

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

APRIL  
2024

FT. LAUDERDALE  

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FLORIDA

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

# FT. LAUDERDALE

SINGLE-FAMILY HOMES  
Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**

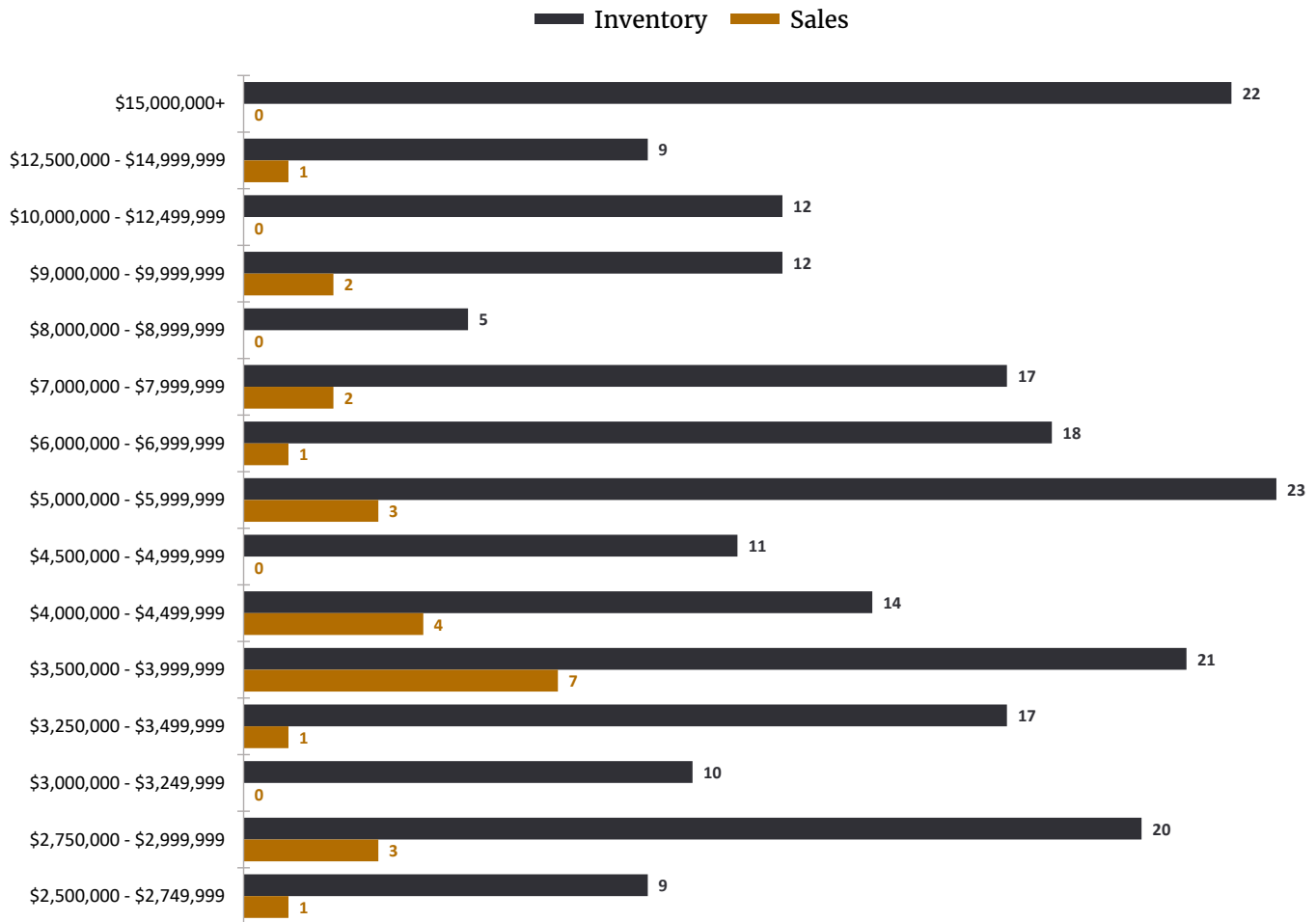
## LUXURY INVENTORY VS. SALES | MARCH 2024

