

# Elliman Report

**Q3-2021** Jupiter, FL and Palm Beach Gardens, FL Sales

## Jupiter Single Family Dashboard

YEAR-OVER-YEAR

- + 13.3%**  
Prices Median Sales Price
- 23.0%**  
Sales Closed Sales
- 4.1%**  
Negotiability Listing Discount
- 46 days**  
Marketing Time Days on Market

## Jupiter Condo Dashboard

YEAR-OVER-YEAR

- + 26.5%**  
Prices Median Sales Price
- 10.9%**  
Sales Closed Sales
- 2.6%**  
Negotiability Listing Discount
- 32 days**  
Marketing Time Days on Market

- Single family price trend indicators continued to surge above the previous year and the same period two years ago
- Condo median sales price rose to a record for the second consecutive quarter
- **Juno Beach** listing inventory fell sharply year over year for the fourth straight quarter
- **Tequesta** listing inventory fell to a record low, constraining sales levels

Jupiter Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,052,894	-20.8%	\$1,328,604	5.3%	\$999,971
Average Price Per Sq Ft	\$439	-6.2%	\$468	20.9%	\$363
Median Sales Price	\$680,000	-3.2%	\$702,500	13.3%	\$600,000
Number of Sales (Closed)	298	-21.2%	378	-23.0%	387
Days on Market (From Last List Date)	17	-45.2%	31	-73.0%	63
Listing Discount (From Last List Price)	1.7%		3.4%		5.8%
Listing Inventory	138	0.7%	137	-35.2%	213
Months of Supply	1.4	27.3%	1.1	-17.6%	1.7
Jupiter Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$454,520	-3.6%	\$471,674	29.6%	\$350,625
Average Price Per Sq Ft	\$308	-6.4%	\$329	31.6%	\$234
Median Sales Price	\$404,750	8.2%	\$374,000	26.5%	\$320,000
Number of Sales (Closed)	244	7.5%	227	-10.9%	274
Days on Market (From Last List Date)	25	-10.7%	28	-56.1%	57
Listing Discount (From Last List Price)	1.6%		1.2%		4.2%
Listing Inventory	57	-26.0%	77	-74.6%	224
Months of Supply	0.7	-30.0%	1.0	-72.0%	2.5
Jupiter Luxury Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$3,946,508	-33.7%	\$5,950,671	-1.9%	\$4,024,551
Average Price Per Sq Ft	\$855	4.5%	\$818	26.1%	\$678
Median Sales Price	\$2,700,000	-40.0%	\$4,497,500	-23.9%	\$3,550,000
Number of Sales (Closed)	30	-21.1%	38	-23.1%	39
Jupiter Luxury Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$973,154	-22.1%	\$1,248,772	33.1%	\$730,893
Average Price Per Sq Ft	\$490	-7.4%	\$529	53.1%	\$320
Median Sales Price	\$786,000	-31.7%	\$1,150,000	19.5%	\$657,500
Number of Sales (Closed)	26	13.0%	23	-7.1%	28
Juno Beach Single Family & Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$684,261	-22.4%	\$881,280	-10.1%	\$761,002
Average Price Per Sq Ft	\$415	-10.8%	\$465	2.2%	\$406
Median Sales Price	\$577,000	-0.5%	\$580,000	1.9%	\$566,250
Number of Sales (Closed)	38	-33.3%	57	-9.5%	42
Tequesta Single Family & Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$765,779	-5.9%	\$813,635	4.9%	\$730,298
Average Price Per Sq Ft	\$408	-1.4%	\$414	14.6%	\$356
Median Sales Price	\$410,500	-21.1%	\$520,000	-3.4%	\$425,000
Number of Sales (Closed)	94	-6.9%	101	-16.8%	113



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Palm Beach Gardens Single Family

### Dashboard

YEAR-OVER-YEAR

- + 15.3%**  
Prices Median Sales Price
- 13.3%**  
Sales Closed Sales
- 5.0%**  
Negotiability  
Listing Discount
- 62 days**  
Marketing Time  
Days on Market

## Palm Beach Gardens Condo

### Dashboard

YEAR-OVER-YEAR

- + 15.1%**  
Prices Median Sales Price
- + 15.0%**  
Sales Closed Sales
- 1.6%**  
Negotiability  
Listing Discount
- 24 days**  
Marketing Time  
Days on Market

- Single family median sales price rose to a record for the third straight quarter
- Condo average sales price rose to a record as listing inventory dropped to a new low

#### SINGER ISLAND

- The number of sales rose annually for the seventh consecutive month
- Listing inventory fell to the second-lowest on record

Palm Beach Gardens Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,072,917	-10.5%	\$1,198,961	19.2%	\$899,981
Average Price Per Sq Ft	\$381	-1.6%	\$387	29.6%	\$294
Median Sales Price	\$725,000	0.2%	\$723,500	15.3%	\$629,000
Number of Sales (Closed)	274	-32.0%	403	-13.3%	316
Days on Market (From Last List Date)	24	-45.5%	44	-72.1%	86
Listing Discount (From Last List Price)	2.8%		3.8%		7.8%
Listing Inventory	137	6.2%	129	-62.3%	363
Months of Supply	1.5	50.0%	1.0	-55.9%	3.4
Palm Beach Gardens Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$370,406	4.1%	\$355,875	7.0%	\$346,170
Average Price Per Sq Ft	\$243	-4.3%	\$254	11.5%	\$218
Median Sales Price	\$317,000	22.2%	\$259,500	15.1%	\$275,500
Number of Sales (Closed)	260	113.1%	122	15.0%	226
Days on Market (From Last List Date)	26	-27.8%	36	-48.0%	50
Listing Discount (From Last List Price)	1.9%		2.2%		3.5%
Listing Inventory	64	-17.9%	78	-68.5%	203
Months of Supply	0.7	-63.2%	1.9	-74.1%	2.7
Palm Beach Gardens Luxury Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$3,806,649	-15.8%	\$4,520,578	28.3%	\$2,966,202
Average Price Per Sq Ft	\$653	-4.7%	\$685	25.8%	\$519
Median Sales Price	\$3,262,500	-12.1%	\$3,710,000	29.6%	\$2,517,500
Number of Sales (Closed)	28	-31.7%	41	-15.2%	33
Palm Beach Gardens Luxury Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$847,067	-31.5%	\$1,237,223	-13.8%	\$982,559
Average Price Per Sq Ft	\$362	-20.4%	\$455	-5.2%	\$382
Median Sales Price	\$682,500	-17.8%	\$830,000	35.1%	\$505,000
Number of Sales (Closed)	28	115.4%	13	21.7%	23

Singer Island Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$967,165	-18.6%	\$1,188,724	-9.9%	\$1,073,294
Average Price Per Sq Ft	\$523	-9.7%	\$579	3.0%	\$508
Median Sales Price	\$690,000	-2.1%	\$705,000	10.0%	\$627,500
Number of Sales (Closed)	57	-46.2%	106	29.5%	44
Days on Market (From Last List Date)	85	-16.7%	102	-40.1%	142
Listing Discount (From Last List Price)	3.7%		5.7%		6.9%
Listing Inventory	59	31.1%	45	-57.9%	140
Months of Supply	3.1	138.5%	1.3	-67.4%	9.5

Questions or comments? Email report author  
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