INSTITUTE for LUXURY HOME MARKETING®

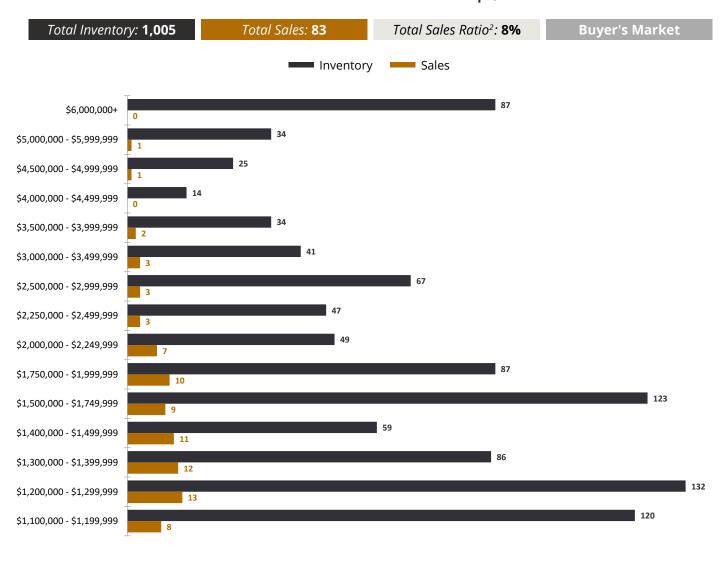
<sup>by</sup>Colibri Real Estate





Luxury Benchmark Price<sup>1</sup>: \$1,100,000

## LUXURY INVENTORY VS. SALES | JANUARY 2025



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,325,000	3	3	31	390	8%
3,000 - 3,999	\$1,442,000	4	4	29	255	11%
4,000 - 4,999	\$1,540,000	5	5	14	167	8%
5,000 - 5,999	\$2,337,500	6	5	4	62	6%
6,000 - 6,999	\$2,100,000	5	6	1	38	3%
7,000+	\$3,500,000	6	8	4	65	6%

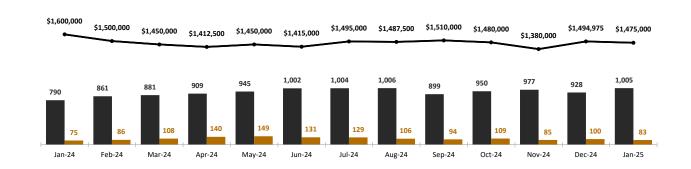
<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

#### SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: \$1,100,000

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>





### MEDIAN DATA REVIEW | JANUARY

TOTAL INVENTORY

Jan. 2024 Jan. 2025

790 1,005

VARIANCE: **27**%

SALE PRICE PER SQFT.

Jan. 2024 Jan. 2025

\$449 \$471

VARIANCE: **5%** 

TOTAL SOLDS

Jan. 2024 Jan. 2025

75 83

VARIANCE: 11%

SALE TO LIST PRICE RATIO

Jan. 2024 Jan. 2025

94.20% 94.85%

VARIANCE: **1%** 

SALES PRICE

Jan. 2024 Jan. 2025

\$1.60m \$1.48m

VARIANCE: -8%

DAYS ON MARKET

lan. 2024 lan. 2025

62 73

VARIANCE: 18%

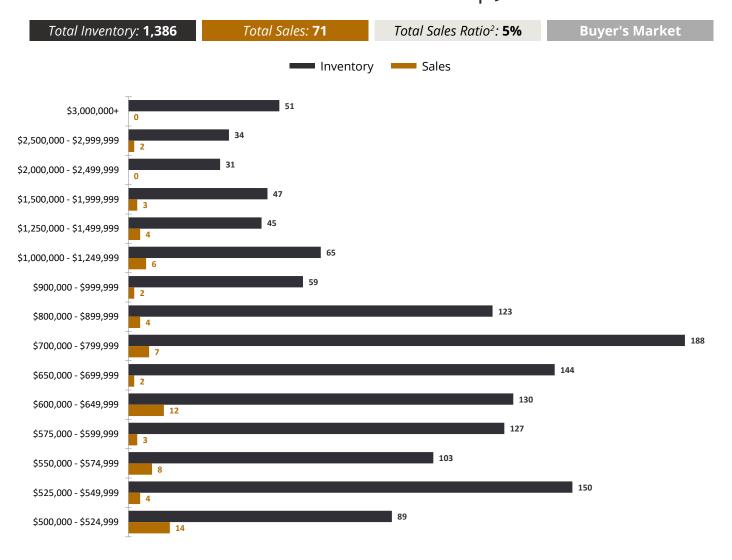
### BROWARD COUNTY MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.85% of list price** in January 2025.
- The most active price band is \$1,400,000-\$1,499,999, where the sales ratio is 19%.
- The median luxury sales price for single-family homes is \$1,475,000.
- The median days on market for January 2025 was 73 days, up from 62 in January 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

Luxury Benchmark Price 1: \$500,000

## LUXURY INVENTORY VS. SALES | JANUARY 2025



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$610,000	3	3	67	1301	5%
3,000 - 3,999	\$1,524,500	3	5	4	41	10%
4,000 - 4,999	NA	NA	NA	0	9	0%
5,000 - 5,999	NA	NA	NA	0	4	0%
6,000 - 6,999	NA	NA	NA	0	1	0%
7,000+	NA	NA	NA	0	1	0%

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

#### ATTACHED HOMES

Luxury Benchmark Price 1: \$500,000

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JANUARY

Jul-24

Aug-24

Sep-24

Oct-24

TOTAL INVENTORY Jan. 2024 Jan. 2025 1,049 1,386 VARIANCE: 32%

Feb-24

Mar-24

Apr-24

May-24

Jun-24

Jan-24

SALE PRICE PER SQFT. Jan. 2024 Jan. 2025 \$379 \$391

VARIANCE: 3%

TOTAL SOLDS Jan. 2024 Jan. 2025 70 71 VARIANCE: 1%

SALE TO LIST PRICE RATIO Jan. 2024 Jan. 2025 97.09% 96.33% VARIANCE: -1%

SALES PRICE Jan. 2024 Jan. 2025 \$640k \$620k VARIANCE: -3% DAYS ON MARKET Jan. 2024 Jan. 2025 53 69

VARIANCE: 30%

### BROWARD COUNTY MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a Buyer's Market with a 5% Sales Ratio.
- Homes sold for a median of **96.33% of list price** in January 2025.
- The most active price band is \$500,000-\$524,999, where the sales ratio is 16%.
- The median luxury sales price for attached homes is \$620,000.
- The median days on market for January 2025 was 69 days, up from 53 in January 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.