

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JUNE  
2021



GREATER FORT  
LAUDERDALE  

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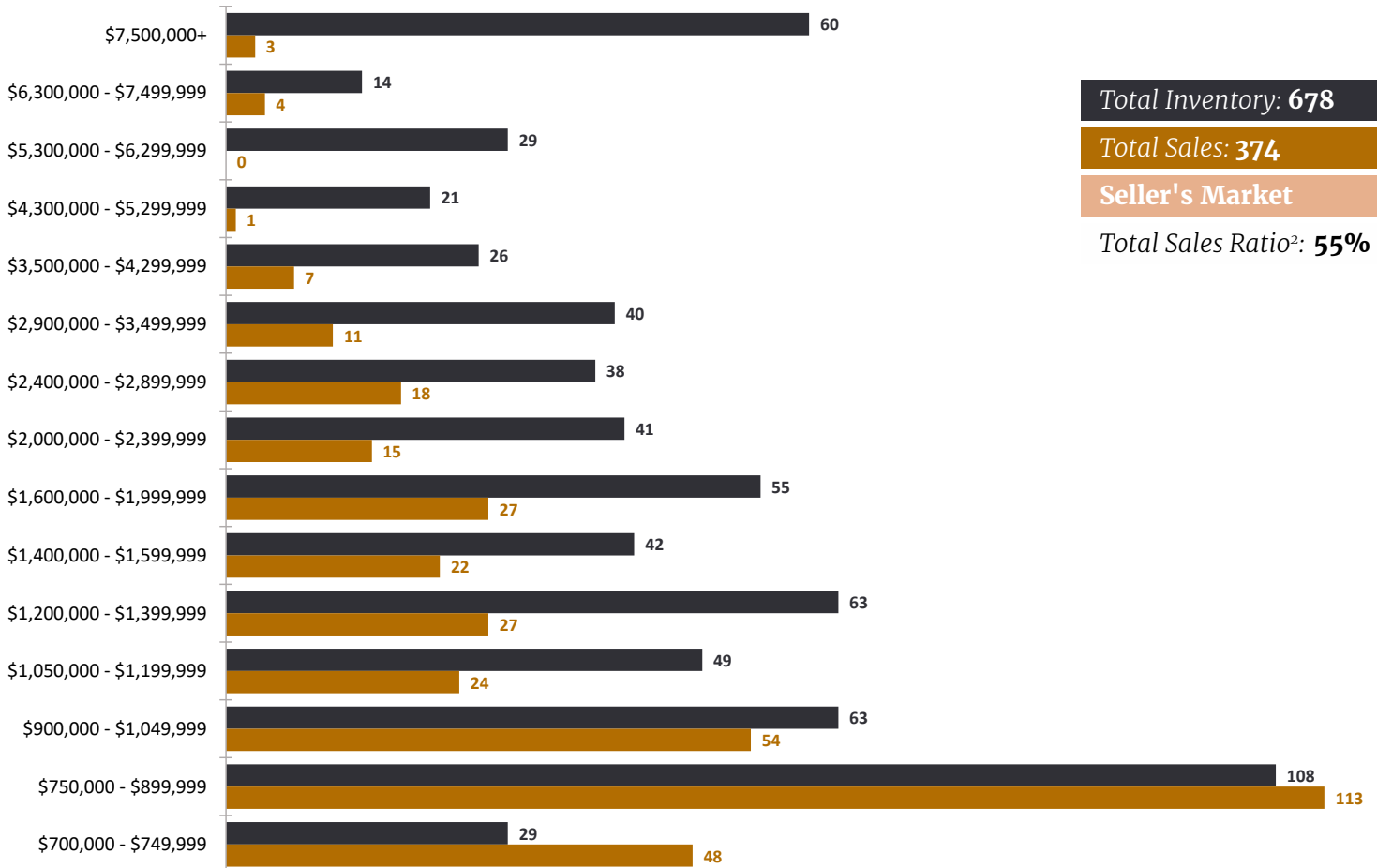
FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

