

ELLI MAN

REPORT

2Q 2016

PALM BEACH SALES

Quarterly Survey of
Palm Beach Residential Sales

DASHBOARD

year-over-year

CONDO & TOWNHOUSE

PRICES

Median Sales Price

5.2%

SALES

Closed Sales

29.4%

INVENTORY

Total Inventory

5.0%

MARKETING TIME

Days on Market

16 days

SINGLE FAMILY

PRICES

Median Sales Price

28.8%

SALES

Closed Sales

6.1%

INVENTORY

Total Inventory

22.9%

MARKETING TIME

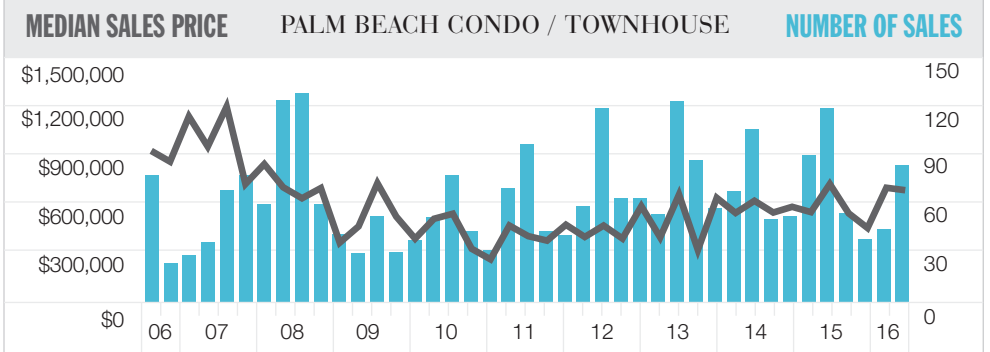
Days on Market

48 days

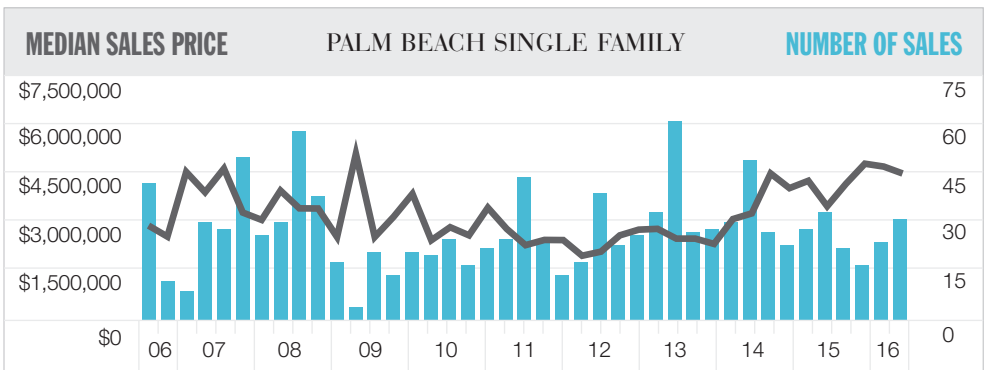
- Sales slipped as inventory expanded across property types
- Single family prices jumped as average sales size skewed larger
- Condo marketing time increased and negotiability expanded

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)	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$996,413	8.0%	\$922,822	-2.6%	\$1,023,164
Average Price Per Sq Ft	\$517	-0.8%	\$521	-11.9%	\$587
Median Sales Price	\$687,000	-2.1%	\$702,000	-5.2%	\$725,000
Number of Sales (Closed)	84	86.7%	45	-29.4%	119
Days on Market (From Last List Date)	111	40.5%	79	16.8%	95
Listing Discount (From Last List Price)	9.9%		11.3%		7.7%
Listing Inventory (Active)	253	-20.9%	320	5.0%	241
Absorption Period (Months)	9.0	-57.7%	21.3	47.5%	6.1



Palm Beach Market Matrix (Single Family)	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$7,184,110	-9.3%	\$7,923,021	41.3%	\$5,085,187
Average Price Per Sq Ft	\$1,389	-12.5%	\$1,588	7.3%	\$1,295
Median Sales Price	\$4,500,000	-4.5%	\$4,712,500	28.8%	\$3,495,000
Number of Sales (Closed)	31	29.2%	24	-6.1%	33
Days on Market (From Last List Date)	117	58.1%	74	-29.1%	165
Listing Discount (From Last List Price)	20.3%		12.5%		8.1%
Listing Inventory (Active)	129	-17.8%	157	22.9%	105
Absorption Period (Months)	12.5	-36.2%	19.6	31.6%	9.5



