

# Elliman Report

## Q4-2020 Fort Lauderdale, FL Sales

### Condo Dashboard

YEAR-OVER-YEAR

+ 5.5%  
Prices Median Sales Price

+ 15.0%  
Sales Closed Sales

+ 2.9%  
Inventory Total Inventory

+ 4 days  
Marketing Time Days on Market

### Single Family Dashboard

YEAR-OVER-YEAR

+ 23.0%  
Prices Median Sales Price

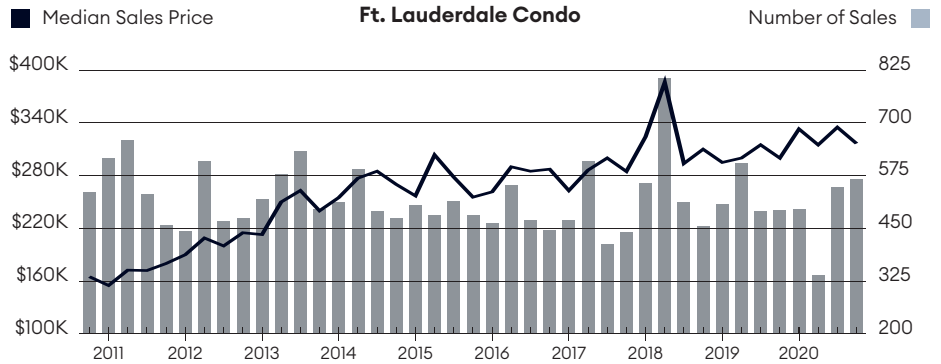
+ 33.0%  
Sales Closed Sales

- 31.2%  
Inventory Total Inventory

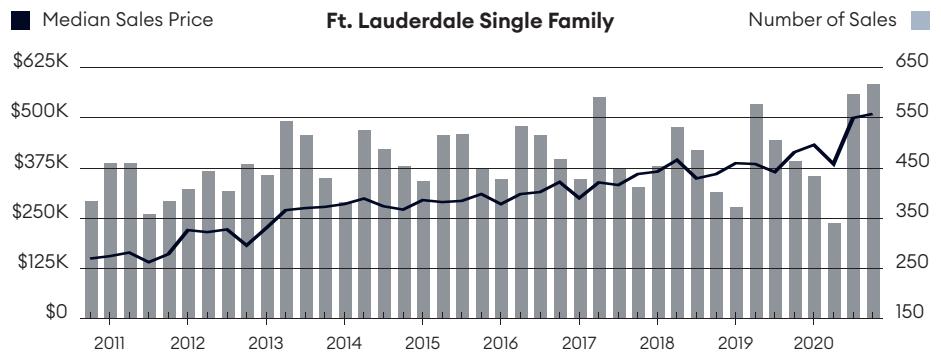
- 5 days  
Marketing Time Days on Market

- All condo price trend indicators rose year over year as the number of sales jumped for the second straight month

- No year over year declines in single family price trend indicators, collectively for six consecutive quarters



Ft. Lauderdale Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$531,055	18.1%	\$449,533	26.6%	\$419,391
Average Price Per Sq Ft	\$367	20.3%	\$305	17.3%	\$313
Median Sales Price	\$316,500	-5.5%	\$335,000	5.5%	\$300,000
Number of Sales (Closed)	566	3.5%	547	15.0%	492
Days on Market (From Last List Date)	111	3.7%	107	3.7%	107
Listing Discount (From Last List Price)	7.5%		5.6%		6.1%
Listing Inventory	1,472	-4.1%	1,535	2.9%	1,430
Months of Supply	7.8	-7.1%	8.4	-10.3%	8.7
Average Square Feet	1,379	-4.8%	1,449	1.5%	1,359



Ft. Lauderdale Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$900,390	16.0%	\$776,220	25.1%	\$719,830
Average Price Per Sq Ft	\$415	9.8%	\$378	19.3%	\$348
Median Sales Price	\$510,000	2.0%	\$500,000	23.0%	\$414,500
Number of Sales (Closed)	617	3.4%	597	33.0%	464
Days on Market (From Last List Date)	80	1.3%	79	-5.9%	85
Listing Discount (From Last List Price)	6.4%		6.5%		7.6%
Listing Inventory	672	-11.9%	763	-31.2%	977
Months of Supply	3.3	-13.2%	3.8	-47.6%	6.3
Average Square Feet	2,192	4.6%	2,095	5.9%	2,070



Record low mortgage rates and chronically low inventory kept market conditions tight. The single family market continued to see significant year over year sales growth and large gains in the price trend indicators. The single family average sales price jumped 25.1% to \$900,390, and median sales price jumped 23% to \$510,000, respectively, from the prior-year quarter. These price gains were

aided by the 5.9% rise in average sales size to 2,192 over the same period. Condo sales jumped 15% to 566 while listing inventory edged up by 2.9% to 1,472 from the same year-ago period. With an overall gain in sales for both property types and a decline in listing inventory, the market's pace accelerated. Months of supply, a measure of the number of months to sell all inventory at the

current sales rate, was 5.4 months or 28.9% faster than the same period last year. Market-wide, the market share of sales to close above the last asking price was 6.7%, up from 4.5% in the prior-quarter.

