

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

JUNE
2025



FT. LAUDERDALE
FLORIDA

www.LuxuryHomeMarketing.com

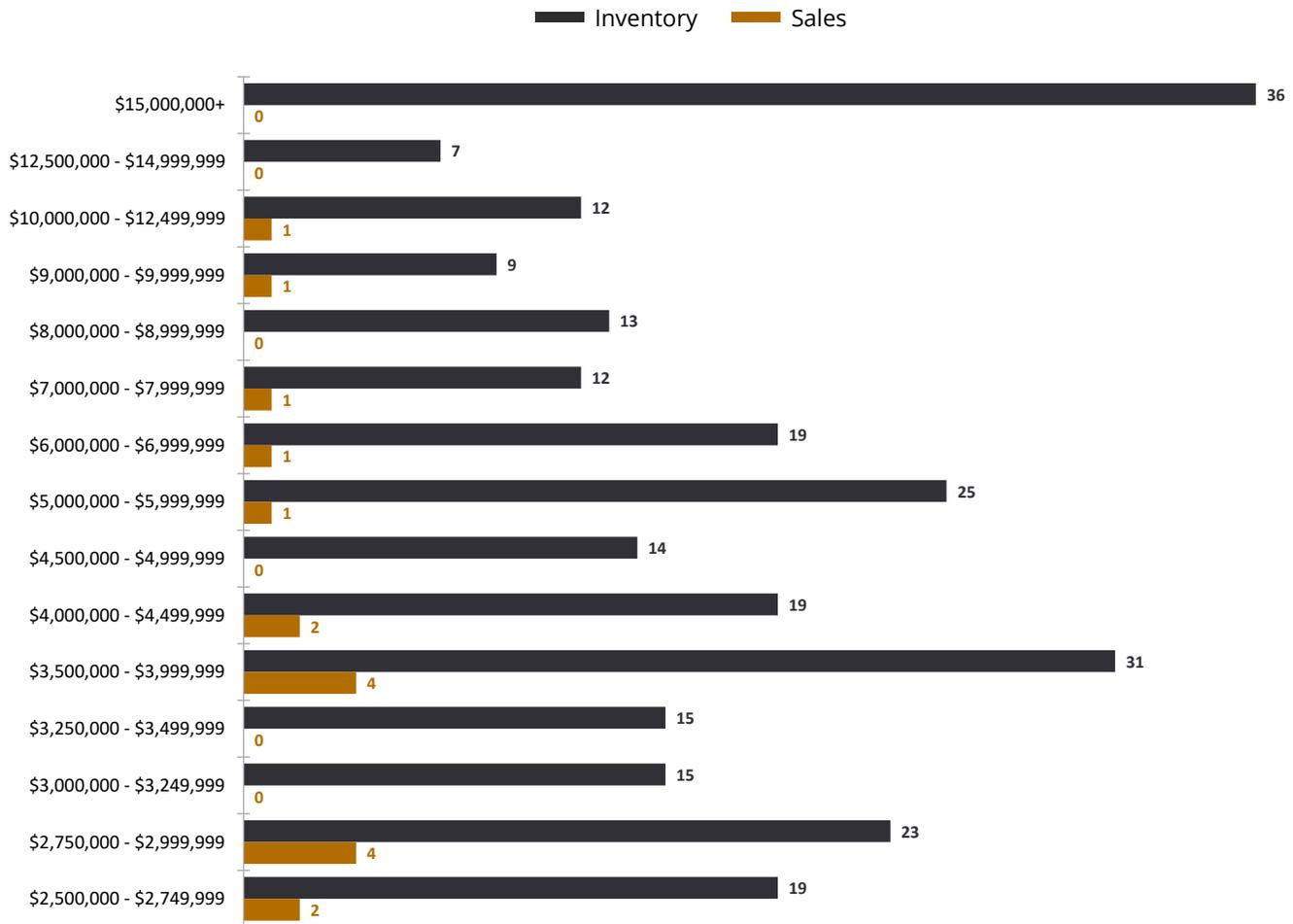
LUXURY INVENTORY VS. SALES | MAY 2025

Total Inventory: **269**

Total Sales: **17**

Total Sales Ratio²: **6%**

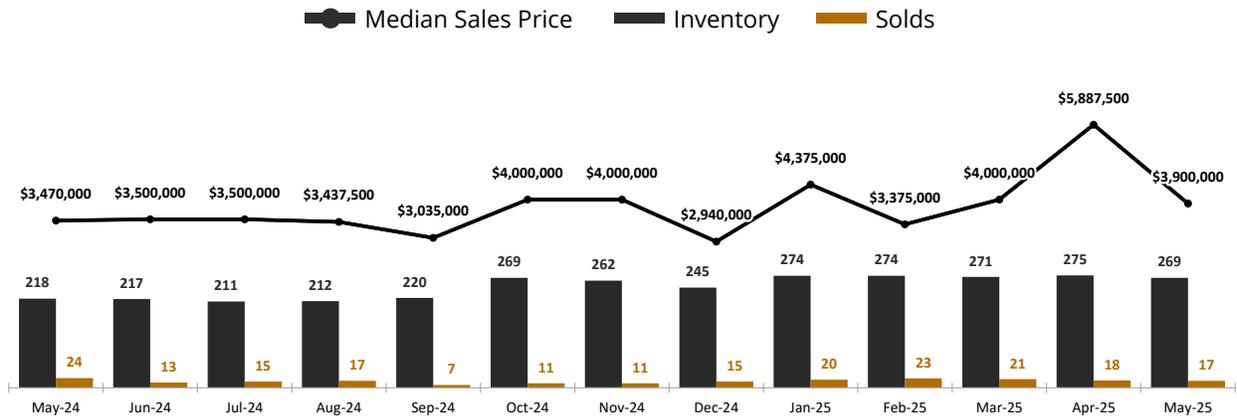
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,950,000	3	4	4	44	9%
3,000 - 3,999	\$4,295,000	4	4	3	57	5%
4,000 - 4,999	\$3,285,000	5	5	4	52	8%
5,000 - 5,999	\$5,570,000	5	6	2	27	7%
6,000 - 6,999	\$8,200,000	5	6	2	28	7%
7,000+	\$7,925,000	6	8	2	47	4%

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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024: 218
May 2025: 269

VARIANCE: **23%**

TOTAL SOLDS

May 2024: 24
May 2025: 17

VARIANCE: **-29%**

SALES PRICE

May 2024: \$3.47m
May 2025: \$3.90m

VARIANCE: **12%**

SALE PRICE PER SQFT.

May 2024: \$950
May 2025: \$1,256

VARIANCE: **32%**

SALE TO LIST PRICE RATIO

May 2024: 94.24%
May 2025: 96.60%

VARIANCE: **3%**

DAYS ON MARKET

May 2024: 111
May 2025: 21

VARIANCE: **-81%**

FT. LAUDERDALE MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **96.60% of list price** in May 2025.
- The most active price band is **\$2,750,000-\$2,999,999**, where the sales ratio is **17%**.
- The median luxury sales price for single-family homes is **\$3,900,000**.
- The median days on market for May 2025 was **21** days, down from **111** in May 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.

