

# Elliman Report

**Q1-2023**

**Lighthouse Point Beach, FL Sales**

## Single Family

Dashboard

YEAR-OVER-YEAR

**+ 21.6%**  
Prices Median Sales Price

**- 45.0%**  
Sales Closed Sales

**+ 135.5%**  
Inventory Total Inventory

**+ 4.5%**  
Negotiability  
Listing Discount

## Condo

Dashboard

YEAR-OVER-YEAR

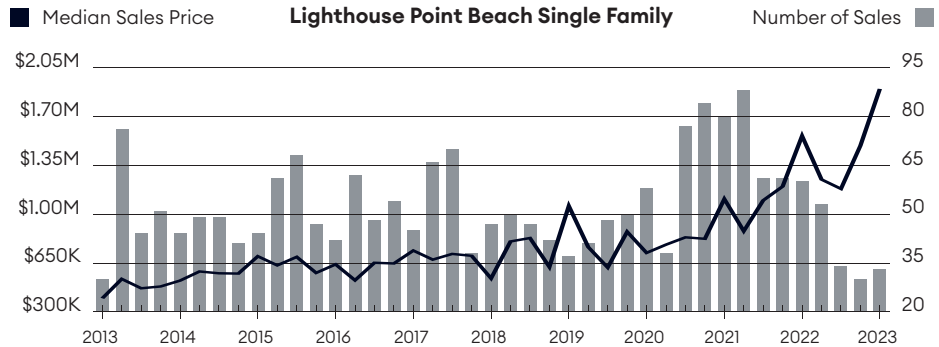
**+ 1.3%**  
Prices Median Sales Price

**- 31.3%**  
Sales Closed Sales

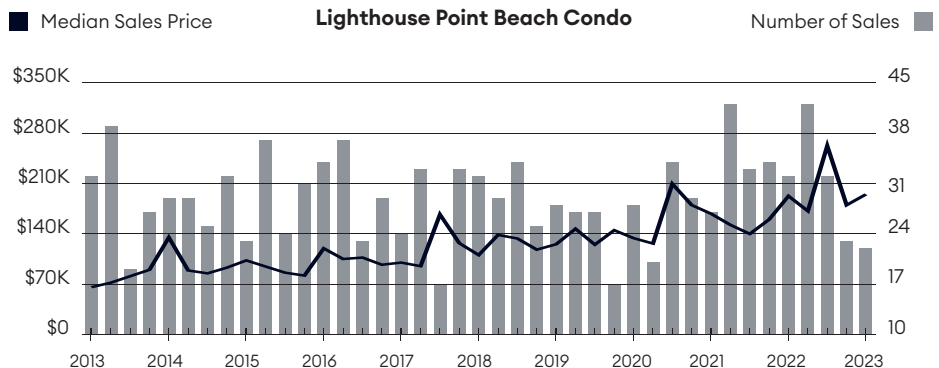
**+ 207.7%**  
Inventory Total Inventory

**+ 5.4%**  
Negotiability  
Listing Discount

- Single family median sales price rose year over year to a new high and was sharply above pre-pandemic levels
- Condo price trend indicators pressed higher annually and remained sharply above pre-pandemic levels



Lighthouse Point Beach Single Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$2,026,497	21.3%	\$1,670,167	10.3%	\$1,837,036
Average Price Per Sq Ft	\$706	13.0%	\$625	13.1%	\$624
Median Sales Price	\$1,900,000	27.3%	\$1,492,500	21.6%	\$1,562,500
Number of Sales (Closed)	33	10.0%	30	-45.0%	60
Days on Market (From Last List Date)	63	-7.4%	68	61.5%	39
Listing Discount (From Last List Price)	8.8%		9.1%		4.3%
Listing Inventory	73	1.4%	72	135.5%	31
Months of Supply	6.6	-8.3%	7.2	312.5%	1.6
Average Square Feet	2,870	7.4%	2,673	6.6%	2,692



Lighthouse Point Beach Condo Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$251,268	9.2%	\$230,191	20.3%	\$208,892
Average Price Per Sq Ft	\$259	6.1%	\$244	15.1%	\$225
Median Sales Price	\$195,000	8.3%	\$180,000	1.3%	\$192,575
Number of Sales (Closed)	22	-4.3%	23	-31.3%	32
Days on Market (From Last List Date)	30	-18.9%	37	100.0%	15
Listing Discount (From Last List Price)	6.0%		3.3%		0.6%
Listing Inventory	40	33.3%	30	207.7%	13
Months of Supply	5.5	41.0%	3.9	358.3%	1.2
Average Square Feet	971	3.0%	943	7.6%	902



