



GREATER FORT LAUDERDALE FLORIDA

–December 2020–

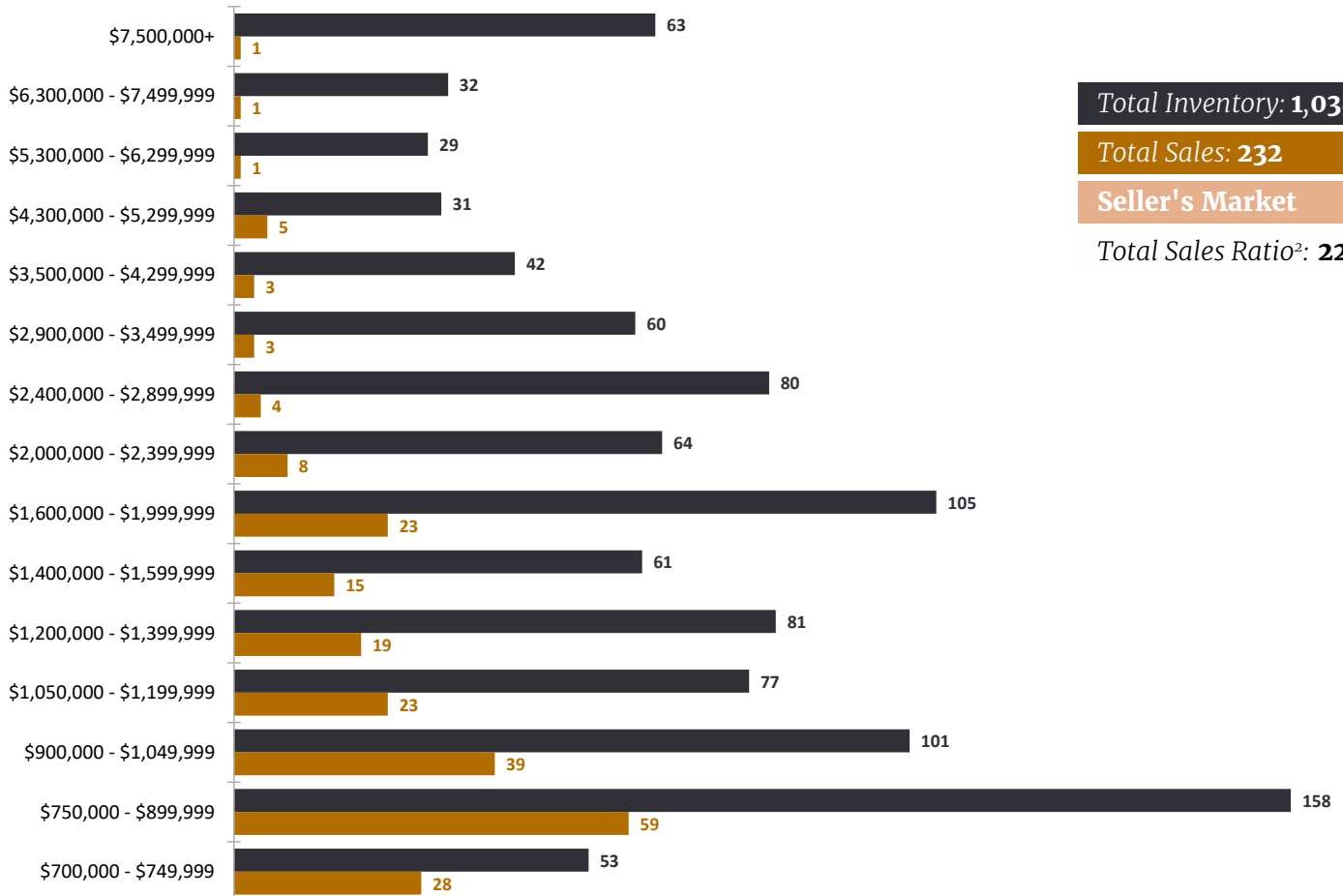
INSTITUTE *for*
LUXURY HOME
MARKETING®

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LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$700,000**



