

# ELLIMAN REPORT

## Q4-2018 DELRAY BEACH SALES

Highlights of the Quarterly Survey  
of Delray Beach Residential Sales

“ Sales of single-families have risen year over year throughout 2018. ”

Delray Beach Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$600,486	-3.1%	\$619,981	-6.2%	\$640,155
Average Price Per Sq Ft	\$245	0.4%	\$244	0.8%	\$243
Median Sales Price	\$413,300	-3.9%	\$430,000	10.8%	\$372,889
Number of Sales (Closed)	274	-15.4%	324	2.2%	268
Days on Market (From Last List Date)	75	-12.8%	86	-7.4%	81
Delray Beach Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$185,642	-4.0%	\$193,299	-3.3%	\$192,041
Average Price Per Sq Ft	\$157	-2.5%	\$161	0.0%	\$157
Median Sales Price	\$130,000	0.0%	\$130,000	0.0%	\$130,000
Number of Sales (Closed)	553	-9.0%	608	-0.7%	557
Days on Market (From Last List Date)	60	-4.8%	63	-7.7%	65
Luxury Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$2,025,445	3.1%	\$1,964,373	-19.2%	\$2,507,122
Average Price Per Sq Ft	\$416	-8.8%	\$456	6.1%	\$392
Median Sales Price	\$1,741,250	9.5%	\$1,590,000	-10.9%	\$1,955,000
Number of Sales (Closed)	28	-15.2%	33	3.7%	27
Days on Market (From Last List Date)	156	-4.3%	163	50.0%	104
Luxury Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$635,213	-7.2%	\$684,594	-10.2%	\$707,307
Average Price Per Sq Ft	\$356	-7.5%	\$385	-7.5%	\$385
Median Sales Price	\$537,500	5.4%	\$510,000	14.5%	\$469,250
Number of Sales (Closed)	56	-11.1%	63	0.0%	56
Days on Market (From Last List Date)	102	-18.4%	125	54.5%	66

Single-family median sales price rose 10.8% to \$413,300 from the prior year quarter. The number of single-family sales has not declined for five straight quarters yet listing inventory edged higher for the last three quarters of 2018. The condo sales market has shown relatively stable price trend indicators and a modest reduction in year over year sales. The luxury condo sales market began at \$325,000 and showed mixed price trend indicators but a substantial gain in listing inventory, slowing the pace of the market considerably.

**IF YOU HAVE ANY QUESTIONS REGARDING THIS QUARTER'S REPORT OR  
WOULD LIKE TO REVIEW THE REPORT IN ITS ENTIRETY PLEASE CONTACT ME TODAY.**