

Elliman Report

Q3-2022 Fort Lauderdale, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- **0.5%**
Prices Median Sales Price
- **28.9%**
Sales Closed Sales
- + **55.3%**
Inventory Total Inventory
- **2 days**
Marketing Time Days on Market

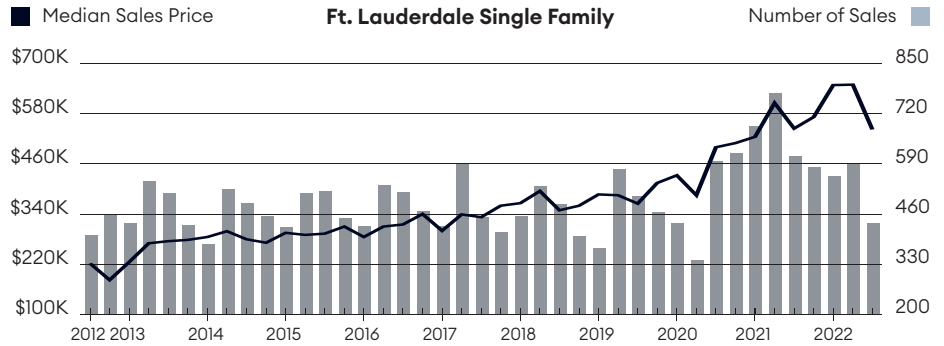
Condo Dashboard

YEAR-OVER-YEAR

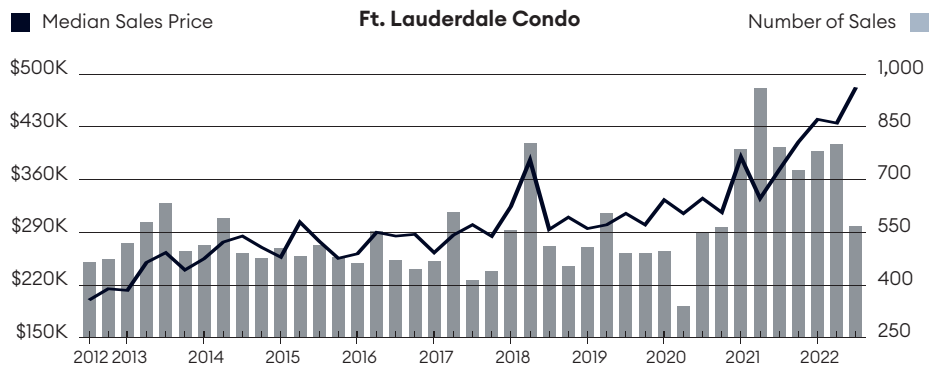
- + **29.3%**
Prices Median Sales Price
- **28.4%**
Sales Closed Sales
- **10.4%**
Inventory Total Inventory
- **42 days**
Marketing Time Days on Market

- Single family median sales price declined year over year for the first time in thirteen quarters

- Condo median sales price rose to a new high for the third time in four quarters



Ft. Lauderdale Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,203,883	-10.5%	\$1,345,810	2.9%	\$1,170,449
Average Price Per Sq Ft	\$606	-4.1%	\$632	11.8%	\$542
Median Sales Price	\$542,500	-16.5%	\$650,000	-0.5%	\$545,000
Number of Sales (Closed)	434	-26.7%	592	-28.9%	610
Days on Market (From Last List Date)	41	32.3%	31	-4.7%	43
Listing Discount (From Last List Price)	4.4%		3.8%		4.5%
Listing Inventory	629	27.3%	494	55.3%	405
Months of Supply	4.3	72.0%	2.5	115.0%	2.0
Average Square Feet	1,939	-8.5%	2,119	-9.6%	2,144



Ft. Lauderdale Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$739,466	-8.5%	\$808,017	31.7%	\$561,662
Average Price Per Sq Ft	\$535	-7.0%	\$575	37.2%	\$390
Median Sales Price	\$482,500	10.9%	\$435,000	29.3%	\$373,070
Number of Sales (Closed)	568	-29.0%	800	-28.4%	793
Days on Market (From Last List Date)	40	-14.9%	47	-51.2%	82
Listing Discount (From Last List Price)	5.0%		2.7%		3.6%
Listing Inventory	562	26.6%	444	-10.4%	627
Months of Supply	3.0	76.5%	1.7	25.0%	2.4
Average Square Feet	1,387	0.9%	1,375	-1.9%	1,414



Most price trend indicators expanded year over year as sales declined. Single family median sales price slipped 0.5% year over year, the first decline in thirteen quarters to \$542,500. With the decline in thirteen quarters to \$542,500. With the spike in mortgage rates over the past six months, single family sales fell by 28.9% to 434 from the previous year's quarter, causing listing inventory to expand. There were 629 single family listings

at the end of the quarter, up sharply from the year-ago level but two-thirds that of pre-pandemic levels. The condo market showed more price growth, with the median sales price rising 29.3% annually to \$482,500, the highest on record. With condo sales falling 28.4% and listing inventory declining 10.4% year over year, the condo market's pace was

25% slower than last year. The luxury condo market, representing the top ten percent of all sales, began at \$1,450,000. The luxury median sales price increased to \$1,900,000, the third-highest on record, more than two-thirds higher than pre-pandemic levels.

