

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2021

GREATER FORT
LAUDERDALE

FLORIDA

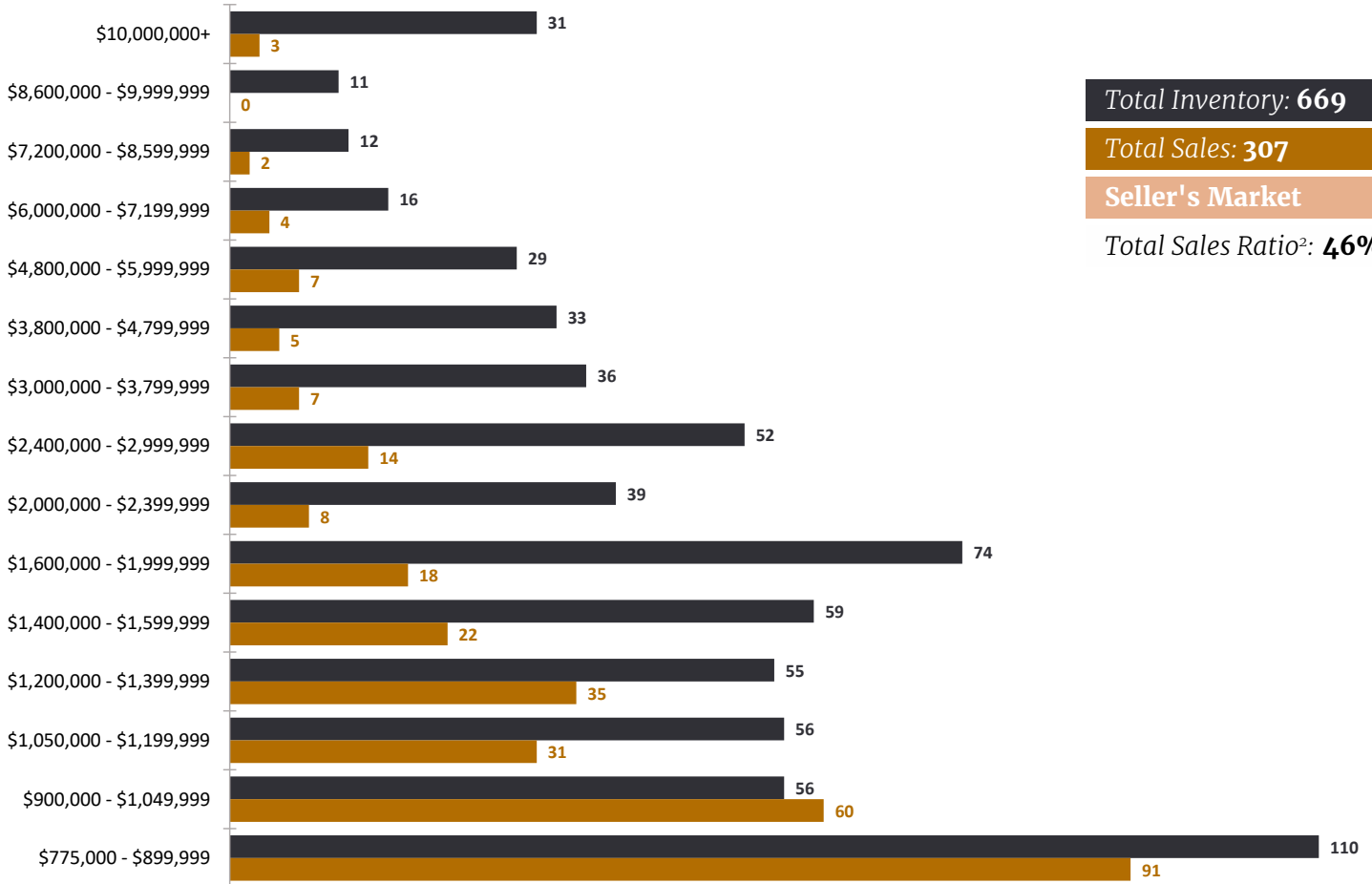
www.LuxuryHomeMarketing.com

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

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



Total Inventory: **669**

Total Sales: **307**

Seller's Market

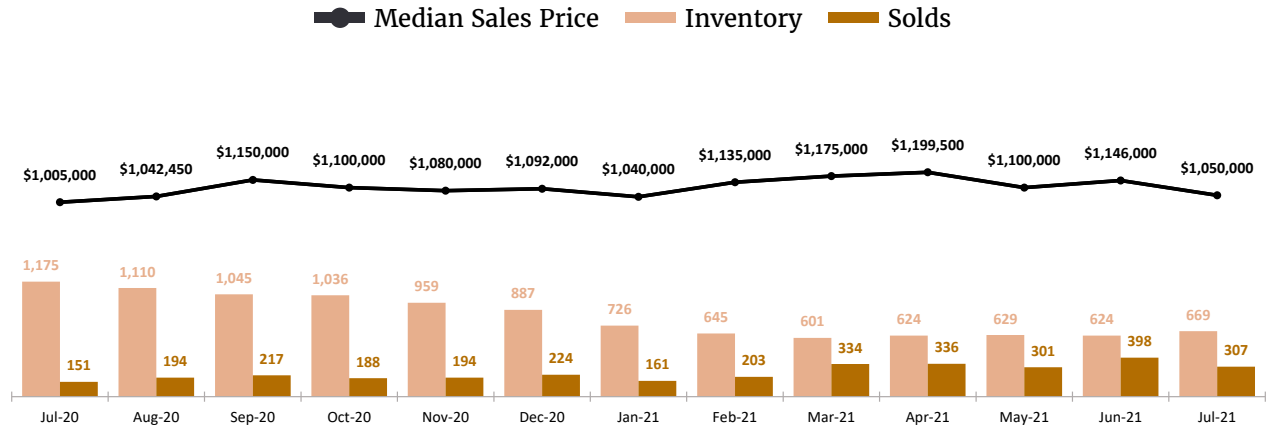
Total Sales Ratio²: **46%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$876,389	4	3	104	217	48%
3,000 - 3,999	\$985,000	5	4	108	149	72%
4,000 - 4,999	\$1,200,000	5	5	45	93	48%
5,000 - 5,999	\$2,325,000	5	6	14	58	24%
6,000 - 6,999	\$4,250,000	5	7	9	28	32%
7,000+	\$4,100,000	6	8	20	66	30%

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 REVIEW | JULY

TOTAL INVENTORY

Jul. 2020 Jul. 2021
1,175 **669**

VARIANCE: **-43%**

TOTAL SOLDS

Jul. 2020 Jul. 2021
151 **307**

