

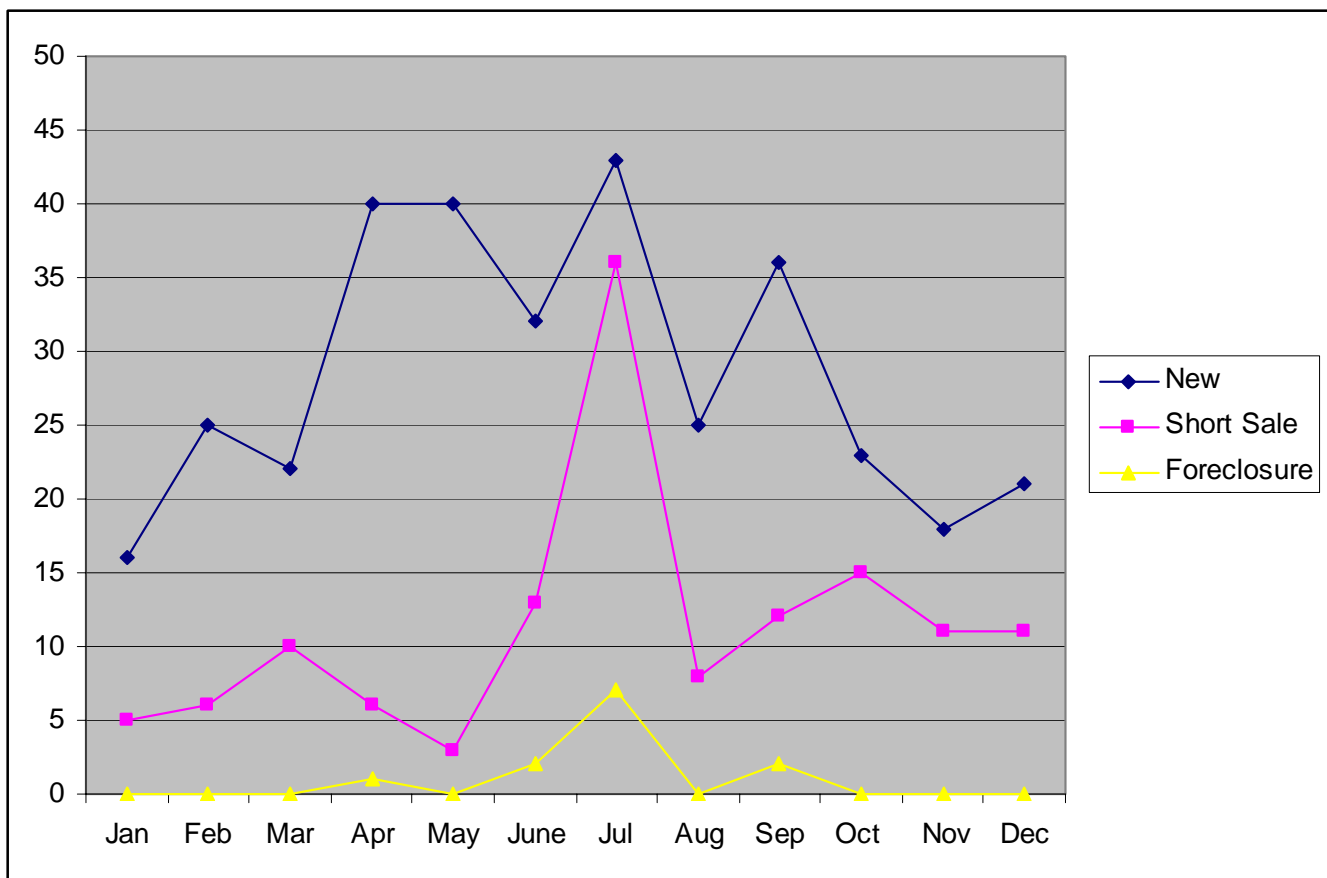


# Downtown Real Estate Activity

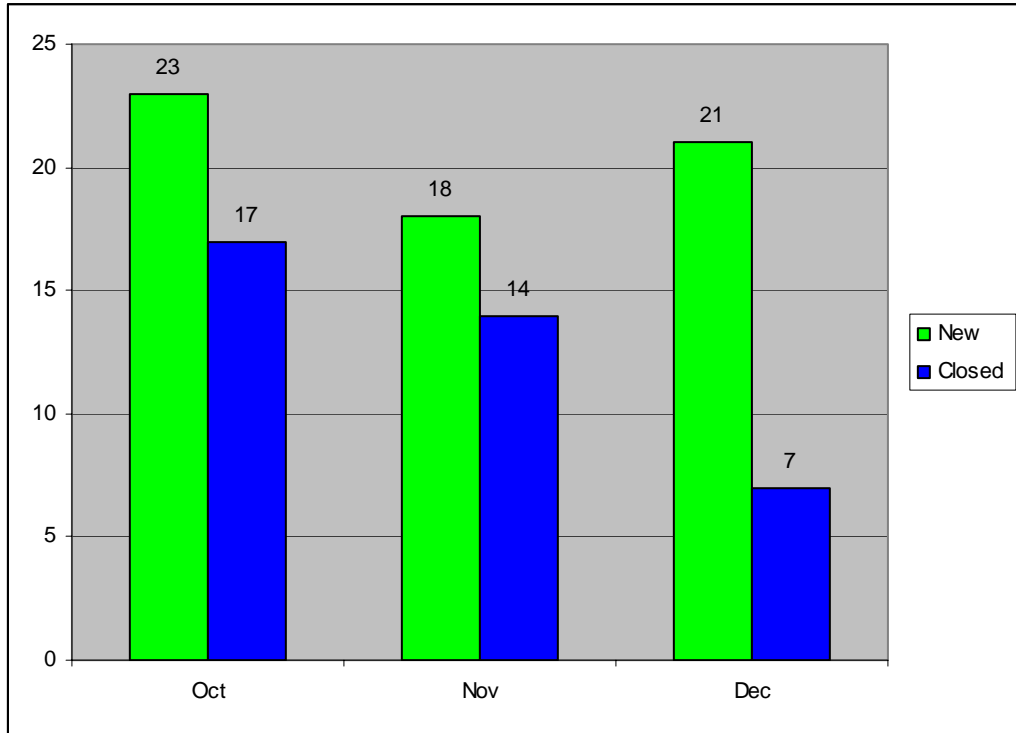
Residential Statistics  
4<sup>th</sup> Quarter 2009

The fourth quarter was a relatively quiet one for downtown residential real estate, although it did experience some impressive gains in the rental market. 440 Flagler has reached full occupancy and its close neighbor, Alexan Solmar, is now 95% leased. As for condo sales, there were less listings and closed sales in the fourth quarter. As shown in the graph below, the major spike in activity for 2009 came in July. Inventory, sales, and foreclosures were highest then, and have since tapered off to levels found earlier in the year. Downtown continues to skirt the national foreclosure trend, with none for the quarter.