## LUXURY INVENTORY VS. SALES | MAY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$700,000**



Total Inventory: **678**

Total Sales: **374**

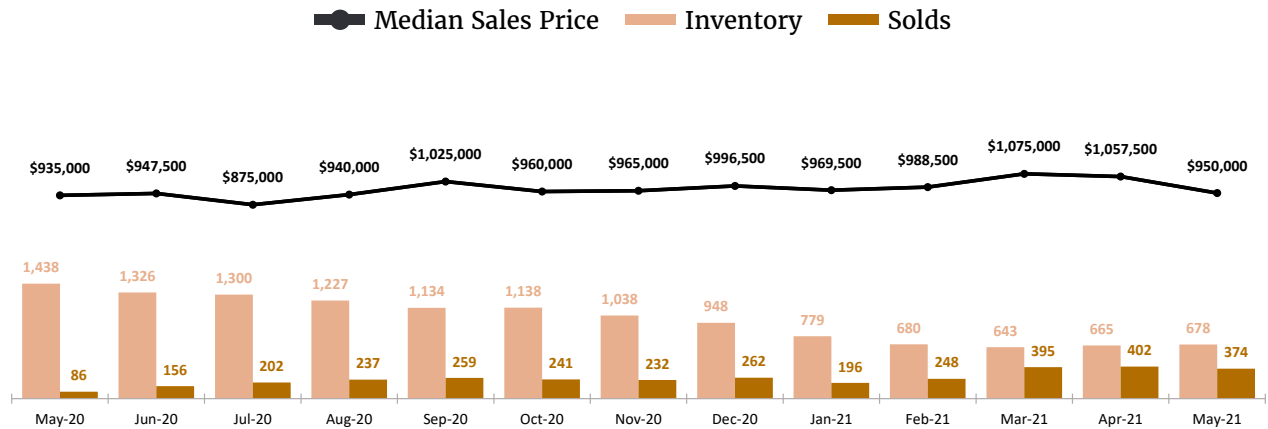
Seller's Market

Total Sales Ratio<sup>2</sup>: **55%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$815,000	4	3	166	204	81%
3,000 - 3,999	\$940,000	5	4	101	160	63%
4,000 - 4,999	\$1,522,889	5	5	52	90	58%
5,000 - 5,999	\$2,200,000	5	6	21	51	41%
6,000 - 6,999	\$3,047,500	6	7	12	36	33%
7,000+	\$3,800,000	6	8	7	80	9%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> 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 TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MAY

### TOTAL INVENTORY

May 2020      May 2021  
**1,438**      **678**

VARIANCE: **-53%**

### TOTAL SOLDS

May 2020      May 2021  
**86**      **374**

VARIANCE: **335%**

### SALES PRICE

May 2020      May 2021  
**\$935k**      **\$950k**

VARIANCE: **2%**

### SALE PRICE PER SQFT.

May 2020      May 2021  
**\$308**      **\$334**

VARIANCE: **8%**

### SALE TO LIST PRICE RATIO

May 2020      May 2021  
**93.91%**      **98.56%**

VARIANCE: **5%**

### DAYS ON MARKET

May 2020      May 2021  
**76**      **16**

VARIANCE: **-79%**

## GREATER FORT LAUDERDALE MARKET SUMMARY | MAY 2021

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **55% Sales Ratio**.
- Homes sold for a median of **98.56% of list price** in May 2021.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **166%**.
- The median luxury sales price for single-family homes is **\$950,000**.
- The median days on market for May 2021 was **16** days, down from **76** in May 2020.

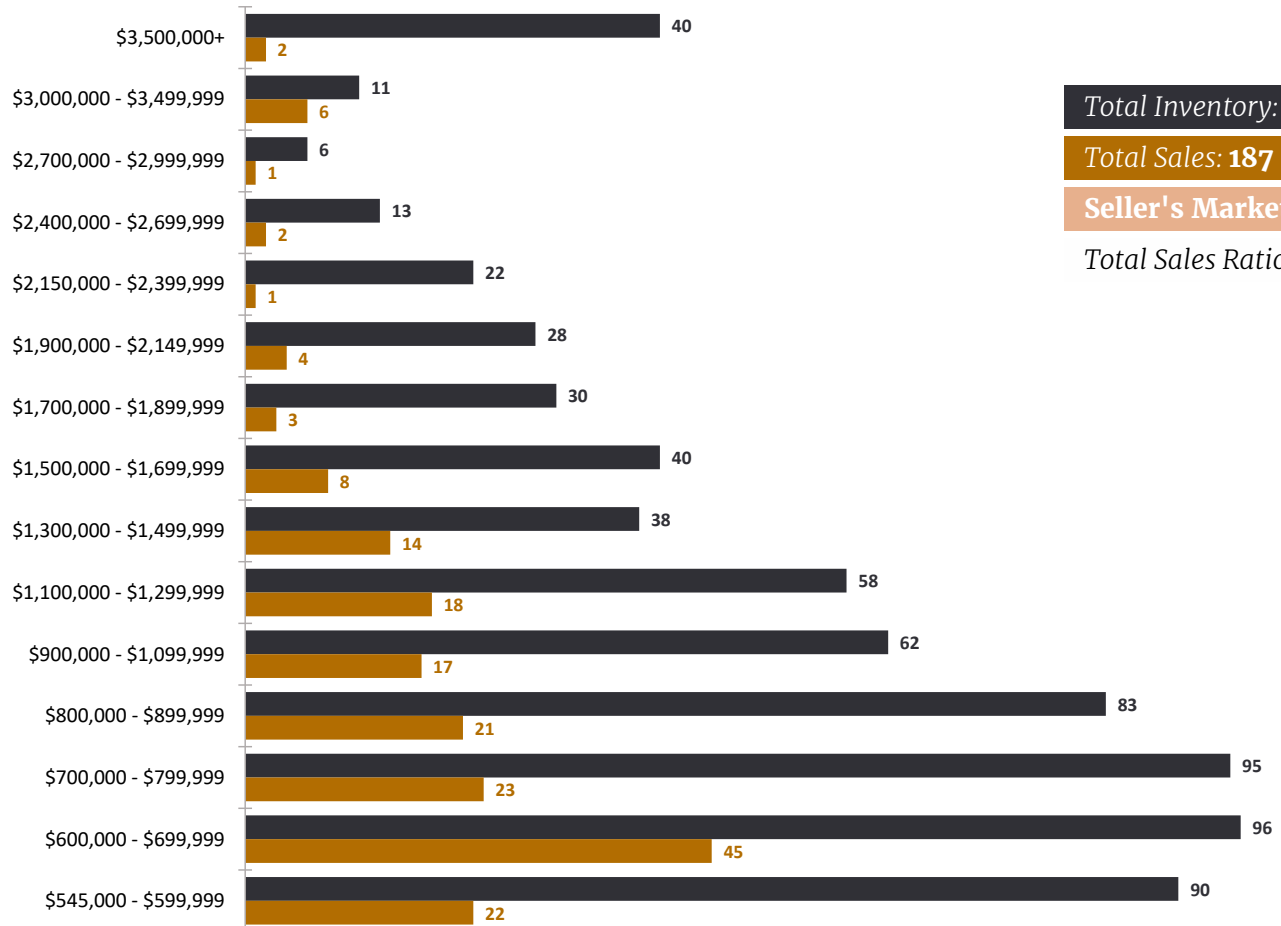
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | MAY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$545,000**