Total Inventory: **220**

Total Sales: **25**

Total Sales Ratio<sup>2</sup>: **11%**

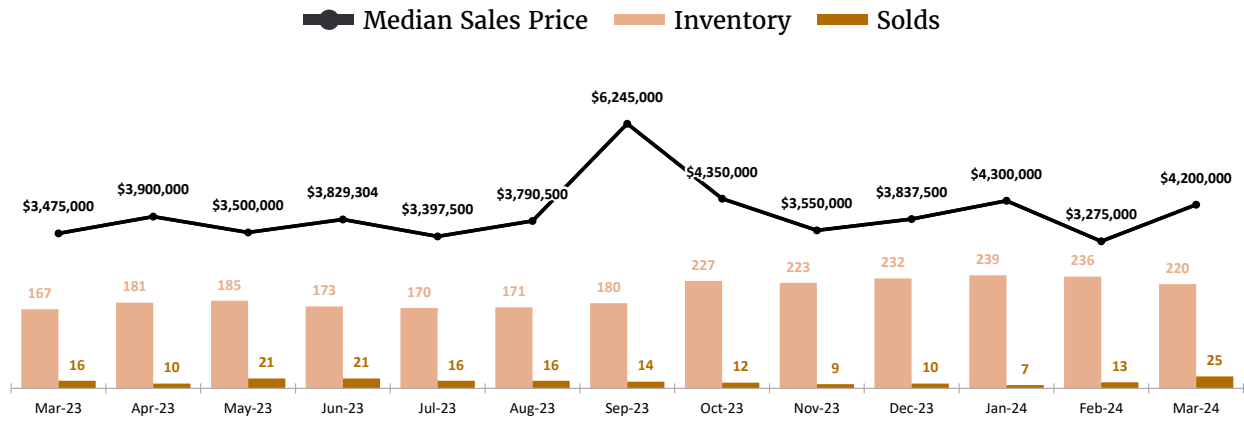
Buyer's Market



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	\$3,272,500	4	4	2	32	6%
3,000 - 3,999	\$3,096,087	4	5	4	40	10%
4,000 - 4,999	\$4,200,000	5	6	8	50	16%
5,000 - 5,999	\$5,550,000	5	5	6	31	19%
6,000 - 6,999	\$3,787,500	6	6	2	20	10%
7,000+	\$9,300,000	5	7	3	32	9%

<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 < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MARCH

### TOTAL INVENTORY

Mar. 2023    Mar. 2024  
**167**      **220**

VARIANCE: **32%**

### TOTAL SOLDS

Mar. 2023    Mar. 2024  
**16**      **25**

VARIANCE: **56%**

### SALES PRICE

Mar. 2023    Mar. 2024  
**\$3.48m**    **\$4.20m**

VARIANCE: **21%**

### SALE PRICE PER SQFT.

Mar. 2023    Mar. 2024  
**\$1,104**    **\$933**

VARIANCE: **-15%**

### SALE TO LIST PRICE RATIO

Mar. 2023    Mar. 2024  
**94.61%**    **93.44%**

VARIANCE: **-1%**

### DAYS ON MARKET

Mar. 2023    Mar. 2024  
**84**      **141**

VARIANCE: **68%**

## FT. LAUDERDALE MARKET SUMMARY | MARCH 2024

- The single-family luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **93.44% of list price** in March 2024.
- The most active price band is **\$3,500,000-\$3,999,999**, where the sales ratio is **33%**.
- The median luxury sales price for single-family homes is **\$4,200,000**.
- The median days on market for March 2024 was **141** days, up from **84** in March 2023.

<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.

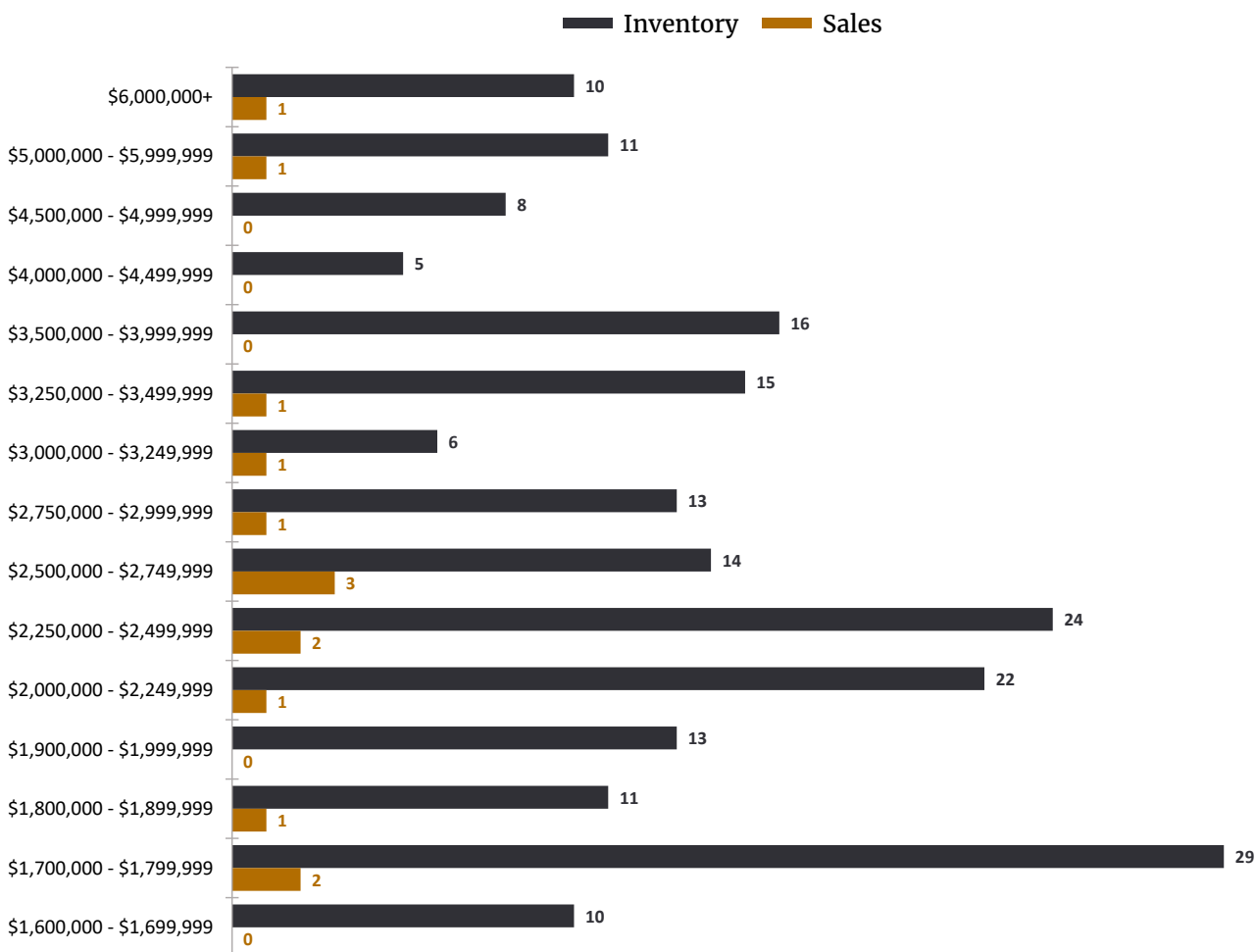
### LUXURY INVENTORY VS. SALES | MARCH 2024

