

# Elliman Report

## Q1-2020

### Jupiter and Palm Beach Gardens Sales

#### Jupiter Single Family Dashboard

YEAR-OVER-YEAR

**+ 4.7%**  
Prices Median Sales Price

**+ 8.6%**  
Sales Closed Sales

**+ 1.7%**  
Negotiability Listing Discount

**+ 1 day**  
Marketing Time Days on Market

#### Jupiter Condo Dashboard

YEAR-OVER-YEAR

**+ 3.3%**  
Prices Median Sales Price

**- 6.6%**  
Sales Closed Sales

**- 0.9%**  
Negotiability Listing Discount

**- 11 days**  
Marketing Time Days on Market

- Single-family price trend indicators and sales showed substantial annual gains
- Condo sales declined as price trend indicators press higher from year-ago levels
- **Juno Beach** price trend indicators rose sharply as sales continued to slip year over year
- **Tequesta** sales surged as all price trend indicators declined annually

Jupiter Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$892,067	20.1%	\$742,616	9.1%	\$817,951
Average Price Per Sq Ft	\$345	13.1%	\$305	6.8%	\$323
Median Sales Price	\$555,000	5.3%	\$527,000	4.7%	\$530,000
Number of Sales (Closed)	265	14.2%	232	8.6%	244
Days on Market (From Last List Date)	72	7.5%	67	1.4%	71
Listing Discount (From Last List Price)	7.1%		5.3%		5.4%
Listing Inventory (Active)	364	0.8%	361	-24.3%	481
Months of Supply	4.1	-12.8%	4.7	-30.5%	5.9
Jupiter Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$392,781	7.3%	\$366,044	5.8%	\$371,229
Average Price Per Sq Ft	\$259	5.7%	\$245	3.6%	\$250
Median Sales Price	\$315,000	1.6%	\$310,000	3.3%	\$305,000
Number of Sales (Closed)	212	7.1%	198	-6.6%	227
Days on Market (From Last List Date)	54	-5.3%	57	-16.9%	65
Listing Discount (From Last List Price)	4.4%		5.2%		5.3%
Listing Inventory (Active)	290	6.6%	272	-11.6%	328
Months of Supply	4.1	0.0%	4.1	-4.7%	4.3
Jupiter Luxury Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$3,796,600	66.8%	\$2,276,538	27.8%	\$2,970,468
Average Price Per Sq Ft	\$666	22.0%	\$546	9.2%	\$610
Median Sales Price	\$2,600,000	61.7%	\$1,607,500	8.5%	\$2,397,000
Number of Sales (Closed)	27	3.8%	26	8.0%	25
Jupiter Luxury Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,110,932	14.2%	\$972,925	6.4%	\$1,043,783
Average Price Per Sq Ft	\$452	3.2%	\$438	2.7%	\$440
Median Sales Price	\$915,000	-6.4%	\$977,250	-5.4%	\$967,500
Number of Sales (Closed)	22	10.0%	20	-4.3%	23
Juno Beach Single Family & Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$698,867	38.1%	\$505,964	13.9%	\$613,339
Average Price Per Sq Ft	\$372	31.4%	\$283	11.4%	\$334
Median Sales Price	\$565,000	29.1%	\$437,500	23.6%	\$457,000
Number of Sales (Closed)	30	7.1%	28	-3.2%	31
Tequesta Single Family & Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$538,960	18.0%	\$456,915	-32.4%	\$797,161
Average Price Per Sq Ft	\$289	11.6%	\$259	-20.6%	\$364
Median Sales Price	\$350,000	-3.4%	\$362,500	-25.4%	\$469,000
Number of Sales (Closed)	77	10.0%	70	32.8%	58



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Palm Beach Gardens Single Family

### Dashboard

YEAR-OVER-YEAR

+ **3.0%**  
Prices Median Sales Price

+ **15.2%**  
Sales Closed Sales

- **1.6%**  
Negotiability  
Listing Discount

- **12** days  
Marketing Time  
Days on Market

## Palm Beach Gardens Condo

### Dashboard

YEAR-OVER-YEAR

+ **4.3%**  
Prices Median Sales Price

+ **25.0%**  
Sales Closed Sales

+ **0.6%**  
Negotiability  
Listing Discount

- **1** day  
Marketing Time  
Days on Market

- Single-family price trend indicators were mixed as sales jumped year over year
- Condo sales and price trend indicators showed robust annual increases

#### SINGER ISLAND

- Price trend indicators skewed higher by jump in average square footage
- Listing inventory fell year over year for the seventh straight quarter

Palm Beach Gardens Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$718,204	6.5%	\$674,131	-2.6%	\$737,602
Average Price Per Sq Ft	\$272	8.4%	\$251	0.0%	\$272
Median Sales Price	\$514,331	-1.6%	\$522,500	3.0%	\$499,500
Number of Sales (Closed)	258	10.3%	234	15.2%	224
Days on Market (From Last List Date)	77	6.9%	72	-13.5%	89
Listing Discount (From Last List Price)	5.3%		6.7%		6.9%
Listing Inventory (Active)	470	1.3%	464	-15.5%	556
Months of Supply	5.5	-6.8%	5.9	-25.7%	7.4

Palm Beach Gardens Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$304,531	0.9%	\$301,677	17.3%	\$259,568
Average Price Per Sq Ft	\$201	2.6%	\$196	15.5%	\$174
Median Sales Price	\$245,000	-5.8%	\$260,000	4.3%	\$235,000
Number of Sales (Closed)	205	9.6%	187	25.0%	164
Days on Market (From Last List Date)	70	12.9%	62	-1.4%	71
Listing Discount (From Last List Price)	4.7%		4.3%		4.1%
Listing Inventory (Active)	251	1.6%	247	-9.4%	277
Months of Supply	3.7	-7.5%	4.0	-27.5%	5.1

Palm Beach Gardens Luxury Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$2,231,527	10.5%	\$2,020,092	-19.7%	\$2,777,731
Average Price Per Sq Ft	\$461	16.4%	\$396	-1.5%	\$468
Median Sales Price	\$1,937,500	9.9%	\$1,762,500	-22.6%	\$2,502,816
Number of Sales (Closed)	26	8.3%	24	13.0%	23

Palm Beach Gardens Luxury Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$813,824	24.7%	\$652,722	71.0%	\$475,926
Average Price Per Sq Ft	\$315	9.8%	\$287	46.5%	\$215
Median Sales Price	\$600,000	23.7%	\$485,000	39.5%	\$430,000
Number of Sales (Closed)	21	10.5%	19	23.5%	17

Singer Island Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,453,142	75.6%	\$827,532	92.2%	\$755,967
Average Price Per Sq Ft	\$609	37.8%	\$442	44.0%	\$423
Median Sales Price	\$925,000	47.9%	\$625,500	88.4%	\$491,000
Number of Sales (Closed)	62	82.4%	34	106.7%	30
Days on Market (From Last List Date)	134	-22.1%	172	3.9%	129
Listing Discount (From Last List Price)	4.3%		6.7%		6.1%
Listing Inventory (Active)	149	-10.2%	166	-23.6%	195
Months of Supply	7.2	-50.7%	14.6	-63.1%	19.5

Questions or comments? Email report author  
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