



BOCA RATON & DELRAY BEACH FLORIDA

–December 2020–

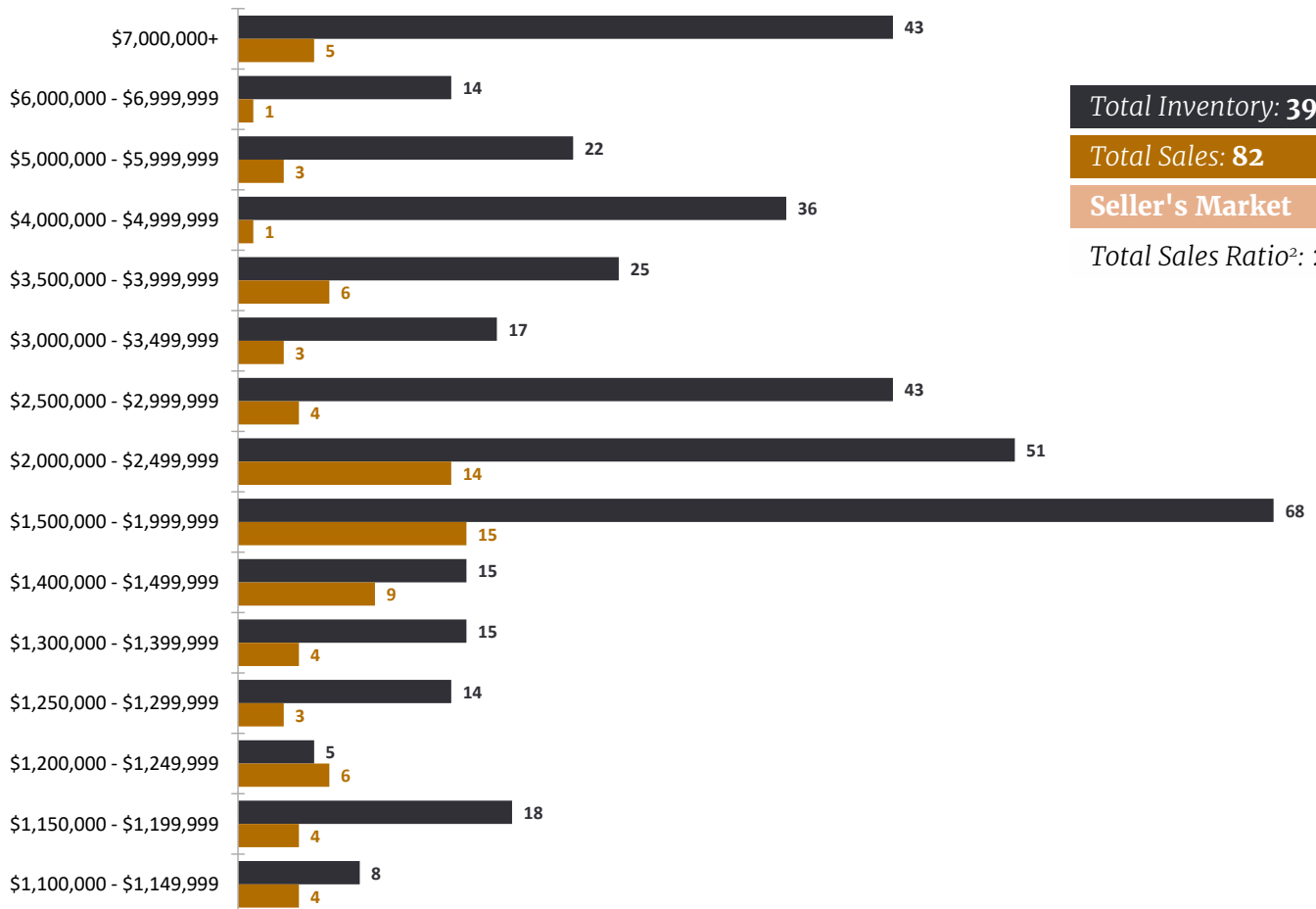
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$1,100,000**



