

# ELLIMAN

## REPORT

**Q1** 2019

### DELRAY BEACH SALES

Highlights of the Quarterly Survey of Delray Beach Residential Sales

“Price trend indicators across Delray Beach generally fell short of year-ago levels.”

Delray Beach Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$683,632	13.8%	\$600,486	-11.6%	\$773,317
Average Price Per Sq Ft	\$276	12.7%	\$245	-11.8%	\$313
Median Sales Price	\$433,000	4.8%	\$413,300	-2.4%	\$443,450
Number of Sales (Closed)	299	9.1%	274	-3.5%	310
Days on Market (From Last List Date)	87	16.0%	75	16.0%	75
Delray Beach Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$195,699	5.4%	\$185,642	-5.0%	\$206,020
Average Price Per Sq Ft	\$161	2.5%	\$157	-3.0%	\$166
Median Sales Price	\$140,000	7.7%	\$130,000	3.7%	\$135,000
Number of Sales (Closed)	567	2.5%	553	-10.4%	633
Days on Market (From Last List Date)	66	10.0%	60	-1.5%	67
Luxury Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$2,690,469	32.8%	\$2,025,445	-20.1%	\$3,366,953
Average Price Per Sq Ft	\$588	41.3%	\$416	-11.4%	\$664
Median Sales Price	\$2,045,250	17.5%	\$1,741,250	-1.4%	\$2,075,000
Number of Sales (Closed)	30	7.1%	28	-6.3%	32
Days on Market (From Last List Date)	143	-8.3%	156	13.5%	126
Luxury Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$666,068	4.9%	\$635,213	-14.8%	\$781,495
Average Price Per Sq Ft	\$354	-0.6%	\$356	-12.2%	\$403
Median Sales Price	\$510,000	-5.1%	\$537,500	-26.8%	\$696,500
Number of Sales (Closed)	57	1.8%	56	-10.9%	64
Days on Market (From Last List Date)	111	8.8%	102	26.1%	88

The median sales price for single-families fell 2.4% to \$433,000 while the median sales price for condos rose 3.7% to \$140,000 respectively from the year-ago quarter for the thirteen straight increase. In the luxury market, representing the top ten percent of each property type, price trend indicators declined over the same period. The median luxury price of a single-family slipped 1.4% to \$2,045,250, and the median luxury single-family price fell 26.8% to \$510,000.