



GREATER FORT LAUDERDALE FLORIDA

–October 2020–

INSTITUTE *for*
LUXURY HOME
MARKETING®

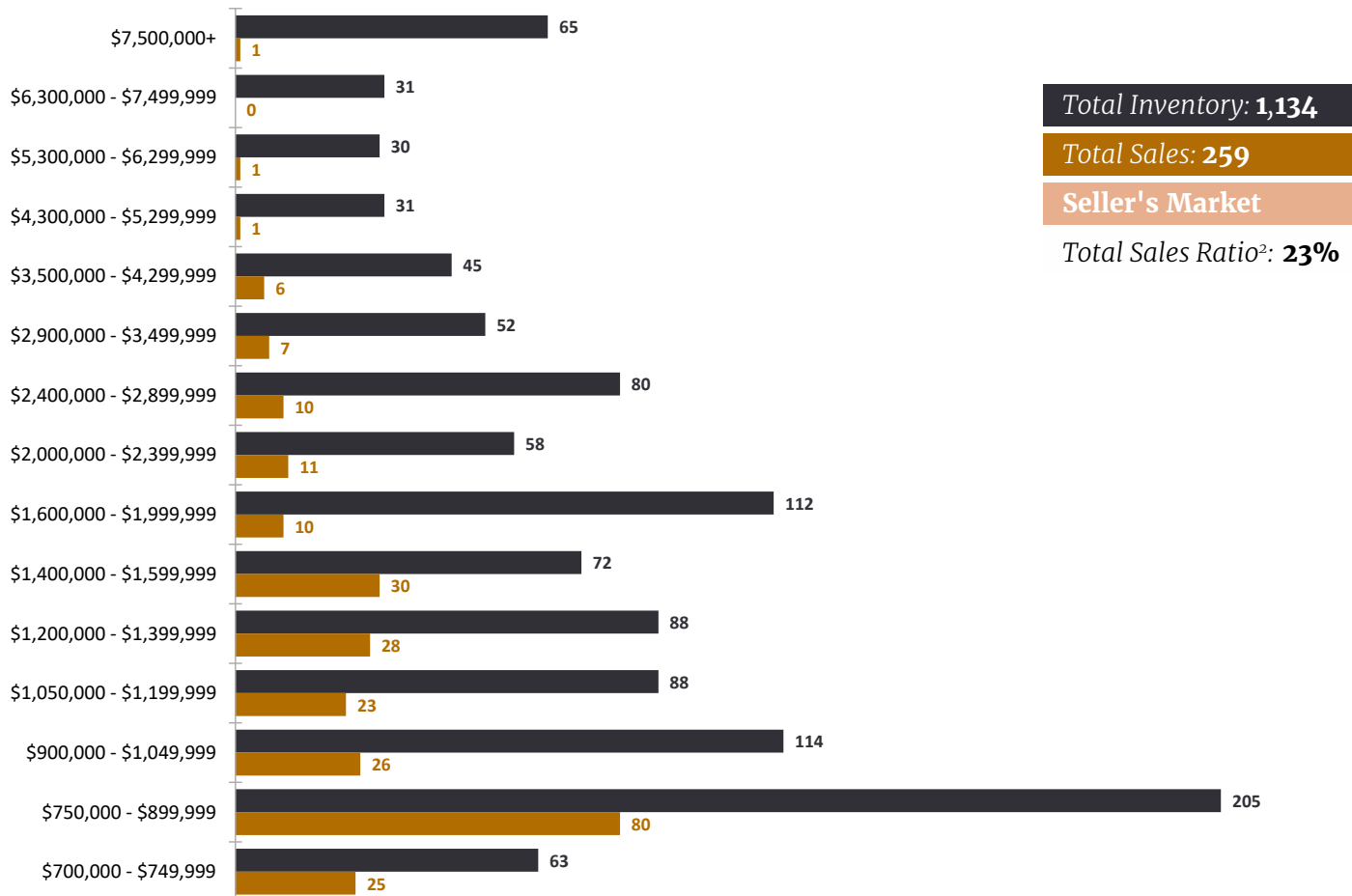
www.LuxuryHomeMarketing.com

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$700,000**

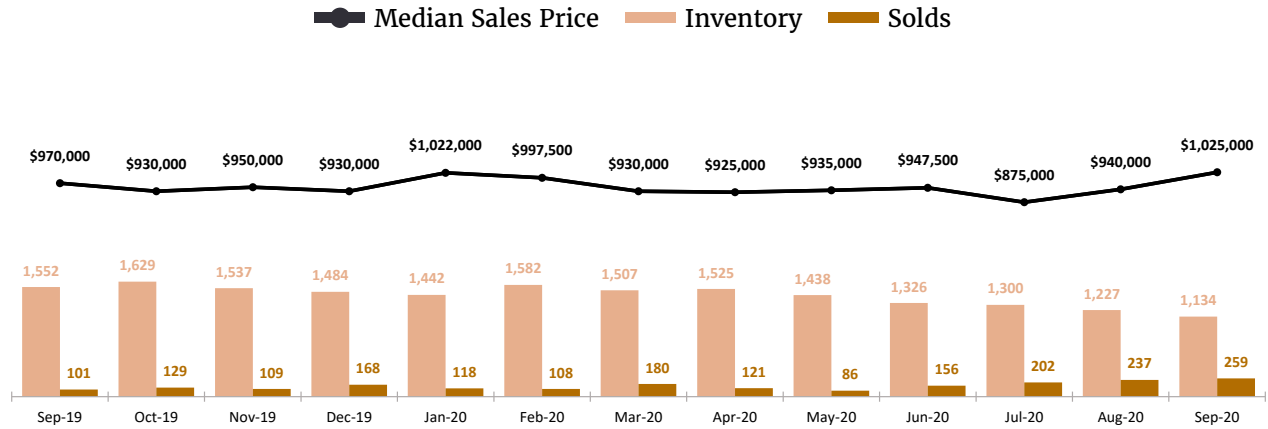


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$875,000	4	3	67	313	21%
3,000 - 3,999	\$875,000	5	4	69	258	27%
4,000 - 4,999	\$1,100,000	5	5	71	185	38%
5,000 - 5,999	\$1,575,000	5	6	19	119	16%
6,000 - 6,999	\$2,455,000	5	7	7	61	11%
7,000+	\$2,550,000	6	7	15	128	12%

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 < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

August September
1,227 **1,134**

VARIANCE: **-8%**

SOLDS

August September
237 **259**

VARIANCE: **9%**

SALES PRICE

August September