Graph 1. Monthly Condominium Listings (1<sup>st</sup>-4<sup>th</sup> Qtrs)



Graph 2. Condo Listing Activity



Graph 2 illustrates that the average number of new listings added to the MLS each month is 20.

### First Generation Units

These original, developer-owned units continued to decline in the fourth quarter. The Foundry reduced its original inventory by five units over the course of the quarter, bringing the total number of first generation units to 146.

Table 1. First Generation Units

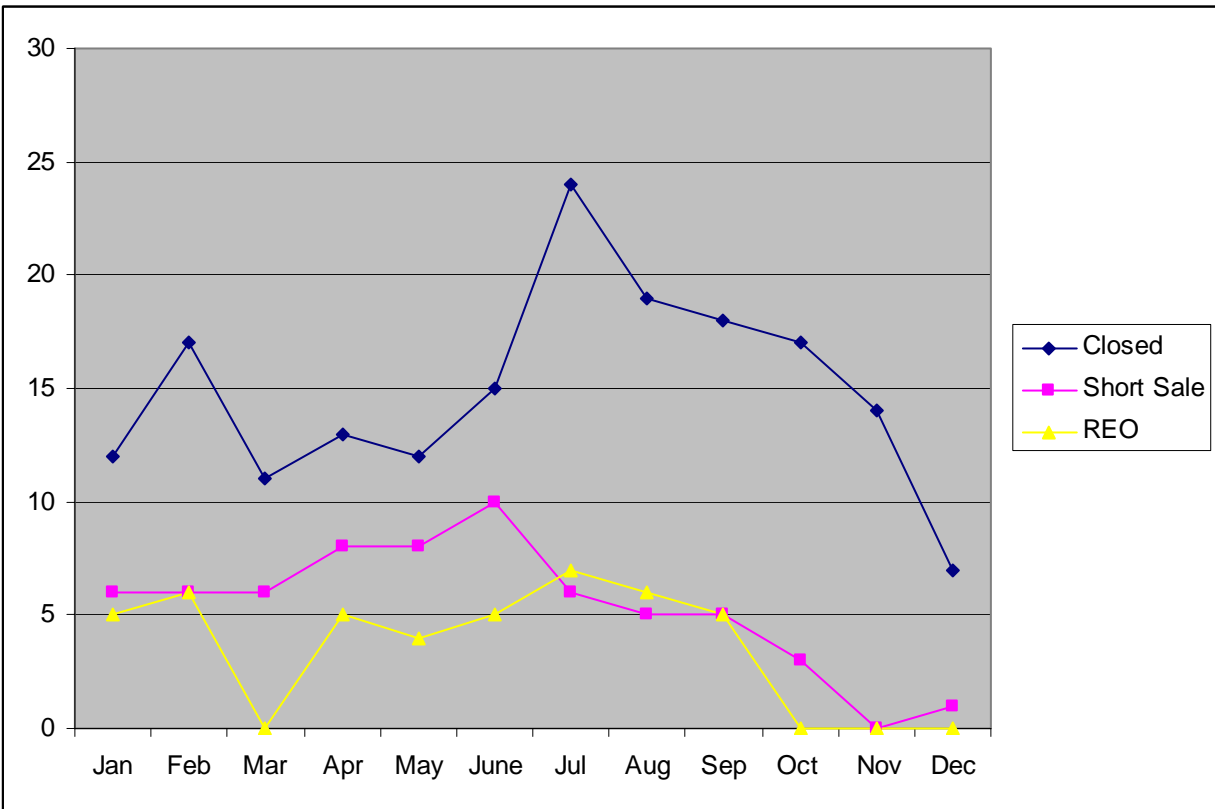
Building	Units	3 <sup>rd</sup> -4 <sup>th</sup> Qtr Change
Las Olas by the River	64	No change
Bamboo Flats	1	No change
Las Olas Riverhouse	3	No change
Sole Condos	4	No change
Strada 315	61	-2
The Foundry	5	-5
The Mill Lofts	8	-1
<b>Total</b>	<b>146</b>	

