



GREATER FORT LAUDERDALE FLORIDA

—May 2020—

INSTITUTE *for*
LUXURY HOME
MARKETING®

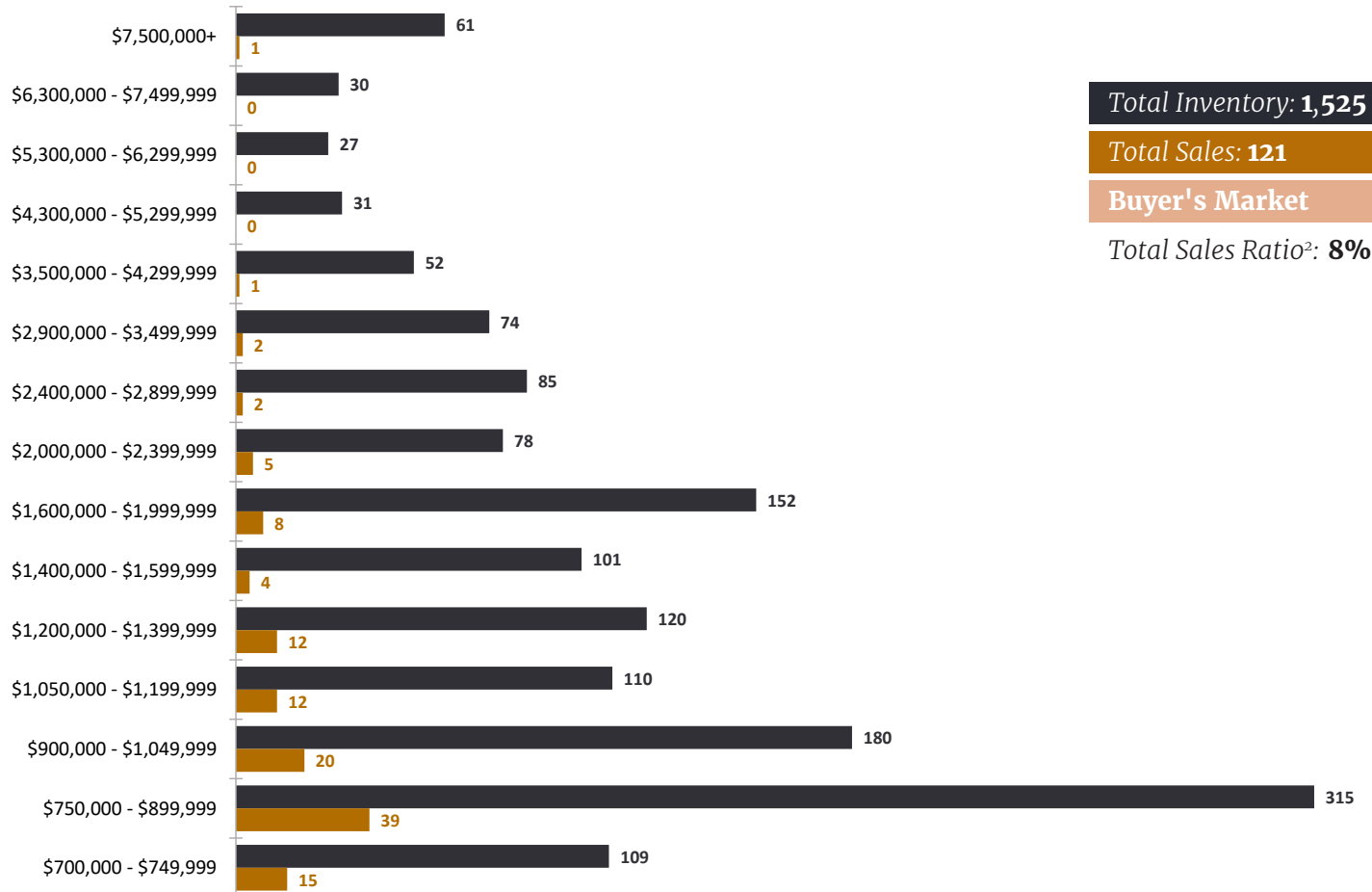
www.LuxuryHomeMarketing.com

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

LUXURY INVENTORY VS. SALES | APRIL 2020

Inventory Sales

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



Total Inventory: **1,525**

Total Sales: **121**

Buyer's Market

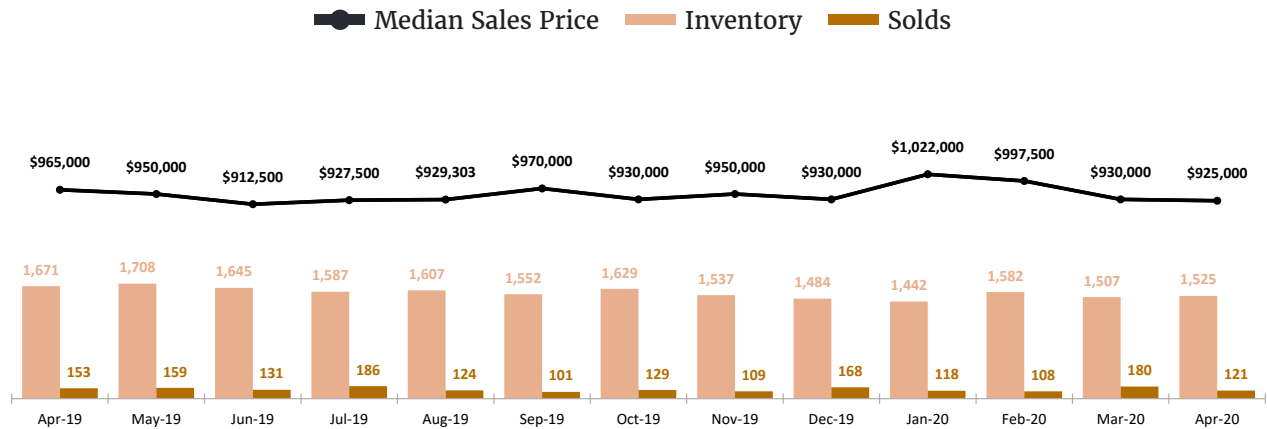
Total Sales Ratio²: **8%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$830,000	4	3	33	446	7%
3,000 - 3,999	\$805,000	5	4	35	320	11%
4,000 - 4,999	\$1,050,000	5	5	31	258	12%
5,000 - 5,999	\$1,245,000	6	7	9	161	6%
6,000 - 6,999	\$1,873,000	6	6	4	78	5%
7,000+	\$3,520,000	5	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

March	April
1,507	1,525
VARIANCE: 1%	

