

# Elliman Report

## Q3-2020 Royal Palm, Boca Raton, FL Sales

### Royal Palm Single Family Dashboard

YEAR-OVER-YEAR

**+ 14.0%**  
Prices  
Median Sales Price

**+ 3.6 mos**  
Pace  
Months of Supply

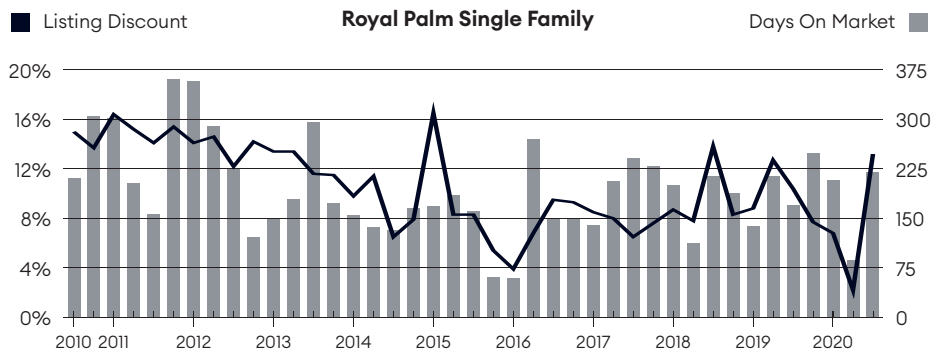
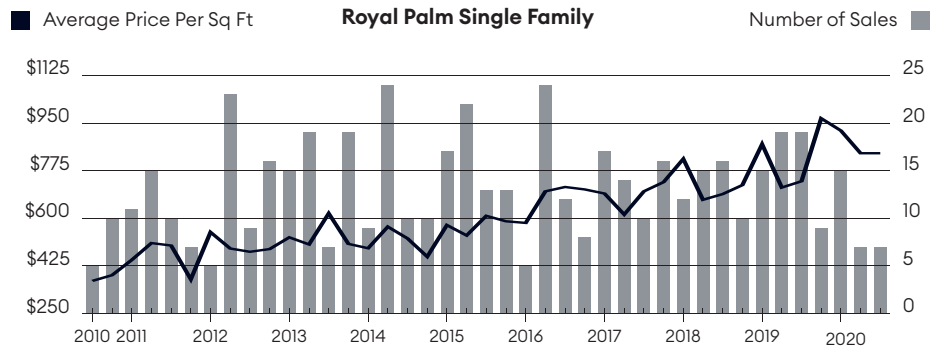
**- 21.1%**  
Sales  
Closed Sales

**+ 13.2%**  
Inventory  
Total Inventory

**+ 49 days**  
Marketing Time  
Days on Market

**+ 2.8%**  
Negotiability  
Listing Discount

- Median sales price rose year over year for the second time in three quarters
- While sales are short of year-ago levels they are above the five year quarterly average
- Nearly all of the sales this quarter were cash purchases



Royal Palm Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$5,188,941	19.9%	\$4,328,571	17.1%	\$4,430,053
Average Price Per Sq Ft	\$839	0.0%	\$839	14.0%	\$736
Median Sales Price	\$3,800,000	39.8%	\$2,717,500	0.5%	\$3,780,000
Number of Sales (Closed)	15	114.3%	7	-21.1%	19
Days on Market (From Last List Date)	219	154.7%	86	28.8%	170
Listing Discount (From Last List Price)	13.2%		2.2%		10.4%
Listing Inventory	60	-9.1%	66	13.2%	53
Months of Supply	12.0	-57.6%	28.3	42.9%	8.4
Average Square Feet	6,183	19.9%	5,158	2.7%	6,020

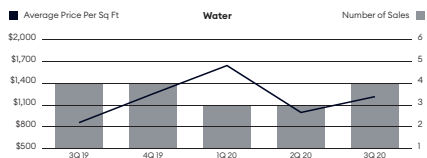
**Sales rebounded quickly from the restraint of spring market activity at the onset of the COVID crisis, reaching the first-quarter total.**

The number of sales more than doubled those in the previous quarter. There were 15 sales to close, more than double the seven sales in the prior quarter but down from 19 in the prior year's quarter. For context, this recent sales total was 10.3% higher than the 13.6-month, five-year quarterly average. Listing inventory expanded annually for the second straight

quarter, up 13.2% to 60 as would-be sellers came back to the market. Months of supply measures the number of months to sell all inventory at the current rate of sales. With fewer sales and more listings, the market's pace eased somewhat, rising to 12 months from 8.4 months in the prior-year quarter.

