

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2022

MIAMI  

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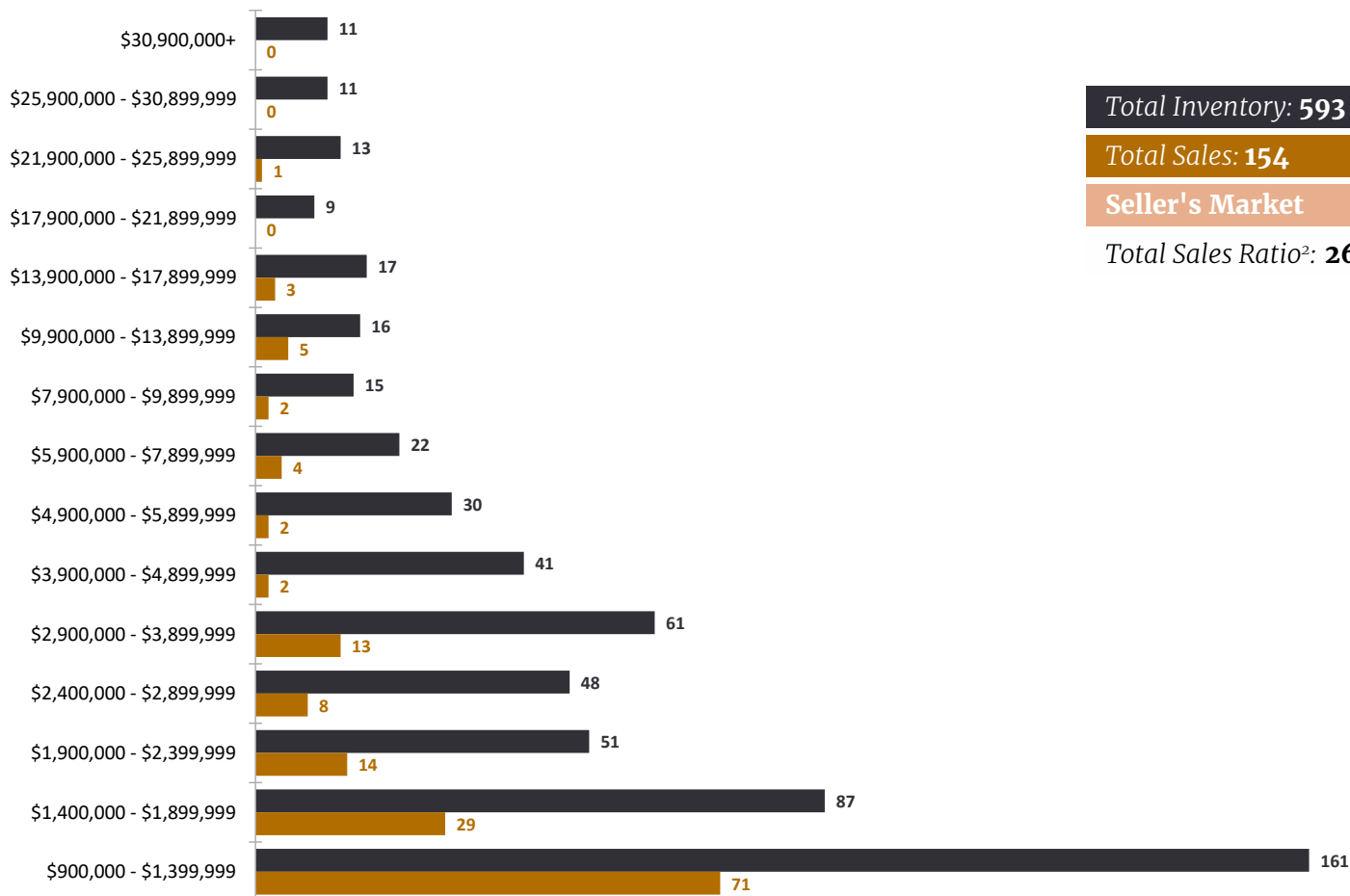
FLORIDA

