

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

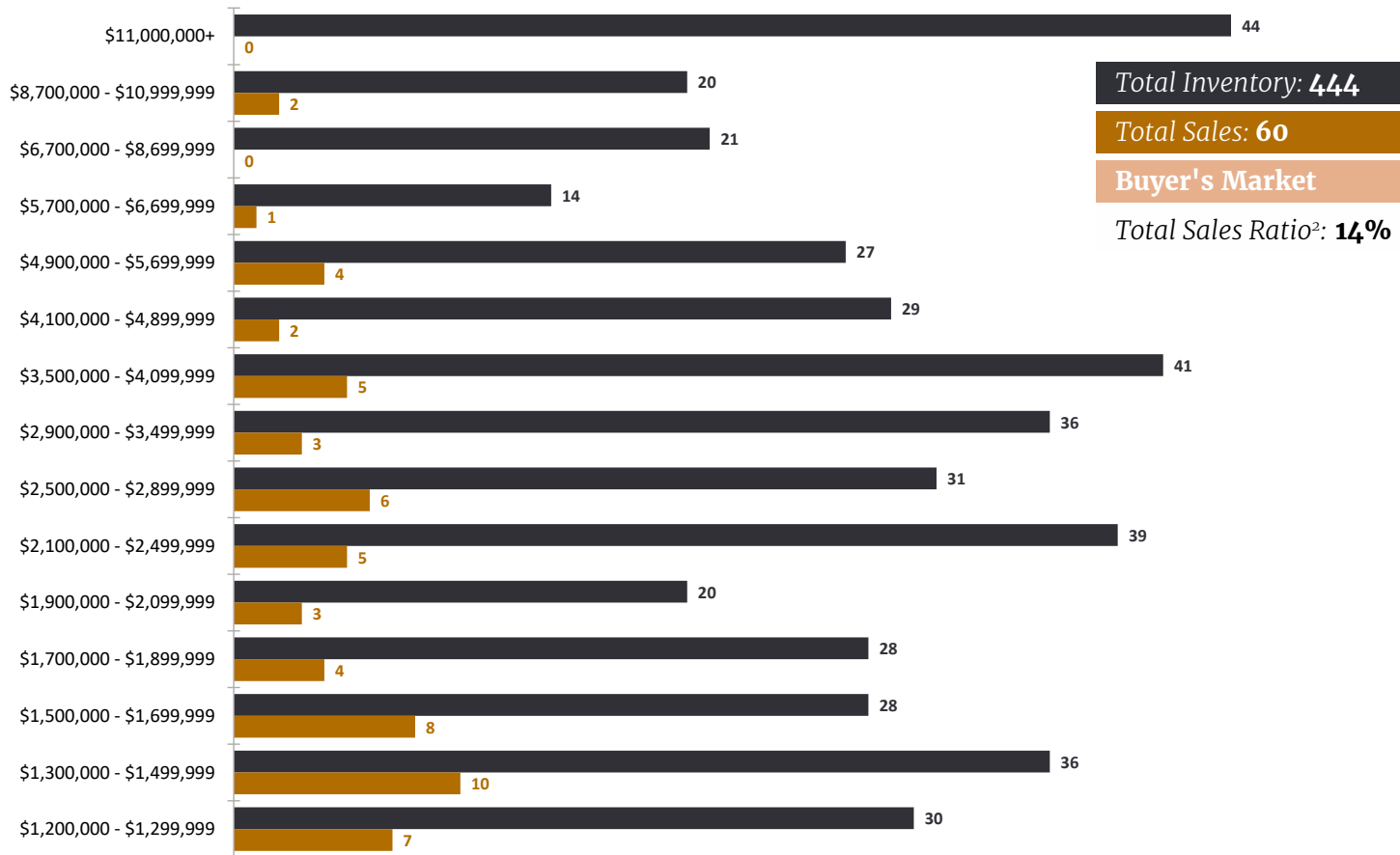
JANUARY
2023

BOCA RATON & DELRAY BEACH FLORIDA

www.LuxuryHomeMarketing.com

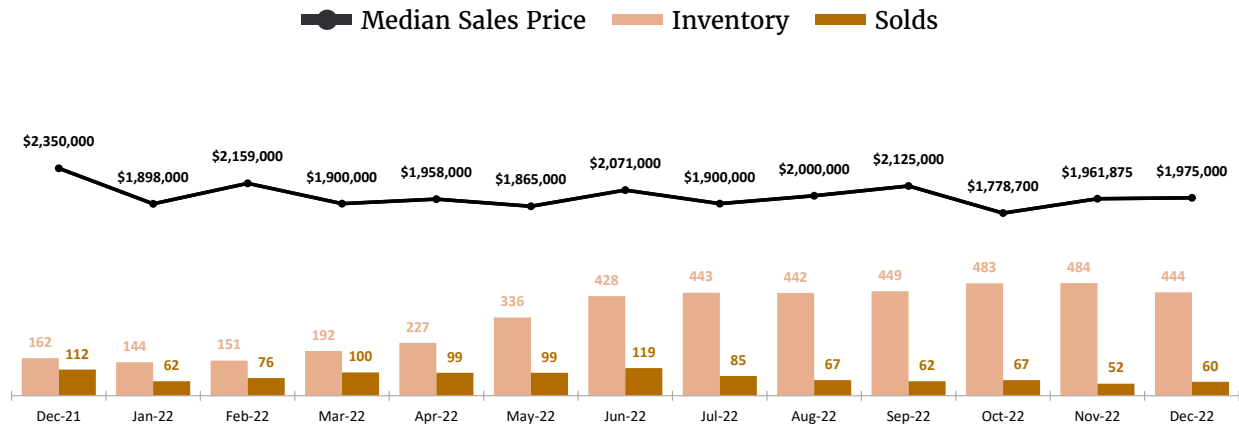
LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,200,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$1,422,500	3	3	12	100	12%
3,000 - 3,999	\$1,650,000	4	4	20	107	19%
4,000 - 4,999	\$2,600,000	5	6	12	82	15%
5,000 - 5,999	\$2,862,500	5	7	12	49	24%
6,000 - 6,999	\$3,300,000	5	8	1	28	4%
7,000+	\$9,145,000	6	8	3	75	4%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

162 444

VARIANCE: **174%**

TOTAL SOLD

Dec. 2021 Dec. 2022

112 60

VARIANCE: **-46%**

SALES PRICE

Dec. 2021 Dec. 2022

\$2.35m \$1.98m

