

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2022



GREATER FORT  
LAUDERDALE  

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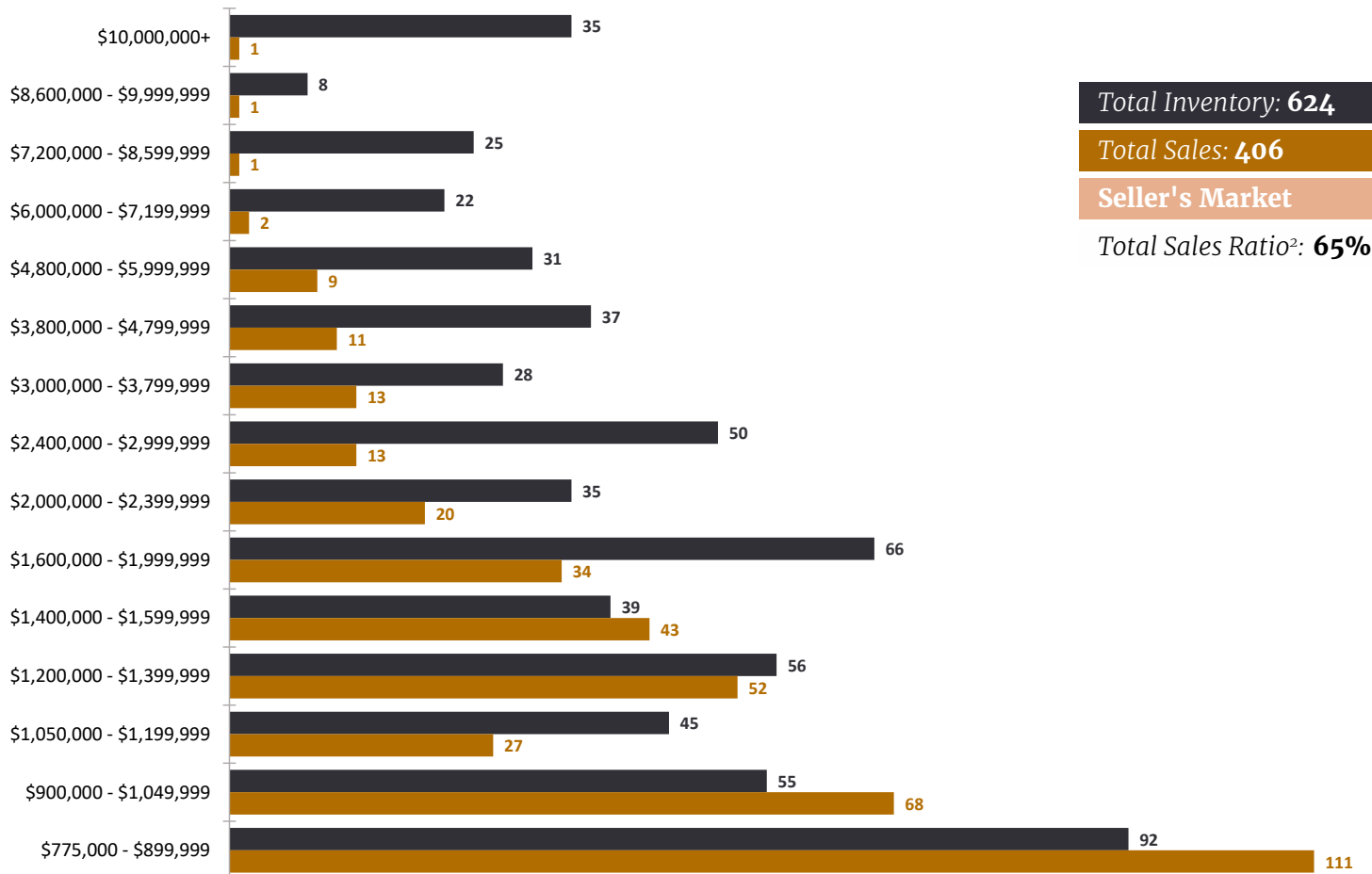
FLORIDA

