## Ellinan Report Q3-2020 Delray Beach, FL Sales

"Total market sales pressed higher year over year, rebounding quickly from the restraint of spring market activity at the onset of the COVID crisis."

Average Sales Price         \$837,470         15.6%         \$724,341         26.9%         \$659,702           Average Price Per Sq Ft         \$294         6.5%         \$276         9.7%         \$268           Median Sales Price         \$535,000         27.1%         \$421,000         24.4%         \$430,000           Number of Sales (Closed)         421         55.9%         270         22.7%         343           Days on Market (From Last List Date)         74         -1.3%         75         -14.9%         87           Delray Beach Condo Matrix         Q3-2020         %Δ (απ)         Q2-2020         %Δ (γR)         Q3-2019           Average Sales Price         \$224,391         2.0%         \$220,096         18.6%         \$189,128           Average Price Per Sq Ft         \$183         2.2%         \$179         15.8%         \$158           Median Sales Price         \$155,000         6.9%         \$145,000         10.7%         \$140,000           Number of Sales (Closed)         711         54.9%         459         14.3%         622           Days on Market (From Last List Date)         74         10.4%         67         25.4%         59           Luxury Single Family Matrix         Q3-2020         %Δ (απ) </th <th>Average Sales Price</th> <th>Q3-2020</th> <th>%<math>\Delta</math> (QTR)</th> <th>Q2-2020</th> <th><math>\Delta</math> (yr)</th> <th>Q3-2019</th>	Average Sales Price	Q3-2020	% $\Delta$ (QTR)	Q2-2020	$\Delta$ (yr)	Q3-2019
Median Sales Price         \$535,000         27.1%         \$421,000         24.4%         \$430,000           Number of Sales (Closed)         421         55.9%         270         22.7%         343           Days on Market (From Last List Date)         74         -1.3%         75         -14.9%         87           Delray Beach Condo Matrix         Q3-2020         %Δ (απ)         Q2-2020         %Δ (γπ)         Q3-2019           Average Sales Price         \$224,391         2.0%         \$220,096         18.6%         \$189,128           Average Price Per Sq Ft         \$183         2.2%         \$179         15.8%         \$158           Median Sales Price         \$155,000         6.9%         \$145,000         10.7%         \$140,000           Number of Sales (Closed)         711         54.9%         459         14.3%         622           Days on Market (From Last List Date)         74         10.4%         67         25.4%         59           Luxury Single Family Matrix         Q3-2020         %Δ (απ)         Q2-2020         %Δ (γπ)         Q3-2019           Average Price Per Sq Ft         \$515         2.2%         \$504         5.7%         \$487           Median Sales Price         \$2,500,000         19.8%<		\$837 <b>,</b> 470	15.6%	\$724,341	26.9%	\$659,702
Number of Sales (Closed)         421         55.9%         270         22.7%         343           Days on Market (From Last List Date)         74         -1.3%         75         -14.9%         87           Delray Beach Condo Matrix         Q3-2020         %Δ (ατR)         Q2-2020         %Δ (γR)         Q3-2019           Average Sales Price         \$224,391         2.0%         \$220,096         18.6%         \$189,128           Average Price Per Sq Ft         \$183         2.2%         \$179         15.8%         \$158           Median Sales Price         \$155,000         6.9%         \$145,000         10.7%         \$140,000           Number of Sales (Closed)         711         54.9%         459         14.3%         622           Days on Market (From