

# Elliman Report

## Q4-2023 Fort Lauderdale, FL Sales

### Single Family Dashboard

YEAR-OVER-YEAR

+ 5.6%  
Prices Median Sales Price

+ 9.6%  
Sales Closed Sales

+ 10.6%  
Inventory Total Inventory

= 0 days  
Marketing Time  
Days on Market

### Condo Dashboard

YEAR-OVER-YEAR

+ 21.3%  
Prices Median Sales Price

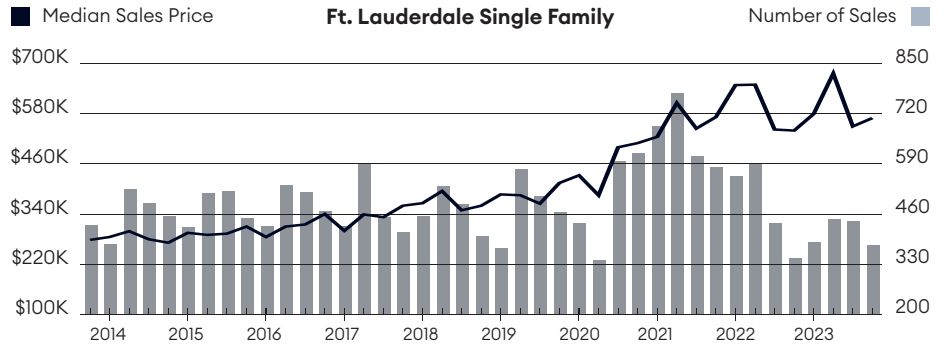
- 9.5%  
Sales Closed Sales

+ 67.6%  
Inventory Total Inventory

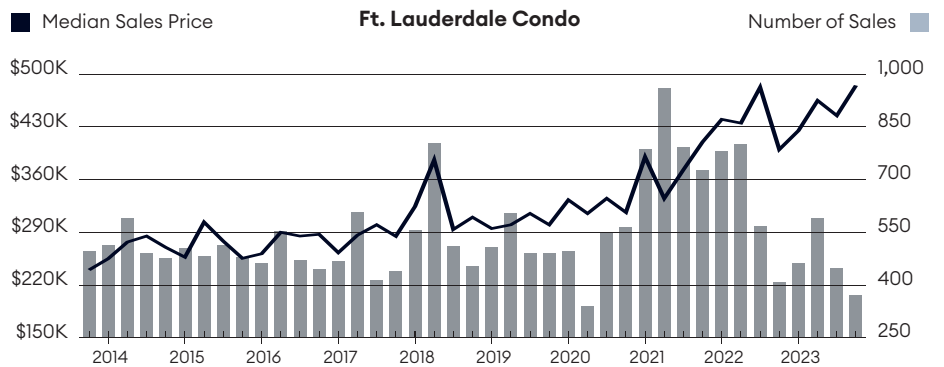
+ 26 days  
Marketing Time  
Days on Market

- Single family price trend indicators increased year over year and remained well above pre-pandemic levels

- Condo median sales price jumped to a new high as listing inventory expanded



Ft. Lauderdale Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,117,279	-11.1%	\$1,256,578	4.2%	\$1,072,052
Average Price Per Sq Ft	\$602	-6.7%	\$645	5.2%	\$572
Median Sales Price	\$570,000	3.6%	\$550,000	5.6%	\$540,000
Number of Sales (Closed)	377	-14.1%	439	9.6%	344
Days on Market (From Last List Date)	55	1.9%	54	0.0%	55
Listing Discount (From Last List Price)	5.1%		5.5%		6.9%
Listing Inventory	749	20.0%	624	10.6%	677
Months of Supply	6.0	39.5%	4.3	1.7%	5.9
Average Square Feet	1,873	-4.7%	1,965	-0.2%	1,876



Ft. Lauderdale Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$779,592	31.9%	\$590,834	23.3%	\$632,480
Average Price Per Sq Ft	\$536	18.3%	\$453	11.9%	\$479
Median Sales Price	\$485,000	9.0%	\$445,000	21.3%	\$400,000
Number of Sales (Closed)	370	-17.6%	449	-9.5%	409
Days on Market (From Last List Date)	75	27.1%	59	53.1%	49
Listing Discount (From Last List Price)	5.6%		4.1%		5.2%
Listing Inventory	1,140	38.2%	825	67.6%	680
Months of Supply	9.2	67.3%	5.5	84.0%	5.0
Average Square Feet	1,448	10.6%	1,309	8.7%	1,332



All single family price trend indicators rose year over year, as median sales price rose for the third consecutive quarter. Median sales price increased 5.6% from the year-ago quarter to \$570,000, 37.5% above the pre-pandemic level. Single family sales jumped 9.6% over the same period to 377 as listing inventory rose 10.6% to 749. With listing inventory rising slightly faster

than sales, the pace of the market – months of supply – was 6, 1.7% slower than last year. Like single families, all condo price trend indicators increased annually. Condo median sales price rose by 21.3% to \$485,000, the highest on record. Condo listing inventory has been expanding for five consecutive quarters, up 67.6% annually to 1,140. The

condo luxury market, representing the top ten percent of all condo sales, started at \$1,525,000 as the median sales price surged 29.9% to \$2,500,000 year over year. Condo luxury listing inventory increased annually by 36.1% to 200.

