

ELLIMAN

REPORT

Q1 2019

BOCA RATON SALES

Highlights of the Quarterly Survey of Boca Raton & Highland Beach Sales

“Rising price trends with declining listing inventory characterized the market.”

| Boca Raton Market Matrix (Condo) | Q1-2019 | %Δ (QTR) | Q4-2018 | %Δ (YR) | Q1-2018 |
|--|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$356,731 | 7.1% | \$333,183 | 25.0% | \$285,371 |
| Average Price Per Sq Ft | \$222 | 7.2% | \$207 | 24.0% | \$179 |
| Median Sales Price | \$217,500 | -1.1% | \$220,000 | 1.2% | \$215,000 |
| Number of Sales (Closed) | 597 | -5.1% | 629 | -6.6% | 639 |
| Days on Market (From Last List Date) | 80 | 8.1% | 74 | 11.1% | 72 |
| Boca Raton Market Matrix (Single Family) | Q1-2019 | %Δ (QTR) | Q4-2018 | %Δ (YR) | Q1-2018 |
| Average Sales Price | \$765,708 | 4.9% | \$729,666 | 5.4% | \$726,374 |
| Average Price Per Sq Ft | \$221 | 4.7% | \$211 | 5.2% | \$210 |
| Median Sales Price | \$450,000 | 0.0% | \$450,000 | 4.7% | \$430,000 |
| Number of Sales (Closed) | 486 | -13.7% | 563 | -10.5% | 543 |
| Days on Market (From Last List Date) | 74 | -14.0% | 86 | -3.9% | 77 |
| Luxury Market Matrix (Condo) | Q1-2019 | %Δ (QTR) | Q4-2018 | %Δ (YR) | Q1-2018 |
| Average Sales Price | \$1,600,855 | 22.6% | \$1,305,289 | 68.0% | \$953,036 |
| Average Price Per Sq Ft | \$522 | 12.0% | \$466 | 39.2% | \$375 |
| Median Sales Price | \$1,175,000 | 30.2% | \$902,500 | 48.3% | \$792,500 |
| Number of Sales (Closed) | 60 | -6.3% | 64 | -6.3% | 64 |
| Days on Market (From Last List Date) | 146 | 35.2% | 108 | 25.9% | 116 |
| Luxury Market Matrix (Single Family) | Q1-2019 | %Δ (QTR) | Q4-2018 | %Δ (YR) | Q1-2018 |
| Average Sales Price | \$3,254,449 | 11.1% | \$2,929,979 | 6.3% | \$3,061,767 |
| Average Price Per Sq Ft | \$455 | 13.2% | \$402 | 9.1% | \$417 |
| Median Sales Price | \$1,830,000 | -13.4% | \$2,112,500 | -14.9% | \$2,150,000 |
| Number of Sales (Closed) | 49 | -14.0% | 57 | -10.9% | 55 |
| Days on Market (From Last List Date) | 136 | -27.3% | 187 | 1.5% | 134 |

The median sales price for condos rose 1.2% to \$217,500, and the median sales price for single families increased 4.7% to \$450,000 respectively from the same period last year. Market-wide listing inventory for condos slipped 0.8% to 1,527 and edged 2.5% higher to 1,432 for single-families respectively as compared to the year-ago quarter. Luxury condo inventory fell further than the overall market, down 21.4% to 313 while luxury single-family supply slipped 2.1% to 410.