## Ellinan Report Q2-2023 Delray Beach, FL Sales

"Luxury price trend indicators surged year over year."

Delray Beach Single Family Matrix	Q2-2023	%∆ (QTR)	Q1-2023	%∆ (yr)	Q2-2022
Average Sales Price	\$1,276,021	-0.5%	\$1,281,937	3.9%	\$1,228,451
Average Price Per Sq Ft	\$507	-3.1%	\$523	4.5%	\$485
Median Sales Price	\$765.000	7.7%	\$710,000	-6.7%	\$820,000
Number of Sales (Closed)	354	31.1%	270	-5.1%	373
Days on Market (From Last List Date)	50	-5.7%	53	138.1%	21
Delray Beach Condo Matrix	Q2-2023	%∆ (QTR)	Q1-2023	%∆ (yr)	Q2-2022
Average Sales Price	\$495,168	30.0%	\$380,879	47.2%	\$336,447
Average Price Per Sq Ft	\$390	26.6%	\$308	38.3%	\$282
Median Sales Price	\$247,500	-1.7%	\$251,750	3.1%	\$240,000
Number of Sales (Closed)	711	33.6%	532	-12.0%	808
Days on Market (From Last List Date)	47	-6.0%	50	123.8%	21
Luxury Single Family Matrix (Top 10% of Sales)	Q2-2023	%∆ (qtr)	Q1-2023	%∆ (yr)	Q2-2022
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Average Sales Price	\$4,341,076	-11.4%	\$4,902,193	13.2%	\$3,835,957
	\$4,341,076 \$900	-11.4% -7.3%	\$4,902,193 \$971	13.2% 5.4%	\$3,835,957 \$854
Average Sales Price	. , ,				
Average Sales Price Average Price Per Sq Ft	\$900	-7.3%	\$971	5.4%	\$854
Average Sales Price Average Price Per Sq Ft Median Sales Price	\$900 \$3,500,000	-7.3% 11.1%	\$971 \$3,150,000	5.4% 9.4%	\$854 \$3,200,000
Average Sales Price  Average Price Per Sq Ft  Median Sales Price  Number of Sales (Closed)	\$900 \$3,500,000 37	-7.3% 11.1% 23.3%	\$971 \$3,150,000 30	5.4% 9.4% -5.1%	\$854 \$3,200,000 39
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$900 \$3,500,000 37 62	-7.3% 11.1% 23.3% -7.5%	\$971 \$3,150,000 30 67	5.4% 9.4% -5.1% 40.9%	\$854 \$3,200,000 39 44
Average Sales Price  Average Price Per Sq Ft  Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Condo Matrix (Top 10% of Sales)	\$900 \$3,500,000 37 62 Q2-2023	-7.3% 11.1% 23.3% -7.5% %Δ (QTR)	\$971 \$3,150,000 30 67 Q1-2023	5.4% 9.4% -5.1% 40.9% %Δ (YR)	\$854 \$3,200,000 39 44 Q2-2022
Average Sales Price  Average Price Per Sq Ft  Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Condo Matrix (Top 10% of Sales)  Average Sales Price	\$900 \$3,500,000 37 62 Q2-2023 \$2,605,794	-7.3% 11.1% 23.3% -7.5% %Δ (QTR) 81.0%	\$971 \$3,150,000 30 67 Q1-2023 \$1,439,290	5.4% 9.4% -5.1% 40.9% %Δ (γr) 124.4%	\$854 \$3,200,000 39 44 Q2-2022 \$1,161,448
Average Sales Price  Average Price Per Sq Ft  Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Condo Matrix (Top 10% of Sales)  Average Sales Price  Average Price Per Sq Ft	\$900 \$3,500,000 37 62 Q2-2023 \$2,605,794 \$1,060	-7.3% 11.1% 23.3% -7.5% %Δ (ΩΤR) 81.0% 42.3%	\$971 \$3,150,000 30 67 Q1-2023 \$1,439,290 \$745	5.4% 9.4% -5.1% 40.9% %Δ (γR) 124.4% 68.5%	\$854 \$3,200,000 39 44 Q2-2022 \$1,161,448 \$629
Average Sales Price  Average Price Per Sq Ft  Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Condo Matrix (Top 10% of Sales)  Average Sales Price  Average Price Per Sq Ft  Median Sales Price	\$900 \$3,500,000 37 62 Q2-2023 \$2,605,794 \$1,060 \$1,431,250	-7.3% 11.1% 23.3% -7.5% %Δ (QTR) 81.0% 42.3% 30.1%	\$971 \$3,150,000 30 67 Q1-2023 \$1,439,290 \$745 \$1,100,000	5.4% 9.4% -5.1% 40.9% %Δ (γr) 124.4% 68.5% 55.6%	\$854 \$3,200,000 39 44 Q2-2022 \$1,161,448 \$629 \$920,000

The median sales price of the single family market declined 6.7% yearly to \$765,000, and was 73.9% higher than pre-pandemic levels. Single family sales fell 5.1% annually to 354 due to chronically low listing inventory and mortgage rate spike over the past year.

