

Elliman Report

Q4-2021 Jupiter, FL and Palm Beach Gardens, FL Sales

Jupiter Single Family Dashboard

YEAR-OVER-YEAR

- + 12.5%**
Prices Median Sales Price
- 31.0%**
Sales Closed Sales
- 1.3%**
Negotiability Listing Discount
- 18 days**
Marketing Time Days on Market

Jupiter Condo Dashboard

YEAR-OVER-YEAR

- + 6.7%**
Prices Median Sales Price
- + 36.2%**
Sales Closed Sales
- 4.3%**
Negotiability Listing Discount
- 58 days**
Marketing Time Days on Market

- Single family median sales price rose year over year for the thirteenth consecutive quarter to a new high
- Condo listing inventory fell to a new low for the fourth straight quarter
- **Juno Beach** listing inventory fell significantly year over year for the fifth consecutive quarter
- **Tequesta** listing inventory fell to a new low for the fourth straight quarter

Jupiter Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,158,994	10.1%	\$1,052,894	0.4%	\$1,154,121
Average Price Per Sq Ft	\$469	6.8%	\$439	15.0%	\$408
Median Sales Price	\$720,000	5.9%	\$680,000	12.5%	\$640,000
Number of Sales (Closed)	234	-21.5%	298	-31.0%	339
Days on Market (From Last List Date)	29	70.6%	17	-38.3%	47
Listing Discount (From Last List Price)	3.2%		1.7%		4.5%
Listing Inventory	87	-37.0%	138	-57.4%	204
Months of Supply	1.1	-21.4%	1.4	-38.9%	1.8
Jupiter Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$498,851	9.8%	\$454,520	5.3%	\$473,574
Average Price Per Sq Ft	\$338	9.7%	\$308	7.6%	\$314
Median Sales Price	\$400,000	-1.2%	\$404,750	6.7%	\$375,000
Number of Sales (Closed)	237	-2.9%	244	36.2%	174
Days on Market (From Last List Date)	20	-20.0%	25	-74.4%	78
Listing Discount (From Last List Price)	0.6%		1.6%		4.9%
Listing Inventory	27	-52.6%	57	-85.8%	190
Months of Supply	0.3	-57.1%	0.7	-90.9%	3.3
Jupiter Luxury Single Family Matrix (Top 10% of Sales)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$4,312,938	9.3%	\$3,946,508	-4.6%	\$4,519,006
Average Price Per Sq Ft	\$943	10.3%	\$855	19.5%	\$789
Median Sales Price	\$3,747,500	38.8%	\$2,700,000	4.2%	\$3,597,500
Number of Sales (Closed)	24	-20.0%	30	-29.4%	34
Jupiter Luxury Condo Matrix (Top 10% of Sales)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,390,313	42.9%	\$973,154	3.2%	\$1,346,583
Average Price Per Sq Ft	\$568	15.9%	\$490	5.8%	\$537
Median Sales Price	\$1,152,500	46.6%	\$786,000	-10.9%	\$1,293,750
Number of Sales (Closed)	24	-7.7%	26	33.3%	18
Juno Beach Single Family & Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$906,521	32.5%	\$684,261	-7.0%	\$974,841
Average Price Per Sq Ft	\$498	20.0%	\$415	7.1%	\$465
Median Sales Price	\$597,500	3.6%	\$577,000	3.9%	\$575,000
Number of Sales (Closed)	30	-21.1%	38	-52.4%	63
Tequesta Single Family & Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,197,308	56.4%	\$765,779	102.0%	\$592,715
Average Price Per Sq Ft	\$560	37.3%	\$408	72.3%	\$325
Median Sales Price	\$474,000	15.5%	\$410,500	7.7%	\$440,000
Number of Sales (Closed)	83	-11.7%	94	5.1%	79



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Palm Beach Gardens Single Family

Dashboard

YEAR-OVER-YEAR

- + 31.5%**
Prices Median Sales Price
- 14.1%**
Sales Closed Sales
- 2.1%**
Negotiability Listing Discount
- 41 days**
Marketing Time Days on Market

Palm Beach Gardens Condo

Dashboard

YEAR-OVER-YEAR

- + 58.9%**
Prices Median Sales Price
- + 151.5%**
Sales Closed Sales
- 3.3%**
Negotiability Listing Discount
- 30 days**
Marketing Time Days on Market

- Single family median sales price increased annually to reach a new record for the fourth straight quarter
- Condo listing inventory fell to a new low for the fourth straight quarter

SINGER ISLAND

- Listing inventory fell to a new low for the third time in four quarters
- The market moved at its fastest pace in five years

Palm Beach Gardens Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
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Average Sales Price	\$1,041,725	-2.9%	\$1,072,917	21.8%	\$855,312
Average Price Per Sq Ft	\$386	1.3%	\$381	28.7%	\$300
Median Sales Price	\$775,000	6.9%	\$725,000	31.5%	\$589,500
Number of Sales (Closed)	311	13.5%	274	-14.1%	362
Days on Market (From Last List Date)	28	16.7%	24	-59.4%	69
Listing Discount (From Last List Price)	3.7%		2.8%		5.8%
Listing Inventory	88	-35.8%	137	-68.9%	283
Months of Supply	0.8	-46.7%	1.5	-65.2%	2.3

Palm Beach Gardens Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
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Average Sales Price	\$485,451	31.1%	\$370,406	49.0%	\$325,838
Average Price Per Sq Ft	\$304	25.1%	\$243	32.8%	\$229
Median Sales Price	\$357,500	12.8%	\$317,000	58.9%	\$225,000
Number of Sales (Closed)	244	-6.2%	260	151.5%	97
Days on Market (From Last List Date)	22	-15.4%	26	-57.7%	52
Listing Discount (From Last List Price)	1.5%		1.9%		4.8%
Listing Inventory	45	-29.7%	64	-70.6%	153
Months of Supply	0.6	-14.3%	0.7	-87.2%	4.7

Palm Beach Gardens Luxury Single Family Matrix (Top 10% of Sales)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
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Average Sales Price	\$3,195,612	-16.1%	\$3,806,649	18.3%	\$2,701,318
Average Price Per Sq Ft	\$663	1.5%	\$653	31.3%	\$505
Median Sales Price	\$2,437,500	-25.3%	\$3,262,500	-2.5%	\$2,500,000
Number of Sales (Closed)	32	14.3%	28	-13.5%	37

Palm Beach Gardens Luxury Condo Matrix (Top 10% of Sales)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
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Average Sales Price	\$1,508,330	78.1%	\$847,067	19.9%	\$1,258,100
Average Price Per Sq Ft	\$551	52.2%	\$362	26.4%	\$436
Median Sales Price	\$1,450,000	112.5%	\$682,500	100.0%	\$725,000
Number of Sales (Closed)	25	-10.7%	28	150.0%	10

Singer Island Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
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Average Sales Price	\$928,479	-4.0%	\$967,165	-22.0%	\$1,190,153
Average Price Per Sq Ft	\$536	2.5%	\$523	2.3%	\$524
Median Sales Price	\$755,000	9.4%	\$690,000	-1.8%	\$769,000
Number of Sales (Closed)	47	-17.5%	57	-20.3%	59
Days on Market (From Last List Date)	36	-57.6%	85	-74.6%	142
Listing Discount (From Last List Price)	5.7%		3.7%		6.9%
Listing Inventory	44	-25.4%	59	-69.7%	145
Months of Supply	2.8	-9.7%	3.1	-62.2%	7.4

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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