

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2022



BOCA RATON &
DELRAY BEACH

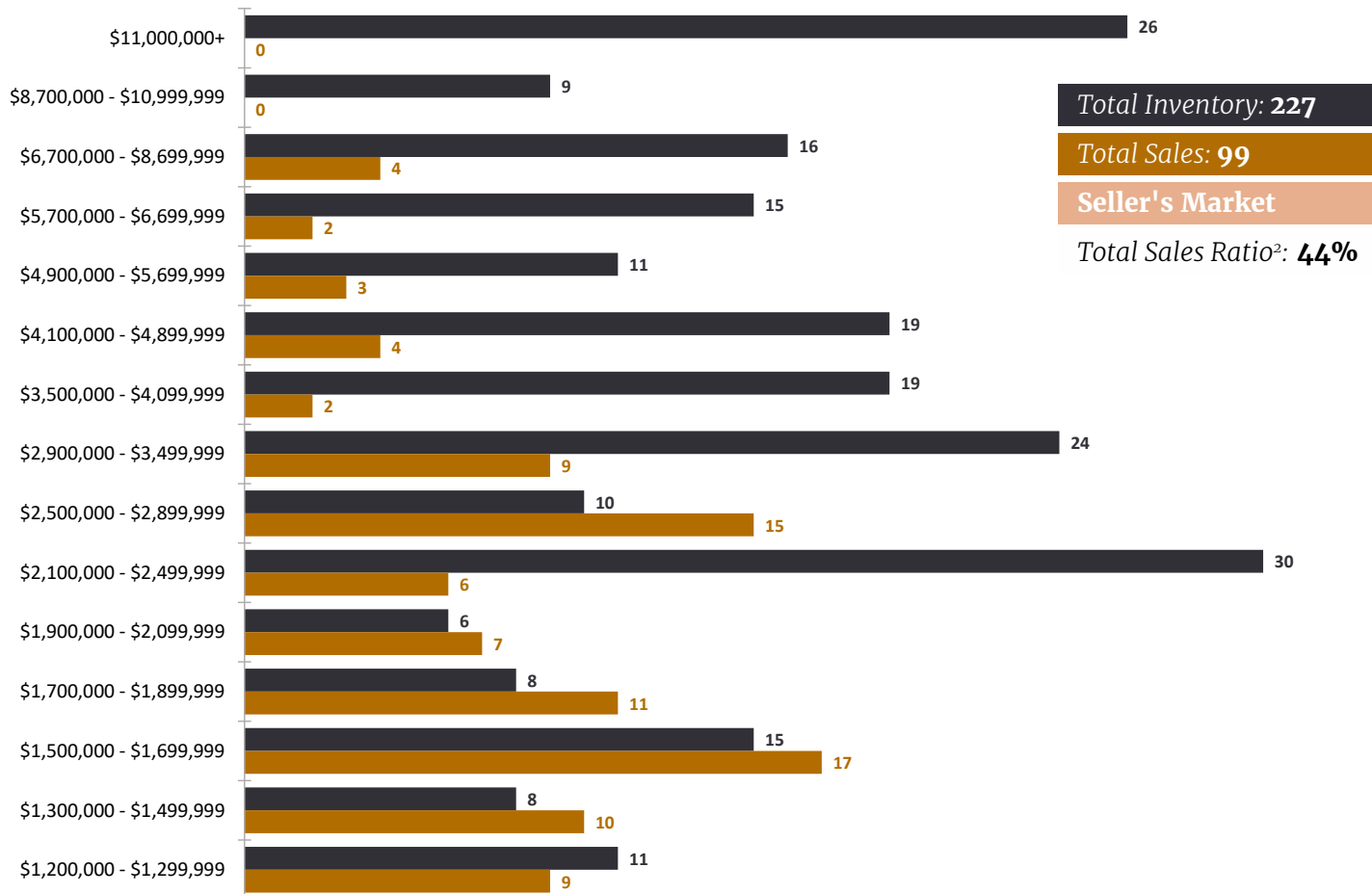
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

