

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2022



GREATER FORT
LAUDERDALE

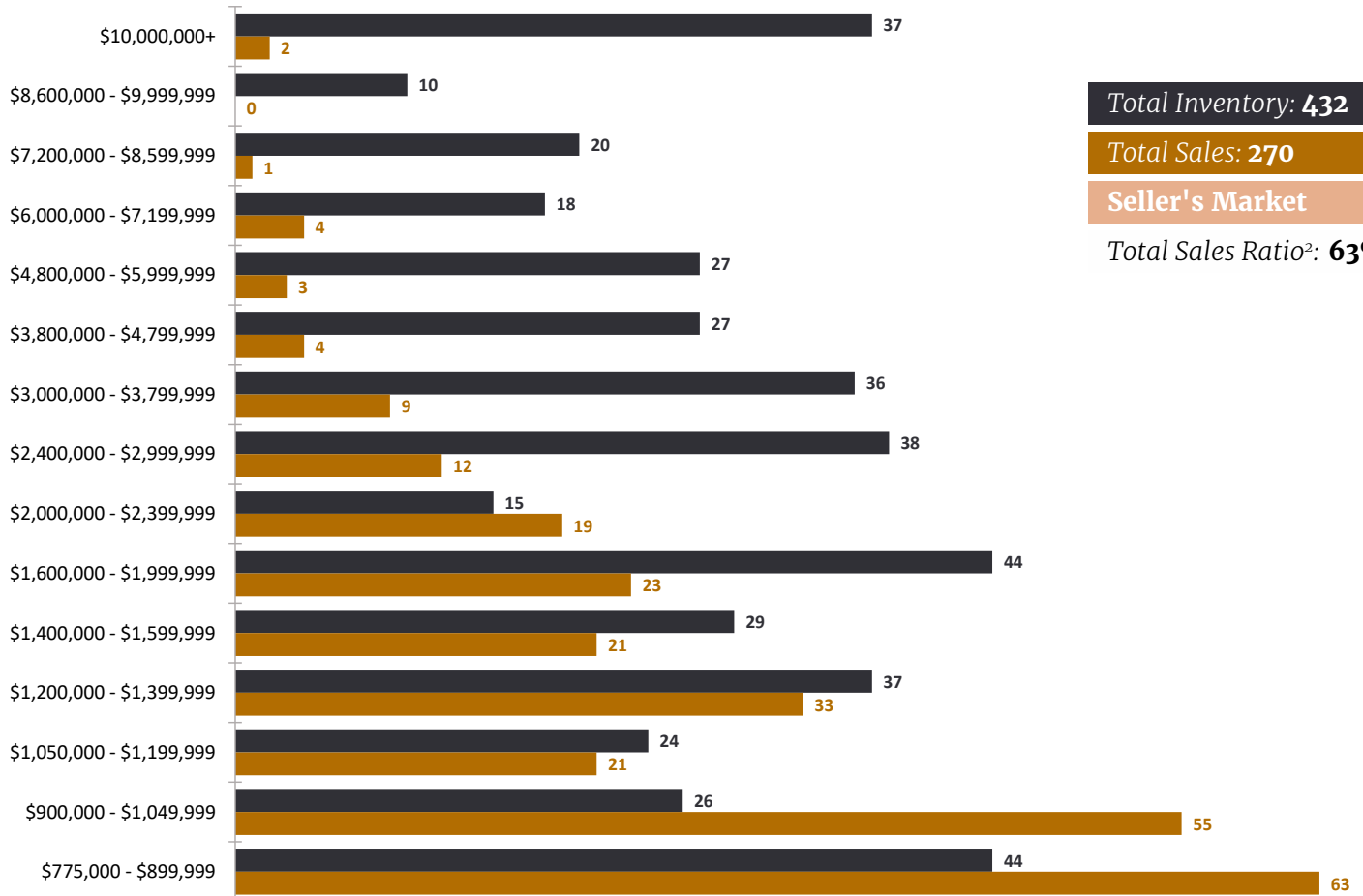
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$775,000**



