

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

by Colibri Real Estate

JANUARY  
2026



FT. LAUDERDALE  
FLORIDA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

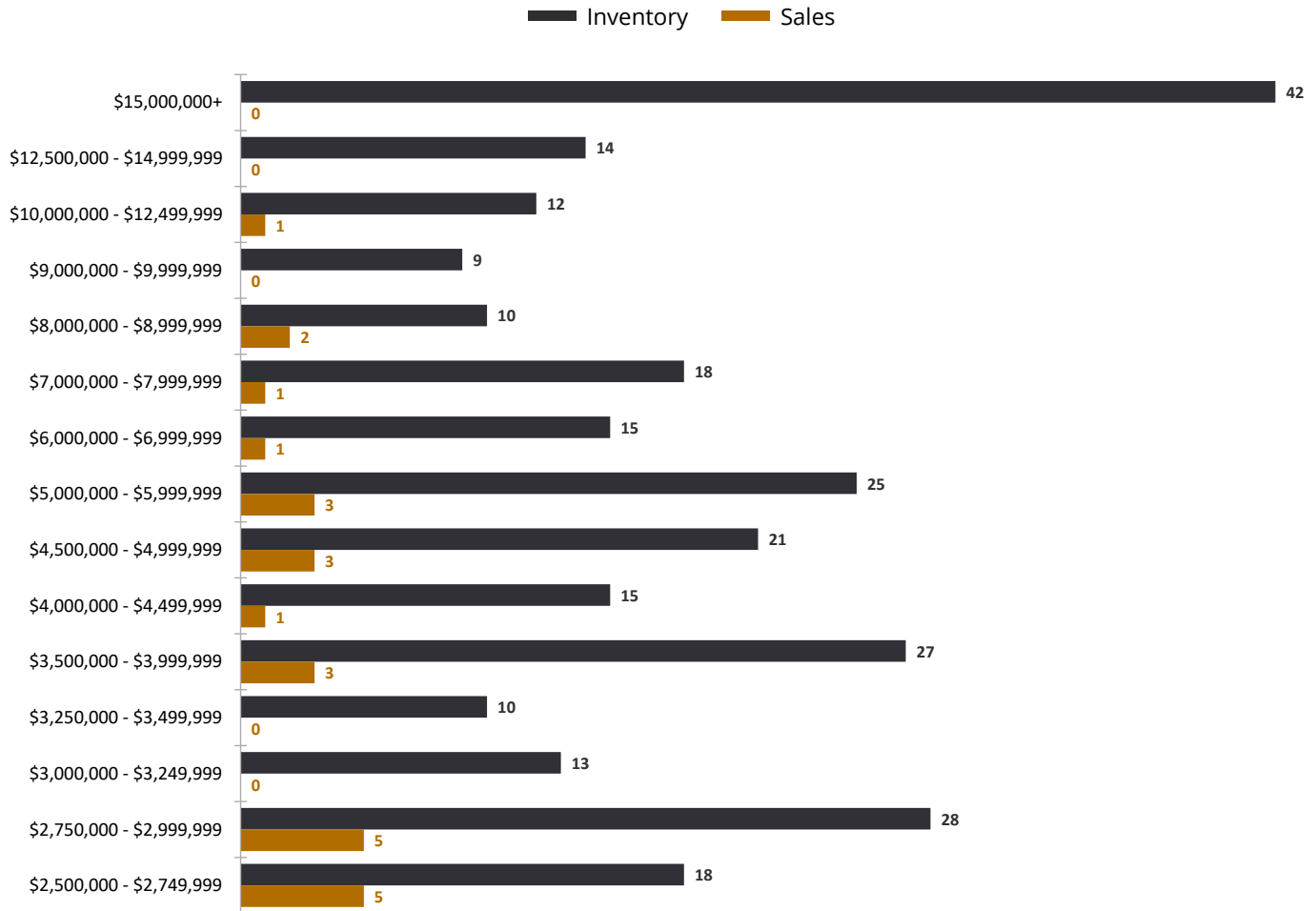
### LUXURY INVENTORY VS. SALES | DECEMBER 2025

