



# BOCA RATON & DELRAY BEACH FLORIDA

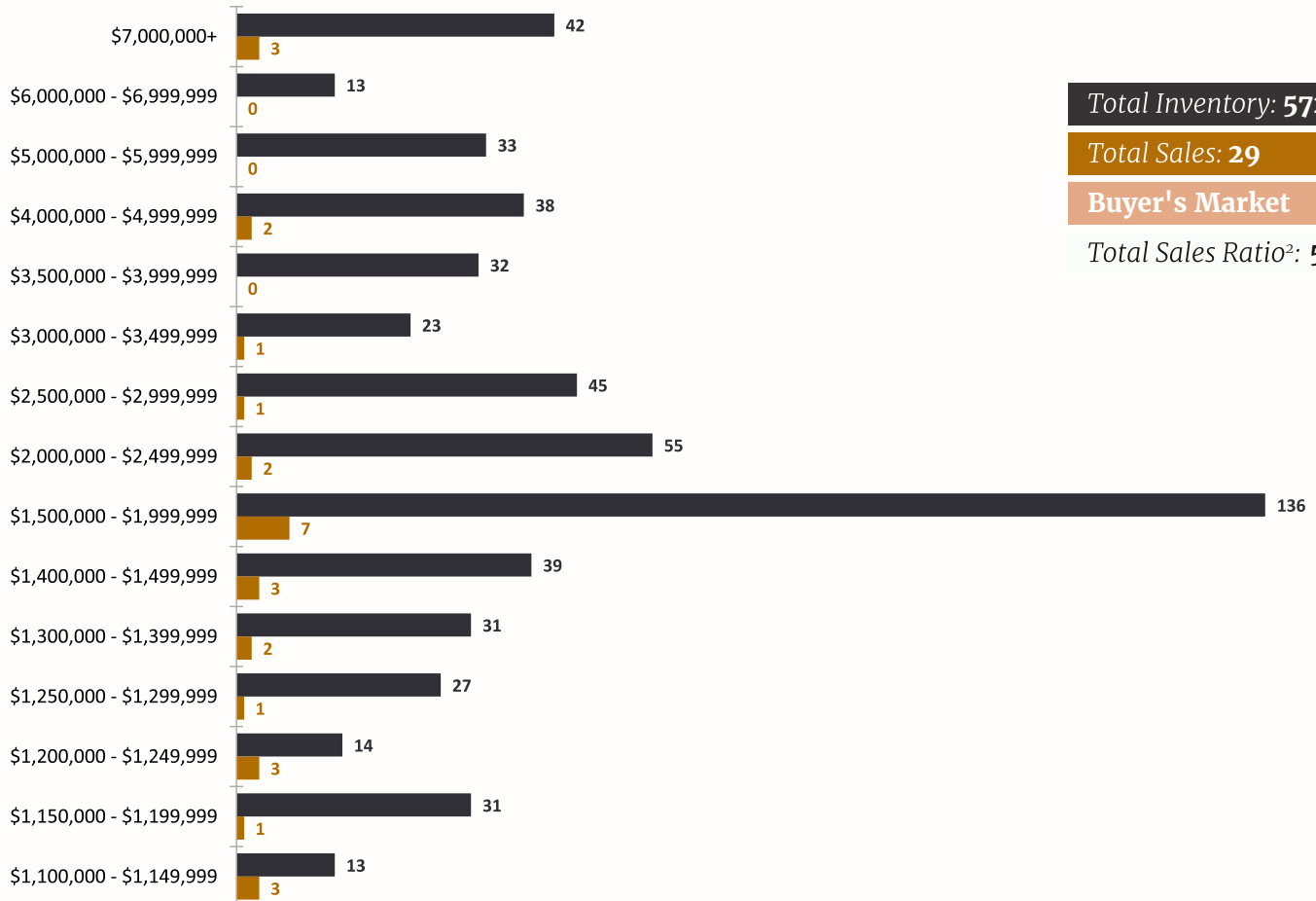
—October 2018—

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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

