



JUPITER/PALM BEACH GARDENS SALES

Quarterly Survey of Jupiter/ Palm Beach Gardens Residential Sales

Jupiter Market Matrix (Single Family)	Q3-2019	%∆ (QTR)	Q2-2019	%∆ (YR)	Q3-2018
Average Sales Price	\$712,865	-15.9%	\$847,827	-0.9%	\$719,547
Average Price Per Sq Ft	\$293	-11.5%	\$331	-3.0%	\$302
Median Sales Price	\$520,000	-2.8%	\$535,000	4.0%	\$500,000
Number of Sales (Closed)	326	-18.1%	398	17.7%	277
Days on Market (From Last List Date)	59	-13.2%	68	0.0%	59
Listing Discount (From Last List Price)	5.0%		6.5%		5.1%
Listing Inventory (active)	359	-17.7%	436	-6.8%	385
Months of Supply	3.3	0.0%	3.3	-21.4%	4.2
Jupiter Market Matrix (Condo)	Q3-2019	%∆ (QTR)	Q2-2019	%∆ (YR)	Q3-2018
Average Sales Price	\$348,338	-1.1%	\$352,373	4.4%	\$333,630
Average Price Per Sq Ft	\$228	-2.6%	\$234	1.8%	\$224
Median Sales Price	\$305,000	1.7%	\$300,000	2.5%	\$297,500
Number of Sales (Closed)	217	-20.8%	274	0.5%	216
Days on Market (From Last List Date)	63	-12.5%	72	16.7%	54
Listing Discount (From Last List Price)	4.2%		5.0%		4.8%
Listing Inventory (active)	232	-4.5%	243	-23.4%	303
Months of Supply	3.2	18.5%	2.7	-23.8%	4.2
Jupiter Luxury Market Matrix (Single Family)	Q3-2019	%∆ (qtr)	Q2-2019	%∆ (YR)	Q3-2018
Average Sales Price	\$2,298,872	-31.2%	\$3,340,268	-6.8%	\$2,467,607
3	\$2,298,872 \$495	-31.2% -19.6%	\$3,340,268 \$616	-6.8% -12.7%	
3		-19.6%		-12.7%	\$567
Average Price Per Sq Ft Median Sales Price	\$495	-19.6%	\$616	-12.7%	\$2,467,607 \$567 \$1,550,000 28
Average Price Per Sq Ft Median Sales Price	\$495 \$1,606,250	-19.6% -31.6%	\$616 \$2,350,000	-12.7% 3.6%	\$567 \$1,550,000 28
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo)	\$495 \$1,606,250 34	-19.6% -31.6% -15.0%	\$616 \$2,350,000 40	-12.7% 3.6% 21.4%	\$567 \$1,550,000 28 Q3-2018
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price	\$495 \$1,606,250 34 Q3-2019	-19.6% -31.6% -15.0% %Δ (ατr)	\$616 \$2,350,000 40 Q2-2019	-12.7% 3.6% 21.4% %Δ (YR)	\$567 \$1,550,000 28 Q3-2018 \$798,727
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price	\$495 \$1,606,250 34 Q3-2019 \$868,591	-19.6% -31.6% -15.0% %Δ (α TR) 5.5%	\$616 \$2,350,000 40 Q2-2019 \$822,934	-12.7% 3.6% 21.4% %Δ (YR) 8.7%	\$567 \$1,550,000 28 Q3-2018 \$798,727 \$370
Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft	\$495 \$1,606,250 Q3-2019 \$868,591 \$383	-19.6% -31.6% -15.0% %∆ (QTR) 5.5% 11.0%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345	-12.7% 3.6% 21.4% %Δ (YR) 8.7% 3.5%	\$567 \$1,550,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500	-19.6% -31.6% -15.0% %Δ (ατκ) 5.5% 11.0% -2.4%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$725,000	-12.7% 3.6% 21.4% %Δ (ΥR) 8.7% 3.5% -4.8%	\$567 \$1,550,000 28 Q3-2018 \$798,727 \$370 \$743,500 22
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo)	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500 22	-19.6% -31.6% -15.0% %∆ (атв) 5.5% 11.0% -2.4% -29.0%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$725,000 31	-12.7% 3.6% 21.4% %Δ (YR) 8.7% 3.5% -4.8% 0.0%	\$567 \$1,550,000 28 Q3-2018 \$798,727 \$370 \$370 \$743,500
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo) Average Sales Price	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500 22 Q3-2019	-19.6% -31.6% -15.0% %Δ (ατR) 5.5% 11.0% -2.4% -29.0% %Δ (ατR)	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$725,000 31 Q2-2019	-12.7% 3.6% 21.4% %Δ (YR) 8.7% 3.5% -4.8% 0.0% %Δ (YR)	\$567 \$1,550,000 28 Q3-2018 \$798,727 \$370 \$743,500 22 Q3-2018 \$445,240