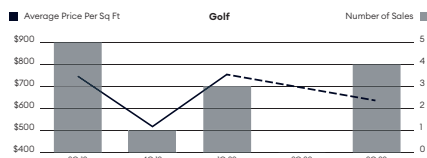


## Water



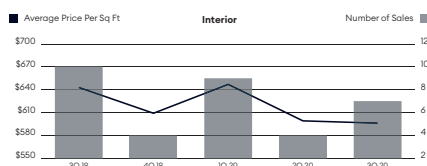
Water Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$10,488,028	45.5%	\$7,208,333	37.0%	\$7,657,500
Average Price Per Sq Ft	\$1,218	21.8%	\$1,000	41.6%	\$860
Median Sales Price	\$10,261,056	32.4%	\$7,750,000	42.3%	\$7,212,500
Number of Sales (Closed)	4	33.3%	3	0.0%	4
Days on Market (From Last List Date)	364	180.0%	130	173.7%	133
Listing Discount (From Last List Price)	15.5%		1.2%		13.1%
Average Square Feet	8,611	19.5%	7,207	-3.3%	8,907

## Golf



Golf Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$4,287,500	N/A	N/A	1.1%	\$4,242,000
Average Price Per Sq Ft	\$639	N/A	N/A	-14.2%	\$745
Median Sales Price	\$4,575,000	N/A	N/A	21.0%	\$3,780,000
Number of Sales (Closed)	4	N/A	N/A	-20.0%	5
Days on Market (From Last List Date)	189	N/A	N/A	-28.1%	263
Listing Discount (From Last List Price)	8.4%	N/A	N/A		11.9%
Average Square Feet	6,711	N/A	N/A	17.9%	5,693

## Interior



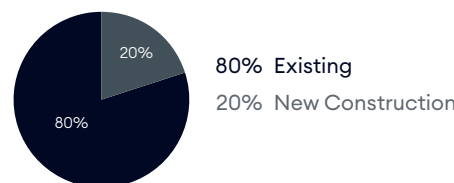
Interior Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,676,000	23.4%	\$2,168,750	-17.2%	\$3,233,100
Average Price Per Sq Ft	\$596	-0.5%	\$599	-7.3%	\$643
Median Sales Price	\$2,375,000	12.4%	\$2,112,500	-10.9%	\$2,666,000
Number of Sales (Closed)	7	75.0%	4	-30.0%	10
Days on Market (From Last List Date)	153	188.7%	53	10.1%	139
Listing Discount (From Last List Price)	12.6%		4.7%		6.9%
Average Square Feet	4,493	24.0%	3,622	-10.6%	5,028

## By Type Royal Palm

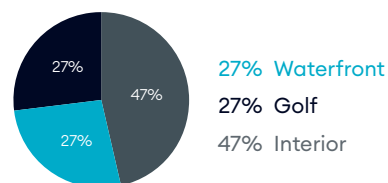
New Construction Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$12,124,037	N/A	N/A	67.2%	\$7,249,800
Average Price Per Sq Ft	\$1,376	N/A	N/A	36.8%	\$1,006
Median Sales Price	\$11,122,112	N/A	N/A	87.1%	\$5,944,000
Number of Sales (Closed)	3	N/A	N/A	-40.0%	5
Days on Market (From Last List Date)	422	N/A	N/A	68.1%	251
Listing Discount (From Last List Price)	15.3%	N/A	N/A		13.6%
Average Square Feet	8,813	N/A	N/A	22.3%	7,206

Existing Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$3,455,167	-20.2%	\$4,328,571	0.9%	\$3,423,000
Average Price Per Sq Ft	\$625	-25.5%	\$839	2.1%	\$612
Median Sales Price	\$3,230,000	18.9%	\$2,717,500	-2.3%	\$3,306,000
Number of Sales (Closed)	12	71.4%	7	-14.3%	14
Days on Market (From Last List Date)	168	95.3%	86	19.1%	141
Listing Discount (From Last List Price)	11.4%		2.2%		8.0%
Average Square Feet	5,525	7.1%	5,158	-1.3%	5,596

## Sales Share by Type



## Sales Share by Location



## By Sales Share Royal Palm

Finance	Current Quarter	Prior Year Quarter
Cash	80.0%	63.2%
Mortgage	20.0%	36.8%

Price	Current Quarter	Prior Year Quarter
Under \$3M	40.0%	31.6%
\$3M - \$5M	20.0%	31.6%
Over \$5M	40.0%	36.8%

Over/Under Last List	Current Quarter	Prior Year Quarter
Over	0.0%	0.0%
At	6.7%	0.0%
Under	93.3%	100.0%

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