


INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2021



BOCA RATON &
DELRAY BEACH

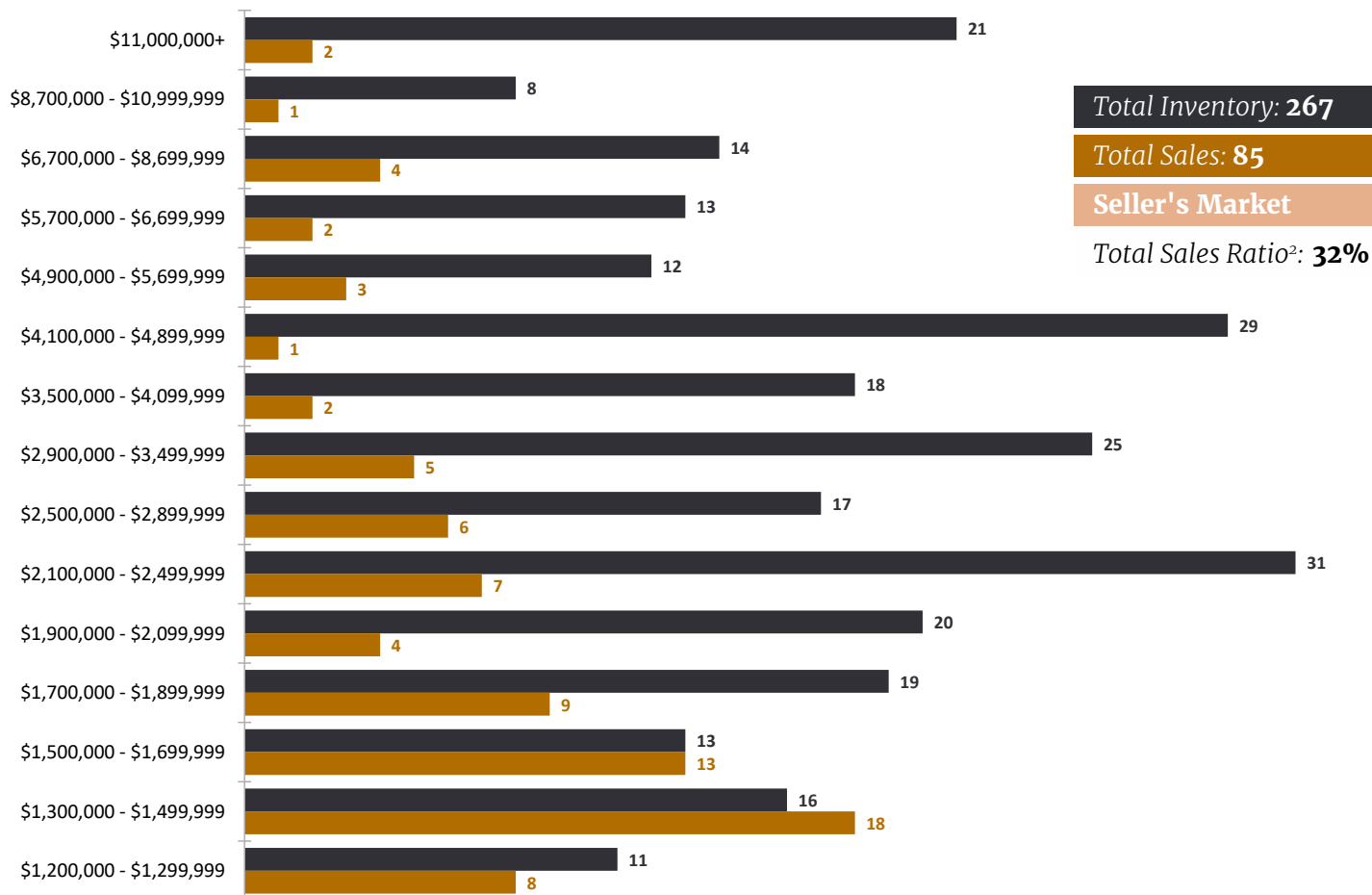
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

