

ELLI MAN REPORT

Q4 2018
PALM BEACH SALES

Quarterly Survey of
Palm Beach Residential Sales

DASHBOARD

year-over-year

CONDO & TOWNHOUSE

PRICES

Median Sales Price

16.5%

SALES

Closed Sales

86.1%

INVENTORY

Total Inventory

0.7%

MARKETING TIME

Days on Market

55 days

SINGLE FAMILY

PRICES

Median Sales Price

33.6%

SALES

Closed Sales

38.1%

INVENTORY

Total Inventory

3.3%

MARKETING TIME

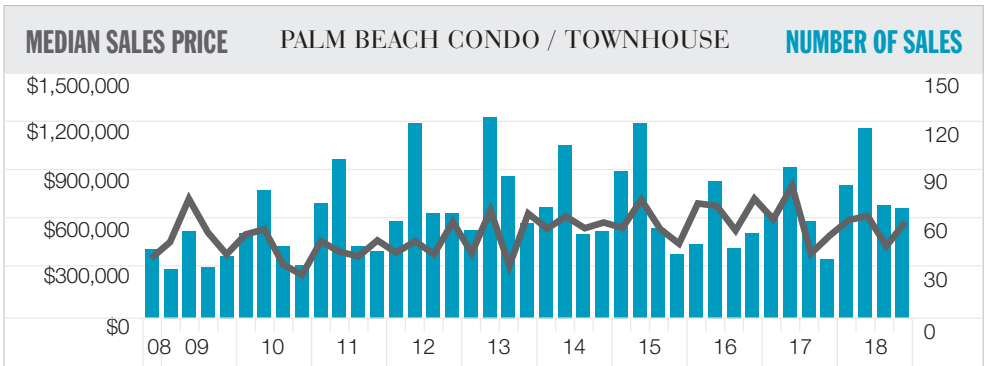
Days on Market

114 days

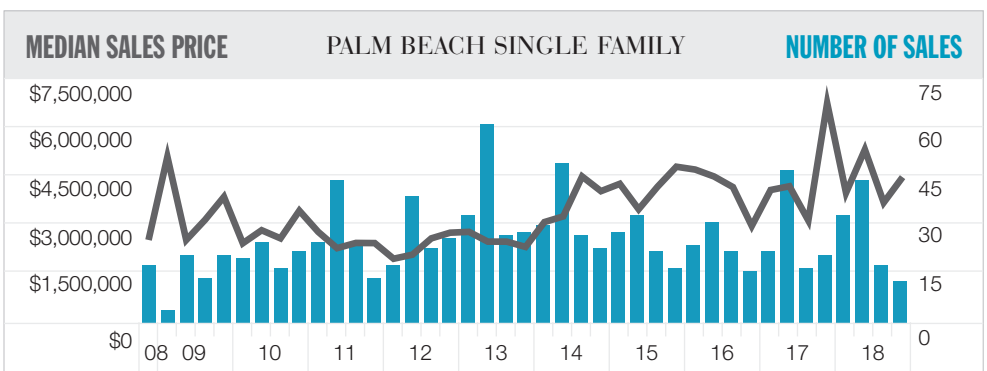
- Condos continued to dominate with the highest sales share since the financial crisis
- Single family and luxury price trend indicators skewed significantly lower by the sharp decline in average sales size
- Most fourth quarter market wide sales in 5 years

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)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$754,285	-3.8%	\$784,151	2.9%	\$732,972
Average Price Per Sq Ft	\$494	3.1%	\$479	11.8%	\$442
Median Sales Price	\$589,130	33.9%	\$440,000	16.5%	\$505,500
Number of Sales (Closed)	67	-2.9%	69	86.1%	36
Days on Market (From Last List Date)	74	-9.8%	82	-42.6%	129
Listing Discount (From Last List Price)	8.1%		9.5%		9.0%
Listing Inventory (Active)	302	19.8%	252	0.7%	300
Months to Sell	13.5	22.7%	11.0	-46.0%	25.0
Average Square Feet (Closed)	1,526	-6.7%	1,636	-8.6%	1,669



Palm Beach Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$4,924,115	-4.5%	\$5,154,417	-44.0%	\$8,786,930
Average Price Per Sq Ft	\$1,297	-4.8%	\$1,363	-12.1%	\$1,476
Median Sales Price	\$4,480,000	21.1%	\$3,700,000	-33.6%	\$6,750,000
Number of Sales (Closed)	13	-27.8%	18	-38.1%	21
Days on Market (From Last List Date)	116	-20.0%	145	-49.6%	230
Listing Discount (From Last List Price)	10.4%		15.0%		15.6%
Listing Inventory (Active)	158	39.8%	113	3.3%	153
Months to Sell	36.5	94.1%	18.8	66.7%	21.9
Average Square Feet (Closed)	3,796	0.4%	3,781	-37.0%	6,021



