

ELLI MAN

REPORT

Q2 2019

JUPITER/PALM BEACH GARDENS SALES

Quarterly Survey of Jupiter/
Palm Beach Gardens Residential Sales

JUPITER DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

3.9%

SALES

Closed Sales

11.8%

NEGOTIABILITY

Listing Discount

1.3%

MARKETING TIME

Days on Market

8 days

CONDO

PRICES

Median Sales Price

4.8%

SALES

Closed Sales

8.7%

NEGOTIABILITY

Listing Discount

0.4%

MARKETING TIME

Days on Market

7 days

- All single-family price trend indicators increased year over year
- Condo sales rose year over year for the fourth straight quarter

JUNO BEACH/TEQUESTA

- Juno Beach sales and price trend indicators fell short of year-ago levels
- Tequesta price trend indicators surged as sales edged higher

Jupiter Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$847,827	3.7%	\$817,951	19.4%	\$710,144
Average Price Per Sq Ft	\$331	2.5%	\$323	18.2%	\$280
Median Sales Price	\$535,000	0.9%	\$530,000	3.9%	\$515,000
Number of Sales (Closed)	398	63.1%	244	11.8%	356
Days on Market (From Last List Date)	68	-4.2%	71	13.3%	60
Listing Discount (From Last List Price)	6.5%		5.4%		5.2%
Listing Inventory (active)	436	-9.4%	481	8.5%	402
Months of Supply	3.3	-44.1%	5.9	-2.9%	3.4

Jupiter Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$352,373	-5.1%	\$371,229	-7.3%	\$380,210
Average Price Per Sq Ft	\$234	-6.4%	\$250	-4.9%	\$246
Median Sales Price	\$300,000	-1.6%	\$305,000	-4.8%	\$315,000
Number of Sales (Closed)	274	20.7%	227	8.7%	252
Days on Market (From Last List Date)	72	10.8%	65	10.8%	65
Listing Discount (From Last List Price)	5.0%		5.3%		4.6%
Listing Inventory (active)	243	-25.9%	328	-12.3%	277
Months of Supply	2.7	-37.2%	4.3	-18.2%	3.3

Jupiter Luxury Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$3,340,268	12.4%	\$2,970,468	45.2%	\$2,301,076
Average Price Per Sq Ft	\$616	1.0%	\$610	27.0%	\$485
Median Sales Price	\$2,350,000	-2.0%	\$2,397,000	31.7%	\$1,785,000
Number of Sales (Closed)	40	60.0%	25	11.1%	36

Jupiter Luxury Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$822,934	-21.2%	\$1,043,783	-22.9%	\$1,067,944
Average Price Per Sq Ft	\$345	-21.6%	\$440	-15.9%	\$410
Median Sales Price	\$725,000	-25.1%	\$967,500	-20.8%	\$915,000
Number of Sales (Closed)	31	34.8%	23	19.2%	26

Juno Beach Market Matrix (Single Family & Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$496,493	-19.1%	\$613,339	-23.9%	\$652,051
Average Price Per Sq Ft	\$300	-10.2%	\$334	-11.5%	\$339
Median Sales Price	\$416,250	-8.9%	\$457,000	-11.4%	\$470,000
Number of Sales (Closed)	30	-3.2%	31	-46.4%	56

Tequesta Market Matrix (Single Family & Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$633,497	-20.5%	\$797,161	37.5%	\$460,773
Average Price Per Sq Ft	\$302	-17.0%	\$364	23.3%	\$245
Median Sales Price	\$442,500	-5.7%	\$469,000	40.5%	\$315,000
Number of Sales (Closed)	124	113.8%	58	2.5%	121

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PALM BEACH GARDENS DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

4.6%

SALES

Closed Sales

6.9%

NEGOTIABILITY

Listing Discount

0.1%

MARKETING TIME

Days on Market

9 days

CONDO

PRICES

Median Sales Price

0.4%

SALES

Closed Sales

19.6%

NEGOTIABILITY

Listing Discount

0.2%

MARKETING TIME

Days on Market

6 days

- Single-family price trend indicators rose year over year for the third straight quarter
- Condo price trend indicators edged higher as sales declined

SINGER ISLAND

- Price trend indicators continued to be skewed sharply lower by the drop in average sales size
- The number of sales returned to levels consistent with long term patterns

Palm Beach Gardens Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$698,187	-5.3%	\$737,602	4.9%	\$665,273
Average Price Per Sq Ft	\$260	-4.4%	\$272	3.2%	\$252
Median Sales Price	\$515,000	3.1%	\$499,500	4.6%	\$492,500
Number of Sales (Closed)	324	44.6%	224	6.9%	303
Days on Market (From Last List Date)	86	-3.4%	89	11.7%	77
Listing Discount (From Last List Price)	7.0%		6.9%		6.9%
Listing Inventory (active)	488	-12.2%	556	-5.4%	516
Months of Supply	4.5	-39.2%	7.4	-11.8%	5.1

Palm Beach Gardens Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$273,108	5.2%	\$259,568	2.1%	\$267,444
Average Price Per Sq Ft	\$186	6.9%	\$174	4.5%	\$178
Median Sales Price	\$243,000	3.4%	\$235,000	0.4%	\$242,000
Number of Sales (Closed)	193	17.7%	164	-19.6%	240
Days on Market (From Last List Date)	58	-18.3%	71	11.5%	52
Listing Discount (From Last List Price)	4.2%		4.1%		4.4%
Listing Inventory (active)	266	-4.0%	277	12.7%	236
Months of Supply	4.1	-19.6%	5.1	36.7%	3.0

Palm Beach Gardens Luxury Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$2,086,374	-24.9%	\$2,777,731	2.8%	\$2,030,391
Average Price Per Sq Ft	\$416	-11.1%	\$468	4.8%	\$397
Median Sales Price	\$1,550,000	-38.1%	\$2,502,816	-6.8%	\$1,662,500
Number of Sales (Closed)	33	43.5%	23	3.1%	32

Palm Beach Gardens Luxury Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$558,250	17.3%	\$475,926	12.0%	\$498,340
Average Price Per Sq Ft	\$248	15.3%	\$215	18.1%	\$210
Median Sales Price	\$463,750	7.8%	\$430,000	8.5%	\$427,500
Number of Sales (Closed)	20	17.6%	17	-20.0%	25

Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

Singer Island Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$834,462	10.4%	\$755,967	-37.8%	\$1,341,385
Average Price Per Sq Ft	\$469	10.9%	\$423	-18.0%	\$572
Median Sales Price	\$415,000	-15.5%	\$491,000	-40.3%	\$695,000
Number of Sales (Closed)	40	33.3%	30	-60.0%	100
Days on Market (From Last List Date)	133	3.1%	129	30.4%	102
Listing Discount (From Last List Price)	9.6%		6.1%		4.7%
Listing Inventory (active)	169	-13.3%	195	-3.4%	175
Months of Supply	12.7	-34.9%	19.5	139.6%	5.3

Douglas Elliman
Real Estate
400 South US Highway 1
Jupiter, FL 33477
561.653.6100 | elliman.com

Miller Samuel Real Estate
Appraisers & Consultants
21 West 38th Street
New York, NY 10018
212.768.8100 | millersamuel.com

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Email report author Jonathan J. Miller at jmiller@millersamuel.com with questions or comments.
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