

ELLI MAN

REPORT

Q3 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

6.8%

PACE

Months of Supply

5.5 mos.

SALES

Closed Sales

18.8%

INVENTORY

Total Inventory

28.4%

MARKETING TIME

Days on Market

43 days

NEGOTIABILITY

Listing Discount

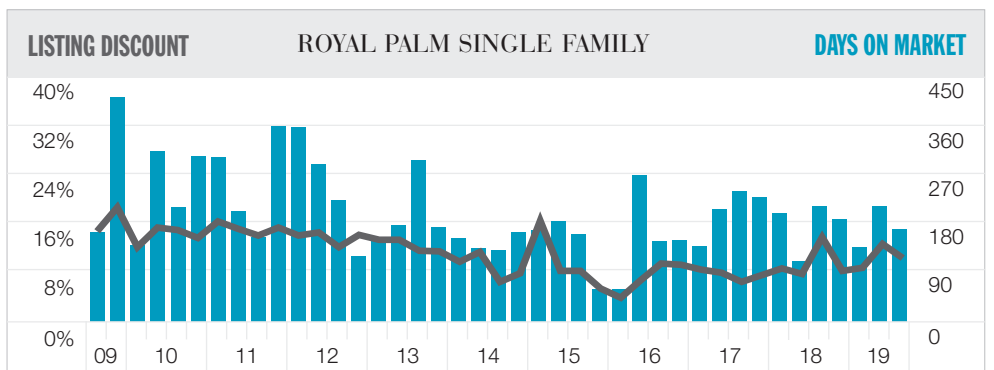
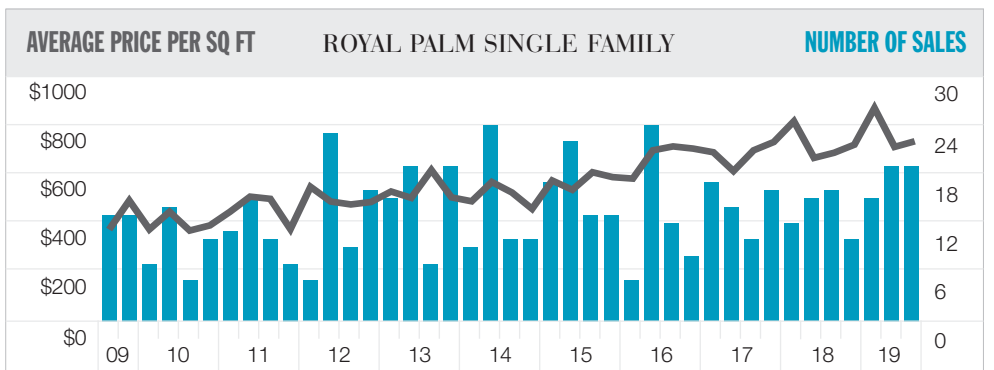
3.4%

- Price trend indicators and the number of sales pressed higher year over year
- The pace of the market has annually moved faster for three straight quarters
- Listing inventory declined year over year during the two most recent quarters

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.

“The market pace has moved faster for three straight quarters.”

Royal Palm Single Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$4,430,053	18.6%	\$3,736,711	7.6%	\$4,118,563
Average Price Per Sq Ft	\$736	3.2%	\$713	6.8%	\$689
Median Sales Price	\$3,780,000	39.0%	\$2,719,500	89.2%	\$1,997,500
Number of Sales (Closed)	19	0.0%	19	18.8%	16
Days on Market (From Last List Date)	170	-20.2%	213	-20.2%	213
Listing Discount (From Last List Price)	10.4%		12.7%		13.8%
Listing Inventory	53	-18.5%	65	-28.4%	74
Months of Supply	8.4	-18.4%	10.3	-39.6%	13.9
Average Square Feet	6,020	14.8%	5,242	0.7%	5,980

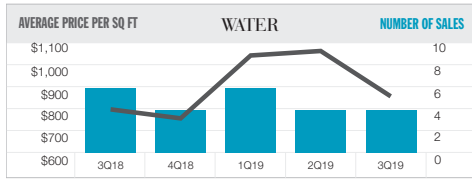


The market continued to experience elevated sales levels, fewer listings, and upward price pressure. The number of sales remained at a three year high of 19, up 18.8% from the year-ago quarter and up 31.9% above the five-year quarterly average of 14.4. Listing inventory dropped 28.4% to 53 from the prior-year quarter and declining annually for the second straight quarter. With rising sales and falling supply, the pace of the market was faster. Months

of supply, the number of months to sell all inventory at the current rate of sales, was 8.4 months, 39.6% faster than the same period a year ago. The average price per square foot increased by 6.8% to \$736 from the same period last year. In fact, all price trend indicators rose above year-ago levels and were not skewed higher by the average sales size, which edged up nominally by 0.7% to 6,020 square feet.