## LUXURY INVENTORY VS. SALES | SEPTEMBER 2018

Inventory Sales

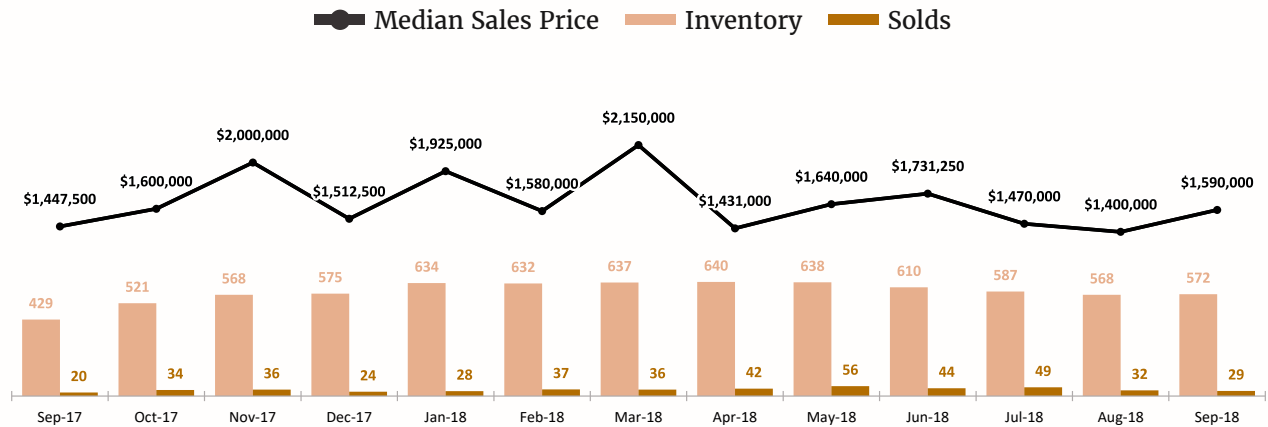
Luxury Benchmark Price<sup>1</sup>: **\$1,100,000**Total Inventory: **572**Total Sales: **29**

Buyer's Market

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

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$1,225,000	2	3	1	25	4%
3,000 - 3,999	\$1,207,500	3	4	4	53	8%
4,000 - 4,999	\$1,425,000	4	3	5	57	9%
5,000 - 5,999	\$1,632,300	4	6	5	107	5%
6,000 - 6,999	\$1,400,000	5	7	3	93	3%
7,000+	\$3,425,000	5	8	11	233	5%

<sup>1</sup> The luxury threshold price is set in July of each year by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's = up to 14%; Balanced = 15 to 20%; Seller's = 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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

## MEDIAN DATA

## INVENTORY

August   September  
568   572

VARIANCE: **1%**

## SOLDS

August   September  
32   29

VARIANCE: **-9%**

## SALES PRICE

August   September  
\$1.40m   \$1.59m

VARIANCE: **14%**

## SALE PRICE PER SQFT.

August   September  
\$285   \$305

VARIANCE: **7%**

## SALE TO LIST PRICE RATIO

August   September  
93.25%   89.52%

VARIANCE: **-4%**

## DAYS ON MARKET

August   September  
122   108

VARIANCE: **-11%**

## BOCA/DELRAY MARKET SUMMARY | SEPTEMBER 2018

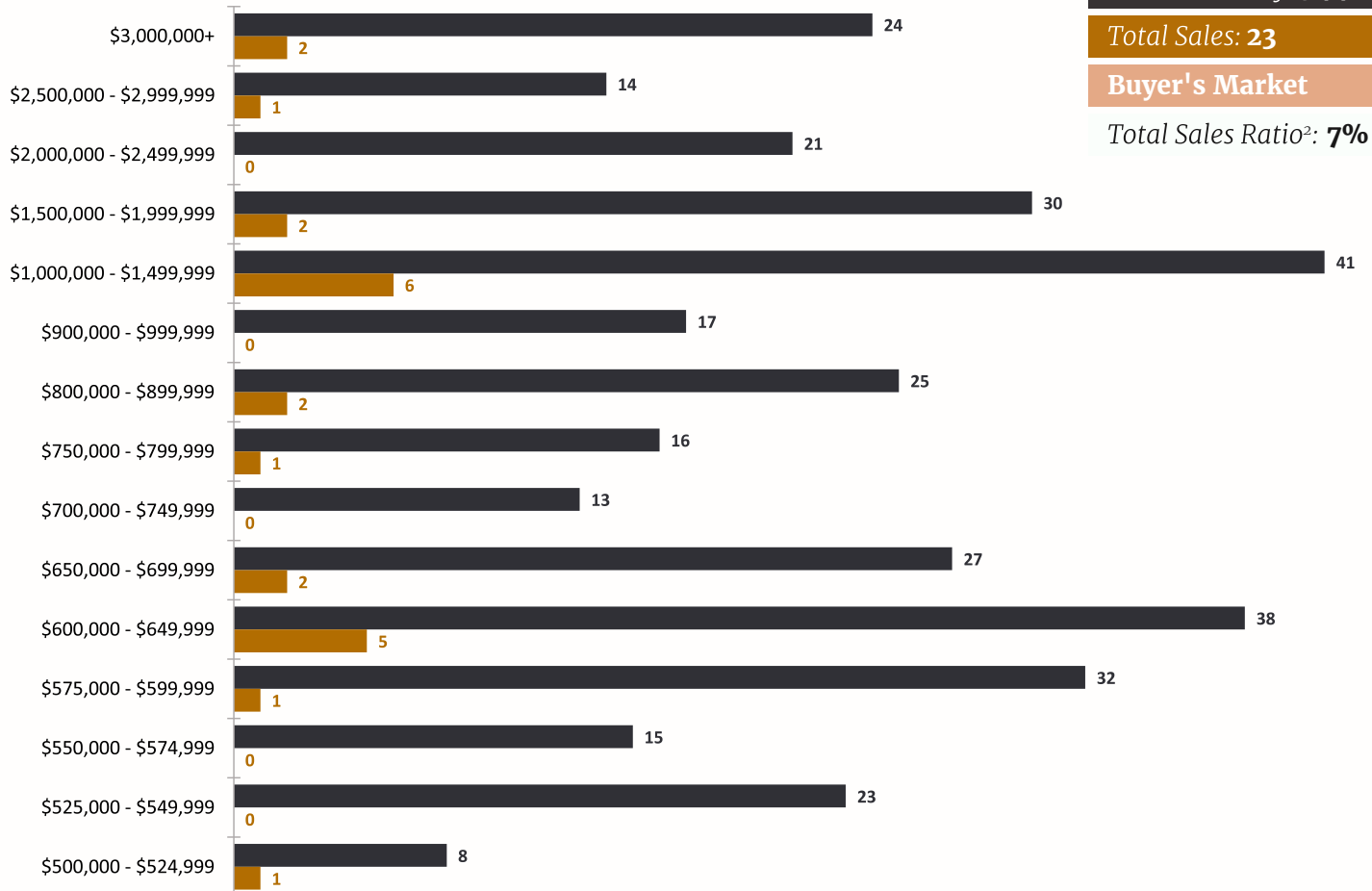
- The Boca/Delray single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **89.52% of list price** in September 2018.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **23%**.
- The median luxury sales price for single-family homes has increased to **\$1,590,000**.
- The median days on market for September 2018 was **108** days, down from **122** in August 2018.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Historical data before August 2017 does not account for listings taken off the market.

