

# ELLI MAN

## REPORT

# Q3 2017

## PALM BEACH SALES

Quarterly Survey of  
Palm Beach Residential Sales

## DASHBOARD

year-over-year

### CONDO & TOWNHOUSE

#### PRICES

Median Sales Price

**26.4%**

#### SALES

Closed Sales

**37.2%**

#### INVENTORY

Total Inventory

**1.7%**

#### MARKETING TIME

Days on Market

**28** days

### SINGLE FAMILY

#### PRICES

Median Sales Price

**24.5%**

#### SALES

Closed Sales

**22.7%**

#### INVENTORY

Total Inventory

**3.1%**

#### MARKETING TIME

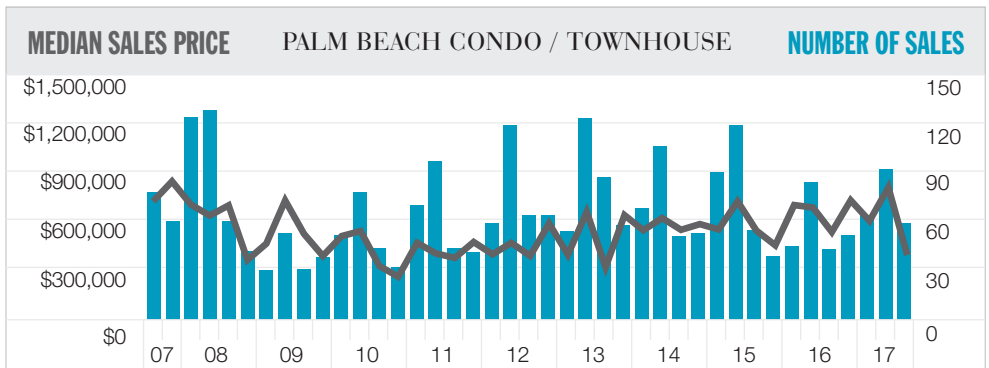
Days on Market

**54** days

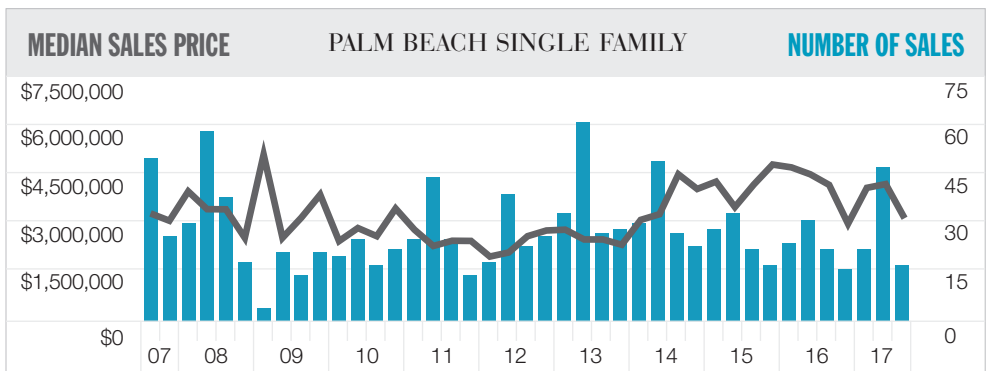
- Condo sales jumped as single-family sales fell, reflecting the shift in market focus to lower priced units
- Condos and single family saw modest change in listing inventory
- Condo market showed shorter marketing time and a faster pace

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)	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$763,492	-42.4%	\$1,325,261	-2.8%	\$785,798
Average Price Per Sq Ft	\$490	-34.1%	\$744	0.8%	\$486
Median Sales Price	\$395,000	-51.2%	\$810,000	-26.4%	\$536,500
Number of Sales (Closed)	59	-35.9%	92	37.2%	43
Days on Market (From Last List Date)	94	-8.7%	103	-23.0%	122
Listing Discount (From Last List Price)	11.3%		8.9%		11.3%
Listing Inventory (Active)	234	-11.7%	265	1.7%	230
Absorption Period (Months)	11.9	38.4%	8.6	-25.6%	16.0
Average Square Feet (Closed)	1,557	-21.0%	1,972	2.0%	1,527



Palm Beach Market Matrix (Single Family)	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$5,345,249	-33.8%	\$8,072,791	-14.8%	\$6,275,708
Average Price Per Sq Ft	\$1,192	-29.3%	\$1,686	-17.0%	\$1,437
Median Sales Price	\$3,151,115	-25.0%	\$4,200,000	-24.5%	\$4,175,000
Number of Sales (Closed)	17	-63.8%	47	-22.7%	22
Days on Market (From Last List Date)	243	86.9%	130	28.6%	189
Listing Discount (From Last List Price)	13.4%		13.8%		13.1%
Listing Inventory (Active)	127	-9.3%	140	-3.1%	131
Absorption Period (Months)	22.4	151.7%	8.9	25.1%	17.9
Average Square Feet (Closed)	4,484	-7.2%	4,832	8.2%	4,143



