

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2024

FT. LAUDERDALE

FLORIDA

www.LuxuryHomeMarketing.com

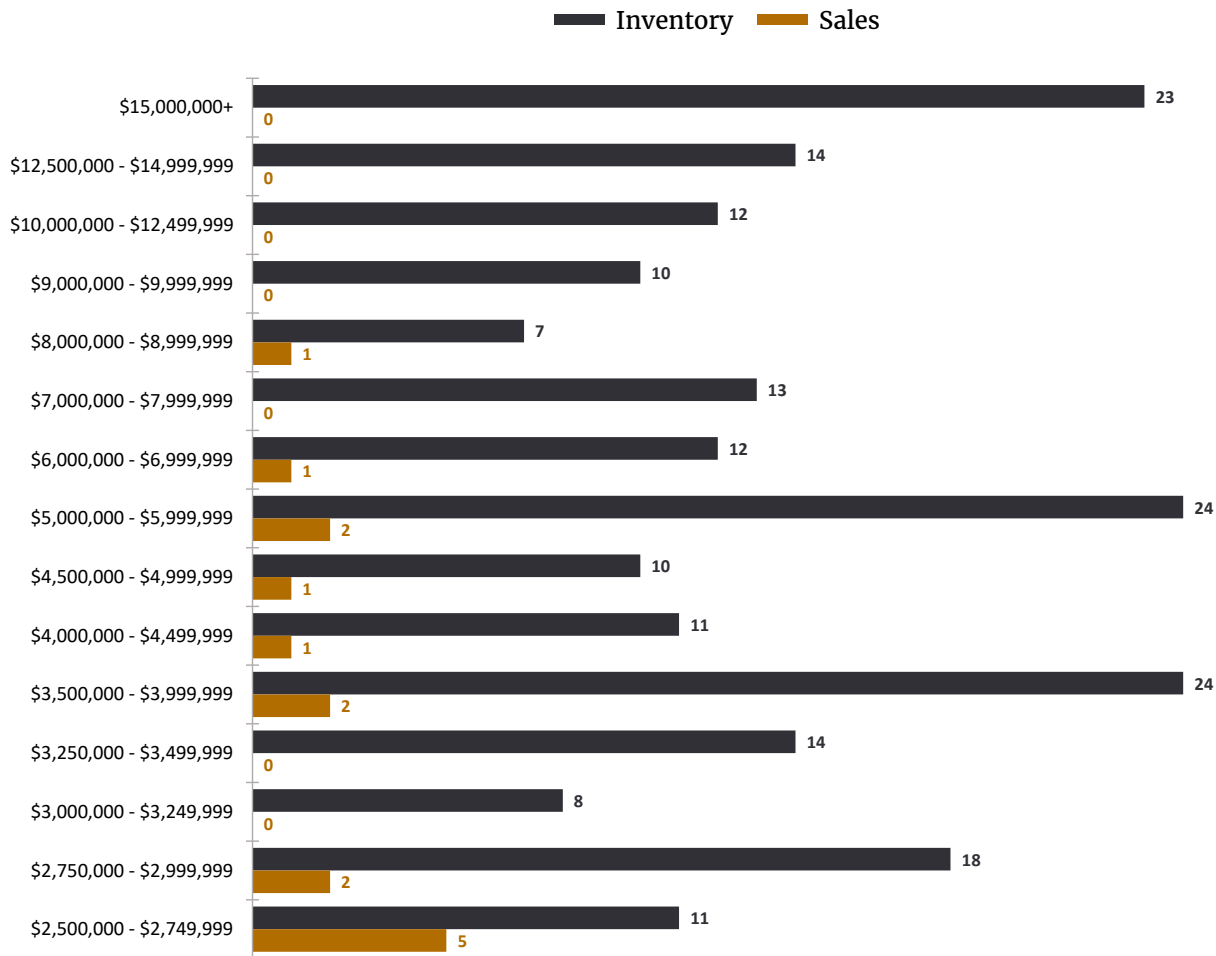
LUXURY INVENTORY VS. SALES | JULY 2024

Total Inventory: **211**

Total Sales: **15**

Total Sales Ratio²: **7%**

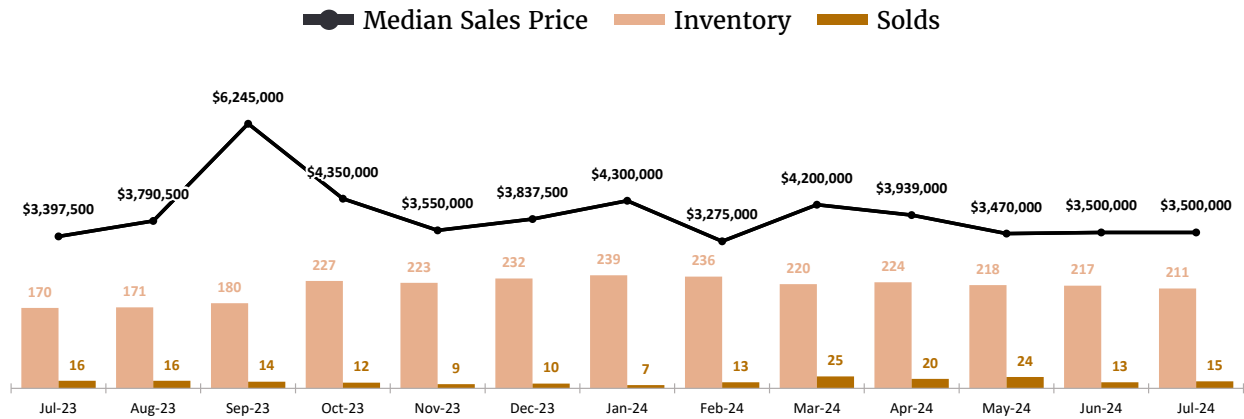
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,720,000	4	3	2	33	6%
3,000 - 3,999	\$2,725,000	4	4	6	47	13%
4,000 - 4,999	\$4,497,500	5	5	4	28	14%
5,000 - 5,999	\$5,050,000	5	6	1	30	3%
6,000 - 6,999	\$6,300,000	7	9	1	29	3%
7,000+	\$8,990,000	6	8	1	34	3%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2023 Jul. 2024
170 **211**

VARIANCE: **24%**

TOTAL SOLDS

Jul. 2023 Jul. 2024
16 **15**

VARIANCE: **-6%**

SALES PRICE

Jul. 2023 Jul. 2024
\$3.40m **\$3.50m**

VARIANCE: **3%**

SALE PRICE PER SQFT.

Jul. 2023 Jul. 2024
\$818 **\$975**

VARIANCE: **19%**

SALE TO LIST PRICE RATIO

Jul. 2023 Jul. 2024
88.67% **92.88%**

VARIANCE: **5%**

DAYS ON MARKET

Jul. 2023 Jul. 2024
116 **117**

VARIANCE: **1%**

FT. LAUDERDALE MARKET SUMMARY | JULY 2024

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **92.88% of list price** in July 2024.
- The most active price band is **\$2,500,000-\$2,749,999**, where the sales ratio is **45%**.
- The median luxury sales price for single-family homes is **\$3,500,000**.
- The median days on market for July 2024 was **117** days, up from **116** in July 2023.

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.

