

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2021



GREATER FORT  
LAUDERDALE  

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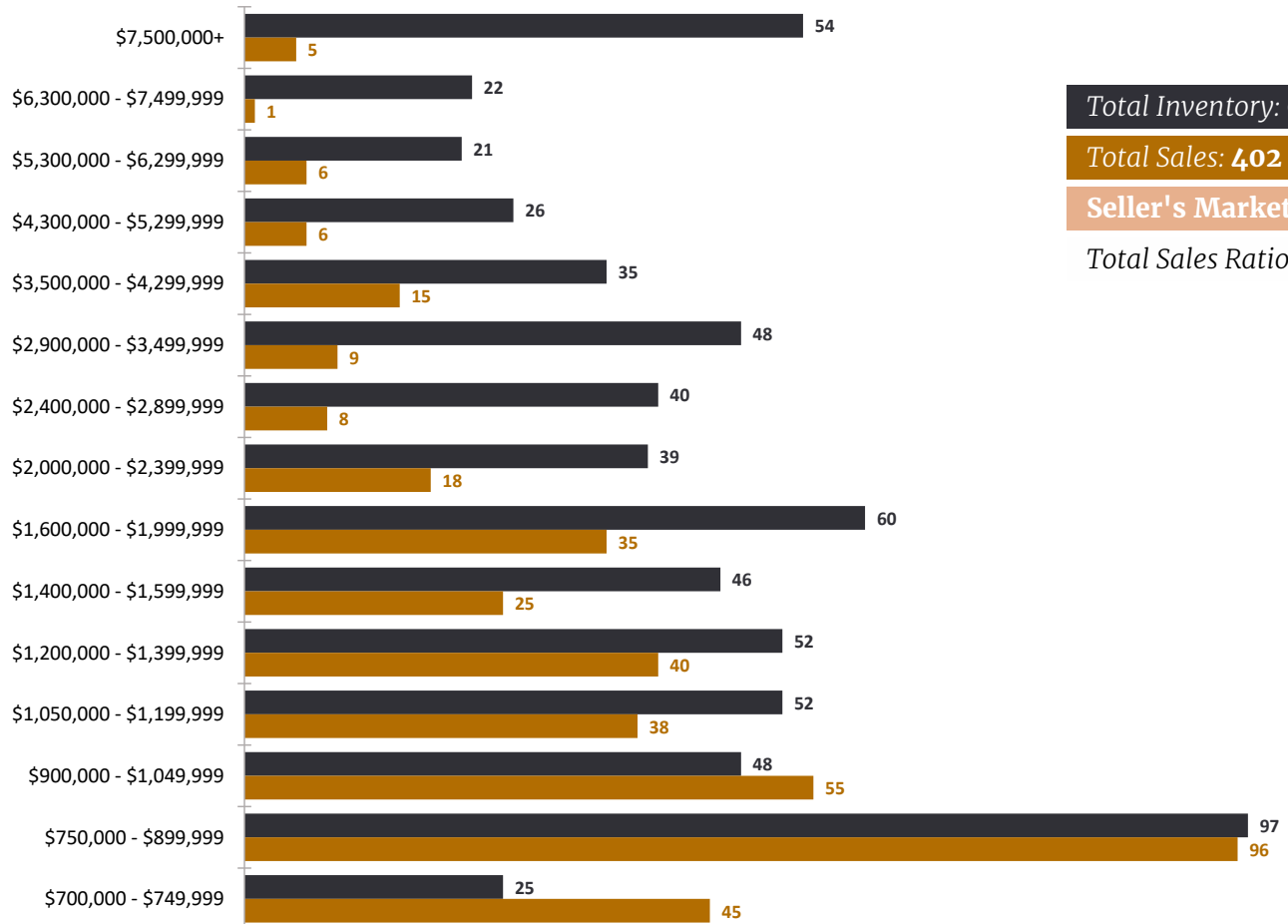
FLORIDA