Total Inventory: **207**

Total Sales: **14**

Total Sales Ratio<sup>2</sup>: **7%**

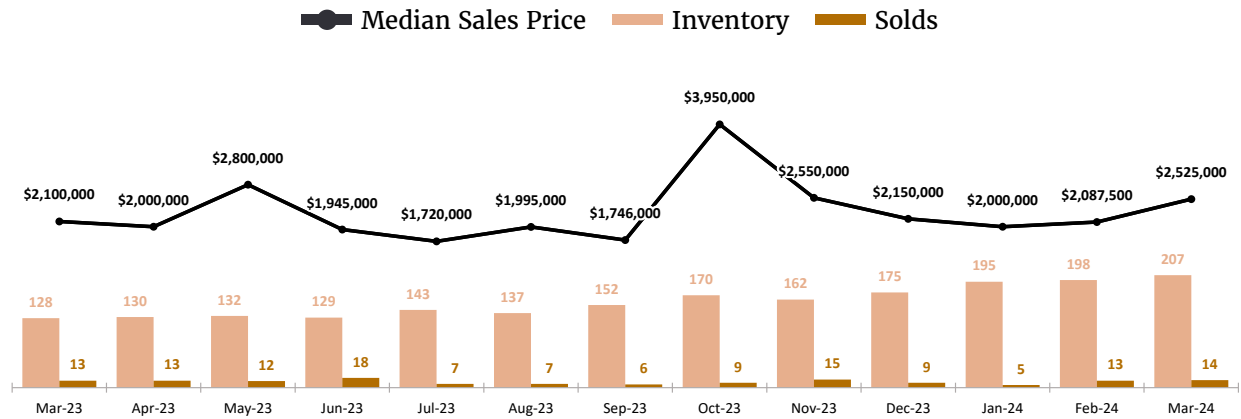
Buyer's Market



Square Feet <sup>3</sup> -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	7	0%
1,500 - 1,999	NA	NA	NA	0	21	0%
2,000 - 2,499	\$2,237,500	3	4	2	59	3%
2,500 - 2,999	\$2,399,101	3	4	6	57	11%
3,000 - 3,499	\$2,425,000	3	4	4	34	12%
3,500+	\$5,125,000	5	5	2	26	8%

<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 < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MARCH

### TOTAL INVENTORY

Mar. 2023    Mar. 2024  
**128      207**

VARIANCE: **62%**

### TOTAL SOLDS

Mar. 2023    Mar. 2024  
**13      14**

VARIANCE: **8%**

### SALES PRICE

Mar. 2023    Mar. 2024  
**\$2.10m    \$2.53m**

VARIANCE: **20%**

### SALE PRICE PER SQFT.

Mar. 2023    Mar. 2024  
**\$924      \$849**

VARIANCE: **-8%**

### SALE TO LIST PRICE RATIO

Mar. 2023    Mar. 2024  
**92.31%    93.40%**

VARIANCE: **1%**

### DAYS ON MARKET

Mar. 2023    Mar. 2024  
**58      83**

VARIANCE: **43%**

## FT. LAUDERDALE MARKET SUMMARY | MARCH 2024

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **93.40% of list price** in March 2024.
- The most active price band is **\$2,500,000-\$2,749,999**, where the sales ratio is **21%**.
- The median luxury sales price for attached homes is **\$2,525,000**.
- The median days on market for March 2024 was **83** days, up from **58** in March 2023.

<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.