42
50 BISCAYNE	523	53	10.1%	5	18	37	55	73
VIZCAYNE	849	131	15.4%	5	13	22	29	39
MINT	530	76	14.3%	10	16	29	37	52
IVY	504	75	14.9%	6	10	26	41	66
WIND	489	52	10.6%	5	14	29	45	70
AVERAGE	493	65	13.2%	6	13	28	42	59
TOTAL	4,433	585		52	120	249	376	532

12 MONTH SALES: AVERAGES PER BUILDING / VENTAS 12 MESES: PROMEDIOS POR EDIFICIO

BUILDING NAME	AVERAGE LIST PRICE	AVERAGE LP\$/Ft ²	AVERAGE SALE PRICE	AVERAGE SP\$/Ft ²	AVERAGE SP\$/LP\$	AVERAGE DAYS ON MARKET
MARINABLU	\$529,666	\$467	\$502,029	\$445	95.4%	127
900 BISCAYNE BAY	\$873,509	\$582	\$818,576	\$549	94.4%	199
TEN MUSEUM PARK	\$499,011	\$464	\$467,953	\$434	93.9%	136
MARQUIS	\$1,199,409	\$621	\$1,123,474	\$578	93.2%	190
50 BISCAYNE	\$475,888	\$412	\$452,578	\$393	95.4%	146
VIZCAYNE	\$373,763	\$404	\$340,500	\$369	92.4%	201
MINT	\$742,854	\$408	\$634,448	\$386	94.8%	179
IVY	\$383,627	\$352	\$369,115	\$339	96.4%	151
WIND	\$347,434	\$340	\$330,032	\$323	96.1%	131

12 MONTH SALES: MEDIANS PER BUILDING / VENTAS 12 MESES: MEDIAS POR EDIFICIO

BUILDING NAME	MEDIAN LIST PRICE	MEDIAN LP\$/Ft ²	MEDIAN SALE PRICE	MEDIAN SP\$/Ft ²	MEDIAN SP\$/LP\$	MEDIAN DAYS ON MARKET
MARINABLU	\$439,000	\$461	\$420,000	\$442	96.1%	104
900 BISCAYNE BAY	\$569,000	\$570	\$550,000	\$533	94.0%	99
TEN MUSEUM PARK	\$470,000	\$454	\$445,000	\$421	94.7%	102
MARQUIS	\$858,000	\$618	\$800,000	\$566	94.0%	84
50 BISCAYNE	\$429,500	\$409	\$425,000	\$392	95.7%	96
VIZCAYNE	\$327,500	\$392	\$305,000	\$363	94.9%	168
MINT	\$445,000	\$414	\$430,000	\$389	96.7%	135
IVY	\$389,500	\$352	\$372,500	\$338	96.2%	76
WIND	\$349,900	\$360	\$335,000	\$349	96.2%	104



MARINABLU

49 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	4	4	3,099	\$5,490,000	\$739
LOW	1	1	833	\$365,000	\$432
AVERAGE			1,229.38	\$753,324	\$537
MEDIAN			1,315	\$609,900	\$526

CLOSED SALES	# OF UNITS	CHANGE
30 days	1	
60 days	2	1
90 days	4	2
6 months	14	10
12 months	35	21
18 months	51	16
24 months	70	19



CLOSED SALES LAST 12 MONTHS: **35 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	3	3	2,192	\$1,299,000	\$620	\$1,100,000	\$579	100	622
LOW	1	1	833	\$295,000	\$380	\$287,500	\$375	84.68	11
AVERAGE			1,127.51	\$529,666	\$467	\$502,029	\$445	95.39	126
MEDIAN			982	\$439,000	\$461	\$420,000	\$442	96.05	104

