



PRIVATE MARKET INTELLIGENCE

Q2 · 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*.

Q2 2026 confirmed what Q1 suggested: South Florida's luxury and waterfront markets are continuing to normalize. Pricing has eased modestly in some segments, transaction volume is up meaningfully across Florida, and buyers have leverage they didn't have eighteen months ago. None of this is bad news — it's the healthiest market environment we've seen since 2019.

Three forces defined the quarter:

- **Pricing has softened modestly at the top of the market.** Lighthouse Point's all-home median dropped to roughly \$1.06M in April 2026 — down 2.6% year-over-year — reflecting both inventory growth and a shift in the mix of homes trading.
- **Transaction volume is up sharply.** Florida statewide closed roughly 30,460 homes in May 2026, a 9.7% increase year-over-year — buyers are returning to the market in earnest.
- **Mortgage rates are moderating.** The 30-year fixed averaged 6.53% in late May 2026, down from a year earlier. Rate stabilization is a meaningful tailwind for financed buyers.

WHAT THIS MEANS FOR YOU

If you're a seller, pricing strategy matters more than at any point in the past four years. If you're a buyer, the combination of rate moderation, expanded inventory, and modest pricing softness creates a genuinely favorable entry point.

HEADLINE NUMBERS FOR Q2 2026

\$1.06M

LIGHTHOUSE POINT
MEDIAN SALE
PRICE

▼ 2.6% YoY (April)

6.53%

30-YEAR FIXED
MORTGAGE RATE

▼ from prior year

278

DEERFIELD BEACH
33441 ACTIVE
LISTINGS

May 2026

+9.7%

FLORIDA SALES
VOLUME YOY (MAY)

30,460 homes sold

BY THE NUMBERS

Waterfront markets *at a glance.*

A side-by-side look at our six core markets based on Q2 2026 data and recent sales activity.

MARKET	MEDIAN PRICE	YOY CHANGE	DAYS ON MARKET
Lighthouse Point Venetian Isles · Coral Key · ICW access	\$1,056,954	▼ 2.6%	88 days
Deerfield Beach (33441) ICW · canal · oceanfront	\$366,000*	▲ 4.6%	76 days
Deerfield Beach Barrier Island Oceanfront condos · The Cove	\$610,000	Steady	~140 days
Hillsboro Mile Oceanfront estates	\$5M+ range	Limited inventory	Varies
Pompano Beach Canal-front · ICW	\$950K–\$1.4M	Stable	Active
Boca Raton (ICW) Gated waterfront communities	\$2.3M+	Stable	Luxury tier active

*Citywide median (Nov 2025 reference). Waterfront-specific premiums add 40–80% depending on water type, dock, and access.

THE LIGHTHOUSE POINT SHIFT, IN CONTEXT

Q1 reported Lighthouse Point up 8.3% YoY. Q2 shows the median down 2.6%. That's not a crash — it's a recalibration as more modest waterfront homes trade and Q1's specific outlier sales fall out of the comparison window. Underlying value remains strong, but the trajectory has flattened.

FOR SELLERS

What this means if *you're selling*.

Q2's data tells a more nuanced story than Q1. Waterfront pricing is no longer rising on autopilot, but the right strategy still produces premium outcomes. The difference now is precision — sellers who price correctly and prepare thoroughly are still moving homes; those who don't are sitting.

THREE SHIFTS EVERY SELLER SHOULD UNDERSTAND

SHIFT ONE

The list-to-sale gap has widened

Florida statewide showed 20.2% of homes had price drops in May 2026 — meaningful but down from 24% a year earlier. The sale-to-list ratio averaged 96.3%, meaning homes are selling at about 4% below ask. For luxury waterfront homes, the spread can be wider when initial pricing is aggressive.

SHIFT TWO

Days on market are extending in the luxury tier

Lighthouse Point average days on market sit near 88 in Q2, with the broader Deerfield Beach barrier island closer to 140 days. Patient sellers willing to wait for the right buyer can still command top pricing — but the urgency-driven seller must accept that quick sales now require pricing to invite multiple offers, not chase them.

SHIFT THREE

Waterfront specifics matter more than ever

In a market where buyers have selection, the homes that move are the ones with clearly differentiated waterfront features — no-fixed-bridge access, generous frontage, recent seawall work, and modern dock infrastructure. Generic waterfront marketing in 2026 produces generic results.

SELLER TAKEAWAY

The market still rewards prepared sellers handsomely. But preparation now means three things: precise pricing against true comps, visible investment in presentation, and explicit marketing of the specific waterfront features that drive buyer decisions. A pre-listing strategy consultation is worth more in this environment than it was a year ago.

FOR BUYERS

What this means if *you're buying*.

If you've been waiting for the right moment to buy luxury waterfront in South Florida, Q2 2026 may be it. Selection, negotiating room, and the most stable rate environment since 2022 are all converging in the buyer's favor — but the window has a half-life.

THREE OPPORTUNITIES TO ACT ON

OPPORTUNITY ONE

Genuine selection is here

Deerfield Beach's 33441 ZIP alone shows 278 active homes for sale as of late May 2026, with 74 new listings in the prior 30 days. Lighthouse Point has equivalent depth. Buyers can now tour 10–15 qualified waterfront options before committing — a luxury that did not exist 18 months ago.

OPPORTUNITY TWO

Negotiating room is real

With sale-to-list ratios at 96.3% statewide and 20.2% of listings experiencing price drops, prepared buyers can negotiate on price, terms, contingencies, closing dates, and included items. The aggressive overbidding culture of 2021–2022 is gone. Reasonable offers are being heard again.

OPPORTUNITY THREE

Rate moderation supports financed buyers

30-year fixed rates near 6.53% in late May 2026 are well below the peaks of 2023–2024. For buyers financing \$1M+ luxury purchases, the carrying-cost math has improved meaningfully. Sellers are also more willing to entertain financing contingencies than they were in the cash-dominated peak.

BUYER TAKEAWAY

The current window — meaningful selection, real negotiation leverage, moderating rates — may not last indefinitely. As inventory tightens later in 2026 and migration from northern markets continues, buyer leverage typically erodes. Q2 and Q3 2026 likely represent a favorable entry point for serious buyers, particularly those with access to off-market inventory through broker networks.

Q3 OUTLOOK

Looking *forward*.

Our outlook for the second half of 2026 anticipates continued normalization with several specific dynamics worth watching:

WHAT WE'RE WATCHING IN Q3

- **Summer seasonality** — historically slower, but with more inventory and motivated sellers, summer 2026 may present genuine opportunities for patient buyers.
- **Rate trajectory** — if 30-year fixed rates continue easing toward the mid-6% range, expect renewed buyer activity in late Q3 and Q4.
- **Hurricane season** — typically dampens late-summer activity. Well-prepared properties with recent storm-mitigation upgrades will be advantaged.
- **New construction pipeline** — Hillsboro Beach's Rosewood residences (early 2027) will reshape ultra-luxury comparable pricing.
- **Off-market activity** — increasingly material share of luxury transactions. Broker network access matters more than ever.

"This is the healthiest waterfront market we've seen since 2019. Buyers have options. Sellers have to earn their price. That's how a real market works."

SOURCES & METHODOLOGY · Data compiled from Redfin Q2 2026, Homes.com, Movoto, Orchard, PropertyShark, Florida Realtors, Freddie Mac (May 2026), and BeachesMLS. Medians reflect most recent reported sales.

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