

# ELLI MAN

## REPORT

# Q3 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

4.0%

#### SALES

Closed Sales

17.7%

#### NEGOTIABILITY

Listing Discount

0.1%

#### MARKETING TIME

Days on Market

0 days

### CONDO

#### PRICES

Median Sales Price

2.5%

#### SALES

Closed Sales

0.5%

#### NEGOTIABILITY

Listing Discount

0.6%

#### MARKETING TIME

Days on Market

9 days

- Single-family price trend indicators showed mixed results as sales surged annually
- Condo sales and price trend indicators rose year over year

### JUNO BEACH/TEQUESTA

- Juno Beach sales and price trend indicators rose sharply from year-ago levels
- Tequesta price trend indicators and sales jumped from the same period last year

Jupiter Market Matrix (Single Family)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$712,865	-15.9%	\$847,827	-0.9%	\$719,547
Average Price Per Sq Ft	\$293	-11.5%	\$331	-3.0%	\$302
Median Sales Price	\$520,000	-2.8%	\$535,000	4.0%	\$500,000
Number of Sales (Closed)	326	-18.1%	398	17.7%	277
Days on Market (From Last List Date)	59	-13.2%	68	0.0%	59
Listing Discount (From Last List Price)	5.0%		6.5%		5.1%
Listing Inventory (active)	359	-17.7%	436	-6.8%	385
Months of Supply	3.3	0.0%	3.3	-21.4%	4.2

Jupiter Market Matrix (Condo)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$348,338	-1.1%	\$352,373	4.4%	\$333,630
Average Price Per Sq Ft	\$228	-2.6%	\$234	1.8%	\$224
Median Sales Price	\$305,000	1.7%	\$300,000	2.5%	\$297,500
Number of Sales (Closed)	217	-20.8%	274	0.5%	216
Days on Market (From Last List Date)	63	-12.5%	72	16.7%	54
Listing Discount (From Last List Price)	4.2%		5.0%		4.8%
Listing Inventory (active)	232	-4.5%	243	-23.4%	303
Months of Supply	3.2	18.5%	2.7	-23.8%	4.2

Jupiter Luxury Market Matrix (Single Family)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,298,872	-31.2%	\$3,340,268	-6.8%	\$2,467,607
Average Price Per Sq Ft	\$495	-19.6%	\$616	-12.7%	\$567
Median Sales Price	\$1,606,250	-31.6%	\$2,350,000	3.6%	\$1,550,000
Number of Sales (Closed)	34	-15.0%	40	21.4%	28

Jupiter Luxury Market Matrix (Condo)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$868,591	5.5%	\$822,934	8.7%	\$798,727
Average Price Per Sq Ft	\$383	11.0%	\$345	3.5%	\$370
Median Sales Price	\$707,500	-2.4%	\$725,000	-4.8%	\$743,500
Number of Sales (Closed)	22	-29.0%	31	0.0%	22

Juno Beach Market Matrix (Single Family & Condo)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$588,730	18.6%	\$496,493	32.2%	\$445,240
Average Price Per Sq Ft	\$322	7.3%	\$300	17.9%	\$273
Median Sales Price	\$433,750	4.2%	\$416,250	12.7%	\$385,000
Number of Sales (Closed)	28	-6.7%	30	12.0%	25

Tequesta Market Matrix (Single Family & Condo)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$599,912	-5.3%	\$633,497	32.3%	\$453,356
Average Price Per Sq Ft	\$294	-2.6%	\$302	16.7%	\$252
Median Sales Price	\$390,000	-11.9%	\$442,500	16.4%	\$335,000
Number of Sales (Closed)	85	-31.5%	124	13.3%	75

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## PALM BEACH GARDENS DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Median Sales Price

4.1%

#### SALES

Closed Sales

6.1%

#### NEGOTIABILITY

Listing Discount

0.3%

#### MARKETING TIME

Days on Market

3 days

### CONDO

#### PRICES

Median Sales Price

5.3%

#### SALES

Closed Sales

18.5%

#### NEGOTIABILITY

Listing Discount

0.4%

#### MARKETING TIME

Days on Market

4 days

- Single-family price trend indicators increased as sales fell short of the prior-year level
- Condo price trend indicators were mixed as sales surged

### SINGER ISLAND

- Price trend indicators showed mixed results as sales declined from the prior-year quarter
- Listing inventory and days on market fell from prior-year levels

Palm Beach Gardens Market Matrix (Single Family)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$781,647	12.0%	\$698,187	16.1%	\$673,407
Average Price Per Sq Ft	\$290	11.5%	\$260	12.0%	\$259
Median Sales Price	\$491,250	-4.6%	\$515,000	4.1%	\$472,000
Number of Sales (Closed)	262	-19.1%	324	-6.1%	279
Days on Market (From Last List Date)	77	-10.5%	86	-3.8%	80
Listing Discount (From Last List Price)	6.4%		7.0%		6.7%
Listing Inventory (active)	418	-14.3%	488	-5.9%	444
Months of Supply	4.8	6.7%	4.5	0.0%	4.8

Palm Beach Gardens Market Matrix (Condo)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$315,589	15.6%	\$273,108	-11.0%	\$354,399
Average Price Per Sq Ft	\$204	9.7%	\$186	-10.1%	\$227
Median Sales Price	\$256,500	5.6%	\$243,000	5.3%	\$243,500
Number of Sales (Closed)	224	16.1%	193	18.5%	189
Days on Market (From Last List Date)	62	6.9%	58	6.9%	58
Listing Discount (From Last List Price)	3.7%		4.2%		4.1%
Listing Inventory (active)	211	-20.7%	266	-14.2%	246
Months of Supply	2.8	-31.7%	4.1	-28.2%	3.9

Palm Beach Gardens Luxury Market Matrix (Single Family)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,895,056	38.8%	\$2,086,374	29.8%	\$2,229,880
Average Price Per Sq Ft	\$547	31.5%	\$416	22.4%	\$447
Median Sales Price	\$2,600,000	67.7%	\$1,550,000	39.0%	\$1,870,000
Number of Sales (Closed)	27	-18.2%	33	-3.6%	28
Palm Beach Gardens Luxury Market Matrix (Condo)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$850,217	52.3%	\$558,250	-33.2%	\$1,273,539
Average Price Per Sq Ft	\$337	35.9%	\$248	-22.9%	\$437
Median Sales Price	\$560,000	20.8%	\$463,750	-49.1%	\$1,100,000
Number of Sales (Closed)	23	15.0%	20	21.1%	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)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$651,585	-21.9%	\$834,462	-24.3%	\$860,409
Average Price Per Sq Ft	\$377	-19.6%	\$469	-20.6%	\$475
Median Sales Price	\$466,500	12.4%	\$415,000	4.8%	\$445,000
Number of Sales (Closed)	36	-10.0%	40	-29.4%	51
Days on Market (From Last List Date)	123	-7.5%	133	-21.2%	156
Listing Discount (From Last List Price)	8.3%		9.6%		4.1%
Listing Inventory (active)	141	-16.6%	169	-16.6%	169
Months of Supply	11.8	-7.1%	12.7	19.2%	9.9

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