

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2021



GREATER FORT
LAUDERDALE

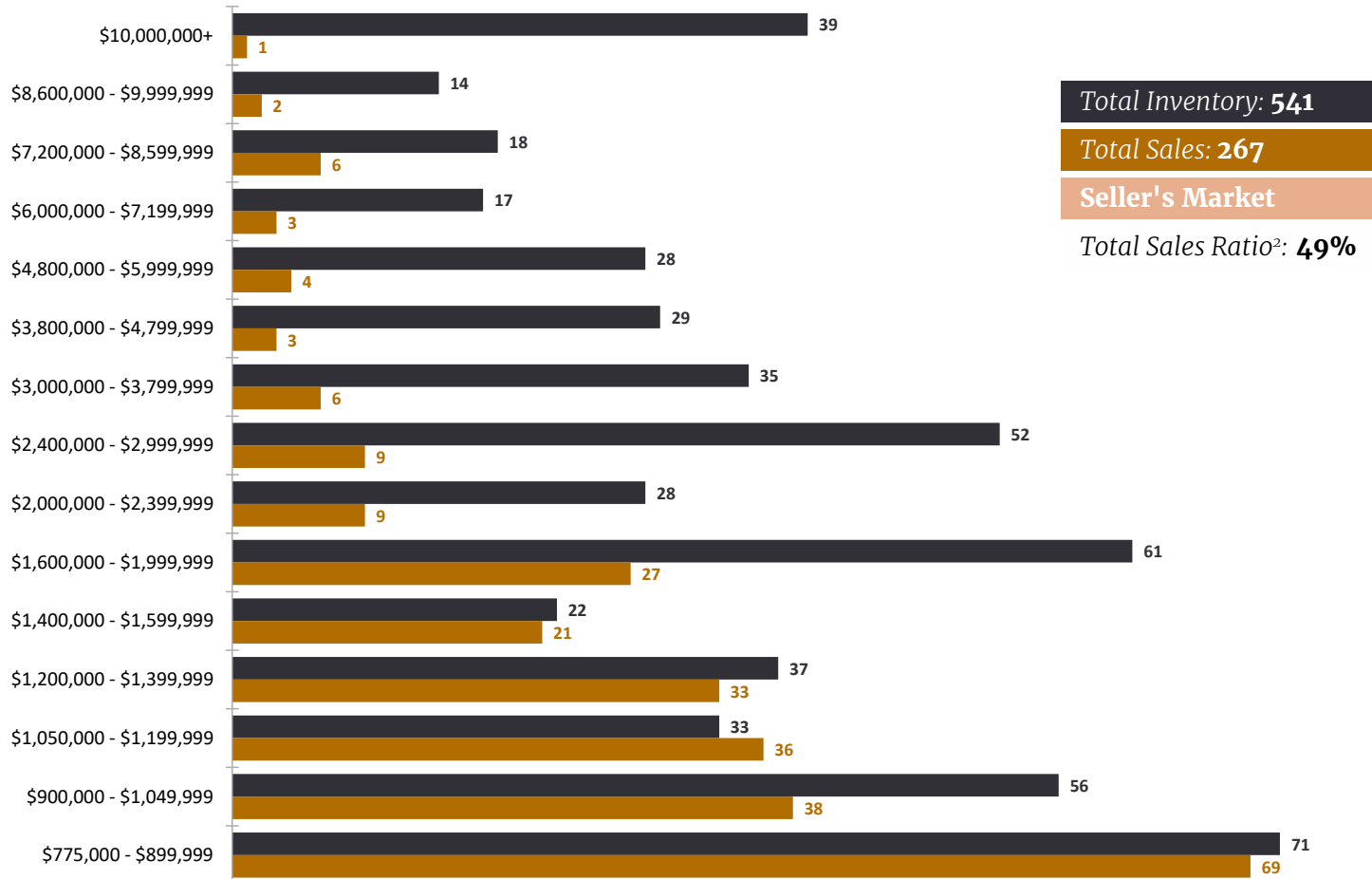
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

