



GREATER FORT LAUDERDALE FLORIDA

–February 2020–

INSTITUTE *for*
LUXURY HOME
MARKETING®

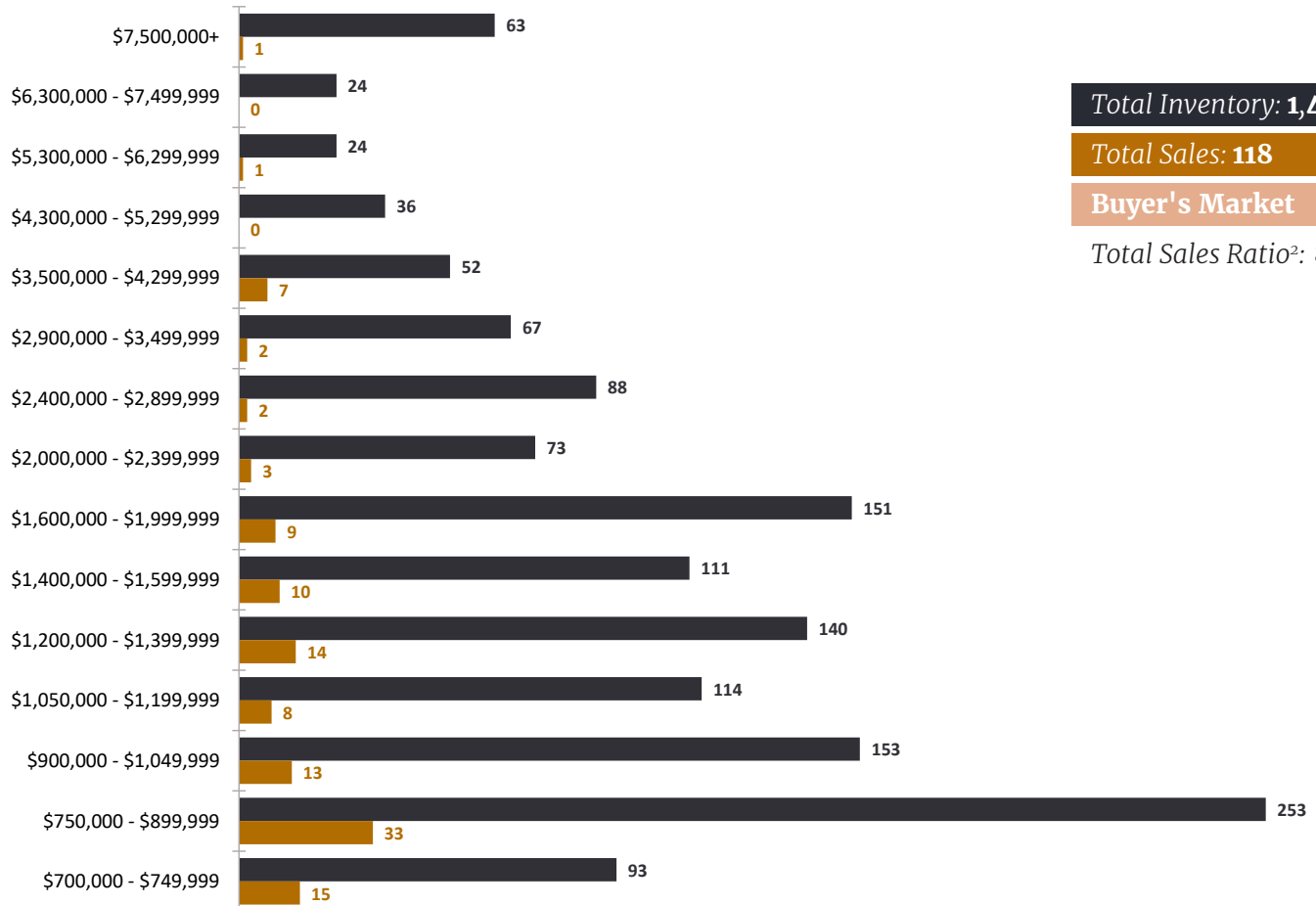
www.LuxuryHomeMarketing.com

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

LUXURY INVENTORY VS. SALES | JANUARY 2020

Inventory Sales

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



Total Inventory: **1,442**

Total Sales: **118**

Buyer's Market

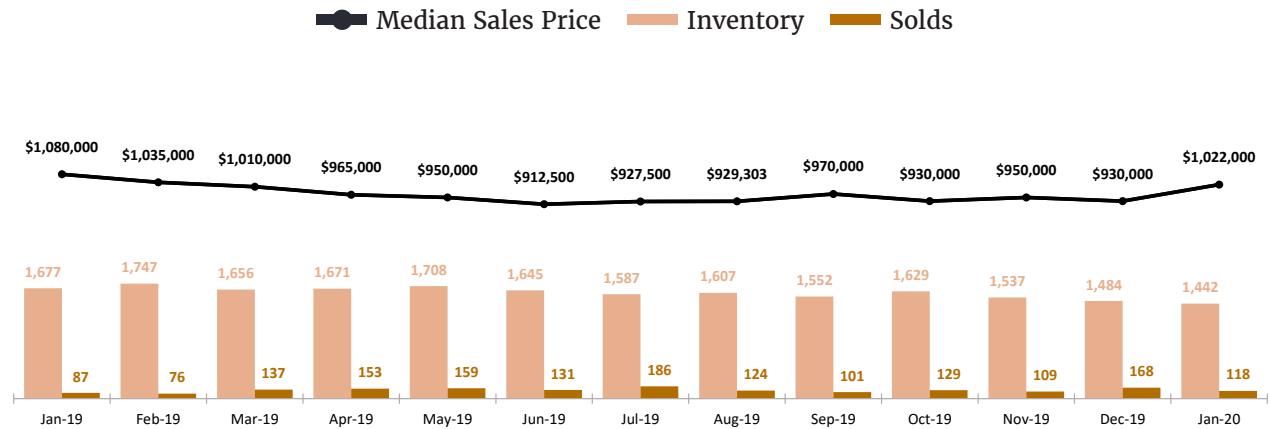
Total Sales Ratio²: **8%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$900,000	3	3	39	385	10%
3,000 - 3,999	\$890,000	5	4	31	297	10%
4,000 - 4,999	\$835,000	5	5	19	279	7%
5,000 - 5,999	\$1,437,000	5	6	19	153	12%
6,000 - 6,999	\$2,075,000	6	8	1	76	1%
7,000+	\$3,554,000	5	7	7	136	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.

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