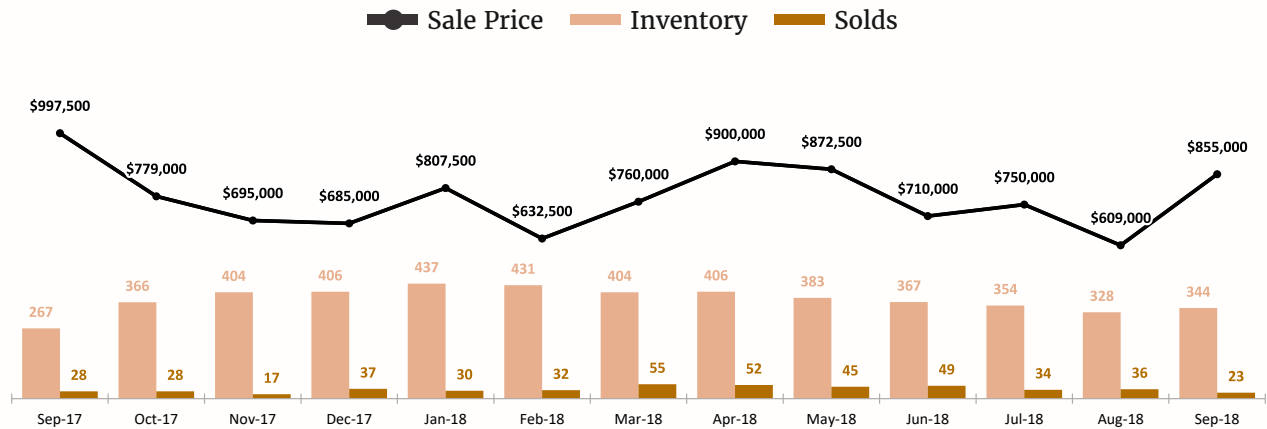
## LUXURY INVENTORY VS. SALES | SEPTEMBER 2018

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$500,000**

Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$750,000	2	2	5	129	4%
2,000 - 2,499	\$634,000	3	3	3	47	6%
2,500 - 2,999	\$610,000	2	4	5	48	10%
3,000 - 3,499	\$1,030,000	3	3	3	41	7%
3,500 - 3,999	\$1,075,000	4	4	4	26	15%
4,000+	\$4,650,000	4	5	3	53	6%

<sup>1</sup> The luxury threshold price is set in July of each year by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's = up to 14%; Balanced = 15 to 20%; Seller's = 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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

## MEDIAN DATA

## INVENTORY

August      September  
328      344

VARIANCE: 5%

## SOLDS

August      September  
36      23

VARIANCE: -36%

## SALES PRICE

August      September  
\$609k      \$855k

VARIANCE: 40%

## SALE PRICE PER SQFT.

August      September  
\$324      \$373

VARIANCE: 15%

## SALE TO LIST PRICE RATIO

August      September  
96.57%      94.50%

VARIANCE: -2%

## DAYS ON MARKET

August      September  
55      53

VARIANCE: -4%

## BOCA/DELRAY MARKET SUMMARY | SEPTEMBER 2018

- The Boca/Delray attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **94.50% of list price** in September 2018.
- The most active price band is **\$1,000,000-\$1,499,999**, where the sales ratio is **15%**.
- The median luxury sales price for attached homes has increased to **\$855,000**.
- The median days on market for September 2018 was **53** days, down from **55** in August 2018.

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

<sup>4</sup>Historical data before August 2017 does not account for listings taken off the market.