



GREATER FORT LAUDERDALE FLORIDA

–August 2020–

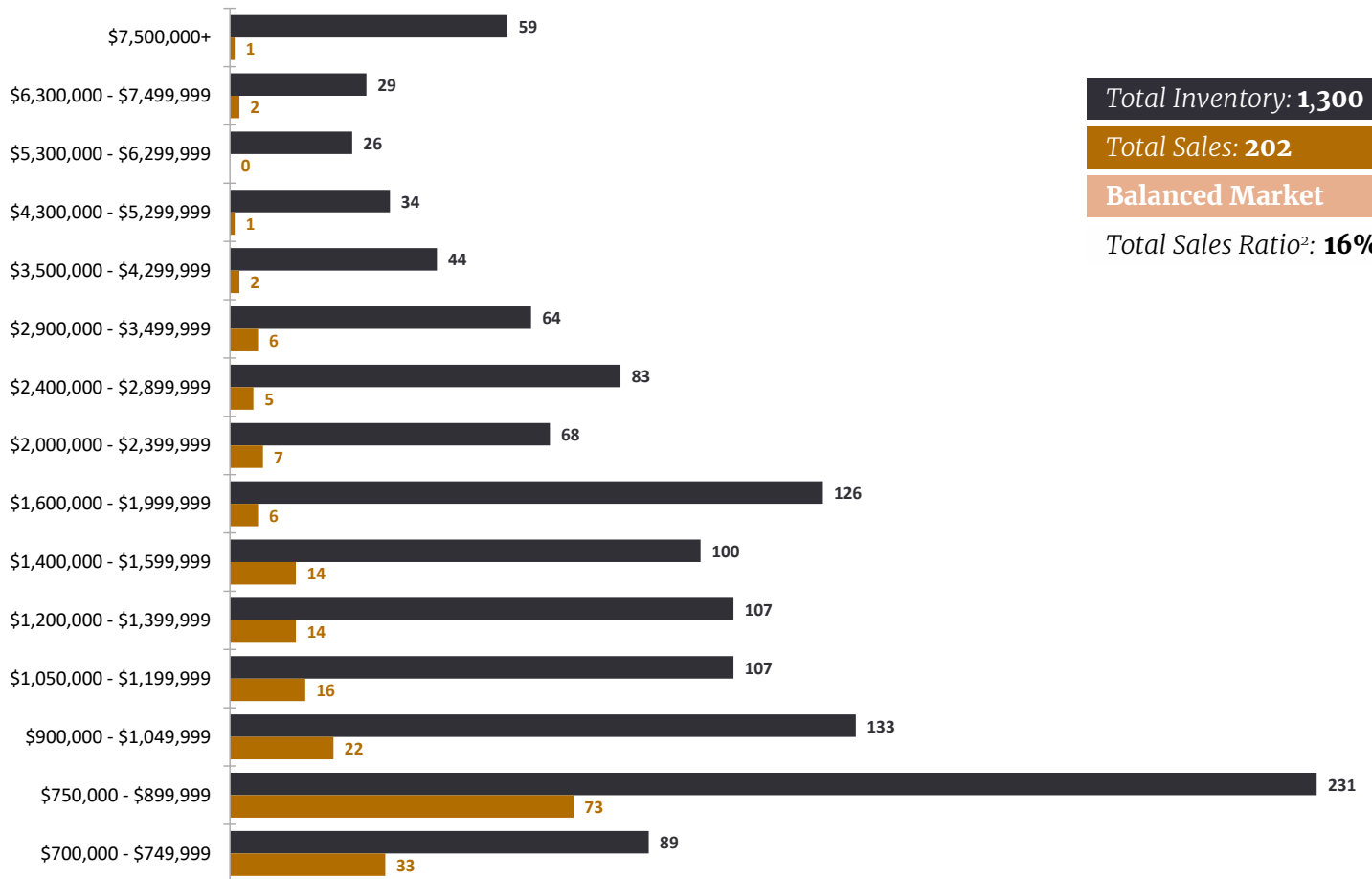
INSTITUTE *for*
LUXURY HOME
MARKETING®

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LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

