

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

DECEMBER  
2021



BOCA RATON &  
DELRAY BEACH  

---

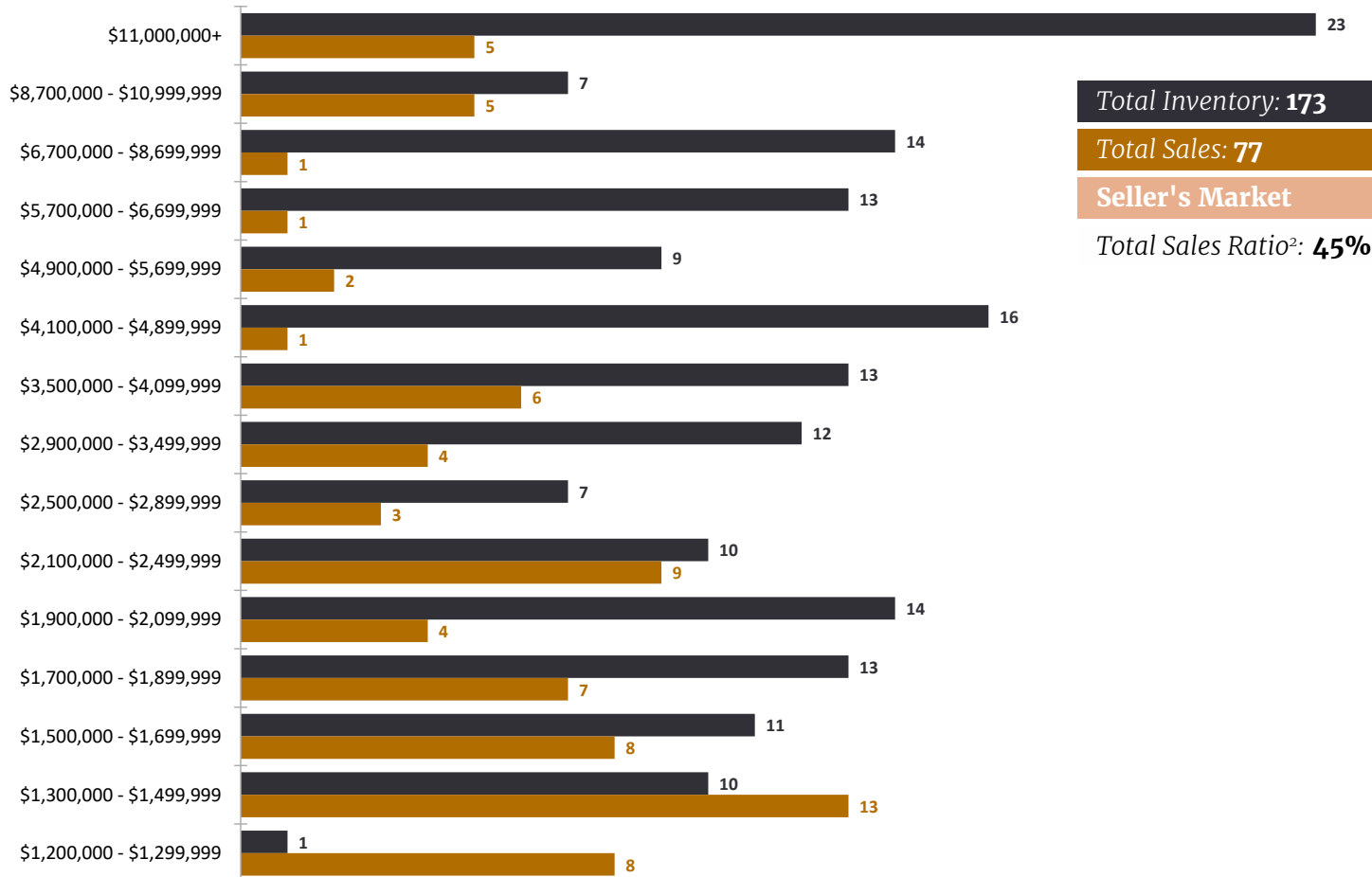
FLORIDA

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

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



Total Inventory: **173**

Total Sales: **77**

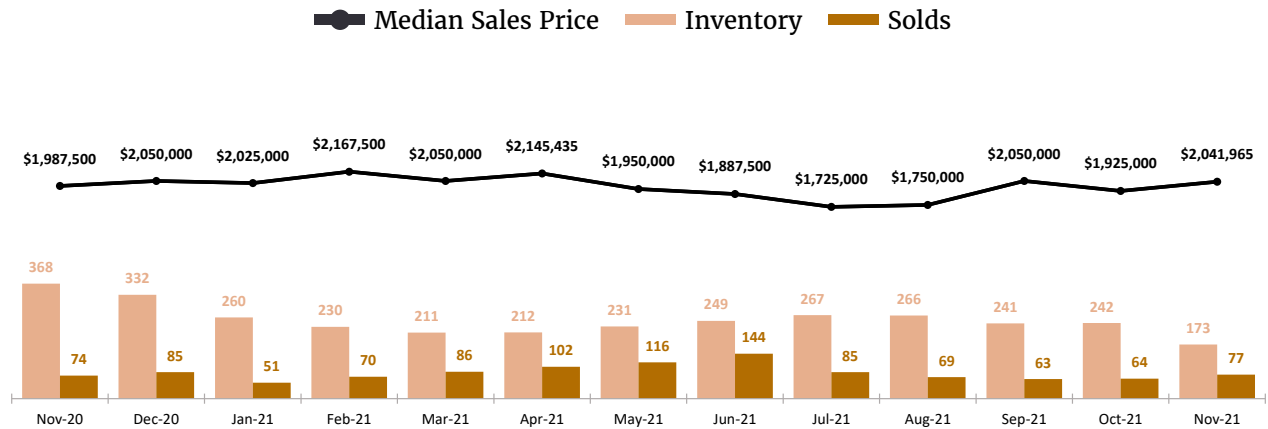
Seller's Market

Total Sales Ratio<sup>2</sup>: **45%**

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	\$1,890,000	3	3	11	27	41%
3,000 - 3,999	\$1,430,000	5	5	18	20	90%
4,000 - 4,999	\$1,700,000	5	5	21	32	66%
5,000 - 5,999	\$2,950,000	5	6	11	30	37%
6,000 - 6,999	\$7,000,000	5	7	5	19	26%
7,000+	\$10,000,000	6	9	11	45	24%

<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 | NOVEMBER

#### TOTAL INVENTORY

Nov. 2020    Nov. 2021  
**368**        **173**

VARIANCE: **-53%**

#### TOTAL SOLDS

Nov. 2020    Nov. 2021  
**74**         **77**

VARIANCE: **4%**