Total Inventory: **1,038**

Total Sales: **232**

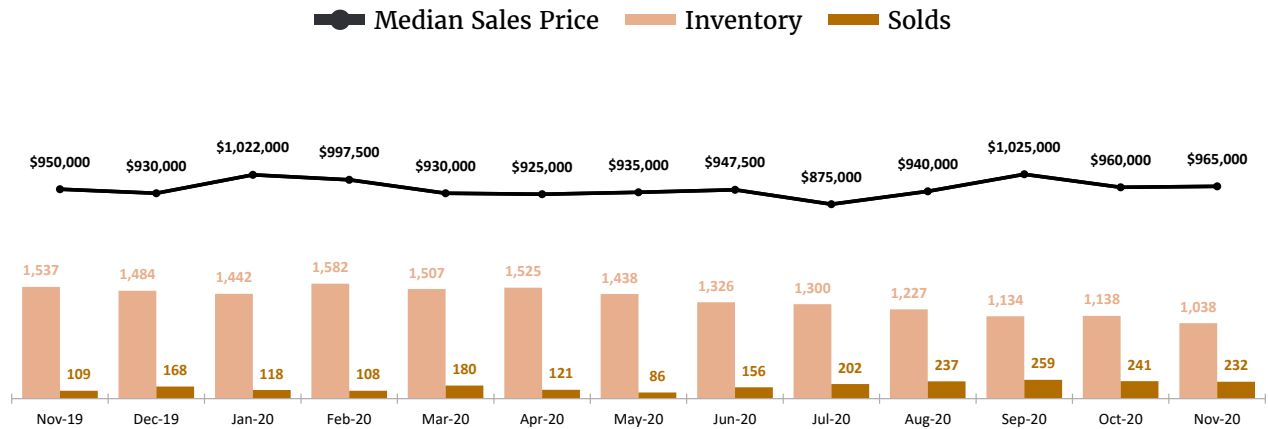
Seller's Market

Total Sales Ratio²: **22%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$870,000	3	3	89	280	32%
3,000 - 3,999	\$900,000	5	4	52	217	24%
4,000 - 4,999	\$1,070,000	5	5	47	176	27%
5,000 - 5,999	\$1,837,500	5	6	16	118	14%
6,000 - 6,999	\$2,250,000	6	7	10	67	15%
7,000+	\$3,175,000	6	9	6	115	5%

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 < 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

INVENTORY

October	November
1,138	1,038

VARIANCE: **-9%**

SOLDS

October	November
241	232

VARIANCE: **-4%**

SALES PRICE

October	November
\$960k	\$965k

VARIANCE: **1%**

SALE PRICE PER SQFT.

October	November
\$298	\$323

VARIANCE: **8%**

SALE TO LIST PRICE RATIO

October	November
95.56%	96.25%

VARIANCE: **1%**

DAYS ON MARKET

October	November
56	40

VARIANCE: **-29%**

GREATER FORT LAUDERDALE MARKET SUMMARY | NOVEMBER 2020

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **96.25% of list price** in November 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **53%**.
- The median luxury sales price for single-family homes has increased to **\$965,000**.
- The median days on market for November 2020 was **40** days, down from **56** in October 2020.

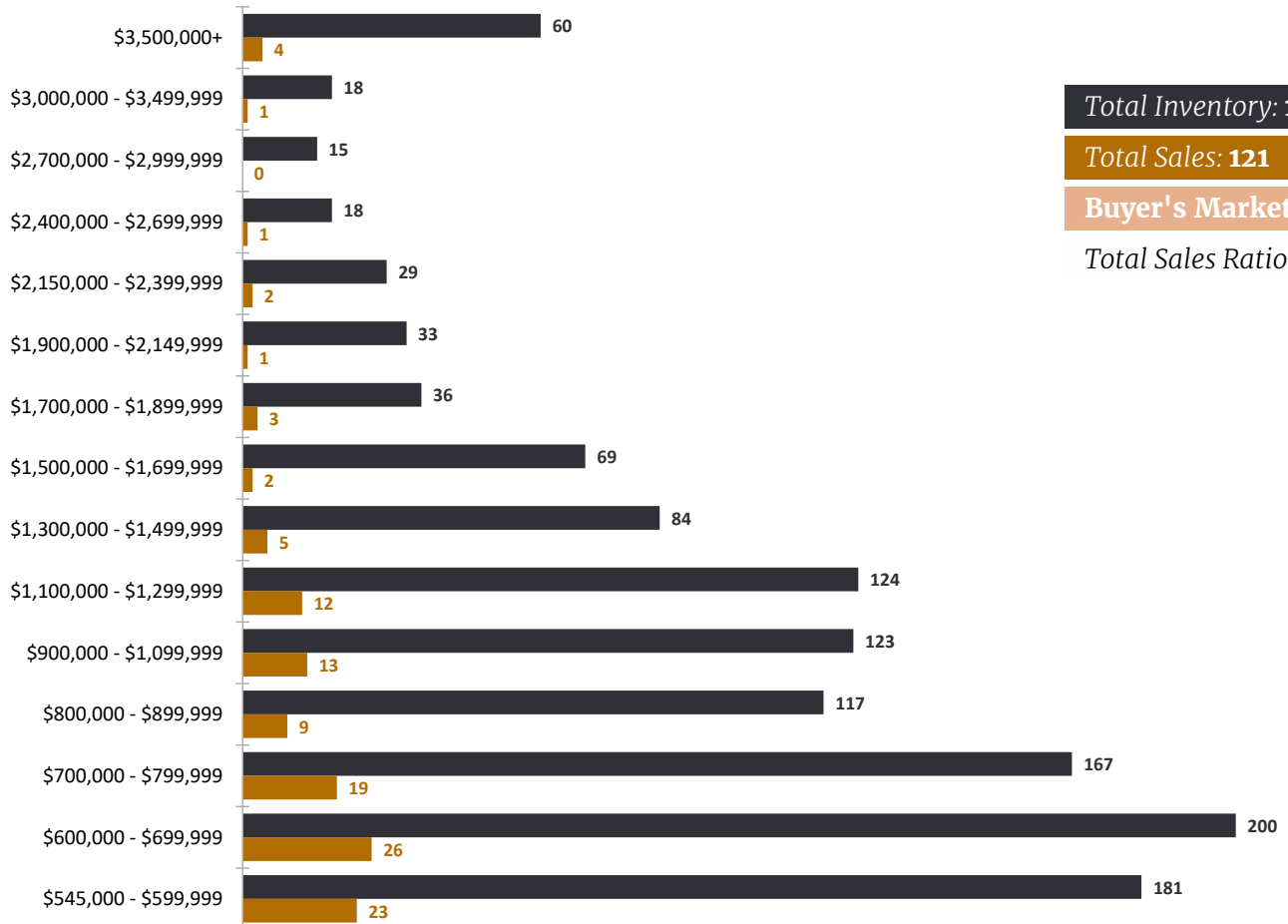
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

