

Elliman Report

Q4-2022 Fort Lauderdale, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

- **5.7%**
Prices Median Sales Price
- **40.8%**
Sales Closed Sales
- + **87.0%**
Inventory Total Inventory
- + **6 days**
Marketing Time Days on Market

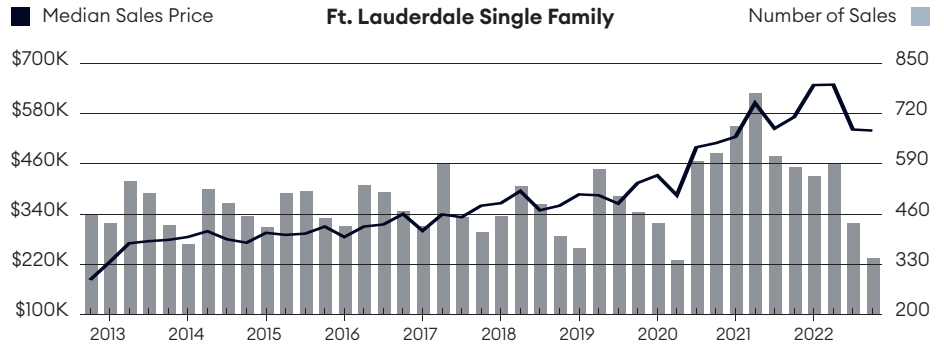
Condo Dashboard

YEAR-OVER-YEAR

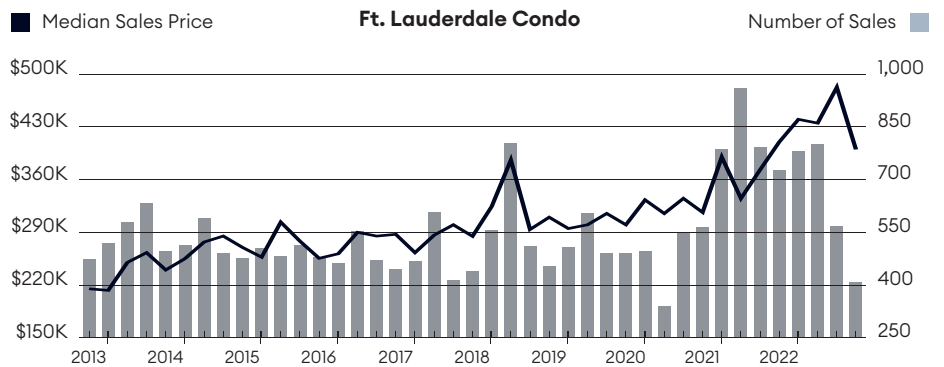
- **2.4%**
Prices Median Sales Price
- **43.8%**
Sales Closed Sales
- + **52.1%**
Inventory Total Inventory
- **15 days**
Marketing Time Days on Market

- Single family listing inventory nearly doubled annually but remained roughly one-third of the pre-pandemic level

- Condo median sales price slipped annually by a third but was nearly one-third higher than pre-pandemic levels



Ft. Lauderdale Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,072,052	-11.0%	\$1,203,883	-11.9%	\$1,216,769
Average Price Per Sq Ft	\$572	-5.6%	\$606	5.0%	\$545
Median Sales Price	\$540,000	-0.5%	\$542,500	-5.7%	\$572,500
Number of Sales (Closed)	344	-20.7%	434	-40.8%	581
Days on Market (From Last List Date)	55	34.1%	41	12.2%	49
Listing Discount (From Last List Price)	6.9%		4.4%		5.6%
Listing Inventory	677	7.6%	629	87.0%	362
Months of Supply	5.9	37.2%	4.3	210.5%	1.9
Average Square Feet	1,876	-3.2%	1,939	-11.4%	2,118



Ft. Lauderdale Condo Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$632,480	-14.5%	\$739,466	10.5%	\$572,187
Average Price Per Sq Ft	\$479	-10.5%	\$535	18.9%	\$403
Median Sales Price	\$400,000	-17.1%	\$482,500	-2.4%	\$410,000
Number of Sales (Closed)	409	-28.0%	568	-43.8%	728
Days on Market (From Last List Date)	49	22.5%	40	-23.4%	64
Listing Discount (From Last List Price)	5.2%		5.0%		3.4%
Listing Inventory	680	21.0%	562	52.1%	447
Months of Supply	5.0	66.7%	3.0	177.8%	1.8
Average Square Feet	1,332	-4.0%	1,387	-5.9%	1,416



Price trend indicators showed mixed annual trends as sales declined and listing inventory remained well below pre-pandemic levels. While pricing in the luxury market, representing the top ten percent of all sales, showed mixed annual trends, the median sales price was substantially higher than pre-pandemic levels, up 55.7% for single families and 54% for condos. The median sales price for single families slipped 5.7%

annually to \$540,000 and was 30.3% above pre-pandemic levels. The number of sales fell 40.8% year over year to 344, 25.9% below pre-pandemic levels. Over the same period listing inventory nearly doubled to 677, which was still 30.7% short of pre-pandemic levels, and the market share of bidding wars was down to 13.7% from 26.5% during the prior year's housing boom. The condo market followed

a similar pattern, with the median sales price slipping 2.4% year over year to \$400,000 and 33.3% above pre-pandemic levels. Condo sales fell 43.8%, and listing inventory surged year over year but remained 52.4% below pre-pandemic. Despite the slowdown to the 5-month pace of the condo market from last year's housing boom, the market remained 42.5% faster than pre-pandemic levels.

