

ELLI MAN

REPORT

Q2 2019

ROYAL PALM BOCA RATON SALES

Quarterly Survey of Residential Sales

ROYAL PALM SINGLE FAMILY DASHBOARD

year-over-year

PRICES

Average Price Per Sq Ft

6.7%

PACE

Months of Supply

5.7 mos.

SALES

Closed Sales

26.7%

INVENTORY

Total Inventory

18.8%

MARKETING TIME

Days on Market

102 days

NEGOTIABILITY

Listing Discount

4.9%

- The number of sales rose year over year for the fourth time in five quarters
- Listing inventory declined after two prior quarters of year over year increases
- All price trend indicators moved above year-ago levels

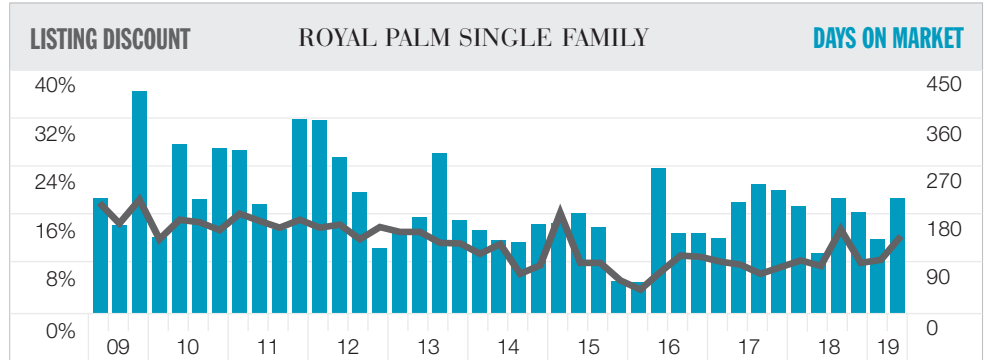
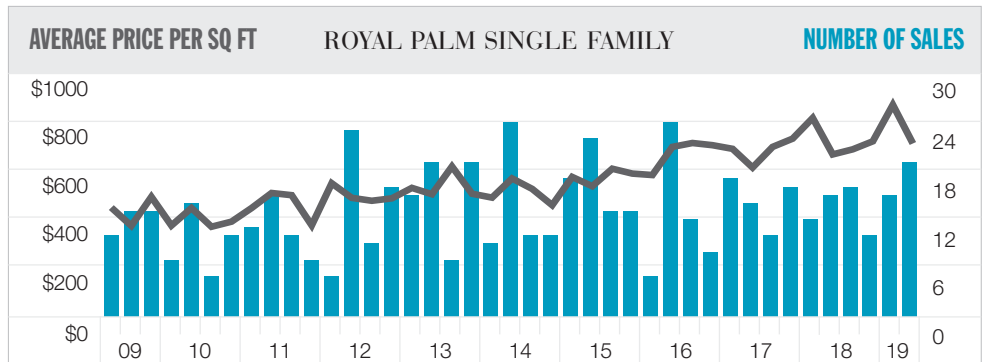
The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

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The number of sales in the second quarter was the highest total in three years.

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Royal Palm Single Family Matrix	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$3,736,711	-26.2%	\$5,060,000	3.9%	\$3,596,781
Average Price Per Sq Ft	\$713	-18.2%	\$872	6.7%	\$668
Median Sales Price	\$2,719,500	-22.3%	\$3,500,000	17.3%	\$2,318,000
Number of Sales (Closed)	19	26.7%	15	26.7%	15
Days on Market (From Last List Date)	213	55.5%	137	91.9%	111
Listing Discount (From Last List Price)	12.7%		8.8%		7.8%
Listing Inventory	65	-21.7%	83	-18.8%	80
Months of Supply	10.3	-38.0%	16.6	-35.6%	16.0
Average Square Feet	5,242	-9.6%	5,800	-2.7%	5,388

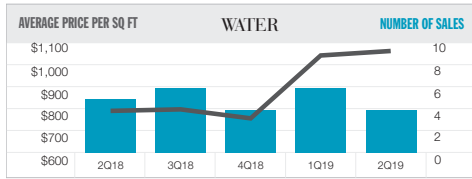


The market was characterized by rising prices, falling inventory, and more sales. Average price per square foot rose 6.7% to \$713 from the same period last year. This result was consistent with the 18.8% drop in listing inventory to 65 listings at the end of the second quarter. There were 19 sales in the second quarter, 26.7% more than the year-ago

quarter and the highest quarterly total reached in three years. Months of supply, the number of months to sell all inventory at the current rate of sales, was 10.3 months, 35.6% faster than the same period a year ago. Marketing time nearly doubled to 213, combined with a high level of sales, indicating that older listing inventory was cleared from the market.

