

Elliman Report

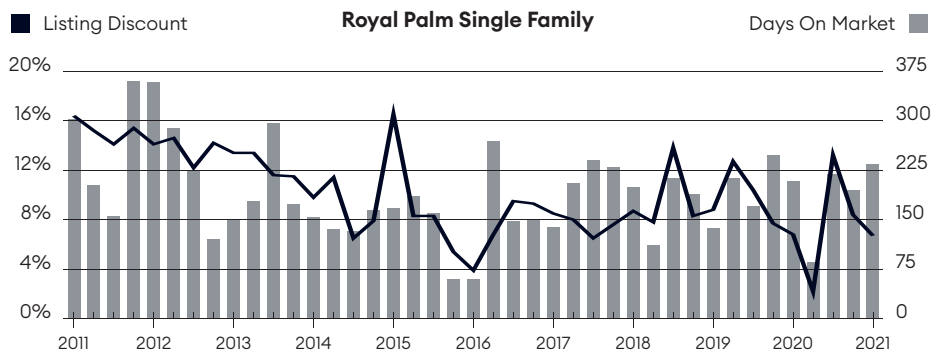
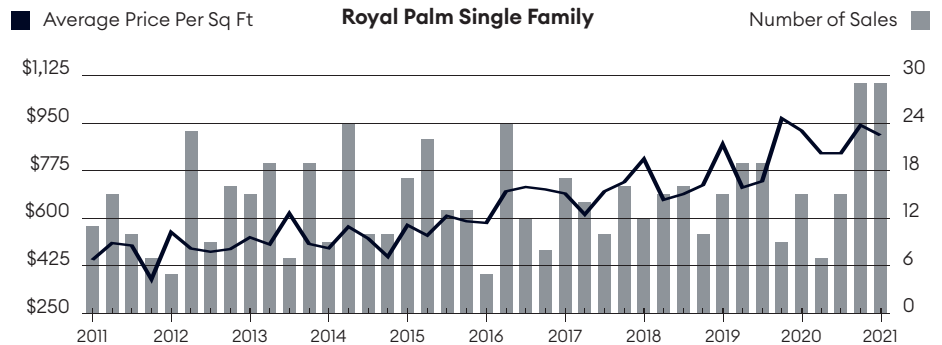
Q1-2021 Royal Palm, Boca Raton, FL Sales

Royal Palm Single Family Dashboard

YEAR-OVER-YEAR

- **1.8%**
Prices
Median Sales Price
- **12.8 mos**
Pace
Months of Supply
- + **93.3%**
Sales
Closed Sales
- **74.3%**
Inventory
Total Inventory
- + **26 days**
Marketing Time
Days on Market
- **0.1%**
Negotiability
Listing Discount

- Listing inventory plummeted to a new low as sales nearly doubled to tie a new record high
- Median sales and average sales price jumped from year-ago levels as average sales size surged
- The months of supply dropped sharply to the fastest-moving market on record



Royal Palm Single Family Matrix	Q1-2021	%Δ (qtr)	Q4-2020	%Δ (yr)	Q1-2020
Average Sales Price	\$6,068,815	-5.1%	\$6,398,015	21.9%	\$4,978,044
Average Price Per Sq Ft	\$905	-3.9%	\$942	-1.8%	\$922
Median Sales Price	\$5,112,000	-11.1%	\$5,750,000	40.1%	\$3,650,000
Number of Sales (Closed)	29	0.0%	29	93.3%	15
Days on Market (From Last List Date)	234	20.0%	195	12.5%	208
Listing Discount (From Last List Price)	6.7%		8.4%		6.8%
Listing Inventory	19	-58.7%	46	-74.3%	74
Months of Supply	2.0	-58.3%	4.8	-86.5%	14.8
Average Square Feet	6,702	-1.3%	6,790	24.2%	5,398

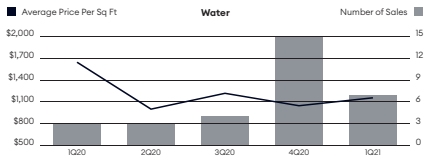
The brisk market conditions continued into the new year with record highs for pricing and sales but with chronically low listing inventory.

The market saw record prices, heavy sales volume, and listing inventory falling to new lows. This market condition resulted in a rapidly moving pace. Sales surged 93.3% to 29 from the year-ago quarter, reaching the record previously set in the prior quarter. Listing inventory plunged 74.3% to a record low of 19 over the same period. As a result, the pace of the market accelerated to the fastest months of supply on record. The average

months of supply, a measure of the number of months to sell all listing inventory at the current sales rate, was a record low of two months, 86.5% faster than the same period last year to the swiftest pace in more than three years. Single family median sales price surged 40.1% to \$5,112,000, and average sales price jumped by 21.9% to \$6,068,815 respectively from the same period last year.

