

ROYAL PALM MARKET REPORT

Dear Neighbor,

In June, the tax assessor's office of Palm Beach County reported rising property values. This is good news for people looking to sell — and for local governments that want more taxes without having to raise their tax rates.

Preliminary estimates of taxable property value show healthy gains from last year, with Palm Beach County 4.8 percent higher according to the PBC property appraiser. Palm Beach County added \$2.3 billion in new construction to its tax rolls, bringing its overall increase to 6.2 percent. The county's taxable value rose to \$187.1 billion; not one Palm Beach County city had a reduced property valuation. Boca Raton had an overall 5.9 percent increase in its taxable value.

"We are now seeing modest and sustainable growth," Palm Beach County Property Appraiser Dorothy Jacks said in an article recently published in The Sun Sentinel, calling it, "a healthy but stable real estate market."

What does this mean to our local market here in Royal Palm?

A look at the year-to-date figures (see chart opposite page) reflect a stable property market in Royal Palm. For the same three-month period in 2017, we have almost identical sales figures — 15 total sales totaling \$53,951,712 versus 14 sales totaling \$55,600,000.

The #1 question I am getting from neighbors and clients is regarding inventory — it is true that inventory levels in Royal Palm are up, however, they seem to be up and stable versus up and on the rise. At any given time over the last few months, we have held firm with between 77 and 80 homes on the market. Over the last 12 months, there have been 54 sales, which means we do have more than a year of inventory on hand.

As with most things, a property in Royal Palm brings to mind the old adage, "If it's not compelling, it's not selling." With that being said, we are seeing well-presented homes that are also priced in line with recent comparable sold properties sell within a reasonable

amount of time, while the other offerings are taking far longer to sell.

Question of the Month:

Q: How concerned should I be with what other homes sold for when listing mine?

A: In short: be very concerned.

You may go online and try to estimate your home value based on other properties that have recently sold in the neighborhood. However, once you begin to meet with agents about listing the house for sale, each will essentially do the same thing, just with more tools at their disposal and (hopefully) a more in-depth understanding of the local real estate market.

Understanding the value of a property is part of the real estate agent's job and one of the many things they bring to the table when you hire them. When they help you look into the value of your home, they will be looking at a comparable market analysis.

Recently Sold Properties

Also referred to as "comparables," these are homes in the same market with similar features — size, age, bedroom/bathroom count and condition. Ideally, a comparable is a home that is physically close to yours, with the same lot size and views. It is the

real estate agent's job to find a 'comp property' that is closest in all these aspects and more than one, if and when possible. The more comps you can find, the more accurate the price estimate can be.

Other Properties Offered For Sale

No matter what you think your home should sell for, the price-point of your home is limited by what other homes in your neighborhood are currently selling for. This is another thing your real estate agent will help you evaluate. Of course, it is possible to price your home higher than the other homes on the block but your home will have to offer more to grab the attention of a potential buyer(s).

If there are multiple homes being sold close by, the general idea is to find a price that gets the best value for you, while staying somewhere in the middle of the pack. One wise real estate adage is, "The Highest Priced Home on the Street Sells Last."

Rochelle

Rochelle LeCavalier Broker/Owner —
Pink Palm Properties

PINK PALM
East Boca Raton Luxury Real Estate



About Rochelle LeCavalier

With over 15 years of successful residential real estate development, sales and finance experience including multi-million dollar spec home and rental property investor syndication — Rochelle is known by her clients as an exceptionally valuable resource on a number of fronts. She has an understanding of global markets yet maintains a hyper-local, granular grasp of Boca Raton Luxury Real Estate market.

MARKET SNAPSHOT (AS OF JUL. 2018)



OVERALL SALES (SLIDING WINDOW)



MARKET MATRIX

	Last 3 Months		Year Over Year Comparison		3 Months Earlier Comparison	
	Apr 2018 - Jun 2018	Change %	Apr 2017 - Jun 2017	Change %	Jan 2018 - Mar 2018	Change %
WATER	No. of Sales: 5	17%	6	23%	4	25%
	Total Value of Sales: \$34,650,000	13%	\$30,560,000	13%	\$34,650,000	0%
	Average Selling Price: \$6,930,000	36%	\$5,093,333	20%	\$8,662,500	20%
	Average Price per SqFt: \$827	18%	\$698	13%	\$949	13%
	Average DOM: 116	43%	168	41%	297	41%
GOLF	No. of Sales: 3	29%	4	NA	0	NA
	Total Value of Sales: \$7,250,000	38%	\$16,495,000	NA	\$0	NA
	Average Selling Price: \$2,416,666	41%	\$4,123,750	NA	\$0	NA
	Average Price per SqFt: \$573	9%	\$604	NA	\$0	NA
	Average DOM: 106	69%	340	NA	0	NA
INTERIOR	No. of Sales: 7	33%	4	13%	8	13%
	Total Value of Sales: \$12,051,712	41%	\$8,545,000	38%	\$27,478,712	38%
	Average Selling Price: \$1,721,673	19%	\$2,136,250	30%	\$3,434,839	30%
	Average Price per SqFt: \$519	9%	\$476	22%	\$666	22%
	Average DOM: 108	18%	128	28%	150	28%
TOTAL	No. of Sales: 15	7%	14	25%	12	25%
	Total Value of Sales: \$53,951,712	9%	\$55,600,000	13%	\$62,128,712	13%
	Average Selling Price: \$3,596,781	9%	\$3,971,428	31%	\$5,177,393	31%
	Average Price per SqFt: \$632	4%	\$608	17%	\$760	17%
	Average DOM: 110	48%	206	45%	199	45%

If you have questions or suggestions or to submit a potential "Question of the Month," please email us: spotlight@pinkpalm.com. We would love to hear from you. What did you like about the report? What else would you like to see?