PRIVATE MARKET INTELLIGENCE

*Q1 · 2026*

# The Waterfront *Report*

*A quarterly analysis of the luxury and waterfront markets in Deerfield Beach, Lighthouse Point, Hillsboro Mile, Pompano Beach, and Boca Raton.*

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*Deerfield Beach · South Florida*

EXECUTIVE SUMMARY

# The story of *the quarter.*

The first quarter of 2026 marked a meaningful shift in the South Florida luxury waterfront market. After several years of pandemic-driven price acceleration and inventory scarcity, conditions are moving toward equilibrium — and with that shift comes real opportunity for both sellers and buyers who understand the new dynamics.

Three forces defined Q1:

- **Inventory is normalizing.** After years of historic lows, active listings in our core waterfront markets have returned to roughly healthy supply levels — giving buyers meaningful selection for the first time since 2020.
- **Sales velocity is rebounding.** Transaction volume in Lighthouse Point alone was up substantially versus the prior comparable period, signaling renewed buyer confidence.
- **Pricing is recalibrating, not collapsing.** Some markets saw median price adjustments, but this reflects a change in mix (more modest homes trading) rather than a broad decline in underlying value — especially at the luxury tier.

> **WHAT THIS MEANS FOR YOU**
>
> *If you're a seller, pricing precision matters more this quarter than in any of the past four years. If you're a buyer, you have genuine options — and leverage you didn't have 12 months ago.*

## HEADLINE NUMBERS FOR Q1 2026

| $1.1M | 83 | 295 | $554 |
|---|---|---|---|
| LIGHTHOUSE POINT MEDIAN SALE PRICE | AVG. DAYS ON MARKET — LIGHTHOUSE POINT | DEERFIELD BEACH WATERFRONT LISTINGS | LIGHTHOUSE POINT PRICE PER SF |
| ▲ 8.3% YoY | ▼ from 128 days | Active supply | ▲ 20.8% YoY |

BY THE NUMBERS

# Waterfront markets *at a glance.*

A side-by-side look at the luxury waterfront markets we track, based on recent sales data and active inventory.

| MARKET | MEDIAN PRICE | YOY CHANGE | DAYS ON MARKET |
|---|---|---|---|
| Lighthouse Point<br>Venetian Isles · Coral Key · ICW access | $1,100,000 | ▲ 8.3% | 83 days |
| Deerfield Beach<br>ICW · canal · oceanfront | $497,000* | — Mixed | 92 days |
| The Cove<br>Deerfield Beach premium waterfront | $875,000 | Stable | — |
| Hillsboro Mile<br>Oceanfront estates | $5M+ range | Scarce inventory | Varies |
| Pompano Beach<br>Canal-front · ICW | $950K–$1.4M | Strong demand | ~8.2 mo. supply |
| Boca Raton (ICW)<br>Gated waterfront communities | $2.3M+ | Stable | Luxury tier active |

**Citywide Deerfield Beach single-family median. Waterfront premiums typically add 40–80%.*

**WHAT DROVE LIGHTHOUSE POINT'S PERFORMANCE**

*Days on market dropped from 128 to 83. Price per square foot climbed over 20%. Waterfront sales volume rose ~42% — genuine value growth, not a mix shift.*

FOR SELLERS

# What this means if *you're selling.*

The era of listing high and watching bidding wars unfold is behind us. That doesn't mean sellers can't do extraordinarily well in 2026 — but it does mean that how you price, prepare, and market your home matters more than it has since 2019.

## THREE SHIFTS EVERY SELLER SHOULD UNDERSTAND

SHIFT ONE

### Pricing precision is everything now

Overpriced listings are sitting. In Lighthouse Point, average homes are now selling at roughly 6% below list price after 80+ days. Homes priced correctly from launch are still moving in 50 days or less. The difference is strategy, not market conditions.

SHIFT TWO

### Buyers have options they didn't have a year ago

With inventory normalized, buyers are touring multiple homes before offering. Presentation, staging, and professional photography have moved from "nice to have" to "required" — particularly above the $2M threshold where expectations are highest.

SHIFT THREE

### Waterfront specifics drive price more than ever

Deepwater access, dock condition, seawall age, and bridge clearance are increasingly separating homes that sell from homes that sit. Generic waterfront marketing no longer resonates — buyers want specifics, and they'll verify every claim.

SELLER TAKEAWAY

*This is a market where well-prepared, properly priced waterfront homes still command premium prices. But the margin for error has narrowed considerably. A pre-listing strategy consultation is worth more in 2026 than it was in 2022.*

FOR BUYERS

# What this means if *you're buying.*

For the first time since early 2020, buyers of luxury waterfront homes in South Florida have genuine leverage — selection, time to consider, and negotiating room. But the window is finite, and timing matters.

## THREE OPPORTUNITIES TO ACT ON

OPPORTUNITY ONE

### Selection has returned to the market

Deerfield Beach has nearly 300 waterfront listings active. Lighthouse Point has 83. These are numbers that simply didn't exist 18 months ago. Buyers can now tour 8–12 qualified options before committing, rather than settling for the first acceptable home that surfaces.

OPPORTUNITY TWO

### Negotiation room has returned

Average sale-to-list ratios are running around 94% in the broader ocean-access segment. Properly positioned buyers are negotiating meaningful concessions on price, closing dates, inspection items, and included personal property — all of which had disappeared in 2021–2023.

OPPORTUNITY THREE

### Interest rate environment is stabilizing

With rates showing signs of moderation and the buyer pool selective, financed buyers with strong pre-approvals are finding sellers willing to work with them — including accepting financing contingencies that were routinely rejected two years ago.

BUYER TAKEAWAY

*The window for meaningful buyer leverage may not last indefinitely. Early 2026 represents one of the more favorable entry points in recent memory for serious buyers — particularly those buying off-market through broker networks before the spring season drives renewed competition.*

Q2 OUTLOOK

# Looking *forward.*

Our outlook for the remainder of 2026 anticipates continued normalization — with waterfront fundamentals in our core markets remaining strong underneath the surface noise.

## WHAT WE'RE WATCHING IN Q2

- **Spring seasonality** — expect increased buyer activity through April and May as Northeastern and Midwestern buyers finalize decisions before summer.
- **Insurance environment** — Florida's property insurance landscape remains a real consideration for luxury buyers. Several carriers have reentered the market, but premiums and underwriting standards vary widely.
- **New construction inventory** — a pipeline of 2025–2026 new builds in Lighthouse Point and Deerfield Beach is reaching the market, pushing the top of the price range and reshaping comparables.
- **Off-market activity** — a growing share of luxury transactions are happening privately. Being connected to the right broker network matters more than ever.

*"Balance is returning to the waterfront market. That's the healthiest environment we've seen in five years."*

## SOURCES & METHODOLOGY

*Data compiled from Redfin Q1 2026 housing data, Homes.com neighborhood statistics, By The Sea Realty Waterfront Market Watch (Q1 2026), and BeachesMLS. Medians reflect most recent reported sales. Property-specific valuations require individual analysis.*

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