

Elliman Report

Q2-2020 Jupiter, FL and Palm Beach Gardens, FL Sales

Jupiter Single Family Dashboard

YEAR-OVER-YEAR

- + 3.3%**
Prices Median Sales Price
- 37.4%**
Sales Closed Sales
- 0.9%**
Negotiability Listing Discount
- 18 days**
Marketing Time Days on Market

Jupiter Condo Dashboard

YEAR-OVER-YEAR

- + 12.5%**
Prices Median Sales Price
- 33.6%**
Sales Closed Sales
- 0.7%**
Negotiability Listing Discount
- 25 days**
Marketing Time Days on Market

- Single-family median sales price rose year over year for the seventh straight quarter
- Condo price trend indicators moved higher from the prior-year levels
- **Juno Beach** number of sales were unchanged from the same period a year ago
- **Tequesta** sales and price trend indicators declined from prior-year levels

Jupiter Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$864,874	-3.0%	\$892,067	2.0%	\$847,827
Average Price Per Sq Ft	\$343	-0.6%	\$345	3.6%	\$331
Median Sales Price	\$552,500	-0.5%	\$555,000	3.3%	\$535,000
Number of Sales (Closed)	249	-6.0%	265	-37.4%	398
Days on Market (From Last List Date)	50	-30.6%	72	-26.5%	68
Listing Discount (From Last List Price)	5.6%		7.1%		6.5%
Listing Inventory	300	-17.6%	364	-31.2%	436
Months of Supply	3.6	-12.2%	4.1	9.1%	3.3
Jupiter Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$393,624	0.2%	\$392,781	11.7%	\$352,373
Average Price Per Sq Ft	\$257	-0.8%	\$259	9.8%	\$234
Median Sales Price	\$337,500	7.1%	\$315,000	12.5%	\$300,000
Number of Sales (Closed)	182	-14.2%	212	-33.6%	274
Days on Market (From Last List Date)	47	-13.0%	54	-34.7%	72
Listing Discount (From Last List Price)	4.3%		4.4%		5.0%
Listing Inventory	270	-6.9%	290	11.1%	243
Months of Supply	4.5	9.8%	4.1	66.7%	2.7
Jupiter Luxury Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$3,336,179	-12.1%	\$3,796,600	-0.1%	\$3,340,268
Average Price Per Sq Ft	\$647	-2.9%	\$666	5.0%	\$616
Median Sales Price	\$2,300,000	-11.5%	\$2,600,000	-2.1%	\$2,350,000
Number of Sales (Closed)	25	-7.4%	27	-37.5%	40
Jupiter Luxury Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$984,474	-11.4%	\$1,110,932	19.6%	\$822,934
Average Price Per Sq Ft	\$404	-10.6%	\$452	17.1%	\$345
Median Sales Price	\$733,000	-19.9%	\$915,000	1.1%	\$725,000
Number of Sales (Closed)	19	-13.6%	22	-38.7%	31
Juno Beach Single Family & Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$849,033	21.5%	\$698,867	71.0%	\$496,493
Average Price Per Sq Ft	\$407	9.4%	\$372	35.7%	\$300
Median Sales Price	\$557,500	-1.3%	\$565,000	33.9%	\$416,250
Number of Sales (Closed)	30	0.0%	30	0.0%	30
Tequesta Single Family & Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$543,508	0.8%	\$538,960	-14.2%	\$633,497
Average Price Per Sq Ft	\$279	-3.5%	\$289	-7.6%	\$302
Median Sales Price	\$410,000	17.1%	\$350,000	-7.3%	\$442,500
Number of Sales (Closed)	83	7.8%	77	-33.1%	124



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Palm Beach Gardens Single Family

Dashboard

YEAR-OVER-YEAR

- **6.1%**
Prices Median Sales Price
- **40.7%**
Sales Closed Sales
- + **0.7%**
Negotiability Listing Discount
- **21 days**
Marketing Time Days on Market

Palm Beach Gardens Condo

Dashboard

YEAR-OVER-YEAR

- + **3.7%**
Prices Median Sales Price
- **15.5%**
Sales Closed Sales
- + **0.8%**
Negotiability Listing Discount
- + **1 day**
Marketing Time Days on Market

- Single-family sales declined sharply as the market paused during the crisis
- Condo price trend indicators moved higher as sales declined

SINGER ISLAND

- Price trend indicators and the average sales sized jumped from the year-ago quarter
- Listing inventory continued to decline as sales edged higher

Palm Beach Gardens Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
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Average Sales Price	\$783,028	9.0%	\$718,204	12.2%	\$698,187
Average Price Per Sq Ft	\$289	6.3%	\$272	11.2%	\$260
Median Sales Price	\$483,750	-5.9%	\$514,331	-6.1%	\$515,000
Number of Sales (Closed)	192	-25.6%	258	-40.7%	324
Days on Market (From Last List Date)	65	-15.6%	77	-24.4%	86
Listing Discount (From Last List Price)	7.7%		5.3%		7.0%
Listing Inventory	413	-12.1%	470	-15.4%	488
Months of Supply	6.5	18.2%	5.5	44.4%	4.5

Palm Beach Gardens Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
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Average Sales Price	\$282,350	-7.3%	\$304,531	3.4%	\$273,108
Average Price Per Sq Ft	\$189	-6.0%	\$201	1.6%	\$186
Median Sales Price	\$252,000	2.9%	\$245,000	3.7%	\$243,000
Number of Sales (Closed)	163	-20.5%	205	-15.5%	193
Days on Market (From Last List Date)	59	-15.7%	70	1.7%	58
Listing Discount (From Last List Price)	5.0%		4.7%		4.2%
Listing Inventory	227	-9.6%	251	-14.7%	266
Months of Supply	4.2	13.5%	3.7	2.4%	4.1

Palm Beach Gardens Luxury Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
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Average Sales Price	\$2,692,185	20.6%	\$2,231,527	29.0%	\$2,086,374
Average Price Per Sq Ft	\$501	8.7%	\$461	20.4%	\$416
Median Sales Price	\$2,347,500	21.2%	\$1,937,500	51.5%	\$1,550,000
Number of Sales (Closed)	20	-23.1%	26	-39.4%	33

Palm Beach Gardens Luxury Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
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Average Sales Price	\$581,901	-28.5%	\$813,824	4.2%	\$558,250
Average Price Per Sq Ft	\$239	-24.1%	\$315	-3.6%	\$248
Median Sales Price	\$440,000	-26.7%	\$600,000	-5.1%	\$463,750
Number of Sales (Closed)	17	-19.0%	21	-15.0%	20

Singer Island Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
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Average Sales Price	\$1,497,075	3.0%	\$1,453,142	79.4%	\$834,462
Average Price Per Sq Ft	\$596	-2.1%	\$609	27.1%	\$469
Median Sales Price	\$795,000	-14.1%	\$925,000	91.6%	\$415,000
Number of Sales (Closed)	41	-33.9%	62	2.5%	40
Days on Market (From Last List Date)	77	-42.5%	134	-42.1%	133
Listing Discount (From Last List Price)	5.1%		4.3%		9.6%
Listing Inventory	143	-4.0%	149	-15.4%	169
Months of Supply	10.5	45.8%	7.2	-17.3%	12.7

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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