



BOCA RATON & DELRAY BEACH FLORIDA

–June 2020–

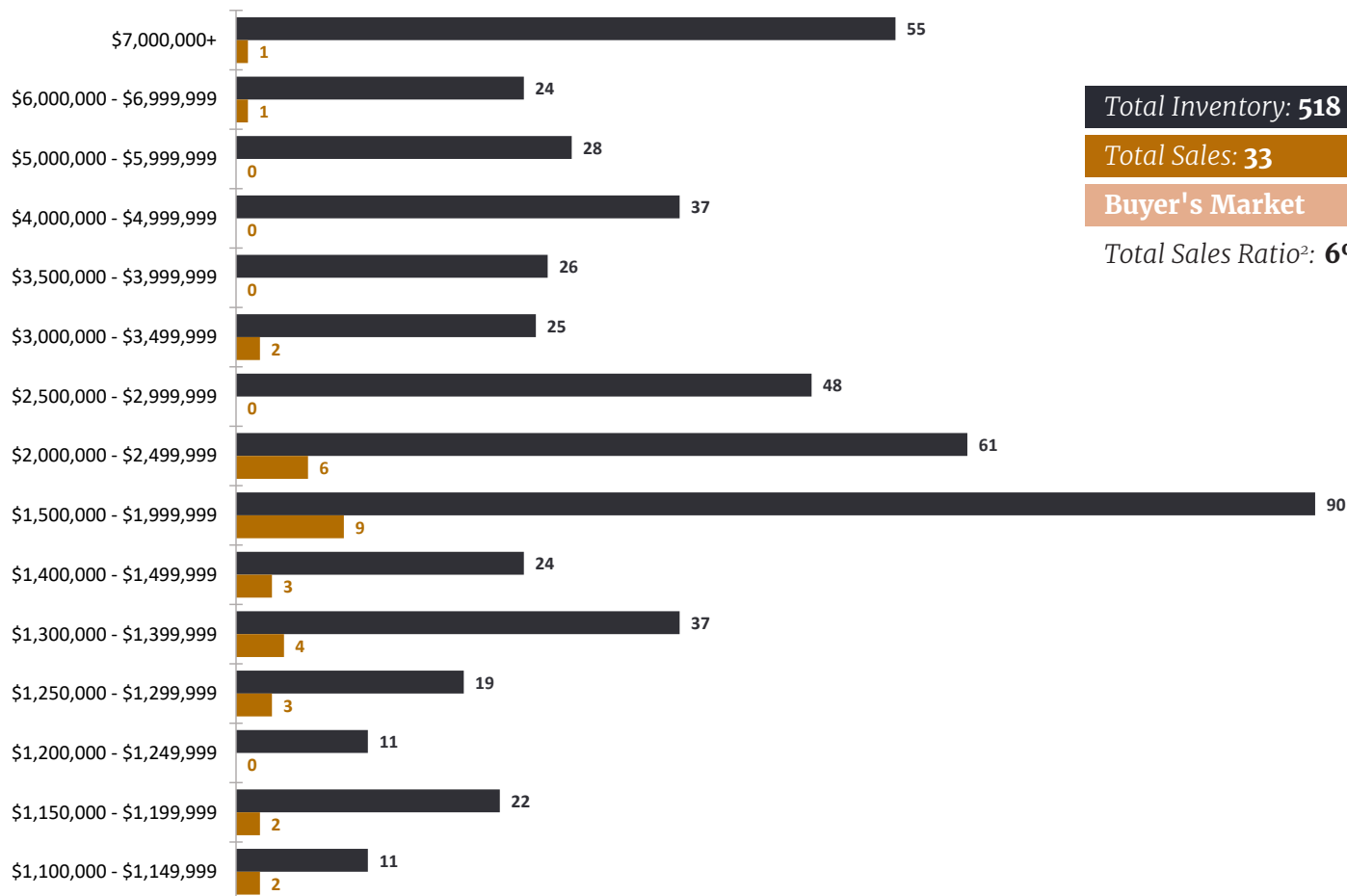
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MAY 2020

