

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2021



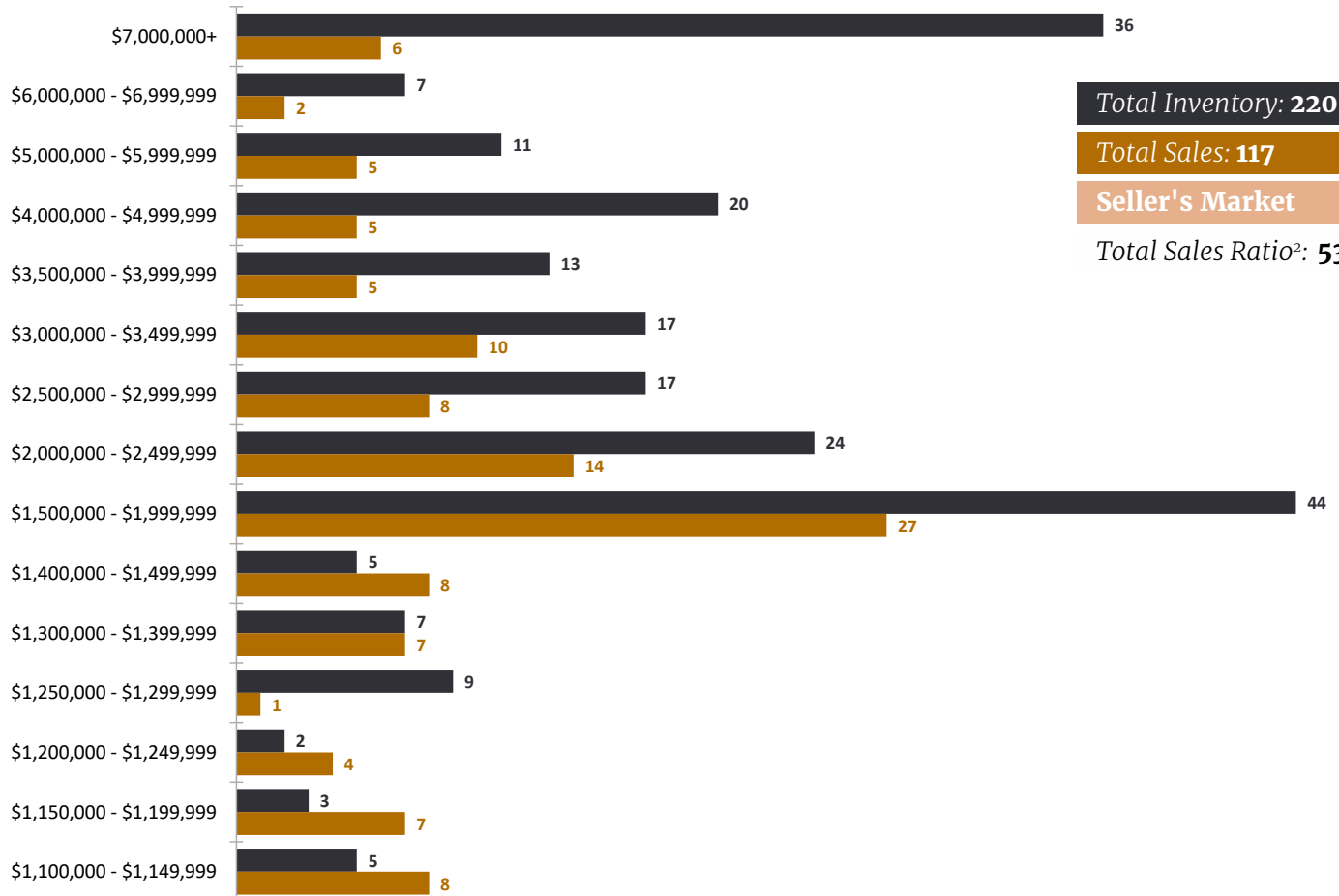
BOCA RATON &
DELRAY BEACH

FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

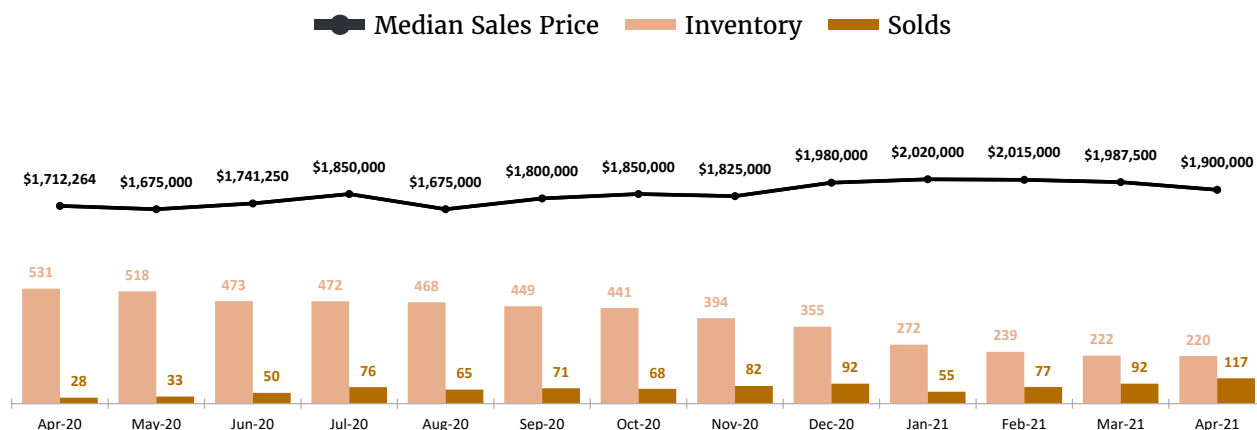
Luxury Benchmark Price¹: **\$1,100,000**Total Inventory: **220**Total Sales: **117**

