

ELLI MAN

REPORT

4Q 2014

PALM BEACH SALES

Quarterly Survey of
Palm Beach Residential Sales

DASHBOARD

year-over-year

CONDO & TOWNHOUSE

PRICES

Median Sales Price

8.6%

SALES

Closed Sales

8.6%

INVENTORY

Total Inventory

6.8%

MARKETING TIME

Days on Market

9 days

SINGLE FAMILY

PRICES

Median Sales Price

73.3%

SALES

Closed Sales

17.9%

INVENTORY

Total Inventory

15.7%

MARKETING TIME

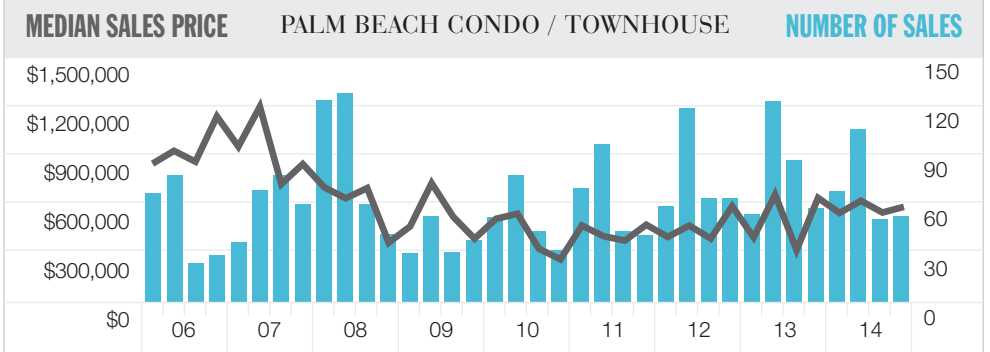
Days on Market

52 days

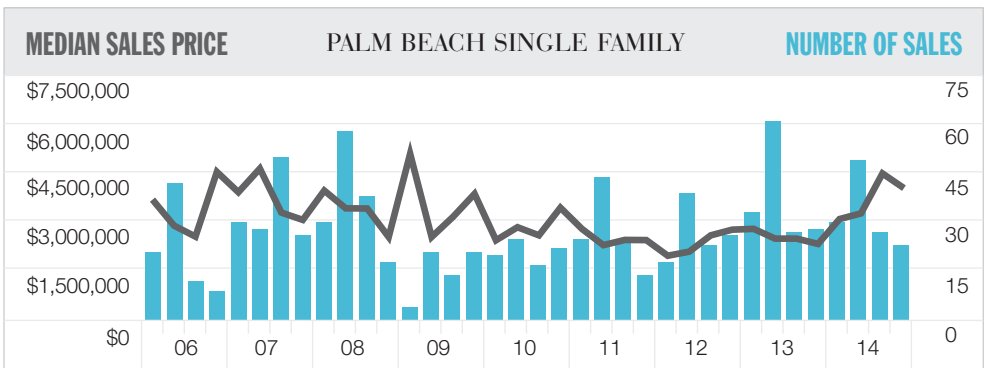
- Inventory across the market continued to fall
- Condo prices were mixed as single family prices increased sharply
- Sales tempered by limited inventory

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.

Palm Beach Market Matrix (Condos/TH)	4Q-2014	%Chg (QRT)	3Q-2014	%Chg (YR)	4Q-2013
Average Sales Price	\$988,507	-6.4%	\$1,056,543	16.4%	\$849,102
Average Price Per Sq Ft	\$548	-3.0%	\$565	9.2%	\$502
Median Sales Price	\$585,000	6.4%	\$550,000	-8.6%	\$640,000
Number of Sales (Closed)	53	3.9%	51	-8.6%	58
Days on Market (From Last List Date)	232	44.1%	161	4.0%	223
Listing Discount (From Last List Price)	11.1%		15.5%		10.3%
Listing Inventory (Active)	345	19.0%	290	-6.8%	370
Absorption Period (Months)	19.5	14.0%	17.1	2.1%	19.1



Palm Beach Market Matrix (Single Family)	4Q-2014	%Chg (QRT)	3Q-2014	%Chg (YR)	4Q-2013
Average Sales Price	\$4,996,696	-22.6%	\$6,454,092	23.4%	\$4,049,993
Average Price Per Sq Ft	\$1,014	-17.6%	\$1,230	0.2%	\$1,012
Median Sales Price	\$4,050,000	-10.0%	\$4,500,000	73.3%	\$2,337,500
Number of Sales (Closed)	23	-14.8%	27	-17.9%	28
Days on Market (From Last List Date)	147	-22.2%	189	-26.1%	199
Listing Discount (From Last List Price)	12.0%		15.0%		13.0%
Listing Inventory (Active)	107	13.8%	94	-15.7%	127
Absorption Period (Months)	14.0	34.6%	10.4	2.9%	13.6



