

ELLI MAN

REPORT

Q4 2017

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

1.1%

SALES

Closed Sales

1.5%

NEGOTIABILITY

Listing Discount

0.5%

MARKETING TIME

Days on Market

10 days

CONDO

PRICES

Median Sales Price

0.5%

SALES

Closed Sales

6.9%

NEGOTIABILITY

Listing Discount

0.4%

MARKETING TIME

Days on Market

3 days

- Housing price trends for the condo and single-family markets continued to move higher as sales slipped
- Days on market was faster across both property types

JUNO BEACH/TEQUESTA

- Juno Beach price trend indicators remained mixed as sales moved higher
- Tequesta price trend indicators declined while sales expanded

Jupiter Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$618,396	-7.7%	\$669,695	0.8%	\$613,716
Average Price Per Sq Ft	\$263	-3.3%	\$272	1.5%	\$259
Median Sales Price	\$455,000	-10.8%	\$510,000	1.1%	\$450,000
Number of Sales (Closed)	255	-11.8%	289	-1.5%	259
Days on Market (From Last List Date)	62	-8.8%	68	-13.9%	72
Listing Discount (From Last List Price)	5.6%		6.8%		6.1%
Listing Inventory (active)	438	11.7%	392	-1.8%	446
Absorption Rate (mos)	5.2	26.8%	4.1	0.0%	5.2
Jupiter Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$310,846	1.7%	\$305,702	0.6%	\$308,855
Average Price Per Sq Ft	\$210	3.4%	\$203	1.4%	\$207
Median Sales Price	\$278,500	-2.3%	\$285,000	-0.5%	\$280,000
Number of Sales (Closed)	189	-6.9%	203	-6.9%	203
Days on Market (From Last List Date)	59	0.0%	59	-4.8%	62
Listing Discount (From Last List Price)	5.0%		5.2%		4.6%
Listing Inventory (active)	289	12.5%	257	79.5%	161
Absorption Rate (mos)	4.6	21.1%	3.8	91.7%	2.4

Jupiter Luxury Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,864,120	-15.1%	\$2,196,517	-5.2%	\$1,967,356
Average Price Per Sq Ft	\$426	-18.5%	\$523	-9.2%	\$469
Median Sales Price	\$1,556,174	3.7%	\$1,500,000	-12.4%	\$1,775,625
Number of Sales (Closed)	28	-3.4%	29	7.7%	26
Jupiter Luxury Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$727,921	9.5%	\$665,000	11.7%	\$651,922
Average Price Per Sq Ft	\$327	1.2%	\$323	3.8%	\$315
Median Sales Price	\$555,000	16.8%	\$475,000	-3.5%	\$575,000
Number of Sales (Closed)	19	-9.5%	21	-20.8%	24

Juno Beach Market Matrix (Single Family & Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$478,144	1.1%	\$472,906	-13.6%	\$553,205
Average Price Per Sq Ft	\$294	5.8%	\$278	-2.3%	\$301
Median Sales Price	\$355,000	-10.1%	\$395,000	0.0%	\$355,000
Number of Sales (Closed)	35	6.1%	33	20.7%	29

Tequesta Market Matrix (Single Family & Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$384,377	-7.5%	\$415,586	-15.7%	\$455,889
Average Price Per Sq Ft	\$214	-10.8%	\$240	-11.6%	\$242
Median Sales Price	\$313,750	-0.4%	\$315,000	-18.3%	\$384,000
Number of Sales (Closed)	94	5.6%	89	22.1%	77

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PALM BEACH GARDENS DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

7.6%

SALES

Closed Sales

12.1%

NEGOTIABILITY

Listing Discount

0.0%

MARKETING TIME

Days on Market

10 days

CONDO

PRICES

Median Sales Price

8.0%

SALES

Closed Sales

16.5%

NEGOTIABILITY

Listing Discount

0.9%

MARKETING TIME

Days on Market

13 days

- Price trend indicators for single families showed mixed results as sales and listing inventory declined
- Price trend indicators for condos moved higher as the market pace remained unusually fast

SINGER ISLAND

- The number of sales and listing inventory expanded
- Average and average sales price trends pushed higher by similar rise in average sales size

Palm Beach Gardens Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$614,649	-7.1%	\$661,975	-3.0%	\$633,864
Average Price Per Sq Ft	\$251	0.0%	\$251	5.5%	\$238
Median Sales Price	\$425,000	-11.3%	\$479,000	-7.6%	\$460,000
Number of Sales (Closed)	232	-9.7%	257	-12.1%	264
Days on Market (From Last List Date)	82	6.5%	77	13.9%	72
Listing Discount (From Last List Price)	6.6%		6.7%		6.6%
Listing Inventory (active)	501	-25.3%	671	-7.6%	542
Absorption Rate (mos)	6.5	-16.7%	7.8	4.8%	6.2

Palm Beach Gardens Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$264,872	4.5%	\$253,448	5.6%	\$250,762
Average Price Per Sq Ft	\$181	3.4%	\$175	5.8%	\$171
Median Sales Price	\$235,000	1.3%	\$232,000	8.0%	\$217,500
Number of Sales (Closed)	152	-22.8%	197	-16.5%	182
Days on Market (From Last List Date)	48	-12.7%	55	-21.3%	61
Listing Discount (From Last List Price)	4.6%		3.8%		3.7%
Listing Inventory (active)	211	7.7%	196	-19.8%	263
Absorption Rate (mos)	4.2	40.0%	3.0	-2.3%	4.3

Palm Beach Gardens Luxury Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$2,112,885	-2.6%	\$2,168,733	6.4%	\$1,986,226
Average Price Per Sq Ft	\$436	-0.7%	\$439	9.0%	\$400
Median Sales Price	\$1,695,000	0.3%	\$1,690,690	7.6%	\$1,575,000
Number of Sales (Closed)	24	-7.7%	26	-11.1%	27
Palm Beach Gardens Luxury Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$536,471	3.1%	\$520,419	2.5%	\$523,205
Average Price Per Sq Ft	\$245	0.8%	\$243	3.8%	\$236
Median Sales Price	\$430,000	-17.7%	\$522,500	-11.3%	\$485,000
Number of Sales (Closed)	17	-15.0%	20	-10.5%	19

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)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$638,973	-11.3%	\$720,024	44.2%	\$443,225
Average Price Per Sq Ft	\$360	-8.2%	\$392	19.6%	\$301
Median Sales Price	\$440,000	-24.8%	\$585,000	-1.1%	\$445,000
Number of Sales (Closed)	37	0.0%	37	2.8%	36
Days on Market (From Last List Date)	128	8.5%	118	6.7%	120
Listing Discount (From Last List Price)	10.9%		5.3%		6.6%
Listing Inventory (active)	198	14.5%	173	20.7%	164
Absorption Rate (mos)	16.1	15.0%	14.0	17.5%	13.7

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