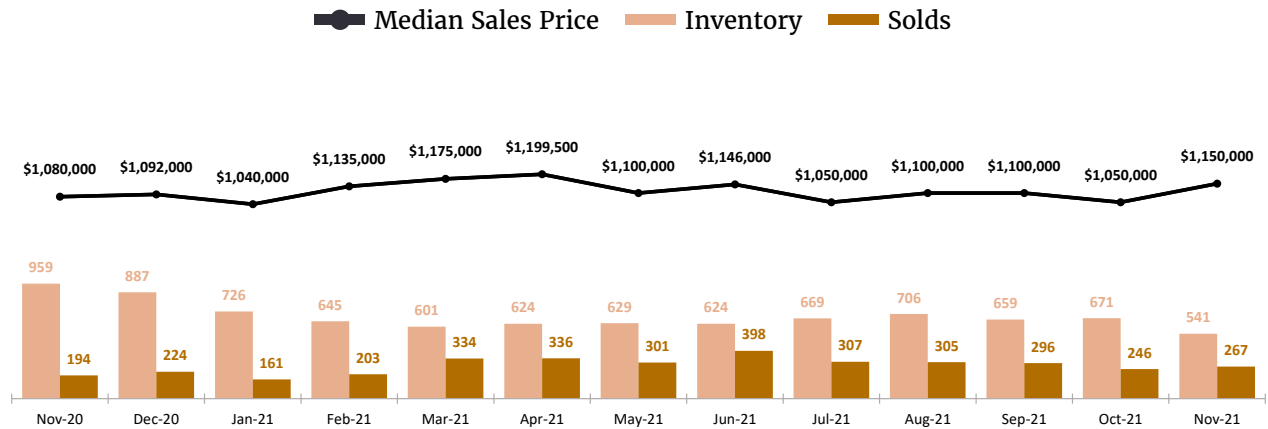
Luxury Benchmark Price¹: **\$775,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$979,000	4	3	111	191	58%
3,000 - 3,999	\$1,100,000	5	4	79	109	72%
4,000 - 4,999	\$1,325,000	5	5	37	61	61%
5,000 - 5,999	\$3,025,000	5	6	12	48	25%
6,000 - 6,999	\$2,450,000	6	6	3	31	10%
7,000+	\$6,200,000	7	8	9	67	13%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | NOVEMBER

TOTAL INVENTORY

Nov. 2020	Nov. 2021
959	541

VARIANCE: **-44%**

TOTAL SOLDS

Nov. 2020	Nov. 2021
194	267

VARIANCE: **38%**

SALES PRICE

Nov. 2020	Nov. 2021
\$1.08m	\$1.15m

VARIANCE: **6%**

SALE PRICE PER SQFT.

Nov. 2020	Nov. 2021
\$350	\$371

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Nov. 2020	Nov. 2021
95.78%	97.92%

VARIANCE: **2%**

DAYS ON MARKET

Nov. 2020	Nov. 2021
44	27

VARIANCE: **-39%**

GREATER FORT LAUDERDALE MARKET SUMMARY | NOVEMBER 2021

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **49% Sales Ratio**.
- Homes sold for a median of **97.92% of list price** in November 2021.
- The most active price band is **\$1,050,000-\$1,199,999**, where the sales ratio is **109%**.
- The median luxury sales price for single-family homes is **\$1,150,000**.
- The median days on market for November 2021 was **27** days, down from **44** in November 2020.

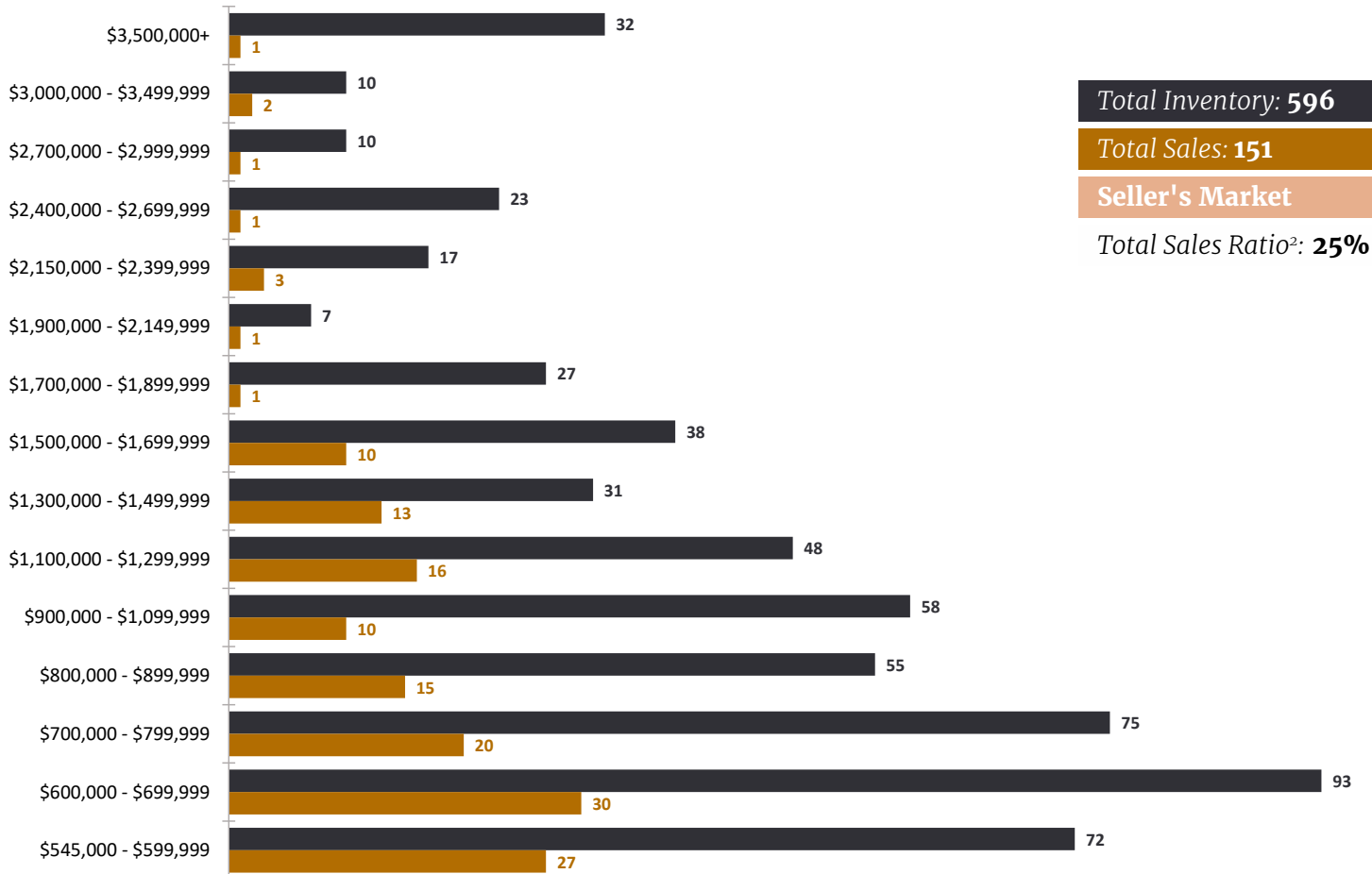
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

