

# Elliman Report

## Q4-2020 Royal Palm, Boca Raton, FL Sales

### Royal Palm Single Family Dashboard

YEAR-OVER-YEAR

- **2.6%**  
Prices  
Median Sales Price

- **12.9 mos**  
Pace  
Months of Supply

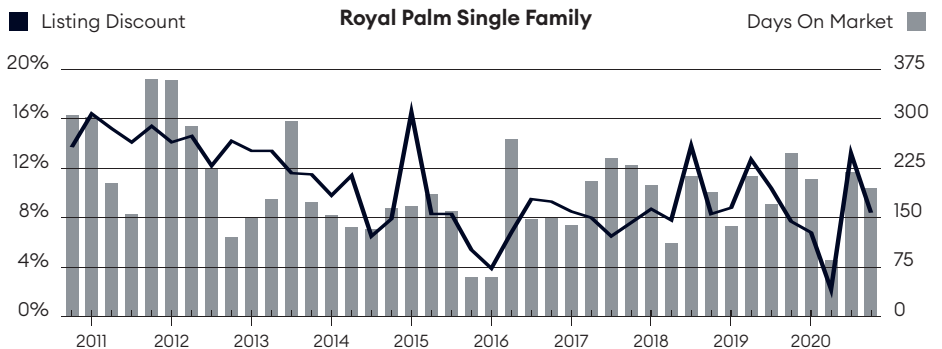
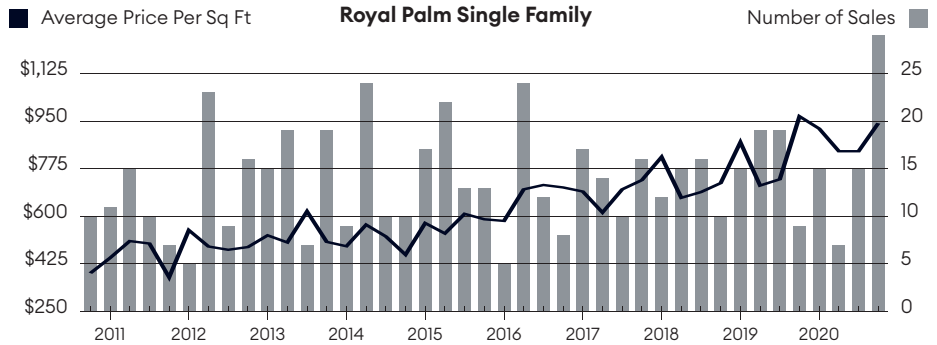
+ **222.2%**  
Sales  
Closed Sales

- **13.2%**  
Inventory  
Total Inventory

- **53 days**  
Marketing Time  
Days on Market

+ **0.7%**  
Negotiability  
Listing Discount

- The number of sales more than tripled year over year to reach a new record
- Average and median sales price set new records as listing inventory dropped to a new low
- The surge in sales and sharp drop in listing inventory drove the market pace to the fastest rate in at least three years



Royal Palm Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$6,398,015	23.3%	\$5,188,941	3.2%	\$6,201,054
Average Price Per Sq Ft	\$942	12.3%	\$839	-2.6%	\$967
Median Sales Price	\$5,750,000	51.3%	\$3,800,000	25.5%	\$4,580,000
Number of Sales (Closed)	29	93.3%	15	222.2%	9
Days on Market (From Last List Date)	195	-11.0%	219	-21.4%	248
Listing Discount (From Last List Price)	8.4%		13.2%		7.7%
Listing Inventory	46	-23.3%	60	-13.2%	53
Months of Supply	4.8	-60.0%	12.0	-72.9%	17.7
Average Square Feet	6,790	9.8%	6,183	5.8%	6,415

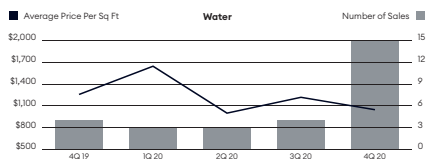
### Market-wide sales rose sharply, rebounding quickly from the restraint of spring market activity at the onset of the COVID crisis.

Record low mortgage rates, record sales levels, and chronically low inventory kept market conditions tight. The single family market continued to see significant year over year sales growth, more than tripling to 29 sales from the year-ago total to a new record. Listing inventory fell 13.2% to a three-year low of 46 from the same period a year ago. Months of supply, the number

of months to sell all inventory at the current sales rate, was 4.8 months, 72.9% faster than the same period last year. As a result, single family median sales price surged 25.5% to a record \$5,750,000 from the prior-year quarter. Reaching this new record was made possible by the rise in average sales size to a new record of 6,790.