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$900,000**



Total Inventory: **593**

Total Sales: **154**

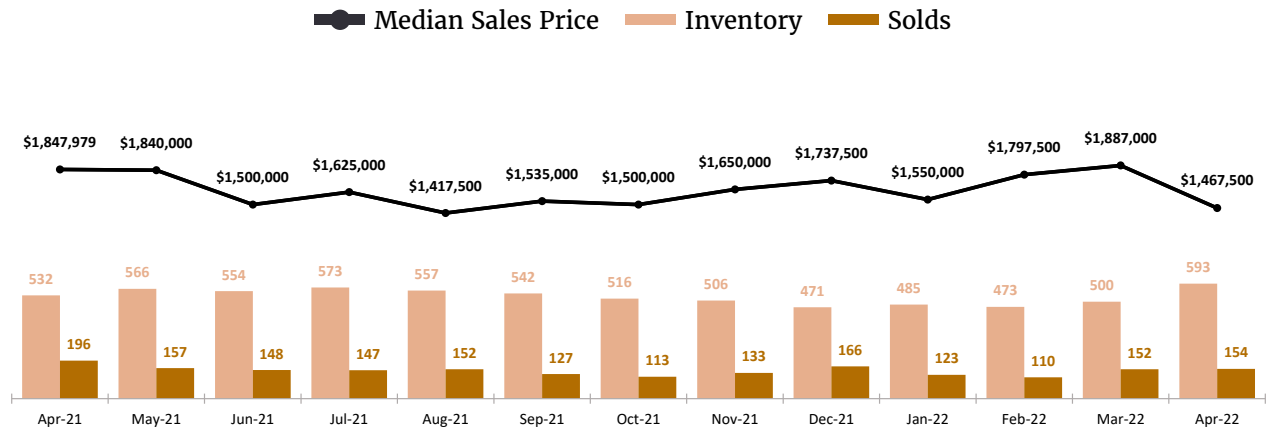
Seller's Market

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

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	NA	NA	NA	0	1	0%
1,000 - 1,999	\$1,172,500	3	2	26	101	26%
2,000 - 2,999	\$1,250,000	4	3	61	179	34%
3,000 - 3,999	\$1,687,500	4	4	32	122	26%
4,000 - 4,999	\$2,042,750	5	5	12	63	19%
5,000+	\$12,500,000	6	6	15	78	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. 2021	Apr. 2022
532	593

VARIANCE: **11%**

#### TOTAL SOLDS

Apr. 2021	Apr. 2022
196	154

VARIANCE: **-21%**

#### SALES PRICE

Apr. 2021	Apr. 2022
\$1.85m	\$1.47m

VARIANCE: **-21%**

#### SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
\$595	\$587

VARIANCE: **-1%**

#### SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
95.96%	97.78%

VARIANCE: **2%**

#### DAYS ON MARKET

Apr. 2021	Apr. 2022
73	17

VARIANCE: **-77%**

## MIAMI MARKET SUMMARY | APRIL 2022

- The Miami single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **97.78% of list price** in April 2022.
- The most active price band is **\$900,000-\$1,399,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes is **\$1,467,500**.
- The median days on market for April 2022 was **17** days, down from **73** in April 2021.

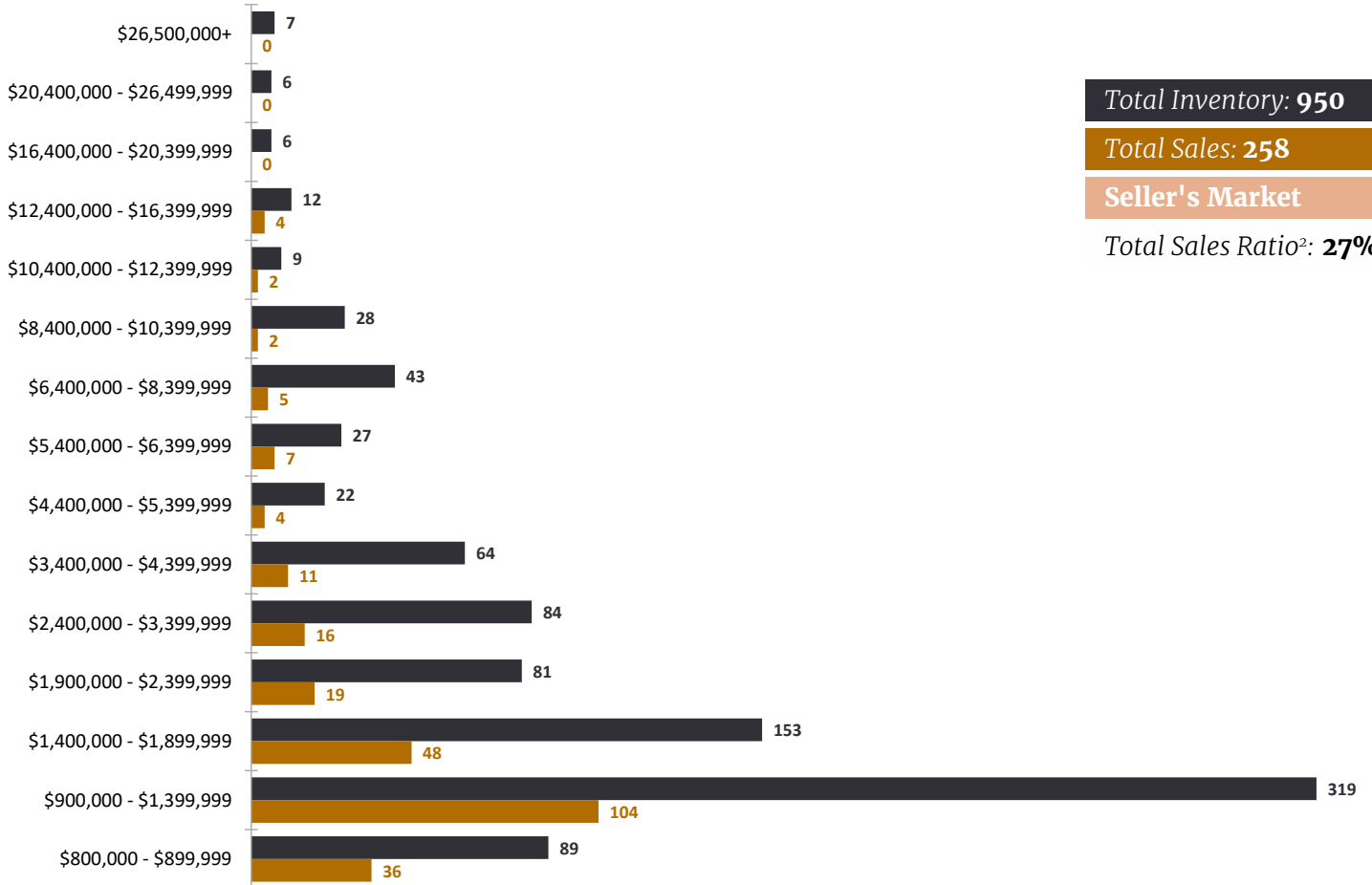
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$800,000**