VARIANCE: **103%**

SALES PRICE

Jul. 2020 Jul. 2021
\$1.01m **\$1.05m**

VARIANCE: **4%**

SALE PRICE PER SQFT.

Jul. 2020 Jul. 2021
\$324 **\$326**

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

Jul. 2020 Jul. 2021
95.05% **98.85%**

VARIANCE: **4%**

DAYS ON MARKET

Jul. 2020 Jul. 2021
86 **17**

VARIANCE: **-80%**

GREATER FORT LAUDERDALE MARKET SUMMARY | JULY 2021

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **46% Sales Ratio**.
- Homes sold for a median of **98.85% of list price** in July 2021.
- The most active price band is **\$900,000-\$1,049,999**, where the sales ratio is **107%**.
- The median luxury sales price for single-family homes is **\$1,050,000**.
- The median days on market for July 2021 was **17** days, down from **86** in July 2020.

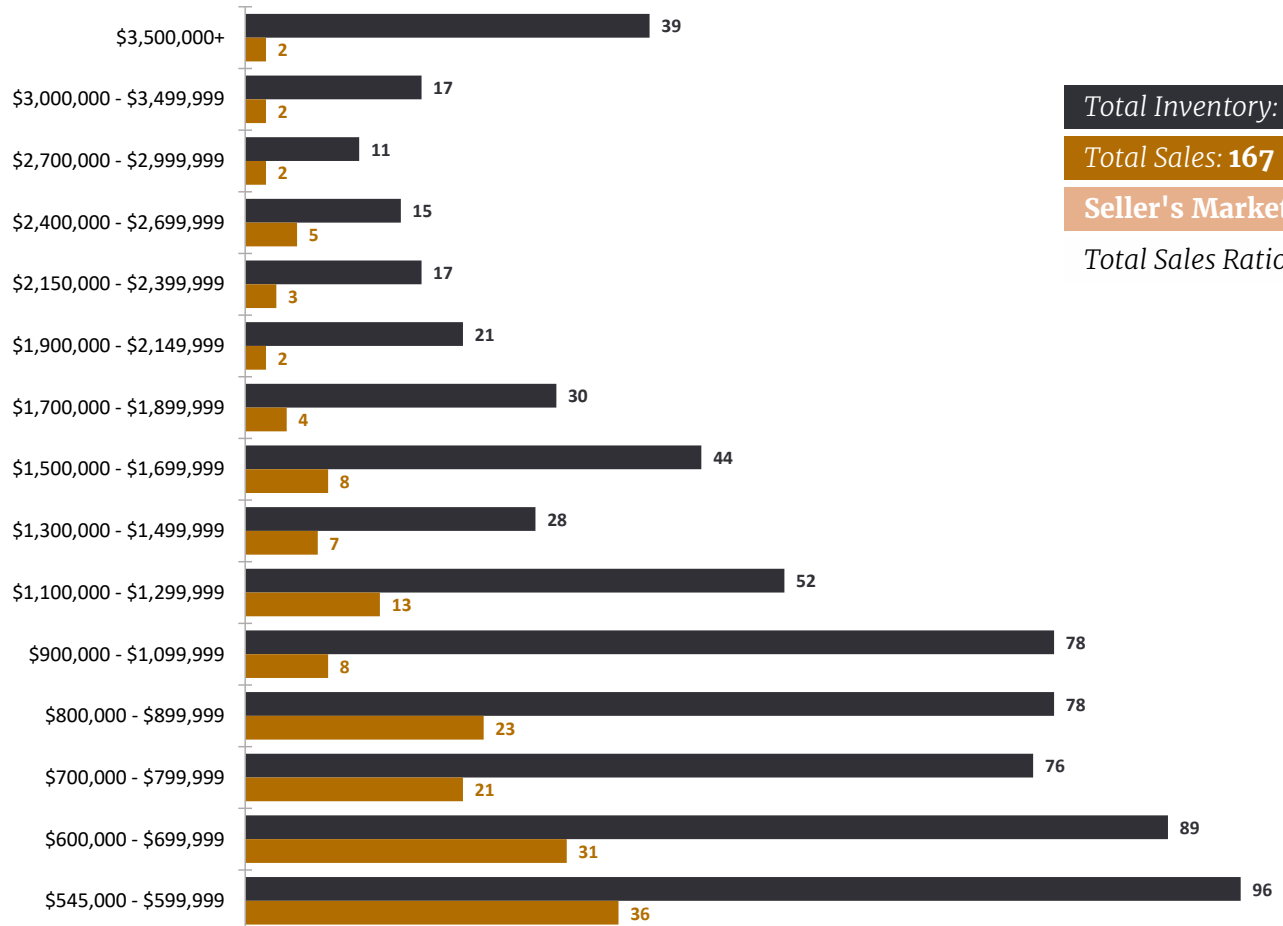
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

