



GREATER FORT LAUDERDALE FLORIDA

—April 2020—

INSTITUTE *for*
LUXURY HOME
MARKETING®

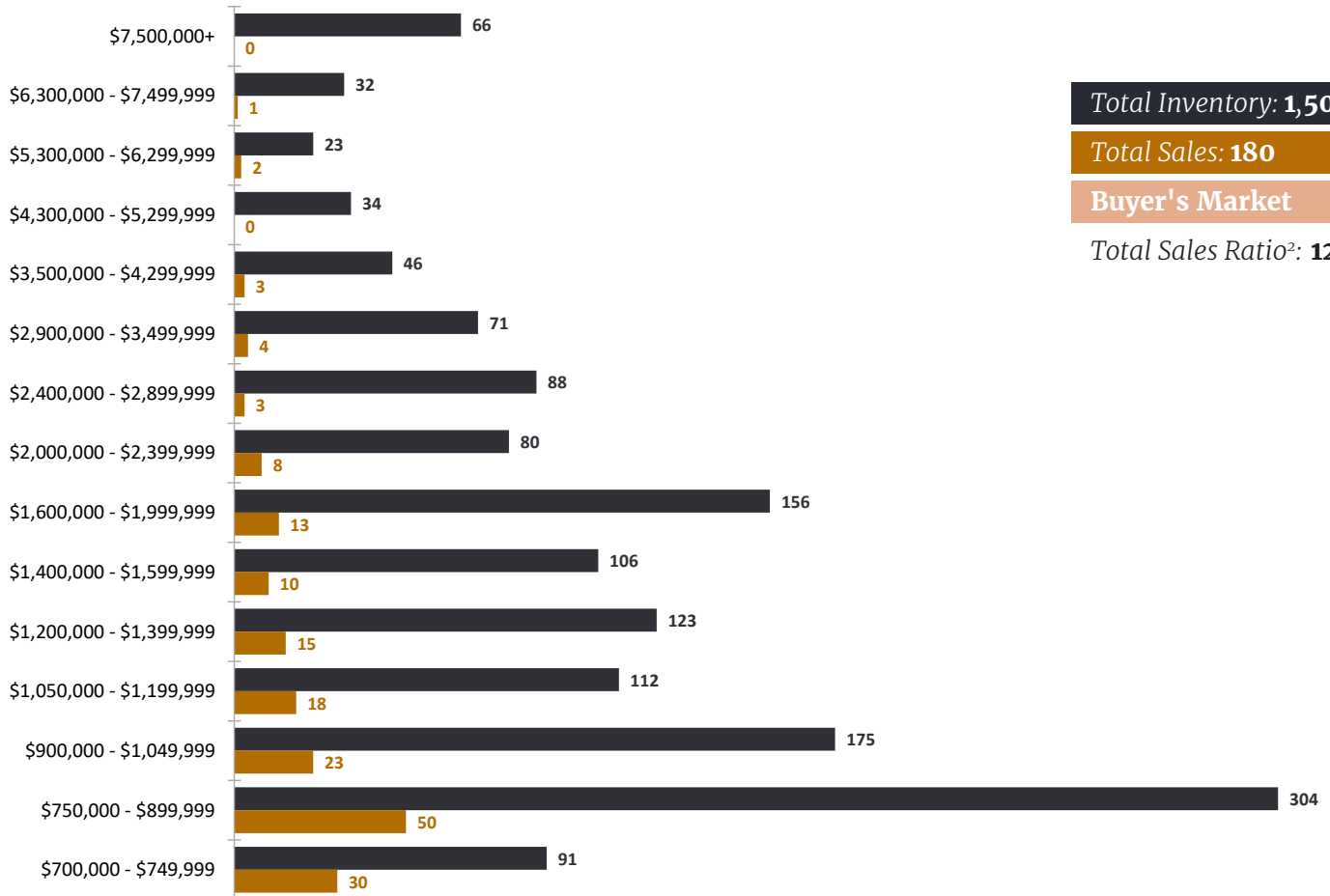
www.LuxuryHomeMarketing.com

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

LUXURY INVENTORY VS. SALES | MARCH 2020

Inventory Sales

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



Total Inventory: **1,507**

Total Sales: **180**

Buyer's Market

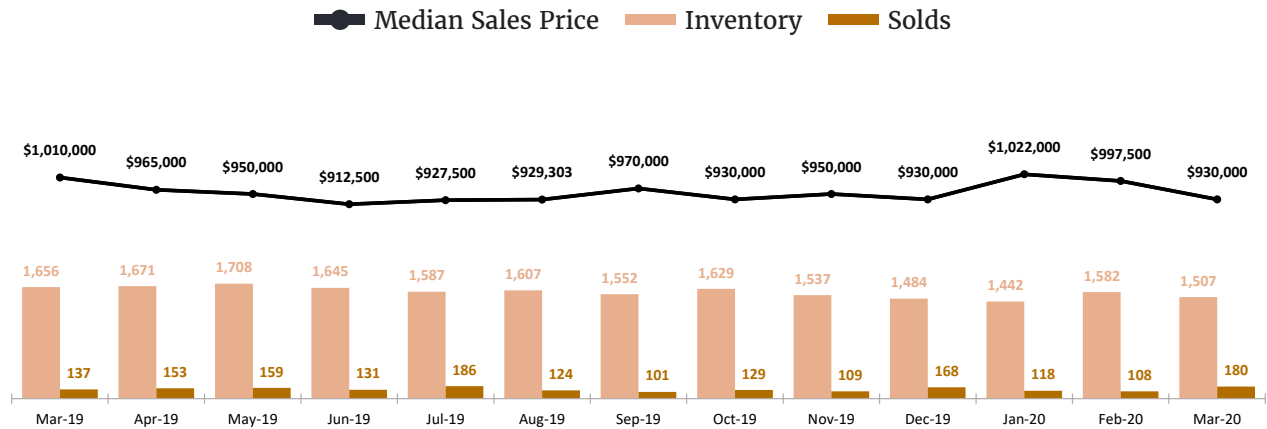
Total Sales Ratio²: **12%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$880,000	4	3	59	431	14%
3,000 - 3,999	\$850,000	5	4	43	319	13%
4,000 - 4,999	\$1,020,000	5	5	41	264	16%
5,000 - 5,999	\$1,410,000	5	5	16	156	10%
6,000 - 6,999	\$3,505,000	6	7	8	72	11%
7,000+	\$2,790,000	6	8	4	148	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.

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

February March
