

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

FT. LAUDERDALE

FLORIDA

www.LuxuryHomeMarketing.com

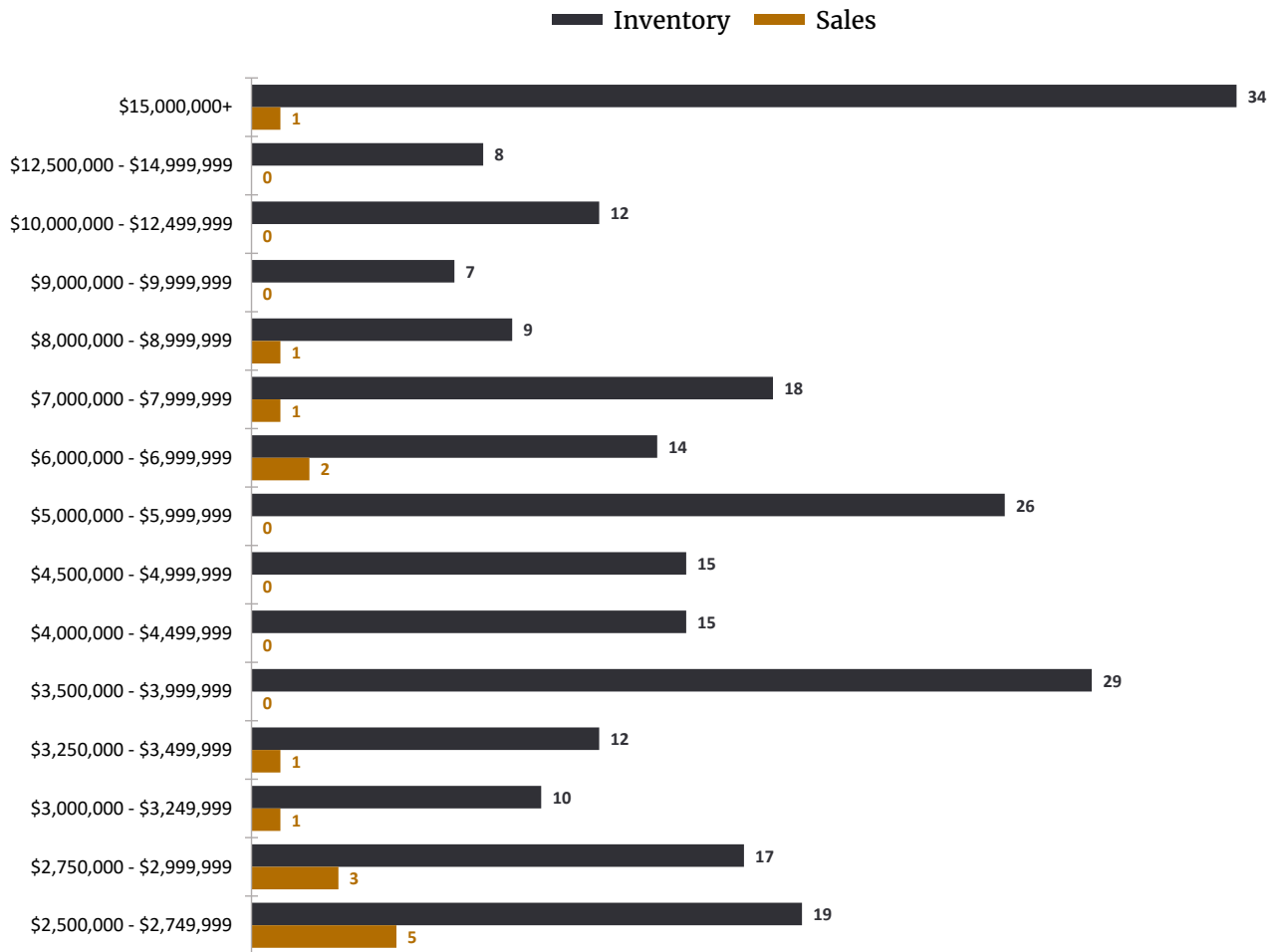
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **245**

