

Elliman Report

Q1-2022 Fort Lauderdale, FL Sales

Single Family Dashboard

YEAR-OVER-YEAR

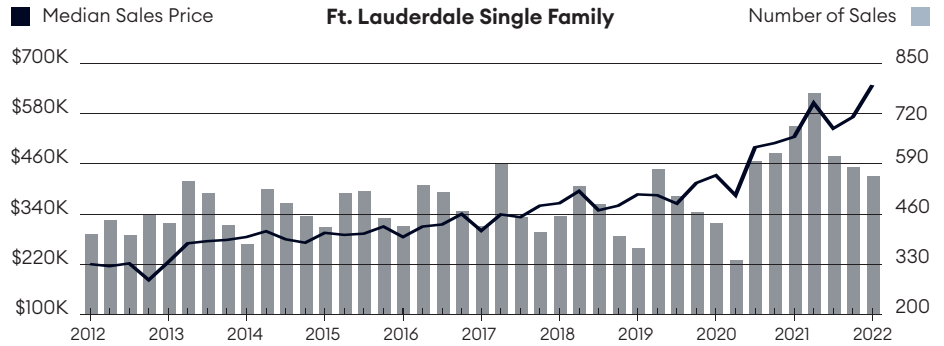
- + 23.6%**
Prices Median Sales Price
- 19.2%**
Sales Closed Sales
- 29.9%**
Inventory Total Inventory
- 26 days**
Marketing Time Days on Market

Condo Dashboard

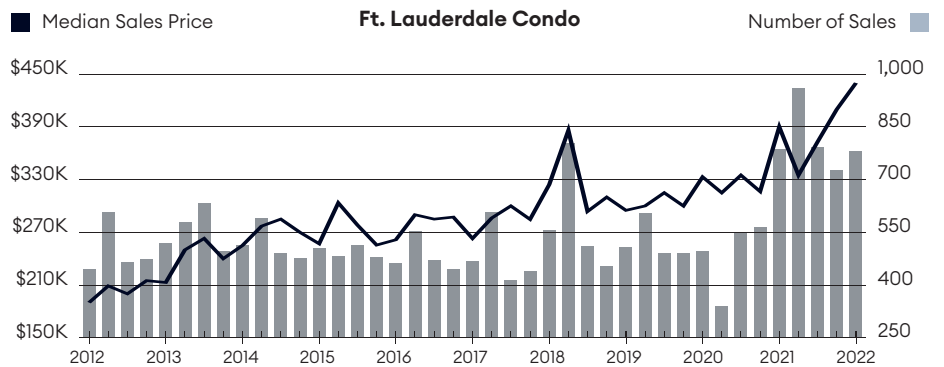
YEAR-OVER-YEAR

- + 12.8%**
Prices Median Sales Price
- 09%**
Sales Closed Sales
- 69.3%**
Inventory Total Inventory
- 25 days**
Marketing Time Days on Market

- Single family price trend indicators surged to new highs
- Condo listing inventory fell to a new low for the fourth consecutive quarter



Ft. Lauderdale Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,418,285	16.6%	\$1,216,769	39.5%	\$1,016,447
Average Price Per Sq Ft	\$649	19.1%	\$545	39.6%	\$465
Median Sales Price	\$649,000	13.4%	\$572,500	23.6%	\$525,000
Number of Sales (Closed)	556	-4.3%	581	-19.2%	688
Days on Market (From Last List Date)	50	2.0%	49	-34.2%	76
Listing Discount (From Last List Price)	4.6%		5.6%		6.4%
Listing Inventory	302	-16.6%	362	-29.9%	431
Months of Supply	1.6	-15.8%	1.9	-15.8%	1.9
Average Square Feet	2,161	2.0%	2,118	-2.8%	2,223



Ft. Lauderdale Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$810,141	41.6%	\$572,187	41.1%	\$574,031
Average Price Per Sq Ft	\$562	39.5%	\$403	49.1%	\$377
Median Sales Price	\$440,000	7.3%	\$410,000	12.8%	\$390,000
Number of Sales (Closed)	780	7.1%	728	-0.9%	787
Days on Market (From Last List Date)	76	18.8%	64	-24.8%	101
Listing Discount (From Last List Price)	3.3%		3.4%		5.5%
Listing Inventory	333	-25.5%	447	-69.3%	1,085
Months of Supply	1.3	-27.8%	1.8	-68.3%	4.1
Average Square Feet	1,449	2.3%	1,416	-4.2%	1,513



The decline in listing inventory kept restraining potential sales volume as price trend indicators and bidding war market share soared. Single family median sales price jumped 23.6% year over year to \$649,000 and was 50% above pre-pandemic levels. Listing inventory for single families dropped 29.9% annually to the lowest level as their sales declined 68.7% from the prior-year quarter.

