

# PALM AIRE MARKET INSIDER



by Kendra Obrist, Broker  
Florida Sands Realty Inc

Get the *inside scoop* on the Palm Aire Real Estate Market  
Market Top 10 - Sales Activity - How to Learn More

Facts by: Florida Realtors Research and Realtors  
Association of Broward and the Palm Beaches  
\*Apartment Therapy August 24, 2019

## 1 STATE OF THE MARKET

Broward County sales remain a bit sluggish with a 5% decline in total properties sold year-to-date compared to 2018 with prices increasing a modest 2%-3%. Palm Aire has been experiencing the same slow sales performance. It is squarely a **Buyers Market** across all property types so Sellers need to price their homes competitively and make sure that the appearance and overall condition are the absolute best possible. Look to your real estate agent (that would be me!) for advice on both these fronts.

## 2 WHAT'S SELLING

3 bedroom condos continue to lead the sales numbers (51); however, 2 bedroom condos were very close in this period (47) and 10 single/villa/townhome properties sold (2x the number sold in Q1)

## 3 WHO'S BUYING

Cash and conventional mortgage buyers split the sales volume equally in this period. The majority of sales (63%) have been to Americans, with other buyers from primarily Canada and Venezuela.

## 4 HIGH AND LOW CONDO SALES

476 W Palm Aire in Fairview Pointe earns the **HIGH SALE** distinction. Selling for \$430,000 in June, this golf and water view villa has a private pool and 2 car garage. On the other end of the spectrum, the **LOW SALE** winner is 3200 N Palm Aire Dr #607 which sold for \$89,250! This 1 bedroom, 1.5 bath foreclosure condo was quite an original!

## 5 TOP MAINTENANCE NO-NO'S

Right out of the mouths of home inspectors\* 1) don't paint over water damage without fixing the underlying issue and preparing the surface properly 2) neglecting to change AC filters monthly or as recommended.

## 6 AROUND PALM AIRE

The Herb Skolnick Community Center at the "4-corners" is a neighborhood treasure. Classes such as dancing, zumba, yoga, painting, piano, karate.. too much going on to list it all. Check them out on facebook (search Herb Skolnick)

## 7 BEEN TO THE CASINO LATELY?

There are great plans brewing for Isle Casino, but while we wait for them to start unfolding next summer, the Isle features live entertainment daily in a smoke free environment. It has 38 live action poker tables, 1,500 slot machines and several restaurants to choose from.

## 8 EVER TRIED GALUPPI'S?

In addition to great food and a fabulous Sunday brunch, Galuppi's (located at 1103 N Federal Hwy at the Pompano Golf Course) has regular live music and a fun outdoor patio with views of the course and great sunsets. Check it out: <https://www.galuppis.com/>

## 9 BEACH AREA NEWS

The newest restaurant to join the Pompano Waterfront is Oceanic, located just north of the Pompano pier. Oceanic opened its doors on August 30th - have you been yet? Check it out: <https://www.oceanicpompano.com/>

## 10 NEW CONSTRUCTION

You may have noticed the green construction fence on W Palm Aire Dr by the Oaks Clubhouse - Siena Townhomes has cleared the land BUT ran into a snag with permitting. They hope to resume construction sometime this fall with first occupancy in May of 2020. I will keep you posted!

Florida Sands Realty Inc

1921 E Atlantic Blvd | Pompano Beach | 954-357-2298

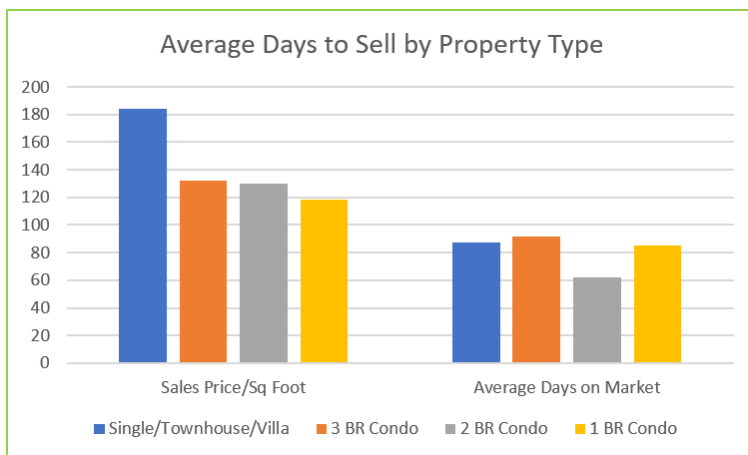
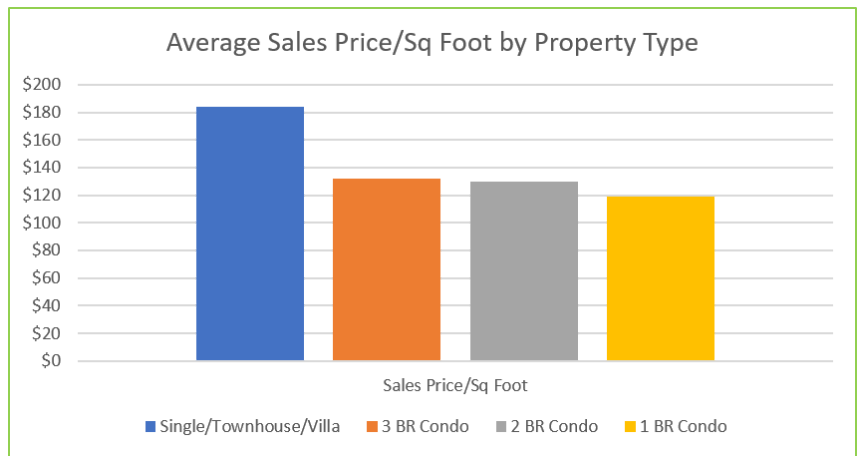
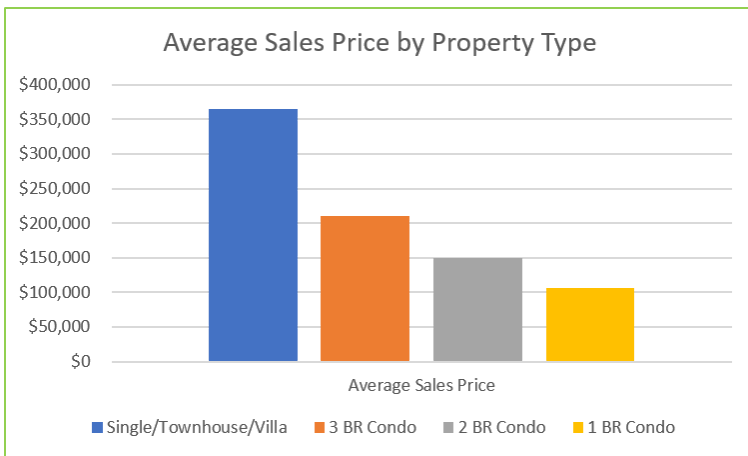


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## Sales Update

**123** properties sold between May and late August with a handful left to close when this went to press  
Sales prices averaged 95% of asking price and properties sold in **79 days** on average (a slight increase since Q1)  
Average **selling price has dropped just under 3%** --- **186** Palm Aire properties are now available for sale



**Want a list of ALL of the  
properties sold recently?**

**Send an email to  
info@FloridaSandsRealty.com**



**Ronda Altschuler, Loan Consultant**  
NMLS ID: 1010259 | Mobile 954-274-6605  
Ronda.Altshuler@CaliberHomeLoans.com



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