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$775,000**



Total Inventory: **624**

Total Sales: **406**

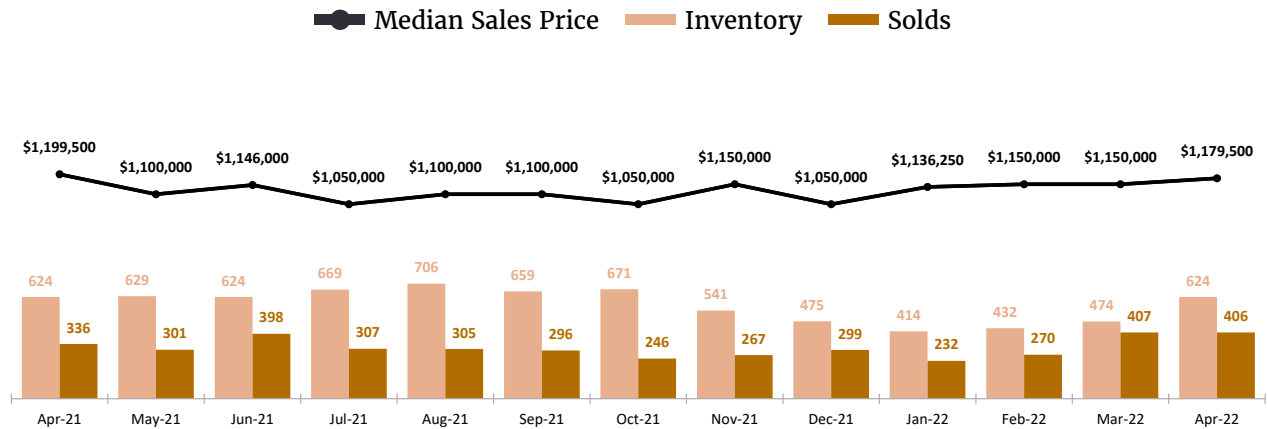
Seller's Market

Total Sales Ratio<sup>2</sup>: **65%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$939,000	4	3	229	265	86%
3,000 - 3,999	\$1,305,000	5	4	87	117	74%
4,000 - 4,999	\$1,842,500	5	6	48	66	73%
5,000 - 5,999	\$2,690,000	5	6	19	40	48%
6,000 - 6,999	\$4,207,562	7	8	4	31	13%
7,000+	\$5,087,500	6	8	4	56	7%

<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  
**624**        **624**

VARIANCE: **0%**

### TOTAL SOLDS

Apr. 2021    Apr. 2022  
**336**        **406**

VARIANCE: **21%**

### SALES PRICE

Apr. 2021    Apr. 2022  
**\$1.20m**    **\$1.18m**

VARIANCE: **-2%**

### SALE PRICE PER SQFT.

Apr. 2021    Apr. 2022  
**\$383**        **\$438**

VARIANCE: **14%**

### SALE TO LIST PRICE RATIO

Apr. 2021    Apr. 2022  
**96.56%**    **100.00%**

VARIANCE: **4%**

### DAYS ON MARKET

Apr. 2021    Apr. 2022  
**34**            **12**

VARIANCE: **-65%**

## GREATER FORT LAUDERDALE MARKET SUMMARY | APRIL 2022

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **65% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$900,000-\$1,049,999**, where the sales ratio is **124%**.
- The median luxury sales price for single-family homes is **\$1,179,500**.
- The median days on market for April 2022 was **12** days, down from **34** in April 2021.

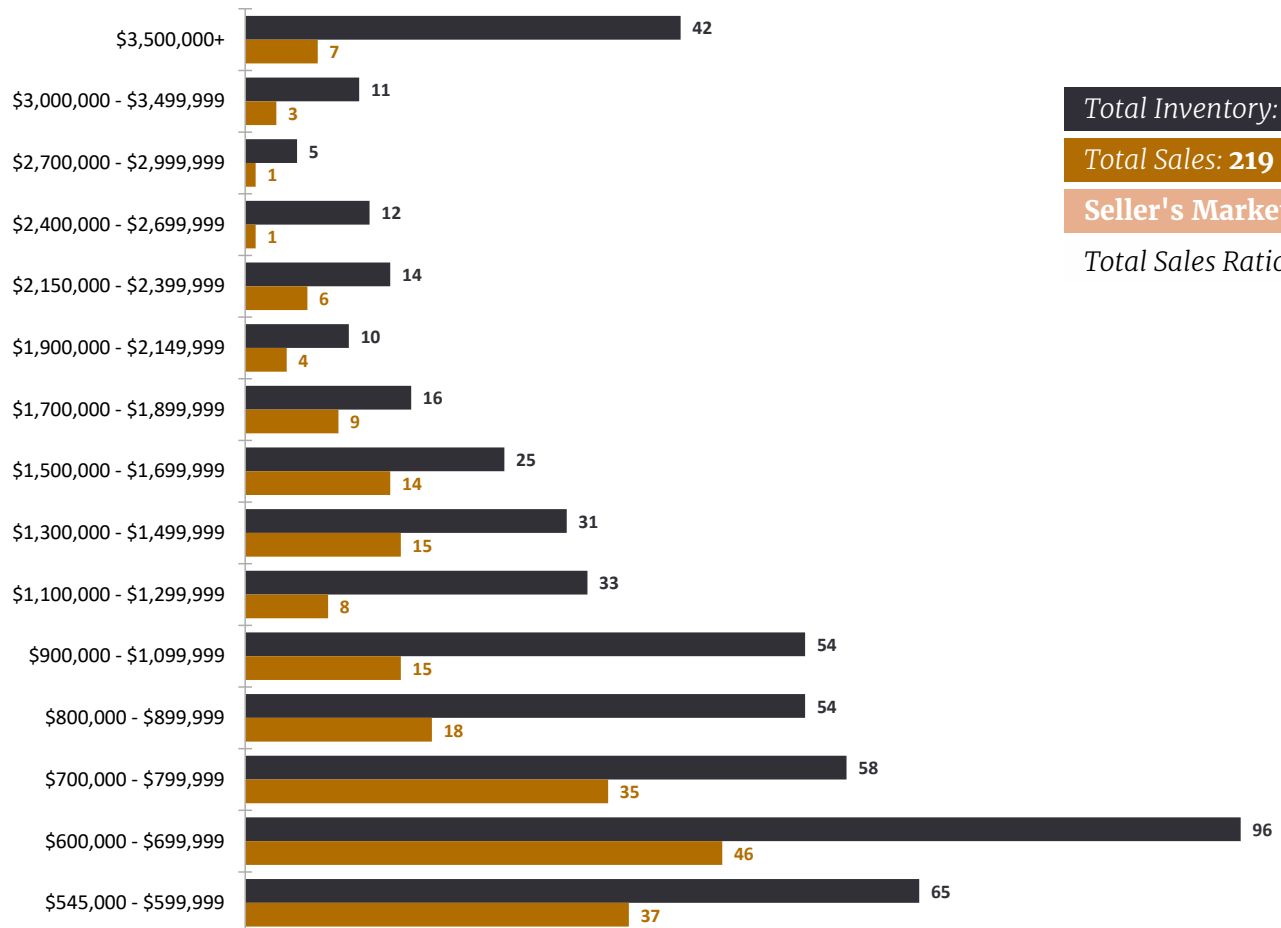
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<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>: **\$545,000**