## Luxury

- Single family price trend indicators continued to rise year over year
- Single family listing inventory rose annually but remained well below pre-pandemic levels
- Condo price trend indicators surged year over year
- Condo listing inventory increased annually for the third time

Luxury Single Family Mix	Sales Share	Volume Share
> \$2M (%)	10.6%	46.1%
\$1M – \$2M (%)	15.9%	19.1%
Min. – \$1M (%)	73.5%	34.7%

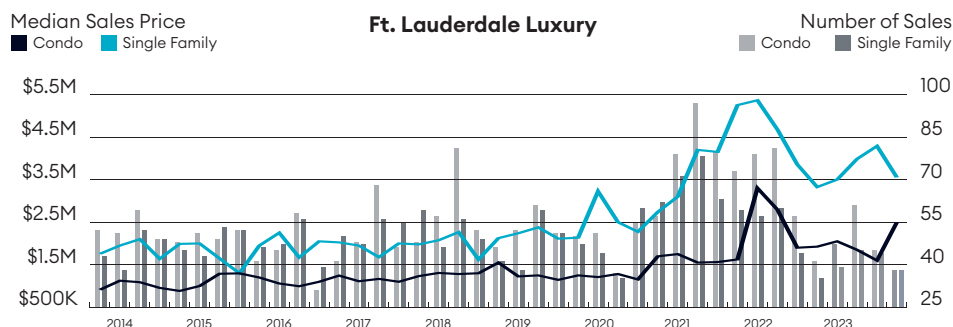
  

Luxury Condo Mix	Sales Share	Volume Share
> \$2M (%)	7.6%	32.9%
\$1M – \$2M (%)	13.0%	21.5%
Min. – \$1M (%)	79.5%	45.6%

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 price trend indicators showed mixed year over year results
- Single family sales declined annually for the sixth time in seven quarters
- Condo price trend indicators posted significant year over year gains



Luxury Single Family Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$4,997,403	-17.2%	\$6,036,795	8.5%	\$4,606,964
Average Price Per Sq Ft	\$1,098	-10.1%	\$1,222	1.0%	\$1,087
Median Sales Price	\$3,550,000	-17.2%	\$4,287,500	6.8%	\$3,325,000
Number of Sales (Closed)	38	-13.6%	44	8.6%	35
Days on Market (From Last List Date)	130	2.4%	127	46.1%	89
Listing Discount (From Last List Price)	5.9%		8.0%		9.0%
Listing Inventory	255	26.2%	202	24.4%	205
Months of Supply	20.1	45.7%	13.8	14.2%	17.6
Entry Price Threshold	\$2,300,000	-9.8%	\$2,550,000	-0.2%	\$2,305,000
Average Square Feet	4,606	-7.5%	4,978	6.6%	4,322

Luxury Condo Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,939,892	69.8%	\$1,731,599	29.8%	\$2,265,000
Average Price Per Sq Ft	\$1,028	42.6%	\$721	17.8%	\$873
Median Sales Price	\$2,500,000	56.3%	\$1,600,000	29.9%	\$1,925,000
Number of Sales (Closed)	38	-15.6%	45	-7.3%	41
Days on Market (From Last List Date)	137	140.4%	57	69.1%	81
Listing Discount (From Last List Price)	6.4%		5.1%		7.8%
Listing Inventory	200	-19.7%	249	36.1%	147
Months of Supply	15.8	-4.8%	16.6	46.3%	10.8
Entry Price Threshold	\$1,525,000	27.2%	\$1,198,500	10.9%	\$1,375,000
Average Square Feet	2,911	20.5%	2,416	12.2%	2,594

Waterfront Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$3,189,535	-9.2%	\$3,513,751	17.3%	\$2,719,576
Average Price Per Sq Ft	\$1,028	-4.4%	\$1,075	10.4%	\$931
Median Sales Price	\$1,565,000	-23.1%	\$2,036,180	-14.4%	\$1,827,500
Number of Sales (Closed)	59	-29.8%	84	-13.2%	68

Waterfront Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$978,857	36.8%	\$715,694	20.9%	\$809,311
Average Price Per Sq Ft	\$636	20.9%	\$526	9.3%	\$582
Median Sales Price	\$580,000	6.4%	\$545,000	22.1%	\$475,000
Number of Sales (Closed)	189	-9.6%	209	-12.9%	217

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](mailto:jmiller@millersamuel.com)  
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