

The Fort Lauderdale Market Report

What's actually happening in Fort Lauderdale real estate — prices, inventory, days-on-market, and how to compete as a buyer. Updated for 2025.

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How current is this report?

All ranges in this report reflect Q1 2025 BeachesMLS data and current market conditions. The Fort Lauderdale market moves quickly — for a real-time view of any specific neighborhood, ask Jim or Olga for a custom report on the address you're considering.

1. Market summary

The Fort Lauderdale market in 2025 is a story of two markets stitched together. Entry-level and mid-market homes (\$500K–\$1.2M) remain competitive — strong demand from out-of-state relocators, limited inventory, and multiple-offer situations on well-priced homes. Luxury and waterfront (\$2M+) has cooled — more inventory, longer days on market, and serious negotiating room.

Quick read: who has leverage?

Price band	Market type	Days on market (avg)	Buyer leverage
Under \$600K	Strong seller's market	12–25 days	Low
\$600K–\$1.2M	Seller's market	25–45 days	Low–Medium
\$1.2M–\$2M	Balanced	45–75 days	Medium
\$2M–\$4M	Slight buyer's market	70–110 days	Medium–High
\$4M+	Buyer's market	100–180+ days	High

What this means for your strategy

If you're shopping under \$1.2M, plan to write strong offers quickly and expect competition. If you're shopping \$2M+, take your time, ask for concessions, and don't be afraid to negotiate hard — sellers in this band are often more flexible than they appear.

2. Pricing by neighborhood type

Fort Lauderdale's 84 neighborhoods cluster into six broad types, each with its own price band and market dynamics.

Neighborhood type	Median price (2025)	Sample neighborhoods
Inland west single-family	\$525K–\$725K	Riverland, Lake Aire, Croissant Park
Inland east single-family (no HOA)	\$700K–\$1.1M	Coral Ridge, Imperial Point, Victoria Park
Beach condo	\$450K–\$1.1M	Galt Mile, Central Beach, Lauderdale Beach
Downtown condo	\$500K–\$1.5M	Flagler Village, Las Olas Riverhouse
Waterfront single-family (canal/bridge)	\$1.4M–\$3M	Lauderdale Isles, Coral Shores
Waterfront single-family (deep-water)	\$2.5M–\$8M+	Las Olas Isles, Rio Vista, Harbor Beach
Luxury waterfront	\$5M–\$25M+	Sunrise Key, Bay Colony, Bermuda Riviera

Where prices are rising fastest

- **Flagler Village** — strong urban demand, walkability premium.
- **Tarpon River** — emerging, downtown-adjacent, value play.
- **Poinsettia Heights** — gentrifying, mid-market value.
- **Riverland Village** — best inland-value play, A-rated school zone.

Where prices have softened

- **Ultra-luxury Las Olas Isles & Harbor Beach** — elevated inventory at \$5M+.
- **Older Galt Mile condos** — SB-4D inspections and reserves driving discounts.
- **\$3M–\$5M waterfront** — buyers more selective, longer DOM.

3. What's selling fast (and what's sitting)

Selling fast (under 30 days, often above ask)

- **Move-in ready single-families under \$900K in A-school zones** (Coral Ridge, Imperial Point, Victoria Park, Harbordale-zoned addresses).
- **Updated condos under \$700K with low HOA fees** in beach buildings without recent special assessments.
- **Anything with a renovated kitchen, impact windows, and recent roof.**
- **Walkable downtown townhouses** in Flagler Village and Sailboat Bend.

Sitting longer (45+ days, often with price reductions)

- **Older condos with looming SB-4D special assessments** — buyers can't get clear financing answers.
- **Homes with 15+ year-old roofs** — insurance won't write coverage.
- **Overpriced waterfront \$3M–\$6M** — sellers anchoring to 2022 peak.
- **Inland west homes without renovations** — buyers prefer to pay more for done.
- **Properties in active flood zones with no elevation certificate** — insurance shock kills deals.

The opportunity in "sitting" inventory

A home that's been listed 75+ days with one or two price reductions is often negotiable on more than just price — closing credits, repairs, even furnishings. If you're patient, the second-tier inventory is where deals get made in 2025.

4. The five forces shaping 2025

Insurance market correction.

After several years of double-digit premium increases and carrier exits, the Florida homeowner's insurance market is stabilizing. New entrants are slowly returning. This is gradually pulling buyers back into market segments that priced out in 2023–2024.

SB-4D structural inspection law.

The post-Surfside law requires structural inspections and full reserves on condo buildings 30+ years old. Buildings that have completed inspections and funded reserves are now selling at premiums; buildings that haven't are seeing 10%–25% discounts. This is reshaping the entire condo market.

Out-of-state migration steady but cooling.

Net migration from NY, NJ, IL, and CA remains strongly positive, but down from the 2021–2022 peak. The buyer pool is more selective, more value-conscious, and more likely to negotiate.

Mortgage rates settling.

After two years of rate volatility, 30-year fixed rates have settled into a 6.0%–7.0% range. This is the new normal, and buyers are adapting their expectations rather than waiting for sub-5% returns.

New construction in select inland pockets.

