



BOCA RATON &  
DELRAY BEACH  
FLORIDA

–October 2020–

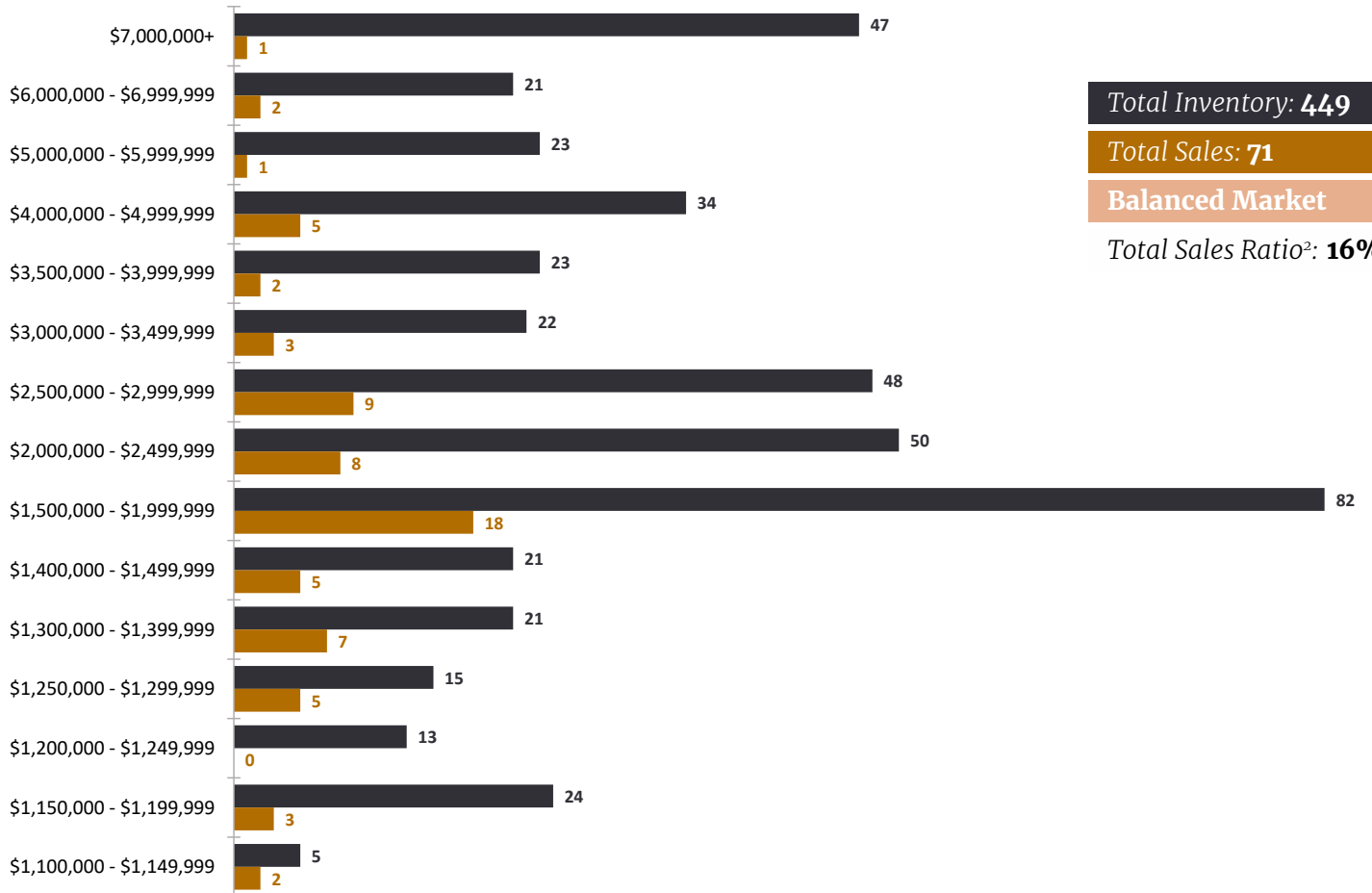
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,100,000**