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



Total Inventory: **1,300**

Total Sales: **202**

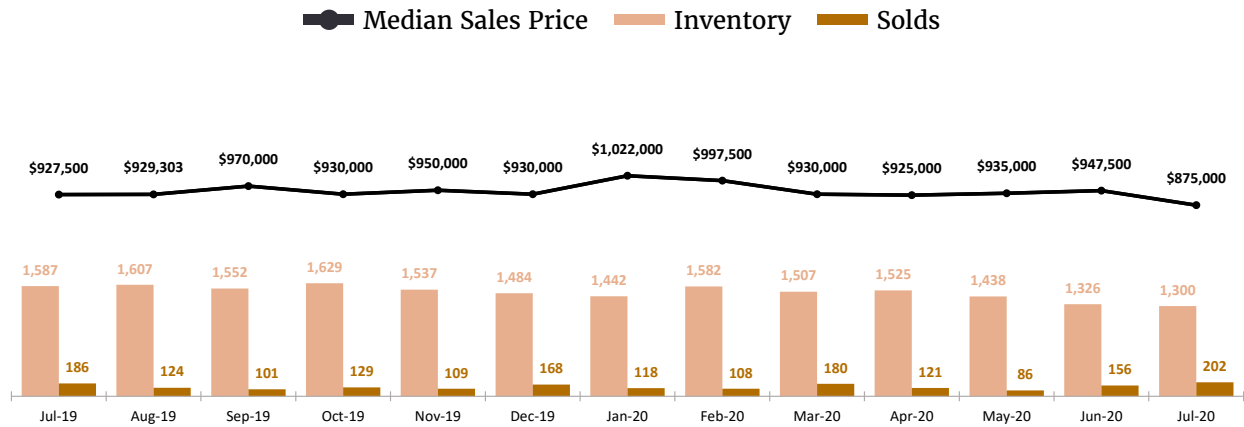
Balanced Market

Total Sales Ratio²: **16%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$800,000	4	3	70	378	19%
3,000 - 3,999	\$850,000	4	4	60	273	22%
4,000 - 4,999	\$1,000,000	5	5	33	222	15%
5,000 - 5,999	\$1,500,000	6	5	17	127	13%
6,000 - 6,999	\$2,975,000	5	6	7	71	10%
7,000+	\$3,600,000	7	9	7	142	5%

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

June	July
1,326	1,300

VARIANCE: **-2%**

SOLDS

June	July
156	202

VARIANCE: **29%**

SALES PRICE

June	July
\$948k	\$875k

VARIANCE: **-8%**

SALE PRICE PER SQFT.

June	July
\$293	\$286

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

June	July
94.36%	95.63%

VARIANCE: **1%**

DAYS ON MARKET

June	July
77	67

VARIANCE: **-13%**

GREATER FORT LAUDERDALE MARKET SUMMARY | JULY 2020

- The Greater Fort Lauderdale single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **95.63% of list price** in July 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **37%**.
- The median luxury sales price for single-family homes has decreased to **\$875,000**.
- The median days on market for July 2020 was **67** days, down from **77** in June 2020.

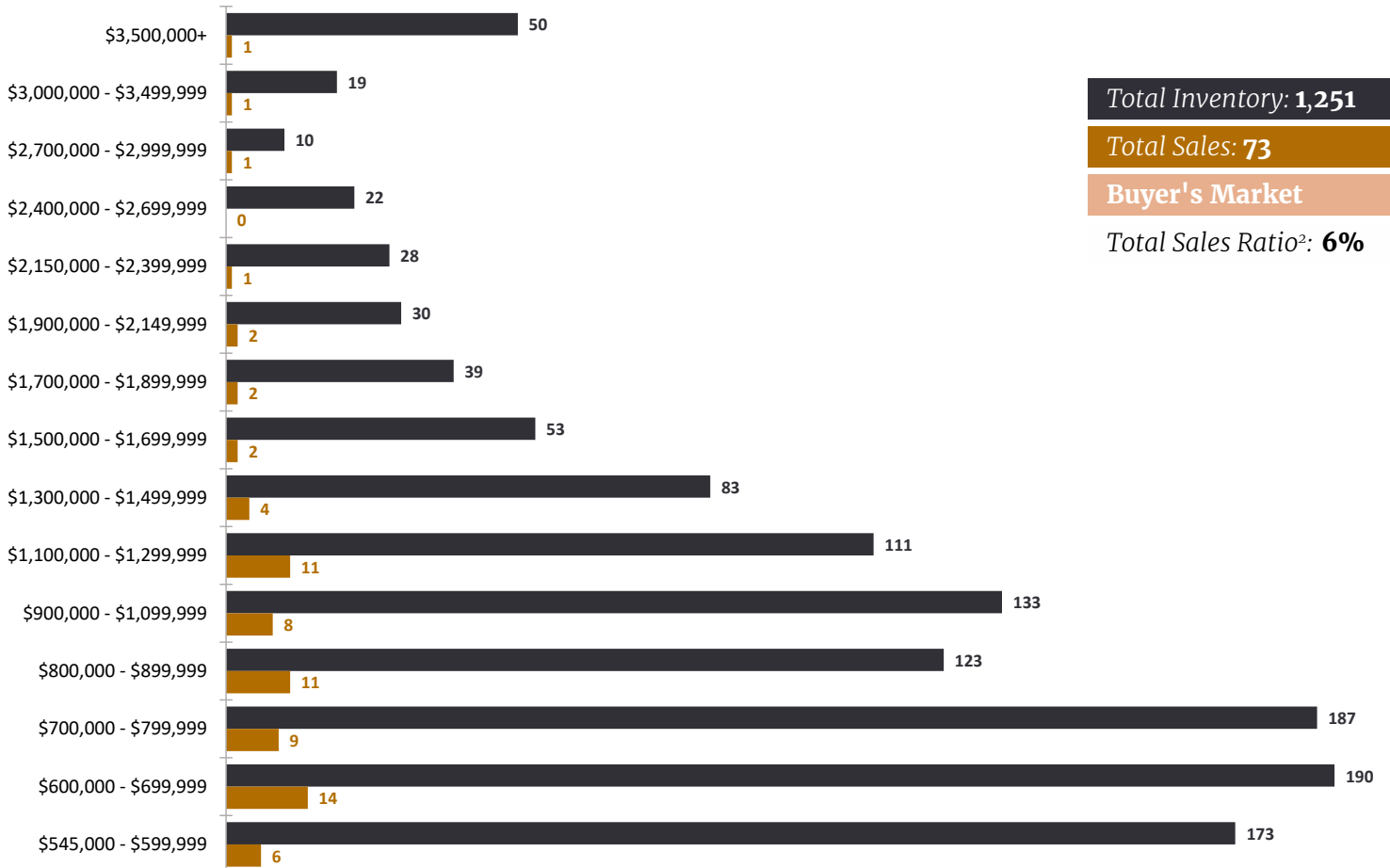
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