Total Inventory: **712**

Total Sales: **187**

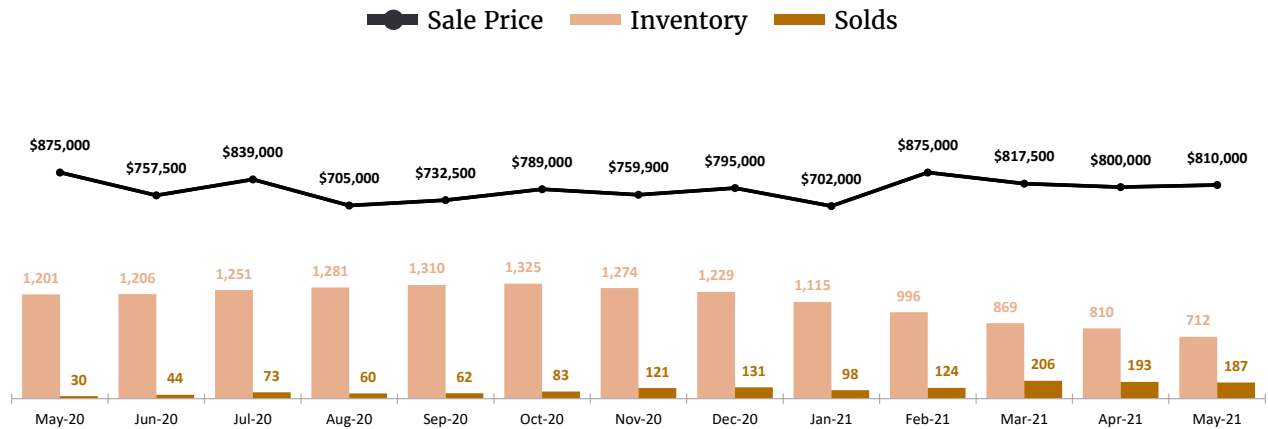
Seller's Market

Total Sales Ratio<sup>2</sup>: **26%**

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$692,500	2	2	2	33	6%
1,000 - 1,499	\$637,500	2	2	28	137	20%
1,500 - 1,999	\$749,500	2	2	56	140	40%
2,000 - 2,499	\$889,500	3	3	46	97	47%
2,500 - 2,999	\$1,325,000	3	4	24	72	33%
3,000+	\$1,920,000	3	4	20	110	18%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | MAY

#### TOTAL INVENTORY

May 2020	May 2021
<b>1,201</b>	<b>712</b>

VARIANCE: **-41%**

#### TOTAL SOLDS

May 2020	May 2021
<b>30</b>	<b>187</b>

VARIANCE: **523%**

#### SALES PRICE

May 2020	May 2021
<b>\$875k</b>	<b>\$810k</b>

VARIANCE: **-7%**

#### SALE PRICE PER SQFT.

May 2020	May 2021
<b>\$365</b>	<b>\$446</b>

VARIANCE: **22%**

#### SALE TO LIST PRICE RATIO

May 2020	May 2021
<b>95.18%</b>	<b>96.43%</b>

VARIANCE: **1%**

#### DAYS ON MARKET

May 2020	May 2021
<b>133</b>	<b>57</b>

VARIANCE: **-57%**

## GREATER FORT LAUDERDALE MARKET SUMMARY | MAY 2021

- The Greater Fort Lauderdale attached luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **96.43% of list price** in May 2021.
- The most active price band is **\$3,000,000-\$3,499,999**, where the sales ratio is **55%**.
- The median luxury sales price for attached homes is **\$810,000**.
- The median days on market for May 2021 was **57** days, down from **133** in May 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.