

ELLI MAN

REPORT

3Q 2015
PALM BEACH SALES

Quarterly Survey of
Palm Beach Residential Sales

DASHBOARD

year-over-year

CONDO & TOWNHOUSE

PRICES

Median Sales Price

0.9%

SALES

Closed Sales

7.8%

INVENTORY

Total Inventory

18.6%

MARKETING TIME

Days on Market

63 days

SINGLE FAMILY

PRICES

Median Sales Price

7.0%

SALES

Closed Sales

18.5%

INVENTORY

Total Inventory

9.6%

MARKETING TIME

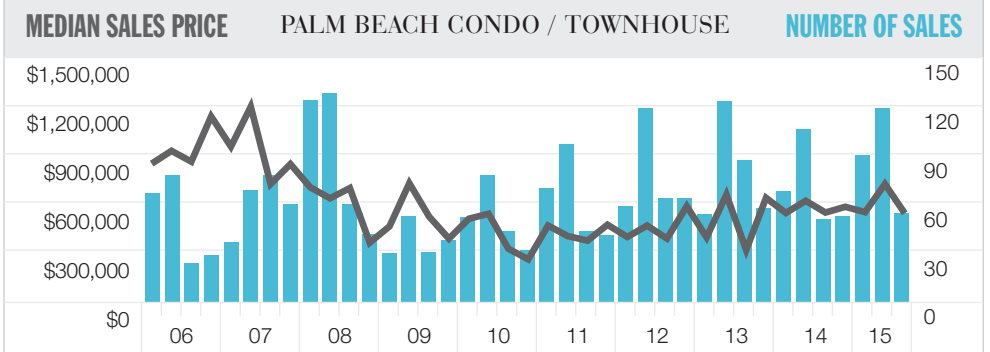
Days on Market

49 days

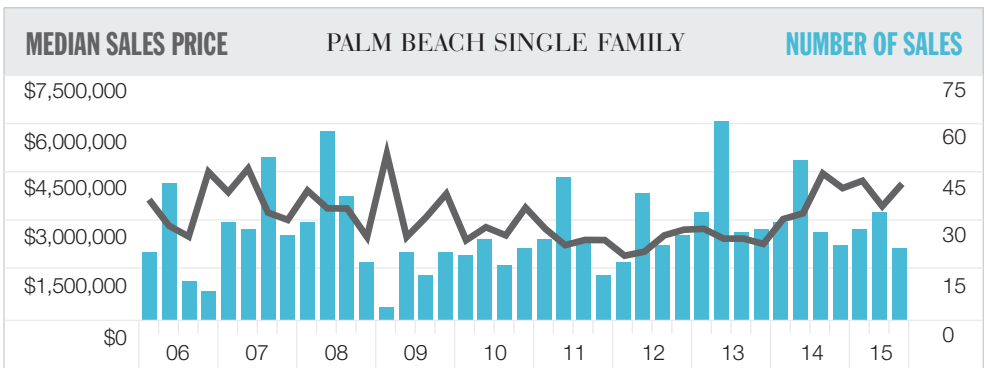
- Average sales size continued to fall sharply across property types
- Condo sales expanded as inventory fell
- Single family sales declined as inventory edged higher

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)	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$945,073	-7.6%	\$1,023,164	-10.6%	\$1,056,543
Average Price Per Sq Ft	\$579	-1.4%	\$587	2.5%	\$565
Median Sales Price	\$545,000	-24.8%	\$725,000	-0.9%	\$550,000
Number of Sales (Closed)	55	-53.8%	119	7.8%	51
Days on Market (From Last List Date)	98	3.2%	95	-39.1%	161
Listing Discount (From Last List Price)	9.5%		7.7%		15.5%
Listing Inventory (Active)	236	-2.1%	241	-18.6%	290
Absorption Period (Months)	12.9	111.5%	6.1	-24.6%	17.1



Palm Beach Market Matrix (Single Family)	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$5,223,068	2.7%	\$5,085,187	-19.1%	\$6,454,092
Average Price Per Sq Ft	\$1,254	-3.2%	\$1,295	2.0%	\$1,230
Median Sales Price	\$4,185,000	19.7%	\$3,495,000	-7.0%	\$4,500,000
Number of Sales (Closed)	22	-33.3%	33	-18.5%	27
Days on Market (From Last List Date)	140	-15.2%	165	-25.9%	189
Listing Discount (From Last List Price)	13.4%		8.1%		15.0%
Listing Inventory (Active)	103	-1.9%	105	9.6%	94
Absorption Period (Months)	14.0	47.4%	9.5	34.6%	10.4



Overall Palm Beach sales activity and inventory slipped from year ago levels. There were 77 total sales in the third quarter, 1.3% below the year ago level, of which condo sales expanded

