

# ELLIMAN REPORT

## 2Q 2015 PALM BEACH SALES

Quarterly Survey of  
Palm Beach Residential Sales

### DASHBOARD

year-over-year

#### CONDO & TOWNHOUSE

##### PRICES

Median Sales Price

16.6%

##### SALES

Closed Sales

12.3%

##### INVENTORY

Total Inventory

14.5%

##### MARKETING TIME

Days on Market

116 days

#### SINGLE FAMILY

##### PRICES

Median Sales Price

6.7%

##### SALES

Closed Sales

32.7%

##### INVENTORY

Total Inventory

5%

##### MARKETING TIME

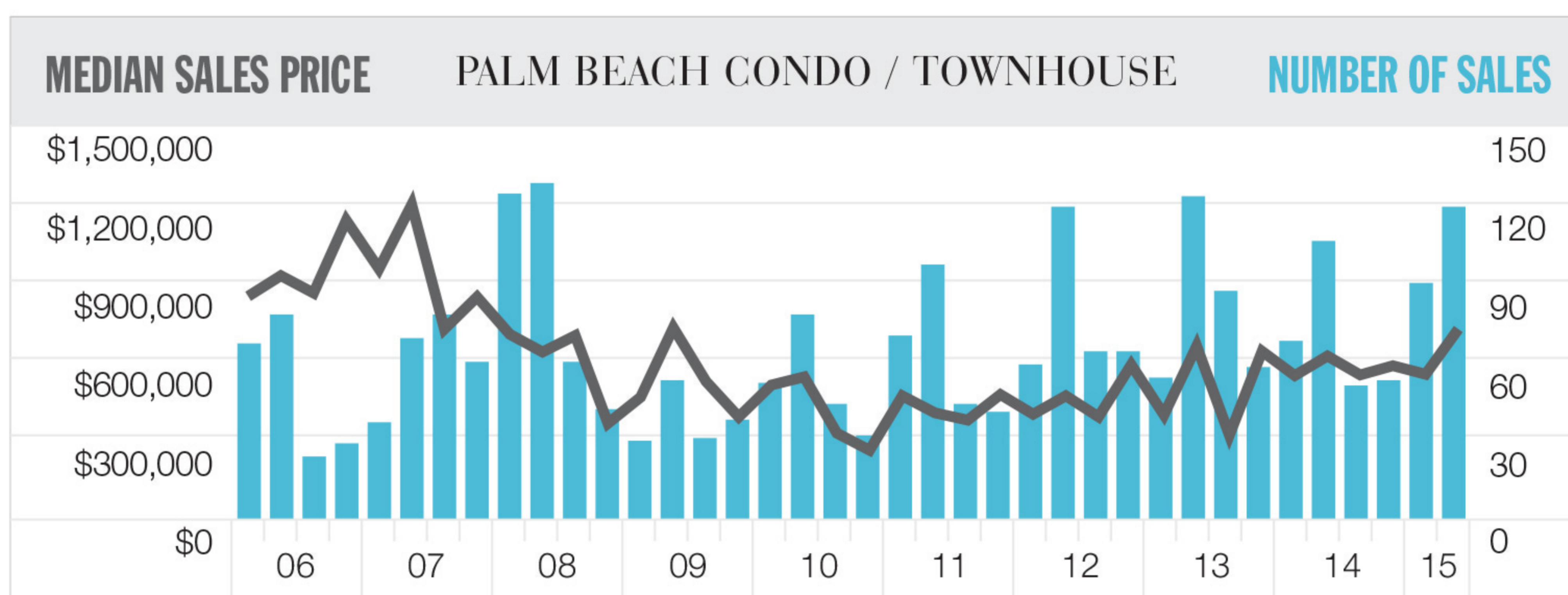
Days on Market

28 days

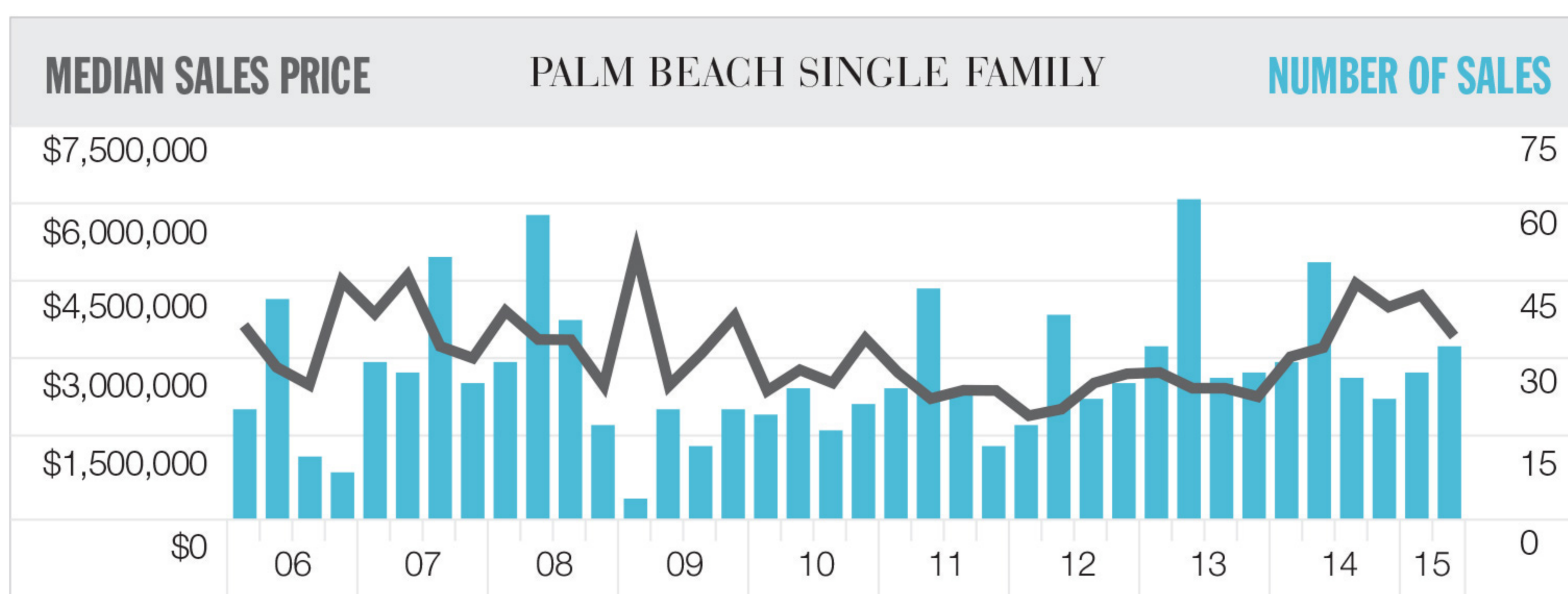
- Condo and single family median sales price continued to rise
- Condo inventory fell as single family and luxury inventory expanded
- Average square footage of condo and single family sales fell

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)	2Q-2015	%Chg (QRT)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,023,164	-1.0%	\$1,033,399	7.9%	\$948,197
Average Price Per Sq Ft	\$587	-3.9%	\$611	14.9%	\$511
Median Sales Price	\$725,000	31.2%	\$552,500	16.6%	\$622,000
Number of Sales (Closed)	119	32.2%	90	12.3%	106
Days on Market (From Last List Date)	95	-29.1%	134	-55.0%	211
Listing Discount (From Last List Price)	7.7%		9.5%		10.1%
Listing Inventory (Active)	241	-10.7%	270	-14.5%	282
Absorption Period (Months)	6.1	-32.2%	9.0	-23.8%	8.0



Palm Beach Market Matrix (Single Family)	2Q-2015	%Chg (QRT)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$5,085,187	9.1%	\$4,661,492	-8.6%	\$5,565,433
Average Price Per Sq Ft	\$1,295	11.8%	\$1,158	-0.2%	\$1,297
