

# Elliman Report

## Q1-2022

### Lighthouse Point Beach, FL Sales

#### Single Family

Dashboard

YEAR-OVER-YEAR

- + 40.8%**  
Prices Median Sales Price
- 25.0%**  
Sales Closed Sales
- 16.2%**  
Inventory Total Inventory
- 1.8%**  
Negotiability Listing Discount

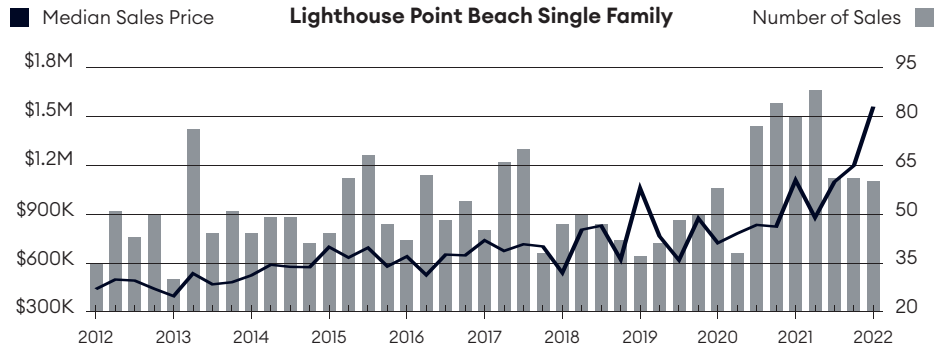
#### Condo

Dashboard

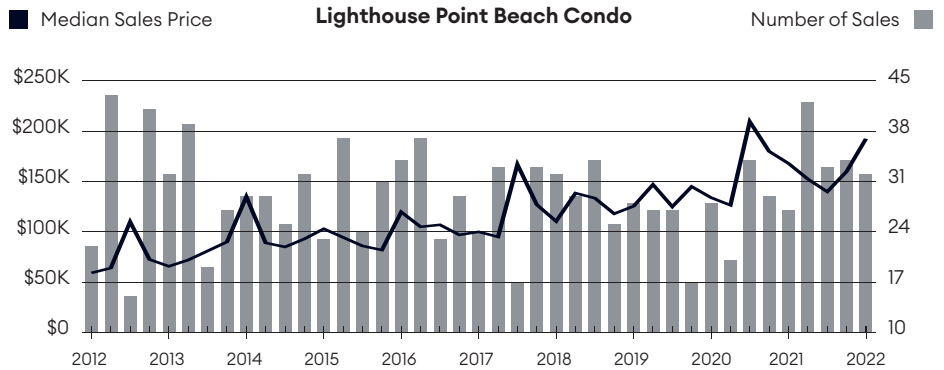
YEAR-OVER-YEAR

- + 14.6%+**  
Prices Median Sales Price
- + 18.5%**  
Sales Closed Sales
- 48.0%**  
Inventory Total Inventory
- 3.7%**  
Negotiability Listing Discount

- Single family price trend indicators surged annually to reach new highs
- Condo sales increased year over year for the third time in four quarters



Lighthouse Point Beach Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,837,036	26.0%	\$1,457,710	35.1%	\$1,359,464
Average Price Per Sq Ft	\$624	16.4%	\$536	37.7%	\$453
Median Sales Price	\$1,562,500	30.2%	\$1,200,000	40.8%	\$1,110,000
Number of Sales (Closed)	60	-1.6%	61	-25.0%	80
Days on Market (From Last List Date)	39	-17.0%	47	-50.6%	79
Listing Discount (From Last List Price)	4.3%		4.2%		6.1%
Listing Inventory	31	24.0%	25	-16.2%	37
Months of Supply	1.6	33.3%	1.2	14.3%	1.4
Average Square Feet	2,692	-2.0%	2,746	-10.3%	3,002



Lighthouse Point Beach Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$208,892	10.7%	\$188,671	0.8%	\$207,219
Average Price Per Sq Ft	\$225	21.0%	\$186	22.3%	\$184
Median Sales Price	\$192,575	20.4%	\$160,000	14.6%	\$168,000
Number of Sales (Closed)	32	-5.9%	34	18.5%	27
Days on Market (From Last List Date)	15	-54.5%	33	-79.7%	74
Listing Discount (From Last List Price)	0.6%		2.2%		4.3%
Listing Inventory	13	18.2%	11	-48.0%	25
Months of Supply	1.2	20.0%	1.0	-57.1%	2.8
Average Square Feet	902	-10.2%	1,004	-17.8%	1,097