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo) Average Sales Price Average Price Per Sq Ft	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500 22 Q3-2019 \$588,730	-19.6% -31.6% -15.0% %Δ (ατR) 5.5% 11.0% -2.4% -29.0% %Δ (ατR) 18.6%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$725,000 31 Q2-2019 \$496,493 \$300	-12.7% 3.6% 21.4% %Δ (ΥR) 8.7% 3.5% -4.8% 0.0% %Δ (ΥR) 32.2%	\$567 \$1,550,000 28 Q3-2018 \$798,727 \$370 \$743,500 22 Q3-2018 \$445,240 \$273
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo) Average Sales Price Average Price Per Sq Ft	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500 222 Q3-2019 \$588,730 \$322	-19.6% -31.6% -15.0% %Δ (ατr) 5.5% 11.0% -2.4% -29.0% %Δ (ατr) 18.6% 7.3%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$725,000 31 Q2-2019 \$496,493 \$300	-12.7% 3.6% 21.4% %Δ (YR) 8.7% 3.5% -4.8% 0.0% %Δ (YR) 32.2% 17.9%	\$567 \$1,550,000 28 Q3-2018 \$798,727 \$370 \$743,500 22 Q3-2018 \$445,240 \$273 \$385,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500 22 Q3-2019 \$588,730 \$322	-19.6% -31.6% -15.0% %Δ (ατR) 5.5% 11.0% -2.4% -29.0% %Δ (ατR) 18.6% 7.3% 4.2%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$345 \$725,000 \$725,000 \$426,403 \$496,493 \$300 \$416,250	-12.7% 3.6% 21.4% %Δ (ΥR) 8.7% 3.5% -4.8% 0.0% %Δ (ΥR) 32.2% 17.9% 12.7%	\$56 \$1,550,000 28 Q3-2018 \$798,72 \$370 \$743,500 23 Q3-2018 \$445,240 \$273 \$385,000 24
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Tequesta Market Matrix	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500 22 Q3-2019 \$588,730 \$322 \$433,750	-19.6% -31.6% -15.0% %Δ (ατR) 5.5% 11.0% -2.4% -29.0% %Δ (ατR) 18.6% 7.3% 4.2% -6.7%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$725,000 31 Q2-2019 \$496,493 \$300 \$416,250 30	-12.7% 3.6% 21.4% %Δ (ΥR) 8.7% 3.5% -4.8% 0.0% %Δ (ΥR) 32.2% 17.9% 12.7% 12.0%	\$567 \$557,000 28 Q3-2018 \$798,727 \$370 \$743,500 22 Q3-2018 \$445,240 \$245,240 \$245,240 \$245,240 \$245,240 \$245,240 \$245,240 \$245,240 \$245,240
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Tequesta Market Matrix (Single Family & Condo)	\$495 \$1,606,250 Q3-2019 \$868,591 \$383 \$707,500 22 Q3-2019 \$588,730 \$322 \$433,750 28 Q3-2019	-19.6% -31.6% -15.0% %Δ (ατr) 5.5% 11.0% -2.4% -29.0% %Δ (ατr) 18.6% 7.3% 4.2% -6.7% %Δ (αtr)	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$725,000 \$725,000 \$496,493 \$496,493 \$300 \$416,250 \$300	-12.7% 3.6% 21.4% %Δ (ΥR) 8.7% 3.5% -4.8% 0.0% %Δ (ΥR) 32.2% 17.9% 12.7% 12.0% %Δ (ΥR)	\$567 \$567 \$1,550,000 28 Q3-2018 \$798,727 \$370 \$743,500 22 Q3-2018 \$445,240 \$245,3356 Q3-2018 \$445,240 \$275 \$385,000 28 Q3-2018 \$445,240 \$275 \$385,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Jupiter Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Juno Beach Market Matrix (Single Family & Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Tequesta Market Matrix (Single Family & Condo) Average Sales Price Number of Sales (Closed) Tequesta Market Matrix (Single Family & Condo) Average Sales Price	\$495 \$1,606,250 Q3-2019 \$868,591 \$388,591 \$707,500 22 Q3-2019 \$588,730 \$322 \$433,750 28 Q3-2019	-19.6% -31.6% -15.0% %Δ (αTR) 5.5% 11.0% -2.4% -29.0% %Δ (αTR) 18.6% 7.3% 4.2% -6.7% %Δ (αTR) -5.3%	\$616 \$2,350,000 40 Q2-2019 \$822,934 \$345 \$3725,000 \$725,000 \$42,001 \$42,001 \$496,493 \$300 \$416,250 \$300 \$416,250 \$300 \$416,250	-12.7% 3.6% 21.4% %Δ (YR) 8.7% 3.5% -4.8% 0.0% %Δ (YR) 32.2% 17.9% 12.7% 12.0% %Δ (YR) 32.3%	\$567 \$1,550,000 28 Q3-2018 \$798,727 \$370 \$743,500 22 Q3-2018 \$445,240 \$273

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.



