



BOCA RATON, FLORIDA

Highlights of the Quarterly Survey of Boca Raton and Highland Beach Sales

1Q-2014

ELLIMANREPORT

“ Sellers pushed asking prices higher, slowing the pace of the market as buyers continued to resist. ”

Boca Raton Market Matrix (Condos/TH)	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$229,569	-1.4%	\$232,940	-8.8%	\$251,700
Average Price per Sq Ft	\$143	0.0%	\$143	-19.2%	\$177
Median Sales Price	\$150,000	0.0%	\$150,000	16.3%	\$129,000
Number of Sales (Closed)	643	3.2%	623	-8.9%	706
Days on Market (From Last List Date)	81	-16.5%	97	-43.0%	142
Boca Raton Market Matrix (Single Family)	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$528,616	-1.0%	\$534,077	5.3%	\$502,200
Average Price per Sq Ft	\$160	-3.6%	\$166	-17.5%	\$194
Median Sales Price	\$370,000	5.7%	\$350,000	19.4%	\$310,000
Number of Sales	496	-9.8%	550	-5.2%	523
Days on Market (From Last List Date)	99	2.1%	97	-38.9%	162
Luxury Market Matrix (Condos/TH)	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$891,771	-0.4%	\$895,278	-26.7%	\$1,216,043
Average Price per Sq Ft	\$346	11.6%	\$310	-28.2%	\$482
Median Sales Price	\$658,125	-19.0%	\$812,500	-20.2%	\$825,000
Number of Sales (Closed)	64	3.2%	62	-9.9%	71
Days on Market (From Last List Date)	185	9.5%	169	-4.1%	193
Luxury Market Matrix (Single Family)	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$1,812,071	-11.5%	\$2,046,966	-12.1%	\$2,060,784
Average Price per Sq Ft	\$273	-17.0%	\$329	-24.8%	\$363
Median Sales Price	\$1,491,782	2.9%	\$1,450,000	-8.0%	\$1,622,000
Number of Sales	50	-9.1%	55	-2.0%	51
Days on Market (From Last List Date)	193	7.2%	180	-15.4%	228

Luxury condo/townhouse There were 10 sales at or above the one million dollar threshold in the first quarter of 2014 compared to 21 sales in the same period last year. The luxury entry threshold slipped 2.2% to \$450,000 from the prior year quarter.

Luxury single family The entry price threshold for the luxury market began at \$882,500 in the first quarter, 4.6% below the same period last year reflecting the shift in the mix to lower end luxury properties.

Waterfront condo/townhouse had an average marketing time of 112 days, 48 days faster than the same period last year as listing discount remained essentially unchanged at 8.1%.