

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

OCTOBER  
2021



BOCA RATON &  
DELRAY BEACH  

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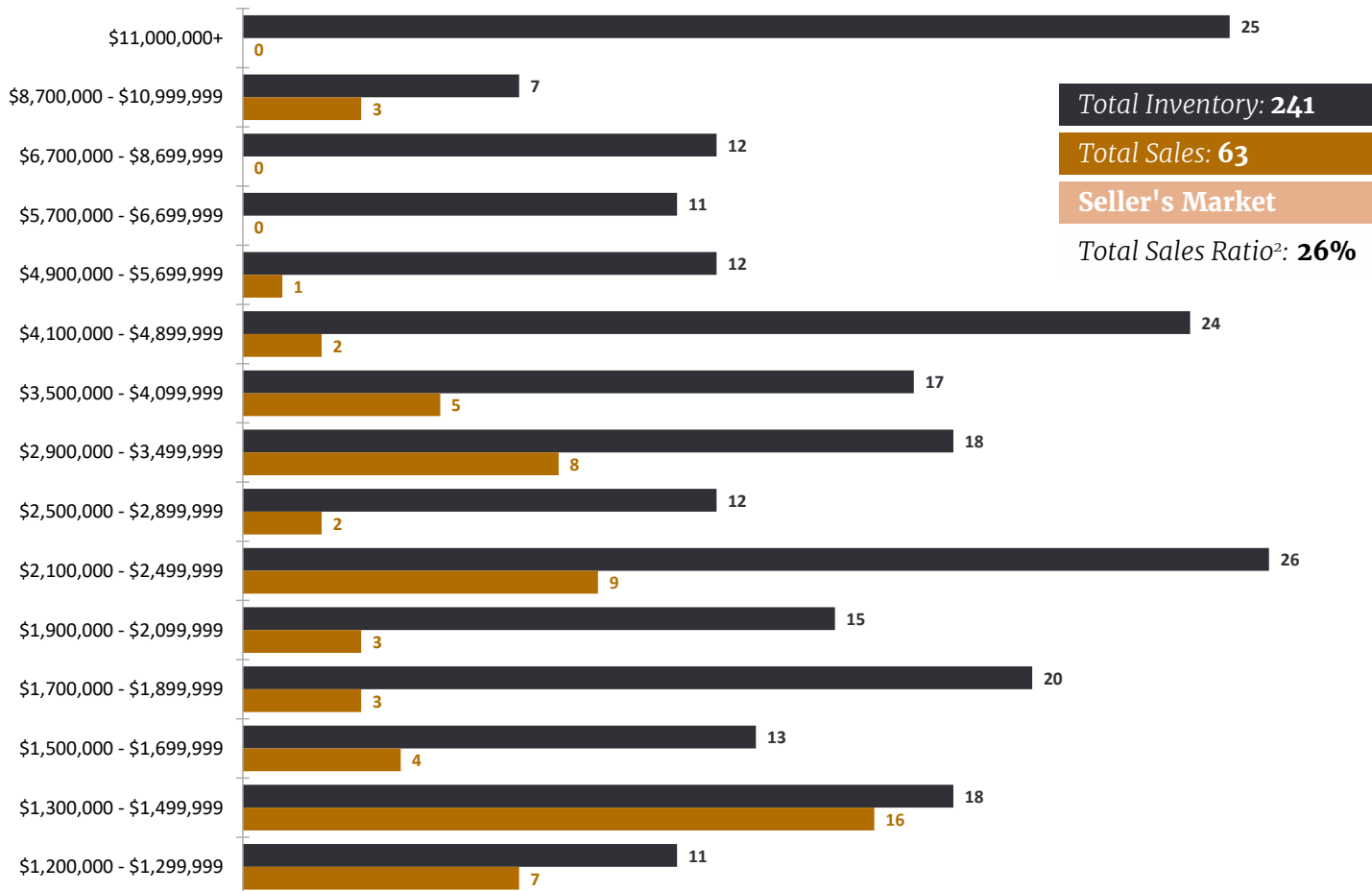
FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

