

Elliman Report

Q2-2021 Royal Palm, Boca Raton, FL Sales

Royal Palm Single Family Dashboard

YEAR-OVER-YEAR

+ 11.2%
Prices
Median Sales Price

- 27.1 mos
Pace
Months of Supply

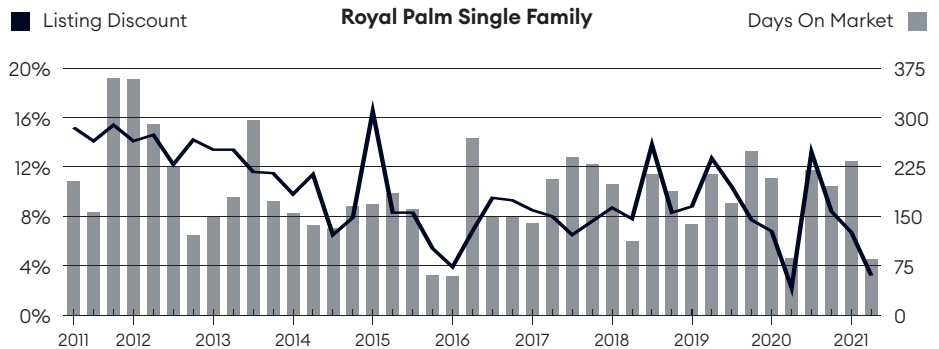
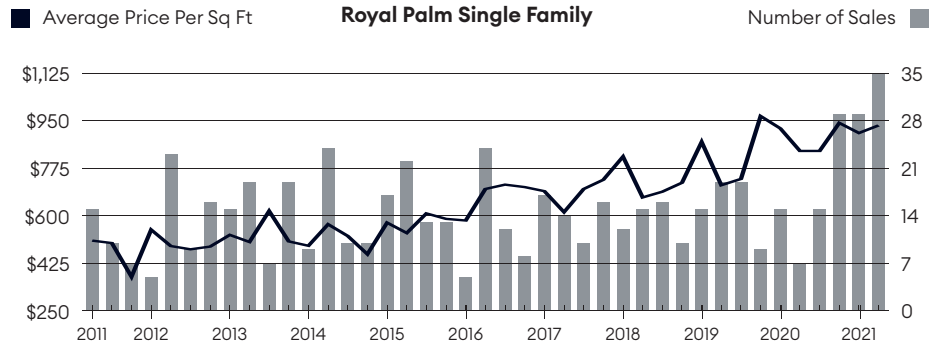
+ 400.0%
Sales
Closed Sales

- 78.8%
Inventory
Total Inventory

- 1 day
Marketing Time
Days on Market

+ 1.0%
Negotiability
Listing Discount

- All price trend indicators rose sharply year over year, aided by an increase in average sales size
- Sales rose five-fold from the year-ago period representing the pandemic-lockdown
- Listing inventory fell to a new low for the third consecutive quarter



Royal Palm Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$5,490,616	-9.5%	\$6,068,815	26.8%	\$4,328,571
Average Price Per Sq Ft	\$933	3.1%	\$905	11.2%	\$839
Median Sales Price	\$4,025,000	-21.3%	\$5,112,000	48.1%	\$2,717,500
Number of Sales (Closed)	35	20.7%	29	400.0%	7
Days on Market (From Last List Date)	85	-63.7%	234	-1.2%	86
Listing Discount (From Last List Price)	3.2%		6.7%		2.2%
Listing Inventory	14	-26.3%	19	-78.8%	66
Months of Supply	1.2	-40.0%	2.0	-95.8%	28.3
Average Square Feet	5,883	-12.2%	6,702	14.1%	5,158

The number of sales rose to a new high while listing inventory fell to a new low, respectively, for the last three quarters.

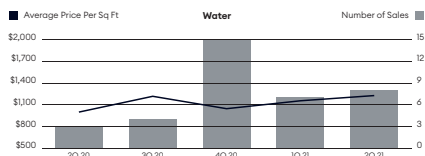
Single family sales surged 400% to 35 from the year-ago quarter as listing inventory plunged 78.8% to a record low of 14 over the same period. As a result, the pace of the single family market accelerated to the fastest on record. The average months of supply, a measure of the number of months to sell all condo inventory at the current sales

rate, was 1.2 months or 95.8% faster than the same period last year. As a result, single family median and average sales price jumped to \$4,025,000 and \$5,490,616, respectively. The market sweet spot by price, the segment with the largest number of sales was from \$3 million to \$5 million with a record 45.7% share.



