

# ELLI MAN REPORT

**1Q** 2015  
**PALM BEACH SALES**

Quarterly Survey of  
Palm Beach Residential Sales

## DASHBOARD

year-over-year

### CONDO & TOWNHOUSE

#### PRICES

Median Sales Price

0.9%

#### SALES

Closed Sales

32.4%

#### INVENTORY

Total Inventory

25%

#### MARKETING TIME

Days on Market

48 days

### SINGLE FAMILY

#### PRICES

Median Sales Price

37.9%

#### SALES

Closed Sales

6.7%

#### INVENTORY

Total Inventory

9.2%

#### MARKETING TIME

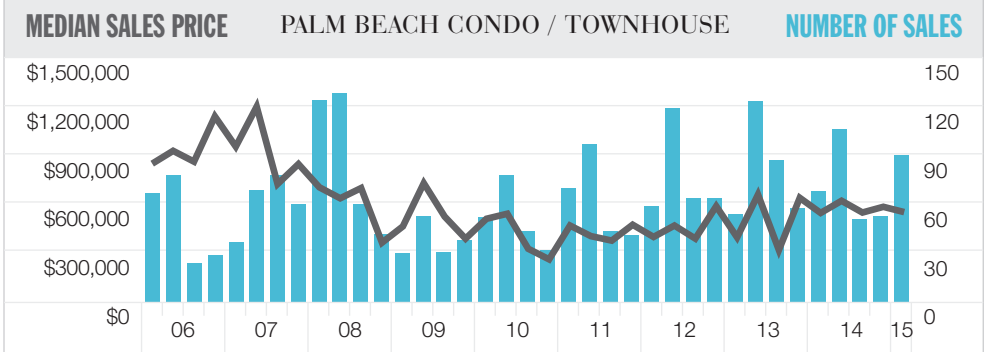
Days on Market

21 days

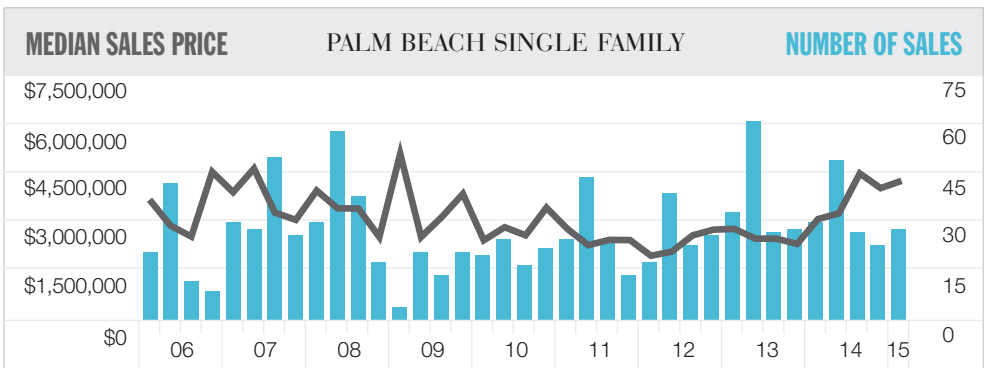
- Median sales price for condos edged higher, while single family homes surged
- Listing inventory declined across the market
- More condo sales and fewer single family sales

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)	1Q-2015	%Chg (QRT)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$1,033,399	4.5%	\$988,507	14.0%	\$906,115
Average Price Per Sq Ft	\$611	11.5%	\$548	15.5%	\$529
Median Sales Price	\$552,500	-5.6%	\$585,000	0.9%	\$547,500
Number of Sales (Closed)	90	69.8%	53	32.4%	68
Days on Market (From Last List Date)	134	-42.2%	232	-26.4%	182
Listing Discount (From Last List Price)	9.5%		11.1%		10.6%
Listing Inventory (Active)	270	-21.7%	345	-25.0%	360
Absorption Period (Months)	9.0	-53.8%	19.5	-43.4%	15.9



Palm Beach Market Matrix (Single Family)	1Q-2015	%Chg (QRT)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$4,661,492	-6.7%	\$4,996,696	-27.7%	\$6,450,093
Average Price Per Sq Ft	\$1,158	14.2%	\$1,014	-5.5%	\$1,226
Median Sales Price	\$4,275,000	5.6%	\$4,050,000	37.9%	\$3,100,000
Number of Sales (Closed)	28	21.7%	23	-6.7%	30
Days on Market (From Last List Date)	210	42.9%	147	11.1%	189
Listing Discount (From Last List Price)	8.4%		12.0%		16.9%
Listing Inventory (Active)	119	11.2%	107	-9.2%	131
Absorption Period (Months)	12.8	-8.6%	14.0	-2.3%	13.1