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
1 Bdrm Unfurnished	9	\$2,405	\$2,328	36
1 Bdrm Furnished	1	\$2,500	\$2,500	73
2 Bdrm Unfurnished	3	\$3,333	\$3,167	30
2 Bdrm Furnished	1	\$3,500	\$3,350	13
3 Bdrm Unfurnished	0	\$0	\$0	0
3 Bdrm Furnished	0	\$0	\$0	0
4 Bdrm Unfurnished	0	\$0	\$0	0
4 Bdrm Furnished	0	\$0	\$0	0
Total Unfurnished	12			
Total Furnished	2			
Total Units	14			



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900 BISCAYNE BAY

79 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	5	5	4,784	\$5,700,000	\$1,255
LOW	1	1	912	\$429,900	\$463
AVERAGE			1,555.18	\$1,059,961	\$671
MEDIAN			1,579	\$796,500	\$590

CLOSED SALES	# OF UNITS	CHANGE
30 days	2	
60 days	5	3
90 days	7	2
6 months	18	11
12 months	33	15
18 months	62	29
24 months	85	23



CLOSED SALES LAST 12 MONTHS: **33 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	4	4	3,793	\$3,450,000	\$910	\$3,150,000	\$830	100	1,834
LOW	1	2	912	\$430,000	\$417	\$405,000	\$393	90.09	3
AVERAGE			1,452.82	\$873,509	\$582	\$818,576	\$549	94.44	199
MEDIAN			1,047	\$569,000	\$570	\$550,000	\$533	93.99	99

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
1 Bdrm Unfurnished	2	\$2,700	\$2,600	49
1 Bdrm Furnished	4	\$3,200	\$3,125	81
2 Bdrm Unfurnished	1	\$3,750	\$3,500	110
2 Bdrm Furnished	2	\$4,550	\$4,400	45
3 Bdrm Unfurnished	0	\$0	\$0	0
3 Bdrm Furnished	2	\$7,400	\$5,800	6
4 Bdrm Unfurnished	0	\$0	\$0	0
4 Bdrm Furnished	1	\$14,500	\$14,000	147
Total Unfurnished	3			
Total Furnished	9			
Total Units	12			



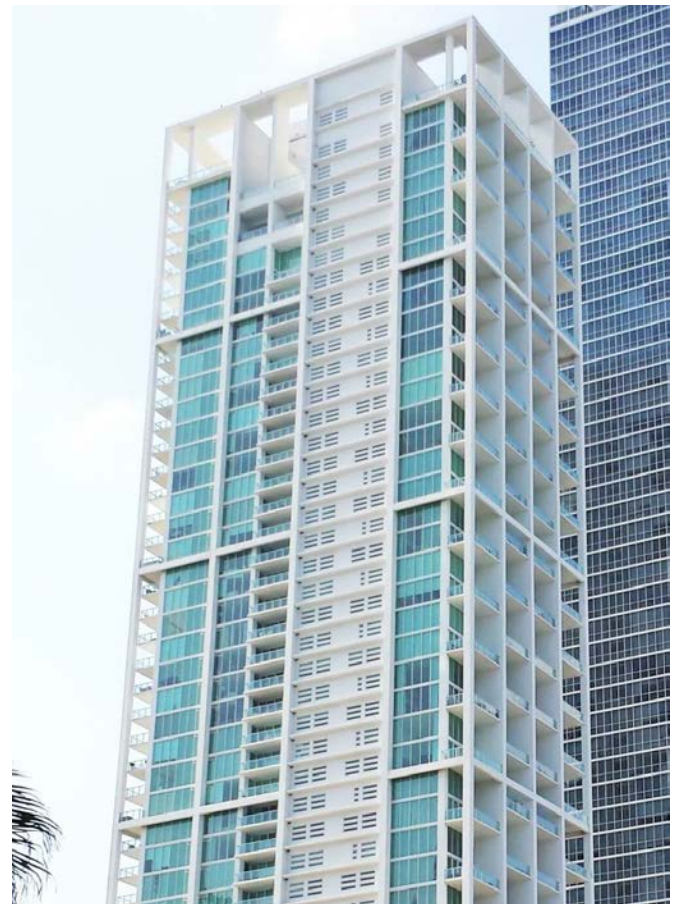
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TEN MUSEUM PARK