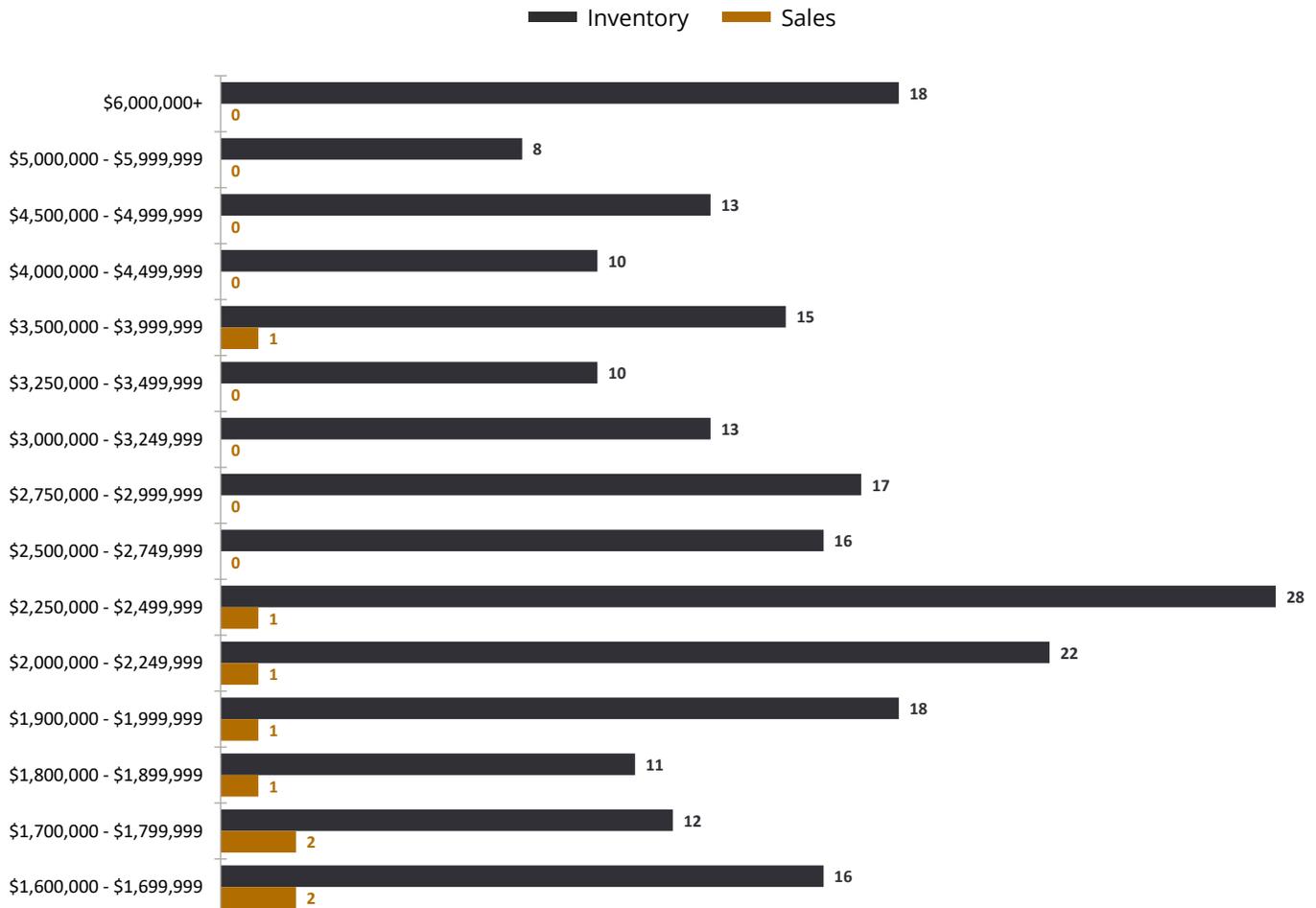
LUXURY INVENTORY VS. SALES | MAY 2025

Total Inventory: **227**

Total Sales: **9**

Total Sales Ratio²: **4%**

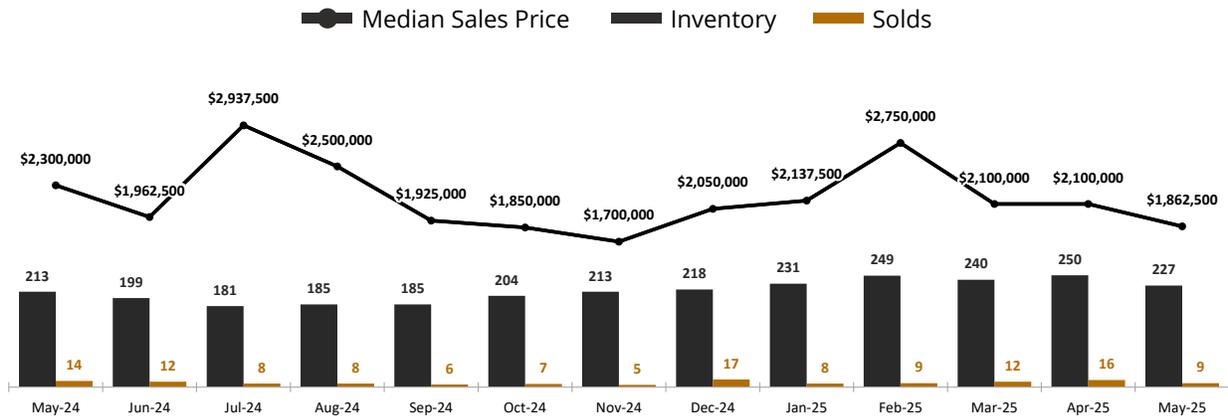
Buyer's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,950,000	1	2	1	7	14%
1,500 - 1,999	NA	NA	NA	0	26	0%
2,000 - 2,499	\$1,695,000	2	3	3	55	5%
2,500 - 2,999	\$1,862,500	3	4	3	52	6%
3,000 - 3,499	\$3,850,000	4	5	1	42	2%
3,500+	\$2,300,000	3	5	1	39	3%

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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024: 213
May 2025: 227

VARIANCE: **7%**

TOTAL SOLDS

May 2024: 14
May 2025: 9

VARIANCE: **-36%**

SALES PRICE

May 2024: \$2.30m
May 2025: \$1.86m

VARIANCE: **-19%**

SALE PRICE PER SQFT.

May 2024: \$813
May 2025: \$807

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

May 2024: 93.53%
May 2025: 93.50%

VARIANCE: **0%**

DAYS ON MARKET

May 2024: 81
May 2025: 56

VARIANCE: **-31%**

FT. LAUDERDALE MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **93.50% of list price** in May 2025.
- The most active price band is **\$1,700,000-\$1,799,999**, where the sales ratio is **17%**.
- The median luxury sales price for attached homes is **\$1,862,500**.
- The median days on market for May 2025 was **56** days, down from **81** in May 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.