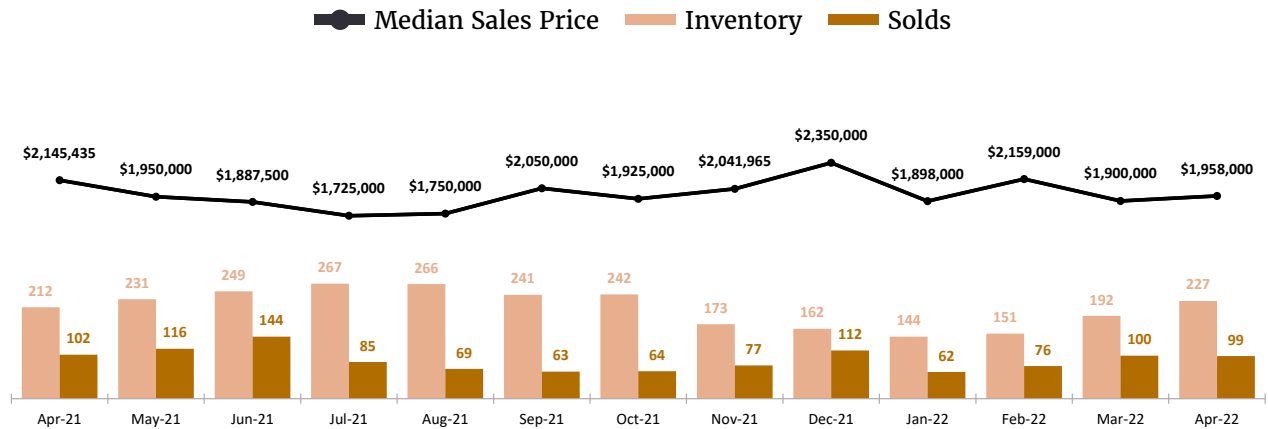
Luxury Benchmark Price¹: **\$1,200,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,681,500	4	3	24	54	44%
3,000 - 3,999	\$1,700,000	4	4	35	45	78%
4,000 - 4,999	\$2,250,000	4	5	21	39	54%
5,000 - 5,999	\$3,212,500	5	7	14	33	42%
6,000 - 6,999	\$6,350,000	6	8	2	17	12%
7,000+	\$5,000,000	6	9	3	36	8%

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. 2021	Apr. 2022
212	227

VARIANCE: **7%**

TOTAL SOLDS

Apr. 2021	Apr. 2022
102	99

VARIANCE: **-3%**

SALES PRICE

Apr. 2021	Apr. 2022
\$2.15m	\$1.96m

VARIANCE: **-9%**

SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
\$379	\$555

VARIANCE: **46%**

SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
96.41%	100.00%

VARIANCE: **4%**

DAYS ON MARKET

Apr. 2021	Apr. 2022
24	7

VARIANCE: **-71%**

BOCA/DELRAY MARKET SUMMARY | APRIL 2022

- The Boca/Delray single-family luxury market is a **Seller's Market** with a **44% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$2,500,000-\$2,899,999**, where the sales ratio is **150%**.
- The median luxury sales price for single-family homes is **\$1,958,000**.
- The median days on market for April 2022 was **7** days, down from **24** in April 2021.

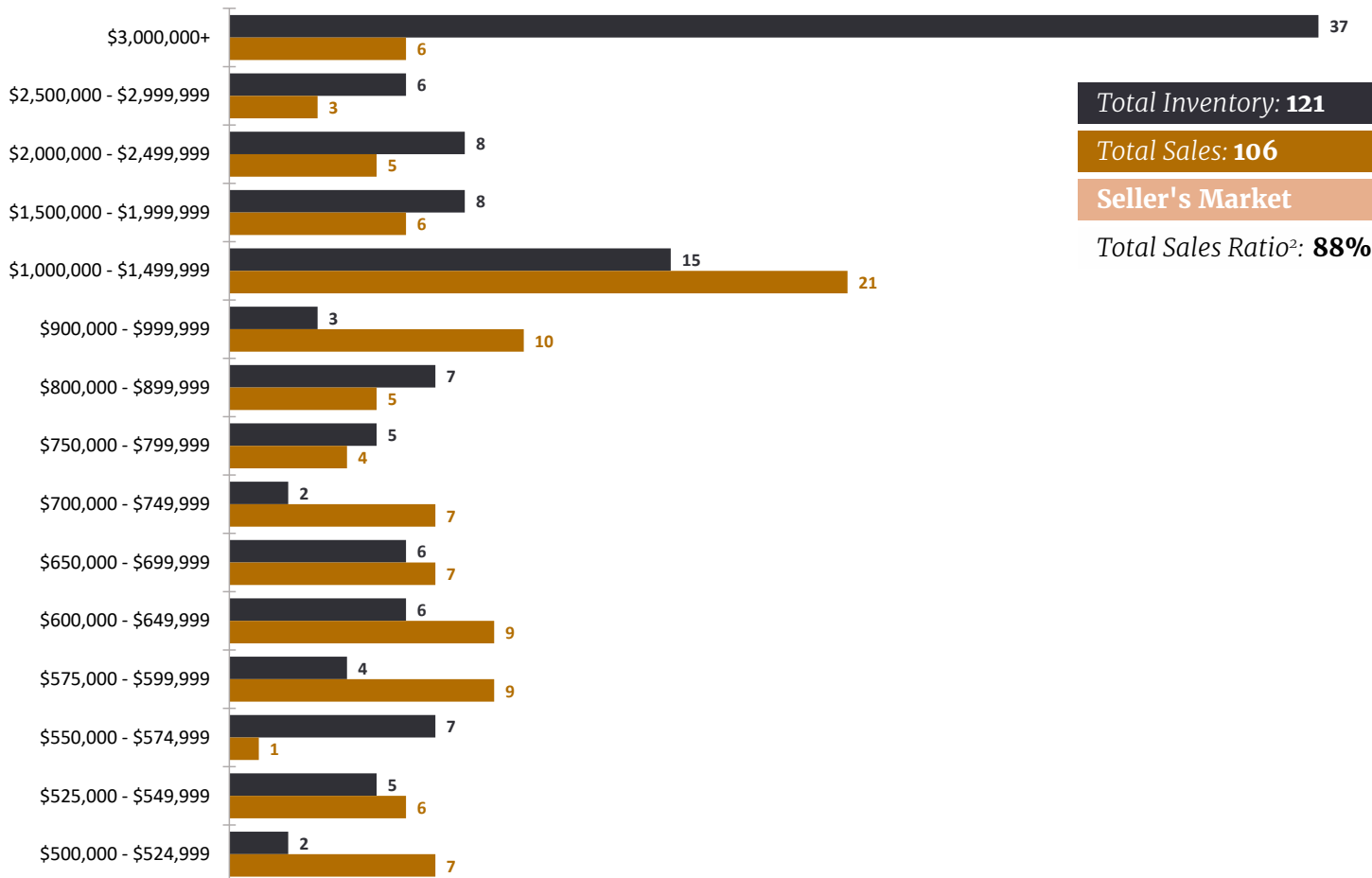
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