Tear-down-rebuild activity is strong in Tarpon River, Poinsettia Heights, and Riverside Park. New-construction inventory is growing the supply side at the \$1M–\$2M level.

5. How to compete as a buyer

In the under-\$1.2M segment, well-priced homes routinely receive 3–7 offers in their first week. To win without overpaying, your offer needs to be strategically constructed — not just at the highest price.

The 7-element strong offer

- 1 **Pre-approval letter from a Florida-licensed lender**, not a pre-qualification. Underwriter-reviewed beats credit-check-only every time.
- 2 **Earnest money 1.5%–3% of purchase price**. Higher EMD signals seriousness.
- 3 **Inspection contingency 7–10 days**, not the standard 15. Tighter timelines win against equal offers.
- 4 **Clean financing contingency**. Pre-underwritten loans (Jim runs these) let you write a 14–17 day financing contingency instead of the standard 30.
- 5 **Reasonable closing date** — match the seller's preference within reason.
- 6 **Limited seller credits asked for**. Each ask weakens the offer; only ask for what truly matters.
- 7 **Personal letter (carefully)** — Florida law allows but Realtors discourage. Use only when there's a clear non-protected angle (the family is moving for X reason).

Pre-underwriting beats pre-approval

A standard pre-approval is a credit and income review. Pre-underwriting is a full loan file review by an underwriter — the only thing left is the appraisal. Jim runs pre-underwritings before serious buyers start touring. With a pre-underwritten letter, you can write 14-day financing contingencies that no other buyer can match.

6. The buying process, step by step

Step 1: Pre-approval (Day 0)

15-minute call with Jim. Income, asset, and credit overview. Receive a pre-approval letter within 24 hours. If you want pre-underwriting, plan 5–7 business days for underwriter review.

Step 2: Neighborhood consultation (Day 1)

30-minute call with Olga. Lifestyle, household, school, and budget review. Receive a custom shortlist of 3–6 neighborhoods that fit, with sample listings.

Step 3: Tour (Day 5–14)

Either an in-person tour weekend (10–15 properties in 2–3 days) or video-tour walkthroughs for remote buyers. The goal is to identify your top 2–3 finalists.

Step 4: Offer (Day 15–25)

Olga drafts the FAR/BAR contract with strategic terms based on the property's market position. Negotiation typically resolves in 24–72 hours. Earnest money wired to title company within 3 days of acceptance.

Step 5: Due diligence (Day 25–40)

Home inspection, 4-point inspection, wind mitigation, insurance binder quote. If condo, condo association docs and reserve study review. Negotiate any repair credits.

Step 6: Financing & closing (Day 40–55)

Appraisal completes. Final underwriting clears. Title work and survey complete. Final walk-through 24 hours pre-close. Wire closing funds (verify by phone). Sign at title company. Receive keys.

7. Common deal-killers

Insurance won't write the property.

Old roof, claims history, or poor wind-mit. Order insurance binder quote within the first 7 days, not the last. Build a 14-day insurance contingency into your offer.

Appraisal comes in low.

Especially common in fast-rising sub-\$1M segment. Either come prepared with extra cash to bridge or include an appraisal contingency. Ask Jim to review recent comps before you offer.

Condo reserves don't pass underwriting.

Fannie Mae's non-warrantable list disqualifies many older Fort Lauderdale buildings. Verify warrantability BEFORE you write the offer. Portfolio loans available but require 20%–25% down.

Flood zone surprise.

Many east-of-US-1 properties are in AE flood zones. The premium can be \$4,000+/yr. Get the elevation certificate from the seller; if elevated, you can apply for a Letter of Map Amendment (LOMA) that can dramatically reduce premium.

Inspection finds termites or roof issues.

Florida is termite country. WDO inspection (separate from home inspection) is essential. Negotiate repair credits or seller-paid repairs in writing.

8. Pre-offer checklist

Before you write an offer on any Fort Lauderdale property, work through this list. Five minutes of verification prevents deals from dying in due diligence.

Property

- Roof age verified (pulled permit history if 12+ years)
- Flood zone confirmed (FEMA Flood Map Service)
- Property tax history pulled (Broward County Property Appraiser)
- School zoning verified for exact street address
- HOA fees, reserves, and 40-year inspection status (if applicable)
- CLUE claim history report ordered

Financing

- Pre-approval (or pre-underwriting) letter dated within 30 days
- Insurance binder quote in hand
- Down payment funds verified and seasoned
- Closing cost estimate reviewed

Strategy

- Comparable sales (last 90 days, same micro-area) reviewed with Olga
- Days-on-market for this specific listing checked
- Seller motivation assessed (price reductions, time of year, life events)
- Walk-away number set in writing before negotiation starts

Your next step

Every successful Fort Lauderdale purchase starts with knowing your real buying power — not a quick online estimate, but a 15-minute conversation that factors in HOA fees, flood insurance, and Florida property taxes. That's how Jim Blackburn (Stairway Mortgage, NMLS #1072866) opens every buyer relationship before connecting you with Olga Blackburn (The Keyes Company) for the home search.

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Ready when you are

Call or text Jim at (954) 993-1625 to start your 15-minute pre-qualification. No credit pull required for the conversation.