

# ELLI MAN

## REPORT

# 1Q 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

5.9%

#### SALES

Closed Sales

2.5%

#### NEGOTIABILITY

Listing Discount

1.0%

#### MARKETING TIME

Days on Market

1 day

### CONDO

#### PRICES

Median Sales Price

17.7%

#### SALES

Closed Sales

4.5%

#### NEGOTIABILITY

Listing Discount

0.7%

#### MARKETING TIME

Days on Market

4 days

- Single-family price trend indicators were mixed as sales slipped
- Single-family negotiability tightened
- Condo price trend indicators continued to rise
- Condo sales expanded as inventory jumped

### JUNO BEACH/TEQUESTA

- Juno Beach overall price trend indicators edged higher as sales surged
- Tequesta overall price trend indicators were mixed as sales jumped

Jupiter Market Matrix (Single Family)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$634,858	3.4%	\$613,716	-8.4%	\$692,735
Average Price Per Sq Ft	\$274	5.8%	\$259	0.4%	\$273
Median Sales Price	\$447,000	-0.7%	\$450,000	-5.9%	\$475,000
Number of Sales (Closed)	237	-8.5%	259	-2.5%	243
Days on Market (From Last List Date)	73	1.4%	72	-1.4%	74
Listing Discount (From Last List Price)	5.1%		6.1%		6.1%
Listing Inventory (active)	499	11.9%	446	4.2%	479
Absorption Rate (mos)	6.3	21.2%	5.2	6.8%	5.9
Jupiter Market Matrix (Condo)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$337,352	9.2%	\$308,855	13.1%	\$298,294
Average Price Per Sq Ft	\$229	10.6%	\$207	9.6%	\$209
Median Sales Price	\$282,500	0.9%	\$280,000	17.7%	\$240,000
Number of Sales (Closed)	210	3.4%	203	4.5%	201
Days on Market (From Last List Date)	60	-3.2%	62	7.1%	56
Listing Discount (From Last List Price)	5.0%		4.6%		5.7%
Listing Inventory (active)	318	97.5%	161	81.7%	175
Absorption Rate (mos)	4.5	87.5%	2.4	73.1%	2.6

Jupiter Luxury Market Matrix (Single Family)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$2,397,083	21.8%	\$1,967,356	-1.0%	\$2,420,700
Average Price Per Sq Ft	\$492	4.9%	\$469	-0.6%	\$495
Median Sales Price	\$1,675,000	-5.7%	\$1,775,625	-24.7%	\$2,225,000
Number of Sales (Closed)	24	-7.7%	26	-4.0%	25
Jupiter Luxury Market Matrix (Condo)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$950,266	45.8%	\$651,922	10.3%	\$861,386
Average Price Per Sq Ft	\$416	32.1%	\$315	-1.4%	\$422
Median Sales Price	\$937,175	63.0%	\$575,000	79.4%	\$522,498
Number of Sales (Closed)	22	-8.3%	24	0.0%	22

Juno Beach Market Matrix (Single Family & Condo)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$652,761	18.0%	\$553,205	2.4%	\$637,214
Average Price Per Sq Ft	\$350	16.3%	\$301	2.3%	\$342
Median Sales Price	\$497,500	40.1%	\$355,000	3.3%	\$481,743
Number of Sales (Closed)	36	24.1%	29	56.5%	23

Tequesta Market Matrix (Single Family & Condo)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$469,954	3.1%	\$455,889	7.9%	\$435,354
Average Price Per Sq Ft	\$246	1.7%	\$242	12.3%	\$219
Median Sales Price	\$250,000	-34.9%	\$384,000	-16.4%	\$299,000
Number of Sales (Closed)	92	19.5%	77	16.5%	79

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## PALM BEACH GARDENS DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Median Sales Price

16.0%

#### SALES

Closed Sales

0%

#### NEGOTIABILITY

Listing Discount

0.2%

#### MARKETING TIME

Days on Market

12 days

### CONDO

#### PRICES

Median Sales Price

4.3%

#### SALES

Closed Sales

12.6%

#### NEGOTIABILITY

Listing Discount

0.3%

#### MARKETING TIME

Days on Market

1 day

- Single-family price trend indicators rose sharply
- Single-family sales remained unchanged
- Condo price trend indicators continued to rise
- Condo marketing time and negotiability saw nominal decline

### SINGER ISLAND

- Median sales price edged higher as sales declined
- Marketing time increased while negotiability tightened

Palm Beach Gardens Market Matrix (Single Family)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$747,606	17.9%	\$633,864	25.2%	\$597,139
Average Price Per Sq Ft	\$280	17.6%	\$238	16.7%	\$240
Median Sales Price	\$479,000	4.1%	\$460,000	16.0%	\$413,000
Number of Sales (Closed)	242	-8.3%	264	0.0%	242
Days on Market (From Last List Date)	91	26.4%	72	15.2%	79
Listing Discount (From Last List Price)	6.6%		6.6%		6.4%
Listing Inventory (active)	614	13.3%	542	N/A	N/A
Absorption Rate (mos)	7.6	22.6%	6.2	N/A	N/A

Palm Beach Gardens Market Matrix (Condo)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$261,264	4.2%	\$250,762	9.5%	\$238,656
Average Price Per Sq Ft	\$172	0.6%	\$171	8.2%	\$159
Median Sales Price	\$220,000	1.1%	\$217,500	4.3%	\$211,000
Number of Sales (Closed)	181	-0.5%	182	-12.6%	207
Days on Market (From Last List Date)	59	-3.3%	61	-1.7%	60
Listing Discount (From Last List Price)	5.0%		3.7%		5.3%
Listing Inventory (active)	236	-10.3%	263	N/A	N/A
Absorption Rate (mos)	3.9	-9.3%	4.3	N/A	N/A

Palm Beach Gardens Luxury Market Matrix (Single Family)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$2,821,332	42.0%	\$1,986,226	33.3%	\$2,116,460
Average Price Per Sq Ft	\$527	31.8%	\$400	20.9%	\$436
Median Sales Price	\$2,475,000	57.1%	\$1,575,000	45.6%	\$1,700,000
Number of Sales (Closed)	25	-7.4%	27	0.0%	25

Palm Beach Gardens Luxury Market Matrix (Condo)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$588,868	12.6%	\$523,205	15.8%	\$508,370
Average Price Per Sq Ft	\$266	12.7%	\$236	17.2%	\$227
Median Sales Price	\$452,000	-6.8%	\$485,000	-3.8%	\$470,000
Number of Sales (Closed)	19	0.0%	19	-13.6%	22

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)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$608,017	37.2%	\$443,225	-13.3%	\$701,148
Average Price Per Sq Ft	\$370	22.9%	\$301	-12.1%	\$421
Median Sales Price	\$420,000	-5.6%	\$445,000	3.1%	\$407,500
Number of Sales (Closed)	30	-16.7%	36	-25.0%	40
Days on Market (From Last List Date)	121	0.8%	120	13.1%	107
Listing Discount (From Last List Price)	5.7%		6.6%		16.0%
Listing Inventory (active)	176	7.3%	164	N/A	N/A
Absorption Rate (mos)	17.6	28.5%	13.7	N/A	N/A

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