Luxury Benchmark Price¹: **\$500,000**



Total Inventory: **121**

Total Sales: **106**

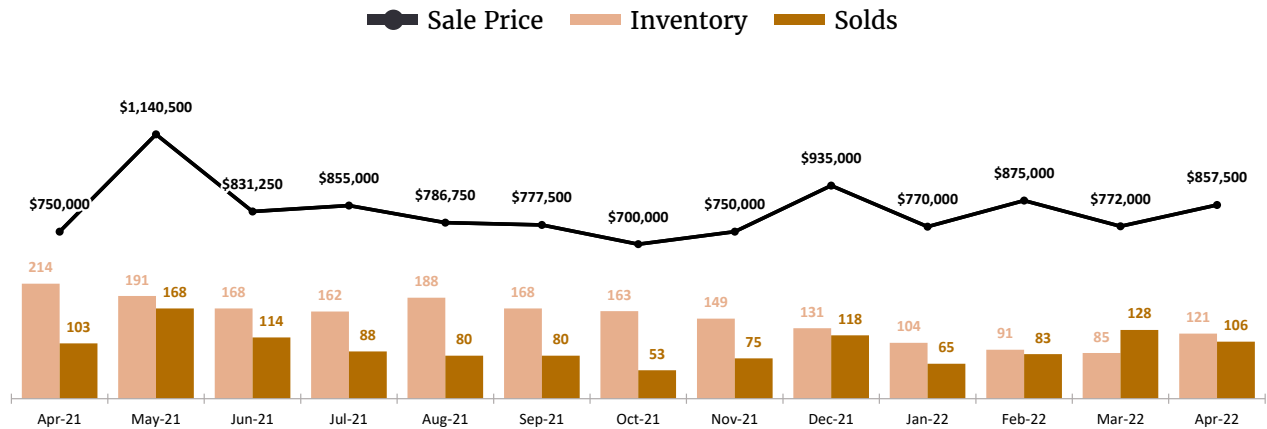
Seller's Market

Total Sales Ratio²: **88%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$699,000	2	2	65	50	130%
2,000 - 2,499	\$907,000	3	3	21	21	100%
2,500 - 2,999	\$1,622,500	3	3	14	13	108%
3,000 - 3,499	\$3,600,000	3	4	3	18	17%
3,500 - 3,999	\$3,650,000	3	5	2	7	29%
4,000+	\$9,400,000	4	7	1	12	8%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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. 2021	Apr. 2022
214	121

VARIANCE: **-43%**

TOTAL SOLDS

Apr. 2021	Apr. 2022
103	106

VARIANCE: **3%**

SALES PRICE

Apr. 2021	Apr. 2022
\$750k	\$858k

VARIANCE: **14%**

SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
\$422	\$487

VARIANCE: **15%**

SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
95.99%	100.00%

VARIANCE: **4%**

DAYS ON MARKET

Apr. 2021	Apr. 2022
44	9

VARIANCE: **-80%**

BOCA/DELRAY MARKET SUMMARY | APRIL 2022

- The Boca/Delray attached luxury market is a **Seller's Market** with an **88% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price bands are **\$500,000-\$524,999** and **\$700,000-\$749,999**, where the sales ratio is **350%**.
- The median luxury sales price for attached homes is **\$857,500**.
- The median days on market for April 2022 was **9** days, down from **44** in April 2021.

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.