Seller's Market

Total Sales Ratio²: **53%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$1,437,500	3	2	10	10	100%
3,000 - 3,999	\$1,564,500	4	3	5	23	22%
4,000 - 4,999	\$1,550,000	4	5	21	28	75%
5,000 - 5,999	\$1,400,000	5	5	19	35	54%
6,000 - 6,999	\$1,850,000	5	6	18	30	60%
7,000+	\$3,200,000	6	8	38	92	41%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2020 Apr. 2021

531 220

VARIANCE: -59%

TOTAL SOLD

Apr. 2020 Apr. 2021

28 117

VARIANCE: 318%

SALES PRICE

Apr. 2020 Apr. 2021

\$1.71m \$1.90m

VARIANCE: 11%

SALE PRICE PER SQFT.

Apr. 2020 Apr. 2021

\$355 \$351

VARIANCE: -1%

SALE TO LIST PRICE RATIO

Apr. 2020 Apr. 2021

93.61% 96.34%

VARIANCE: 3%

DAYS ON MARKET

Apr. 2020 Apr. 2021

77 21

VARIANCE: -73%

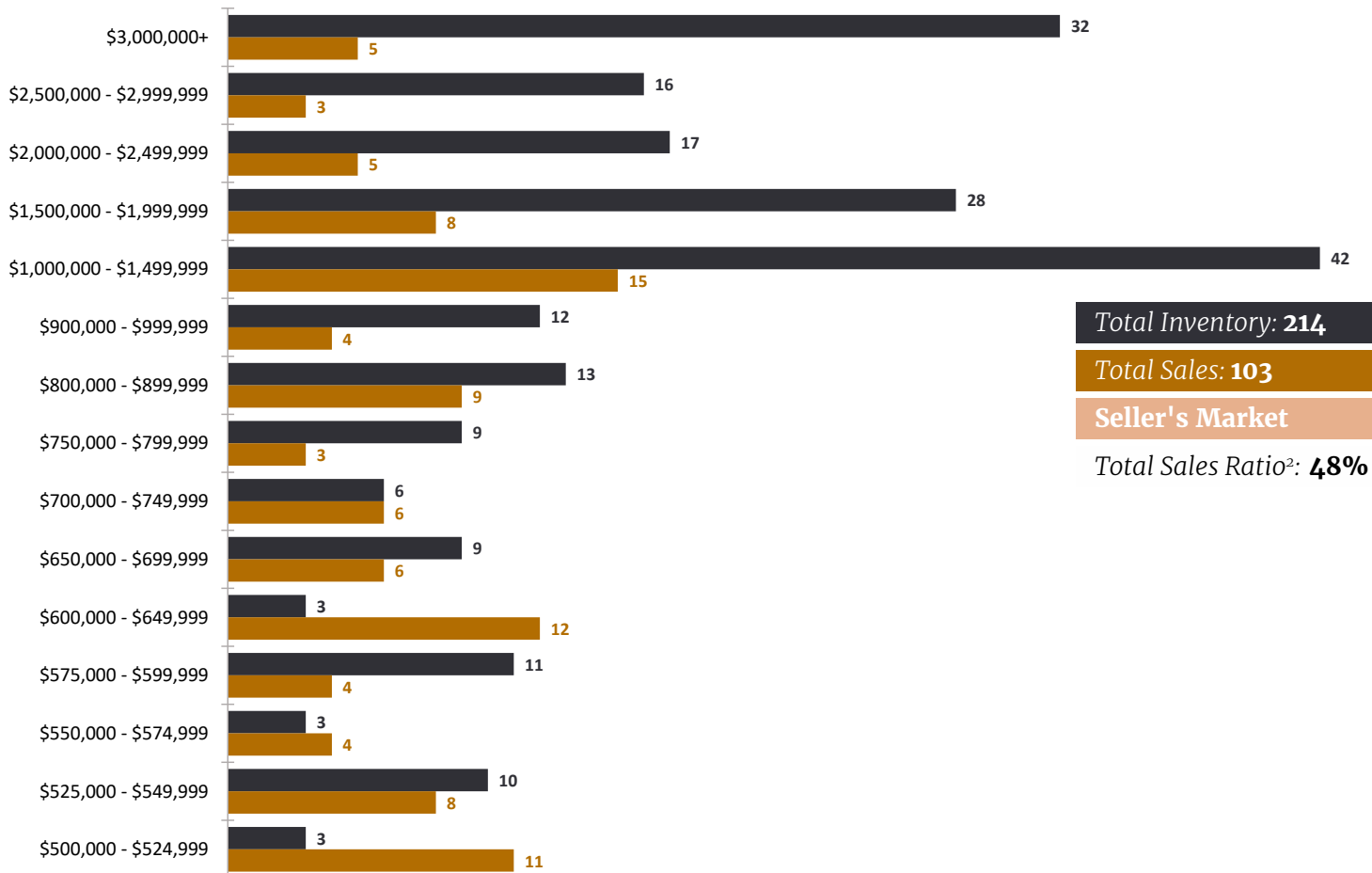
BOCA/DELRAY MARKET SUMMARY | APRIL 2021

- The Boca/Delray single-family luxury market is a **Seller's Market** with a **53% Sales Ratio**.
- Homes sold for a median of **96.34% of list price** in April 2021.
- The most active price band is **\$1,150,000-\$1,199,999**, where the sales ratio is **233%**.
- The median luxury sales price for single-family homes is **\$1,900,000**.
- The median days on market for April 2021 was **21** days, down from **77** in April 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.

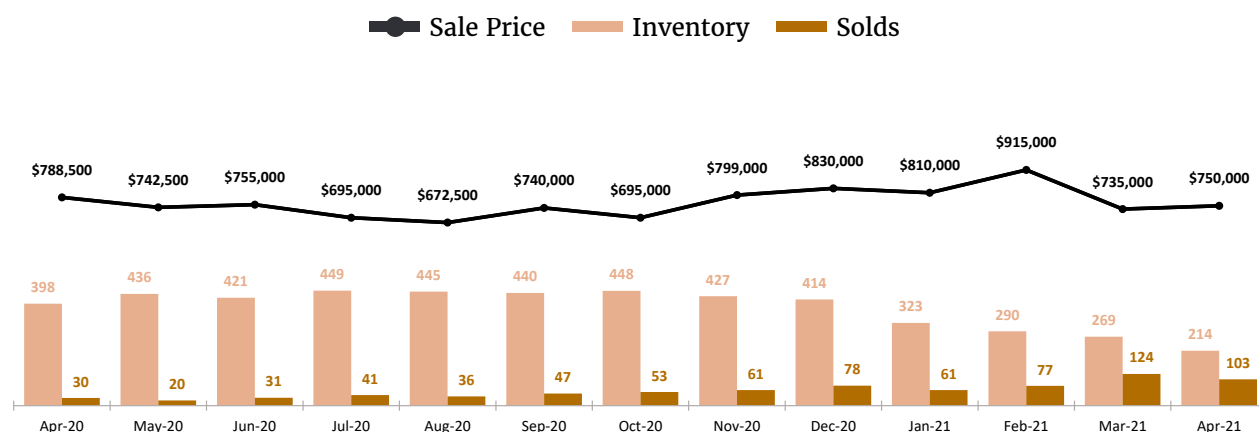
LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

Luxury Benchmark Price¹: \$500,000

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$640,000	2	2	42	68	62%
2,000 - 2,499	\$1,086,935	3	3	12	30	40%
2,500 - 2,999	\$674,000	3	3	14	38	37%
3,000 - 3,499	\$1,195,000	3	3	12	17	71%
3,500 - 3,999	\$1,013,250	4	4	6	19	32%
4,000+	\$2,666,000	4	5	12	29	41%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2020 Apr. 2021

398 214

VARIANCE: -46%

TOTAL SOLDS

Apr. 2020 Apr. 2021

30 103

VARIANCE: 243%

SALES PRICE

Apr. 2020 Apr. 2021

\$789k \$750k

VARIANCE: -5%

SALE PRICE PER SQFT.

Apr. 2020 Apr. 2021

\$417 \$422

VARIANCE: 1%

SALE TO LIST PRICE RATIO

Apr. 2020 Apr. 2021

94.76% 95.99%

VARIANCE: 1%

DAYS ON MARKET

Apr. 2020 Apr. 2021

99 44

VARIANCE: -56%

BOCA/DELRAY MARKET SUMMARY | APRIL 2021

- The Boca/Delray attached luxury market is a **Seller's Market** with a **48% Sales Ratio**.
- Homes sold for a median of **95.99% of list price** in April 2021.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **400%**.
- The median luxury sales price for attached homes is **\$750,000**.
- The median days on market for April 2021 was **44** days, down from **99** in April 2020.

³Square foot table does not account for listings and sells where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.