EllimanReport

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

Q1-2020	$\%\Delta$ (QTR)	Q4-2019	$\%\Delta$ (YR)	Q1-2019
\$892,067	20.1%	\$742,616	9.1%	\$817,951
\$345	13.1%	\$305	6.8%	\$323
\$555,000	5.3%	\$527,000	4.7%	\$530,000
265	14.2%	232	8.6%	244
72	7.5%	67	1.4%	71
7.1%		5.3%		5.4%
364	0.8%	361	-24.3%	481
4.1	-12.8%	4.7	-30.5%	5.9
Q1-2020	$\%\Delta$ (QTR)	Q4-2019	%∆ (yr)	Q1-2019
\$392,781	7.3%	\$366,044	5.8%	\$371,229
\$259	5.7%	\$245	3.6%	\$250
\$315,000	1.6%	\$310,000	3.3%	\$305,000
212	7.1%	198	-6.6%	227
54	-5.3%	57	-16.9%	65
4.4%		5.2%		5.3%
290	6.6%	272	-11.6%	328
4.1	0.0%	4.1	-4.7%	4.3
Q1-2020	$\%\Delta$ (QTR)	Q4-2019	%∆ (yr)	Q1-2019
\$3,796,600	66.8%	\$2,276,538	27.8%	\$2,970,468
\$3,796,600 \$666	66.8% 22.0%	\$2,276,538 \$546	27.8% 9.2%	
. , ,				\$610
\$666	22.0%	\$546	9.2%	\$610 \$2,397,000
\$666 \$2,600,000	22.0% 61.7%	\$546 \$1,607,500	9.2% 8.5%	\$610 \$2,397,000
\$666 \$2,600,000 27	22.0% 61.7% 3.8%	\$546 \$1,607,500 26	9.2% 8.5% 8.0%	\$610 \$2,397,000 25 Q1-2019
\$666 \$2,600,000 27 Q1-2020	22.0% 61.7% 3.8% %Δ (QTR)	\$546 \$1,607,500 26 Q4-2019	9.2% 8.5% 8.0% %Δ (YR)	\$610 \$2,397,000 25 Q1-2019 \$1,043,783
\$666 \$2,600,000 27 Q1-2020 \$1,110,932	22.0% 61.7% 3.8% %Δ (QTR) 14.2%	\$546 \$1,607,500 26 Q4-2019 \$972,925	9.2% 8.5% 8.0% %Δ (γR) 6.4%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452	22.0% 61.7% 3.8% %Δ (QTR) 14.2% 3.2%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438	9.2% 8.5% 8.0% %Δ (γr) 6.4% 2.7%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000	22.0% 61.7% 3.8% %Δ (ατr) 14.2% 3.2% -6.4%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250	9.2% 8.5% 8.0% %Δ (γr) 6.4% 2.7% -5.4%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22	22.0% 61.7% 3.8% %Δ (GTR) 14.2% 3.2% -6.4% 10.0%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20	9.2% 8.5% 8.0% %Δ (γr) 6.4% 2.7% -5.4% -4.3%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500 23
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22	22.0% 61.7% 3.8% %Δ (αTR) 14.2% 3.2% -6.4% 10.0%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20	9.2% 8.5% 8.0% %Δ (γr) 6.4% 2.7% -5.4% -4.3%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500 23 Q1-2019 \$613,339
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22 Q1-2020 \$698,867	22.0% 61.7% 3.8% %Δ (QTR) 14.2% 3.2% -6.4% 10.0% %Δ (QTR) 38.1%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20 Q4-2019 \$505,964	9.2% 8.5% 8.0% %Δ (γr) 6.4% 2.7% -5.4% -4.3%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500 23 Q1-2019 \$613,339 \$334
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22 Q1-2020 \$698,867 \$372	22.0% 61.7% 3.8% %Δ (GTR) 14.2% 3.2% -6.4% 10.0% %Δ (GTR) 38.1% 31.4%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20 Q4-2019 \$505,964 \$283	9.2% 8.5% 8.0% %Δ (γr) 6.4% 2.7% -5.4% -4.3% %Δ (γr) 13.9% 11.4%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500 23 Q1-2019 \$613,339 \$334 \$457,000
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22 Q1-2020 \$698,867 \$372 \$565,000	22.0% 61.7% 3.8% %Δ (GTR) 14.2% 3.2% -6.4% 10.0% %Δ (GTR) 38.1% 31.4% 29.1%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20 Q4-2019 \$505,964 \$283 \$437,500	9.2% 8.5% 8.0% %Δ (γr) 6.4% 2.7% -5.4% -4.3% %Δ (γr) 13.9% 11.4% 23.6%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500 23 Q1-2019 \$613,339 \$334 \$457,000