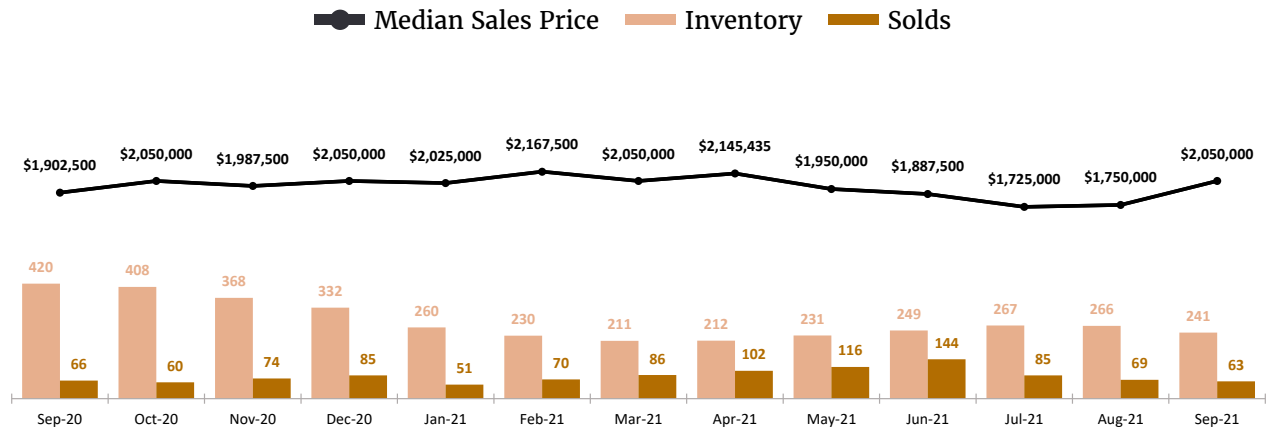
Luxury Benchmark Price<sup>1</sup>: **\$1,200,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,525,000	3	3	8	30	27%
3,000 - 3,999	\$1,456,259	4	5	16	38	42%
4,000 - 4,999	\$1,496,000	5	5	15	46	33%
5,000 - 5,999	\$2,200,000	5	7	11	50	22%
6,000 - 6,999	\$2,791,750	5	7	6	28	21%
7,000+	\$4,025,000	6	8	7	49	14%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | SEPTEMBER

#### TOTAL INVENTORY

Sept. 2020      Sept. 2021

420              241

VARIANCE: -43%

#### TOTAL SOLDS

Sept. 2020      Sept. 2021

66                63

VARIANCE: -5%

#### SALES PRICE

Sept. 2020      Sept. 2021

\$1.90m          \$2.05m

VARIANCE: 8%

#### SALE PRICE PER SQFT.

Sept. 2020      Sept. 2021

\$357             \$454

VARIANCE: 27%

#### SALE TO LIST PRICE RATIO

Sept. 2020      Sept. 2021

93.31%          95.90%

VARIANCE: 3%

#### DAYS ON MARKET

Sept. 2020      Sept. 2021

61                16

VARIANCE: -74%

## BOCA/DELRAY MARKET SUMMARY | SEPTEMBER 2021

- The Boca/Delray single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **95.90% of list price** in September 2021.
- The most active price band is **\$1,300,000-\$1,499,999**, where the sales ratio is **89%**.
- The median luxury sales price for single-family homes is **\$2,050,000**.
- The median days on market for September 2021 was **16** days, down from **61** in September 2020.

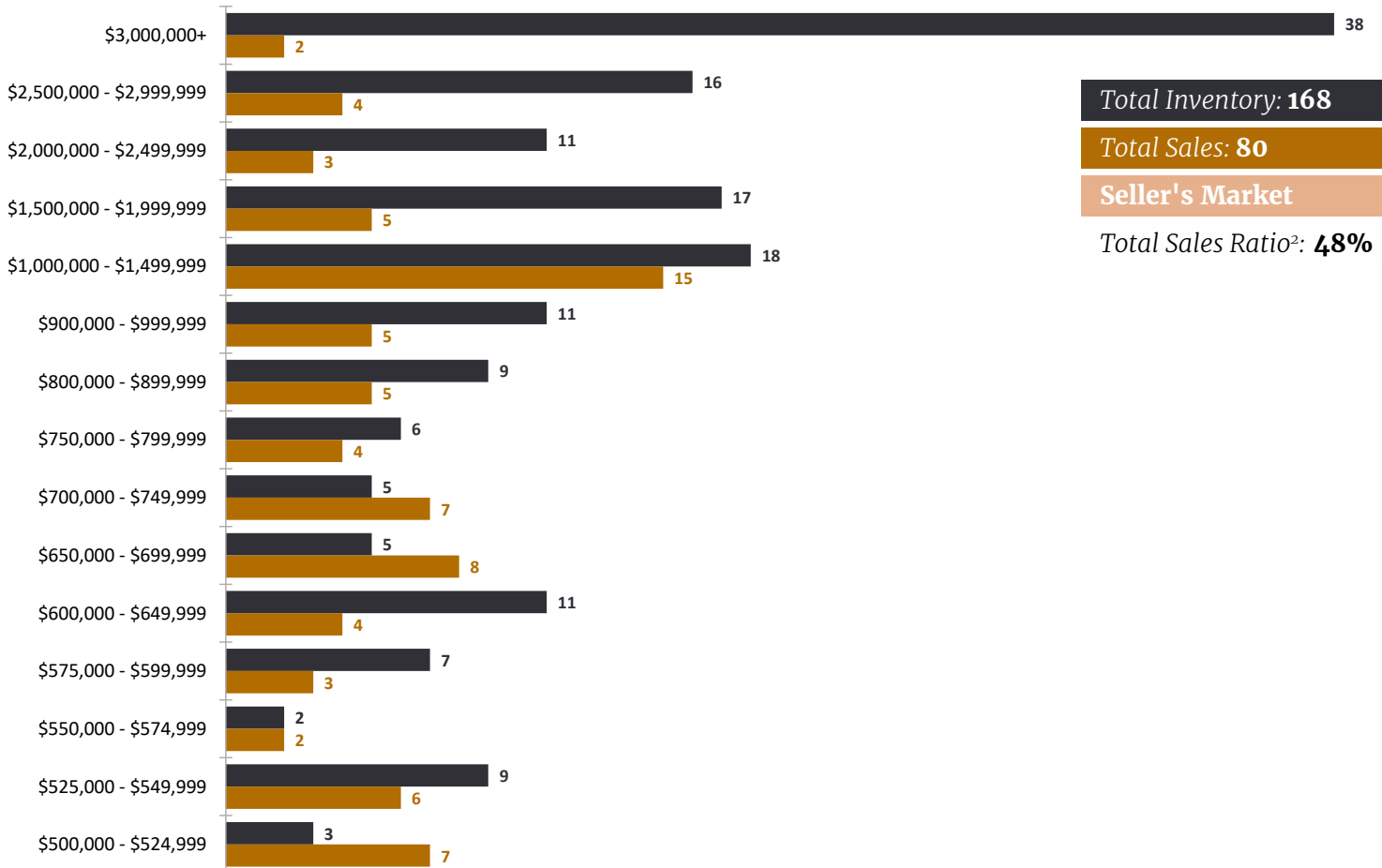
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$500,000**