31 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	3	3	2,566	\$2,095,000	\$720
LOW	1	1	808	\$345,000	\$410
AVERAGE			1,407.86	\$839,058	\$526
MEDIAN			1,123	\$565,000	\$483

CLOSED SALES	# OF UNITS	CHANGE
30 days	1	
60 days	2	1
90 days	3	1
6 months	7	4
12 months	19	12
18 months	29	10
24 months	35	6



CLOSED SALES LAST 12 MONTHS: **19 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	2	2	1,906	\$1,100,000	\$577	\$1,000,000	\$525	98.97	539
LOW	1	1	791	\$338,900	\$401	\$325,000	\$392	86.84	29
AVERAGE			1,081.74	\$499,011	\$464	\$467,953	\$434	93.94	136
MEDIAN			1,123	\$470,000	\$454	\$445,000	\$421	94.72	102

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
1 Bdrm Unfurnished	8	\$2,350	\$2,250	33
1 Bdrm Furnished	3	\$2,350	\$2,267	85
2 Bdrm Unfurnished	6	\$3,275	\$3,175	46
2 Bdrm Furnished	0	\$0	\$0	0
3 Bdrm Unfurnished	1	\$5,600	\$5,500	53
3 Bdrm Furnished	0	\$0	\$0	0
4 Bdrm Unfurnished	0	\$0	\$0	0
4 Bdrm Furnished	0	\$0	\$0	0
Total Unfurnished	15			
Total Furnished	3			
Total Units	18			



MARQUIS

39 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	5	5	9,200	\$18,500,000	\$656
LOW	1	2	1,477	\$649,000	\$477
AVERAGE			2,045.16	\$1,878,251	\$557
MEDIAN			1,647	\$899,000	\$541

CLOSED SALES	# OF UNITS	CHANGE
30 days	0	
60 days	5	5
90 days	7	2
6 months	10	3
12 months	19	9
18 months	27	8
24 months	42	15



CLOSED SALES LAST 12 MONTHS: **19 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	4	4	3,800	\$2,995,000	\$848	\$2,900,000	\$807	98.25	1,289
LOW	1	2	1,477	\$665,000	\$434	\$647,000	\$404	83.39	11
AVERAGE			1,970.74	\$1,199,409	\$621	\$1,123,474	\$578	93.19	190
MEDIAN			1,911	\$858,000	\$618	\$800,000	\$566	94.04	84

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
1 Bdrm Unfurnished	1	\$3,900	\$3,500	30
1 Bdrm Furnished	0	\$0	\$0	0
2 Bdrm Unfurnished	7	\$3,840	\$3,840	88
2 Bdrm Furnished	4	\$4,448	\$4,263	73
3 Bdrm Unfurnished	2	\$5,988	\$5,900	58
3 Bdrm Furnished	0	\$0	\$0	0
4 Bdrm Unfurnished	0	\$0	\$0	0
4 Bdrm Furnished	0	\$0	\$0	0
Total Unfurnished	10			
Total Furnished	4			
Total Units	14			



50 BISCAYNE

53 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	3	2	1,789	\$1,500,000	\$545
LOW	0	1	501	\$229,900	\$338
AVERAGE			1,186.34	\$554,618	\$412
MEDIAN			1,256	\$499,000	\$381

CLOSED SALES	# OF UNITS	CHANGE
30 days	1	
60 days	2	1
90 days	5	3
6 months	18	13
12 months	37	19
18 months	55	18
24 months	73	18



CLOSED SALES LAST 12 MONTHS: **37 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	3	2	1,789	\$925,000	\$517	\$885,000	\$495	100	789
LOW	0	1	567	\$195,000	\$312	\$188,500	\$279	85.11	4
AVERAGE			1,121.73	\$475,888	\$412	\$452,578	\$393	95.35	146
MEDIAN			1,256	\$429,500	\$409	\$425,000	\$392	95.67	96