Luxury

- Single family price trend indicators showed mixed annual trends but were sharply higher than pre-pandemic levels
- Single family listing inventory rose yearly for the third straight quarter but was sharply lower than pre-pandemic levels
- Condo price trend indicators surged annually and were nearly sharply higher than pre-pandemic levels
- Condo listing inventory declined yearly and was less than half the pre-pandemic level

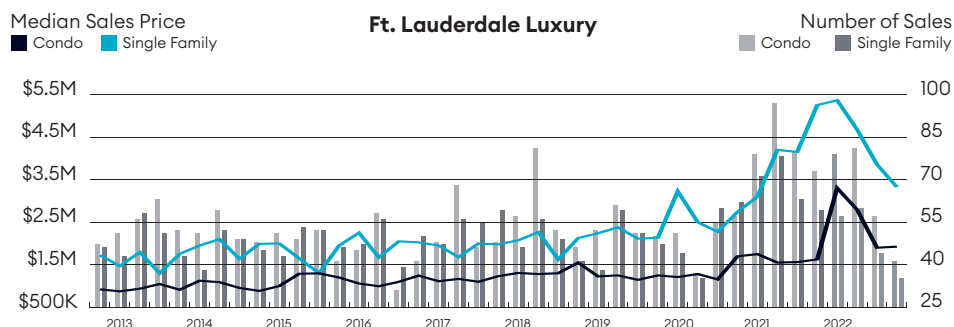
Luxury Single Family Mix	Sales Share	Volume Share
> \$2M (%)	11.6%	46.7%
\$1M - \$2M (%)	13.7%	19.1%
Min. - \$1M (%)	74.7%	34.3%

Luxury Condo Mix	Sales Share	Volume Share
> \$2M (%)	4.4%	21.2%
\$1M - \$2M (%)	10.8%	24.3%
Min. - \$1M (%)	84.8%	54.5%

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 sales price increased annually for the ninth consecutive quarter
- Single family number of sales fell year over year for the fourth straight quarter
- Condo median sales price rose year over year for the twelfth consecutive quarter



Luxury Single Family Matrix (Top 10% of Sales)	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$4,606,964	-16.6%	\$5,524,212	-22.4%	\$5,940,246
Average Price Per Sq Ft	\$1,087	-3.1%	\$1,122	6.3%	\$1,023
Median Sales Price	\$3,325,000	-13.7%	\$3,855,000	-36.7%	\$5,250,000
Number of Sales (Closed)	35	-20.5%	44	-40.7%	59
Days on Market (From Last List Date)	89	2.3%	87	-40.7%	150
Listing Discount (From Last List Price)	9.0%		6.1%		8.4%
Listing Inventory	205	20.6%	170	57.7%	130
Months of Supply	17.6	51.7%	11.6	166.7%	6.6
Entry Price Threshold	\$2,305,000	-13.8%	\$2,675,000	-5.9%	\$2,450,000
Average Square Feet	4,322	-11.0%	4,858	-22.7%	5,590

Luxury Condo Matrix (Top 10% of Sales)	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,265,000	-19.5%	\$2,813,689	16.9%	\$1,938,151
Average Price Per Sq Ft	\$873	-21.5%	\$1,112	26.2%	\$692
Median Sales Price	\$1,925,000	1.3%	\$1,900,000	18.5%	\$1,625,000
Number of Sales (Closed)	41	-28.1%	57	-43.8%	73
Days on Market (From Last List Date)	81	8.0%	75	-4.7%	85
Listing Discount (From Last List Price)	7.8%		7.9%		4.9%
Listing Inventory	147	16.7%	126	-16.5%	176
Months of Supply	10.8	63.6%	6.6	50.0%	7.2
Entry Price Threshold	\$1,375,000	-5.2%	\$1,450,000	19.6%	\$1,150,000
Average Square Feet	2,594	2.9%	2,520	-7.8%	2,814

Waterfront Single Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$2,719,576	-15.7%	\$3,226,288	-6.6%	\$2,912,794
Average Price Per Sq Ft	\$931	-2.3%	\$953	15.9%	\$803
Median Sales Price	\$1,827,500	-8.1%	\$1,987,500	15.5%	\$1,582,000
Number of Sales (Closed)	68	-19.0%	84	-55.8%	154

Waterfront Condo Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$809,311	-17.6%	\$982,303	12.0%	\$722,831
Average Price Per Sq Ft	\$582	-13.9%	\$676	19.5%	\$487
Median Sales Price	\$475,000	-17.4%	\$575,000	4.4%	\$455,000
Number of Sales (Closed)	217	-26.9%	297	-39.7%	360

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

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