

“The number of sales in the second quarter was the highest total in three years.”

| Royal Palm Single Family Matrix         | Q2-2019     | %Δ (QTR) | Q2-2019     | %Δ (YR) | Q2-2018     |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price                     | \$3,736,711 | -26.2%   | \$5,060,000 | 3.9%    | \$3,596,781 |
| Average Price Per Sq Ft                 | \$713       | -18.2%   | \$872       | 6.7%    | \$668       |
| Median Sales Price                      | \$2,719,500 | -22.3%   | \$3,500,000 | 17.3%   | \$2,318,000 |
| Number of Sales (Closed)                | 19          | 26.7%    | 15          | 26.7%   | 15          |
| Days on Market (From Last List Date)    | 213         | 55.5%    | 137         | 91.9%   | 111         |
| Listing Discount (From Last List Price) | 12.7%       |          | 8.8%        |         | 7.8%        |
| Listing Inventory                       | 65          | -21.7%   | 83          | -18.8%  | 80          |
| Months of Supply                        | 10.3        | -38.0%   | 16.6        | -35.6%  | 16.0        |
| Average Square Feet                     | 5,242       | -9.6%    | 5,800       | -2.7%   | 5,388       |

  

| New Construction Matrix              | Q2-2019     | %Δ (QTR) | Q2-2019     | %Δ (YR) | Q2-2018 |
|--------------------------------------|-------------|----------|-------------|---------|---------|
| Average Sales Price                  | \$7,900,750 | 2.1%     | \$7,737,500 | N/A     | N/A     |
| Average Price Per Sq Ft              | \$1,106     | 6.3%     | \$1,040     | N/A     | N/A     |
| Median Sales Price                   | \$7,750,000 | 10.7%    | \$7,000,000 | N/A     | N/A     |
| Number of Sales (Closed)             | 4           | 0.0%     | 4           | N/A     | N/A     |
| Days on Market (From Last List Date) | 447         | 325.7%   | 105         | N/A     | N/A     |
| Average Square Feet                  | 7,146       | -4.0%    | 7,441       | N/A     | N/A     |

  

| Existing Matrix                      | Q2-2019     | %Δ (QTR) | Q2-2019     | %Δ (YR) | Q2-2018     |
|--------------------------------------|-------------|----------|-------------|---------|-------------|
| Average Sales Price                  | \$2,626,300 | -35.7%   | \$4,086,364 | -27.0%  | \$3,596,781 |
| Average Price Per Sq Ft              | \$555       | -29.3%   | \$785       | -16.9%  | \$668       |
| Median Sales Price                   | \$2,200,000 | -31.3%   | \$3,200,000 | -5.1%   | \$2,318,000 |
| Number of Sales (Closed)             | 15          | 36.4%    | 11          | 0.0%    | 15          |
| Days on Market (From Last List Date) | 151         | 1.3%     | 149         | 36.0%   | 111         |
| Average Square Feet                  | 4,735       | -9.0%    | 5,204       | -12.1%  | 5,388       |

The market was characterized by rising prices, falling inventory, and more sales. Average price per square foot rose 6.7% to \$713 from the same period last year. This result was consistent with the 18.8% drop in listing inventory to 65 listings at the end of the second quarter.