Total Inventory: **432**

Total Sales: **270**

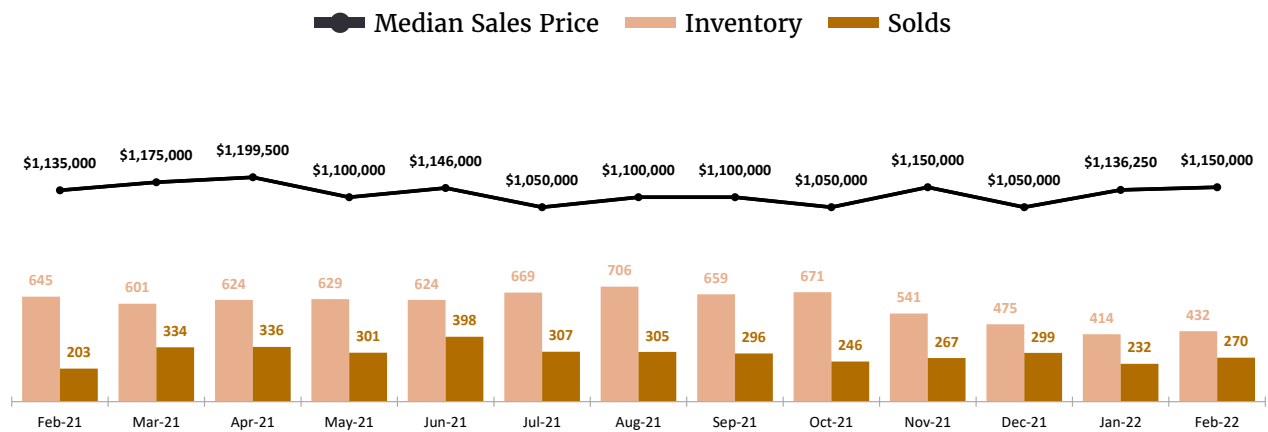
Seller's Market

Total Sales Ratio²: **63%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$987,000	3	3	131	153	86%
3,000 - 3,999	\$1,207,500	5	4	74	80	93%
4,000 - 4,999	\$1,860,000	5	5	25	51	49%
5,000 - 5,999	\$1,950,000	5	6	10	40	25%
6,000 - 6,999	\$2,897,500	6	7	6	27	22%
7,000+	\$3,825,000	7	9	6	54	11%

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 REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2021	Feb. 2022
645	432

VARIANCE: **-33%**

TOTAL SOLDS

Feb. 2021	Feb. 2022
203	270

VARIANCE: **33%**

SALES PRICE

Feb. 2021	Feb. 2022
\$1.14m	\$1.15m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
\$384	\$404

VARIANCE: **5%**

SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
95.75%	99.01%

VARIANCE: **3%**

DAYS ON MARKET

Feb. 2021	Feb. 2022
54	20

VARIANCE: **-63%**

GREATER FORT LAUDERDALE MARKET SUMMARY | FEBRUARY 2022

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **63% Sales Ratio**.
- Homes sold for a median of **99.01% of list price** in February 2022.
- The most active price band is **\$900,000-\$1,049,999**, where the sales ratio is **212%**.
- The median luxury sales price for single-family homes is **\$1,150,000**.
- The median days on market for February 2022 was **20** days, down from **54** in February 2021.

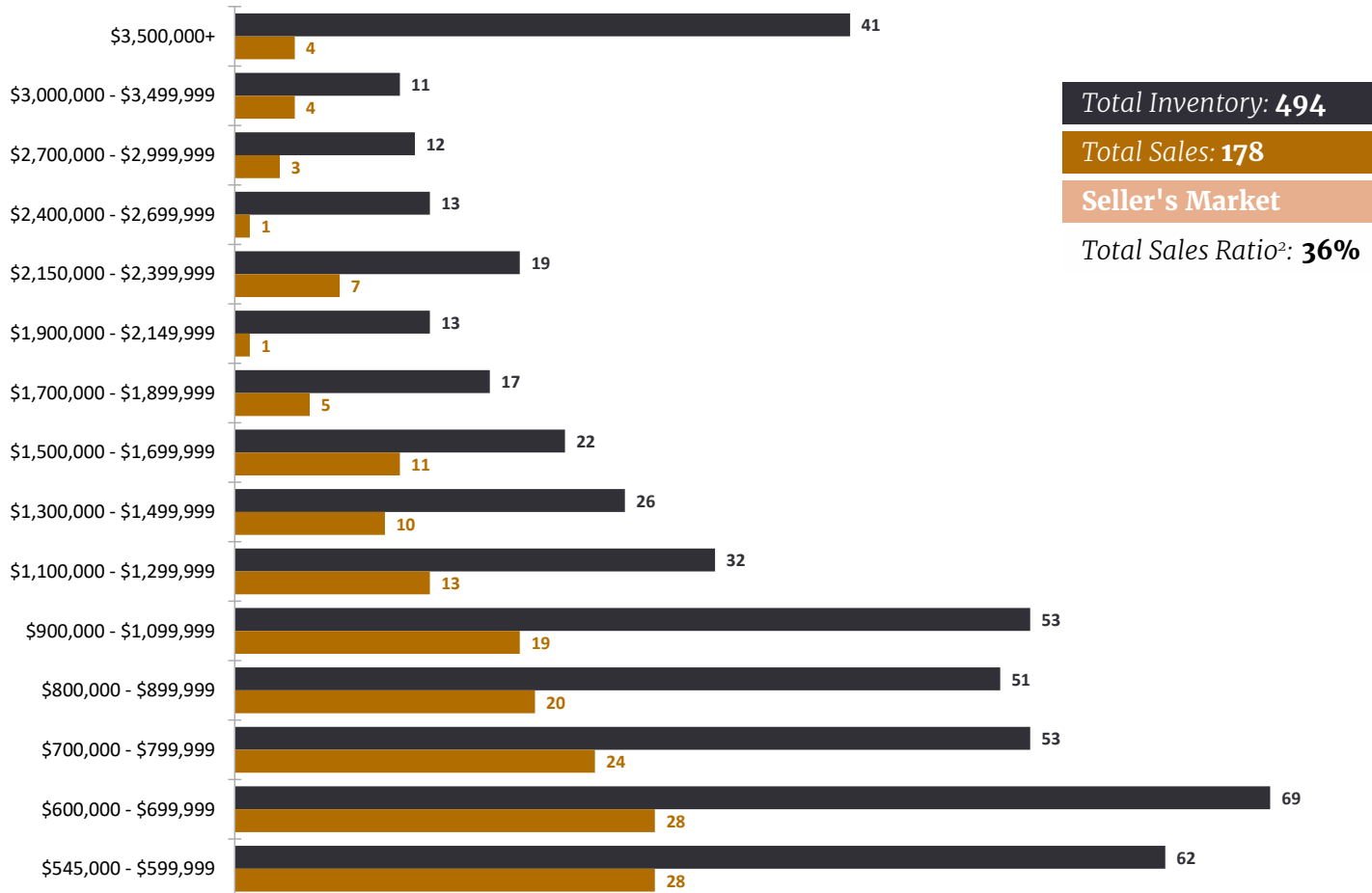
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

