



RE/MAX
FIRST

JULY
2023

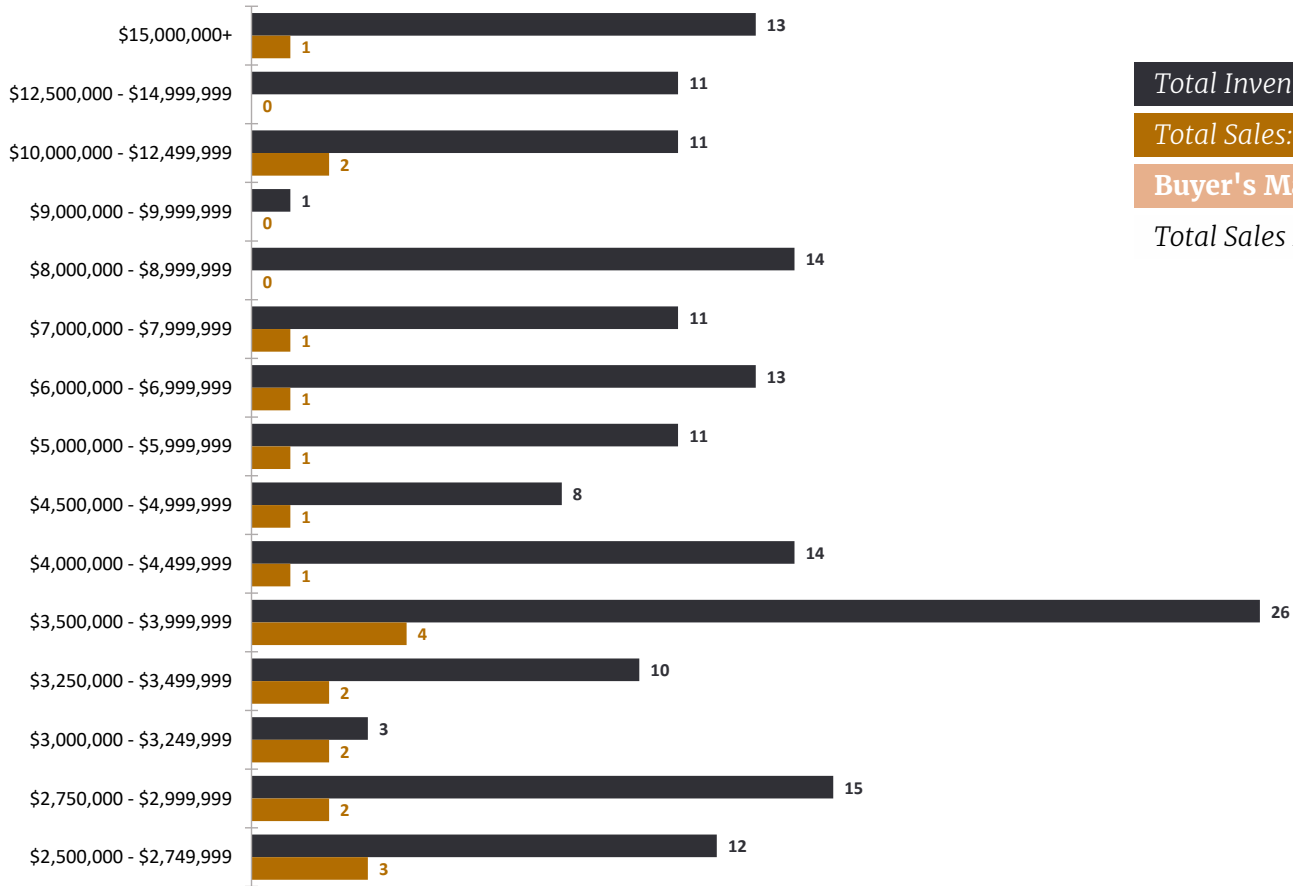
FT. LAUDERDALE FLORIDA

Luxury Housing Market Report

LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

Luxury Benchmark Price¹: **\$2,500,000**



Total Inventory: **173**

Total Sales: **21**

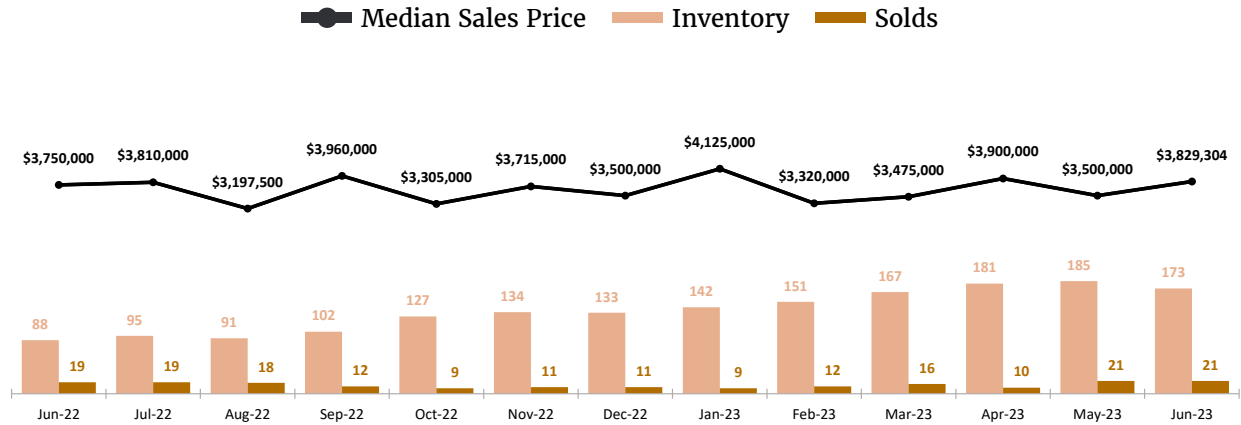
Buyer's Market

Total Sales Ratio²: **12%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$3,210,650	4	4	4	26	15%
3,000 - 3,999	\$3,150,000	4	5	7	37	19%
4,000 - 4,999	\$3,785,000	4	5	5	35	14%
5,000 - 5,999	NA	NA	NA	0	20	0%
6,000 - 6,999	\$9,276,125	6	7	2	18	11%
7,000+	\$8,900,000	6	8	2	26	8%

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 | JUNE

TOTAL INVENTORY

Jun. 2022 Jun. 2023
88 **173**

VARIANCE: 97%

TOTAL SOLDS

Jun. 2022 Jun. 2023
19 **21**

