INSTITUTE for LUXURY HOME MARKETING®

^{by}Colibri Real Estate

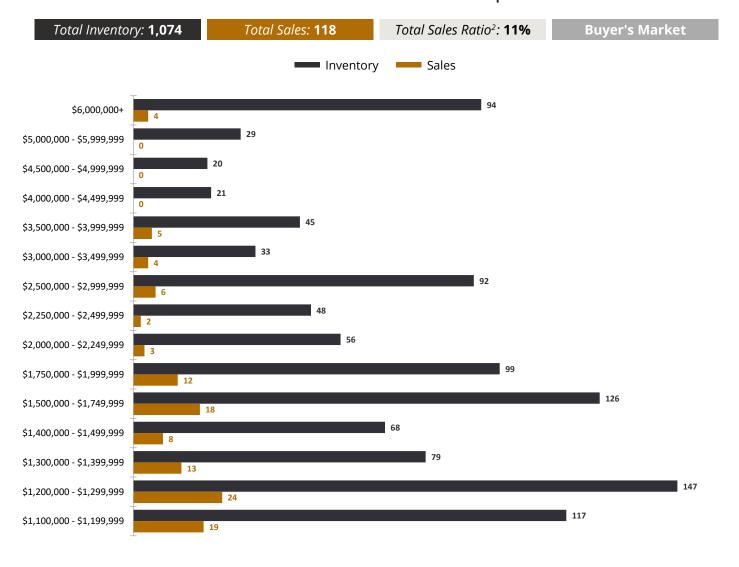
2025

APRIL



Luxury Benchmark Price¹: \$1,100,000

LUXURY INVENTORY VS. SALES | MARCH 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,292,500	4	3	40	397	10%
3,000 - 3,999	\$1,324,000	4	4	32	294	11%
4,000 - 4,999	\$1,603,750	5	5	28	175	16%
5,000 - 5,999	\$2,025,000	6	5	6	70	9%
6,000 - 6,999	\$2,715,000	6	8	4	43	9%
7,000+	\$5,325,000	7	8	6	67	9%

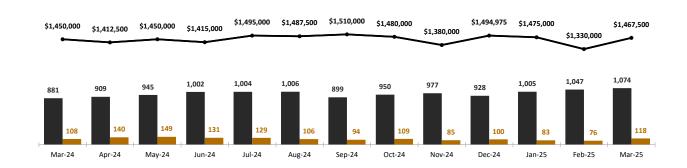
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: \$1,100,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

881 1.074

VARIANCE: **22**%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$444 \$445

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VARIANCE: 0%

TOTAL SOLDS

Mar. 2024 Mar. 2025

108 118

VARIANCE: 9%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

96.67% 95.95%

VARIANCE: -1%

SALES PRICE

Mar. 2024 Mar. 2025

\$1.45m \$1.47m

VARIANCE: 1%

DAYS ON MARKET

Mar. 2024 Mar. 2025

59 95

VARIANCE: 61%

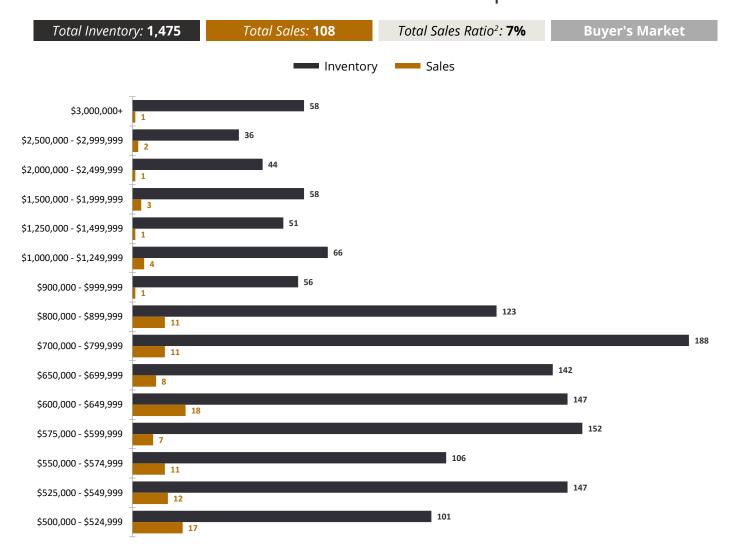
BROWARD COUNTY MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **95.95% of list price** in March 2025.
- The most active price band is \$1,200,000-\$1,299,999, where the sales ratio is 16%.
- The median luxury sales price for single-family homes is \$1,467,500.
- The median days on market for March 2025 was 95 days, up from 59 in March 2024.

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

Luxury Benchmark Price 1: \$500,000

LUXURY INVENTORY VS. SALES | MARCH 2025



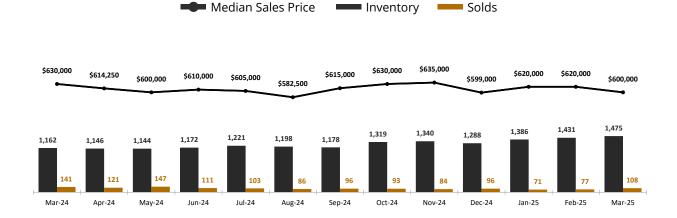
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$600,000	3	3	106	1377	8%
3,000 - 3,999	\$2,350,000	4	5	2	47	4%
4,000 - 4,999	NA	NA	NA	0	10	0%
5,000 - 5,999	NA	NA	NA	0	3	0%
6,000 - 6,999	NA	NA	NA	0	1	0%
7,000+	NA	NA	NA	0	5	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

1,162 1,475

VARIANCE: **27**%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$421 \$407

VARIANCE: -3%

TOTAL SOLDS

Mar. 2024 Mar. 2025

141 108

VARIANCE: -23%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

96.98% 96.57%

VARIANCE: **0**%

SALES PRICE

Mar. 2024 Mar. 2025

\$630k \$600k

VARIANCE: -5%

DAYS ON MARKET

Mar. 2024 Mar. 2025

41 65

VARIANCE: 59%

BROWARD COUNTY MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **96.57% of list price** in March 2025.
- The most active price band is \$500,000-\$524,999, where the sales ratio is 17%.
- The median luxury sales price for attached homes is \$600,000.
- The median days on market for March 2025 was 65 days, up from 41 in March 2024.

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