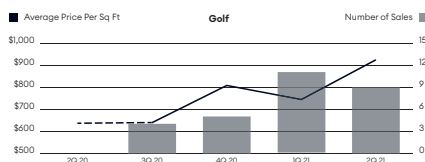
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Water



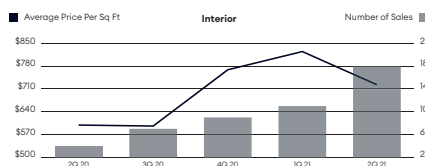
Water Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$9,950,000	-7.1%	\$10,715,714	38.0%	\$7,208,333
Average Price Per Sq Ft	\$1,228	6.2%	\$1,156	22.8%	\$1,000
Median Sales Price	\$9,925,000	-11.8%	\$11,250,000	28.1%	\$7,750,000
Number of Sales (Closed)	8	14.3%	7	166.7%	3
Days on Market (From Last List Date)	36	-86.4%	265	-72.3%	130
Listing Discount (From Last List Price)	2.7%		6.9%		1.2%
Average Square Feet	8,103	-12.6%	9,272	12.4%	7,207

Golf



Golf Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$5,359,222	10.7%	\$4,843,364	N/A	N/A
Average Price Per Sq Ft	\$925	24.3%	\$744	N/A	N/A
Median Sales Price	\$5,250,000	2.9%	\$5,100,000	N/A	N/A
Number of Sales (Closed)	9	-18.2%	11	N/A	N/A
Days on Market (From Last List Date)	169	-4.0%	176	N/A	N/A
Listing Discount (From Last List Price)	3.6%		6.2%		N/A
Average Square Feet	5,794	-11.1%	6,514	N/A	N/A

Interior

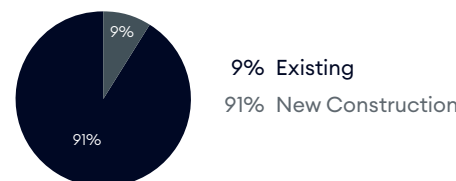


Interior Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$3,574,364	-17.6%	\$4,337,148	64.8%	\$2,168,750
Average Price Per Sq Ft	\$723	-12.4%	\$825	20.7%	\$599
Median Sales Price	\$3,563,750	-26.4%	\$4,845,000	68.7%	\$2,112,500
Number of Sales (Closed)	18	63.6%	11	350.0%	4
Days on Market (From Last List Date)	65	-76.5%	277	22.6%	53
Listing Discount (From Last List Price)	3.6%		6.9%		4.7%
Average Square Feet	4,941	-6.0%	5,256	36.4%	3,622

By Type Royal Palm

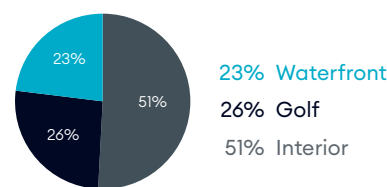
New Construction Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$10,667,667	39.4%	\$7,651,000	N/A	N/A
Average Price Per Sq Ft	\$1,476	36.0%	\$1,085	N/A	N/A
Median Sales Price	\$10,300,000	71.7%	\$6,000,000	N/A	N/A
Number of Sales (Closed)	3	-70.0%	10	N/A	N/A
Days on Market (From Last List Date)	24	-92.5%	318	N/A	N/A
Listing Discount (From Last List Price)	1.7%		6.4%		N/A
Average Square Feet	7,227	2.5%	7,052	N/A	N/A

Sales Share by Type



Existing Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$5,005,267	-4.4%	\$5,236,086	15.6%	\$4,328,571
Average Price Per Sq Ft	\$869	8.2%	\$803	3.6%	\$839
Median Sales Price	\$3,897,500	-12.4%	\$4,450,000	43.4%	\$2,717,500
Number of Sales (Closed)	32	68.4%	19	357.1%	7
Days on Market (From Last List Date)	91	-51.6%	188	5.8%	86
Listing Discount (From Last List Price)	3.5%		6.9%		2.2%
Average Square Feet	5,757	-11.7%	6,519	11.6%	5,158

Sales Share by Location



By Sales Share Royal Palm

Finance	Current Quarter	Prior Year Quarter
Cash	62.9%	85.7%
Mortgage	37.1%	14.3%

Price	Current Quarter	Prior Year Quarter
Under \$3M	17.1%	57.1%
\$3M - \$5M	45.7%	14.3%
Over \$5M	37.1%	28.6%

Over/Under Last List	Current Quarter	Prior Year Quarter
Over	5.7%	0.0%
At	17.1%	28.6%
Under	77.1%	71.4%

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