Median Sales Price	\$3,495,000	-18.2%	\$4,275,000	6.7%	\$3,275,000
Number of Sales (Closed)	33	17.9%	28	-32.7%	49
Days on Market (From Last List Date)	165	-21.4%	210	20.4%	137
Listing Discount (From Last List Price)	8.1%		8.4%		12.1%
Listing Inventory (Active)	105	-11.8%	119	5.0%	100
Absorption Period (Months)	9.5	-25.8%	12.8	55.7%	6.1



Overall price indicators generally moved higher across the Palm Beach market. Median sales price for condos jumped 16.6% to \$725,000 from the prior year quarter. Average sales price

rose 7.9% to \$1,023,164 over the same period. But single family price indicators showed mixed results, influenced by the decline in average sales size. Single family median sales price

increased 6.7% to \$3,495,000 from the prior year quarter. Average sales price declined 8.6% from the prior year quarter to \$5,085,187, consistent with the 8.5% decline in average square footage to 3,927 over the same period. Luxury price indicators showed the same pattern as the overall single family market. The luxury market is defined as the top 10% of all sales during the quarter. Luxury median sales

price increased 4.5% to \$6,975,000, while luxury average sales price declined 29.4% to \$8,052,275 respectively from the prior year quarter. Luxury average sales price was skewed lower by the 14.2% decline in average square footage to 5,253 over the same period. Condo and single family inventory fell 9.4% to 346 listings from the prior year quarter, the lowest level in the three years this metric has been

