



- State of the Market – Data for South Florida
- Median Price – Single Family Homes & Condos
- MIAMI REALTORS® Task Force – Creation & Accomplishments
- Advocacy Efforts

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August 2017 – Condos & Townhouses

Miami-Dade County

Condos & Townhouses (RE-2)	Aug. 2017	Aug. 2016	Percent Change
Closed Sales	1,085	1,150	-5.7%
Median Sales Price	\$225,000	\$215,000	4.7%
Paid in Cash	558	653	-14.5%
New Pending Sales	1,421	1,346	5.6%
New Listings	2,371	2,268	4.5%
Pending Inventory	2,497	2,696	-7.4%
Inventory (Active Listings)	15,030	14,053	7.0%
Months Supply of Inventory	13.6	11.6	17.2%

August 2017 – Single Family Homes Miami-Dade County

Single Family Homes (RE-1)	Aug. 2017	Aug. 2016	Percent Change
Closed Sales	1,073	1,239	-13.4%
Median Sales Price	\$337,500	\$300,000	12.5%
Paid in Cash	251	319	-21.3%
New Pending Sales	1,433	1,381	3.8%
New Listings	1,876	1,784	5.2%
Pending Inventory	2,933	3,278	-10.5%
Inventory (Active Listings)	6,268	6,346	-1.2%
Months Supply of Inventory	5.7	5.7	0.0%

August 2017 – Condos & Townhouses Broward County

Condos & Townhouses (RE-2)	Aug. 2017	Aug. 2016	Percent Change
Closed Sales	1,360	1,522	-10.6%
Median Sales Price	\$156,000	\$144,755	7.8%
Paid in Cash	752	882	-14.7%
New Pending Sales	1,786	1,720	3.8%
New Listings	2,074	2,114	-1.9%
Pending Inventory	3,206	3,293	-2.6%
Inventory (Active Listings)	7,706	8,226	-6.3%
Months Supply of Inventory	5.6	5.8	-3.4%

August 2017 – Single Family Homes Broward County

Single Family Homes (RE-1)	Aug. 2017	Aug. 2016	Percent Change
Closed Sales	1,524	1,658	-8.1%
Median Sales Price	\$350,000	\$325,000	7.7%
Paid in Cash	325	384	-15.4%
New Pending Sales	1,724	1,882	-8.4%
New Listings	1,913	2,016	-5.1%
Pending Inventory	3,133	3,796	-17.5%
Inventory (Active Listings)	5,211	5,394	-3.4%
Months Supply of Inventory	3.8	3.7	2.7%



Area Median Income (AMI)

Miami-Dade County FY 2017 Estimated AMI: \$51,769

Miami-Dade County FY 2016 AMI:

\$48,100

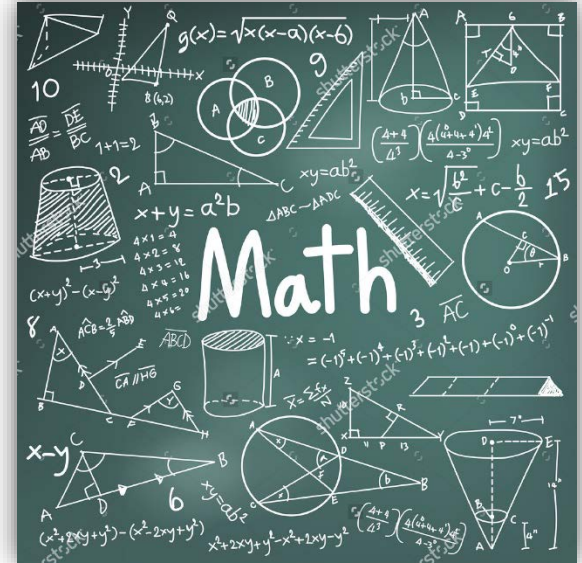
Effective 04/14/2017

What can I afford?

“Housing Experts”

say...

31% AMI



Monthly Housing Expenses: \$1,337.37

**HOUSING
CRISIS**

Existing Inventory

October 11, 2017

AMI for Miami-Dade is \$51,769.

