

# ELLI MAN

## REPORT

# 4Q 2016

### 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

4.7%

#### SALES

Closed Sales

7.8%

#### NEGOTIABILITY

Listing Discount

0.2%

#### MARKETING TIME

Days on Market

9 days

### CONDO

#### PRICES

Median Sales Price

7.1%

#### SALES

Closed Sales

11.7%

#### NEGOTIABILITY

Listing Discount

0.8%

#### MARKETING TIME

Days on Market

6 days

- Single-family price trend indicators moved higher
- Single-family sales slipped as inventory stabilized
- Condo price trend indicators posted large gains
- Condo sales declined as inventory edged higher

### JUNO BEACH/TEQUESTA

- Juno Beach overall price trend indicators and sales declined
- Tequesta overall price trend indicators surged as sales increased

Jupiter Market Matrix (Single Family)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$613,716	-5.9%	\$652,335	1.1%	\$607,251
Average Price Per Sq Ft	\$259	-1.9%	\$264	0.8%	\$257
Median Sales Price	\$450,000	-2.6%	\$462,111	4.7%	\$430,000
Number of Sales (Closed)	259	-20.3%	325	-7.8%	281
Days on Market (From Last List Date)	72	12.5%	64	14.3%	63
Listing Discount (From Last List Price)	6.1%		5.7%		5.9%
Listing Inventory (active)	446	-0.9%	450	0.2%	445
Absorption Rate (mos)	5.2	23.8%	4.2	8.3%	4.8
Jupiter Market Matrix (Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$308,855	3.0%	\$299,898	13.6%	\$271,846
Average Price Per Sq Ft	\$207	3.0%	\$201	9.5%	\$189
Median Sales Price	\$280,000	1.8%	\$275,000	7.1%	\$261,500
Number of Sales (Closed)	203	-13.6%	235	-11.7%	230
Days on Market (From Last List Date)	62	17.0%	53	10.7%	56
Listing Discount (From Last List Price)	4.6%		4.4%		5.4%
Listing Inventory (active)	161	7.3%	150	3.9%	155
Absorption Rate (mos)	2.4	26.3%	1.9	20.0%	2.0

Jupiter Luxury Market Matrix (Single Family)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,967,356	-12.2%	\$2,239,697	-11.1%	\$2,213,803
Average Price Per Sq Ft	\$469	-4.5%	\$491	-5.6%	\$497
Median Sales Price	\$1,775,625	-7.3%	\$1,915,000	26.4%	\$1,405,000
Number of Sales (Closed)	26	-21.2%	33	-10.3%	29
Jupiter Luxury Market Matrix (Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$651,922	-2.8%	\$670,628	12.8%	\$577,716
Average Price Per Sq Ft	\$315	-5.7%	\$334	7.9%	\$292
Median Sales Price	\$575,000	13.9%	\$505,000	20.8%	\$476,000
Number of Sales (Closed)	24	0.0%	24	-4.0%	25

Juno Beach Market Matrix (Single Family & Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$553,205	0.9%	\$548,333	-7.2%	\$596,304
Average Price Per Sq Ft	\$301	-8.8%	\$330	-9.9%	\$334
Median Sales Price	\$355,000	-1.4%	\$360,000	-24.1%	\$467,490
Number of Sales (Closed)	29	-12.1%	33	-9.4%	32

Tequesta Market Matrix (Single Family & Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$455,889	7.3%	\$424,706	26.8%	\$359,633
Average Price Per Sq Ft	\$242	-0.4%	\$243	21.0%	\$200
Median Sales Price	\$384,000	48.8%	\$258,137	49.4%	\$257,000
Number of Sales (Closed)	77	-18.1%	94	8.5%	71

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## PALM BEACH GARDENS DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Median Sales Price

9.4%

#### SALES

Closed Sales

5.6%

#### NEGOTIABILITY

Listing Discount

0.7%

#### MARKETING TIME

Days on Market

3 days

### CONDO

#### PRICES

Median Sales Price

8.8%

#### SALES

Closed Sales

13.7%

#### NEGOTIABILITY

Listing Discount

0.7%

#### MARKETING TIME

Days on Market

5 days

- Single-family price trend indicators increased
- Single-family sales increased as marketing time slipped
- Condo price trend indicators increased across the board
- Condo sales and negotiability declined

### SINGER ISLAND

- Price trend indicators were mixed as sales declined
- Faster marketing time with less negotiability

Palm Beach Gardens Market Matrix (Single Family)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$633,864	9.8%	\$577,384	8.1%	\$586,582
Average Price Per Sq Ft	\$238	3.5%	\$230	5.3%	\$226
Median Sales Price	\$460,000	7.0%	\$430,000	9.4%	\$420,463
Number of Sales (Closed)	264	-10.8%	296	5.6%	250
Days on Market (From Last List Date)	72	-16.3%	86	-4.0%	75
Listing Discount (From Last List Price)	6.6%		6.3%		7.3%
Listing Inventory (active)	542	N/A	N/A	N/A	N/A
Absorption Rate (mos)	6.2	N/A	N/A	N/A	N/A

Palm Beach Gardens Market Matrix (Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$250,762	5.1%	\$238,599	8.9%	\$230,309
Average Price Per Sq Ft	\$171	5.6%	\$162	11.8%	\$153
Median Sales Price	\$217,500	1.2%	\$214,950	8.8%	\$200,000
Number of Sales (Closed)	182	-27.8%	252	-13.7%	211
Days on Market (From Last List Date)	61	8.9%	56	8.9%	56
Listing Discount (From Last List Price)	3.7%		4.3%		4.4%
Listing Inventory (active)	263	N/A	N/A	N/A	N/A
Absorption Rate (mos)	4.3	N/A	N/A	N/A	N/A

Palm Beach Gardens Luxury Market Matrix (Single Family)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,986,226	16.3%	\$1,708,049	5.9%	\$1,875,546
Average Price Per Sq Ft	\$400	10.2%	\$363	7.0%	\$374
Median Sales Price	\$1,575,000	9.5%	\$1,438,850	-1.6%	\$1,600,000
Number of Sales (Closed)	27	-10.0%	30	0.0%	27
Palm Beach Gardens Luxury Market Matrix (Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$523,205	4.6%	\$500,414	14.4%	\$457,341
Average Price Per Sq Ft	\$236	3.1%	\$229	19.8%	\$197
Median Sales Price	\$485,000	7.0%	\$453,250	21.3%	\$400,000
Number of Sales (Closed)	19	-26.9%	26	-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)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$443,225	-18.7%	\$545,453	-35.8%	\$690,478
Average Price Per Sq Ft	\$301	-8.0%	\$327	-19.9%	\$376
Median Sales Price	\$445,000	9.9%	\$405,000	14.1%	\$390,000
Number of Sales (Closed)	36	-20.0%	45	-21.7%	46
Days on Market (From Last List Date)	120	-32.2%	177	-33.7%	181
Listing Discount (From Last List Price)	6.6%		7.4%		7.3%
Listing Inventory (active)	164	N/A	N/A	N/A	N/A
Absorption Rate (mos)	13.7	N/A	N/A	N/A	N/A

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