Inventory Sales

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



Total Inventory: **518**

Total Sales: **33**

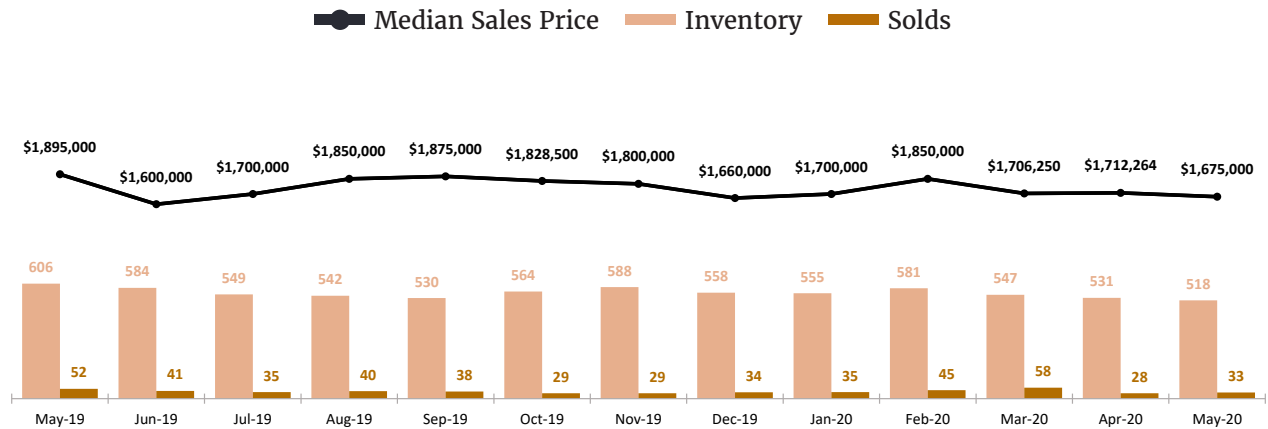
Buyer's Market

Total Sales Ratio²: **6%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	NA	NA	NA	0	22	0%
3,000 - 3,999	\$1,325,000	4	4	2	31	6%
4,000 - 4,999	\$1,725,000	4	4	5	63	8%
5,000 - 5,999	\$1,700,000	4	6	10	83	12%
6,000 - 6,999	\$1,412,000	5	6	6	80	8%
7,000+	\$2,215,000	6	8	9	227	4%

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

INVENTORY

April
531

May
518

VARIANCE: **-2%**

SOLDS

April
28

May
33

VARIANCE: **18%**

SALES PRICE

April
\$1.71m

May
\$1.68m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

April
\$355

May
\$279

VARIANCE: **-21%**

SALE TO LIST PRICE RATIO

April
93.61%

May
91.40%

VARIANCE: **-2%**

DAYS ON MARKET

April
77

May
48

VARIANCE: **-38%**

BOCA/DELRAY MARKET SUMMARY | MAY 2020

- The Boca/Delray single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **91.40% of list price** in May 2020.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **18%**.
- The median luxury sales price for single-family homes has decreased to **\$1,675,000**.
- The median days on market for May 2020 was **48** days, down from **77** in April 2020.

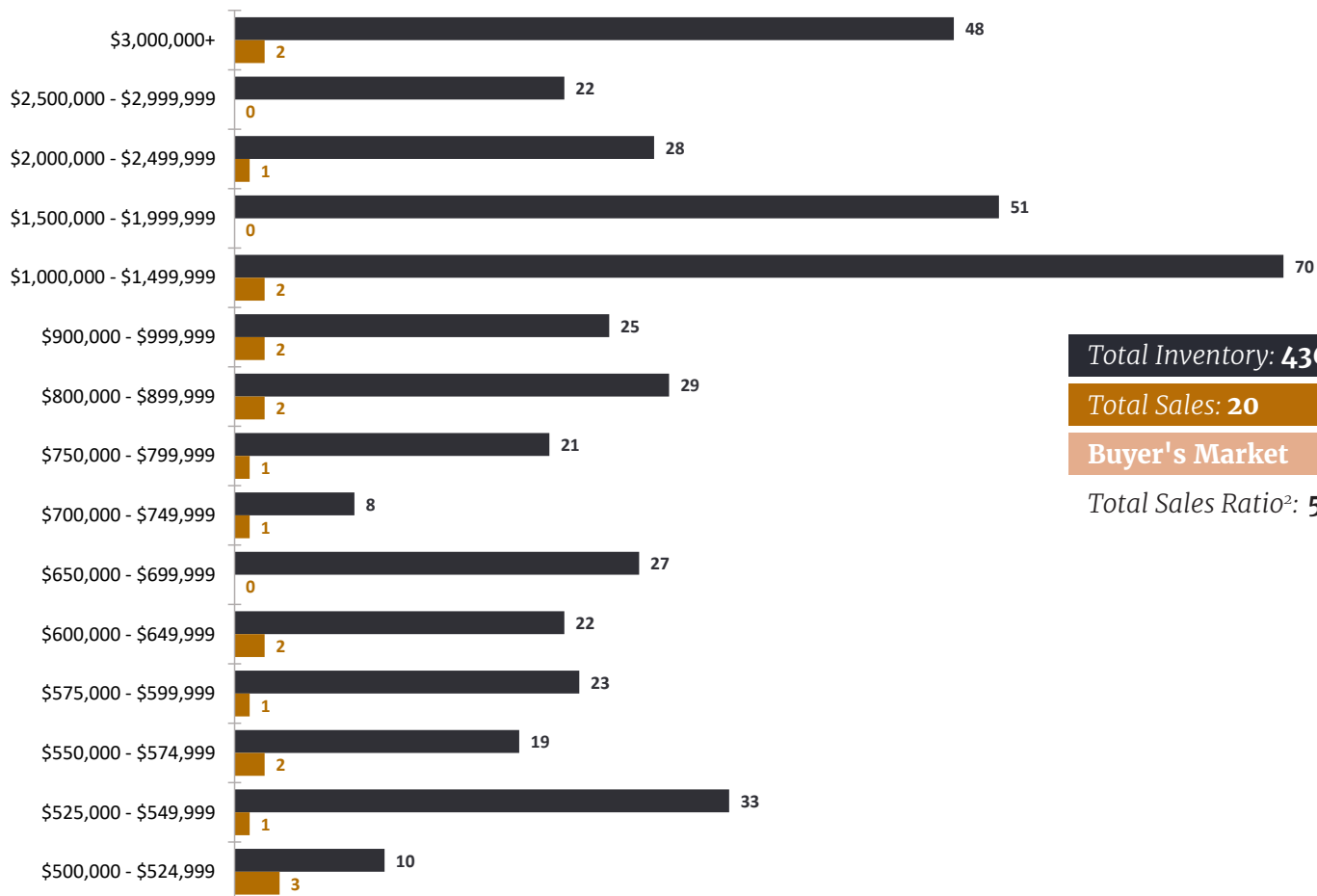
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MAY 2020