VARIANCE: **-16%**

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$567 \$537

VARIANCE: **-5%**

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

97.39% 94.22%

VARIANCE: **-3%**

DAYS ON MARKET

Dec. 2021 Dec. 2022

29 40

VARIANCE: **38%**

BOCA/DELRAY MARKET SUMMARY | DECEMBER 2022

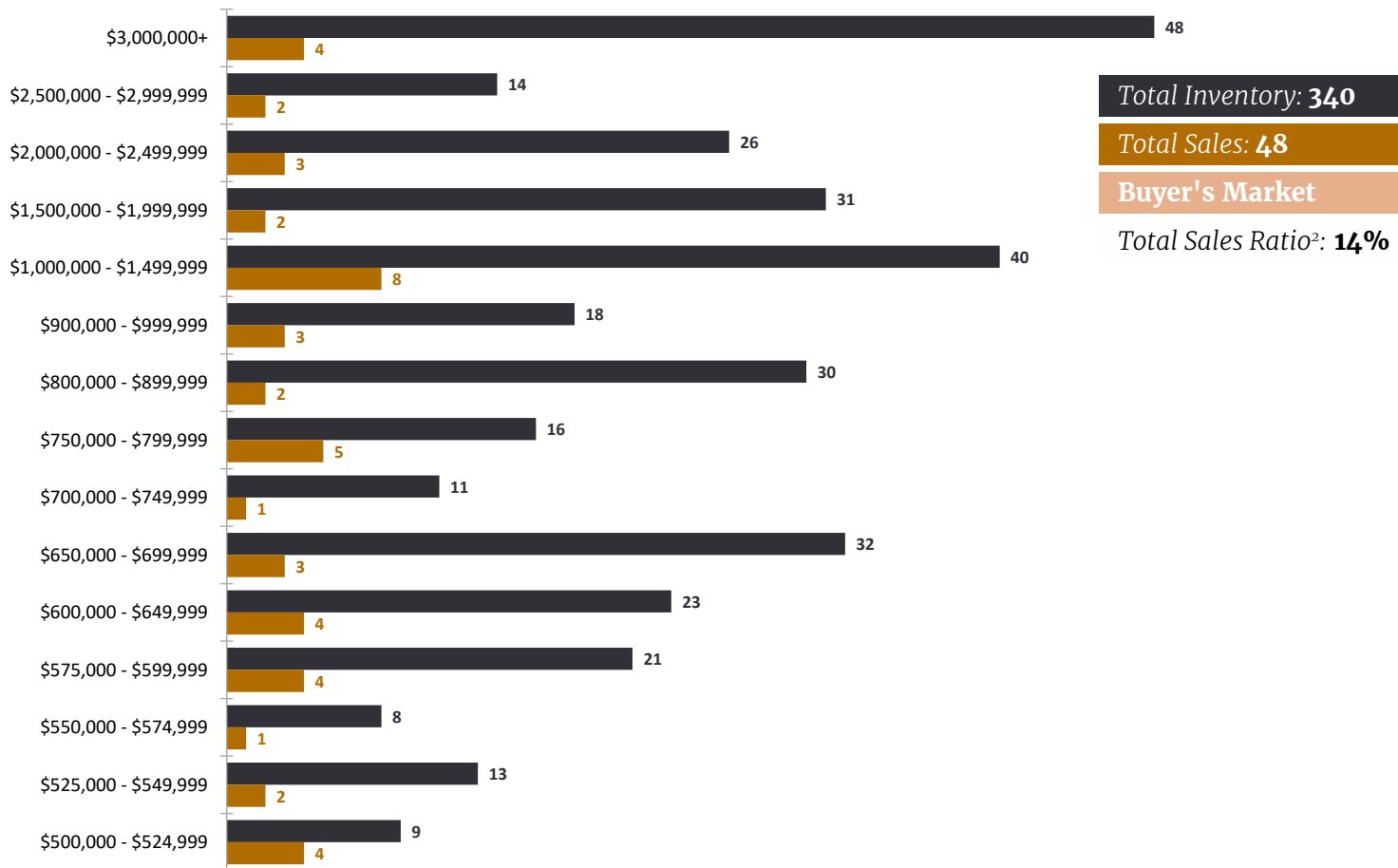
- The Boca/Delray single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **94.22% of list price** in December 2022.
- The most active price band is **\$1,500,000-\$1,699,999**, where the sales ratio is **29%**.
- The median luxury sales price for single-family homes is **\$1,975,000**.
- The median days on market for December 2022 was **40** days, up from **29** in December 2021.

