

ELLIMAN REPORT

Q4 2017

DELRAY BEACH SALES

Highlights of the Quarterly Survey
of Delray Residential Sales

“The condo and single-family markets moved faster in the final quarter of 2017.”

Delray Beach Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$640,155	4.4%	\$613,205	9.0%	\$587,252
Average Price per Sq Ft	\$243	-2.0%	\$248	1.7%	\$239
Median Sales Price	\$372,889	-1.4%	\$378,250	-2.5%	\$382,500
Number of Sales (Closed)	268	-2.9%	276	0.0%	268
Days on Market (From Last List Date)	81	6.6%	76	-5.8%	86
Delray Beach Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$192,041	-0.7%	\$193,405	10.4%	\$173,881
Average Price per Sq Ft	\$157	0.0%	\$157	9.8%	\$143
Median Sales Price	\$130,000	2.0%	\$127,500	8.3%	\$120,000
Number of Sales	557	-8.5%	609	4.7%	532
Days on Market (From Last List Date)	65	-16.7%	78	-3.0%	67
Luxury Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$2,507,122	12.5%	\$2,227,750	25.5%	\$1,997,941
Average Price per Sq Ft	\$392	-18.0%	\$478	-5.3%	\$414
Median Sales Price	\$1,955,000	10.1%	\$1,775,000	15.0%	\$1,700,000
Number of Sales (Closed)	27	-3.6%	28	0.0%	27
Days on Market (From Last List Date)	104	-16.1%	124	-27.3%	143
Luxury Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$707,307	-4.3%	\$739,291	12.8%	\$626,833
Average Price per Sq Ft	\$385	6.4%	\$362	16.7%	\$330
Median Sales Price	\$469,250	-16.7%	\$563,500	4.3%	\$450,000
Number of Sales	56	-8.2%	61	3.7%	54
Days on Market (From Last List Date)	66	-46.3%	123	-40.0%	110

Single-family median sales price declined 2.5% to \$372,889, and average sales price rose 9% to \$640,155 respectively from the prior-year quarter. Condo median sales price rose 8.3% to \$130,000 and average sales price increased 10.4% to \$192,041 respectively over the same period.

In the luxury market, representing the top 10% of all sales, the median sales price for single-family sales increased 15% to \$1,955,000 and condos rose 4.3% to \$469,250 respectively from the year-ago quarter.

The submarket known as East of Federal Highway saw a 30.2% surge in sales to 69 and a 12.1% decline in listing inventory to 2,034 respectively from the same period a year ago.