December January
1,484 1,442

VARIANCE: -3%

SOLDS

December January
168 118

VARIANCE: -30%

SALES PRICE

December January
\$930k \$1.02m

VARIANCE: 10%

SALE PRICE PER SQFT.

December January
\$293 \$323

VARIANCE: 10%

SALE TO LIST PRICE RATIO

December January
95.44% 94.61%

VARIANCE: -1%

DAYS ON MARKET

December January
84 77

VARIANCE: -8%

GREATER FORT LAUDERDALE MARKET SUMMARY | JANUARY 2020

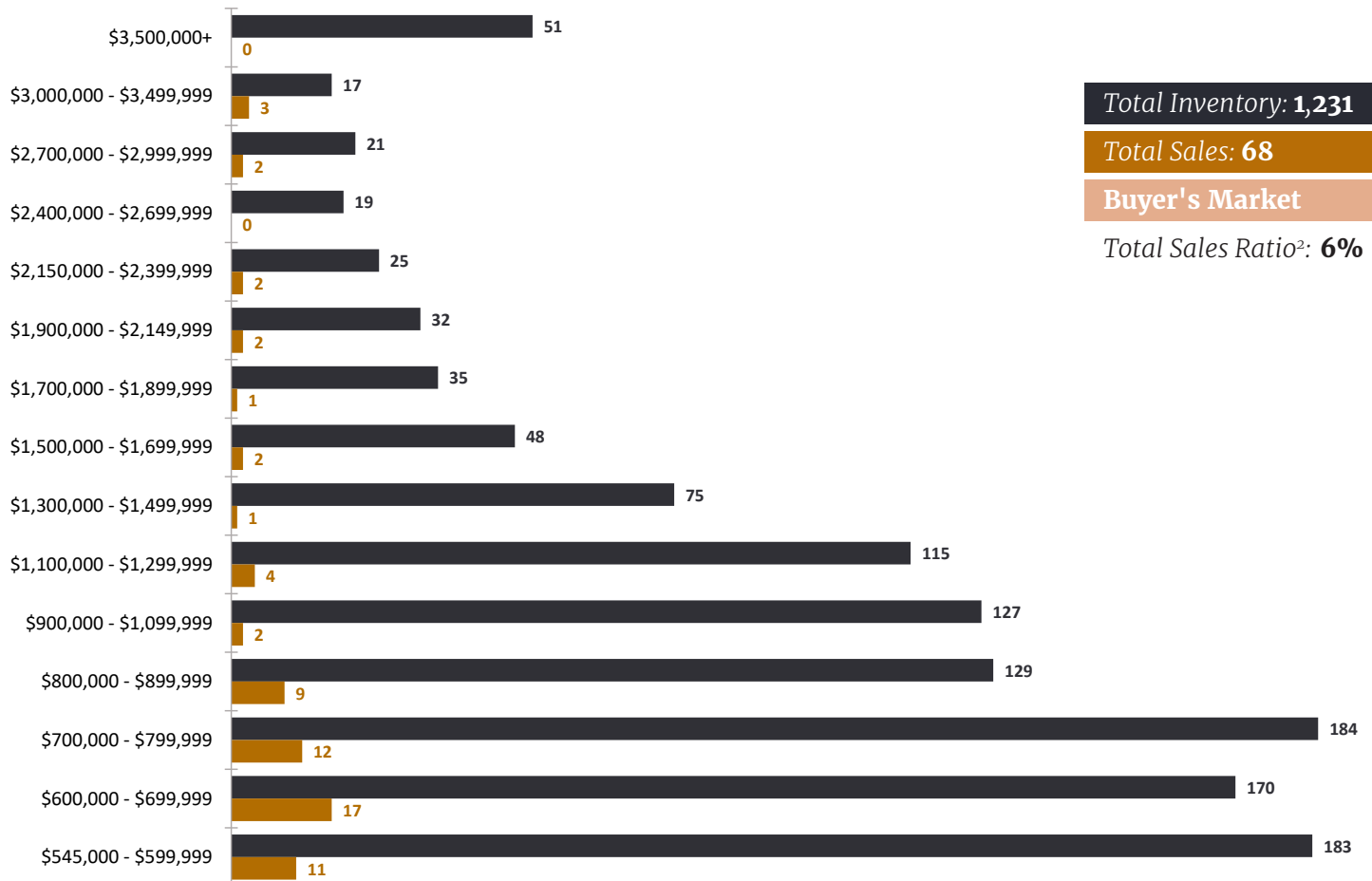
- The Greater Fort Lauderdale single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.61% of list price** in January 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **16%**.
- The median luxury sales price for single-family homes has increased to **\$1,022,000**.
- The median days on market for January 2020 was **77** days, down from **84** in December 2019.