Total Inventory: **526**

Total Sales: **219**

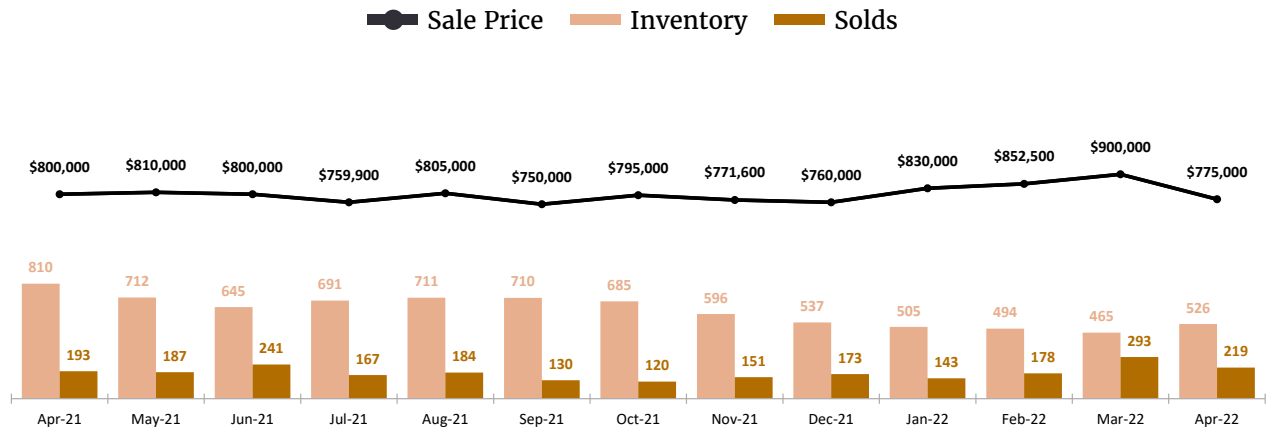
Seller's Market

Total Sales Ratio<sup>2</sup>: **42%**

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$640,000	1	1	9	67	13%
1,000 - 1,499	\$632,500	2	2	58	164	35%
1,500 - 1,999	\$727,500	2	3	70	116	60%
2,000 - 2,499	\$1,195,000	3	3	36	67	54%
2,500 - 2,999	\$1,480,000	3	4	26	26	100%
3,000+	\$2,049,500	4	4	10	61	16%

<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

810              526

VARIANCE: **-35%**

### TOTAL SOLDS

Apr. 2021      Apr. 2022

193              219

VARIANCE: **13%**

### SALES PRICE

Apr. 2021      Apr. 2022

\$800k            \$775k

VARIANCE: **-3%**

### SALE PRICE PER SQFT.

Apr. 2021      Apr. 2022

\$435              \$505

VARIANCE: **16%**

### SALE TO LIST PRICE RATIO

Apr. 2021      Apr. 2022

96.55%          98.36%

VARIANCE: **2%**

### DAYS ON MARKET

Apr. 2021      Apr. 2022

70                  22

VARIANCE: **-69%**

## GREATER FORT LAUDERDALE MARKET SUMMARY | APRIL 2022

- The Greater Fort Lauderdale attached luxury market is a **Seller's Market** with a **42%** Sales Ratio.
- Homes sold for a median of **98.36% of list price** in April 2022.
- The most active price band is **\$700,000-\$799,999**, where the sales ratio is **60%**.
- The median luxury sales price for attached homes is **\$775,000**.
- The median days on market for April 2022 was **22** days, down from **70** 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.