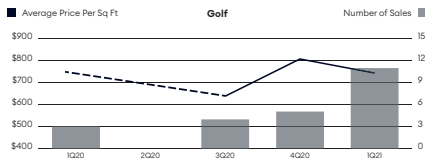


Water



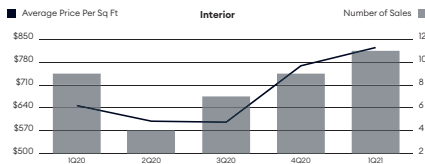
Water Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$10,715,714	29.8%	\$8,257,662	-5.3%	\$11,316,667
Average Price Per Sq Ft	\$1,156	10.4%	\$1,047	-29.8%	\$1,646
Median Sales Price	\$11,250,000	55.7%	\$7,225,000	-10.7%	\$12,600,000
Number of Sales (Closed)	7	-53.3%	15	133.3%	3
Days on Market (From Last List Date)	265	62.6%	163	-2.9%	273
Listing Discount (From Last List Price)	6.9%		6.2%		7.3%
Average Square Feet	9,272	17.5%	7,890	34.8%	6,876

Golf



Golf Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$4,843,364	-6.6%	\$5,185,000	22.6%	\$3,950,886
Average Price Per Sq Ft	\$744	-7.9%	\$808	-1.3%	\$754
Median Sales Price	\$5,100,000	-15.0%	\$6,000,000	99.8%	\$2,552,659
Number of Sales (Closed)	11	120.0%	5	266.7%	3
Days on Market (From Last List Date)	176	-40.7%	297	64.5%	107
Listing Discount (From Last List Price)	6.2%		18.3%		6.3%
Average Square Feet	6,514	1.6%	6,414	24.3%	5,240

Interior



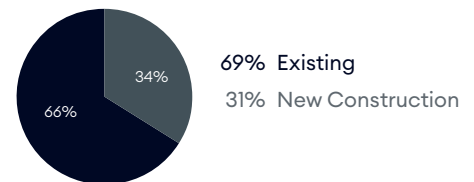
Interior Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$4,337,148	9.2%	\$3,972,500	35.2%	\$3,207,556
Average Price Per Sq Ft	\$825	7.3%	\$769	27.5%	\$647
Median Sales Price	\$4,845,000	25.8%	\$3,850,000	73.0%	\$2,800,000
Number of Sales (Closed)	11	22.2%	9	22.2%	9
Days on Market (From Last List Date)	277	47.3%	188	25.9%	220
Listing Discount (From Last List Price)	6.9%		9.0%		6.3%
Average Square Feet	5,256	1.7%	5,166	6.0%	4,958

By Type Royal Palm

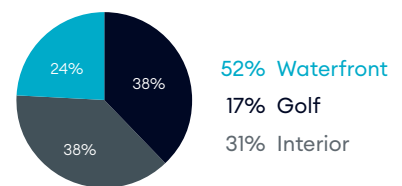
New Construction Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$7,651,000	-16.0%	\$9,113,444	-0.2%	\$7,662,500
Average Price Per Sq Ft	\$1,085	-5.5%	\$1,148	2.7%	\$1,056
Median Sales Price	\$6,000,000	-23.3%	\$7,825,000	-5.1%	\$6,325,000
Number of Sales (Closed)	10	11.1%	9	150.0%	4
Days on Market (From Last List Date)	318	20.0%	265	6.0%	300
Listing Discount (From Last List Price)	6.4%		10.1%		7.3%
Average Square Feet	7,052	-11.1%	7,936	-2.8%	7,255

Existing Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$5,236,086	1.2%	\$5,176,071	30.8%	\$4,001,878
Average Price Per Sq Ft	\$803	-2.7%	\$825	-5.2%	\$847
Median Sales Price	\$4,450,000	-1.9%	\$4,537,500	74.3%	\$2,552,659
Number of Sales (Closed)	19	-5.0%	20	72.7%	11
Days on Market (From Last List Date)	188	16.0%	162	8.0%	174
Listing Discount (From Last List Price)	6.9%		7.1%		6.4%
Average Square Feet	6,519	3.9%	6,274	38.0%	4,723

Sales Share by Type



Sales Share by Location



By Sales Share Royal Palm

Finance	Current Quarter	Prior Year Quarter
Cash	69.0%	93.3%
Mortgage	31.0%	6.7%

Price	Current Quarter	Prior Year Quarter
Under \$3M	10.3%	46.7%
\$3M - \$5M	31.0%	20.0%
Over \$5M	58.6%	33.3%

Over/Under Last List	Current Quarter	Prior Year Quarter
Over	0.0%	0.0%
At	3.4%	0.0%
Under	96.6%	100.0%

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