

# ELLI MAN

## REPORT

**Q3 2018**  
**PALM BEACH SALES**

Quarterly Survey of  
Palm Beach Residential Sales

## DASHBOARD

year-over-year

### CONDO & TOWNHOUSE

#### PRICES

Median Sales Price

**11.4%**

#### SALES

Closed Sales

**16.9%**

#### INVENTORY

Total Inventory

**7.7%**

#### MARKETING TIME

Days on Market

**12 days**

### SINGLE FAMILY

#### PRICES

Median Sales Price

**17.4%**

#### SALES

Closed Sales

**5.9%**

#### INVENTORY

Total Inventory

**11.0%**

#### MARKETING TIME

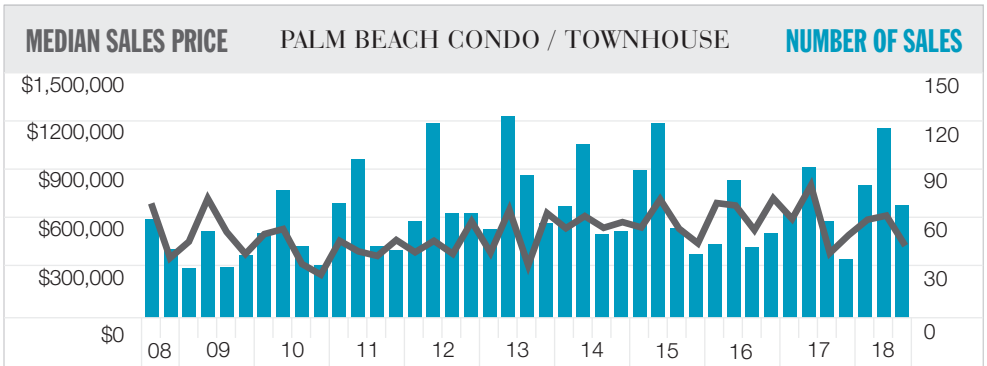
Days on Market

**98 days**

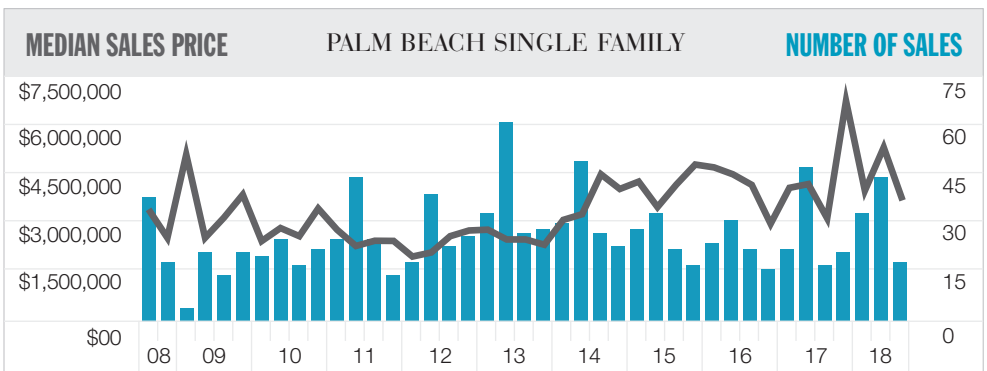
- Highest sales market share of condos since the financial crisis
- The majority of price trend indicators moved higher
- Most third quarter market-wide sales in five years

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)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$784,151	-28.9%	\$1,103,469	2.7%	\$763,492
Average Price Per Sq Ft	\$479	-24.2%	\$632	-2.2%	\$490
Median Sales Price	\$440,000	-29.6%	\$625,000	11.4%	\$395,000
Number of Sales (Closed)	69	-40.5%	116	16.9%	59
Days on Market (From Last List Date)	82	-31.1%	119	-12.8%	94
Listing Discount (From Last List Price)	9.5%		10.1%		11.3%
Listing Inventory (Active)	252	-0.8%	254	7.7%	234
Absorption Period (Months)	11.0	66.7%	6.6	-7.6%	11.9
Average Square Feet (Closed)	1,636	-6.6%	1,751	5.1%	1,557



Palm Beach Market Matrix (Single Family)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$5,154,417	-37.2%	\$8,209,197	-3.6%	\$5,345,249
Average Price Per Sq Ft	\$1,363	-8.5%	\$1,489	14.3%	\$1,192
Median Sales Price	\$3,700,000	-30.5%	\$5,325,000	17.4%	\$3,151,115
Number of Sales (Closed)	18	-59.1%	44	5.9%	17
Days on Market (From Last List Date)	145	45.0%	100	-40.3%	243
Listing Discount (From Last List Price)	15.0%		16.0%		13.4%
Listing Inventory (Active)	113	-10.3%	126	-11.0%	127
Absorption Period (Months)	18.8	118.6%	8.6	-16.1%	22.4
Average Square Feet (Closed)	3,781	-31.4%	5,513	-15.7%	4,484



Sales activity in the Palm Beach housing market assisted by the condominium market. The third quarter posted strong results for the quarter, primarily quarter sales total of both condo and single-family

sales was the most in five years. Condo market share was the highest since the financial crisis, playing a significant role in boosting market activity. Condo sales jumped 16.9% to 69, and single-family sales rose 5.9% to 18 respectively in the same period a year ago. Condo listing inventory reversed from the prior quarter and rose 7.7% to 252, the second year over year increase in 2018. However, single-family listing inventory declined for the fifth consecutive quarter, down 11% to 113.