Last List Date)         74         10.4%         67         25.4%         59           Luxury Single Family Matrix         Q3-2020         %Δ (ατκ)         Q2-2020         %Δ (γκ)         Q3-2019           Average Sales Price         \$2,872,093         6.0%         \$2,708,456         22.9%         \$2,336,459           Average Price Per Sq Ft         \$515         2.2%         \$504         5.7%         \$487           Median Sales Price         \$2,500,000 <t< td=""><td>Average Price Per Sq Ft</td><td>\$294</td><td>6.5%</td><td>\$276</td><td>9.7%</td><td>\$268</td></t<>	Average Price Per Sq Ft	\$294	6.5%	\$276	9.7%	\$268
Days on Market (From Last List Date)         74         -1.3%         75         -14.9%         87           Delray Beach Condo Matrix         Q3-2020         %Δ (ατκ)         Q2-2020         %Δ (γκ)         Q3-2019           Average Sales Price         \$224,391         2.0%         \$220,096         18.6%         \$189,128           Average Price Per Sq Ft         \$183         2.2%         \$179         15.8%         \$158           Median Sales Price         \$155,000         6.9%         \$145,000         10.7%         \$140,000           Number of Sales (Closed)         711         54.9%         459         14.3%         622           Days on Market (From Last List Date)         74         10.4%         67         25.4%         59           Luxury Single Family Matrix         Q3-2020         %Δ (ατκ)         Q2-2020         %Δ (γκ)         Q3-2019           Average Sales Price         \$2,872,093         6.0%         \$2,708,456         22.9%         \$2,336,459           Average Price Per Sq Ft         \$515         2.2%         \$504         5.7%         \$487           Median Sales Price         \$2,500,000         19.8%         \$2,087,500         40.8%         \$1,775,000           Number of Sales (Closed)         43 <td>Median Sales Price</td> <td>\$535,000</td> <td>27.1%</td> <td>\$421,000</td> <td>24.4%</td> <td>\$430,000</td>	Median Sales Price	\$535,000	27.1%	\$421,000	24.4%	\$430,000
Delray Beach Condo MatrixQ3-2020%Δ (ατκ)Q2-2020%Δ (γκ)Q3-2019Average Sales Price\$224,3912.0%\$220,09618.6%\$189,128Average Price Per Sq Ft\$1832.2%\$17915.8%\$158Median Sales Price\$155,0006.9%\$145,00010.7%\$140,000Number of Sales (Closed)71154.9%45914.3%622Days on Market (From Last List Date)7410.4%6725.4%59Luxury Single Family MatrixQ3-2020%Δ (ατκ)Q2-2020%Δ (γκ)Q3-2019Average Sales Price\$2,872,0936.0%\$2,708,45622.9%\$2,336,459Average Price Per Sq Ft\$5152.2%\$5045.7%\$487Median Sales Price\$2,500,00019.8%\$2,087,50040.8%\$1,775,000Number of Sales (Closed)4353.6%2822.9%35Days on Market (From Last List Date)13615.3%118-25.3%182	Number of Sales (Closed)	421	55.9%	270	22.7%	343
Average Sales Price\$224,3912.0%\$220,09618.6%\$189,128Average Price Per Sq Ft\$1832.2%\$17915.8%\$158Median Sales Price\$155,0006.9%\$145,00010.7%\$140,000Number of Sales (Closed)71154.9%45914.3%622Days on Market (From Last List Date)7410.4%6725.4%59Luxury Single Family MatrixQ3-2020%Δ (QTR)Q2-2020%Δ (YR)Q3-2019Average Sales Price\$2,872,0936.0%\$2,708,45622.9%\$2,336,459Average Price Per Sq Ft\$5152.2%\$5045.7%\$487Median Sales Price\$2,500,00019.8%\$2,087,50040.8%\$1,775,000Number of Sales (Closed)4353.6%2822.9%35Days on Market (From Last List Date)13615.3%118-25.3%182	Days on Market (From Last List Date)	74	-1.3%	75	-14.9%	87
Average Price Per Sq Ft\$1832.2%\$17915.8%\$158Median Sales Price\$155,0006.9%\$145,00010.7%\$140,000Number of Sales (Closed)71154.9%45914.3%622Days on Market (From Last List Date)7410.4%6725.4%59Luxury Single Family MatrixQ3-2020%Δ (QTR)Q2-2020%Δ (YR)Q3-2019Average Sales Price\$2,872,0936.0%\$2,708,45622.9%\$2,336,459Average Price Per Sq Ft\$5152.2%\$5045.7%\$487Median Sales Price\$2,500,00019.8%\$2,087,50040.8%\$1,775,000Number of Sales (Closed)4353.6%2822.9%35Days on Market (From Last List Date)13615.3%118-25.3%182	Delray Beach Condo Matrix	Q3-2020	%∆ (qtr)	Q2-2020	%∆ (yr)	Q3-2019