Total Sales: **15**

Total Sales Ratio²: **6%**

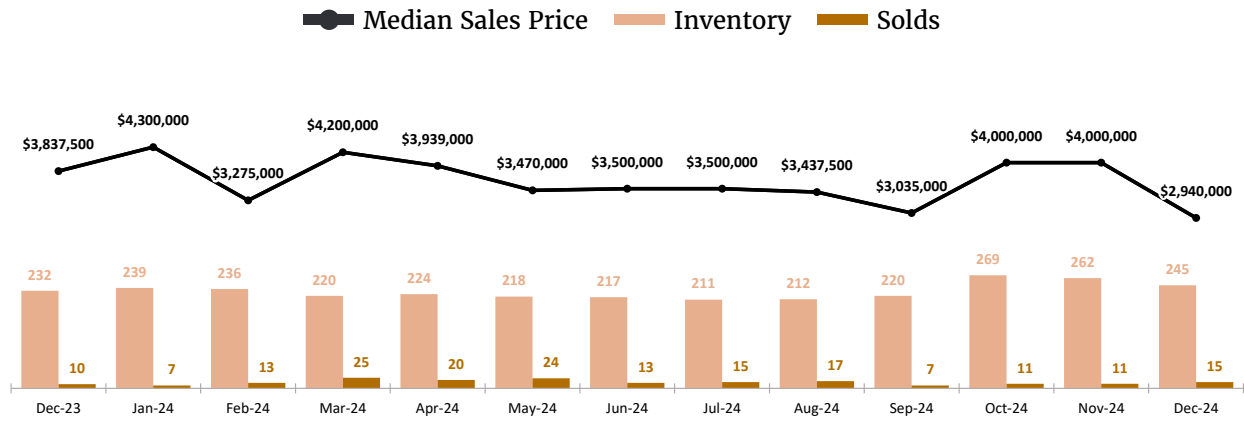
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,700,000	3	3	5	44	11%
3,000 - 3,999	\$2,787,500	5	5	4	47	9%
4,000 - 4,999	NA	NA	NA	0	43	0%
5,000 - 5,999	\$6,500,000	5	6	3	30	10%
6,000 - 6,999	\$8,800,000	6	7	1	25	4%
7,000+	\$14,300,000	6	8	2	48	4%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
232 **245**

VARIANCE: **6%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
10 **15**

VARIANCE: **50%**

SALES PRICE

Dec. 2023 Dec. 2024
\$3.84m **\$2.94m**

VARIANCE: **-23%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$946 **\$1,027**

VARIANCE: **9%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
92.44% **91.53%**

VARIANCE: **-1%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
160 **40**

VARIANCE: **-75%**

FT. LAUDERDALE MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **91.53% of list price** in December 2024.
- The most active price band is **\$2,500,000-\$2,749,999**, where the sales ratio is **26%**.
- The median luxury sales price for single-family homes is **\$2,940,000**.
- The median days on market for December 2024 was **40** days, down from **160** in December 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.

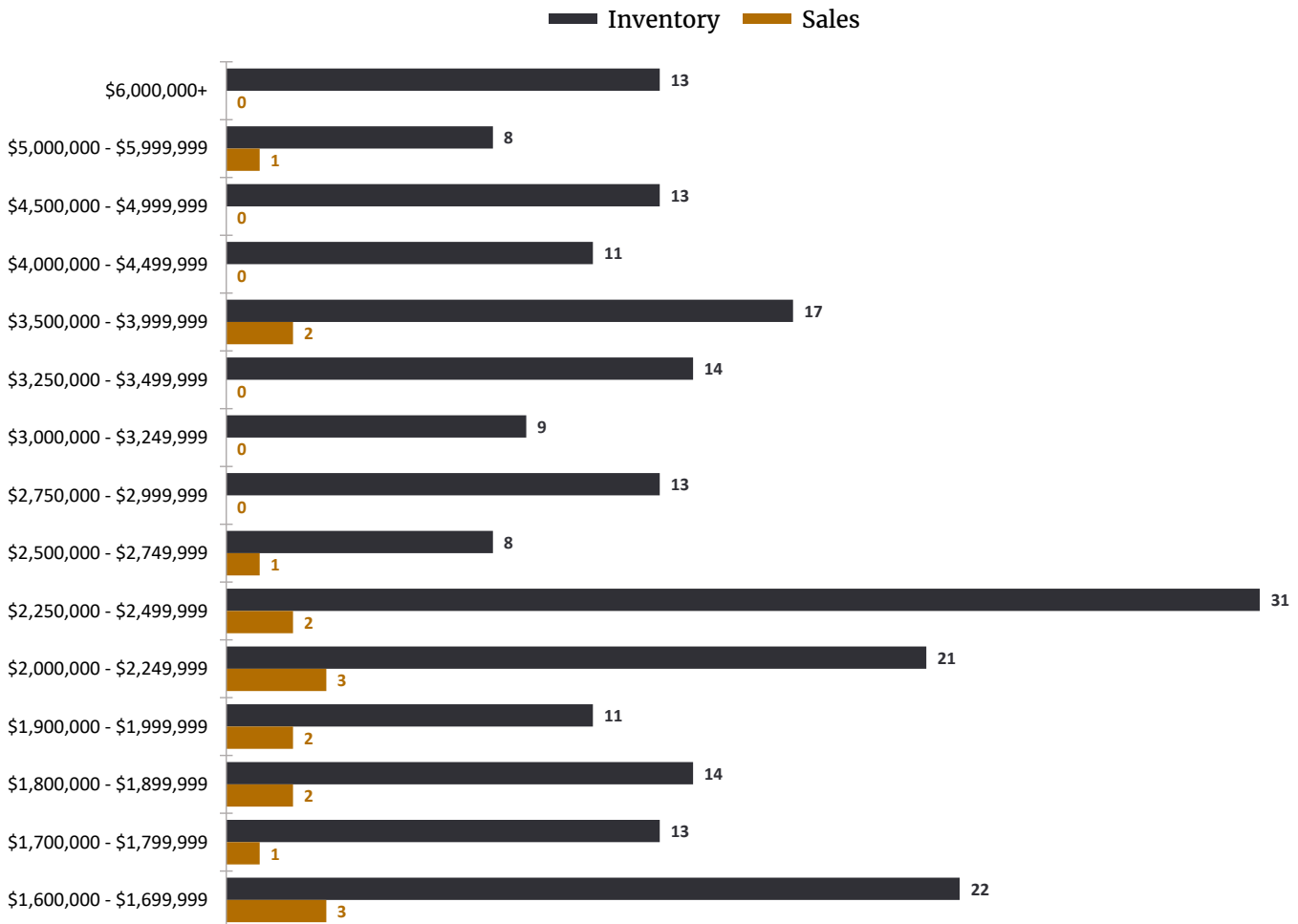
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **218**