Total Inventory: **449**

Total Sales: **71**

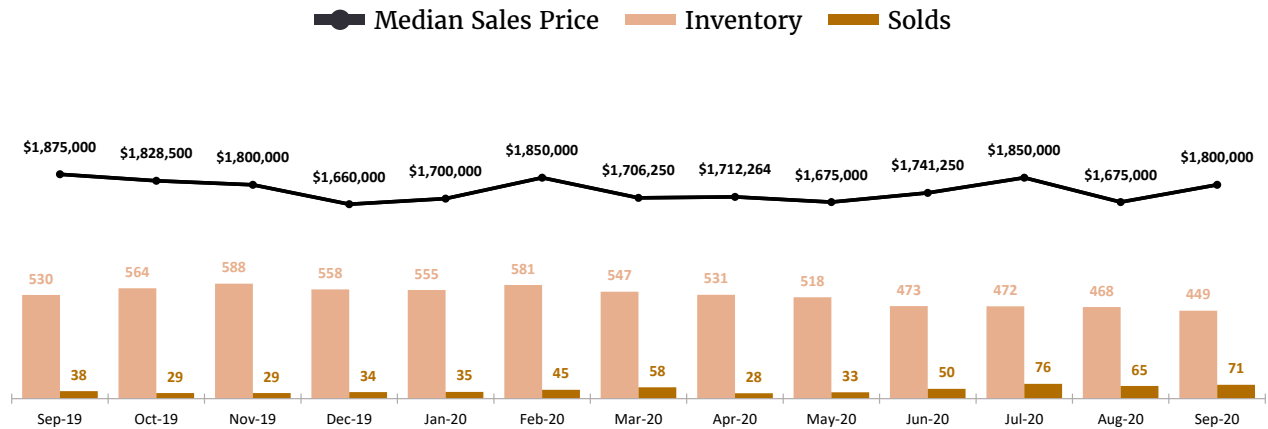
Balanced Market

Total Sales Ratio<sup>2</sup>: **16%**

| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 2,999                           | \$1,462,500            | 3                     | 2                      | 4               | 19                   | 21%                             |
| 3,000 - 3,999                       | \$1,599,500            | 4                     | 4                      | 6               | 29                   | 21%                             |
| 4,000 - 4,999                       | \$1,682,500            | 4                     | 5                      | 12              | 51                   | 24%                             |
| 5,000 - 5,999                       | \$1,650,000            | 4                     | 5                      | 11              | 73                   | 15%                             |
| 6,000 - 6,999                       | \$1,567,500            | 5                     | 6                      | 12              | 69                   | 17%                             |
| 7,000+                              | \$2,800,000            | 6                     | 8                      | 26              | 199                  | 13%                             |

<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

#### INVENTORY

August      September  
**468**      **449**

**VARIANCE: -4%**

#### SOLDS

August      September  
**65**      **71**

**VARIANCE: 9%**

#### SALES PRICE

August      September  
**\$1.68m**      **\$1.80m**

**VARIANCE: 7%**

#### SALE PRICE PER SQFT.

August      September  
**\$328**      **\$343**

**VARIANCE: 5%**

#### SALE TO LIST PRICE RATIO

August      September  
**92.86%**      **93.36%**

**VARIANCE: 1%**

#### DAYS ON MARKET

August      September  
**75**      **59**

**VARIANCE: -21%**

## BOCA/DELRAY MARKET SUMMARY | SEPTEMBER 2020

- The Boca/Delray single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **93.36% of list price** in September 2020.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **40%**.
- The median luxury sales price for single-family homes has increased to **\$1,800,000**.
- The median days on market for September 2020 was **59** days, down from **75** in August 2020.

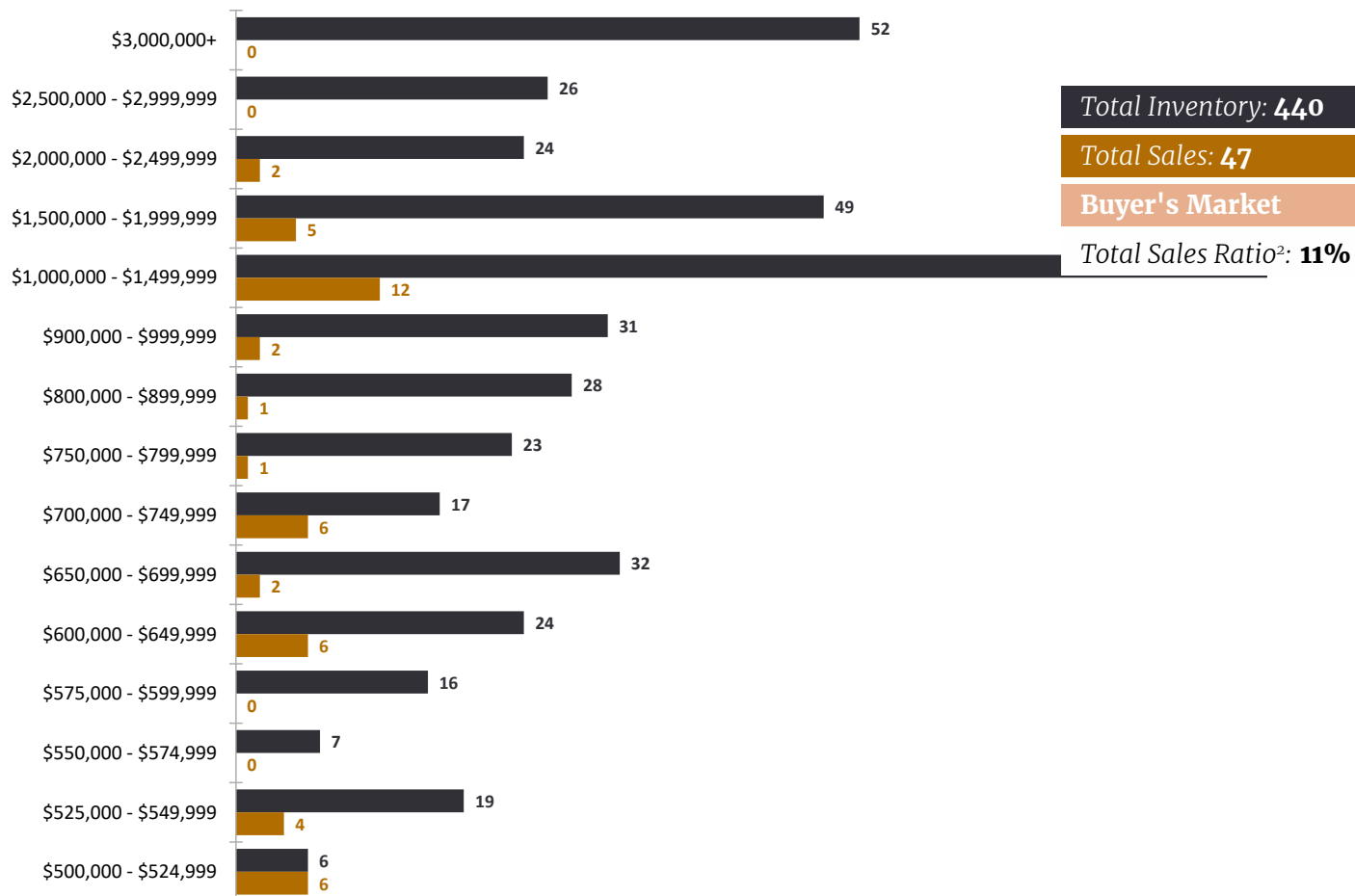
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