Let's look at active inventory in Miami-Dade County for our workforce.

Target AMI:	80% AMI	120% AMI	140% AMI
Max. Income for 4:	\$60,400	\$90,600	\$105,700
Gross Monthly Income	\$5,033	\$7,550	\$8,808
31% Front-End DTI Ratio	\$1,560	\$2,341	\$2,731
PITIA (Mortgage Limit)	\$190,000	\$310,000	\$350,000

	<u>\$190,000 ↓</u>	<u>\$310,000 ↓</u>	<u>\$350,000 ↓</u>
Single Family Homes	197	994	1,396
Condos & Townhouses	1,971	5,283	6,359

**HOUSING
CRISIS**

Existing Inventory

60% AMI - \$43,000

	<u>\$145,000</u> ↓
Single Family Homes	81
Condos & Townhouses	896

Where is the greater inventory (supply)?



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MIAMI REALTORS®

Condo Financing Task Force

Why FHA?



FHA Loan

\$200,000 Loan

580 = **3.5%**
or Higher FICO Score = Down Payment

**\$7,000
Down**

Lower Than
580 = **10%**
FICO Score = Down Payment

FHA Condo Financing Guidelines

2.1.1	Minimum Number of Units – 2 or more units
2.1.2	Right of First Refusal – Permitted unless it violates discriminatory conduct prohibitions under the Fair Housing Act regulations at 24 CFR part 100.
2.1.3	Non-Residential/Commercial Space - No more than 25 percent of the property’s total floor area in a project or unit can be used for non – residential / commercial purposes (*exceptions may be granted)
2.1.4	Investor Ownership – Up to 50% of the units may be owned by one investor/entity (single or multiple owner entities)
2.1.5	Delinquent Homeowners Association (HOA) Dues - No more than 15 percent of the total units can be in arrears (more than 60 days past due) of their condominium association fee payments (does not include late fees or other administrative expenses). The 15 percent includes all units (occupied, investor, bank-owned, vacant).
2.1.6	<p>Budget / Financial Documents</p> <ul style="list-style-type: none"> • Current year budget for declared phases • Current balance sheet less than 90 days old at the time of submission for project approval • Actual income and expense statement for project • Bank statements may be requested • Include allocations/line items to ensure sufficient funds are available to maintain and preserve all amenities and features unique to the condominium projects; and, • Provide for the funding of replacement reserves for capital expenditures and deferred maintenance in an account representing at least 10 percent of the budget; and, • Provide adequate funding for insurance coverage and deductibles.
2.1.7	Special Assessments - Documentation regarding any special assessments
2.1.8	Pending Litigation - Documentation on any pending litigation
2.1.9	Insurance Requirements - Documentation related to by hazard, flood, liability, fidelity bond/insurance, and other insurance required by state or local condominium laws or acceptable to FHA – Citizens insurance and co-insurance clauses are now accepted.
3.5	Owner-Occupancy Requirement - At least 50% of the units must be owner/occupied.



Special Thanks to the Task Force Members...

Albert Martinez, *Citibank, N.A.*

Alexander Pinder, *EverBank*

Carlos Gutierrez, *Keller Williams Miami Beach, MIAMI Residential President-Elect*

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Lisa Vizcaino, *Royal Homes Realty, Inc.*

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Nick Foley, *Bank of America Home Loans*

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Vivian Macias, *Principal Properties Inc., MIAMI Residential Governor*

FHA Condo Approvals



County Name	No. of Registered Projects	Currently FHA Approved	No. of Units	FHA Approved Units	On Market at \$345K↓
Broward	3,965	5	252,594	1,154	13
Miami-Dade	<u>5,282</u>	<u>9</u>	<u>309,633</u>	<u>2,102</u>	<u>18</u>
	9,247	14	562,227	3,256	31



	Full Review	Limited or Streamlined Review	Florida
Fannie Mae's Limited (B4-2.2-01)	3-5% Down	10% Down	25% Down
Freddie Mac's Streamlined (Sec. 5701.4)	5% Down	10% Down	25% Down

On that same \$200,000 unit, you now need a \$50,000 down payment!