1,582 1,507

VARIANCE: -5%

SOLDS

February March
108 180

VARIANCE: 67%

SALES PRICE

February March
\$998k \$930k

VARIANCE: -7%

SALE PRICE PER SQFT.

February March
\$380 \$291

VARIANCE: -23%

SALE TO LIST PRICE RATIO

February March
95.59% 94.91%

VARIANCE: -1%

DAYS ON MARKET

February March
98 81

VARIANCE: -17%

GREATER FORT LAUDERDALE MARKET SUMMARY | MARCH 2020

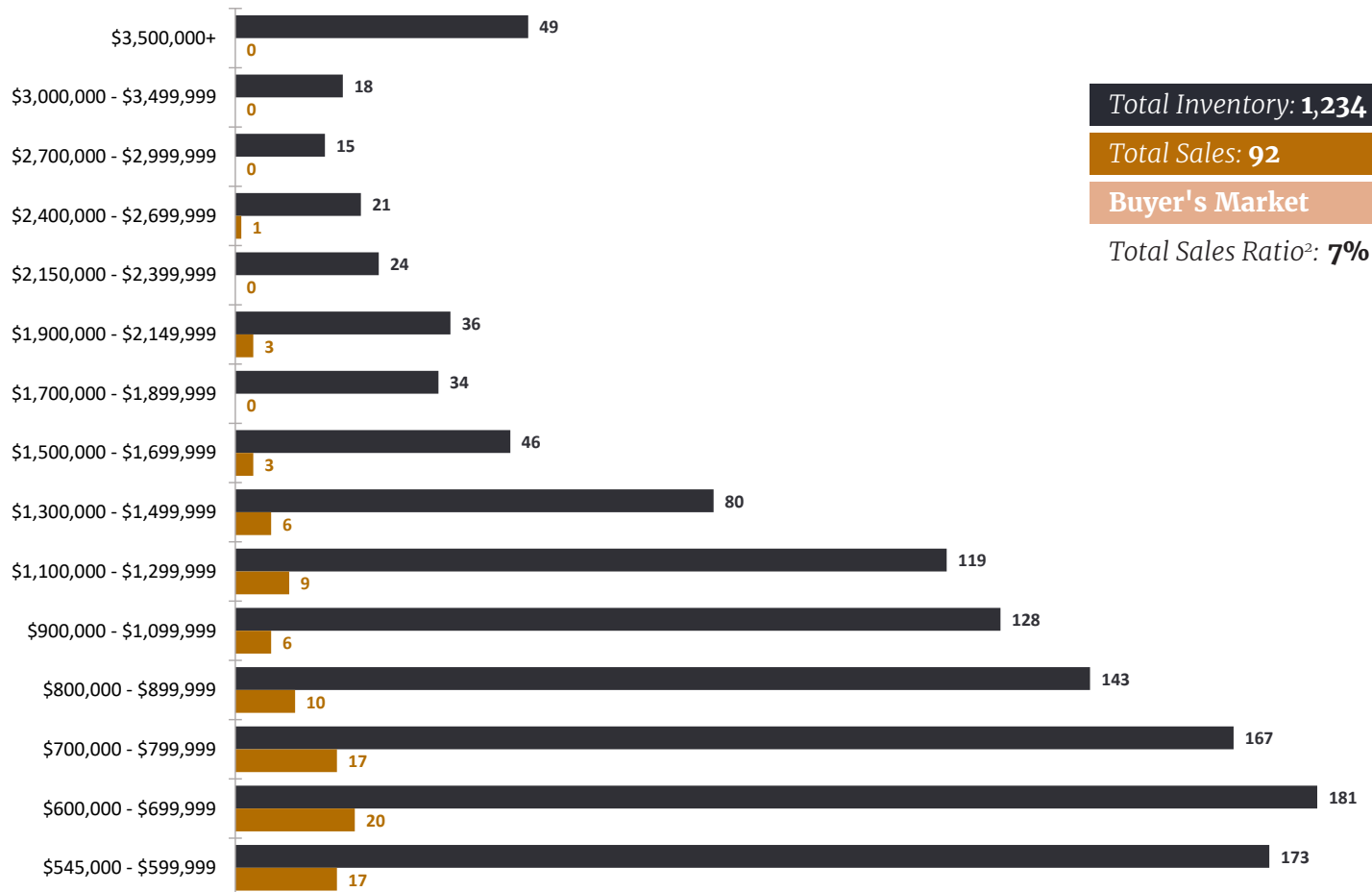
- The Greater Fort Lauderdale single-family luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **94.91% of list price** in March 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **33%**.
- The median luxury sales price for single-family homes has decreased to **\$930,000**.
- The median days on market for March 2020 was **81** days, down from **98** in February 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.

