

# ELLI MAN

## REPORT

# Q2 2018

### 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

7.3%

#### SALES

Closed Sales

7.5%

#### NEGOTIABILITY

Listing Discount

1.3%

#### MARKETING TIME

Days on Market

9 days

### CONDO

#### PRICES

Median Sales Price

12.9%

#### SALES

Closed Sales

16.6%

#### NEGOTIABILITY

Listing Discount

0.3%

#### MARKETING TIME

Days on Market

3 days

- Single family price trend indicators increased as sales and inventory declined
- Condo price trend indicators rose sharply as sales declined

### JUNO BEACH/TEQUESTA

- Juno Beach price trend indicators and sales posted large gains
- Tequesta price trend indicators were mixed as sales edged higher

Jupiter Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$710,144	-13.3%	\$818,856	8.7%	\$653,057
Average Price Per Sq Ft	\$280	-12.2%	\$319	4.5%	\$268
Median Sales Price	\$515,000	3.0%	\$500,000	7.3%	\$480,000
Number of Sales (Closed)	356	34.8%	264	-7.5%	385
Days on Market (From Last List Date)	60	-22.1%	77	-13.0%	69
Listing Discount (From Last List Price)	5.2%		6.5%		6.5%
Listing Inventory (active)	402	-7.2%	433	-8.0%	437
Absorption Rate (mos)	3.4	-30.6%	4.9	0.0%	3.4
Jupiter Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$380,210	16.8%	\$325,527	18.7%	\$320,381
Average Price Per Sq Ft	\$246	10.8%	\$222	13.9%	\$216
Median Sales Price	\$315,000	10.5%	\$285,000	12.9%	\$279,000
Number of Sales (Closed)	252	26.0%	200	-16.6%	302
Days on Market (From Last List Date)	65	41.3%	46	4.8%	62
Listing Discount (From Last List Price)	4.6%		5.1%		4.9%
Listing Inventory (active)	277	-12.9%	318	11.7%	248
Absorption Rate (mos)	3.3	-31.3%	4.8	32.0%	2.5

Jupiter Luxury Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$2,301,076	-31.6%	\$3,365,296	3.5%	\$2,223,859
Average Price Per Sq Ft	\$485	-20.6%	\$611	-6.9%	\$521
Median Sales Price	\$1,785,000	-31.3%	\$2,600,000	5.0%	\$1,700,000
Number of Sales (Closed)	36	33.3%	27	-7.7%	39
Jupiter Luxury Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,067,944	36.2%	\$784,045	35.3%	\$789,241
Average Price Per Sq Ft	\$410	2.2%	\$401	20.2%	\$341
Median Sales Price	\$915,000	53.8%	\$594,998	24.1%	\$737,375
Number of Sales (Closed)	26	18.2%	22	-16.1%	31

Juno Beach Market Matrix (Single Family & Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$652,051	13.1%	\$576,565	20.8%	\$539,664
Average Price Per Sq Ft	\$339	2.7%	\$330	6.9%	\$317
Median Sales Price	\$470,000	2.2%	\$460,000	7.7%	\$436,500
Number of Sales (Closed)	56	80.6%	31	14.3%	49

Tequesta Market Matrix (Single Family & Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$460,773	7.8%	\$427,561	2.5%	\$449,586
Average Price Per Sq Ft	\$245	5.2%	\$233	-3.2%	\$253
Median Sales Price	\$315,000	1.6%	\$310,000	-10.0%	\$350,000
Number of Sales (Closed)	121	57.1%	77	1.7%	119

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## PALM BEACH GARDENS DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Median Sales Price

4.8%

#### SALES

Closed Sales

13.7%

#### NEGOTIABILITY

Listing Discount

0.7%

#### MARKETING TIME

Days on Market

9 days

### CONDO

#### PRICES

Median Sales Price

3.0%

#### SALES

Closed Sales

2.4%

#### NEGOTIABILITY

Listing Discount

0.2%

#### MARKETING TIME

Days on Market

10 days

- Single family price trend indicators were mixed as sales and inventory declined
- Condo price trend indicators for the overall market continued to rise

### SINGER ISLAND

- Price trend indicators continued to surge due to the sharp rise in average sales size
- Number of sales doubled as inventory expanded

Palm Beach Gardens Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$665,273	-1.0%	\$671,755	-8.5%	\$726,803
Average Price Per Sq Ft	\$252	-0.8%	\$254	-5.6%	\$267
Median Sales Price	\$492,500	6.7%	\$461,663	4.8%	\$470,000
Number of Sales (Closed)	303	25.2%	242	-13.7%	351
Days on Market (From Last List Date)	77	-7.2%	83	-10.5%	86
Listing Discount (From Last List Price)	6.9%		7.9%		7.6%
Listing Inventory (active)	516	-4.4%	540	-2.5%	529
Absorption Rate (mos)	5.1	-23.9%	6.7	13.3%	4.5

Palm Beach Gardens Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$267,444	-9.2%	\$294,554	1.0%	\$264,834
Average Price Per Sq Ft	\$178	-7.3%	\$192	2.9%	\$173
Median Sales Price	\$242,000	0.8%	\$240,000	3.0%	\$235,000
Number of Sales (Closed)	240	27.0%	189	-2.4%	246
Days on Market (From Last List Date)	52	6.1%	49	-16.1%	62
Listing Discount (From Last List Price)	4.4%		4.5%		4.6%
Listing Inventory (active)	236	-0.4%	237	21.0%	195
Absorption Rate (mos)	3.0	-21.1%	3.8	25.0%	2.4

Palm Beach Gardens Luxury Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$2,030,391	-4.6%	\$2,127,260	-18.2%	\$2,483,453
Average Price Per Sq Ft	\$397	1.0%	\$393	-9.4%	\$438
Median Sales Price	\$1,662,500	-7.6%	\$1,800,000	-15.5%	\$1,967,000
Number of Sales (Closed)	32	28.0%	25	-11.1%	36

Palm Beach Gardens Luxury Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$498,340	-31.6%	\$728,495	-10.0%	\$553,500
Average Price Per Sq Ft	\$210	-30.2%	\$301	-12.5%	\$240
Median Sales Price	\$427,500	-17.0%	\$515,000	1.8%	\$420,000
Number of Sales (Closed)	25	31.6%	19	0.0%	25

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)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,341,385	52.2%	\$881,261	99.1%	\$673,676
Average Price Per Sq Ft	\$572	29.7%	\$441	49.3%	\$383
Median Sales Price	\$695,000	2.4%	\$679,000	35.0%	\$515,000
Number of Sales (Closed)	100	334.8%	23	100.0%	50
Days on Market (From Last List Date)	102	-8.1%	111	-19.7%	127
Listing Discount (From Last List Price)	4.7%		9.1%		8.4%
Listing Inventory (active)	175	-13.8%	203	12.2%	156
Absorption Rate (mos)	5.3	-80.0%	26.5	-43.6%	9.4

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