Total Inventory: **394**

Total Sales: **82**

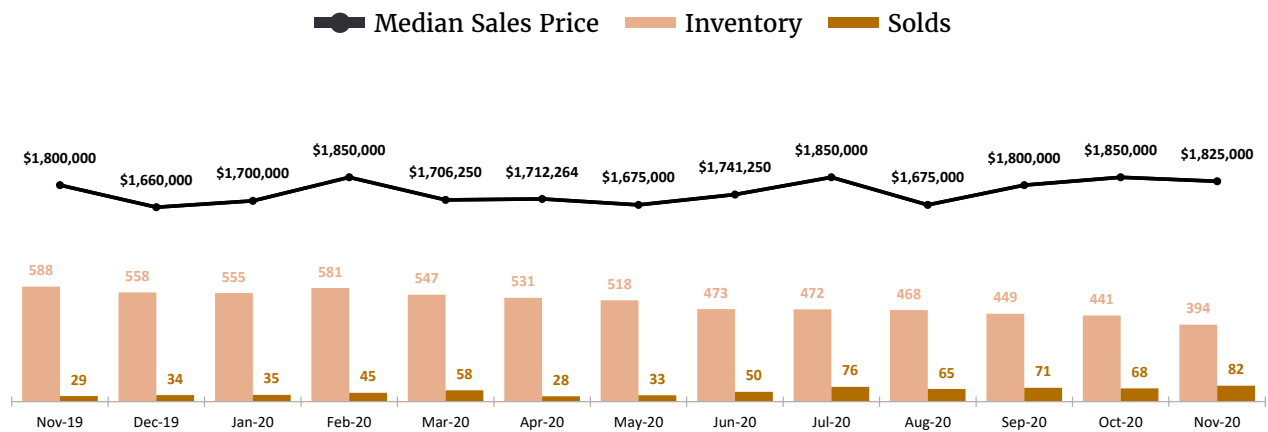
Seller's Market

Total Sales Ratio²: **21%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,243,750	4	2	2	13	15%
3,000 - 3,999	\$1,592,500	4	4	4	26	15%
4,000 - 4,999	\$1,470,000	4	4	12	37	32%
5,000 - 5,999	\$1,815,000	5	6	22	55	40%
6,000 - 6,999	\$1,617,500	5	6	16	76	21%
7,000+	\$2,668,500	6	8	25	183	14%

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

INVENTORY

October	November
441	394

VARIANCE: **-11%**

SOLDS

October	November
68	82

VARIANCE: **21%**

SALES PRICE

October	November
\$1.85m	\$1.83m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

October	November
\$360	\$322

VARIANCE: **-11%**

SALE TO LIST PRICE RATIO

October	November
93.80%	94.53%

VARIANCE: **1%**

DAYS ON MARKET

October	November
64	59

VARIANCE: **-8%**

BOCA/DELRAY MARKET SUMMARY | NOVEMBER 2020

- The Boca/Delray single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **94.53% of list price** in November 2020.
- The most active price band is **\$1,200,000-\$1,249,999**, where the sales ratio is **120%**.
- The median luxury sales price for single-family homes has decreased to **\$1,825,000**.
- The median days on market for November 2020 was **59** days, down from **64** in October 2020.

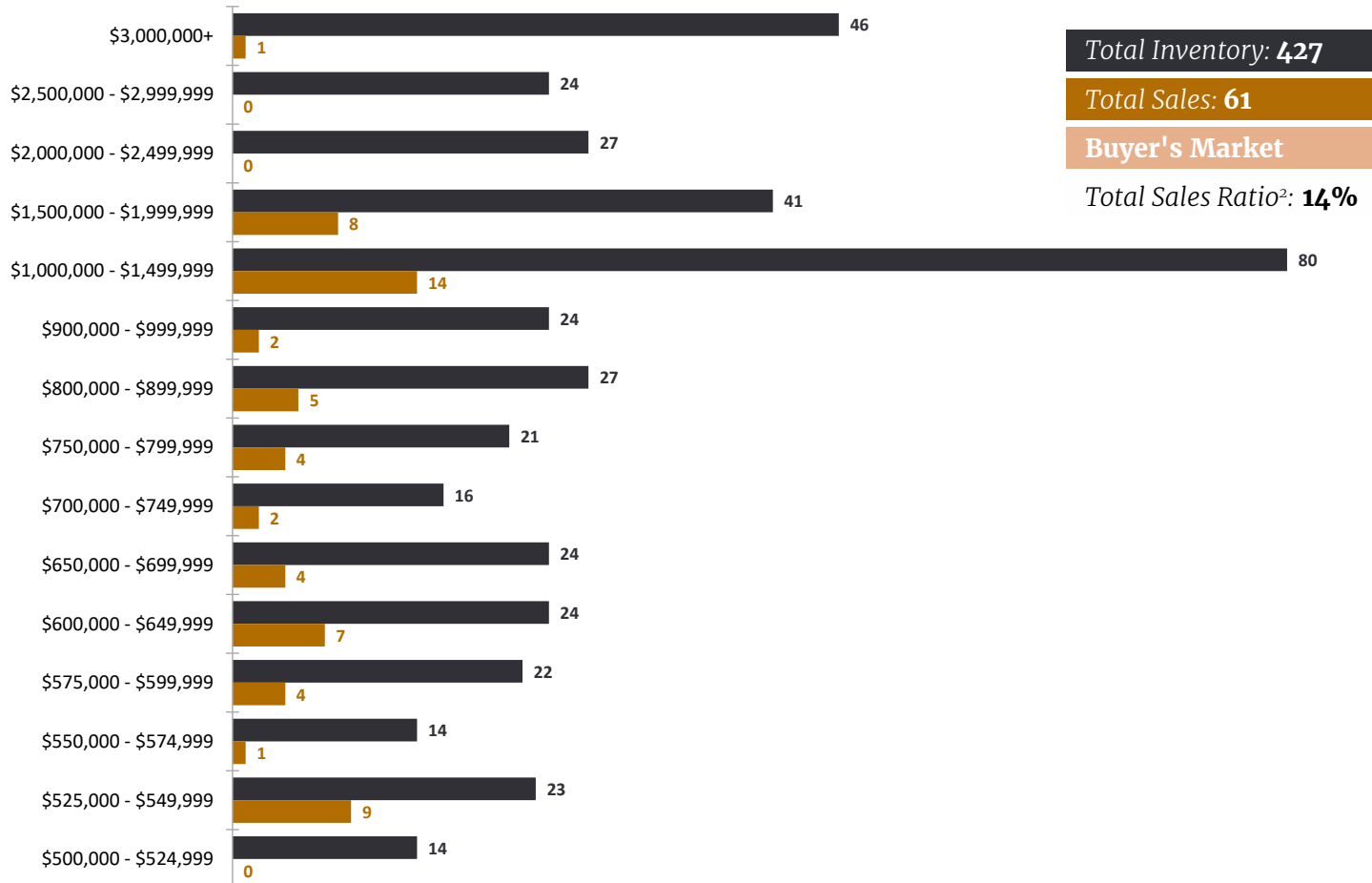
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