\$940k **\$1.03m**

VARIANCE: **9%**

SALE PRICE PER SQFT.

August September
\$323 **\$290**

VARIANCE: **-10%**

SALE TO LIST PRICE RATIO

August September
95.79% **95.86%**

VARIANCE: **0%**

DAYS ON MARKET

August September
53 **47**

VARIANCE: **-11%**

GREATER FORT LAUDERDALE MARKET SUMMARY | SEPTEMBER 2020

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **95.86% of list price** in September 2020.
- The most active price band is **\$1,400,000-\$1,599,999**, where the sales ratio is **42%**.
- The median luxury sales price for single-family homes has increased to **\$1,025,000**.
- The median days on market for September 2020 was **47** days, down from **53** in August 2020.

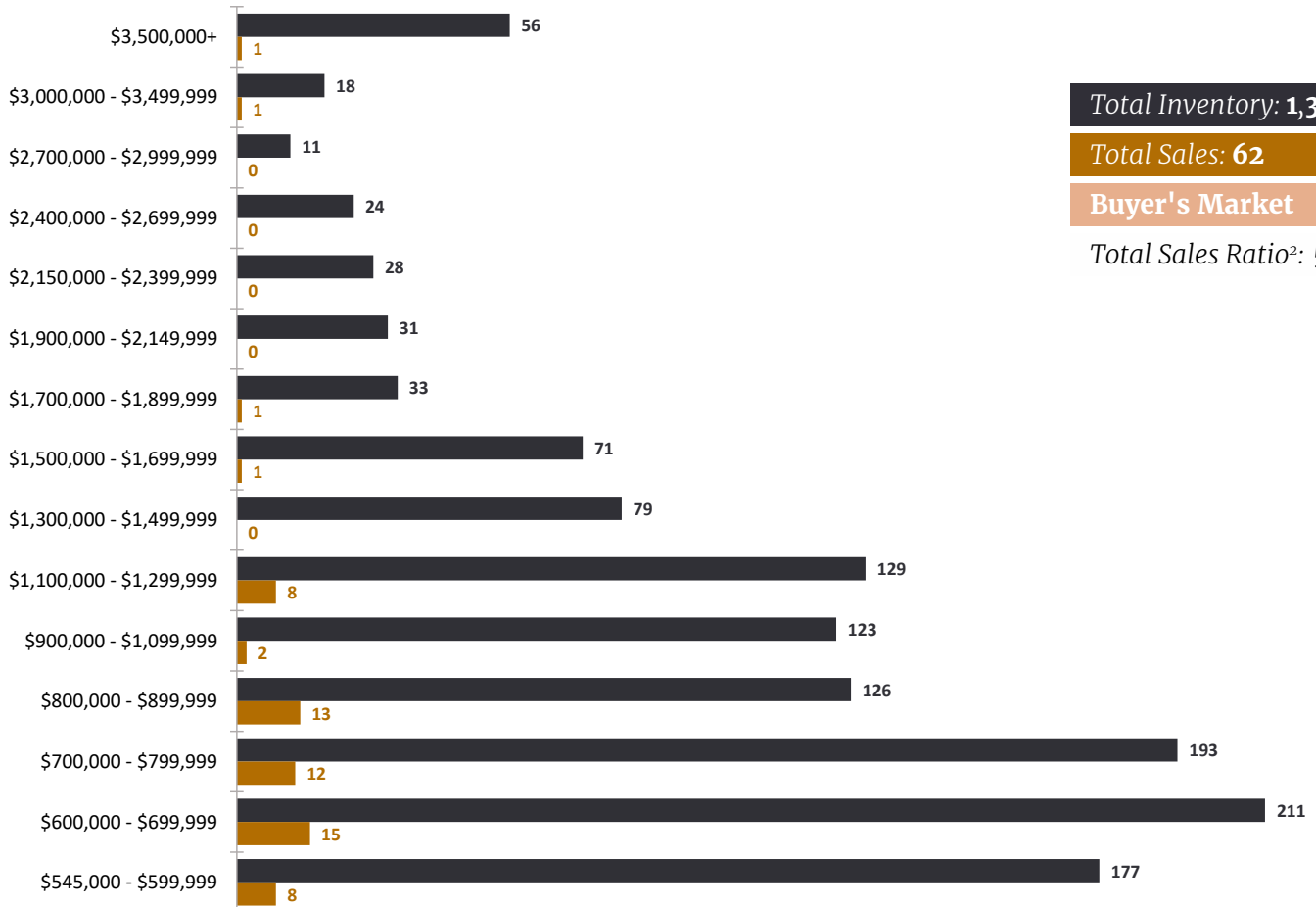
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$545,000**



