

ELLI MAN

REPORT

Q1 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

6.0%

SALES

Closed Sales

7.6%

NEGOTIABILITY

Listing Discount

1.1%

MARKETING TIME

Days on Market

6 days

CONDO

PRICES

Median Sales Price

7.0%

SALES

Closed Sales

13.5%

NEGOTIABILITY

Listing Discount

0.2%

MARKETING TIME

Days on Market

19 days

- Single-family median sales price moved higher for the second straight month
- Condo sales rose year over year for the third consecutive quarter

JUNO BEACH/TEQUESTA

- Juno Beach sales showed stability as price trend indicators reflected mixed results
- Tequesta average sales size surged, skewing price trend indicators higher

Jupiter Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$817,951	9.3%	\$748,187	-0.1%	\$818,856
Average Price Per Sq Ft	\$323	9.5%	\$295	1.3%	\$319
Median Sales Price	\$530,000	1.0%	\$525,000	6.0%	\$500,000
Number of Sales (Closed)	244	-7.9%	265	-7.6%	264
Days on Market (From Last List Date)	71	1.4%	70	-7.8%	77
Listing Discount (From Last List Price)	5.4%		5.8%		6.5%
Listing Inventory (active)	481	16.5%	413	11.1%	433
Months of Supply	5.9	25.5%	4.7	20.4%	4.9

Jupiter Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$371,229	6.6%	\$348,292	14.0%	\$325,527
Average Price Per Sq Ft	\$250	8.2%	\$231	12.6%	\$222
Median Sales Price	\$305,000	-1.6%	\$310,000	7.0%	\$285,000
Number of Sales (Closed)	227	1.3%	224	13.5%	200
Days on Market (From Last List Date)	65	8.3%	60	41.3%	46
Listing Discount (From Last List Price)	5.3%		4.1%		5.1%
Listing Inventory (active)	328	7.9%	304	3.1%	318
Months of Supply	4.3	4.9%	4.1	-10.4%	4.8

Jupiter Luxury Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$2,970,468	15.6%	\$2,570,007	-11.7%	\$3,365,296
Average Price Per Sq Ft	\$610	8.2%	\$564	-0.2%	\$611
Median Sales Price	\$2,397,000	22.9%	\$1,950,000	-7.8%	\$2,600,000
Number of Sales (Closed)	25	-7.4%	27	-7.4%	27

Jupiter Luxury Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,043,783	19.7%	\$871,738	33.1%	\$784,045
Average Price Per Sq Ft	\$440	17.3%	\$375	9.7%	\$401
Median Sales Price	\$967,500	35.3%	\$715,000	62.6%	\$594,998
Number of Sales (Closed)	23	0.0%	23	4.5%	22

Juno Beach Market Matrix (Single Family & Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$613,339	20.3%	\$510,010	6.4%	\$576,565
Average Price Per Sq Ft	\$334	10.2%	\$303	1.2%	\$330
Median Sales Price	\$457,000	8.8%	\$420,000	-0.7%	\$460,000
Number of Sales (Closed)	31	-6.1%	33	0.0%	31

Tequesta Market Matrix (Single Family & Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$797,161	64.7%	\$484,105	86.4%	\$427,561
Average Price Per Sq Ft	\$364	35.3%	\$269	56.2%	\$233
Median Sales Price	\$469,000	37.9%	\$340,000	51.3%	\$310,000
Number of Sales (Closed)	58	-19.4%	72	-24.7%	77

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PALM BEACH GARDENS DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

8.2%

SALES

Closed Sales

7.4%

NEGOTIABILITY

Listing Discount

1.0%

MARKETING TIME

Days on Market

6 days

CONDO

PRICES

Median Sales Price

2.1%

SALES

Closed Sales

13.2%

NEGOTIABILITY

Listing Discount

0.4%

MARKETING TIME

Days on Market

22 days

- Single-family sales slipped for the third time in four quarters as all price indicators rose
- Condo median price slipped year over year for the first time in 27 quarters

SINGER ISLAND

- Number of sales surged as inventory declined, pressing the market pace faster
- Price trend indicators skewed lower by large decline in average sales size

Palm Beach Gardens Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$737,602	-3.5%	\$763,991	9.8%	\$671,755
Average Price Per Sq Ft	\$272	-3.5%	\$282	7.1%	\$254
Median Sales Price	\$499,500	6.3%	\$470,000	8.2%	\$461,663
Number of Sales (Closed)	224	4.2%	215	-7.4%	242
Days on Market (From Last List Date)	89	8.5%	82	7.2%	83
Listing Discount (From Last List Price)	6.9%		7.8%		7.9%
Listing Inventory (active)	556	5.5%	527	3.0%	540
Months of Supply	7.4	0.0%	7.4	10.4%	6.7

Palm Beach Gardens Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$259,568	-9.7%	\$287,402	-11.9%	\$294,554
Average Price Per Sq Ft	\$174	-8.4%	\$190	-9.4%	\$192
Median Sales Price	\$235,000	-2.1%	\$240,000	-2.1%	\$240,000
Number of Sales (Closed)	164	21.5%	135	-13.2%	189
Days on Market (From Last List Date)	71	36.5%	52	44.9%	49
Listing Discount (From Last List Price)	4.1%		3.9%		4.5%
Listing Inventory (active)	277	-7.4%	299	16.9%	237
Months of Supply	5.1	-22.7%	6.6	34.2%	3.8

Palm Beach Gardens Luxury Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$2,777,731	-9.3%	\$3,062,500	30.6%	\$2,127,260
Average Price Per Sq Ft	\$468	-12.2%	\$533	19.1%	\$393
Median Sales Price	\$2,502,816	13.1%	\$2,212,500	39.0%	\$1,800,000
Number of Sales (Closed)	23	4.5%	22	-8.0%	25

Palm Beach Gardens Luxury Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$475,926	-24.6%	\$631,194	-34.7%	\$728,495
Average Price Per Sq Ft	\$215	-20.7%	\$271	-28.6%	\$301
Median Sales Price	\$430,000	-18.9%	\$530,000	-16.5%	\$515,000
Number of Sales (Closed)	17	21.4%	14	-10.5%	19

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)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$755,967	6.8%	\$708,085	-14.2%	\$881,261
Average Price Per Sq Ft	\$423	11.9%	\$378	-4.1%	\$441
Median Sales Price	\$491,000	11.3%	\$441,250	-27.7%	\$679,000
Number of Sales (Closed)	30	-28.6%	42	30.4%	23
Days on Market (From Last List Date)	129	-10.4%	144	16.2%	111
Listing Discount (From Last List Price)	6.1%		6.6%		9.1%
Listing Inventory (active)	195	-1.0%	197	-3.9%	203
Months of Supply	19.5	38.3%	14.1	-26.4%	26.5

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