Median Sales Price         \$155,000         6.9%         \$145,000         10.7%         \$140,000           Number of Sales (Closed)         711         54.9%         459         14.3%         622           Days on Market (From Last List Date)         74         10.4%         67         25.4%         59           Luxury Single Family Matrix         Q3-2020         %Δ (ατκ)         Q2-2020         %Δ (γκ)         Q3-2019           Average Sales Price         \$2,872,093         6.0%         \$2,708,456         22.9%         \$2,336,459           Average Price Per Sq Ft         \$515         2.2%         \$504         5.7%         \$487           Median Sales Price         \$2,500,000         19.8%         \$2,087,500         40.8%         \$1,775,000           Number of Sales (Closed)         43         53.6%         28         22.9%         35           Days on Market (From Last List Date)         136         15.3%         118         -25.3%         182	Average Sales Price	\$224,391	2.0%	\$220,096	18.6%	\$189,128
Number of Sales (Closed)         711         54.9%         459         14.3%         622           Days on Market (From Last List Date)         74         10.4%         67         25.4%         59           Luxury Single Family Matrix         Q3-2020         %Δ (QTR)         Q2-2020         %Δ (YR)         Q3-2019           Average Sales Price         \$2,872,093         6.0%         \$2,708,456         22.9%         \$2,336,459           Average Price Per Sq Ft         \$515         2.2%         \$504         5.7%         \$487           Median Sales Price         \$2,500,000         19.8%         \$2,087,500         40.8%         \$1,775,000           Number of Sales (Closed)         43         53.6%         28         22.9%         35           Days on Market (From Last List Date)         136         15.3%         118         -25.3%         182	Average Price Per Sq Ft	\$183	2.2%	\$179	15.8%	\$158
Days on Market (From Last List Date)         74         10.4%         67         25.4%         59           Luxury Single Family Matrix         Q3-2020         %Δ (ατκ)         Q2-2020         %Δ (γκ)         Q3-2019           Average Sales Price         \$2,872,093         6.0%         \$2,708,456         22.9%         \$2,336,459           Average Price Per Sq Ft         \$515         2.2%         \$504         5.7%         \$487           Median Sales Price         \$2,500,000         19.8%         \$2,087,500         40.8%         \$1,775,000           Number of Sales (Closed)         43         53.6%         28         22.9%         35           Days on Market (From Last List Date)         136         15.3%         118         -25.3%         182	Median Sales Price	\$155,000	6.9%	\$145,000	10.7%	\$140,000
Luxury Single Family MatrixQ3-2020%Δ (QTR)Q2-2020%Δ (YR)Q3-2019Average Sales Price\$2,872,0936.0%\$2,708,45622.9%\$2,336,459Average Price Per Sq Ft\$5152.2%\$5045.7%\$487Median Sales Price\$2,500,00019.8%\$2,087,50040.8%\$1,775,000Number of Sales (Closed)4353.6%2822.9%35Days on Market (From Last List Date)13615.3%118-25.3%182	Number of Sales (Closed)	711	54.9%	459	14.3%	622
Average Sales Price       \$2,872,093       6.0%       \$2,708,456       22.9%       \$2,336,459         Average Price Per Sq Ft       \$515       2.2%       \$504       5.7%       \$487         Median Sales Price       \$2,500,000       19.8%       \$2,087,500       40.8%       \$1,775,000         Number of Sales (Closed)       43       53.6%       28       22.9%       35         Days on Market (From Last List Date)       136       15.3%       118       -25.3%       182	Days on Market (From Last List Date)	74	10.4%	67	25.4%	59