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



Total Inventory: **1,274**

Total Sales: **121**

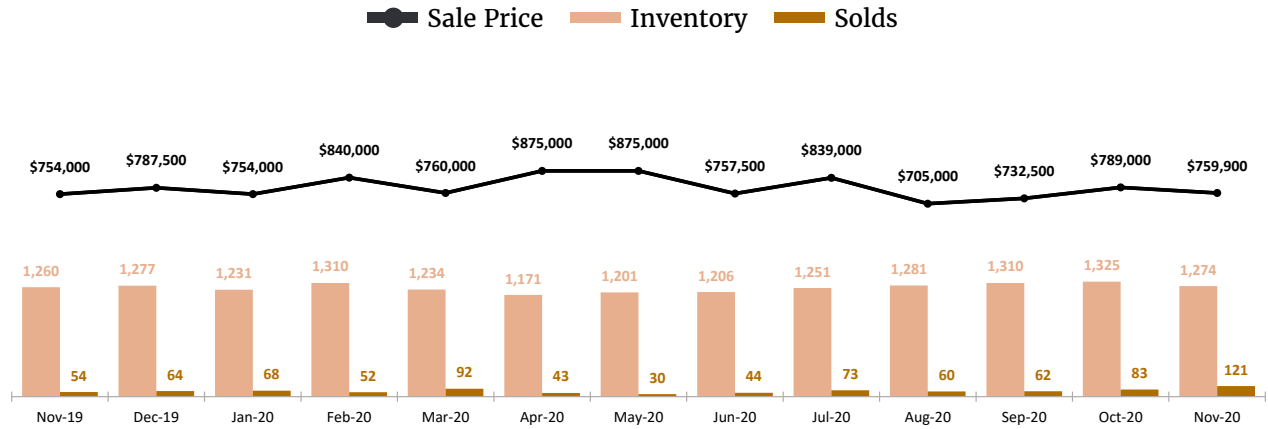
Buyer's Market

Total Sales Ratio²: **9%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$570,000	1	2	1	35	3%
1,000 - 1,499	\$615,000	2	2	10	179	6%
1,500 - 1,999	\$695,000	2	2	45	343	13%
2,000 - 2,499	\$805,000	3	3	32	247	13%
2,500 - 2,999	\$1,247,500	3	3	11	133	8%
3,000+	\$1,381,250	3	4	16	169	9%

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

INVENTORY

October	November
1,325	1,274

VARIANCE: **-4%**

SOLDS

October	November
83	121

VARIANCE: **46%**

SALES PRICE

October	November
\$789k	\$760k

VARIANCE: **-4%**

SALE PRICE PER SQFT.

October	November
\$428	\$405

VARIANCE: **-5%**

SALE TO LIST PRICE RATIO

October	November
94.02%	95.48%

VARIANCE: **2%**

DAYS ON MARKET

October	November
70	67

VARIANCE: **-4%**

GREATER FORT LAUDERDALE MARKET SUMMARY | NOVEMBER 2020

- The Greater Fort Lauderdale attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **95.48% of list price** in November 2020.
- The most active price band is **\$600,000-\$699,999**, where the sales ratio is **13%**.
- The median luxury sales price for attached homes has decreased to **\$759,900**.
- The median days on market for November 2020 was **67** days, down from **70** in October 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.