#### SALES PRICE

Nov. 2020    Nov. 2021  
**\$1.99m**    **\$2.04m**

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Nov. 2020    Nov. 2021  
**\$347**        **\$513**

VARIANCE: **48%**

#### SALE TO LIST PRICE RATIO

Nov. 2020    Nov. 2021  
**94.53%**    **95.12%**

VARIANCE: **1%**

#### DAYS ON MARKET

Nov. 2020    Nov. 2021  
**54**         **25**

VARIANCE: **-54%**

## BOCA/DELRAY MARKET SUMMARY | NOVEMBER 2021

- The Boca/Delray single-family luxury market is a **Seller's Market** with a **45% Sales Ratio**.
- Homes sold for a median of **95.12% of list price** in November 2021.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **800%**.
- The median luxury sales price for single-family homes is **\$2,041,965**.
- The median days on market for November 2021 was **25** days, down from **54** in November 2020.

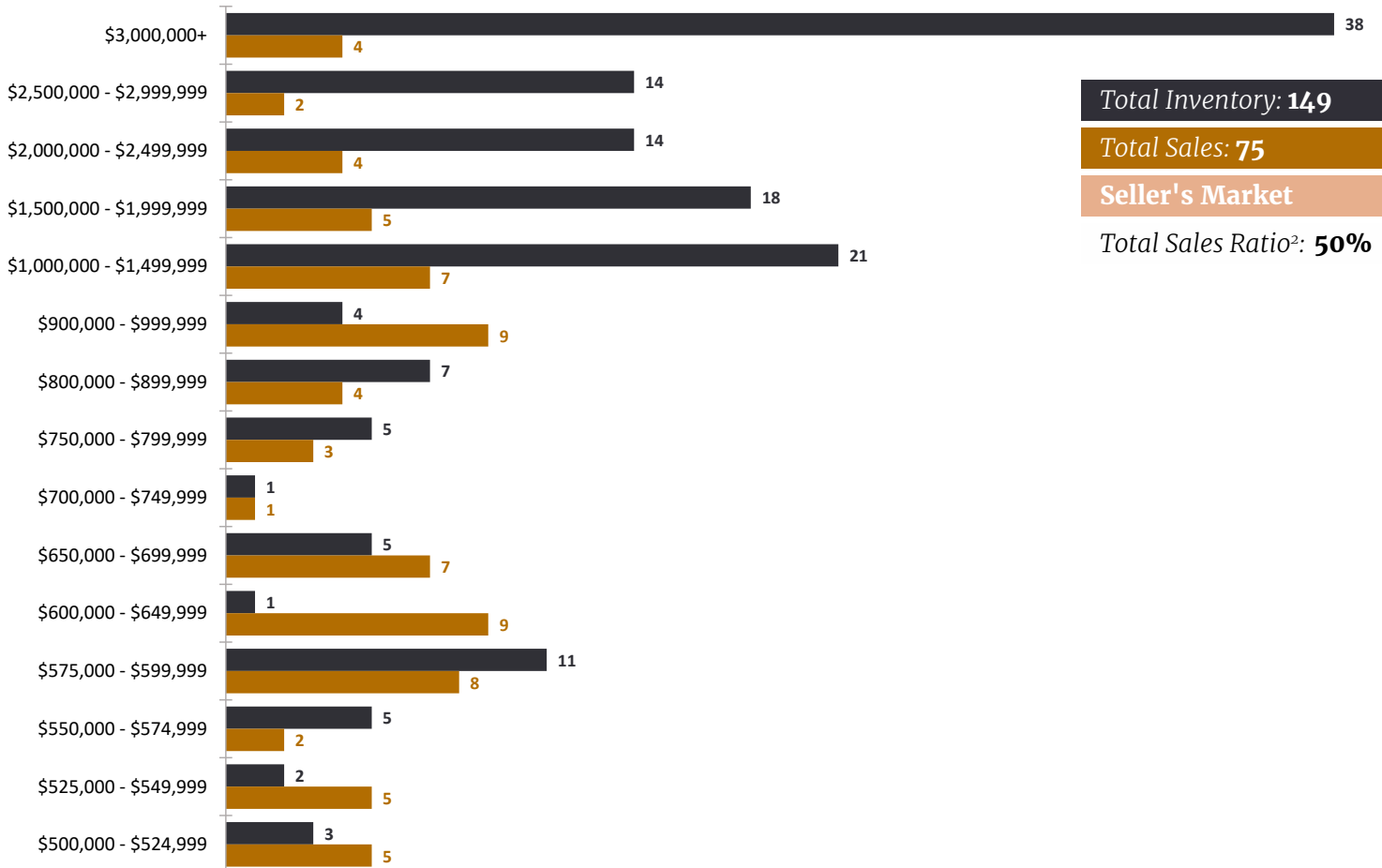
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