Luxury

- Single family median sales price declined year over year for the first time in sixteen quarters
- Single family listing inventory surged year over year but remained at half of the pre-pandemic levels
- Condo price trend indicators rose annually to their third-highest on record
- Condo listing inventory surged year over year but was two-thirds pre-pandemic levels

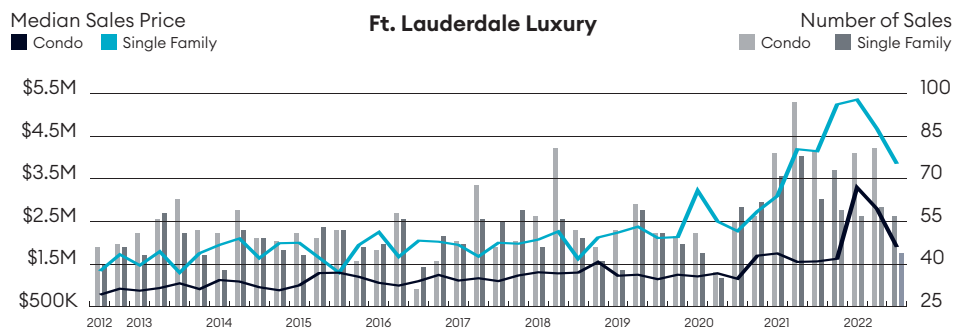
Luxury Single Family Mix	Sales Share	Volume Share
> \$2M (%)	14.1%	54.1%
\$1M - \$2M (%)	14.3%	17.2%
Min. - \$1M (%)	71.7%	28.7%

Luxury Condo Mix	Sales Share	Volume Share
> \$2M (%)	4.2%	25.1%
\$1M - \$2M (%)	12.5%	23.9%
Min. - \$1M (%)	83.3%	51.0%

This sub-category is the analysis of the top ten percent of all condo/townhouse and single-family sales in Fort Lauderdale with the BeachesMLS. The data is also contained within the other markets presented.

Waterfront

- Single family median and average sales prices increased annually to their third-highest levels on record
- Single family number of sales fell year over year for the third consecutive quarter
- Condo median sales price rose year over year for the eleventh straight quarter



Luxury Single Family Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$5,524,212	-7.6%	\$5,978,318	3.8%	\$5,324,129
Average Price Per Sq Ft	\$1,122	4.6%	\$1,073	21.4%	\$924
Median Sales Price	\$3,855,000	-17.6%	\$4,677,500	-7.1%	\$4,150,000
Number of Sales (Closed)	44	-26.7%	60	-30.2%	63
Days on Market (From Last List Date)	87	33.8%	65	-22.3%	112
Listing Discount (From Last List Price)	6.1%		7.4%		6.9%
Listing Inventory	170	29.8%	131	47.8%	115
Months of Supply	11.6	75.8%	6.6	110.9%	5.5
Entry Price Threshold	\$2,675,000	-11.6%	\$3,025,000	2.9%	\$2,600,000
Average Square Feet	4,858	-15.4%	5,740	-16.0%	5,785

Luxury Condo Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,813,689	-18.9%	\$3,469,767	45.5%	\$1,934,100
Average Price Per Sq Ft	\$1,112	-12.2%	\$1,267	62.3%	\$685
Median Sales Price	\$1,900,000	-32.0%	\$2,795,000	21.6%	\$1,562,500
Number of Sales (Closed)	57	-29.6%	81	-28.8%	80
Days on Market (From Last List Date)	75	-46.8%	141	-39.0%	123
Listing Discount (From Last List Price)	7.9%		4.5%		4.8%
Listing Inventory	126	44.8%	87	-17.1%	152
Months of Supply	6.6	106.3%	3.2	15.8%	5.7
Entry Price Threshold	\$1,450,000	-15.7%	\$1,720,000	22.4%	\$1,185,000
Average Square Feet	2,520	-7.7%	2,729	-11.9%	2,862

Waterfront Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$3,226,288	-0.5%	\$3,243,037	13.4%	\$2,843,977
Average Price Per Sq Ft	\$953	0.8%	\$945	17.4%	\$812
Median Sales Price	\$1,987,500	-9.7%	\$2,200,000	4.6%	\$1,900,000
Number of Sales (Closed)	84	-43.6%	149	-42.1%	145

Waterfront Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$982,303	-9.7%	\$1,087,985	43.1%	\$686,262
Average Price Per Sq Ft	\$676	-4.9%	\$711	47.3%	\$459
Median Sales Price	\$575,000	6.0%	\$542,500	29.2%	\$445,000
Number of Sales (Closed)	297	-33.1%	444	-25.2%	397

This sub-category is the analysis of Fort Lauderdale sales tagged as "Waterfront" by South Florida MLS. The data is also contained within the other markets presented.

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

Douglas Elliman Real Estate
 450 East Las Olas Blvd, Suite 140
 Fort Lauderdale, FL 33301
 954.874.0740 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
 21 West 38th Street, New York, NY 10018
 212.768.8100 • millersamuel.com