The Palm Beach condo market overpowered the single-family sales market as market emphasis shifted away from higher-end pricing this quarter. This change was in the shift to lower-priced condos

this quarter. There were 59 condo sales, up 37.2% and there were 17 single family sales, down 22.7% respectively from the same quarter a year ago. Condo listing inventory edged up 1.7% to 234 but resulted in a much faster moving condo market. The condo absorption rate, the number of months to sell all listings at the current rate of sales, was 25.6% faster than the prior-year quarter, falling to 11.9 months. Single-family inventory slipped 3.1% to 127, but because sales declined more quickly, the pace of the market slowed. The single-family

absorption rate was 25.1% slower than the prior-year quarter, rising to 22.4 months. The difference between property types was also evident in days on market, the average number of days between the date of the last price change to the contract date for properties that closed in the quarter. Days on market was 28 days faster for condos and 54 days slower for single families respectively from the prior-year quarter. The double-digit declines in median sales price for all property types were also reflective of this shift in the mix. The luxury

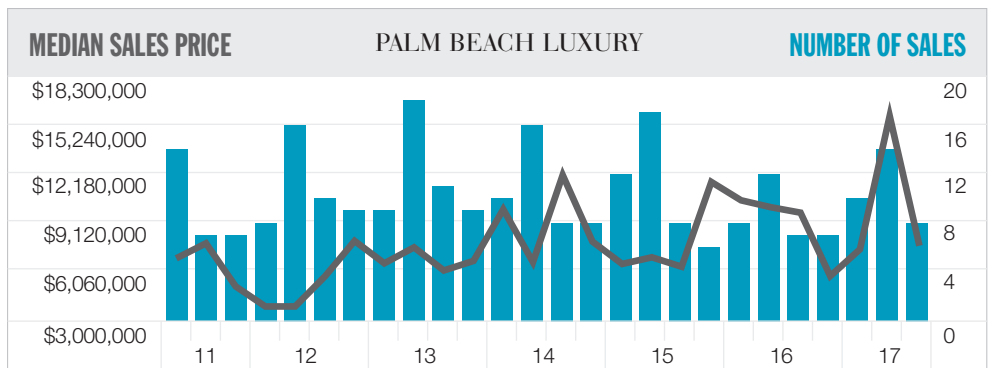
market, representing the top 10% of all sales, showed modest changes in inventory, marketing time and negotiability as the market skewed to the lower end of the high-end market. Luxury days on market decreased by two days to 252 days, and luxury listing discount declined to 13.4% from 15.2% respectively in the prior-year quarter. Luxury listing inventory edged up by 4 listings to 95 over the same period.

## LUXURY

- Price trend indicators fell sharply as mix shifted to lower end of market
- Marketing time stabilized at a high level as negotiability tightened
- Listing inventory edged higher as market pace saw slight decline
- Entry threshold slipped with the shift to smaller sales

Luxury Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$8,676,875	-53.5%	\$18,645,943	-33.2%	\$12,984,792
Average Price Per Sq Ft	\$1,354	-39.3%	\$2,232	-31.5%	\$1,978
Median Sales Price	\$7,700,000	-51.3%	\$15,826,900	-21.2%	\$9,770,600
Number of Sales (Closed)	8	-42.9%	14	14.3%	7
Days on Market (From Last List Date)	252	80.0%	140	-0.8%	254
Listing Discount (From Last List Price)	13.4%		15.3%		15.2%
Listing Inventory (Active)	95	79.2%	53	4.4%	91
Absorption Period (Months)	35.6	212.3%	11.4	-8.7%	39.0
Entry Threshold	\$4,865,000	-38.4%	\$7,900,000	-2.6%	\$4,995,000
Average Square Feet (Closed)	6,407	-22.8%	8,295	-2.4%	6,562

Luxury Mix	Sales Share	Volume Share
>\$20M (%)	0.0%	0.0%
\$10M - \$20M (%)	25.0%	40.5%
>Min - \$10M (%)	75.0%	59.5%



## Palm Beach by LOCATION

- North End median sales price was unchanged as sales declined
- South End price trend indicators decreased as sales surged
- Average sales size fell sharply in South End

North End Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$3,710,911	-24.1%	\$4,889,150	-14.8%	\$4,353,345
Average Price per Sq Ft	\$1,150	-24.2%	\$1,517	-15.3%	\$1,358
Median Sales Price	\$2,400,000	-17.2%	\$2,897,500	0.0%	\$2,400,000
Number of Sales (Closed)	31	-64.8%	88	-11.4%	35
Average Square Feet (Closed)	3,226	-8.0%	3,506	2.0%	3,163

South End Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$463,934	-66.7%	\$1,394,118	-28.6%	\$649,593
Average Price per Sq Ft	\$307	-55.8%	\$694	-26.4%	\$417
Median Sales Price	\$325,000	-55.2%	\$725,000	-37.8%	\$522,500
Number of Sales (Closed)	45	-11.8%	51	50.0%	30
Average Square Feet (Closed)	1,513	-30.6%	2,181	-11.6%	1,711

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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