Despite the decline in sales, months of supply was 1.6 months, the second-fastest single family pace on record and an 76.1% faster pace than pre-pandemic. As a result, its bidding war market share surged to 36%, a record. Condo market conditions were generally similar, with record prices and record low listing inventory restraining potential sales. Condo's median sales price rose 12.8% year over year to a

record \$440,000. Listing inventory dropped 69.3% annually to 333 for a new low. With listing inventory falling faster than sales, the pace of the market fell to 1.4 months for the fastest months of supply on record. Condos' bidding war market share surged to 19.5% for a fourth straight quarter of records.

Luxury

- Single family price trend indicators rose to new highs collectively for the third time in four quarters
- Single family listing inventory fell annually for the eleventh consecutive quarter
- Condo price trend indicators rose to new highs
- Condo listing inventory declined year over year for the ninth consecutive quarter

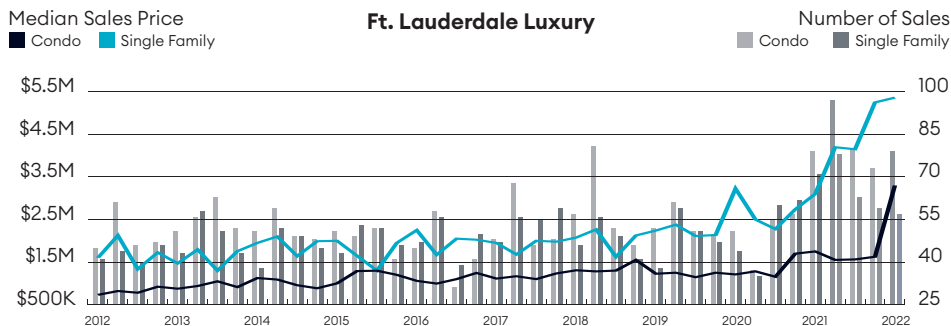
Luxury Single Family Mix	Sales Share	Volume Share
> \$2M (%)	16.7%	60.8%
\$1M - \$2M (%)	15.1%	14.9%
Min. - \$1M (%)	68.2%	24.3%

Luxury Condo Mix	Sales Share	Volume Share
> \$2M (%)	8.5%	38.1%
\$1M - \$2M (%)	11.7%	20.3%
Min. - \$1M (%)	79.9%	41.5%

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

- Single family price trend indicators rose to new highs collectively for the third time in four quarters
- Single family listing inventory fell annually for the eleventh consecutive quarter
- Condo sales last declined year over year in the second quarter of 2020



Luxury Single Family Matrix (Top 10% of Sales)	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$6,866,200	15.6%	\$5,940,246	55.7%	\$4,408,832
Average Price Per Sq Ft	\$1,167	14.1%	\$1,023	48.9%	\$784
Median Sales Price	\$5,362,500	2.1%	\$5,250,000	73.0%	\$3,100,000
Number of Sales (Closed)	57	-3.4%	59	-19.7%	71
Days on Market (From Last List Date)	141	-6.0%	150	-22.1%	181
Listing Discount (From Last List Price)	7.5%		8.4%		9.1%
Listing Inventory	115	-11.5%	130	-17.3%	139
Months of Supply	6.1	-7.6%	6.6	3.4%	5.9
Entry Price Threshold	\$2,900,000	18.4%	\$2,450,000	38.1%	\$2,100,000
Average Square Feet	5,822	4.2%	5,590	2.6%	5,674

Luxury Condo Matrix (Top 10% of Sales)	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$3,354,826	73.1%	\$1,938,151	67.7%	\$2,000,487
Average Price Per Sq Ft	\$1,270	83.5%	\$692	85.4%	\$685
Median Sales Price	\$3,300,000	103.1%	\$1,625,000	88.6%	\$1,750,000
Number of Sales (Closed)	79	8.2%	73	0.0%	79
Days on Market (From Last List Date)	266	212.9%	85	95.6%	136
Listing Discount (From Last List Price)	5.0%		4.9%		7.6%
Listing Inventory	153	-13.1%	176	-19.0%	189
Months of Supply	5.8	-19.4%	7.2	-19.4%	7.2
Entry Price Threshold	\$1,732,000	50.6%	\$1,150,000	38.6%	\$1,250,000
Average Square Feet	2,657	-5.6%	2,814	-9.2%	2,925

Waterfront Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$3,550,881	21.9%	\$2,912,794	65.8%	\$2,141,836
Average Price Per Sq Ft	\$981	22.2%	\$803	50.2%	\$653
Median Sales Price	\$2,350,000	48.5%	\$1,582,000	88.0%	\$1,250,000
Number of Sales (Closed)	143	-7.1%	154	-24.7%	190

Waterfront Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,105,863	53.0%	\$722,831	55.1%	\$713,124
Average Price Per Sq Ft	\$711	46.0%	\$487	58.7%	\$448
Median Sales Price	\$586,000	28.8%	\$455,000	30.2%	\$450,000
Number of Sales (Closed)	431	19.7%	360	1.7%	424

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 Jonathan Miller at jmiller@millersamuel.com
 Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
 450 East Las Olas Blvd, Suite 140
 Fort Lauderdale, FL 33301
 954.874.0740 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
 21 West 38th Street, New York, NY 10018
 212.768.8100 • millersamuel.com