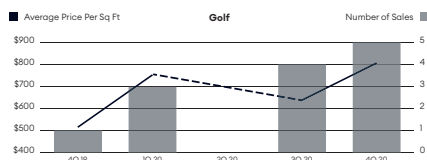


## Water



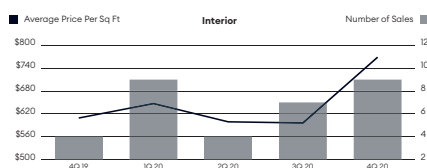
Water Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$8,257,662	-21.3%	\$10,488,028	-18.5%	\$10,132,500
Average Price Per Sq Ft	\$1,047	-14.0%	\$1,218	-16.7%	\$1,257
Median Sales Price	\$7,225,000	-29.6%	\$10,261,056	-37.0%	\$11,475,000
Number of Sales (Closed)	15	275.0%	4	275.0%	4
Days on Market (From Last List Date)	163	-55.2%	364	-43.2%	287
Listing Discount (From Last List Price)	6.2%		15.5%		7.7%
Average Square Feet	7,890	-8.4%	8,611	-2.2%	8,064

## Golf



Golf Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$5,185,000	20.9%	\$4,287,500	308.3%	\$1,270,000
Average Price Per Sq Ft	\$808	26.4%	\$639	56.6%	\$516
Median Sales Price	\$6,000,000	31.1%	\$4,575,000	372.4%	\$1,270,000
Number of Sales (Closed)	5	25.0%	4	400.0%	1
Days on Market (From Last List Date)	297	57.1%	189	-32.8%	442
Listing Discount (From Last List Price)	18.3%		8.4%		10.2%
Average Square Feet	6,414	-4.4%	6,711	160.5%	2,462

## Interior



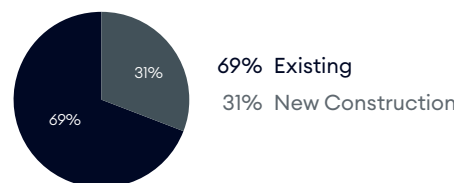
Interior Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$3,972,500	48.4%	\$2,676,000	13.4%	\$3,502,372
Average Price Per Sq Ft	\$769	29.0%	\$596	26.3%	\$609
Median Sales Price	\$3,850,000	62.1%	\$2,375,000	20.5%	\$3,194,744
Number of Sales (Closed)	9	28.6%	7	125.0%	4
Days on Market (From Last List Date)	188	22.9%	153	16.0%	162
Listing Discount (From Last List Price)	9.0%		12.6%		7.3%
Average Square Feet	5,166	15.0%	4,493	-10.2%	5,754

## By Type Royal Palm

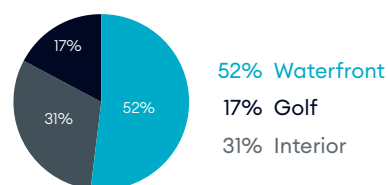
New Construction Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$9,113,444	-24.8%	\$12,124,037	-12.1%	\$10,362,500
Average Price Per Sq Ft	\$1,148	-16.6%	\$1,376	-5.9%	\$1,220
Median Sales Price	\$7,825,000	-29.6%	\$11,122,112	-31.8%	\$11,475,000
Number of Sales (Closed)	9	200.0%	3	125.0%	4
Days on Market (From Last List Date)	265	-37.2%	422	-6.4%	283
Listing Discount (From Last List Price)	10.1%		15.3%		7.8%
Average Square Feet	7,936	-10.0%	8,813	-6.6%	8,496

Existing Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$5,176,071	49.8%	\$3,455,167	80.2%	\$2,871,898
Average Price Per Sq Ft	\$825	32.0%	\$625	36.4%	\$605
Median Sales Price	\$4,537,500	40.5%	\$3,230,000	50.5%	\$3,014,488
Number of Sales (Closed)	20	66.7%	12	300.0%	5
Days on Market (From Last List Date)	162	-3.6%	168	-26.7%	221
Listing Discount (From Last List Price)	7.1%		11.4%		7.2%
Average Square Feet	6,274	13.6%	5,525	32.1%	4,750

## Sales Share by Type



## Sales Share by Location



## By Sales Share Royal Palm

Finance	Current Quarter	Prior Year Quarter
Cash	93.1%	55.6%
Mortgage	6.9%	44.4%

Price	Current Quarter	Prior Year Quarter
Under \$3M	17.2%	22.2%
\$3M - \$5M	20.7%	33.3%
Over \$5M	62.1%	44.4%

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

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