

## 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

15.4%

##### SALES

Closed Sales

3.9%

##### NEGOTIABILITY

Listing Discount

0.2%

##### MARKETING TIME

Days on Market

8 days

#### CONDO

##### PRICES

Median Sales Price

11.3%

##### SALES

Closed Sales

18.5%

##### NEGOTIABILITY

Listing Discount

0.9%

##### MARKETING TIME

Days on Market

1 days

- Single-family price trend indicators and sales moved higher
- Condo sales and price trend indicators all rose for the third consecutive quarter

#### JUNO BEACH/TEQUESTA

- Juno Beach price trend indicators moved higher as sales slipped
- Tequesta price trend indicators increased sharply with fewer sales

Jupiter Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$748,187	4.0%	\$719,547	21.0%	\$618,396
Average Price Per Sq Ft	\$295	-2.3%	\$302	12.2%	\$263
Median Sales Price	\$525,000	5.0%	\$500,000	15.4%	\$455,000
Number of Sales (Closed)	265	-4.3%	277	3.9%	255
Days on Market (From Last List Date)	70	18.6%	59	12.9%	62
Listing Discount (From Last List Price)	5.8%		5.1%		5.6%
Listing Inventory (active)	413	7.3%	385	-5.7%	438
Months to Sell	4.7	11.9%	4.2	-9.6%	5.2

Jupiter Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$348,292	4.4%	\$333,630	12.0%	\$310,846
Average Price Per Sq Ft	\$231	3.1%	\$224	10.0%	\$210
Median Sales Price	\$310,000	4.2%	\$297,500	11.3%	\$278,500
Number of Sales (Closed)	224	3.7%	216	18.5%	189
Days on Market (From Last List Date)	60	11.1%	54	1.7%	59
Listing Discount (From Last List Price)	4.1%		4.8%		5.0%
Listing Inventory (active)	304	0.3%	303	5.2%	289
Months to Sell	4.1	-2.4%	4.2	-10.9%	4.6

Jupiter Luxury Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$2,570,007	4.1%	\$2,467,607	37.9%	\$1,864,120
Average Price Per Sq Ft	\$564	-0.5%	\$567	32.4%	\$426
Median Sales Price	\$1,950,000	25.8%	\$1,550,000	25.3%	\$1,556,174
Number of Sales (Closed)	27	-3.6%	28	-3.6%	28

Jupiter Luxury Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$871,738	9.1%	\$798,727	19.8%	\$727,921
Average Price Per Sq Ft	\$375	1.4%	\$370	14.7%	\$327
Median Sales Price	\$715,000	-3.8%	\$743,500	28.8%	\$555,000
Number of Sales (Closed)	23	4.5%	22	21.1%	19

Juno Beach Market Matrix (Single Family & Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$510,010	14.5%	\$445,240	6.7%	\$478,144
Average Price Per Sq Ft	\$303	11.0%	\$273	3.1%	\$294
Median Sales Price	\$420,000	9.1%	\$385,000	18.3%	\$355,000
Number of Sales (Closed)	33	32.0%	25	-5.7%	35

Tequesta Market Matrix (Single Family & Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$484,105	6.8%	\$453,356	25.9%	\$384,377
Average Price Per Sq Ft	\$269	6.7%	\$252	25.7%	\$214
Median Sales Price	\$340,000	1.5%	\$335,000	8.4%	\$313,750
Number of Sales (Closed)	72	-4.0%	75	-23.4%	94

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## PALM BEACH GARDENS DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Median Sales Price

10.6%

#### SALES

Closed Sales

7.3%

#### NEGOTIABILITY

Listing Discount

1.2%

#### MARKETING TIME

Days on Market

0 days

### CONDO

#### PRICES

Median Sales Price

2.1%

#### SALES

Closed Sales

11.2%

#### NEGOTIABILITY

Listing Discount

0.7%

#### MARKETING TIME

Days on Market

4 days

- Single-family price trend indicators showed double-digit gains as sales decreased
- Condo sales slipped again as price trend indicators continued to rise

### SINGER ISLAND

- Price trend indicators increased and sales continued to rise sharply
- Listing inventory and negotiability continued to tighten

Palm Beach Gardens Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$763,991	13.5%	\$673,407	24.3%	\$614,649
Average Price Per Sq Ft	\$282	8.9%	\$259	12.4%	\$251
Median Sales Price	\$470,000	-0.4%	\$472,000	10.6%	\$425,000
Number of Sales (Closed)	215	-22.9%	279	-7.3%	232
Days on Market (From Last List Date)	82	2.5%	80	0.0%	82
Listing Discount (From Last List Price)	7.8%		6.7%		6.6%
Listing Inventory (active)	527	18.7%	444	5.2%	501
Months to Sell	7.4	54.2%	4.8	13.8%	6.5

Palm Beach Gardens Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$287,402	-18.9%	\$354,399	8.5%	\$264,872
Average Price Per Sq Ft	\$190	-16.3%	\$227	5.0%	\$181
Median Sales Price	\$240,000	-1.4%	\$243,500	2.1%	\$235,000
Number of Sales (Closed)	135	-28.6%	189	-11.2%	152
Days on Market (From Last List Date)	52	-10.3%	58	8.3%	48
Listing Discount (From Last List Price)	3.9%		4.1%		4.6%
Listing Inventory (active)	299	21.5%	246	41.7%	211
Months to Sell	6.6	69.2%	3.9	57.1%	4.2

Palm Beach Gardens Luxury Market Matrix (Single Family)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$3,062,500	37.3%	\$2,229,880	44.9%	\$2,112,885
Average Price Per Sq Ft	\$533	19.2%	\$447	22.2%	\$436
Median Sales Price	\$2,212,500	18.3%	\$1,870,000	30.5%	\$1,695,000
Number of Sales (Closed)	22	-21.4%	28	-8.3%	24
Palm Beach Gardens Luxury Market Matrix (Condo)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$631,194	-50.4%	\$1,273,539	17.7%	\$536,471
Average Price Per Sq Ft	\$271	-38.0%	\$437	10.6%	\$245
Median Sales Price	\$530,000	-51.8%	\$1,100,000	23.3%	\$430,000
Number of Sales (Closed)	14	-26.3%	19	-17.6%	17

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)	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$708,085	-17.7%	\$860,409	10.8%	\$638,973
Average Price Per Sq Ft	\$378	-20.4%	\$475	5.0%	\$360
Median Sales Price	\$441,250	-0.8%	\$445,000	0.3%	\$440,000
Number of Sales (Closed)	42	-17.6%	51	13.5%	37
Days on Market (From Last List Date)	144	-7.7%	156	12.5%	128
Listing Discount (From Last List Price)	6.6%		4.1%		10.9%
Listing Inventory (active)	197	16.6%	169	-0.5%	198
Months to Sell	14.1	42.4%	9.9	-12.4%	16.1

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