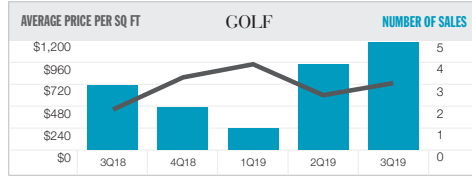
Royal Palm, Boca Raton Market by LOCATION

WATER



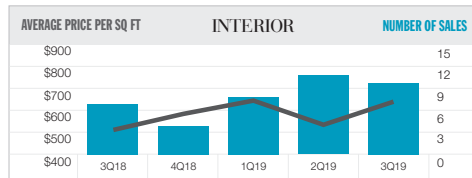
Water Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$7,657,500	-6.5%	\$8,188,250	-6.5%	\$8,187,500
Average Price Per Sq Ft	\$860	-19.8%	\$1,072	7.6%	\$799
Median Sales Price	\$7,212,500	-12.8%	\$8,275,000	-20.1%	\$9,025,000
Number of Sales (Closed)	4	0.0%	4	-33.3%	6
Days on Market (From Last List Date)	133	-67.1%	404	-51.6%	275
Listing Discount (From Last List Price)	13.1%		13.5%		14.5%
Average Square Feet	8,907	16.6%	7,636	-13.1%	10,244

GOLF



Golf Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$4,242,000	59.2%	\$2,663,750	149.0%	\$1,703,333
Average Price Per Sq Ft	\$745	22.1%	\$610	65.9%	\$449
Median Sales Price	\$3,780,000	67.1%	\$2,262,500	89.5%	\$1,995,000
Number of Sales (Closed)	5	25.0%	4	66.7%	3
Days on Market (From Last List Date)	263	-13.2%	303	-13.5%	304
Listing Discount (From Last List Price)	11.9%		18.4%		18.9%
Average Square Feet	5,693	30.4%	4,366	50.2%	3,790

INTERIOR



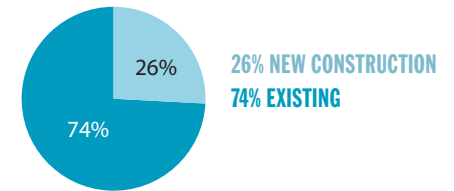
Interior Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$3,233,100	28.9%	\$2,508,136	94.1%	\$1,666,000
Average Price Per Sq Ft	\$643	20.2%	\$535	25.8%	\$511
Median Sales Price	\$2,666,000	21.2%	\$2,200,000	77.7%	\$1,500,000
Number of Sales (Closed)	10	-9.1%	11	42.9%	7
Days on Market (From Last List Date)	139	25.2%	111	14.9%	121
Listing Discount (From Last List Price)	6.9%		9.4%		8.5%
Average Square Feet	5,028	7.2%	4,691	54.1%	3,263

Royal Palm, Boca Raton Market by TYPE

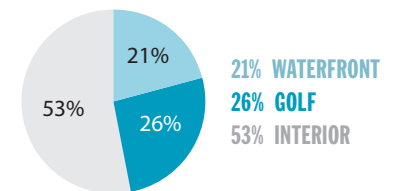
New Construction Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$7,249,800	-8.2%	\$7,900,750	-32.4%	\$10,725,000
Average Price Per Sq Ft	\$1,006	-9.0%	\$1,106	-22.7%	\$1,301
Median Sales Price	\$5,944,000	-23.3%	\$7,750,000	-44.6%	\$10,725,000
Number of Sales (Closed)	5	25.0%	4	150.0%	2
Days on Market (From Last List Date)	251	-43.8%	447	-6.7%	269
Listing Discount (From Last List Price)	13.6%		14.4%		14.4%
Average Square Feet	7,206	0.8%	7,146	-12.6%	8,243

Existing Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$3,423,000	30.3%	\$2,626,300	7.8%	\$3,174,786
Average Price Per Sq Ft	\$612	10.3%	\$555	9.1%	\$561
Median Sales Price	\$3,306,000	50.3%	\$2,200,000	76.6%	\$1,872,500
Number of Sales (Closed)	14	-6.7%	15	0.0%	14
Days on Market (From Last List Date)	141	-6.6%	151	-31.2%	205
Listing Discount (From Last List Price)	8.0%		11.3%		13.4%
Average Square Feet	5,596	18.2%	4,735	-1.1%	5,657

SALES SHARE BY TYPE



SALES SHARE BY LOCATION



Royal Palm, Boca Raton Market by SALES SHARE

FINANCE	Current Quarter	Prior Year Quarter
Cash	63.2%	87.5%
Mortgage	36.8%	12.5%

PRICE	Current Quarter	Prior Year Quarter
Under \$3M	31.6%	62.5%
\$3M - \$5M	31.6%	6.3%
Over \$5M	36.8%	31.3%

OVER/UNDER LAST LIST	Current Quarter	Prior Year Quarter
Over	0.0%	0.0%
At	0.0%	6.3%
Under	100.0%	93.8%



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