SOLDS

March	April
180	121
VARIANCE: -33%	

SALES PRICE

March	April
\$930k	\$925k
VARIANCE: -1%	

SALE PRICE PER SQFT.

March	April
\$291	\$285
VARIANCE: -2%	

SALE TO LIST PRICE RATIO

March	April
94.91%	95.65%
VARIANCE: 1%	

DAYS ON MARKET

March	April
81	48
VARIANCE: -41%	

GREATER FORT LAUDERDALE MARKET SUMMARY | APRIL 2020

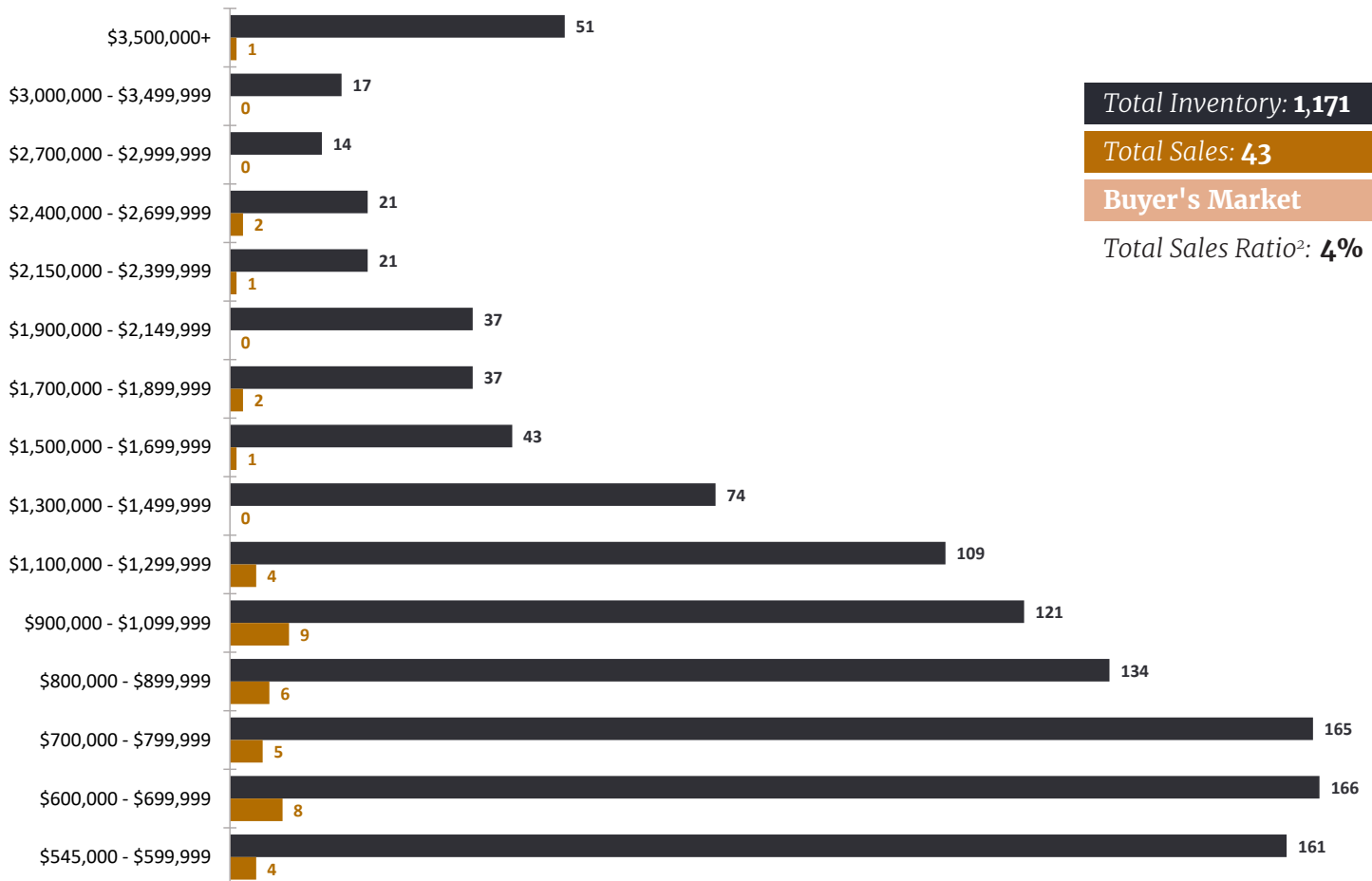
- The Greater Fort Lauderdale single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **95.65% of list price** in April 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **14%**.
- The median luxury sales price for single-family homes has decreased to **\$925,000**.
- The median days on market for April 2020 was **48** days, down from **81** in March 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 | APRIL 2020