Sales in the Palm Beach housing market continued to skew towards larger sized homes. The average square footage of a luxury sale was 8,846, 31.7% larger than the same period

last year. Sizes in the overall condo market increased 6.6% to 1,804 square feet and the sizes in overall single family market increased 23.1% to 4,928 respectively from the prior

year period. Listing inventory continued to fall across the entire market, restraining sales activity. The luxury housing market experienced a 12.8% decline in inventory to 68 listings with an entry threshold of \$5,500,000. Condo listing inventory fell 6.8% to 345 and single family listing inventory fell 15.7% to 107 respectively from the prior year quarter. Days on market, the number of days from the last price change to the sales date, for sales in the luxury market

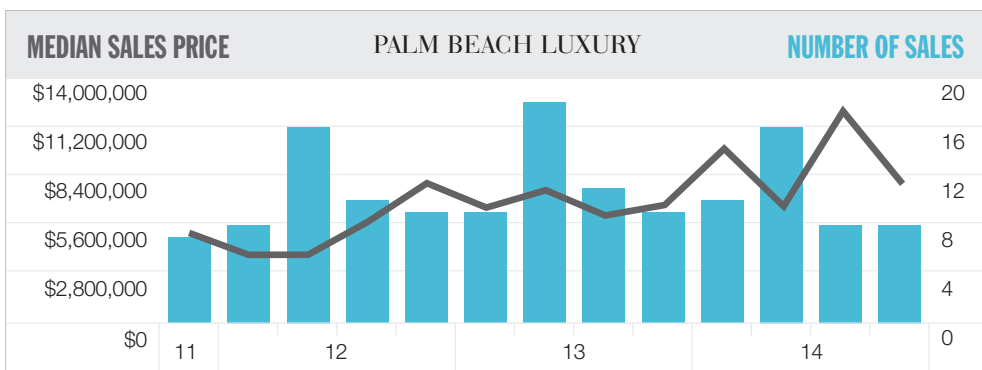
was 198 days, down by nearly half from 379 days in the prior year quarter. The lack of inventory has cleared out much of the stagnant listings, skewing days on market higher. Luxury listing discount, the percentage difference between the list price at time of sale and the sales price, slipped to 14.3% from 15.5% in the prior year quarter. The price indicators for the overall and luxury markets were generally higher than the prior year quarter results. The

luxury market median sales price jumped 18% to \$7,961,800 from the same period last year. The overall condo market showed mixed results with a 16.4% increase in average sales price to \$988,507 an 8.6% decline in median sales price to \$585,000 over the same period. The single family median sales price surged 73.3% to \$4,050,000 from the prior year quarter.

LUXURY

- Median and average sales price increased
- Listing inventory and number of sales fell at the same rate
- Days on market fell by nearly half
- Entry threshold increased by more than a third

Luxury Market Matrix	4Q-2014	%Chg (QRT)	3Q-2014	%Chg (YR)	4Q-2013
Average Sales Price	\$9,049,825	-30.7%	\$13,055,061	5.1%	\$8,611,200
Average Price Per Sq Ft	\$1,023	-29.6%	\$1,453	-20.2%	\$1,282
Median Sales Price	\$7,961,800	-34.3%	\$12,125,000	18.0%	\$6,750,000
Number of Sales (Closed)	8	0.0%	8	-11.1%	9
Days on Market (From Last List Date)	198	48.9%	133	-47.8%	379
Listing Discount (From Last List Price)	14.3%		17.0%		15.5%
Listing Inventory (Active)	68	126.7%	30	-12.8%	78
Absorption Period (Months)	25.5	125.7%	11.3	-1.9%	26.0
Entry Threshold	\$5,500,000	-31.3%	\$8,000,000	34.1%	\$4,100,000



Luxury Mix	Sales Share	Volume Share
>\$20M (%)	0.0%	0.0%
\$10M - \$20M (%)	25.0%	37.4%
>Min - \$10M (%)	75.0%	62.6%

Palm Beach by LOCATION

- North End saw shift towards larger sales
- South End sales increased, mainly towards more modest properties
- Continued volatility in price trends for both regions

North End Market Matrix	4Q-2014	%Chg (QRT)	3Q-2014	%Chg (YR)	4Q-2013
Average Sales Price	\$3,497,229	3.1%	\$3,391,906	92.8%	\$1,814,172
Average Price per Sq Ft	\$1,008	0.5%	\$1,003	35.7%	\$743
Median Sales Price	\$2,500,000	19.0%	\$2,100,000	85.2%	\$1,350,000
Number of Sales (Closed)	43	-14.0%	50	-24.6%	57

South End Market Matrix	4Q-2014	%Chg (QRT)	3Q-2014	%Chg (YR)	4Q-2013
Average Sales Price	\$513,152	-75.5%	\$2,091,031	-74.9%	\$2,042,755
Average Price per Sq Ft	\$289	-63.5%	\$791	-62.7%	\$775
Median Sales Price	\$390,000	-26.7%	\$532,000	-40.0%	\$650,000
Number of Sales (Closed)	33	17.9%	28	13.8%	29

Note: This sub-category is the analysis of Palm Beach single family and condo/townhouse sales within the MLS. They are located south of Southern Boulevard (Florida State Road 80). The data is also contained within the other markets presented.

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