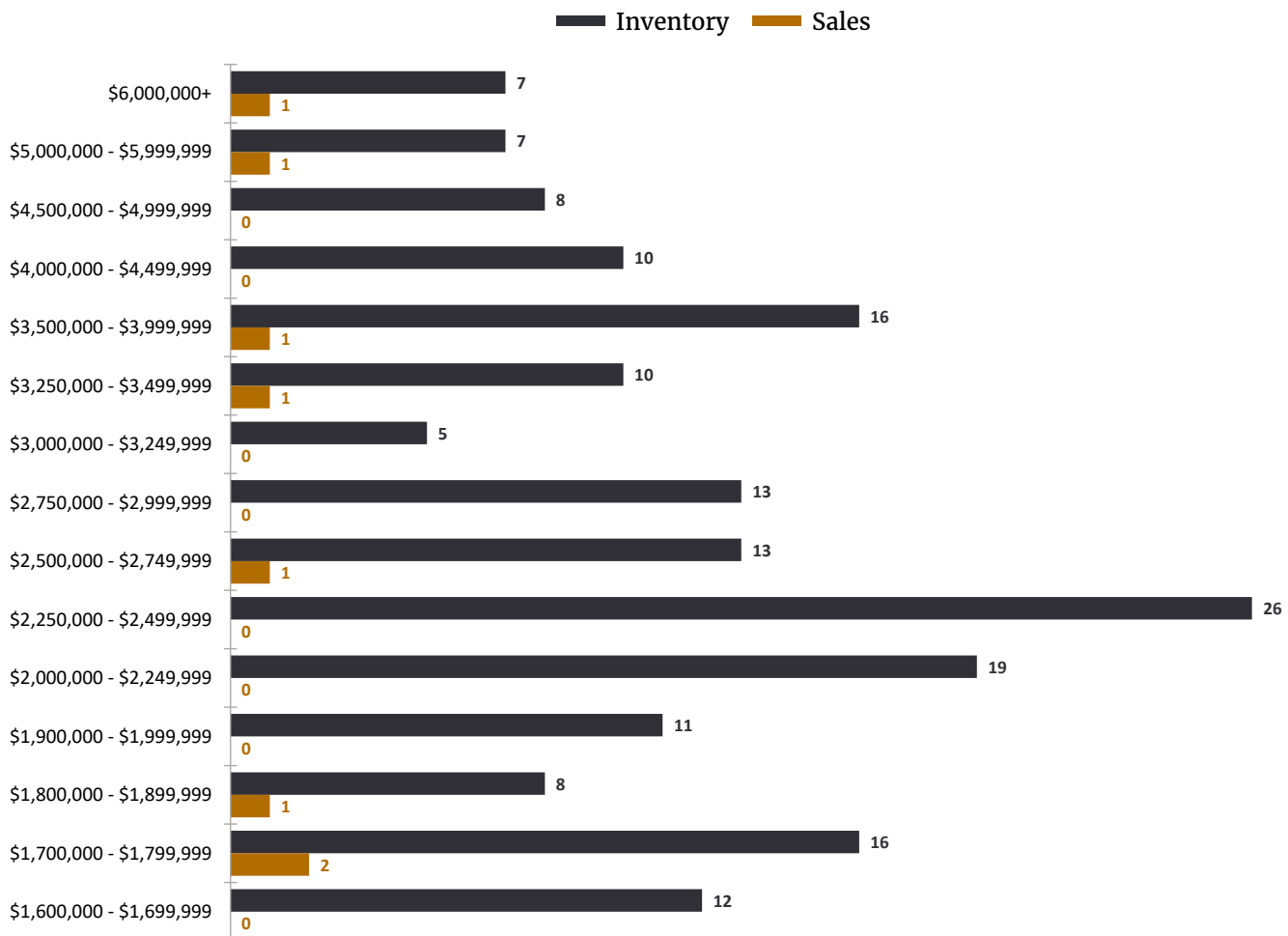
LUXURY INVENTORY VS. SALES | JULY 2024

Total Inventory: **181**

Total Sales: **8**

Total Sales Ratio²: **4%**

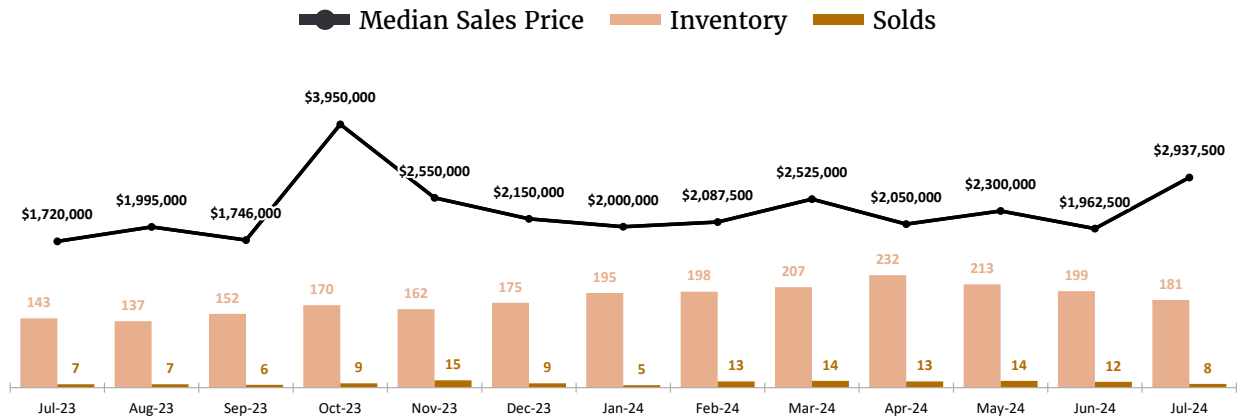
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	NA	NA	NA	0	3	0%
1,500 - 1,999	NA	NA	NA	0	16	0%
2,000 - 2,499	\$1,775,000	3	3	1	46	2%
2,500 - 2,999	\$2,937,500	3	4	4	52	8%
3,000 - 3,499	\$1,800,000	2	3	1	36	3%
3,500+	\$6,950,000	4	5	2	27	7%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2023 Jul. 2024
143 **181**

VARIANCE: **27%**

TOTAL SOLDS

Jul. 2023 Jul. 2024
7 **8**

VARIANCE: **14%**

SALES PRICE

Jul. 2023 Jul. 2024
\$1.72m **\$2.94m**

VARIANCE: **71%**

SALE PRICE PER SQFT.

Jul. 2023 Jul. 2024
\$986 **\$1,045**

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Jul. 2023 Jul. 2024
94.40% **94.08%**

VARIANCE: **0%**

DAYS ON MARKET

Jul. 2023 Jul. 2024
55 **82**

VARIANCE: **49%**

FT. LAUDERDALE MARKET SUMMARY | JULY 2024

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **94.08% of list price** in July 2024.
- The most active price bands are **\$5,000,000-\$5,999,999** and **\$6,000,000+**, where the sales ratio is **14%**.
- The median luxury sales price for attached homes is **\$2,937,500**.
- The median days on market for July 2024 was **82** days, up from **55** in July 2023.

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