

ELLI MAN

REPORT

Q2 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

12.0%

SALES

Closed Sales

2.5%

NEGOTIABILITY

Listing Discount

0.3%

MARKETING TIME

Days on Market

7 days

CONDO

PRICES

Median Sales Price

0.4%

SALES

Closed Sales

2.7%

NEGOTIABILITY

Listing Discount

0.5%

MARKETING TIME

Days on Market

2 days

- Single-family prices moved higher as sales slipped
- Single-family marketing time and negotiability expanded
- Condo price trend indicators showed mixed trends
- Condo sales increased as negotiability tightened

JUNO BEACH/TEQUESTA

- Juno Beach overall price trend indicators and sales moved higher
- Tequesta overall price trend indicators showed mixed results as sales rose

Jupiter Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$653,057	2.9%	\$634,858	14.9%	\$568,272
Average Price Per Sq Ft	\$268	-2.2%	\$274	8.5%	\$247
Median Sales Price	\$480,000	7.4%	\$447,000	12.0%	\$428,500
Number of Sales (Closed)	385	62.4%	237	-2.5%	395
Days on Market (From Last List Date)	69	-5.5%	73	11.3%	62
Listing Discount (From Last List Price)	6.5%		5.1%		6.2%
Listing Inventory (active)	437	-12.4%	499	3.3%	423
Absorption Rate (mos)	3.4	-46.0%	6.3	6.2%	3.2
Jupiter Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$320,381	-5.0%	\$337,352	-3.2%	\$331,045
Average Price Per Sq Ft	\$216	-5.7%	\$229	-2.3%	\$221
Median Sales Price	\$279,000	-1.2%	\$282,500	0.4%	\$278,000
Number of Sales (Closed)	302	43.8%	210	2.7%	294
Days on Market (From Last List Date)	62	3.3%	60	-3.1%	64
Listing Discount (From Last List Price)	4.9%		5.0%		5.4%
Listing Inventory (active)	248	-22.0%	318	68.7%	147
Absorption Rate (mos)	2.5	-44.4%	4.5	66.7%	1.5

Jupiter Luxury Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$2,223,859	-7.2%	\$2,397,083	25.2%	\$1,776,854
Average Price Per Sq Ft	\$521	5.9%	\$492	15.8%	\$450
Median Sales Price	\$1,700,000	1.5%	\$1,675,000	25.9%	\$1,350,000
Number of Sales (Closed)	39	62.5%	24	-2.5%	40
Jupiter Luxury Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$789,241	-16.9%	\$950,266	-11.0%	\$886,583
Average Price Per Sq Ft	\$341	-18.0%	\$416	-13.5%	\$394
Median Sales Price	\$737,375	-21.3%	\$937,175	1.4%	\$727,500
Number of Sales (Closed)	31	40.9%	22	3.3%	30

Juno Beach Market Matrix (Single Family & Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$539,664	-17.3%	\$652,761	13.9%	\$473,810
Average Price Per Sq Ft	\$317	-9.4%	\$350	10.5%	\$287
Median Sales Price	\$436,500	-12.3%	\$497,500	3.9%	\$420,127
Number of Sales (Closed)	49	36.1%	36	16.7%	42

Tequesta Market Matrix (Single Family & Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$449,586	-4.3%	\$469,954	-18.9%	\$554,235
Average Price Per Sq Ft	\$253	2.8%	\$246	-8.3%	\$276
Median Sales Price	\$350,000	40.0%	\$250,000	1.7%	\$344,250
Number of Sales (Closed)	119	29.3%	92	8.2%	110

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PALM BEACH GARDENS DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

10.6%

SALES

Closed Sales

14.3%

NEGOTIABILITY

Listing Discount

0.5%

MARKETING TIME

Days on Market

6 days

CONDO

PRICES

Median Sales Price

10.8%

SALES

Closed Sales

1.7%

NEGOTIABILITY

Listing Discount

0.5%

MARKETING TIME

Days on Market

12 days

- Single-family price trend indicators and sales increased
- Single-family marketing time and negotiability expanded
- Condo price trend indicators and sales moved higher
- Condo marketing time expanded as negotiability tightened

SINGER ISLAND

- Price trend indicators increased as sales declined
- Marketing time shortened as negotiability stabilized

Palm Beach Gardens Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$726,803	-2.8%	\$747,606	18.1%	\$615,333
Average Price Per Sq Ft	\$267	-4.7%	\$280	11.2%	\$240
Median Sales Price	\$470,000	-1.9%	\$479,000	10.6%	\$425,000
Number of Sales (Closed)	351	45.0%	242	14.3%	307
Days on Market (From Last List Date)	86	-5.6%	91	7.4%	80
Listing Discount (From Last List Price)	7.6%		6.6%		7.1%
Listing Inventory (active)	529	-13.8%	614	N/A	N/A
Absorption Rate (mos)	4.5	-40.8%	7.6	N/A	N/A

Palm Beach Gardens Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$264,834	1.4%	\$261,264	8.8%	\$243,378
Average Price Per Sq Ft	\$173	0.8%	\$172	4.4%	\$166
Median Sales Price	\$235,000	6.8%	\$220,000	10.8%	\$212,000
Number of Sales (Closed)	246	35.9%	181	1.7%	242
Days on Market (From Last List Date)	62	4.3%	59	23.1%	50
Listing Discount (From Last List Price)	4.6%		5.0%		5.1%
Listing Inventory (active)	195	-17.4%	236	N/A	N/A
Absorption Rate (mos)	2.4	-38.5%	3.9	N/A	N/A

Palm Beach Gardens Luxury Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$2,483,453	-12.0%	\$2,821,332	21.9%	\$2,037,677
Average Price Per Sq Ft	\$438	-16.9%	\$527	15.3%	\$380
Median Sales Price	\$1,967,000	-20.5%	\$2,475,000	9.3%	\$1,800,000
Number of Sales (Closed)	36	44.0%	25	16.1%	31
Palm Beach Gardens Luxury Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$553,500	-6.0%	\$588,868	6.4%	\$520,024
Average Price Per Sq Ft	\$240	-9.8%	\$266	5.7%	\$227
Median Sales Price	\$420,000	-7.1%	\$452,000	-14.0%	\$488,134
Number of Sales (Closed)	25	31.6%	19	-3.8%	26

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)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$673,676	10.8%	\$608,017	6.5%	\$632,345
Average Price Per Sq Ft	\$383	3.6%	\$370	8.2%	\$354
Median Sales Price	\$515,000	22.6%	\$420,000	32.1%	\$390,000
Number of Sales (Closed)	50	66.7%	30	-23.1%	65
Days on Market (From Last List Date)	127	4.5%	121	-11.5%	143
Listing Discount (From Last List Price)	8.4%		5.7%		8.4%
Listing Inventory (active)	156	-11.4%	176	N/A	N/A
Absorption Rate (mos)	9.4	-46.6%	17.6	N/A	N/A

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