Table 2. Listing vs. Closing Price Differences

Closing Prices	1st Qtr	% Change	2nd Qtr	% Change	3rd Qtr	% Change	4th Qtr
Average List Price	\$345,876	-16%	\$290,154	+16%	\$338,454	+26%	\$351,886
Average Closing Price	\$316,711	-17%	\$262,154	+6.5%	\$279,280	-27%	\$246,295
Average \$/SF	\$214	-10%	\$192	-9%	\$174.47	-5%	\$166
Average Days on the Market	126	-24%	102	+44%	147	-80%	32.56

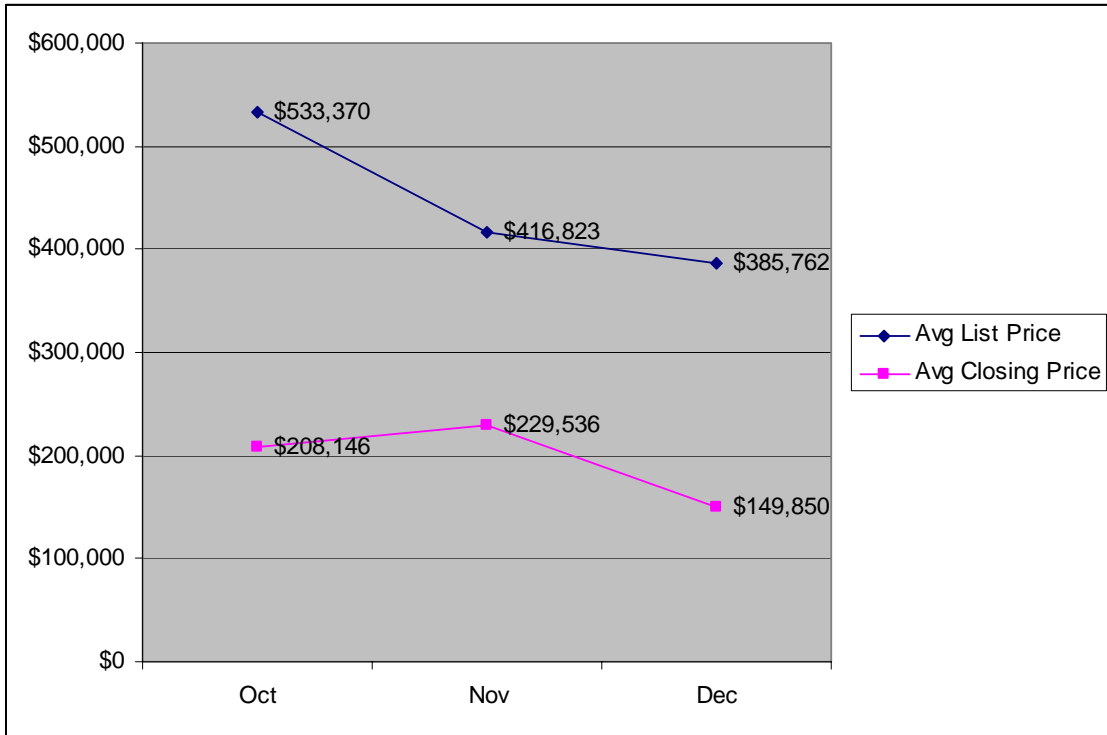
Closing prices fell in the fourth quarter, as shown in the table above. However, the units moved faster on the market than in previous quarters. The average number decreased by 80% from the 3<sup>rd</sup> Quarter.