Inventory Sales

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



Total Inventory: **436**

Total Sales: **20**

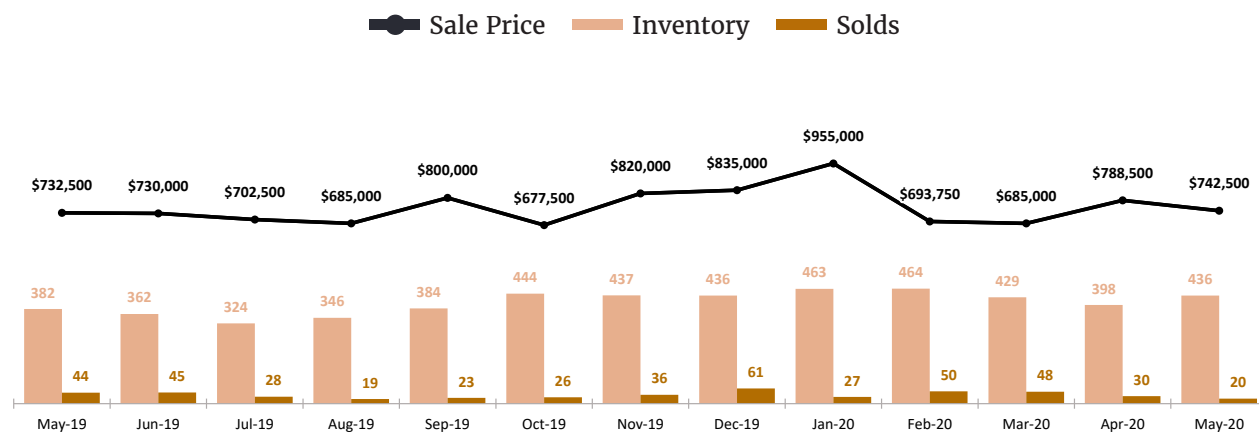
Buyer's Market

Total Sales Ratio²: **5%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$570,000	2	2	9	140	6%
2,000 - 2,499	\$1,055,000	3	3	2	58	3%
2,500 - 2,999	\$897,500	3	3	4	63	6%
3,000 - 3,499	\$3,000,000	3	4	3	55	5%
3,500 - 3,999	NA	NA	NA	0	34	0%
4,000+	NA	NA	NA	0	68	0%

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

April: 398
May: 436

VARIANCE: **10%**

SOLDS

April: 30
May: 20

VARIANCE: **-33%**

SALES PRICE

April: \$789k
May: \$743k

VARIANCE: **-6%**

SALE PRICE PER SQFT.

April: \$417
May: \$389

VARIANCE: **-7%**

SALE TO LIST PRICE RATIO

April: 94.76%
May: 95.94%

VARIANCE: **1%**

DAYS ON MARKET

April: 99
May: 97

VARIANCE: **-2%**

BOCA/DELRAY MARKET SUMMARY | MAY 2020

- The Boca/Delray attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.94% of list price** in May 2020.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **30%**.
- The median luxury sales price for attached homes has decreased to **\$742,500**.
- The median days on market for May 2020 was **97** days, down from **99** in April 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.