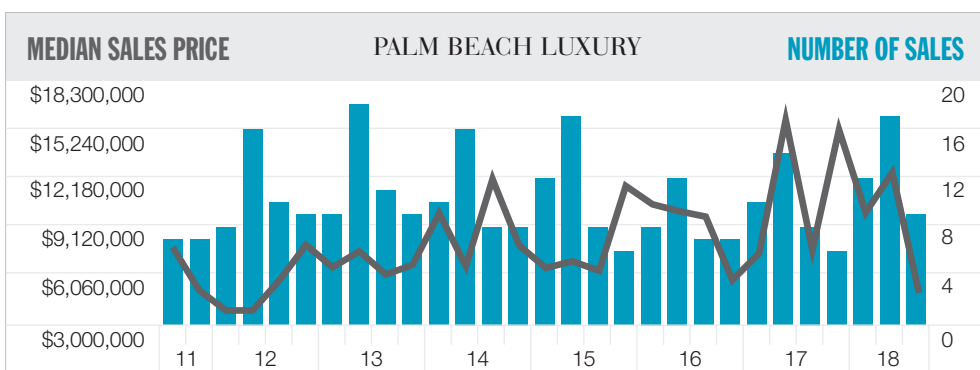
Even with the rise in condo inventory, the condo market still enjoyed a faster market pace. The condo absorption rate, the number of months to sell all listings at the current rate of sales that closed in the quarter, was 11 months, 7.6% faster than the prior-year quarter. The single-family absorption rate was 16.1% faster than the prior-year quarter, rising to 18.8 months. Condo market time continued to remain shorter than the single-family market. Days on market for condos that closed in the quarter

was down 12.8% to 82 days over the same period. Single-family marketing time tends to be faster than a condo. Single-family days on market was 145 days, 40.3% faster than the year-ago quarter. The median sales price for both property types trended higher than the year-ago results. The median sales price for condos rose 11.4% to \$440,000, and the median sales price for single-families increased 17.4% to \$3,700,000..

## LUXURY

- **Luxury inventory declined year over year for the first time in 2018**
- **Luxury price trend indicators showed mixed results in a choppy market**
- **Marketing time fell sharply as negotiability expanded**
- **Entry threshold slid again as high end of market pulled back**

Luxury Market Matrix	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$7,701,111	-51.3%	\$15,817,653	-11.2%	\$8,676,875
Average Price Per Sq Ft	\$1,548	-12.3%	\$1,766	14.3%	\$1,354
Median Sales Price	\$5,000,000	-60.1%	\$12,537,970	-35.1%	\$7,700,000
Number of Sales (Closed)	9	-47.1%	17	12.5%	8
Days on Market (From Last List Date)	78	-47.3%	148	-69.0%	252
Listing Discount (From Last List Price)	15.5%		17.7%		13.4%
Listing Inventory (Active)	88	27.5%	69	-7.4%	95
Absorption Period (Months)	29.3	140.2%	12.2	-17.7%	35.6
Entry Threshold	\$4,200,000	-38.1%	\$6,786,250	-13.7%	\$4,865,000
Average Square Feet (Closed)	4,975	-44.5%	8,956	-22.4%	6,407



Luxury Mix	Sales Share	Volume Share
>\$20M (%)	0.7%	8.0%
\$10M - \$20M (%)	4.9%	18.6%
>Min - \$10M (%)	94.4%	73.4%

## Palm Beach by LOCATION

- **North End and South End sales posted large year over year gains**
- **North End price trend indicators were skewed lower by drop in average sales size**
- **South End price trend indicators surged for the third straight quarter**

North End Market Matrix	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$3,032,319	-18.2%	\$3,708,617	-18.3%	\$3,710,911
Average Price per Sq Ft	\$1,219	-1.1%	\$1,233	6.0%	\$1,150
Median Sales Price	\$2,014,750	-19.4%	\$2,500,000	-16.1%	\$2,400,000
Number of Sales (Closed)	36	-58.6%	87	16.1%	31
Average Square Feet (Closed)	2,488	-18.0%	3,035	-22.9%	3,226

South End Market Matrix	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$739,655	-67.6%	\$2,281,609	59.4%	\$463,934
Average Price per Sq Ft	\$413	-54.7%	\$911	34.5%	\$307
Median Sales Price	\$490,000	0.2%	\$489,000	50.8%	\$325,000
Number of Sales (Closed)	51	-30.1%	73	13.3%	45
Average Square Feet (Closed)	1,792	-28.5%	2,505	18.4%	1,513

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.

**Douglas Elliman Real Estate**  
340 Royal Poinciana Way, Suite 318  
Palm Beach, FL 33480  
561.655.8600 | elliman.com

**Miller Samuel Real Estate Appraisers & Consultants**  
21 West 38th Street  
New York, NY 10018  
212.768.8100 | millersamuel.com

©2018 Douglas Elliman LLC and Miller Samuel. All worldwide rights reserved.

For more information or electronic copies of this report please visit [elliman.com/marketreports](http://elliman.com/marketreports). Email report author Jonathan J. Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com) with questions or comments. **Methodology:** <http://www.millersamuel.com/research-reports/methodology>