Graph 3. Closed Sales (1<sup>st</sup>-4<sup>th</sup> Qtr)



The closings in the graph above reflect a similar pattern to the first graph that showed new listings, new REOs and new short sale listing. All listing activity throughout the year formed somewhat of a bell curve that peaked in July and slowed at the end of the year.

Graph 4. Monthly Price Fluctuations

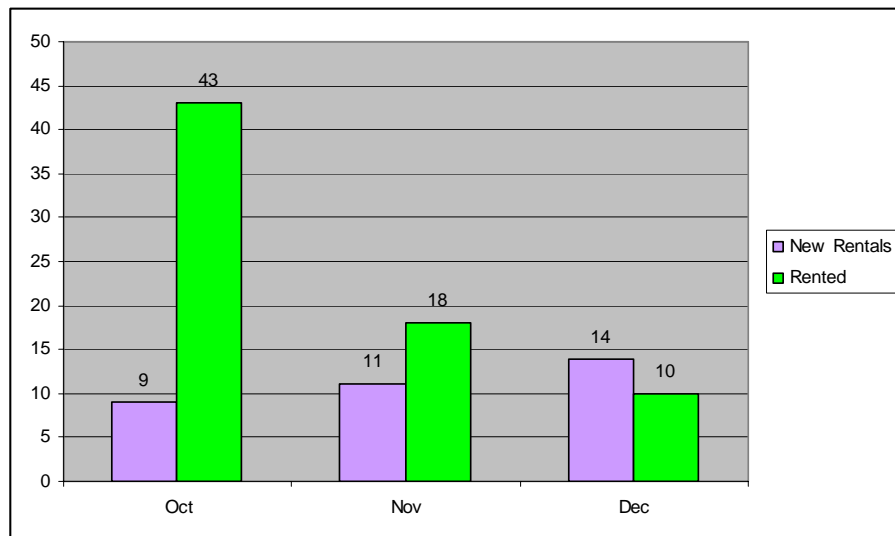


As shown above, there remains a considerable gap between the average list price and the average closing price from month to month. The listing and closing prices were nearly parallel in the way they decreased as the months proceeded.

### Condo Rentals

As with condo sales, condo rentals also slowed down in the fourth quarter, with less new listings and less rented units. While the average list price increased, the actual rent price decreased.

Graph 4. Condo Rental Activity



## Condo Unit Rentals

Rented	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
Total # Units Rented:	96	124	85	71
Average List Price	\$2,177	\$2,015	\$1,832	\$2,057.60
Actual Rent Price:	\$2,092	\$1,904	\$2,045	\$1,794.90
Actual Sale Price/SF:	\$1.60	\$1.50	\$1.68	\$1.63

## Rental-Only Buildings

The majority of these buildings were completed in the last couple years and all have made great strides in occupancy. As mentioned, 440 Flagler opened last spring, and has already reached full occupancy, with Alexan Solmar not far behind. The newly opened Eclipse has added an alternative product to the market with uniquely affordable lease rates based on income tiers that aim for a mixed income community. The rates listed for this building correspond to varying income levels, with the market rate at the top.

Table 3. Rental Building Lease Rates and Occupancy (Current)

Building Name	Location	Total Units	Occupancy	Price Per SqFt	3/2 Rates	2/2 Rates	1/1 Rates	Specials
Camden Las Olas	SE 2 <sup>nd</sup> Street	420	96%	\$1.60- \$1.84	\$2,450- \$2,500	\$1,842- \$2,300	\$1,196- \$1,412	N/A
440 Flagler	440 NE 5 <sup>th</sup> Street	218	100%	\$1.25- \$1.53	\$1,699	N/A	\$1,299	Reduced rates
Alexan Solmar	424 NE 4 <sup>th</sup> Ave	284	88% occupied, 95% leased	\$1.09- \$1.89	\$1,818- \$1,840	\$1,540- \$1,946	\$1,308- \$1,458	2 mths free rent for townhouses
The Exchange	115 NE 3 <sup>rd</sup> Ave.	87	71%	\$2.23- \$2.43	N/A	\$2,760- \$3,200	\$1,700- \$2,589	2-3 mths free rent according to unit
New River Trading Post	400 SW 2 <sup>nd</sup> St.	8	63%	\$1.58- \$1.75	N/A	N/A	\$1,666- \$2,462	N/A
Eclipse	307 NW 1 <sup>st</sup> Ave	101	35%	\$1.25- \$1.60	N/A	\$1,300 \$946 \$429	\$1,100 \$792 \$361	Market rate Mid Level Income Lowest Income

## References:

The preceding information was derived from the Multiple Listing Service provided by Hooper Realty, the Broward County Property Appraiser, and correspondence with local rental building representatives.