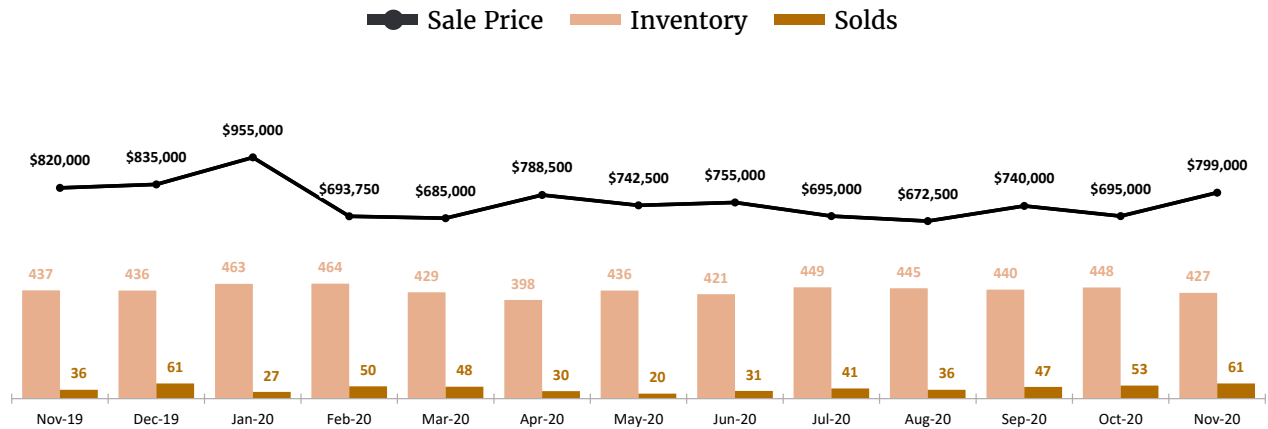
Luxury Benchmark Price¹: **\$500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$750,000	2	2	20	167	12%
2,000 - 2,499	\$631,750	2	3	8	56	14%
2,500 - 2,999	\$845,000	3	3	13	47	28%
3,000 - 3,499	\$1,175,000	3	3	8	50	16%
3,500 - 3,999	\$1,275,000	3	3	3	35	9%
4,000+	\$1,550,000	3	4	7	57	12%

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

INVENTORY

October	November
448	427

VARIANCE: **-5%**

SOLDS

October	November
53	61

VARIANCE: **15%**

SALES PRICE

October	November
\$695k	\$799k

VARIANCE: **15%**

SALE PRICE PER SQFT.

October	November
\$376	\$379

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

October	November
95.24%	95.63%

VARIANCE: **0%**

DAYS ON MARKET

October	November
66	55

VARIANCE: **-17%**

BOCA/DELRAY MARKET SUMMARY | NOVEMBER 2020

- The Boca/Delray attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **95.63% of list price** in November 2020.
- The most active price band is **\$525,000-\$549,999**, where the sales ratio is **39%**.
- The median luxury sales price for attached homes has increased to **\$799,000**.
- The median days on market for November 2020 was **55** days, down from **66** in October 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.