

Elliman Report

Q3-2022 Lighthouse Point Beach, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

+ 7.5%
Prices Median Sales Price

- 44.3%
Sales Closed Sales

+ 162.5%
Inventory Total Inventory

+ 5.0%
Negotiability Listing Discount

Condo

Dashboard

YEAR-OVER-YEAR

+ 87.7%
Prices Median Sales Price

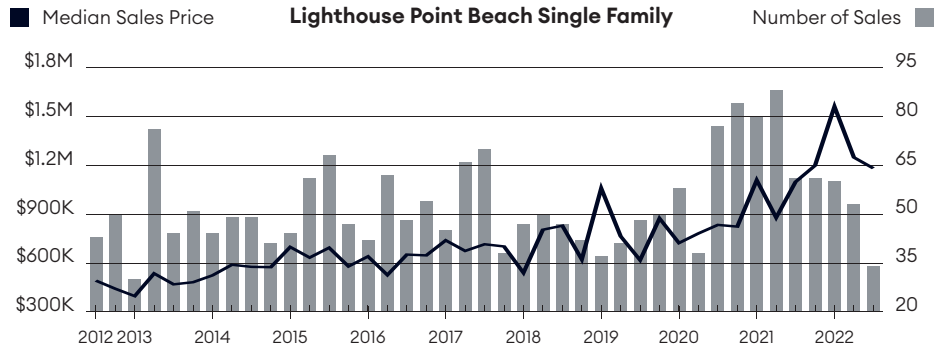
- 3.0%
Sales Closed Sales

+ 33.3%
Inventory Total Inventory

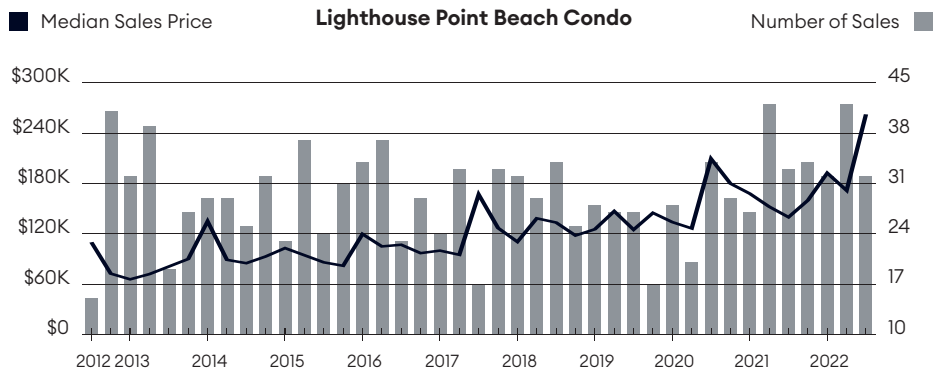
+ 0.4%
Negotiability Listing Discount

- Single family median sales price increased annually for the seventh consecutive quarter

- Condo median sales price reached a new high after rising annually for the third time



Lighthouse Point Beach Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,654,985	-18.5%	\$2,031,364	5.9%	\$1,562,098
Average Price Per Sq Ft	\$627	-8.6%	\$686	14.6%	\$547
Median Sales Price	\$1,183,000	-5.4%	\$1,250,000	7.5%	\$1,100,000
Number of Sales (Closed)	34	-35.8%	53	-44.3%	61
Days on Market (From Last List Date)	33	-15.4%	39	13.8%	29
Listing Discount (From Last List Price)	7.5%		3.7%		2.5%
Listing Inventory	84	55.6%	54	162.5%	32
Months of Supply	7.4	138.7%	3.1	362.5%	1.6
Average Square Feet	2,578	-13.1%	2,966	-11.5%	2,912



Lighthouse Point Beach Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$276,661	34.7%	\$205,466	18.8%	\$232,891
Average Price Per Sq Ft	\$258	13.7%	\$227	14.7%	\$225
Median Sales Price	\$262,575	52.9%	\$171,750	87.7%	\$139,900
Number of Sales (Closed)	32	-23.8%	42	-3.0%	33
Days on Market (From Last List Date)	29	26.1%	23	-65.5%	84
Listing Discount (From Last List Price)	2.5%		0.3%		2.1%
Listing Inventory	24	166.7%	9	33.3%	18
Months of Supply	2.3	283.3%	0.6	43.8%	1.6
Average Square Feet	1,059	16.9%	906	2.1%	1,037