Total Inventory: **950**

Total Sales: **258**

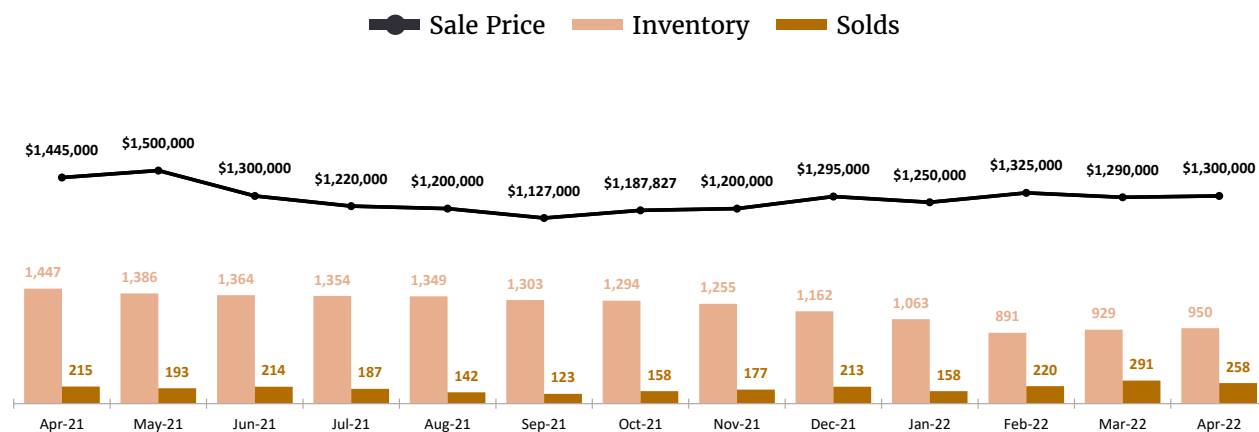
Seller's Market

Total Sales Ratio<sup>2</sup>: **27%**

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	\$1,350,000	1	2	11	71	15%
1,000 - 1,999	\$1,065,000	2	3	163	537	30%
2,000 - 2,999	\$1,860,000	3	4	53	162	33%
3,000 - 3,999	\$5,112,500	4	5	14	77	18%
4,000 - 4,999	\$8,737,500	4	6	8	41	20%
5,000+	\$3,711,500	4	6	4	32	13%

<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. 2021    Apr. 2022  
**1,447**    **950**

VARIANCE: **-34%**

#### TOTAL SOLD

Apr. 2021    Apr. 2022  
**215**    **258**

VARIANCE: **20%**

#### SALES PRICE

Apr. 2021    Apr. 2022  
**\$1.45m**    **\$1.30m**

VARIANCE: **-10%**

#### SALE PRICE PER SQFT.

Apr. 2021    Apr. 2022  
**\$820**    **\$815**

VARIANCE: **-1%**

#### SALE TO LIST PRICE RATIO

Apr. 2021    Apr. 2022  
**95.10%**    **97.37%**

VARIANCE: **2%**

#### DAYS ON MARKET

Apr. 2021    Apr. 2022  
**172**    **57**

VARIANCE: **-67%**

## MIAMI MARKET SUMMARY | APRIL 2022

- The Miami attached luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **97.37% of list price** in April 2022.
- The most active price band is **\$800,000-\$899,999**, where the sales ratio is **40%**.
- The median luxury sales price for attached homes is **\$1,300,000**.
- The median days on market for April 2022 was **57** days, down from **172** in April 2021.

<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.