VARIANCE: 11%

SALES PRICE

Jun. 2022 Jun. 2023
\$3.75m **\$3.83m**

VARIANCE: 2%

SALE PRICE PER SQFT.

Jun. 2022 Jun. 2023
\$1,109 **\$979**

VARIANCE: -12%

SALE TO LIST PRICE RATIO

Jun. 2022 Jun. 2023
97.21% **91.82%**

VARIANCE: -6%

DAYS ON MARKET

Jun. 2022 Jun. 2023
25 **151**

VARIANCE: 504%

FT. LAUDERDALE MARKET SUMMARY | JUNE 2023

- The Ft. Lauderdale single-family luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **91.82% of list price** in June 2023.
- The most active price band is **\$3,000,000-\$3,249,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$3,829,304**.
- The median days on market for June 2023 was **151** days, up from **25** in June 2022.

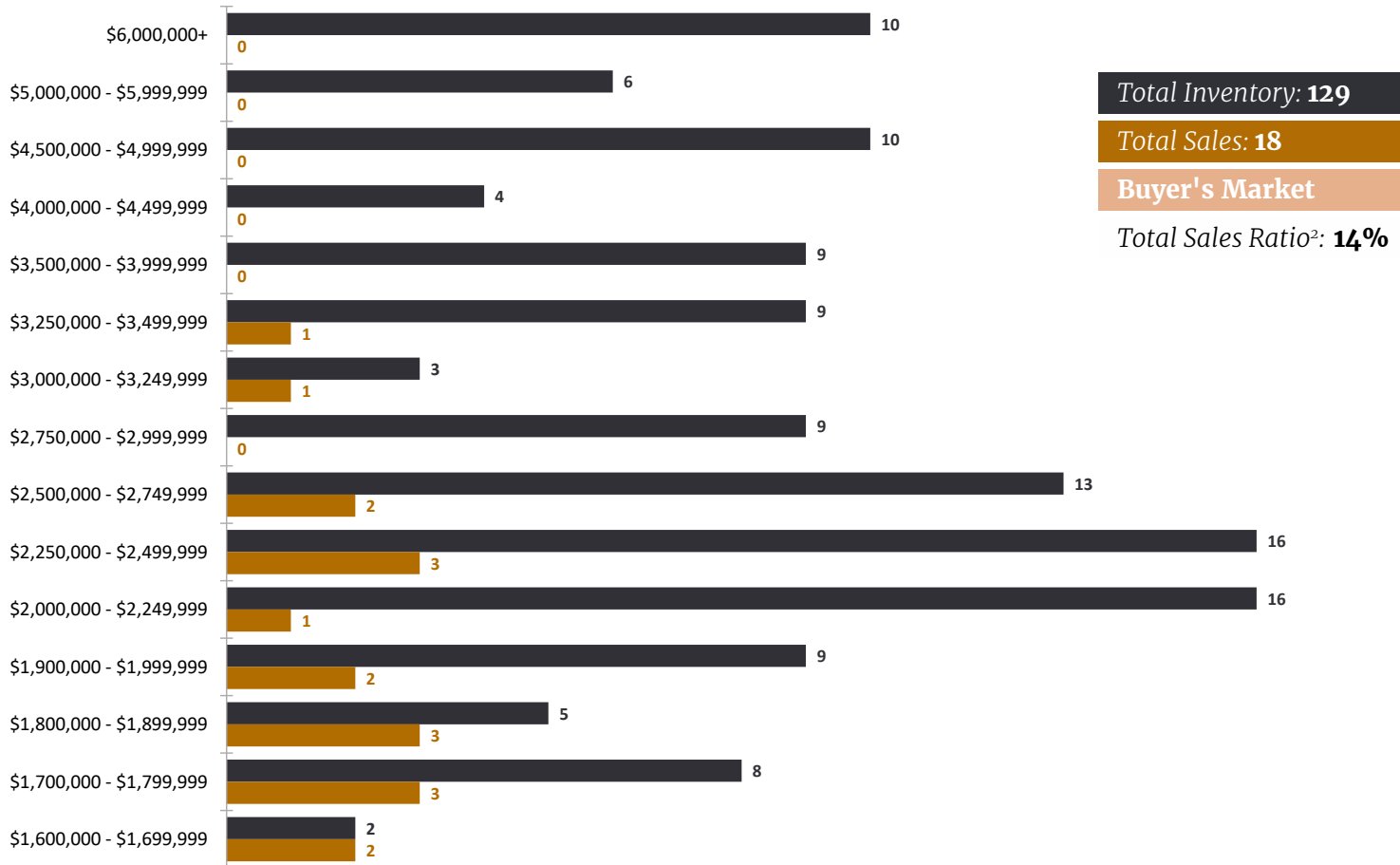
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