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
Studio Unfurnished	3	\$1,700	\$1,650	11
Studio Furnished	4	\$1,680	\$1,669	46
1 Bdrm Unfurnished	5	\$1,867	\$1,803	73
1 Bdrm Furnished	2	\$2,400	\$2,400	116
2 Bdrm Unfurnished	3	\$3,266	\$3,200	39
2 Bdrm Furnished	2	\$3,200	\$2,750	141
3 Bdrm Unfurnished	1	\$3,550	\$3,200	114
3 Bdrm Furnished	0	\$0	\$0	0
Total Unfurnished	12			
Total Furnished	8			
Total Units	20			

VIZCAYNE

131 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	4	5	4,495	\$3,870,000	\$913
LOW	0	1	491	\$194,900	\$305
AVERAGE			1,137.75	\$577,751	\$464
MEDIAN			978	\$429,000	\$421

CLOSED SALES	# OF UNITS	CHANGE
30 days	0	
60 days	3	3
90 days	5	2
6 months	13	8
12 months	22	9
18 months	29	7
24 months	39	10



CLOSED SALES LAST 12 MONTHS: **22 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	2	2	1,363	\$669,000	\$556	\$580,000	\$456	100	603
LOW	0	1	506	\$195,000	\$304	\$195,000	\$304	58	6
AVERAGE			915	\$373,763	\$404	\$340,500	\$369	92.36	200
MEDIAN			806	\$327,500	\$392	\$305,000	\$363	94.94	167

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
Studio Unfurnished	7	\$1,686	\$1,654	62
Studio Furnished	0	\$0	\$0	0
1 Bdrm Unfurnished	14	\$2,055	\$2,001	66
1 Bdrm Furnished	4	\$2,100	\$2,100	33
2 Bdrm Unfurnished	13	\$2,638	\$2,585	65
2 Bdrm Furnished	6	\$3,067	\$3,033	72
3 Bdrm Unfurnished	2	\$4,538	\$4,275	75
3 Bdrm Furnished	0	\$0	\$0	0
4 Bdrm Unfurnished	0	0	0	0
4 Bdrm Furnished	0	0	0	0
Total Unfurnished	36			
Total Furnished	10			
Total Units	46			



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MINT

76 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	4	4	2,439	\$1,699,900	\$750
LOW	1	1	754	\$310,000	\$352
AVERAGE			1,276.81	\$554,262	\$447
MEDIAN			1,287.50	\$510,000	\$424

CLOSED SALES	# OF UNITS	CHANGE
30 days	4	
60 days	6	2
90 days	10	4
6 months	16	6
12 months	29	13
18 months	37	8
24 months	52	15



CLOSED SALES LAST 12 MONTHS: **29 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	3	3	21,369	\$9,224,000	\$493	\$6,700,000	\$451	100.36	545
LOW	0	0	754	\$278,000	\$336	\$250,000	\$314	72.64	7
AVERAGE			1,765.72	\$742,854	\$408	\$634,448	\$386	94.83	179
MEDIAN			1,110	\$445,000	\$414	\$430,000	\$389	96.7	135

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
1 Bdrm Unfurnished	5	\$2,070	\$2,010	72
1 Bdrm Furnished	1	\$2,300	\$2,400	112
2 Bdrm Unfurnished	8	\$2,887	\$2,788	57
2 Bdrm Furnished	2	\$3,000	\$2,950	6
3 Bdrm Unfurnished	0	\$0	\$0	0
3 Bdrm Furnished	0	\$0	\$0	0
4 Bdrm Unfurnished	0	0	0	0
4 Bdrm Furnished	0	0	0	0
Total Unfurnished	13			
Total Furnished	3			
Total Units	16			



THE IVY

75 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	3	3	2,170	\$1,250,000	\$469
LOW	1	1	722	\$243,000	\$301
AVERAGE			1,123.17	\$420,625	\$381
MEDIAN			1,093	\$395,000	\$374