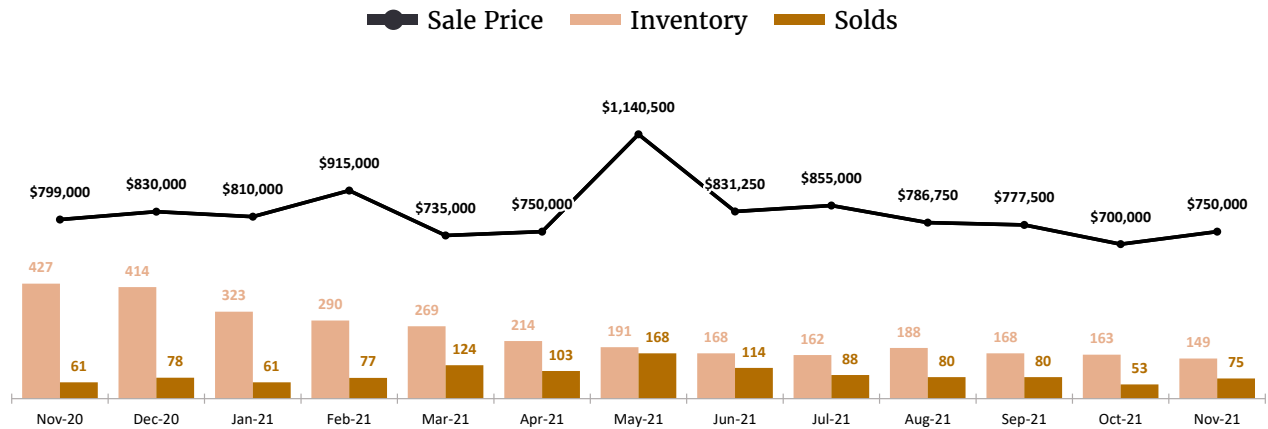
Luxury Benchmark Price<sup>1</sup>: **\$500,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$640,000	2	2	37	55	67%
2,000 - 2,499	\$830,000	3	3	22	25	88%
2,500 - 2,999	\$935,000	3	3	11	30	37%
3,000 - 3,499	\$3,242,500	4	4	2	16	13%
3,500 - 3,999	\$2,225,000	4	5	1	6	17%
4,000+	\$5,158,500	4	7	2	17	12%

<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 | NOVEMBER

#### TOTAL INVENTORY

Nov. 2020      Nov. 2021  
**427**            **149**

VARIANCE: **-65%**

#### TOTAL SOLDS

Nov. 2020      Nov. 2021  
**61**              **75**

VARIANCE: **23%**

#### SALES PRICE

Nov. 2020      Nov. 2021  
**\$799k**        **\$750k**

VARIANCE: **-6%**

#### SALE PRICE PER SQFT.

Nov. 2020      Nov. 2021  
**\$379**         **\$494**

VARIANCE: **30%**

#### SALE TO LIST PRICE RATIO

Nov. 2020      Nov. 2021  
**95.63%**      **97.86%**

VARIANCE: **2%**

#### DAYS ON MARKET

Nov. 2020      Nov. 2021  
**55**             **18**

VARIANCE: **-67%**

### BOCA/DELRAY MARKET SUMMARY | NOVEMBER 2021

- The Boca/Delray attached luxury market is a **Seller's Market** with a **50% Sales Ratio**.
- Homes sold for a median of **97.86% of list price** in November 2021.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **900%**.
- The median luxury sales price for attached homes is **\$750,000**.
- The median days on market for November 2021 was **18** days, down from **55** in November 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.