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



Total Inventory: **596**

Total Sales: **151**

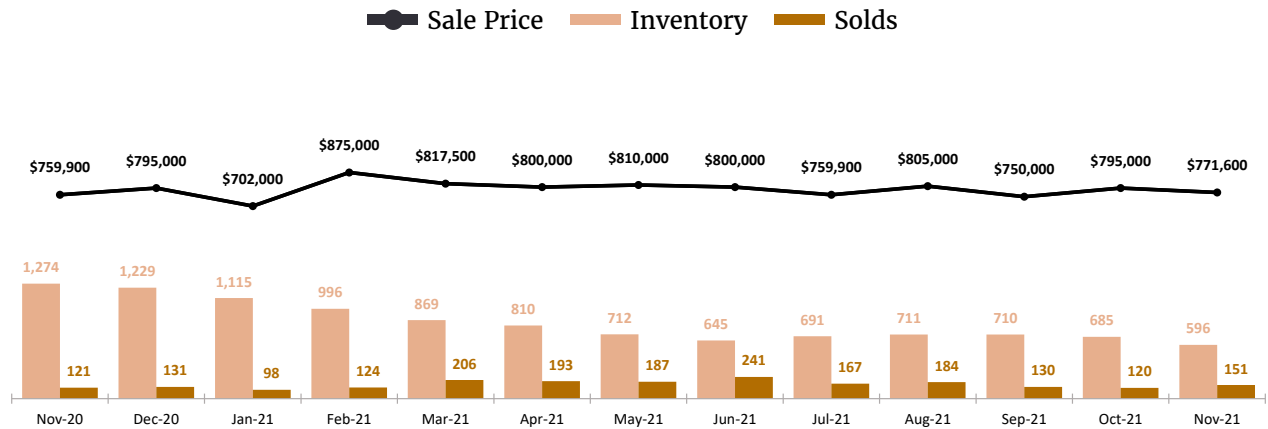
Seller's Market

Total Sales Ratio²: **25%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$579,500	1	1	2	50	4%
1,000 - 1,499	\$667,500	2	2	34	160	21%
1,500 - 1,999	\$705,500	2	3	46	122	38%
2,000 - 2,499	\$1,200,000	3	3	26	75	35%
2,500 - 2,999	\$1,375,000	3	4	23	58	40%
3,000+	\$1,695,000	3	4	13	66	20%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2020	Nov. 2021
1,274	596

VARIANCE: **-53%**

TOTAL SOLDS

Nov. 2020	Nov. 2021
121	151

VARIANCE: **25%**

SALES PRICE

Nov. 2020	Nov. 2021
\$760k	\$772k

VARIANCE: **2%**

SALE PRICE PER SQFT.

Nov. 2020	Nov. 2021
\$405	\$498

VARIANCE: **23%**

SALE TO LIST PRICE RATIO

Nov. 2020	Nov. 2021
95.48%	97.28%

VARIANCE: **2%**

DAYS ON MARKET

Nov. 2020	Nov. 2021
67	52

VARIANCE: **-22%**

GREATER FORT LAUDERDALE MARKET SUMMARY | NOVEMBER 2021

- The Greater Fort Lauderdale attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **97.28% of list price** in November 2021.
- The most active price band is **\$1,300,000-\$1,499,999**, where the sales ratio is **42%**.
- The median luxury sales price for attached homes is **\$771,600**.
- The median days on market for November 2021 was **52** days, down from **67** in November 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.