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



Total Inventory: **1,251**

Total Sales: **73**

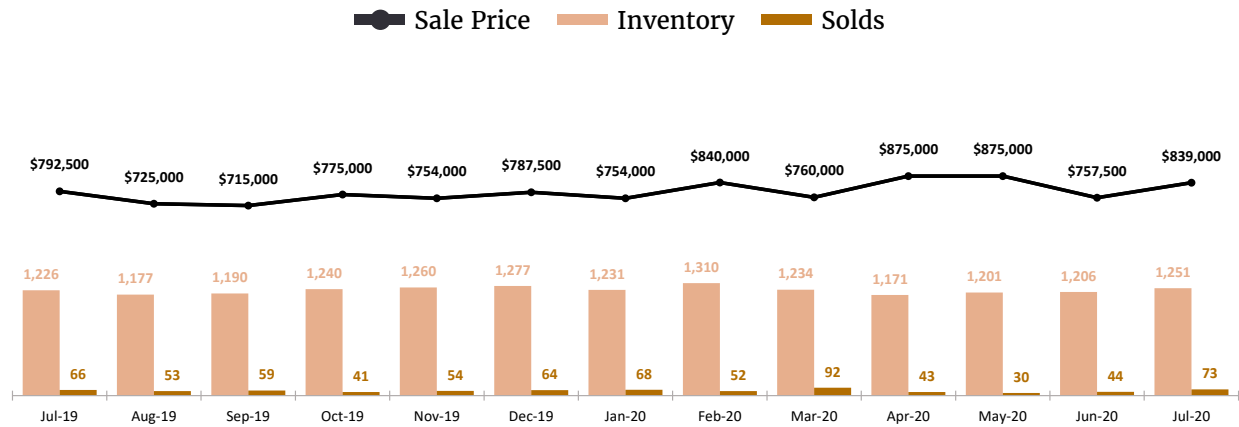
Buyer's Market

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 - 999	NA	NA	NA	0	35	0%
1,000 - 1,499	\$675,000	2	2	4	180	2%
1,500 - 1,999	\$665,000	2	3	15	329	5%
2,000 - 2,499	\$809,000	3	3	20	249	8%
2,500 - 2,999	\$1,100,000	3	4	14	120	12%
3,000+	\$1,550,000	3	4	12	163	7%

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

June	July
1,206	1,251

VARIANCE: **4%**

SOLDS

June	July
44	73

VARIANCE: **66%**

SALES PRICE

June	July
\$758k	\$839k

VARIANCE: **11%**

SALE PRICE PER SQFT.

June	July
\$400	\$385

VARIANCE: **-4%**

SALE TO LIST PRICE RATIO

June	July
91.69%	93.44%

VARIANCE: **2%**

DAYS ON MARKET

June	July
122	120

VARIANCE: **-2%**

GREATER FORT LAUDERDALE MARKET SUMMARY | JULY 2020

- The Greater Fort Lauderdale attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **93.44% of list price** in July 2020.
- The most active price band is **\$1,100,000-\$1,299,999**, where the sales ratio is **10%**.
- The median luxury sales price for attached homes has increased to **\$839,000**.
- The median days on market for July 2020 was **120** days, down from **122** in June 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.