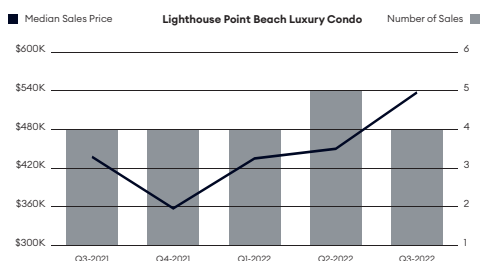
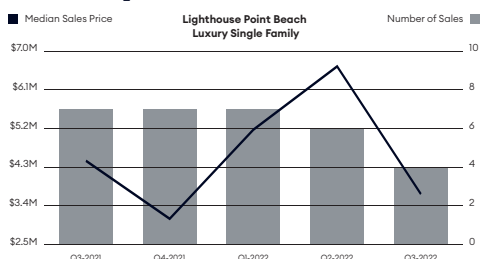


Price trends expanded just short of or at new highs as sales declined and listing inventory expanded. Single family median sales price rose 7.5% year over year, the seventh consecutive annual increase, to \$1,183,000. With the spike in mortgage rates over the past six months, single family sales fell by 44.3% to 34 from the previous year's quarter, causing listing inventory

to expand. There were 84 single family listings at the end of the quarter, up sharply from the year-ago level. The luxury single family market, representing the top ten percent of all sales, began at \$3,100,000. The median sales price declined 17.4% year over year to \$3,675,000, but 75% above pre-pandemic levels. The overall condo market showed

more strength, with the median sales price rising 87.7% annually to \$262,575, the highest on record. With condo sales slipping 3% and listing inventory increasing 33.3% year over year, the condo market's pace was 2.3 months, 43.8% slower than last year but still a brisk market.

Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$3,650,000	-45.6%	\$6,707,500	-19.5%	\$4,531,429
Average Price per Sq Ft	\$906	-8.5%	\$990	22.8%	\$738
Median Sales Price	\$3,675,000	-44.7%	\$6,647,500	-17.4%	\$4,450,000
Number of Sales (Closed)	4	-33.3%	6	-42.9%	7
Days on Market (From Last List Date)	52	-60.6%	132	44.4%	36
Listing Discount (From Last List Price)	14.0%		3.3%		4.7%
Listing Inventory	31	82.4%	17	55.0%	20
Months of Supply	23.3	174.1%	8.5	170.9%	8.6
Entry Price Threshold	\$3,100,000	-28.7%	\$4,350,000	4.2%	\$2,975,000
Average Square Feet	4,082	-39.7%	6,773	-37.2%	6,495

Luxury Condo Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$538,750	18.1%	\$456,200	-17.6%	\$653,750
Average Price per Sq Ft	\$308	-11.0%	\$346	-6.4%	\$329
Median Sales Price	\$537,500	19.4%	\$450,000	22.9%	\$437,500
Number of Sales (Closed)	4	-20.0%	5	0.0%	4
Days on Market (From Last List Date)	28	100.0%	14	-65.4%	81
Listing Discount (From Last List Price)	2.1%		3.2%		2.2%
Listing Inventory	10	150.0%	4	400.0%	2
Months of Supply	7.5	212.5%	2.4	400.0%	1.5
Entry Price Threshold	\$515,000	37.3%	\$375,000	28.8%	\$400,000
Average Square Feet	1,750	32.7%	1,319	-12.0%	1,989

By Sales Share

Lighthouse Point Beach

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	41.2%	49.2%
Single Family Mortgage	58.8%	50.8%
Condo Cash	75.0%	75.8%
Condo Mortgage	25.0%	24.2%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Under \$500K	0.0%	1.6%	Single Family Over	5.9%	21.3%
Single Family \$500K - \$1.5M	55.9%	67.2%	Single Family At	5.9%	26.2%
Single Family Over \$1.5M	44.1%	31.1%	Single Family Under	88.2%	52.5%
Condo Under \$500K	87.5%	97.0%	Condo Over	21.9%	12.1%
Condo \$500K - \$1.5M	12.5%	3.0%	Condo At	21.9%	24.2%
Condo Over \$1.5M	0.0%	0.0%	Condo Under	56.3%	63.6%

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

Douglas Elliman Real Estate
450 E Las Olas Blvd, Suite 150
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