Average Price Per Sq Ft         \$515         2.2%         \$504         5.7%         \$487           Median Sales Price         \$2,500,000         19.8%         \$2,087,500         40.8%         \$1,775,000           Number of Sales (Closed)         43         53.6%         28         22.9%         35           Days on Market (From Last List Date)         136         15.3%         118         -25.3%         182	Luxury Single Family Matrix	Q3-2020	%∆ (qtr)	Q2-2020	%∆ (yr)	Q3-2019
Median Sales Price         \$2,500,000         19.8%         \$2,087,500         40.8%         \$1,775,000           Number of Sales (Closed)         43         53.6%         28         22.9%         35           Days on Market (From Last List Date)         136         15.3%         118         -25.3%         182	Average Sales Price	\$2,872,093	6.0%	\$2,708,456	22.9%	\$2,336,459
Number of Sales (Closed)         43         53.6%         28         22.9%         35           Days on Market (From Last List Date)         136         15.3%         118         -25.3%         182						Ψ=,σσσ, .σ,
Days on Market (From Last List Date)         136         15.3%         118         -25.3%         182	Average Price Per Sq Ft	\$515	2.2%	\$504	5.7%	
7,11				•		\$487
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Median Sales Price	\$2,500,000	19.8%	\$2,087,500	40.8%	\$487 \$1,775,000
Luxury Condo Matrix Q3-2020 %\(\text{A} \) (air) \(\text{Q2-2020} \) %\(\text{A} \) (Yr) \(\text{Q3-2019} \)	Median Sales Price  Number of Sales (Closed)	\$2,500,000 43	19.8% 53.6%	\$2,087,500 28	40.8% 22.9%	\$487 \$1,775,000 35
Average Sales Price \$761,003 -6.1% \$810,500 26.1% \$603,676	Median Sales Price  Number of Sales (Closed)	\$2,500,000 43	19.8% 53.6%	\$2,087,500 28	40.8% 22.9%	\$487 \$1,775,000 35
Average Price Per Sq Ft \$409 -8.1% \$445 21.4% \$337	Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Condo Matrix	\$2,500,000 43 136 Q3-2020	19.8% 53.6% 15.3% %A (QTR)	\$2,087,500 28 118 Q2-2020	40.8% 22.9% -25.3% %Δ (γr)	\$487 \$1,775,000 35 182 Q3-2019
Median Sales Price         \$604,500         -1.3%         \$612,500         41.4%         \$427,500	Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Condo Matrix  Average Sales Price	\$2,500,000 43 136 Q3-2020 \$761,003	19.8% 53.6% 15.3% %Δ (ατr) -6.1%	\$2,087,500 28 118 Q2-2020 \$810,500	40.8% 22.9% -25.3% %Δ (γR) 26.1%	\$487 \$1,775,000 35 182 Q3-2019 \$603,676
Number of Sales (Closed) 72 56.5% 46 14.3% 63	Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Condo Matrix Average Sales Price Average Price Per Sq Ft	\$2,500,000  43  136  Q3-2020  \$761,003  \$409	19.8% 53.6% 15.3% %∆ (GTR) -6.1% -8.1%	\$2,087,500 28 118 Q2-2020 \$810,500 \$445	40.8% 22.9% -25.3% %Δ (γR) 26.1% 21.4%	\$487 \$1,775,000 35 182 Q3-2019 \$603,676 \$337
Days on Market (From Last List Date)         128         29.3%         99         77.8%         72	Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Condo Matrix  Average Sales Price  Average Price Per Sq Ft  Median Sales Price	\$2,500,000  43  136  Q3-2020  \$761,003  \$409  \$604,500	19.8% 53.6% 15.3% %Δ (ατR) -6.1% -8.1% -1.3%	\$2,087,500 28 118 Q2-2020 \$810,500 \$445 \$612,500	40.8% 22.9% -25.3% %Δ (YR) 26.1% 21.4% 41.4%	\$487 \$1,775,000 35 182 Q3-2019 \$603,676 \$337 \$427,500

The overall number of sales, led by single family properties, pressed higher. There were 1,132 sales to close, up 25.2% from the prior-year quarter, and up significantly since the prior quarter as the COVID lockdown restrained spring market activity.