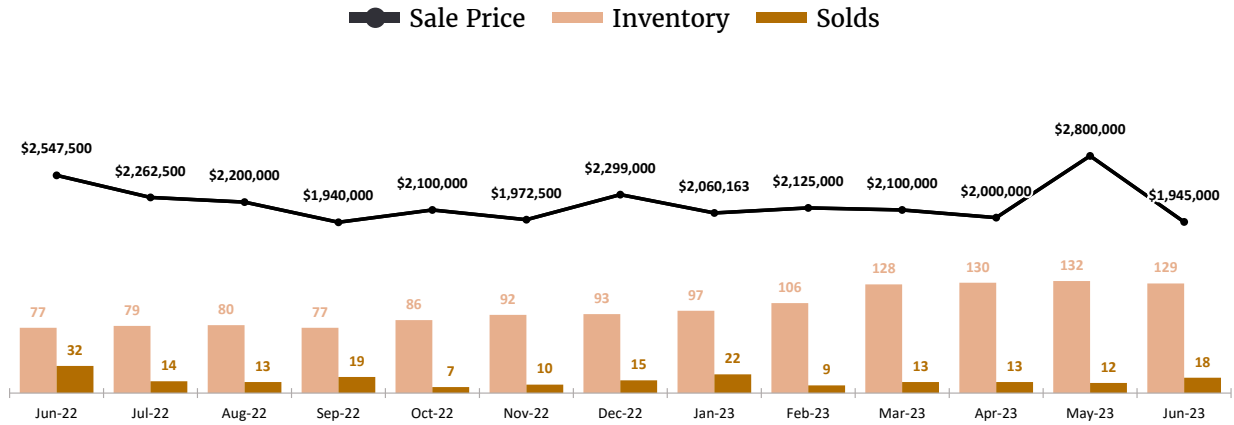
Luxury Benchmark Price¹: **\$1,600,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$2,700,000	2	2	1	7	14%
1,500 - 1,999	NA	NA	NA	0	17	0%
2,000 - 2,499	\$1,825,000	3	3	6	29	21%
2,500 - 2,999	\$1,902,500	4	4	2	27	7%
3,000 - 3,499	\$2,100,000	3	4	7	21	33%
3,500+	\$2,350,000	4	4	1	24	4%

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 | JUNE

TOTAL INVENTORY

Jun. 2022 Jun. 2023
77 **129**

VARIANCE: **68%**

TOTAL SOLDS

Jun. 2022 Jun. 2023
32 **18**

VARIANCE: **-44%**

SALES PRICE

Jun. 2022 Jun. 2023
\$2.55m **\$1.95m**

VARIANCE: **-24%**

SALE PRICE PER SQFT.

Jun. 2022 Jun. 2023
\$928 **\$775**

VARIANCE: **-16%**

SALE TO LIST PRICE RATIO

Jun. 2022 Jun. 2023
98.85% **97.54%**

VARIANCE: **-1%**

DAYS ON MARKET

Jun. 2022 Jun. 2023
15 **22**

VARIANCE: **47%**

FT. LAUDERDALE MARKET SUMMARY | JUNE 2023

- The Ft. Lauderdale attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **97.54% of list price** in June 2023.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,945,000**.
- The median days on market for June 2023 was **22** days, up from **15** in June 2022.

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.