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

## LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

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



Total Inventory: **665**

Total Sales: **402**

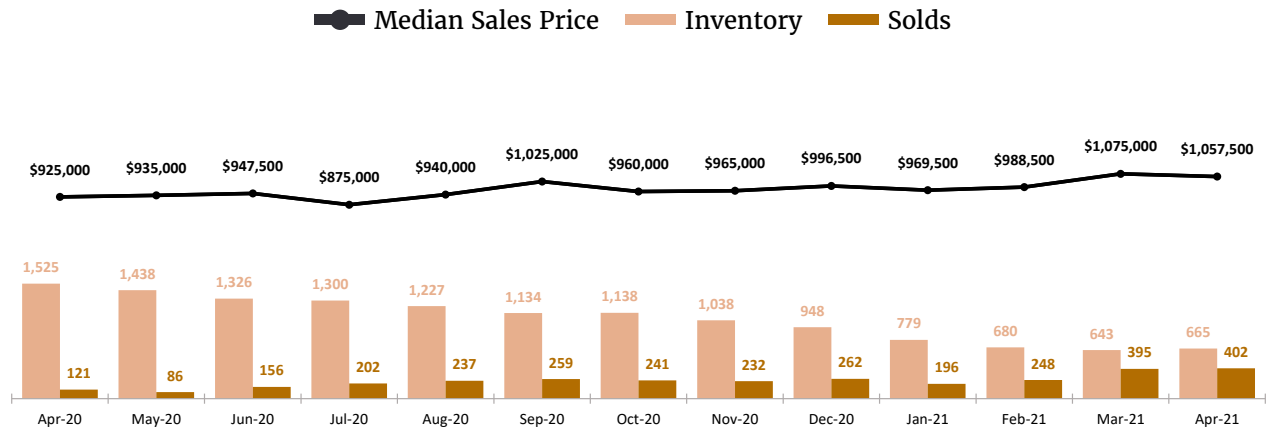
Seller's Market

Total Sales Ratio<sup>2</sup>: **60%**

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	\$860,000	3	3	143	202	71%
3,000 - 3,999	\$950,000	4	4	115	132	87%
4,000 - 4,999	\$1,262,500	5	5	62	89	70%
5,000 - 5,999	\$2,177,500	5	6	36	56	64%
6,000 - 6,999	\$4,980,000	6	7	13	47	28%
7,000+	\$4,545,000	6	9	10	92	11%

<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 | APRIL

### TOTAL INVENTORY

Apr. 2020      Apr. 2021  
**1,525**      **665**

VARIANCE: **-56%**

### TOTAL SOLDS

Apr. 2020      Apr. 2021  
**121**      **402**

VARIANCE: **232%**

### SALES PRICE

Apr. 2020      Apr. 2021  
**\$925k**      **\$1.06m**

VARIANCE: **14%**

### SALE PRICE PER SQFT.

Apr. 2020      Apr. 2021  
**\$285**      **\$365**

VARIANCE: **28%**

### SALE TO LIST PRICE RATIO

Apr. 2020      Apr. 2021  
**95.65%**      **97.22%**

VARIANCE: **2%**

### DAYS ON MARKET

Apr. 2020      Apr. 2021  
**48**      **24**

VARIANCE: **-50%**

## GREATER FORT LAUDERDALE MARKET SUMMARY | APRIL 2021

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **60% Sales Ratio**.
- Homes sold for a median of **97.22% of list price** in April 2021.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **180%**.
- The median luxury sales price for single-family homes is **\$1,057,500**.
- The median days on market for April 2021 was **24** days, down from **48** in April 2020.

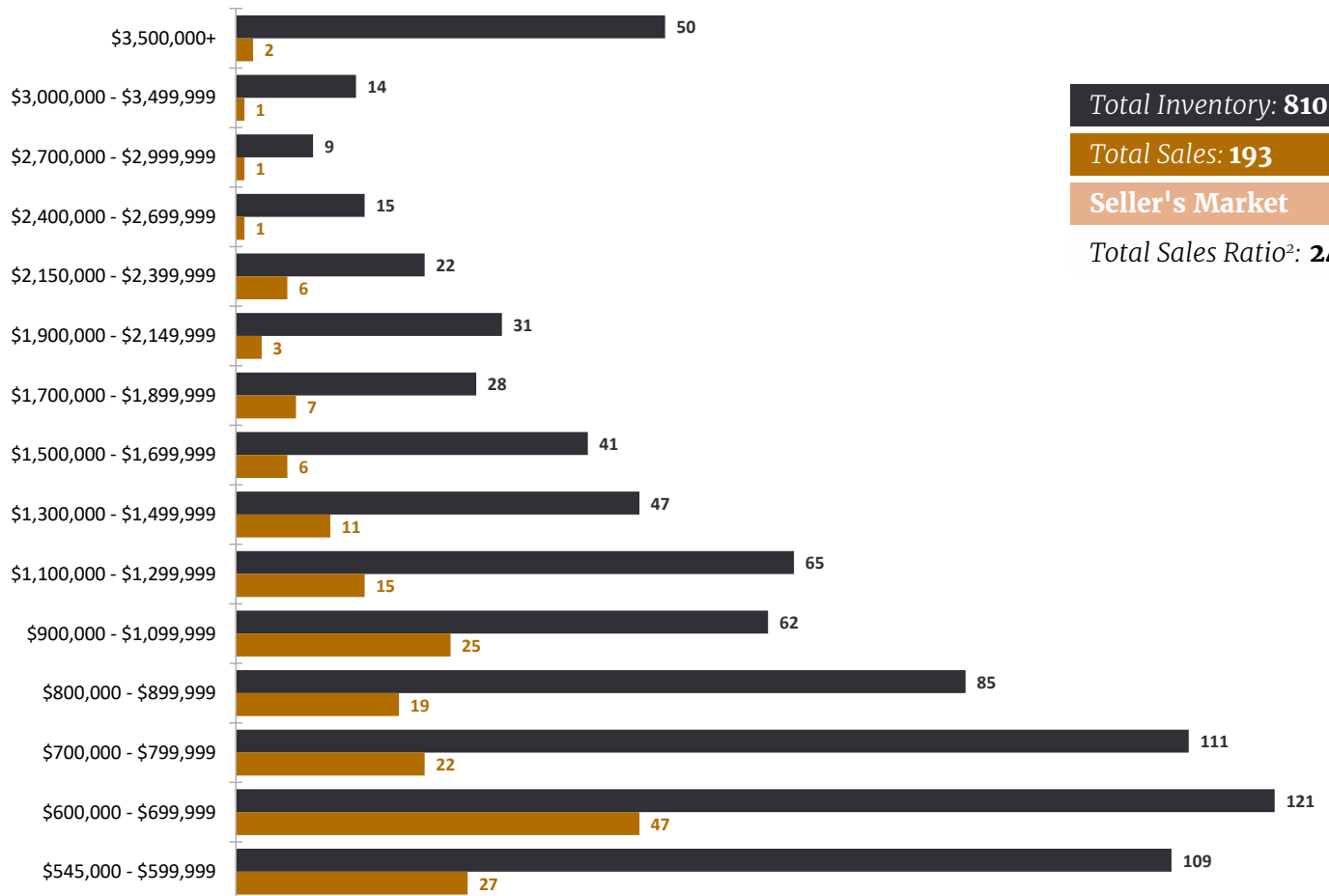
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

## LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

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



Total Inventory: **810**

Total Sales: **193**

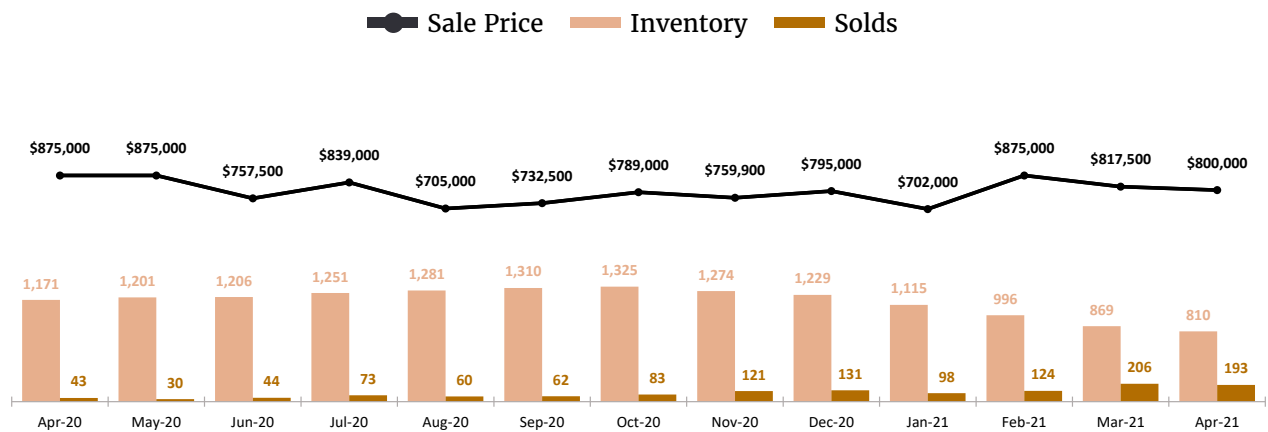
Seller's Market

Total Sales Ratio<sup>2</sup>: **24%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$767,950	1	2	2	33	6%
1,000 - 1,499	\$682,500	2	2	22	143	15%
1,500 - 1,999	\$677,500	2	2	70	162	43%
2,000 - 2,499	\$1,020,000	3	3	48	124	39%
2,500 - 2,999	\$1,025,000	3	4	21	86	24%
3,000+	\$1,675,000	4	5	22	116	19%

<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 | APRIL

### TOTAL INVENTORY

Apr. 2020      Apr. 2021

**1,171**      **810**

VARIANCE: **-31%**

### TOTAL SOLDS

Apr. 2020      Apr. 2021

**43**      **193**

VARIANCE: **349%**

### SALES PRICE

Apr. 2020      Apr. 2021

**\$875k**      **\$800k**

VARIANCE: **-9%**

### SALE PRICE PER SQFT.

Apr. 2020      Apr. 2021

**\$444**      **\$435**

VARIANCE: **-2%**

### SALE TO LIST PRICE RATIO

Apr. 2020      Apr. 2021

**95.48%**      **96.55%**

VARIANCE: **1%**

### DAYS ON MARKET

Apr. 2020      Apr. 2021

**79**      **70**

VARIANCE: **-11%**

## GREATER FORT LAUDERDALE MARKET SUMMARY | APRIL 2021

- The Greater Fort Lauderdale attached luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **96.55% of list price** in April 2021.
- The most active price band is **\$900,000-\$1,099,999**, where the sales ratio is **40%**.
- The median luxury sales price for attached homes is **\$800,000**.
- The median days on market for April 2021 was **70** days, down from **79** in April 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.