7.8% and single family sales fell 18.5%. Overall listing inventory declined 11.7% to 339 of which condo listings fell 18.6% and single family listings increased 9.6%. The net result was

a faster moving condo market and a slower moving single family market. The absorption rate for condos, the number of months to sell all inventory at the current rate of sales was 12.9 months, 24.6% faster than the year ago quarter. The single family absorption rate was 14 months, 34.6% slower than the year ago quarter. Price indicators were skewed lower by a sharp decline in the average square footage of a sale. The average square footage of a condo

sale fell 12.7% from year ago levels to 1,632. The decline in single family average square footage was more pronounced, falling 20.6% to 4,165 square foot. The decline in the average luxury sales size was more significant, falling 40.2% to 5,369 from 8,985 in the year ago quarter. The luxury market, defined as the top 10% of all sales, began at \$5,500,000, down 31.3% from \$8,000,000 in the prior year quarter. As a result in the recent volatility of sales size, a

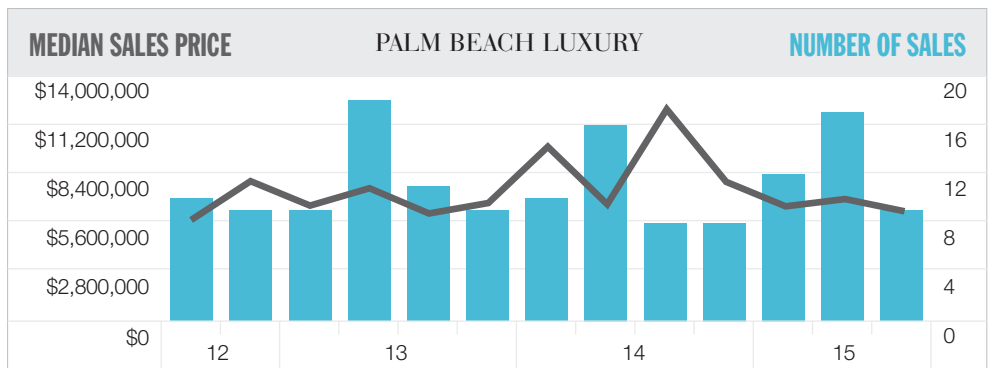
reliable trend indicator was the average price per square foot trend, especially for condos. This suggested modest price growth from the year ago period. The average price per square foot of a condo sale was \$579 per square foot, up 2.5% from the year ago quarter. The single family price per square foot trend was similar, rising 2% to \$1,254 over the same period.

LUXURY

- Significant drop in the average size of a luxury sale
- Price trend indicators skewed lower by smaller sized sales
- Surge in marketing time as negotiability tightened
- Luxury price entry threshold continued to fall

Luxury Market Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$8,396,503	4.3%	\$8,052,275	-35.7%	\$13,055,061
Average Price Per Sq Ft	\$1,564	2.0%	\$1,533	7.6%	\$1,453
Median Sales Price	\$6,272,800	-10.1%	\$6,975,000	-48.3%	\$12,125,000
Number of Sales (Closed)	9	-47.1%	17	12.5%	8
Days on Market (From Last List Date)	214	-2.7%	220	60.9%	133
Listing Discount (From Last List Price)	14.5%		8.4%		17.0%
Listing Inventory (Active)	68	-18.1%	83	126.7%	30
Absorption Period (Months)	22.7	55.5%	14.6	100.9%	11.3
Entry Threshold	\$5,500,000	50.9%	\$3,645,000	-31.3%	\$8,000,000

Luxury Mix	Sales Share	Volume Share
>\$20M (%)	0.0%	0.0%
\$10M - \$20M (%)	33.3%	53.4%
>Min - \$10M (%)	66.7%	46.6%



Palm Beach by LOCATION

- North End price indicators mixed
- South End price indicators skewed lower by sharp drop in sales size
- South End sales surged as North End sales slip

North End Market Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$3,198,567	24.6%	\$2,567,998	-5.7%	\$3,391,906
Average Price per Sq Ft	\$1,062	4.1%	\$1,020	5.9%	\$1,003
Median Sales Price	\$2,350,000	46.2%	\$1,607,500	11.9%	\$2,100,000
Number of Sales (Closed)	45	-50.0%	90	-10.0%	50

South End Market Matrix	3Q-2015	%Chg (QRT)	2Q-2015	%Chg (YR)	3Q-2014
Average Sales Price	\$609,036	-29.2%	\$860,762	-70.9%	\$2,091,031
Average Price per Sq Ft	\$398	-15.7%	\$472	-49.7%	\$791
Median Sales Price	\$284,500	-38.2%	\$460,500	-46.5%	\$532,000
Number of Sales (Closed)	42	-44.7%	76	50.0%	28

Note: This sub-category is the analysis of Palm Beach single family and condo/townhouse sales within the MLS. The data is also contained within the other markets presented.

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