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22 Q1-2020 \$698,867 \$372 \$565,000 30	22.0% 61.7% 3.8% %Δ (GTR) 14.2% 3.2% -6.4% 10.0% %Δ (GTR) 38.1% 31.4% 29.1% 7.1%	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20 Q4-2019 \$505,964 \$283 \$437,500 28	9.2% 8.5% 8.0% %Δ (γr) 6.4% -5.4% -4.3% %Δ (γr) 13.9% 11.4% 23.6% -3.2%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500 23 Q1-2019 \$613,339 \$334 \$457,000 31
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22 Q1-2020 \$698,867 \$372 \$565,000 30 Q1-2020	22.0% 61.7% 3.8% %Δ (ατr) 14.2% 3.2% -6.4% 10.0% %Δ (ατr) 38.1% 31.4% 29.1% 7.1% %Δ (ατr)	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20 Q4-2019 \$505,964 \$283 \$437,500 28 Q4-2019	9.2% 8.5% 8.0% %Δ (γr) 6.4% -5.4% -4.3% %Δ (γr) 13.9% 11.4% 23.6% -3.2%	\$610 \$2,397,000 25 Q1-2019 \$1,043,783 \$440 \$967,500 23 Q1-2019 \$613,339 \$334 \$457,000 31 Q1-2019 \$797,161
\$666 \$2,600,000 27 Q1-2020 \$1,110,932 \$452 \$915,000 22 Q1-2020 \$698,867 \$372 \$565,000 30 Q1-2020 \$538,960	22.0% 61.7% 3.8% %Δ (QTR) 14.2% 3.2% -6.4% 10.0% %Δ (QTR) 38.1% 31.4% 29.1% 7.1% %Δ (QTR)	\$546 \$1,607,500 26 Q4-2019 \$972,925 \$438 \$977,250 20 Q4-2019 \$505,964 \$283 \$437,500 28 Q4-2019 \$456,915	9.2% 8.5% 8.0% %\(\lambda \text{ (vr)} \) 6.4% 2.7% -5.4% -4.3% %\(\lambda \text{ (vr)} \) 13.9% 11.4% 23.6% -3.2% %\(\lambda \text{ (vr)} \) -32.4%	\$1,043,783 \$440 \$967,500 23 Q1-2019 \$613,339 \$334 \$457,000
	\$892,067 \$345 \$555,000 265 72 7.1% 364 4.1 Q1-2020 \$392,781 \$259 \$315,000 212 54 4.4% 290 4.1	\$892,067 20.1% \$345 13.1% \$555,000 5.3% 265 14.2% 72 7.5% 7.1% 364 0.8% 4.1 -12.8% Q1-2020 %A (atr.) \$392,781 7.3% \$259 5.7% \$315,000 1.6% 212 7.1% 54 -5.3% 4.4% 290 6.6% 4.1 0.0%	\$892,067 20.1% \$742,616 \$345 13.1% \$305 \$555,000 5.3% \$527,000 265 14.2% 232 72 7.5% 67 7.1% 5.3% 364 0.8% 361 4.1 -12.8% 4.7 Q1-2020 %Δ(QTR) Q4-2019 \$392,781 7.3% \$366,044 \$259 5.7% \$245 \$315,000 1.6% \$310,000 212 7.1% 198 54 -5.3% 57 4.4% 5.2% 290 6.6% 272 4.1 0.0% 4.1	\$892,067 20.1% \$742,616 9.1% \$345 13.1% \$305 6.8% \$5555,000 5.3% \$527,000 4.7% 265 14.2% 232 8.6% 72 7.5% 67 1.4% 7.1% 5.3% 364 0.8% 361 -24.3% 4.1 -12.8% 4.7 -30.5% Q1-2020 %A (QTR) Q4-2019 %A (YR) \$392,781 7.3% \$366,044 5.8% \$259 5.7% \$245 3.6% \$315,000 1.6% \$310,000 3.3% 212 7.1% 198 -6.6% 54 -5.3% 57 -16.9% 4.4% 5.2% 290 6.6% 272 -11.6% 4.1 0.0% 4.1 -4.7% Q1-2020 %A (QTR) Q4-2019 %A (YR)



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	O1 2020	9/ A (ozz)	04 2010	9/ A (:-)	01 2010
Single Family Matrix	Q1-2020	%∆ (QTR)	Q4-2019	%∆ (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	%∆ (QTR)	Q4-2019	%∆ (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	%∆ (qtr)	Q4-2019	%∆ (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	%∆ (QTR)	Q4-2019	%∆ (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	%∆ (QTR)	Q4-2019	%∆ (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 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