

# ELLIMAN

## REPORT

Q4 2019

### DELRAY BEACH SALES

Highlights of the Quarterly Survey of Delray Beach Residential Sales

“ The market was particularly robust across most submarkets with rising sales and prices, and falling inventory. ”

Delray Beach Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$628,548	-4.7%	\$659,702	4.7%	\$600,486
Average Price Per Sq Ft	\$251	-6.3%	\$268	2.4%	\$245
Median Sales Price	\$420,000	-2.3%	\$430,000	1.6%	\$413,300
Number of Sales (Closed)	291	-15.2%	343	6.2%	274
Days on Market (From Last List Date)	81	-6.9%	87	8.0%	75
Delray Beach Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$243,972	29.0%	\$189,128	31.4%	\$185,642
Average Price Per Sq Ft	\$203	28.5%	\$158	29.3%	\$157
Median Sales Price	\$147,500	5.4%	\$140,000	13.5%	\$130,000
Number of Sales (Closed)	643	3.4%	622	16.3%	553
Days on Market (From Last List Date)	63	6.8%	59	5.0%	60
Luxury Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,100,191	-10.1%	\$2,336,459	3.7%	\$2,025,445
Average Price Per Sq Ft	\$439	-9.9%	\$487	5.5%	\$416
Median Sales Price	\$1,400,000	-21.1%	\$1,775,000	-19.6%	\$1,741,250
Number of Sales (Closed)	31	-11.4%	35	10.7%	28
Days on Market (From Last List Date)	160	-12.1%	182	2.6%	156
Luxury Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$961,113	59.2%	\$603,676	51.3%	\$635,213
Average Price Per Sq Ft	\$530	57.3%	\$337	48.9%	\$356
Median Sales Price	\$754,000	76.4%	\$427,500	40.3%	\$537,500
Number of Sales (Closed)	65	3.2%	63	16.1%	56
Days on Market (From Last List Date)	98	36.1%	72	-3.9%	102

The single-family market saw year over year gains in all three price trend indicators and an uptick in sales respectively from the prior-year quarter. Single-family median sales price hasn't shown a year over year decline in four quarters, and the number of sales has risen year over year for three straight quarters. The condo market showed more pronounced trends than the single-family market.