Inventory Sales

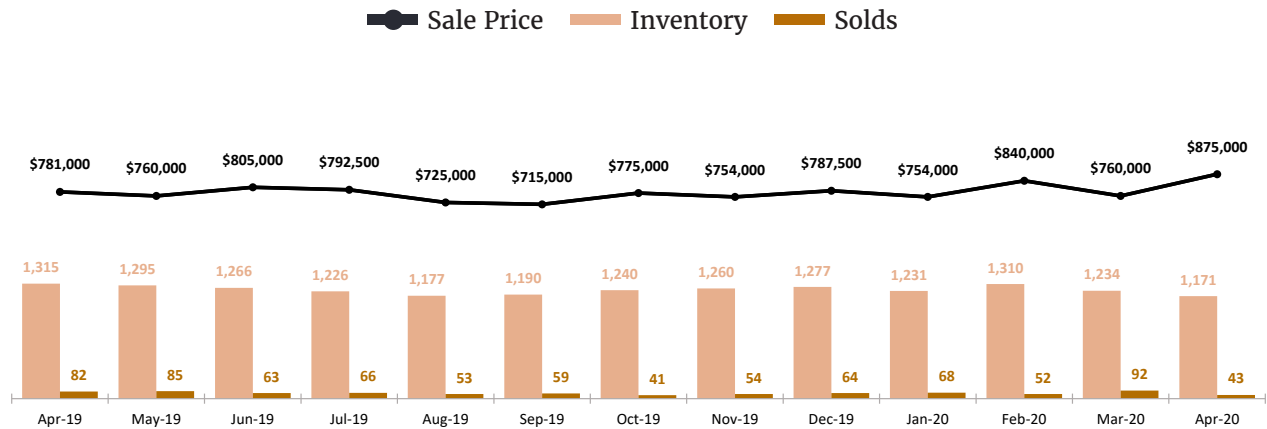
Luxury Benchmark Price¹: **\$545,000**Total Inventory: **1,171**Total Sales: **43**

Buyer's Market

Total Sales Ratio²: **4%**

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	38	0%
1,000 - 1,499	\$850,000	2	2	5	177	3%
1,500 - 1,999	\$760,000	2	3	14	285	5%
2,000 - 2,499	\$919,032	3	3	8	229	3%
2,500 - 2,999	\$1,200,000	3	3	3	130	2%
3,000+	\$950,000	3	4	9	169	5%

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13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA

INVENTORY

March April
1,234 1,171

VARIANCE: -5%

SOLDS

March April
92 43

VARIANCE: -53%

SALES PRICE

March April
\$760k \$875k

VARIANCE: 15%

SALE PRICE PER SQFT.

March April
\$423 \$444

VARIANCE: 5%

SALE TO LIST PRICE RATIO

March April
95.72% 95.48%

VARIANCE: 0%

DAYS ON MARKET

March April
88 79

VARIANCE: -10%

GREATER FORT LAUDERDALE MARKET SUMMARY | APRIL 2020

- The Greater Fort Lauderdale attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **95.48% of list price** in April 2020.
- The most active price band is **\$2,400,000-\$2,699,999**, where the sales ratio is **10%**.
- The median luxury sales price for attached homes has increased to **\$875,000**.
- The median days on market for April 2020 was **79** days, down from **88** in March 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.