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.

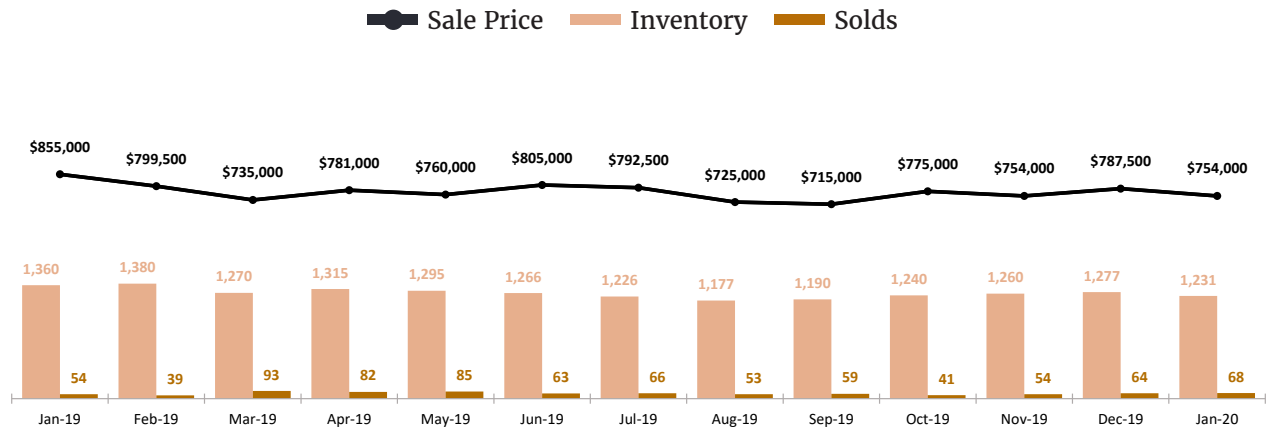
LUXURY INVENTORY VS. SALES | JANUARY 2020

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	\$775,000	1	2	1	38	3%
1,000 - 1,499	\$635,000	2	2	10	198	5%
1,500 - 1,999	\$685,000	2	3	18	304	6%
2,000 - 2,499	\$835,000	3	3	16	247	6%
2,500 - 2,999	\$784,000	3	4	12	134	9%
3,000+	\$2,875,000	3	4	7	172	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

December January
1,277 1,231

VARIANCE: -4%

SOLDS

December January
64 68

VARIANCE: 6%

SALES PRICE

December January
\$788k \$754k

VARIANCE: -4%

SALE PRICE PER SQFT.

December January
\$414 \$421

VARIANCE: 2%

SALE TO LIST PRICE RATIO

December January
94.54% 95.02%

VARIANCE: 1%

DAYS ON MARKET

December January
135 86

VARIANCE: -36%

GREATER FORT LAUDERDALE MARKET SUMMARY | JANUARY 2020

- The Greater Fort Lauderdale attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **95.02% of list price** in January 2020.
- The most active price band is **\$3,000,000-\$3,499,999**, where the sales ratio is **18%**.
- The median luxury sales price for attached homes has decreased to **\$754,000**.
- The median days on market for January 2020 was **86** days, down from **135** in December 2019.

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.