

Elliman Report

Q3-2020 Jupiter, FL and Palm Beach Gardens, FL Sales

Jupiter Single Family Dashboard

YEAR-OVER-YEAR

+ 15.8%
Prices Median Sales Price

+ 19.3%
Sales Closed Sales

+ 0.8%
Negotiability Listing Discount

+ 4 days
Marketing Time Days on Market

Jupiter Condo Dashboard

YEAR-OVER-YEAR

+ 4.9%
Prices Median Sales Price

+ 26.7%
Sales Closed Sales

= 0.0%
Negotiability Listing Discount

- 6 days
Marketing Time Days on Market

- Single-family sales jumped year over year as listing inventory dropped sharply
- The most third-quarter condo sales in fifteen years
- **Juno Beach** sales surged from year-ago levels
- **Tequesta** sales surged while listing inventory declined sharply from the year-ago level

Jupiter Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$998,287	15.4%	\$864,874	40.0%	\$712,865
Average Price Per Sq Ft	\$362	5.5%	\$343	23.5%	\$293
Median Sales Price	\$602,000	9.0%	\$552,500	15.8%	\$520,000
Number of Sales (Closed)	389	56.2%	249	19.3%	326
Days on Market (From Last List Date)	63	26.0%	50	6.8%	59
Listing Discount (From Last List Price)	5.8%		5.6%		5.0%
Listing Inventory	213	-29.0%	300	-40.7%	359
Months of Supply	1.6	-55.6%	3.6	-51.5%	3.3
Jupiter Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$349,899	-11.1%	\$393,624	0.4%	\$348,338
Average Price Per Sq Ft	\$234	-8.9%	\$257	2.6%	\$228
Median Sales Price	\$320,000	-5.2%	\$337,500	4.9%	\$305,000
Number of Sales (Closed)	275	51.1%	182	26.7%	217
Days on Market (From Last List Date)	57	21.3%	47	-9.5%	63
Listing Discount (From Last List Price)	4.2%		4.3%		4.2%
Listing Inventory	224	-17.0%	270	-3.4%	232
Months of Supply	2.4	-46.7%	4.5	-25.0%	3.2
Jupiter Luxury Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$4,024,551	20.6%	\$3,336,179	75.1%	\$2,298,872
Average Price Per Sq Ft	\$678	4.8%	\$647	37.0%	\$495
Median Sales Price	\$3,550,000	54.3%	\$2,300,000	121.0%	\$1,606,250
Number of Sales (Closed)	39	56.0%	25	14.7%	34
Jupiter Luxury Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$730,893	-25.8%	\$984,474	-15.9%	\$868,591
Average Price Per Sq Ft	\$320	-20.8%	\$404	-16.4%	\$383
Median Sales Price	\$657,500	-10.3%	\$733,000	-7.1%	\$707,500
Number of Sales (Closed)	28	47.4%	19	27.3%	22
Juno Beach Single Family & Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$761,002	-10.4%	\$849,033	29.3%	\$588,730
Average Price Per Sq Ft	\$406	-0.2%	\$407	26.1%	\$322
Median Sales Price	\$566,250	1.6%	\$557,500	30.5%	\$433,750
Number of Sales (Closed)	42	40.0%	30	50.0%	28
Tequesta Single Family & Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$725,953	33.6%	\$543,508	21.0%	\$599,912
Average Price Per Sq Ft	\$355	27.2%	\$279	20.7%	\$294
Median Sales Price	\$423,000	3.2%	\$410,000	8.5%	\$390,000
Number of Sales (Closed)	114	37.3%	83	34.1%	85



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Palm Beach Gardens Single Family

Dashboard

YEAR-OVER-YEAR

+ **28.0%**
Prices Median Sales Price

+ **20.6%**
Sales Closed Sales

+ **1.4%**
Negotiability
Listing Discount

+ **9 days**
Marketing Time
Days on Market

Palm Beach Gardens Condo

Dashboard

YEAR-OVER-YEAR

+ **7.4%**
Prices Median Sales Price

+ **0.9%**
Sales Closed Sales

- **0.2%**
Negotiability
Listing Discount

- **12 days**
Marketing Time
Days on Market

- The most third quarter single family sales in fifteen years
- Condo listing inventory declined annually for the sixth straight quarter

SINGER ISLAND

- All price trend indicators surged year over year, partly skewed higher by a jump in average sales size
- The number of sales pressed higher year over year as listing inventory slipped

Palm Beach Gardens Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$899,981	14.9%	\$783,028	15.1%	\$781,647
Average Price Per Sq Ft	\$294	1.7%	\$289	1.4%	\$290
Median Sales Price	\$629,000	30.0%	\$483,750	28.0%	\$491,250
Number of Sales (Closed)	316	64.6%	192	20.6%	262
Days on Market (From Last List Date)	86	32.3%	65	11.7%	77
Listing Discount (From Last List Price)	7.8%		7.7%		6.4%
Listing Inventory	363	-12.1%	413	-13.2%	418
Months of Supply	3.4	-47.7%	6.5	-29.2%	4.8

Palm Beach Gardens Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$346,170	22.6%	\$282,350	9.7%	\$315,589
Average Price Per Sq Ft	\$218	15.3%	\$189	6.9%	\$204
Median Sales Price	\$275,500	9.3%	\$252,000	7.4%	\$256,500
Number of Sales (Closed)	226	38.7%	163	0.9%	224
Days on Market (From Last List Date)	50	-15.3%	59	-19.4%	62
Listing Discount (From Last List Price)	3.5%		5.0%		3.7%
Listing Inventory	203	-10.6%	227	-3.8%	211
Months of Supply	2.7	-35.7%	4.2	-3.6%	2.8

Palm Beach Gardens Luxury Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,966,202	10.2%	\$2,692,185	2.5%	\$2,895,056
Average Price Per Sq Ft	\$519	3.6%	\$501	-5.1%	\$547
Median Sales Price	\$2,517,500	7.2%	\$2,347,500	-3.2%	\$2,600,000
Number of Sales (Closed)	33	65.0%	20	22.2%	27

Palm Beach Gardens Luxury Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$982,559	68.9%	\$581,901	15.6%	\$850,217
Average Price Per Sq Ft	\$382	59.8%	\$239	13.4%	\$337
Median Sales Price	\$505,000	14.8%	\$440,000	-9.8%	\$560,000
Number of Sales (Closed)	23	35.3%	17	0.0%	23

Singer Island Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,073,294	-28.3%	\$1,497,075	64.7%	\$651,585
Average Price Per Sq Ft	\$508	-14.8%	\$596	34.7%	\$377
Median Sales Price	\$627,500	-21.1%	\$795,000	34.5%	\$466,500
Number of Sales (Closed)	44	7.3%	41	22.2%	36
Days on Market (From Last List Date)	142	84.4%	77	15.4%	123
Listing Discount (From Last List Price)	6.9%		5.1%		8.3%
Listing Inventory	140	-2.1%	143	-0.7%	141
Months of Supply	9.5	-9.5%	10.5	-19.5%	11.8

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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