CLOSED SALES	# OF UNITS	CHANGE
30 days	2	
60 days	4	2
90 days	6	2
6 months	10	4
12 months	26	16
18 months	41	15
24 months	66	25



CLOSED SALES LAST 12 MONTHS: **26 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	3	3	1,662	\$735,000	\$442	\$735,000	\$442	101.52	653
LOW	1	1	722	\$249,900	\$301	\$240,000	\$287	93.77	3
AVERAGE			1,089.88	\$383,627	\$352	\$369,115	\$339	96.36	151
MEDIAN			1,112.50	\$389,500	\$352	\$372,500	\$338	96.23	76

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
1 Bdrm Unfurnished	6	\$1,950	\$1,878	60
1 Bdrm Furnished	0	\$0	\$0	0
2 Bdrm Unfurnished	11	\$2,562	\$2,471	72
2 Bdrm Furnished	0	\$0	\$0	0
3 Bdrm Unfurnished	0	\$0	\$0	0
3 Bdrm Furnished	0	0	0	0
4 Bdrm Unfurnished	0	\$0	\$0	0
4 Bdrm Furnished	0	\$0	\$0	0
Total Unfurnished	17			
Total Furnished	0			
Total Units	17			



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WIND

52 UNITS CURRENTLY FOR SALE

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²
HIGH	3	2	1,385	\$569,000	\$473
LOW	1	1	698	\$259,000	\$350
AVERAGE			957.21	\$371,824	\$394
MEDIAN			935	\$381,000	\$396

CLOSED SALES	# OF UNITS	CHANGE
30 days	2	
60 days	4	2
90 days	5	1
6 months	14	9
12 months	29	15
18 months	45	16
24 months	70	25



CLOSED SALES LAST 12 MONTHS: **29 UNITS**

	BR	BA	Ft ²	LIST PRICE	LP\$/Ft ²	SALE PRICE	SP\$/Ft ²	SP\$/LP\$	DAYS ON MKT
HIGH	4	3	2,085	\$499,000	\$411	\$489,000	\$380	128.93	336
LOW	1	1	588	\$60,500	\$0	\$78,000	\$0	80.95	4
AVERAGE			1,000.39	\$347,434	\$340	\$330,032	\$323	96.14	130
MEDIAN			975	\$349,900	\$360	\$335,000	\$349	96.15	104

RENTED LAST 90 DAYS

UNIT TYPE	# OF UNITS RENTED	AVERAGE LISTING \$	AVERAGE RENTED \$	AVERAGE DAYS ON MARKET
Studio Unfurnished	1	\$1,650	\$1,650	24
Studio Furnished	0	\$0	\$0	0
1 Bdrm Unfurnished	11	\$1,884	\$1,805	34
1 Bdrm Furnished	2	\$2,250	\$2,250	80
2 Bdrm Unfurnished	8	\$2,519	\$2,419	49
2 Bdrm Furnished	2	\$2,700	\$2,500	99
3 Bdrm Unfurnished	0	\$0	\$0	0
3 Bdrm Furnished	0	\$0	\$0	0
4 Bdrm Unfurnished	0	0	0	0
4 Bdrm Furnished	0	0	0	0
Total Unfurnished	20			
Total Furnished	4			
Total Units	24			





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- I believe knowledge and information are the keys to making the right decisions when buying, selling, renting and investing.
- I am passionate about my neighborhood and I love educating people about the fantastic transformation that is happening in Downtown Miami.
- To Buyers & Investors: This is a wonderful time to take advantage of the competitive prices and amazing opportunities available in these early stages of the city's evolution.
- To Sellers I say: Hire a specialist in your area, building and unit. See if your Realtor has a real world strategy to highlight your property and beat its competition fast!

YOU CANNOT AFFORD TO WASTE TIME WITH ORDINARY SHOWINGS.
YOUR HOME NEEDS TO BE EXPOSED TO THE WORLD THE RIGHT WAY.

LET'S MEET, I AM READY & ONLY MINUTES AWAY!



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