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



Total Inventory: **691**

Total Sales: **167**

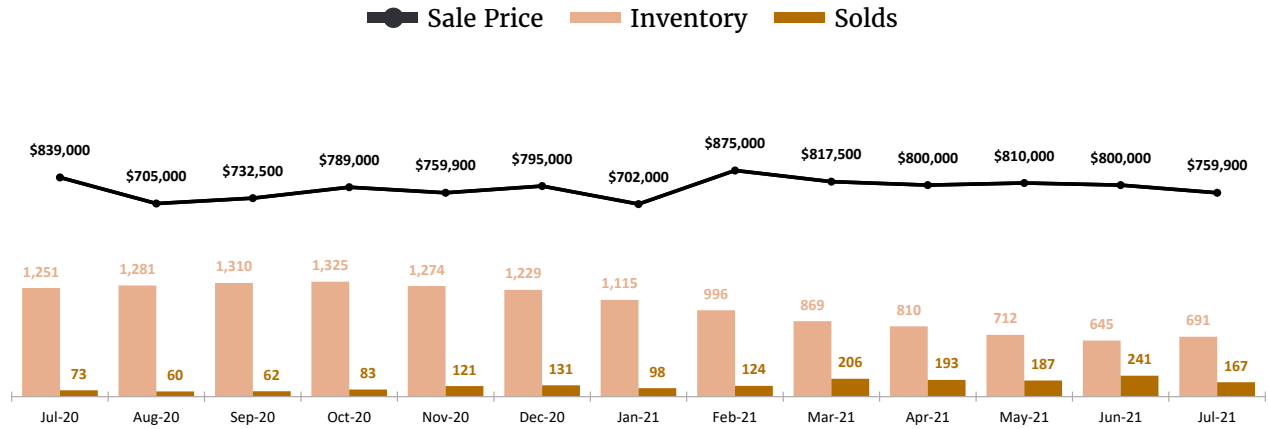
Seller's Market

Total Sales Ratio²: **24%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$612,000	1	2	2	35	6%
1,000 - 1,499	\$642,500	2	2	26	162	16%
1,500 - 1,999	\$731,800	2	3	59	147	40%
2,000 - 2,499	\$850,000	3	3	32	87	37%
2,500 - 2,999	\$1,200,000	3	4	23	77	30%
3,000+	\$2,270,000	3	4	15	92	16%

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 | JULY

TOTAL INVENTORY

Jul. 2020	Jul. 2021
1,251	691

VARIANCE: **-45%**

TOTAL SOLDS

Jul. 2020	Jul. 2021
73	167

VARIANCE: **129%**

SALES PRICE

Jul. 2020	Jul. 2021
\$839k	\$760k

VARIANCE: **-9%**

SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
\$385	\$440

VARIANCE: **14%**

SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
93.44%	97.85%

VARIANCE: **5%**

DAYS ON MARKET

Jul. 2020	Jul. 2021
120	42

VARIANCE: **-65%**

GREATER FORT LAUDERDALE MARKET SUMMARY | JULY 2021

- The Greater Fort Lauderdale attached luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **97.85% of list price** in July 2021.
- The most active price band is **\$545,000-\$599,999**, where the sales ratio is **38%**.
- The median luxury sales price for attached homes is **\$759,900**.
- The median days on market for July 2021 was **42** days, down from **120** in July 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.