Overall price trend indicators for the Palm Beach housing market continued to rise, helped by the shift towards larger sized sales. The single family median sales price jumped

28.8% to \$4,500,000 from the year ago quarter. The rise was partially due to the 31.7% rise in average square feet to 5,127 over the same period. Condo median sales price declined

5.2% to \$687,000 despite the 10.6% increase in average square footage to 1,927. The luxury market, representing the top 10% of all sales, showed a significant shift to larger sized homes resulting in gains to the price trend indicators. The average square footage of a luxury sale was 7,387 square feet, up 40.6% from the year ago quarter. As a result the luxury median sales price surged 45% to \$10,112,500 over the same period. With a small universe of single family and

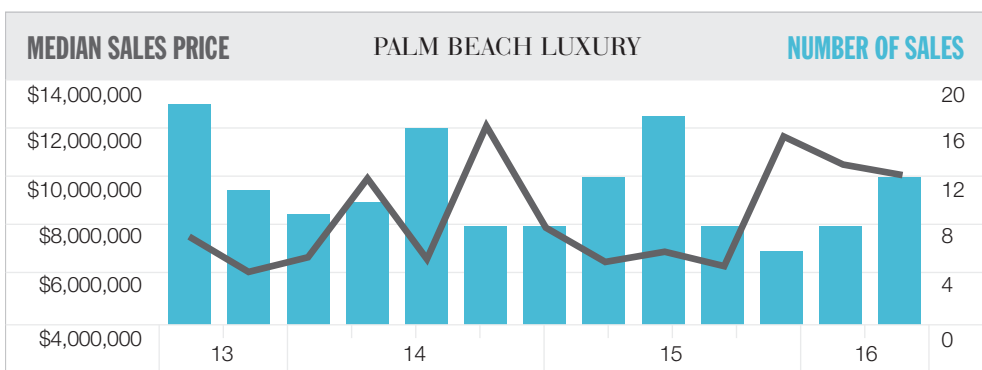
condo sales in the luxury market, price trend volatility is somewhat common. The price gains in the luxury market were also attributable to limited supply. Luxury listing inventory dropped 26.5% to 61 listings that were at or above the \$6,100,000 luxury entry threshold. However listing inventory for the combined condo and single family market rose 10.4% over the same period, contrary to the inventory patterns seen in other south Florida markets in this report

series. Marketing times were consistent with rising single family price trends and declining condo price trends. The days on market, the number of days between the last price change to the contract date, fell 29.1% to 117 days for single family sales but increased 16.8% to 111 days for condo sales.

LUXURY

- The average size of a luxury sales surged
- Price trend indicators moved higher
- Average marketing time fell sharply despite rise in negotiability
- Listing inventory fell sharply from the prior spring market

Luxury Market Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$13,370,833	-19.1%	\$16,536,875	66.1%	\$8,052,275
Average Price Per Sq Ft	\$1,810	-9.3%	\$1,996	18.1%	\$1,533
Median Sales Price	\$10,112,500	-4.1%	\$10,545,000	45.0%	\$6,975,000
Number of Sales (Closed)	12	50.0%	8	-29.4%	17
Days on Market (From Last List Date)	133	79.7%	74	-39.5%	220
Listing Discount (From Last List Price)	22.6%		14.4%		8.4%
Listing Inventory (Active)	61	-1.6%	62	-26.5%	83
Absorption Period (Months)	15.3	-34.3%	23.3	4.8%	14.6
Entry Threshold	\$6,100,000	-16.4%	\$7,295,000	67.4%	\$3,645,000



Luxury Mix	Sales Share	Volume Share
>\$20M (%)	16.7%	40.2%
\$10M - \$20M (%)	41.7%	35.1%
>Min - \$10M (%)	41.7%	24.7%

Palm Beach by LOCATION

- The number of sales across both regions continued to decline
- North End price trend indicators showed double-digit gains
- South End average and median sales prices rose

North End Market Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$4,226,981	-11.0%	\$4,747,664	64.6%	\$2,567,998
Average Price per Sq Ft	\$1,343	-5.5%	\$1,421	31.7%	\$1,020
Median Sales Price	\$2,337,500	-4.6%	\$2,450,000	45.4%	\$1,607,500
Number of Sales (Closed)	60	30.4%	46	-33.3%	90

South End Market Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$959,768	11.4%	\$861,232	11.5%	\$860,762
Average Price per Sq Ft	\$470	5.4%	\$446	-0.4%	\$472
Median Sales Price	\$545,000	-9.5%	\$602,500	18.3%	\$460,500
Number of Sales (Closed)	55	96.4%	28	-27.6%	76

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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