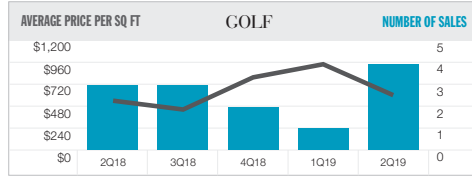
Royal Palm, Boca Raton Market by **LOCATION**

WATER



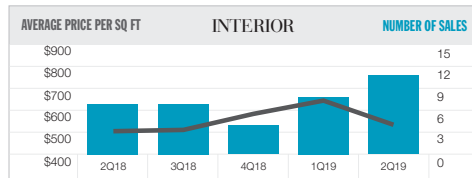
Water Matrix	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$8,188,250	11.2%	\$7,362,500	18.2%	\$6,930,000
Average Price Per Sq Ft	\$1,072	2.0%	\$1,051	35.4%	\$792
Median Sales Price	\$8,275,000	49.8%	\$5,525,000	25.4%	\$6,600,000
Number of Sales (Closed)	4	-33.3%	6	-20.0%	5
Days on Market (From Last List Date)	404	146.3%	164	245.3%	117
Listing Discount (From Last List Price)	13.5%		8.4%		6.5%
Average Square Feet	7,636	9.0%	7,004	-12.7%	8,749

GOLF



Golf Matrix	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$2,663,750	-66.7%	\$8,000,000	10.2%	\$2,416,667
Average Price Per Sq Ft	\$610	-36.3%	\$957	11.3%	\$548
Median Sales Price	\$2,262,500	-71.7%	\$8,000,000	-16.2%	\$2,700,000
Number of Sales (Closed)	4	300.0%	1	33.3%	3
Days on Market (From Last List Date)	303	718.9%	37	N/A	106
Listing Discount (From Last List Price)	18.4%		12.4%		13.6%
Average Square Feet	4,366	-47.8%	8,359	-1.0%	4,409

INTERIOR



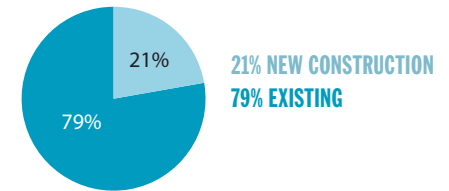
Interior Matrix	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$2,508,136	-15.4%	\$2,965,625	45.7%	\$1,721,673
Average Price Per Sq Ft	\$535	-17.4%	\$648	5.9%	\$505
Median Sales Price	\$2,200,000	-8.3%	\$2,400,000	35.5%	\$1,623,712
Number of Sales (Closed)	11	37.5%	8	57.1%	7
Days on Market (From Last List Date)	111	-14.6%	130	2.8%	108
Listing Discount (From Last List Price)	9.4%		8.4%		8.0%
Average Square Feet	4,691	2.5%	4,578	37.6%	3,408

Royal Palm, Boca Raton Market by **TYPE**

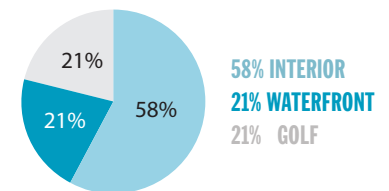
New Construction Matrix	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$7,900,750	2.1%	\$7,737,500	N/A	N/A
Average Price Per Sq Ft	\$1,106	6.3%	\$1,040	N/A	N/A
Median Sales Price	\$7,750,000	10.7%	\$7,000,000	N/A	N/A
Number of Sales (Closed)	4	0.0%	4	N/A	N/A
Days on Market (From Last List Date)	447	325.7%	105	N/A	N/A
Listing Discount (From Last List Price)	14.4%		8.2%	N/A	N/A
Average Square Feet	7,146	-4.0%	7,441	N/A	N/A

Existing Matrix	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$2,626,300	-35.7%	\$4,086,364	-27.0%	\$3,596,781
Average Price Per Sq Ft	\$555	-29.3%	\$785	-16.9%	\$668
Median Sales Price	\$2,200,000	-31.3%	\$3,200,000	-5.1%	\$2,318,000
Number of Sales (Closed)	15	36.4%	11	0.0%	15
Days on Market (From Last List Date)	151	1.3%	149	36.0%	111
Listing Discount (From Last List Price)	11.3%		9.3%		7.8%
Average Square Feet	4,735	-9.0%	5,204	-12.1%	5,388

SALES SHARE BY TYPE



SALES SHARE BY LOCATION



Royal Palm, Boca Raton Market by **SALES SHARE**

FINANCE	Current Quarter	Prior Year Quarter
Cash	78.9%	73.3%
Mortgage	21.1%	26.7%

PRICE	Current Quarter	Prior Year Quarter
Under \$3M	57.9%	66.7%
\$3M - \$5M	26.3%	0.0%
Over \$5M	15.8%	33.3%

OVER/UNDER LAST LIST	Current Quarter	Prior Year Quarter
Over	5.3%	0.0%
At	0.0%	13.3%
Under	94.7%	86.7%



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