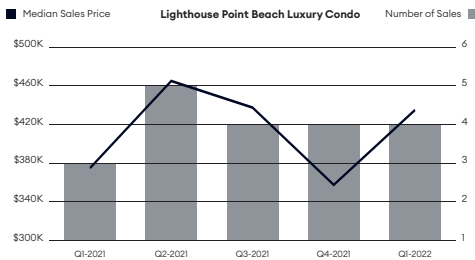
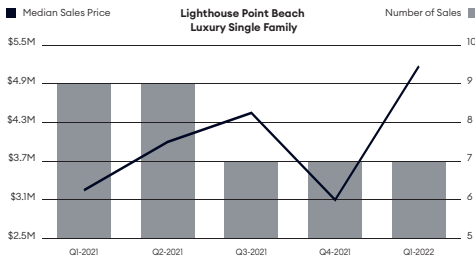


Listing inventory and sales declined as price trend indicators, and bidding war market share soared. Single family median sales price jumped 40.8% year over year to a record \$1,562,500 and was more than double pre-pandemic levels. Listing inventory for single families dropped 16.2% annually as their sales declined 25% from the prior-year quarter. With the decline

in sales, months of supply was 1.6 months, a brisk market pace. As a result, its bidding war market share surged to 33.3%. Condo market conditions were generally similar, with rising prices and low listing inventory. Condo median sales price increased 14.6% year over year to \$192,575. Listing inventory dropped 48% annually to 13 while sales rose 18.5% to

32. With listing inventory falling and sales rising, the pace of the market was 1.2 months, 57.1% faster than the same period last year. As a result, condos' bidding war market share surged to 28.1% from 3.7% in the prior-year quarter.

## Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$5,396,143	62.2%	\$3,325,936	67.0%	\$3,232,167
Average Price per Sq Ft	\$825	31.8%	\$626	39.4%	\$592
Median Sales Price	\$5,175,000	66.9%	\$3,100,000	59.2%	\$3,250,000
Number of Sales (Closed)	7	0.0%	7	-22.2%	9
Days on Market (From Last List Date)	63	-50.4%	127	-45.2%	115
Listing Discount (From Last List Price)	12.7%		5.7%		7.5%
Listing Inventory	17	-15.0%	20	-15.0%	20
Months of Supply	7.3	-15.1%	8.6	9.0%	6.7
Entry Price Threshold	\$2,998,000	6.1%	\$2,825,000	22.7%	\$2,443,200
Average Square Feet	5,308	-0.1%	5,311	-2.7%	5,457

Luxury Condo Matrix (Top 10% of Sales)	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$424,750	10.9%	\$383,000	13.9%	\$372,967
Average Price per Sq Ft	\$336	30.7%	\$257	68.0%	\$200
Median Sales Price	\$435,000	21.7%	\$357,500	16.0%	\$374,900
Number of Sales (Closed)	4	0.0%	4	33.3%	3
Days on Market (From Last List Date)	18	-71.9%	64	125.0%	8
Listing Discount (From Last List Price)	-0.3%		0.7%		1.0%
Listing Inventory	1	0.0%	1	-50.0%	2
Months of Supply	0.8	0.0%	0.8	-60.0%	2.0
Entry Price Threshold	\$380,000	20.6%	\$315,000	5.8%	\$359,000
Average Square Feet	1,310	-12.3%	1,493	-31.2%	1,905

## By Sales Share

### Lighthouse Point Beach

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	53.3%	50.0%
Single Family Mortgage	46.7%	50.0%
Condo Cash	75.0%	74.1%
Condo Mortgage	25.0%	25.9%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	3.3%	13.8%
Single Family \$500K - \$1.5M	45.0%	52.5%
Single Family Over \$1.5M	51.7%	33.8%
Condo Under \$500K	100.0%	100.0%
Condo \$500K - \$1.5M	0.0%	0.0%
Condo Over \$1.5M	0.0%	0.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	33.3%	6.3%
Single Family At	23.3%	13.8%
Single Family Under	43.3%	80.0%
Condo Over	28.1%	3.7%
Condo At	28.1%	7.4%
Condo Under	43.8%	88.9%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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