Total Sales: **17**

Total Sales Ratio²: **8%**

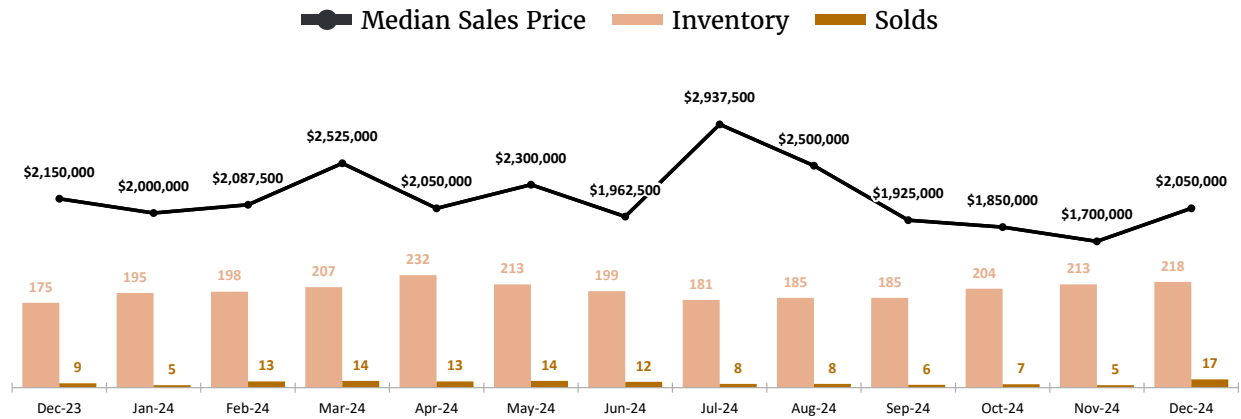
Buyer's Market



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	5	0%
1,500 - 1,999	\$1,710,000	2	3	1	23	4%
2,000 - 2,499	\$2,050,000	3	3	7	45	16%
2,500 - 2,999	\$1,850,000	3	4	3	54	6%
3,000 - 3,499	\$2,165,000	4	4	4	52	8%
3,500+	\$4,625,000	5	6	2	31	6%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
175 **218**

VARIANCE: **25%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
9 **17**

VARIANCE: **89%**

SALES PRICE

Dec. 2023 Dec. 2024
\$2.15m **\$2.05m**

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$1,040 **\$812**

VARIANCE: **-22%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
92.26% **92.96%**

VARIANCE: **1%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
137 **95**

VARIANCE: **-31%**

FT. LAUDERDALE MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **92.96% of list price** in December 2024.
- The most active price band is **\$1,900,000-\$1,999,999**, where the sales ratio is **18%**.
- The median luxury sales price for attached homes is **\$2,050,000**.
- The median days on market for December 2024 was **95** days, down from **137** in December 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.