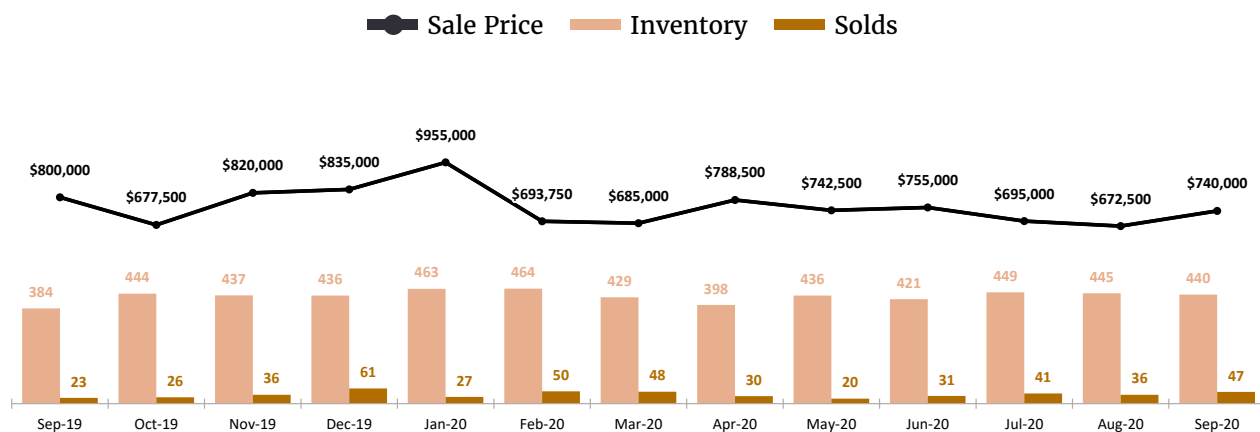
Luxury Benchmark Price<sup>1</sup>: **\$500,000**



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 1,999                           | \$700,000              | 2                     | 2                      | 17              | 152                  | 11%                             |
| 2,000 - 2,499                       | \$707,500              | 3                     | 3                      | 6               | 61                   | 10%                             |
| 2,500 - 2,999                       | \$930,000              | 3                     | 3                      | 8               | 52                   | 15%                             |
| 3,000 - 3,499                       | \$765,000              | 3                     | 4                      | 3               | 54                   | 6%                              |
| 3,500 - 3,999                       | \$1,592,500            | 3                     | 4                      | 6               | 35                   | 17%                             |
| 4,000+                              | \$1,394,000            | 4                     | 4                      | 4               | 70                   | 6%                              |

<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

#### INVENTORY

|        |           |
|--------|-----------|
| August | September |
| 445    | 440       |

VARIANCE: **-1%**

#### SOLDS

|        |           |
|--------|-----------|
| August | September |
| 36     | 47        |

VARIANCE: **31%**

#### SALES PRICE

|        |           |
|--------|-----------|
| August | September |
| \$673k | \$740k    |

VARIANCE: **10%**

#### SALE PRICE PER SQFT.

|        |           |
|--------|-----------|
| August | September |
| \$400  | \$378     |

VARIANCE: **-6%**

#### SALE TO LIST PRICE RATIO

|        |           |
|--------|-----------|
| August | September |
| 94.01% | 95.33%    |

VARIANCE: **1%**

#### DAYS ON MARKET

|        |           |
|--------|-----------|
| August | September |
| 61     | 99        |

VARIANCE: **62%**

## BOCA/DELRAY MARKET SUMMARY | SEPTEMBER 2020

- The Boca/Delray attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **95.33% of list price** in September 2020.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes has increased to **\$740,000**.
- The median days on market for September 2020 was **99** days, up from **61** in August 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.