

Elliman Report

Q2-2022 Lighthouse Point Beach, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 42.0%
Prices Median Sales Price

- 39.8%
Sales Closed Sales

+ 42.1%
Inventory Total Inventory

+ 0.8%
Negotiability Listing Discount

Condo

Dashboard

YEAR-OVER-YEAR

+ 12.7%
Prices Median Sales Price

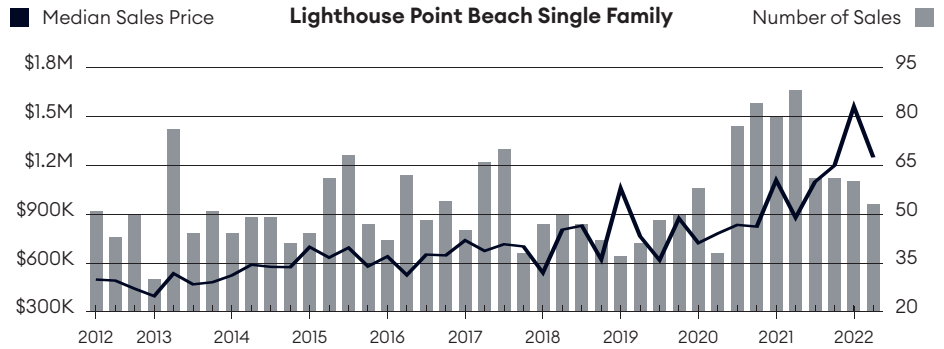
= 0.0%
Sales Closed Sales

- 69.0%
Inventory Total Inventory

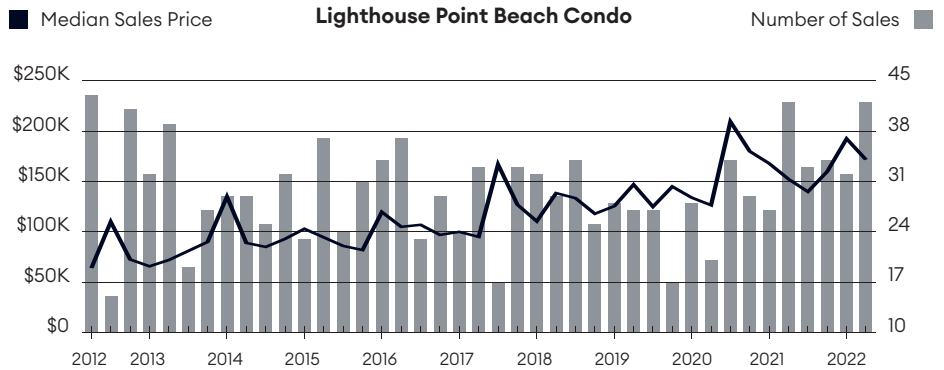
- 4.9%
Negotiability Listing Discount

- Single family median sales price rose year over year for six straight quarters

- Condo bidding war market share rose to a new high



| Lighthouse Point Beach Single Family Matrix | Q2-2022 | %Δ (QTR) | Q1-2022 | %Δ (YR) | Q2-2021 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$2,031,364 | 10.6% | \$1,837,036 | 45.1% | \$1,400,194 |
| Average Price Per Sq Ft | \$686 | 9.9% | \$624 | 37.2% | \$500 |
| Median Sales Price | \$1,250,000 | -20.0% | \$1,562,500 | 42.0% | \$880,000 |
| Number of Sales (Closed) | 53 | -11.7% | 60 | -39.8% | 88 |
| Days on Market (From Last List Date) | 39 | 0.0% | 39 | -43.5% | 69 |
| Listing Discount (From Last List Price) | 3.7% | | 4.3% | | 2.9% |
| Listing Inventory | 54 | 74.2% | 31 | 42.1% | 38 |
| Months of Supply | 3.1 | 93.8% | 1.6 | 138.5% | 1.3 |
| Average Square Feet | 2,966 | 10.2% | 2,692 | 5.2% | 2,819 |



| Lighthouse Point Beach Condo Matrix | Q2-2022 | %Δ (QTR) | Q1-2022 | %Δ (YR) | Q2-2021 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$205,466 | -1.6% | \$208,892 | -27.6% | \$283,807 |
| Average Price Per Sq Ft | \$227 | 0.9% | \$225 | -8.5% | \$248 |
| Median Sales Price | \$171,750 | -10.8% | \$192,575 | 12.7% | \$152,450 |
| Number of Sales (Closed) | 42 | 31.3% | 32 | 0.0% | 42 |
| Days on Market (From Last List Date) | 23 | 53.3% | 15 | -64.6% | 65 |
| Listing Discount (From Last List Price) | 0.3% | | 0.6% | | 5.2% |
| Listing Inventory | 9 | -30.8% | 13 | -69.0% | 29 |
| Months of Supply | 0.6 | -50.0% | 1.2 | -71.4% | 2.1 |
| Average Square Feet | 906 | 0.4% | 902 | -22.2% | 1,164 |