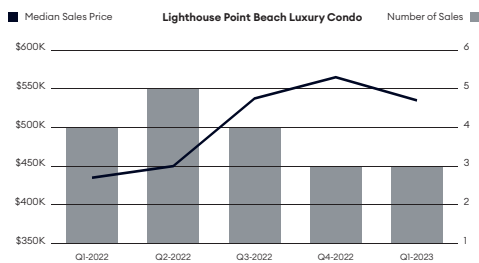
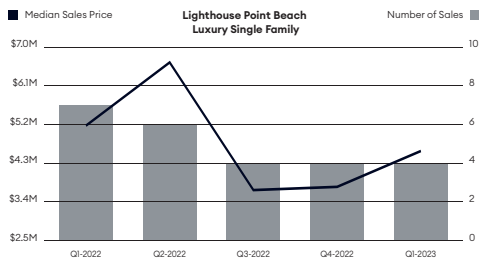
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price of the single family market surged 21.6% year over year to \$1,900,000, a new high, and 162.5% higher than pre-pandemic levels. Single family sales declined 45% annually to 33 due to a lack of listing inventory and higher mortgage rates. Listing inventory for single families expanded annually from year-ago lows to 73. Single family

market share for bidding wars was 3% of all first-quarter closings, down from the then-record high of 33.3% in the same period last year. The condo market saw rising annual trends, with median sales price up 1.3% yearly to \$195,000, up 45.5% above pre-pandemic levels. Condo sales fell 31.3% annually to 22 units, as condo listing inventory surged

207.7% from year-ago lows. The condo luxury market, representing the top ten percent of all condo sales, started at \$395,000 and showed significant yearly price gains. The median condo luxury price rose 23% annually to \$535,000, consistent with a 22.6% change in average sales size over the same period.

## Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$4,817,500	22.7%	\$3,925,000	-10.7%	\$5,396,143
Average Price per Sq Ft	\$921	23.1%	\$748	11.6%	\$825
Median Sales Price	\$4,585,000	22.3%	\$3,750,000	-11.4%	\$5,175,000
Number of Sales (Closed)	4	0.0%	4	-42.9%	7
Days on Market (From Last List Date)	77	-26.7%	105	22.2%	63
Listing Discount (From Last List Price)	6.6%		9.2%		12.7%
Listing Inventory	23	9.5%	21	35.3%	17
Months of Supply	17.3	9.5%	15.8	137.0%	7.3
Entry Price Threshold	\$3,850,000	13.2%	\$3,400,000	28.4%	\$2,998,000
Average Square Feet	5,233	-0.2%	5,246	-1.4%	5,308

Luxury Condo Matrix (Top 10% of Sales)	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$619,667	14.4%	\$541,667	45.9%	\$424,750
Average Price per Sq Ft	\$386	-3.7%	\$401	14.9%	\$336
Median Sales Price	\$535,000	-5.3%	\$565,000	23.0%	\$435,000
Number of Sales (Closed)	3	0.0%	3	-25.0%	4
Days on Market (From Last List Date)	28	300.0%	7	55.6%	18
Listing Discount (From Last List Price)	3.5%		2.1%		-0.3%
Listing Inventory	25	108.3%	12	2400.0%	1
Months of Supply	25.0	108.3%	12.0	3025.0%	0.8
Entry Price Threshold	\$395,000	-16.8%	\$475,000	3.9%	\$380,000
Average Square Feet	1,606	18.9%	1,351	22.6%	1,310

## By Sales Share

### Lighthouse Point Beach

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	62.5%	53.3%
Single Family Mortgage	37.5%	46.7%
Condo Cash	81.0%	75.0%
Condo Mortgage	19.0%	25.0%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$500K	0.0%	3.3%
Single Family \$500K - \$1.5M	45.5%	45.0%
Single Family Over \$1.5M	54.5%	51.7%
Condo Under \$500K	90.9%	100.0%
Condo \$500K - \$1.5M	9.1%	0.0%
Condo Over \$1.5M	0.0%	0.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	3.0%	33.3%
Single Family At	9.1%	23.3%
Single Family Under	87.9%	43.3%
Condo Over	0.0%	28.1%
Condo At	22.7%	28.1%
Condo Under	77.3%	43.8%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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