Significant volatility in the financial markets may have contributed to the easing of high-end market activity. Condo sales rose year over year for the fourth straight quarter to 83.8% of all sales, their

highest market share since the financial crisis. The number of sales surged 86.1% to 67 from the prior-year quarter. Despite the significant rise in sales, listing inventory edged up 0.7% to 302 over the same period but still resulted in a faster moving market. The months to sell all condos, the number of months to sell all condo listings at the current rate of condo sales that closed in the quarter, was 13.5 months, 46% faster than the

prior-year quarter. The average price per square foot for condos was \$494, up 11.8% from the same period last year. In contrast, the single-family average price per square foot was \$1,297, down 12.1%. The number of single-family sales declined 38.1% to 13 sales from the prior-year quarter for the second decline in the past three quarters. Single-family listing inventory edge up 3.3% to 158 listings over the same period. The single-family months to

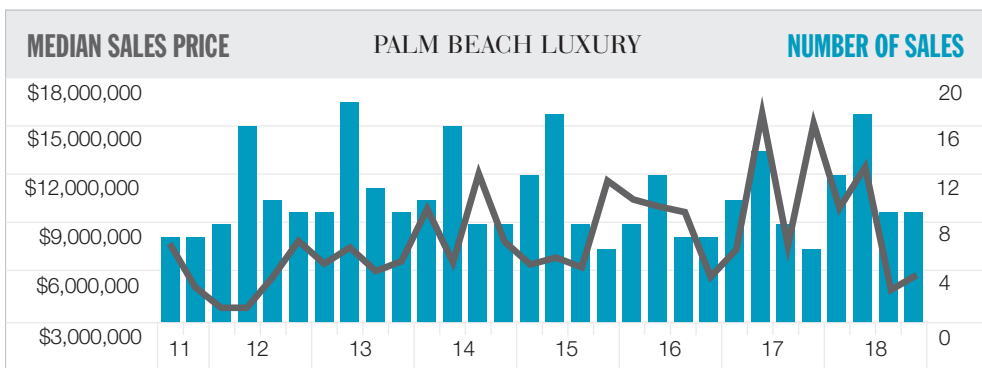
sell was 36.5 months, 66.7% slower than the prior-year quarter. Both condo and single-family days on market, the number of days between the last price change and the contract date, was 74 and 116 respectively, both sharply faster than the year-ago quarter. Negotiability, the percentage difference between the last listing price and the contract price for both property types also tightened over the same period.

LUXURY

- **Luxury inventory doubled to more modest levels after limited availability over the past two years**
- **Average size of a luxury sale fell by half as activity paused**
- **Marketing time and negotiability fell sharply as older listings were cleared from market**
- **Entry threshold declined for third consecutive quarter**

Luxury Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$6,238,722	-19.0%	\$7,701,111	-64.5%	\$17,562,279
Average Price Per Sq Ft	\$1,400	-9.6%	\$1,548	-24.9%	\$1,863
Median Sales Price	\$5,903,500	18.1%	\$5,000,000	-61.2%	\$15,216,838
Number of Sales (Closed)	9	0.0%	9	50.0%	6
Days on Market (From Last List Date)	84	7.7%	78	-83.1%	496
Listing Discount (From Last List Price)	9.2%		15.5%		18.3%
Listing Inventory (Active)	100	13.6%	88	104.1%	49
Months to Sell	33.3	13.7%	29.3	35.9%	24.5
Entry Threshold	\$4,050,000	-3.6%	\$4,200,000	-61.8%	\$10,600,000
Average Square Feet (Closed)	4,458	-10.4%	4,975	-52.7%	9,429

Luxury Mix	Sales Share	Volume Share
>\$20M (%)	0.0%	0.0%
\$10M - \$20M (%)	0.0%	0.0%
>Min - \$10M (%)	100.0%	100.0%



Palm Beach by LOCATION

- **North End average sales size declined sharply from year-ago level, skewing price trend indicators sharply lower**
- **South End number of sales surged year over year for third straight quarter**
- **All South End price trend indicators moved higher together for two straight quarters**

North End Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$2,522,613	-16.8%	\$3,032,319	-57.6%	\$5,952,638
Average Price Per Sq Ft	\$1,147	-5.9%	\$1,219	-18.7%	\$1,411
Median Sales Price	\$1,420,000	-29.5%	\$2,014,750	-65.4%	\$4,100,000
Number of Sales (Closed)	34	-5.6%	36	3.0%	33
Average Square Feet (Closed)	2,199	-11.6%	2,488	-50.1%	4,405

South End Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$625,691	-15.4%	\$739,655	3.7%	\$603,146
Average Price Per Sq Ft	\$375	-9.2%	\$413	7.8%	\$348
Median Sales Price	\$475,000	-3.1%	\$490,000	27.3%	\$373,000
Number of Sales (Closed)	46	-9.8%	51	91.7%	24
Average Square Feet (Closed)	1,670	-6.8%	1,792	-13.5%	1,930

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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