## Luxury

- Single family and condo listing inventory dropped sharply year over year
- Single family price trend indicators posted double-digit annual gains
- Fastest-paced single family market in eight years and fastest-paced condo market in more than two years
- Most single family sales at or above the \$2 million threshold more than 8 years

Luxury Condo Mix	Sales Share	Volume Share
> \$2M (%)	3.5%	21.9%
\$1M – \$2M (%)	7.8%	20.2%
Min. – \$1M (%)	88.7%	57.9%

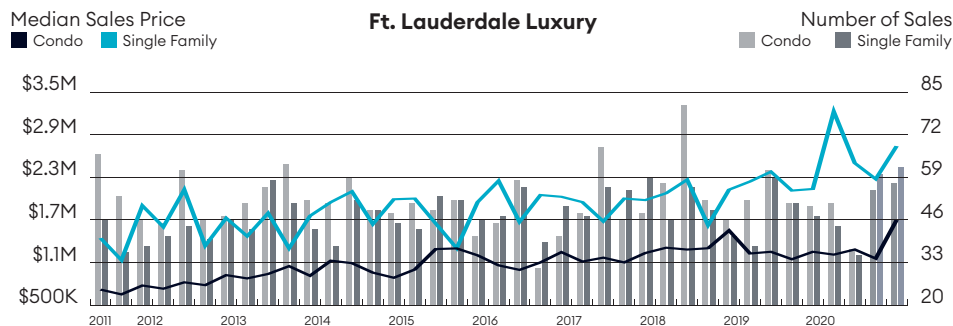
  

Luxury Single Family Mix	Sales Share	Volume Share
> \$2M (%)	8.1%	38.5%
\$1M – \$2M (%)	12.8%	20.9%
Min. – \$1M (%)	79.1%	40.6%

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

- Condo and single family sales surged from the same period last year
- Large year over year price gains across both property types
- Fastest paced single family market in more than eight years of tracking



Luxury Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$2,089,096	51.1%	\$1,382,857	52.1%	\$1,373,157
Average Price Per Sq Ft	\$619	21.6%	\$509	16.6%	\$531
Median Sales Price	\$1,698,000	47.0%	\$1,155,000	35.8%	\$1,250,000
Number of Sales (Closed)	57	3.6%	55	14.0%	50
Days on Market (From Last List Date)	178	17.9%	151	-11.9%	202
Listing Discount (From Last List Price)	10.5%		7.6%		8.1%
Listing Inventory	268	-29.3%	379	-23.6%	351
Months of Supply	14.1	-31.9%	20.7	-33.2%	21.1
Entry Price Threshold	\$1,100,000	31.0%	\$840,000	33.3%	\$825,000
Average Square Feet	3,166	16.0%	2,729	22.6%	2,582

Luxury Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$3,826,065	38.8%	\$2,756,933	31.9%	\$2,901,156
Average Price Per Sq Ft	\$699	20.5%	\$580	13.5%	\$616
Median Sales Price	\$2,739,500	20.4%	\$2,275,000	28.3%	\$2,135,000
Number of Sales (Closed)	62	3.3%	60	31.9%	47
Days on Market (From Last List Date)	216	36.7%	158	5.9%	204
Listing Discount (From Last List Price)	9.4%		9.5%		11.0%
Listing Inventory	223	-12.9%	256	-32.4%	330
Months of Supply	10.8	-15.6%	12.8	-48.8%	21.1
Entry Price Threshold	\$1,850,000	15.1%	\$1,607,000	25.0%	\$1,480,000
Average Square Feet	5,607	17.9%	4,754	17.4%	4,776

Waterfront Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$642,954	18.5%	\$542,503	20.9%	\$531,865
Average Price Per Sq Ft	\$407	13.1%	\$360	6.8%	\$381
Median Sales Price	\$396,250	6.7%	\$371,250	11.6%	\$355,000
Number of Sales (Closed)	360	24.1%	290	48.1%	243

Waterfront Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$2,023,503	33.5%	\$1,516,058	36.8%	\$1,479,704
Average Price Per Sq Ft	\$588	16.7%	\$504	21.7%	\$483
Median Sales Price	\$1,321,900	16.2%	\$1,137,500	42.1%	\$930,000
Number of Sales (Closed)	146	-0.7%	147	20.7%	121

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  
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