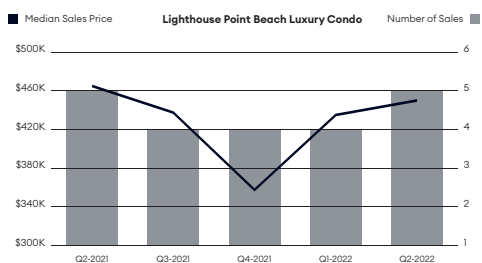
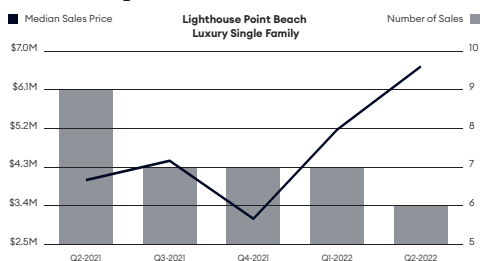


Single family median sales price surged 42% annually to \$1,250,000, the second highest on record and 63.4% above pre-pandemic levels. Single family sales fell by 39.8% from the prior-year quarter to 53 as listing inventory surged 42.1% to 54. With the decline in sales and increase in listing inventory, months of supply,

the number of months to sell all single family listing inventory at the current sales rate, was 3.1 months, a brisk market pace but slower than the same period a year ago. The market share of bidding wars fell to 18.9% from the prior-quarter record of 33.3%. Condo's median sales price rose 12.7% annually to

\$171,750, the second consecutive increase and 16.8% above pre-pandemic levels. Condo sales were unchanged from the prior-year quarter total of 42 as condo listing inventory dropped 69% to 9. The market share of condo bidding wars surged to 38.1%, the second highest in three quarters.

Luxury



| Luxury Single Family Matrix (Top 10% of Sales) | Q2-2022 | %Δ (QTR) | Q1-2022 | %Δ (YR) | Q2-2021 |
|--|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$6,707,500 | 24.3% | \$5,396,143 | 58.2% | \$4,240,556 |
| Average Price per Sq Ft | \$990 | 20.0% | \$825 | 37.5% | \$720 |
| Median Sales Price | \$6,647,500 | 28.5% | \$5,175,000 | 66.2% | \$4,000,000 |
| Number of Sales (Closed) | 6 | -14.3% | 7 | -33.3% | 9 |
| Days on Market (From Last List Date) | 132 | 109.5% | 63 | 180.9% | 47 |
| Listing Discount (From Last List Price) | 3.3% | | 12.7% | | 2.2% |
| Listing Inventory | 17 | 0.0% | 17 | -26.1% | 23 |
| Months of Supply | 8.5 | 16.4% | 7.3 | 10.4% | 7.7 |
| Entry Price Threshold | \$4,350,000 | 45.1% | \$2,998,000 | 47.5% | \$2,950,000 |
| Average Square Feet | 6,773 | 27.6% | 5,308 | 15.1% | 5,886 |

| Luxury Condo Matrix (Top 10% of Sales) | Q2-2022 | %Δ (QTR) | Q1-2022 | %Δ (YR) | Q2-2021 |
|---|-----------|----------|-----------|---------|-------------|
| Average Sales Price | \$456,200 | 7.4% | \$424,750 | -60.1% | \$1,143,500 |
| Average Price per Sq Ft | \$346 | 3.0% | \$336 | -31.5% | \$505 |
| Median Sales Price | \$450,000 | 3.4% | \$435,000 | -3.2% | \$465,000 |
| Number of Sales (Closed) | 5 | 25.0% | 4 | 0.0% | 5 |
| Days on Market (From Last List Date) | 14 | -22.2% | 18 | -62.2% | 37 |
| Listing Discount (From Last List Price) | 3.2% | | -0.3% | | 6.6% |
| Listing Inventory | 4 | 300.0% | 1 | 300.0% | 1 |
| Months of Supply | 2.4 | 200.0% | 0.8 | 300.0% | 0.6 |
| Entry Price Threshold | \$375,000 | -1.3% | \$380,000 | -3.8% | \$390,000 |
| Average Square Feet | 1,319 | 0.7% | 1,310 | -41.7% | 2,263 |

By Sales Share

Lighthouse Point Beach

| Finance | Current Quarter | Prior Year Quarter |
|------------------------|-----------------|--------------------|
| Single Family Cash | 60.4% | 46.0% |
| Single Family Mortgage | 39.6% | 54.0% |
| Condo Cash | 85.7% | 68.3% |
| Condo Mortgage | 14.3% | 31.7% |

| Price | Current Quarter | Prior Year Quarter | Over/Under Last List | Current Quarter | Prior Year Quarter |
|-------------------------------|-----------------|--------------------|----------------------|-----------------|--------------------|
| Single Family Under \$500K | 0.0% | 8.0% | Single Family Over | 18.9% | 27.3% |
| Single Family \$500K - \$1.5M | 56.6% | 64.8% | Single Family At | 3.8% | 14.8% |
| Single Family Over \$1.5M | 43.4% | 27.3% | Single Family Under | 77.4% | 58.0% |
| Condo Under \$500K | 97.6% | 97.6% | Condo Over | 38.1% | 4.8% |
| Condo \$500K - \$1.5M | 2.4% | 0.0% | Condo At | 21.4% | 11.9% |
| Condo Over \$1.5M | 0.0% | 2.4% | Condo Under | 40.5% | 83.3% |

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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