Total Inventory: **277**

Total Sales: **25**

Total Sales Ratio<sup>2</sup>: **9%**

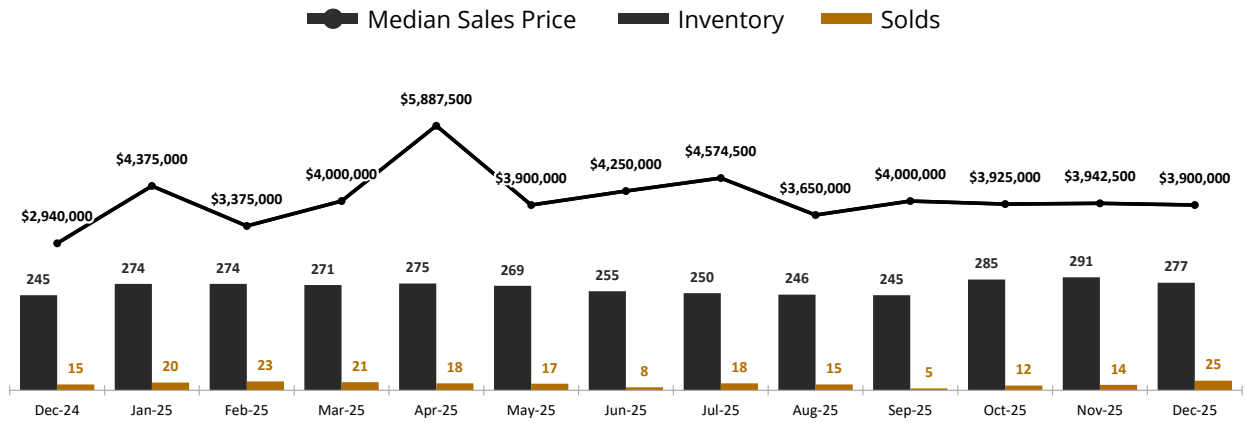
Buyer's Market



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 2,999                           | \$2,850,000            | 4                     | 4                      | 4               | 43                   | 9%                              |
| 3,000 - 3,999                       | \$2,790,000            | 4                     | 4                      | 8               | 60                   | 13%                             |
| 4,000 - 4,999                       | \$4,050,000            | 5                     | 5                      | 7               | 53                   | 13%                             |
| 5,000 - 5,999                       | \$4,690,000            | 5                     | 6                      | 2               | 28                   | 7%                              |
| 6,000 - 6,999                       | \$8,500,000            | 5                     | 7                      | 3               | 26                   | 12%                             |
| 7,000+                              | \$5,150,000            | 5                     | 8                      | 1               | 56                   | 2%                              |

<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.

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



### MEDIAN DATA REVIEW | DECEMBER

#### TOTAL INVENTORY

| Dec. 2024 | Dec. 2025 |
|-----------|-----------|
| 245       | 277       |

VARIANCE: **13%**

#### TOTAL SOLDS

| Dec. 2024 | Dec. 2025 |
|-----------|-----------|
| 15        | 25        |

VARIANCE: **67%**

#### SALES PRICE

| Dec. 2024 | Dec. 2025 |
|-----------|-----------|
| \$2.94m   | \$3.90m   |

VARIANCE: **33%**

#### SALE PRICE PER SQFT.

| Dec. 2024 | Dec. 2025 |
|-----------|-----------|
| \$1,027   | \$911     |

VARIANCE: **-11%**

#### SALE TO LIST PRICE RATIO

| Dec. 2024 | Dec. 2025 |
|-----------|-----------|
| 91.53%    | 94.38%    |

VARIANCE: **3%**

#### DAYS ON MARKET

| Dec. 2024 | Dec. 2025 |
|-----------|-----------|
| 40        | 64        |

VARIANCE: **60%**

### FT. LAUDERDALE MARKET SUMMARY | DECEMBER 2025

- The single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **94.38% of list price** in December 2025.
- The most active price band is **\$2,500,000-\$2,749,999**, where the sales ratio is **28%**.
- The median luxury sales price for single-family homes is **\$3,900,000**.
- The median days on market for December 2025 was **64** days, up from **40** in December 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 INVENTORY VS. SALES | DECEMBER 2025