Total Inventory: **1,310**

Total Sales: **62**

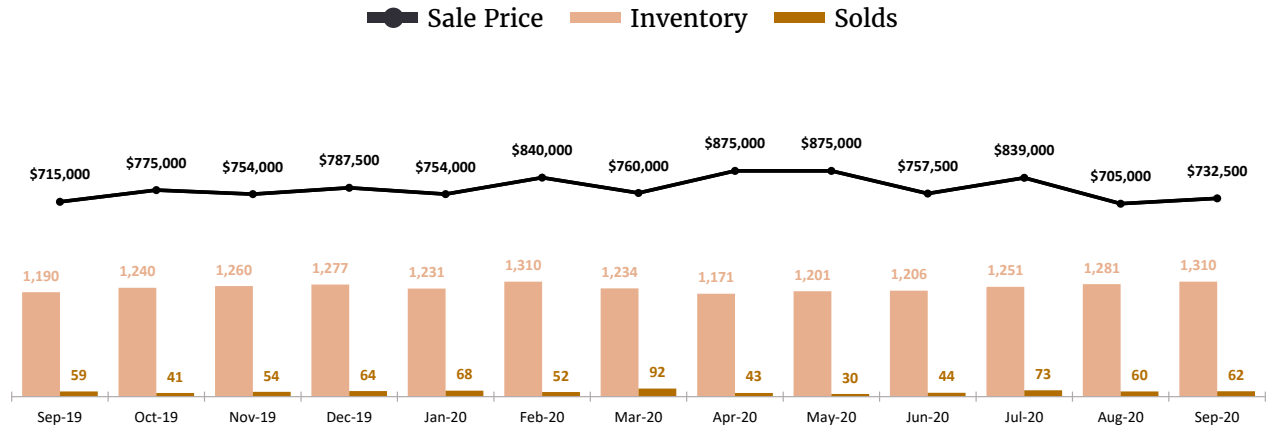
Buyer's Market

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 - 999	NA	NA	NA	0	32	0%
1,000 - 1,499	\$625,000	2	2	7	192	4%
1,500 - 1,999	\$735,000	2	2	15	358	4%
2,000 - 2,499	\$670,000	3	3	21	266	8%
2,500 - 2,999	\$1,052,500	3	4	12	126	10%
3,000+	\$1,130,000	3	4	5	169	3%

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

August September
1,281 **1,310**

VARIANCE: **2%**

SOLDS

August September
60 **62**

VARIANCE: **3%**

SALES PRICE

August September
\$705k **\$733k**

VARIANCE: **4%**

SALE PRICE PER SQFT.

August September
\$371 **\$369**

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

August September
95.08% **95.43%**

VARIANCE: **0%**

DAYS ON MARKET

August September
143 **104**

VARIANCE: **-27%**

GREATER FORT LAUDERDALE MARKET SUMMARY | SEPTEMBER 2020

- The Greater Fort Lauderdale attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.43% of list price** in September 2020.
- The most active price band is **\$800,000-\$899,999**, where the sales ratio is **10%**.
- The median luxury sales price for attached homes has increased to **\$732,500**.
- The median days on market for September 2020 was **104** days, down from **143** in August 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.