Price indicators in the Pam Beach market moved higher as listing inventory declined. The median sales price of a condo edged 0.9% higher to \$552,500 and the median sales

price of a single family home jumped 37.9% to \$4,275,000 respectively from the prior year quarter. This occurred despite the decline in the average size of a sale. Condo average square

footage was 1,692 square feet, down 1.3% and single family home average square footage was 4,025, down 23.5% respectively over the same period. The size drop within the luxury market, the top 10% of all sales, was more pronounced, falling 40.1% to 5,582 square feet over the same period. Median sales price for the luxury market fell 34.3% to \$6,558,500 as a result. Listing inventory remained scarce, falling below prior year levels. The number of

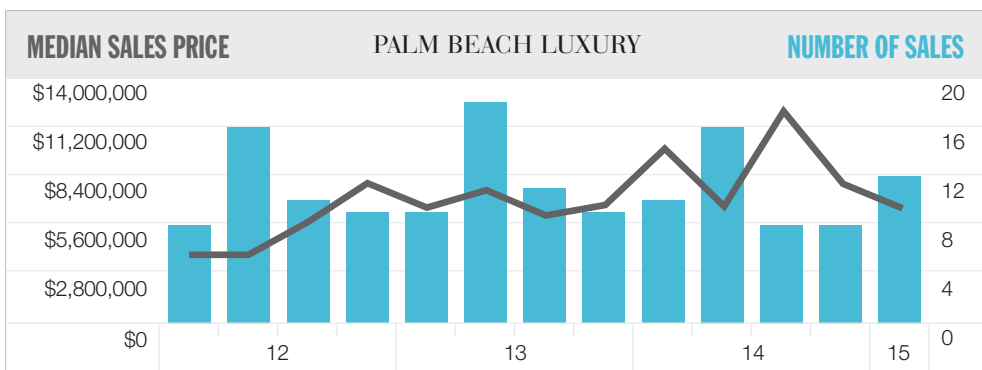
condo listings fell 25% to 270 as the number of single family listings declined 9.2% to 119 respectively from the same period last year. The decline in luxury listings was consistent with the overall market, falling 20.7% to 65. The decline occurred despite the 17.6% rise in the luxury price threshold to \$5,850,000 over the same period. Luxury listing discount, the percentage difference between the list price at time of sale and the sales price, fell sharply to

7.6% from 18.7%. The amount of the decline in negotiability was unusual since it tends to remain higher than the listing discount in the overall market. The faster pace of the luxury market was reflected in the decline the in absorption period, the number of months to sell all inventory at the current rate of sales. The absorption rate fell to 16.3 months from 24.6 in the prior year quarter.

## LUXURY

- Average square footage of a sale fell sharply
- Price indicators dropped, reflecting smaller sized sales
- Marketing time rose as negotiability tightened
- Absorption period was one third faster than last year

Luxury Market Matrix	1Q-2015	%Chg (QRT)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$7,681,688	-15.1%	\$9,049,825	-47.3%	\$14,578,295
Average Price Per Sq Ft	\$1,376	34.5%	\$1,023	-12.1%	\$1,565
Median Sales Price	\$6,558,500	-17.6%	\$7,961,800	-34.3%	\$9,975,000
Number of Sales (Closed)	12	50.0%	8	20.0%	10
Days on Market (From Last List Date)	241	21.7%	198	36.9%	176
Listing Discount (From Last List Price)	7.6%		14.3%		18.7%
Listing Inventory (Active)	65	-4.4%	68	-20.7%	82
Absorption Period (Months)	16.3	-36.1%	25.5	-33.7%	24.6
Entry Threshold	\$5,850,000	6.4%	\$5,500,000	17.6%	\$4,975,000



Luxury Mix	Sales Share	Volume Share
>\$20M (%)	0.0%	0.0%
\$10M - \$20M (%)	25.0%	37.6%
>Min - \$10M (%)	75.0%	62.4%

## Palm Beach by LOCATION

- North End price indicators moved higher as average size slipped
- South End sales surged as average size fell sharply
- Continued shift in South End to modest priced homes reflected in average sales price

North End Market Matrix	1Q-2015	%Chg (QRT)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$2,903,455	-17.0%	\$3,497,229	-1.7%	\$2,953,264
Average Price per Sq Ft	\$1,074	6.5%	\$1,008	9.7%	\$979
Median Sales Price	\$1,975,000	-21.0%	\$2,500,000	9.7%	\$1,800,000
Number of Sales (Closed)	61	41.9%	43	3.4%	59

South End Market Matrix	1Q-2015	%Chg (QRT)	4Q-2014	%Chg (YR)	1Q-2014
Average Sales Price	\$814,332	58.7%	\$513,152	-60.7%	\$2,073,744
Average Price per Sq Ft	\$459	58.8%	\$289	-42.1%	\$793
Median Sales Price	\$385,000	-1.3%	\$390,000	22.2%	\$315,000
Number of Sales (Closed)	57	72.7%	33	46.2%	39

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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