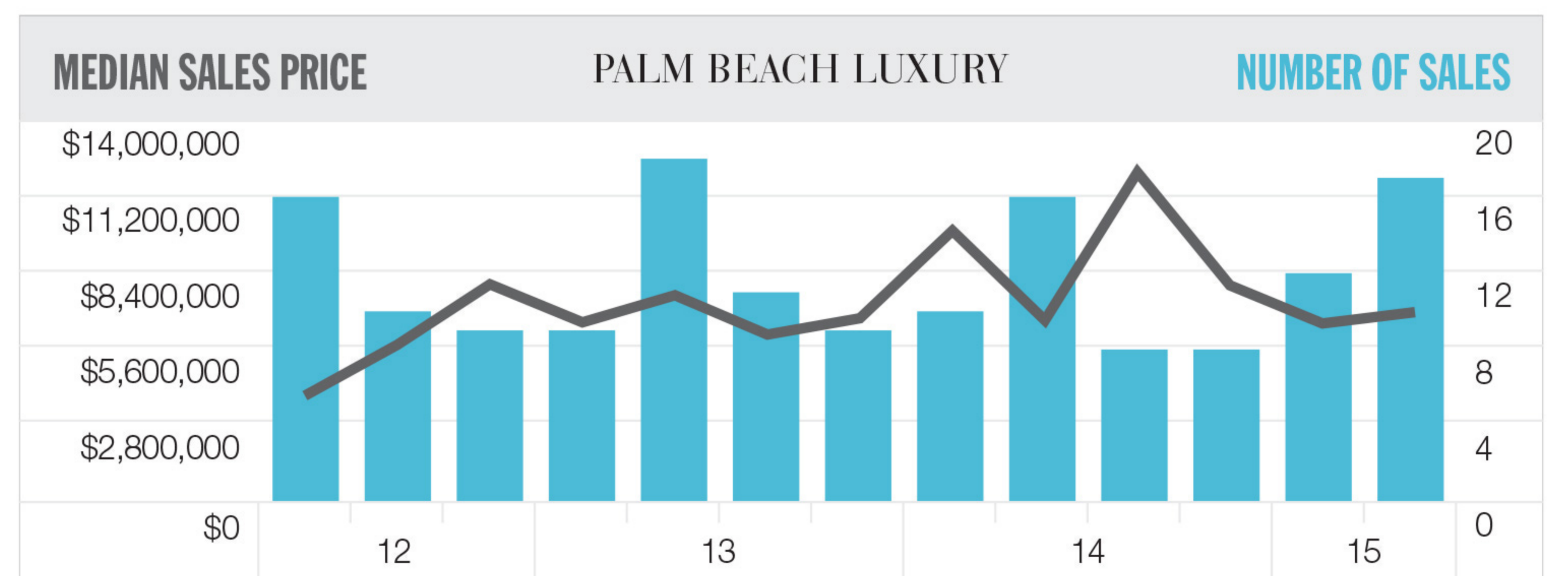
tracked. Based on property types, however, the trends were different. Condo inventory declined 14.5% to 241 listings and single family inventory increased 5% to 105 listings respectively from the prior year quarter. Given the shift in the market towards smaller sized sales, the luxury entry threshold moved downward by 35.1% to \$3,645,000. As a result, 33.9% more inventory was included above the luxury threshold.

## LUXURY

- Median sales price increased despite rise of inventory
- Average sales price skewed lower by drop in average size
- Negotiability tightened as marketing time expanded
- Sharp drop in entry threshold

Luxury Mix	Sales Share	Volume Share
>\$20M (%)	0.0%	0.0%
\$10M - \$20M (%)	23.5%	42.8%
>Min - \$10M (%)	76.5%	57.2%

Luxury Market Matrix	2Q-2015	%Chg (QRT)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$8,052,275	4.8%	\$7,681,688	-29.4%	\$11,412,230
Average Price Per Sq Ft	\$1,533	11.4%	\$1,376	-17.8%	\$1,865
Median Sales Price	\$6,975,000	6.4%	\$6,558,500	4.5%	\$6,675,000
Number of Sales (Closed)	17	41.7%	12	6.3%	16
Days on Market (From Last List Date)	220	-8.7%	241	47.7%	149
Listing Discount (From Last List Price)	8.4%		7.6%		13.8%
Listing Inventory (Active)	83	27.7%	65	33.9%	62
Absorption Period (Months)	14.6	-10.4%	16.3	25.9%	11.6
Entry Threshold	\$3,645,000	-37.7%	\$5,850,000	-35.1%	\$5,615,000



## Palm Beach by LOCATION

- Sharp drop in North End price indicators skewed lower by decline in average size
- South End price indicators moved higher
- South End rose faster than North End sales.

North End Market Matrix	2Q-2015	%Chg (QRT)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,567,998	-11.6%	\$2,903,455	-30.5%	\$3,692,699
Average Price per Sq Ft	\$1,020	-5.0%	\$1,074	-10.6%	\$1,141
Median Sales Price	\$1,607,500	-18.6%	\$1,975,000	-33.7%	\$2,425,000
Number of Sales (Closed)	90	47.5%	61	2.3%	88

South End Market Matrix	2Q-2015	%Chg (QRT)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$860,762	5.7%	\$814,332	19.5%	\$720,263
Average Price per Sq Ft	\$472	2.8%	\$459	28.3%	\$368
Median Sales Price	\$460,500	19.6%	\$385,000	8.4%	\$425,000
Number of Sales (Closed)	76	33.3%	57	13.4%	67

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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