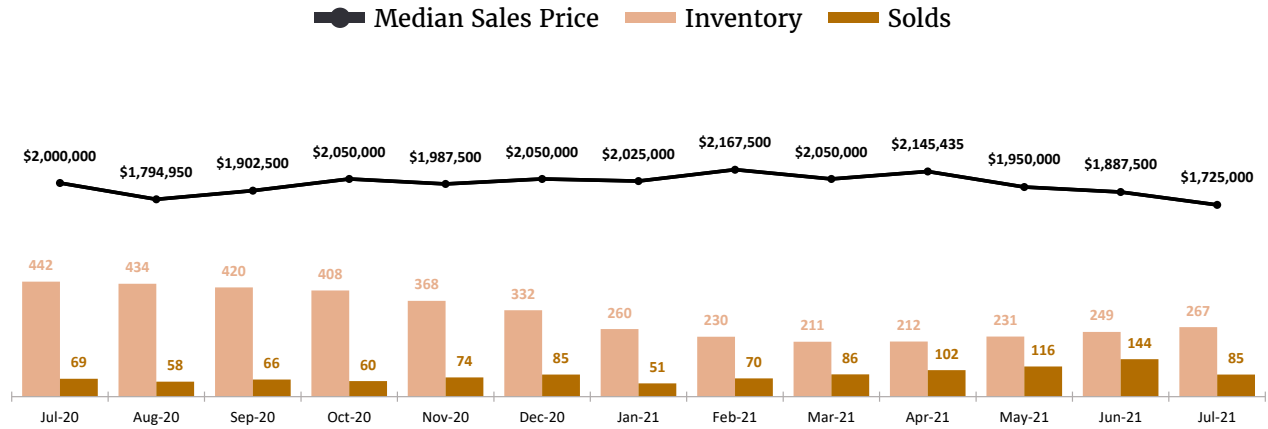
Luxury Benchmark Price¹: **\$1,200,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,330,000	4	3	3	15	20%
3,000 - 3,999	\$1,725,000	4	4	6	19	32%
4,000 - 4,999	\$1,520,000	4	4	22	35	63%
5,000 - 5,999	\$1,505,000	4	5	19	43	44%
6,000 - 6,999	\$1,807,500	5	8	8	34	24%
7,000+	\$3,200,000	6	7	23	109	21%

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 | JULY

TOTAL INVENTORY

Jul. 2020	Jul. 2021
442	267

VARIANCE: -40%

TOTAL SOLDS

Jul. 2020	Jul. 2021
69	85

VARIANCE: 23%

SALES PRICE

Jul. 2020	Jul. 2021
\$2.00m	\$1.73m

VARIANCE: -14%

SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
\$351	\$337

VARIANCE: -4%

SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
93.51%	98.00%

VARIANCE: 5%

DAYS ON MARKET

Jul. 2020	Jul. 2021
86	12

VARIANCE: -86%

BOCA/DELRAY MARKET SUMMARY | JULY 2021

- The Boca/Delray single-family luxury market is a **Seller's Market** with a **32% Sales Ratio**.
- Homes sold for a median of **98.00% of list price** in July 2021.
- The most active price band is **\$1,300,000-\$1,499,999**, where the sales ratio is **113%**.
- The median luxury sales price for single-family homes is **\$1,725,000**.
- The median days on market for July 2021 was **12** days, down from **86** in July 2020.

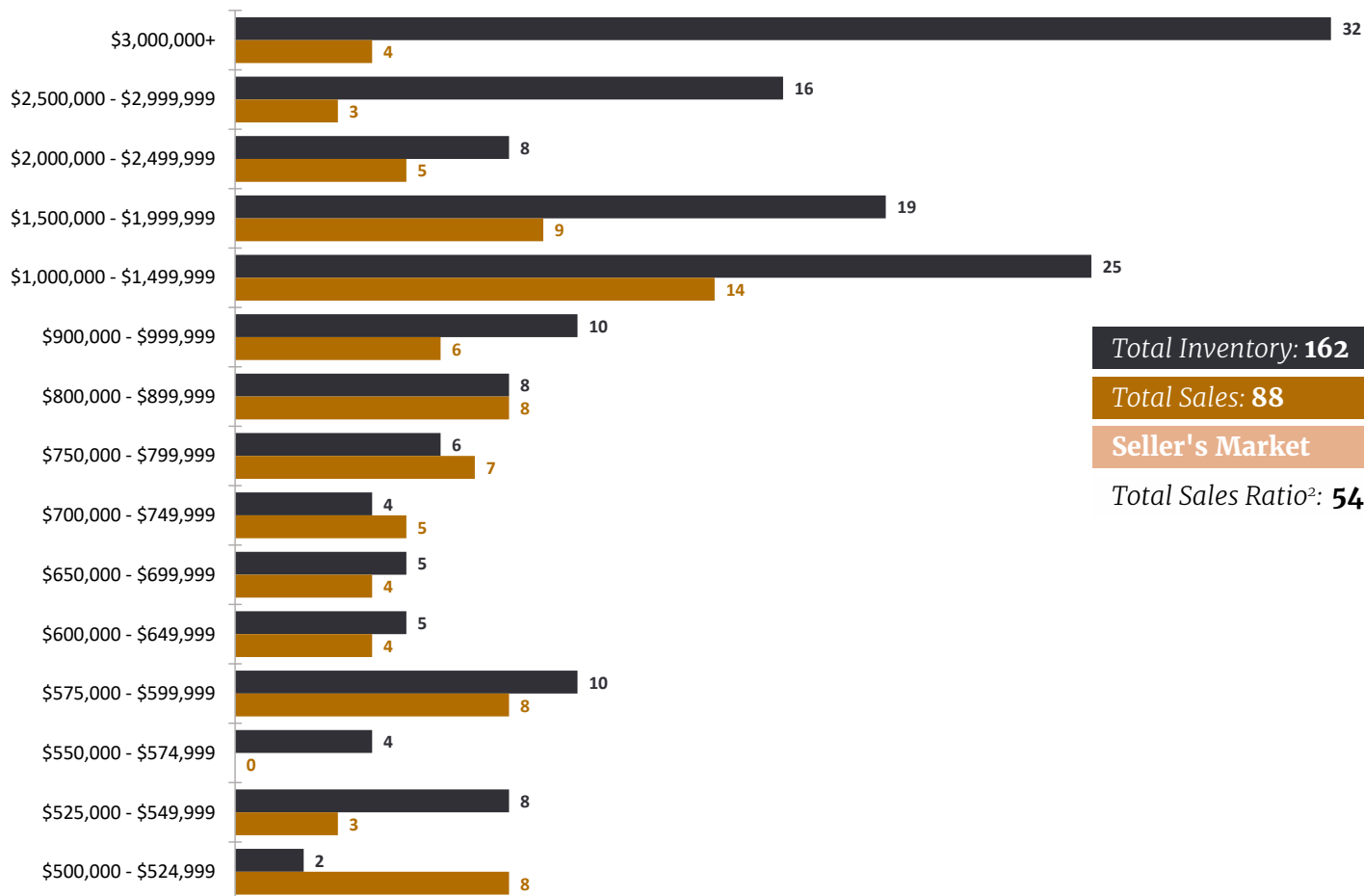
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