³Square foot table does not account for listings and sells where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

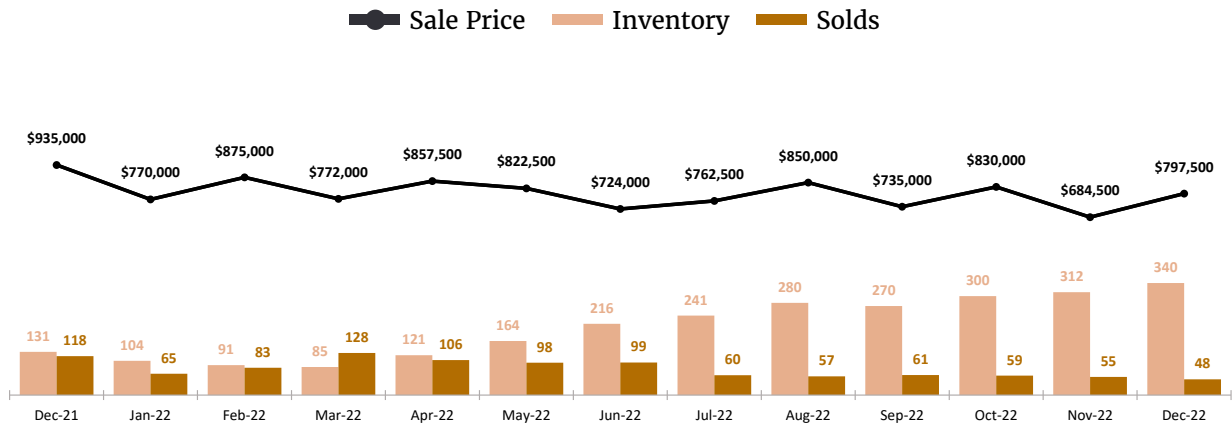
LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

Luxury Benchmark Price¹: **\$500,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$760,000	2	2	22	181	12%
2,000 - 2,499	\$707,500	3	3	14	68	21%
2,500 - 2,999	\$2,210,000	3	3	7	36	19%
3,000 - 3,499	\$2,425,000	4	4	4	25	16%
3,500 - 3,999	NA	NA	NA	0	13	0%
4,000+	\$6,000,000	4	6	1	17	6%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

131 340

VARIANCE: **160%**

TOTAL SOLD

Dec. 2021 Dec. 2022

118 48

VARIANCE: **-59%**

SALES PRICE

Dec. 2021 Dec. 2022

\$935k \$798k

VARIANCE: **-15%**

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$574 \$453

VARIANCE: **-21%**

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

97.47% 97.41%

VARIANCE: **0%**

DAYS ON MARKET

Dec. 2021 Dec. 2022

16 26

VARIANCE: **63%**

BOCA/DELRAY MARKET SUMMARY | DECEMBER 2022

- The Boca/Delray attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **97.41% of list price** in December 2022.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **44%**.
- The median luxury sales price for attached homes is **\$797,500**.
- The median days on market for December 2022 was **26** days, up from **16** in December 2021.

³Square foot table does not account for listings and sells where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.