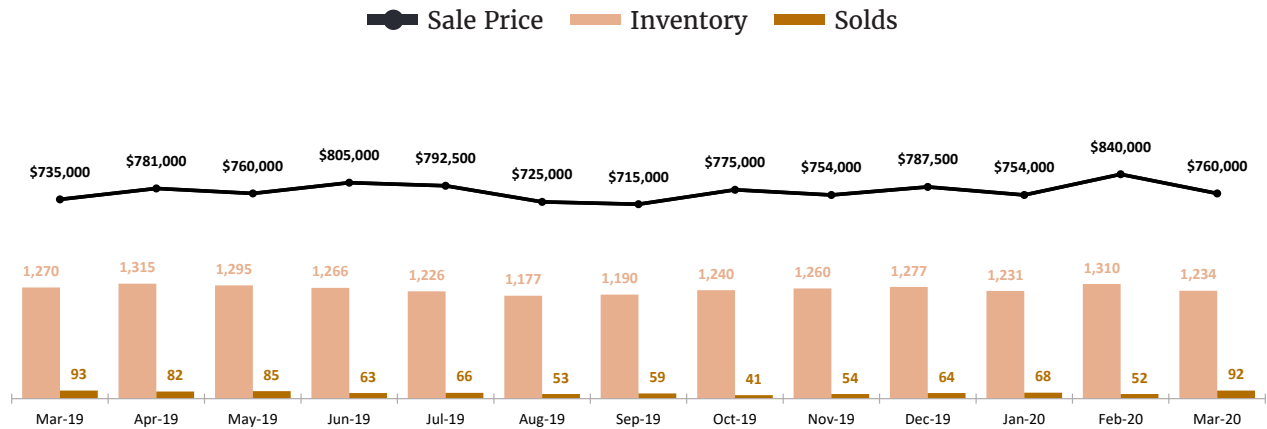
LUXURY INVENTORY VS. SALES | MARCH 2020

Inventory Sales

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

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	NA	NA	NA	0	35	0%
1,000 - 1,499	\$610,000	2	2	15	183	8%
1,500 - 1,999	\$679,000	2	3	29	311	9%
2,000 - 2,499	\$875,000	3	3	30	236	13%
2,500 - 2,999	\$1,380,000	3	4	6	139	4%
3,000+	\$1,369,500	3	4	6	173	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

February March
1,310 1,234

VARIANCE: -6%

SOLDS

February March
52 92

VARIANCE: 77%

SALES PRICE

February March
\$840k \$760k

VARIANCE: -10%

SALE PRICE PER SQFT.

February March
\$426 \$423

VARIANCE: -1%

SALE TO LIST PRICE RATIO

February March
95.50% 95.72%

VARIANCE: 0%

DAYS ON MARKET

February March
82 88

VARIANCE: 7%

GREATER FORT LAUDERDALE MARKET SUMMARY | MARCH 2020

- The Greater Fort Lauderdale attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **95.72% of list price** in March 2020.
- The most active price band is **\$600,000-\$699,999**, where the sales ratio is **11%**.
- The median luxury sales price for attached homes has decreased to **\$760,000**.
- The median days on market for March 2020 was **88** days, up from **82** in February 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.