Total Inventory: **168**

Total Sales: **80**

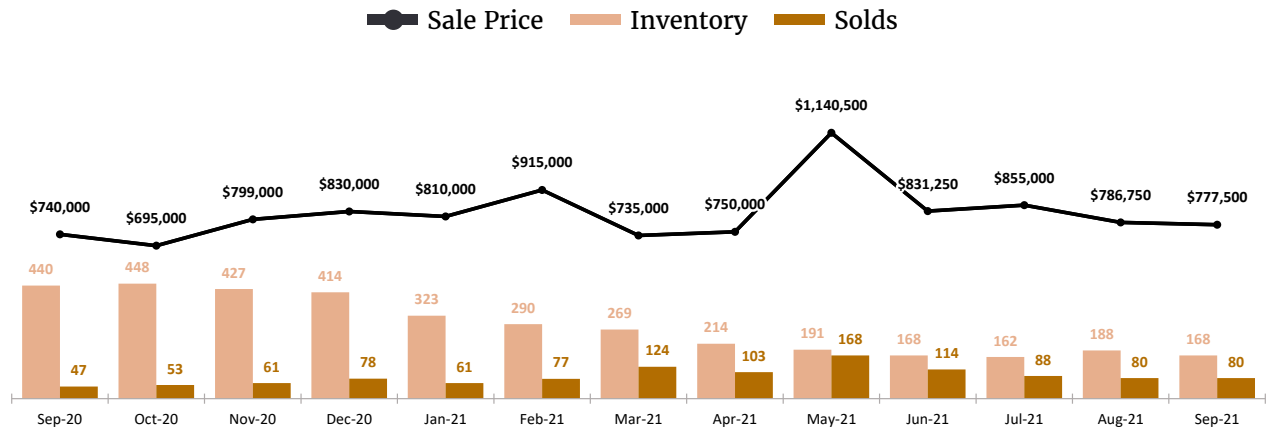
Seller's Market

Total Sales Ratio<sup>2</sup>: **48%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$715,000	2	2	39	66	59%
2,000 - 2,499	\$835,000	3	3	17	35	49%
2,500 - 2,999	\$1,375,000	3	4	18	26	69%
3,000 - 3,499	\$1,105,000	3	4	4	15	27%
3,500 - 3,999	NA	NA	NA	0	6	0%
4,000+	\$3,675,000	4	6	2	20	10%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | SEPTEMBER

#### TOTAL INVENTORY

Sept. 2020    Sept. 2021  
**440**        **168**

**VARIANCE: -62%**

#### TOTAL SOLD

Sept. 2020    Sept. 2021  
**47**         **80**

**VARIANCE: 70%**

#### SALES PRICE

Sept. 2020    Sept. 2021  
**\$740k**      **\$778k**

**VARIANCE: 5%**

#### SALE PRICE PER SQFT.

Sept. 2020    Sept. 2021  
**\$378**        **\$456**

**VARIANCE: 21%**

#### SALE TO LIST PRICE RATIO

Sept. 2020    Sept. 2021  
**95.33%**    **96.98%**

**VARIANCE: 2%**

#### DAYS ON MARKET

Sept. 2020    Sept. 2021  
**99**         **15**

**VARIANCE: -85%**

## BOCA/DELRAY MARKET SUMMARY | SEPTEMBER 2021

- The Boca/Delray attached luxury market is a **Seller's Market** with a **48% Sales Ratio**.
- Homes sold for a median of **96.98% of list price** in September 2021.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **233%**.
- The median luxury sales price for attached homes is **\$777,500**.
- The median days on market for September 2021 was **15** days, down from **99** in September 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.