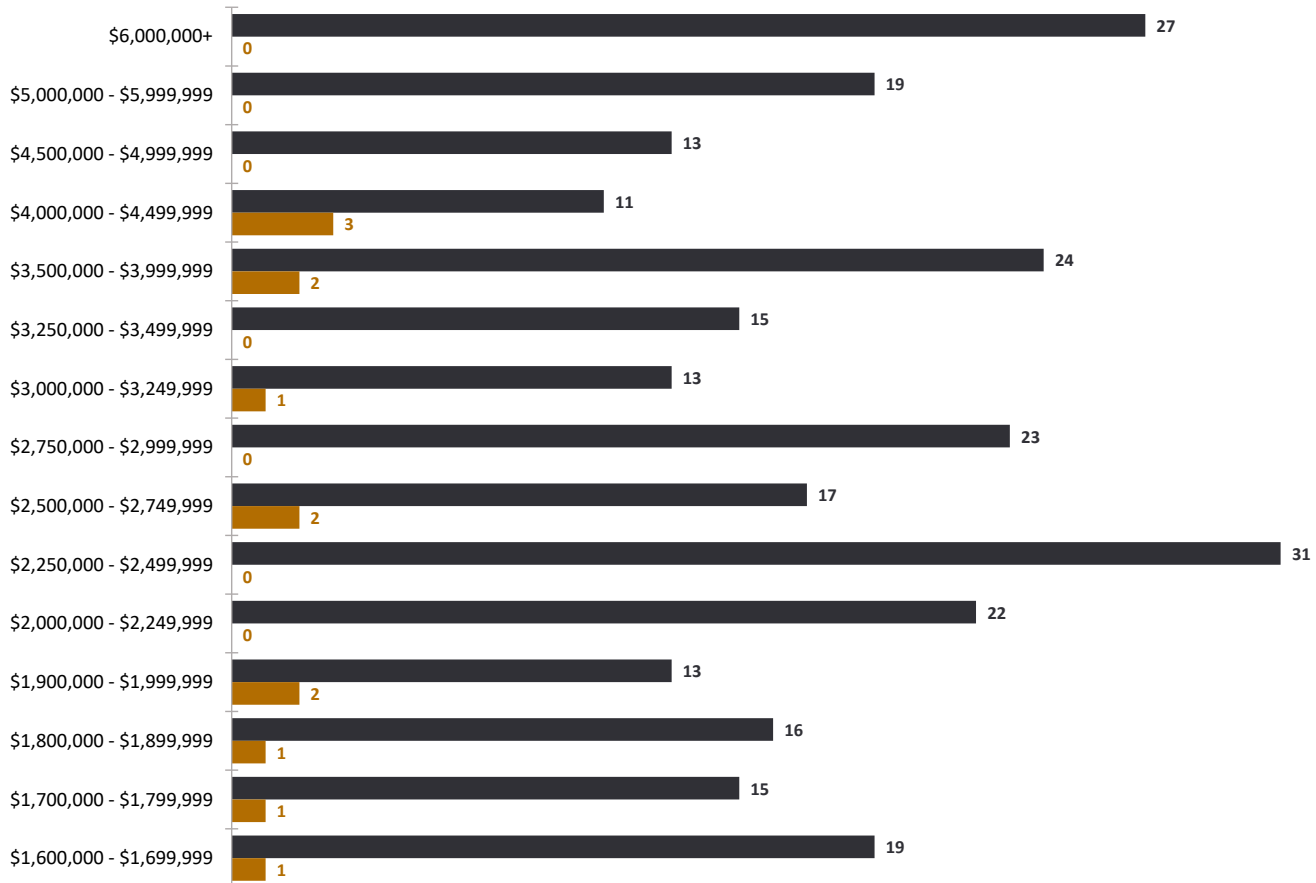
Total Inventory: **278**

Total Sales: **13**

Total Sales Ratio<sup>2</sup>: **5%**

Buyer's Market

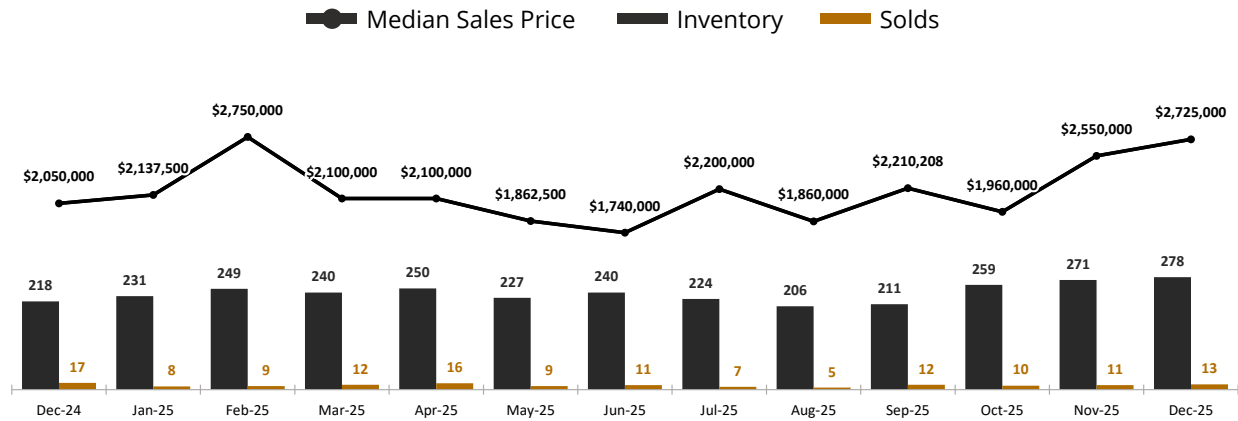
Inventory Sales



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 1,499                           | NA                     | NA                    | NA                     | 0               | 7                    | 0%                              |
| 1,500 - 1,999                       | \$1,910,000            | 3                     | 3                      | 1               | 39                   | 3%                              |
| 2,000 - 2,499                       | \$3,240,000            | 3                     | 3                      | 5               | 62                   | 8%                              |
| 2,500 - 2,999                       | \$2,687,500            | 3                     | 4                      | 6               | 69                   | 9%                              |
| 3,000 - 3,499                       | \$4,000,000            | 3                     | 4                      | 1               | 46                   | 2%                              |
| 3,500+                              | NA                     | NA                    | NA                     | 0               | 47                   | 0%                              |

<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.

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



## MEDIAN DATA REVIEW | DECEMBER

### TOTAL INVENTORY

Dec. 2024: 218  
Dec. 2025: 278

VARIANCE: **28%**

### TOTAL SOLDS

Dec. 2024: 17  
Dec. 2025: 13

VARIANCE: **-24%**

### SALES PRICE

Dec. 2024: \$2.05m  
Dec. 2025: \$2.73m

VARIANCE: **33%**

### SALE PRICE PER SQFT.

Dec. 2024: \$812  
Dec. 2025: \$972

VARIANCE: **20%**

### SALE TO LIST PRICE RATIO

Dec. 2024: 92.96%  
Dec. 2025: 95.24%

VARIANCE: **2%**

### DAYS ON MARKET

Dec. 2024: 95  
Dec. 2025: 60

VARIANCE: **-37%**

## FT. LAUDERDALE MARKET SUMMARY | DECEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.24% of list price** in December 2025.
- The most active price band is **\$4,000,000-\$4,499,999**, where the sales ratio is **27%**.
- The median luxury sales price for attached homes is **\$2,725,000**.
- The median days on market for December 2025 was **60** days, down from **95** in December 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.