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



Total Inventory: **162**

Total Sales: **88**

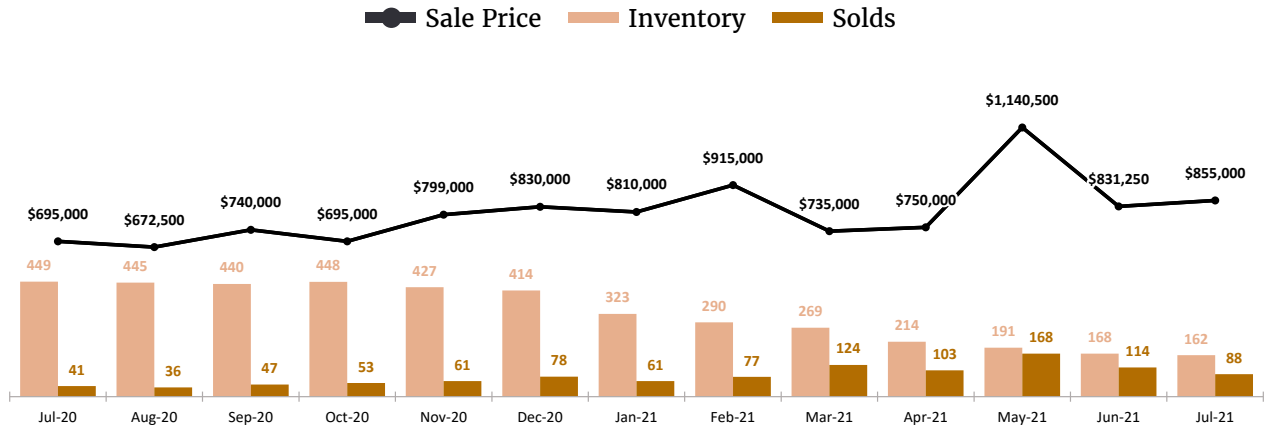
Seller's Market

Total Sales Ratio²: **54%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$770,000	2	2	34	55	62%
2,000 - 2,499	\$850,000	3	3	11	20	55%
2,500 - 2,999	\$872,500	3	3	14	26	54%
3,000 - 3,499	\$1,660,000	3	4	11	13	85%
3,500 - 3,999	\$1,895,000	3	4	3	13	23%
4,000+	\$2,012,500	3	4	8	29	28%

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 | JULY

TOTAL INVENTORY

Jul. 2020 Jul. 2021
449 **162**

VARIANCE: -64%

TOTAL SOLDS

Jul. 2020 Jul. 2021
41 **88**

VARIANCE: 115%

SALES PRICE

Jul. 2020 Jul. 2021
\$695k **\$855k**

VARIANCE: 23%

SALE PRICE PER SQFT.

Jul. 2020 Jul. 2021
\$365 **\$472**

VARIANCE: 29%

SALE TO LIST PRICE RATIO

Jul. 2020 Jul. 2021
95.45% **96.51%**

VARIANCE: 1%

DAYS ON MARKET

Jul. 2020 Jul. 2021
103 **17**

VARIANCE: -83%

BOCA/DELRAY MARKET SUMMARY | JULY 2021

- The Boca/Delray attached luxury market is a **Seller's Market** with a **54% Sales Ratio**.
- Homes sold for a median of **96.51% of list price** in July 2021.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **400%**.
- The median luxury sales price for attached homes is **\$855,000**.
- The median days on market for July 2021 was **17** days, down from **103** in July 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.