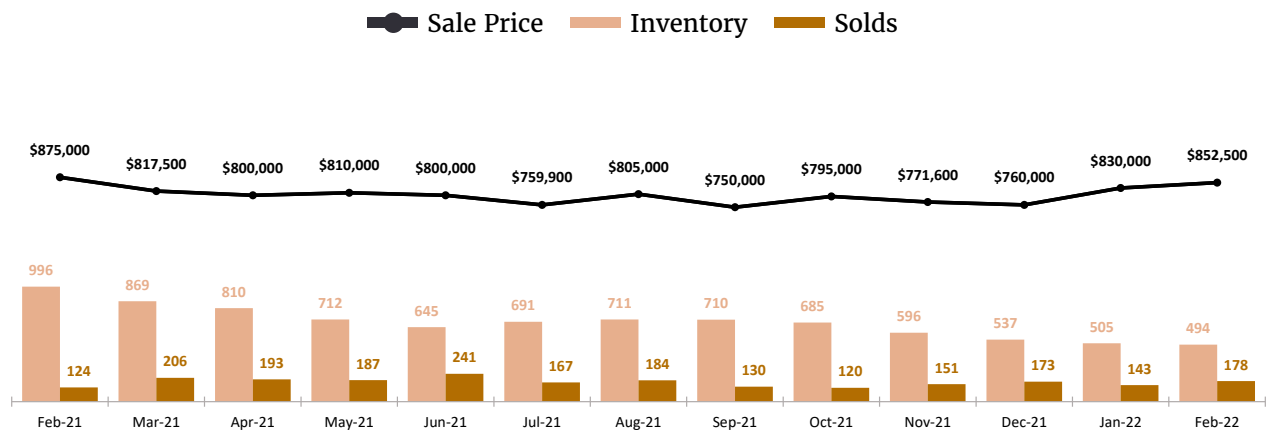
Luxury Benchmark Price¹: **\$545,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$600,000	1	1	3	56	5%
1,000 - 1,499	\$637,000	2	2	53	148	36%
1,500 - 1,999	\$840,000	2	3	42	87	48%
2,000 - 2,499	\$1,135,000	3	3	31	62	50%
2,500 - 2,999	\$1,550,000	3	4	27	29	93%
3,000+	\$1,800,000	3	4	15	78	19%

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 REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2021	Feb. 2022
996	494

VARIANCE: **-50%**

TOTAL SOLDS

Feb. 2021	Feb. 2022
124	178

VARIANCE: **44%**

SALES PRICE

Feb. 2021	Feb. 2022
\$875k	\$853k

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
\$424	\$512

VARIANCE: **21%**

SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
95.60%	97.71%

VARIANCE: **2%**

DAYS ON MARKET

Feb. 2021	Feb. 2022
71	35

VARIANCE: **-51%**

GREATER FORT LAUDERDALE MARKET SUMMARY | FEBRUARY 2022

- The Greater Fort Lauderdale attached luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **97.71% of list price** in February 2022.
- The most active price band is **\$1,500,000-\$1,699,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$852,500**.
- The median days on market for February 2022 was **35** days, down from **71** in February 2021.

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.