DASHBOAF year-over-year

SINGLE FAMILY

PRICES Median Sales Price

JUPITER

SALES Closed Sales

NEGOTIABILITY Listing Discount

MARKETING TIME Days on Market

CONDO

PRICES Median Sales Price

SALES Closed Sales

NEGOTIABILITY Listing Discount

MARKETING TIME

Days on Market

- Single-family price trend indicators showed mixed results as sales surged annually
- Condo sales and price trend indicators rose year over year

JUNO BEACH/TEQUESTA

- Juno Beach sales and price trend indicators rose sharply from year-ago levels
- Tequesta price trend indicators and sales jumped from the same period last year



days

PALM BEACH GARDENS year-over-year

SINGLE FAMILY PRICES

Median Sales Price

SALES **Closed Sales**

NEGOTIABILITY Listing Discount

MARKETING TIME Days on Market

CONDO

PRICES Median Sales Price

SALES **Closed Sales**

NEGOTIABILITY Listing Discount

MARKETING TIME Days on Market

- · Single-family price trend indicators increased as sales fell short of the prior-year level
- · Condo price trend indicators were mixed as sales surged

SINGER ISLAND

- Price trend indicators showed mixed results as sales declined from the prior-year quarter
- Listing inventory and days on market fell from prior-year levels

400 South US Highway 1	Douglas Elliman Real Estate			
Jupiter, FL 33477 561.653.6100 elliman.com	Jupiter, FL 33477			

Miller Samuel Real Estate Appraisers & Consultants 21 West 38th Street New York, NY 10018 212.768.8100 | millersamuel.com

Number of Sales (Closed)

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Palm Beach Gardens Market Matrix (Single Family)	Q3-2019	%∆ (qтr)	Q2-2019	%∆ (YR)	Q3-2018
Average Sales Price	\$781,647	12.0%	\$698,187	16.1%	\$673,407
Average Price Per Sq Ft	\$290	11.5%	\$260	12.0%	\$259
Median Sales Price	\$491,250	-4.6%	\$515,000	4.1%	\$472,000
Number of Sales (Closed)	262	-19.1%	324	-6.1%	279
Days on Market (From Last List Date)	77	-10.5%	86	-3.8%	8
Listing Discount (From Last List Price)	6.4%		7.0%		6.79
Listing Inventory (active)	418	-14.3%	488	-5.9%	44
Months of Supply	4.8	6.7%	4.5	0.0%	4.
Palm Beach Gardens Market Matrix (Condo)	Q3-2019	%∆ (qtr)	Q2-2019	%∆ (YR)	Q3-201
Average Sales Price	\$315,589	15.6%	\$273,108	-11.0%	\$354,39
Average Price Per Sq Ft	\$204	9.7%	\$186	-10.1%	\$22
Median Sales Price	\$256,500	5.6%	\$243,000	5.3%	\$243,50
Number of Sales (Closed)	224	16.1%	193	18.5%	18
Days on Market (From Last List Date)	62	6.9%	58	6.9%	5
Listing Discount (From Last List Price)	3.7%		4.2%		4.19
Listing Inventory (active)	211	-20.7%	266	-14.2%	24
Months of Supply	2.8	-31.7%	4.1	-28.2%	3.
Palm Beach Gardens Luxury Market Matrix (Single Family)	Q3-2019	%∆ (QTR)	Q2-2019	%∆ (YR)	Q3-201
Average Sales Price	\$2,895,056	38.8%	\$2,086,374	29.8%	\$2,229,88
Average Price Per Sq Ft	\$547	31.5%	\$416	22.4%	\$44
Median Sales Price	\$2,600,000	67.7%	\$1,550,000	39.0%	\$1,870,00
Number of Sales (Closed)	27	-18.2%	33	-3.6%	2
Palm Beach Gardens Luxury Market Matrix (Condo)	Q3-2019	%∆ (qtr)	Q2-2019	%∆ (YR)	Q3-201
Average Sales Price	\$850,217	52.3%	\$558,250	-33.2%	\$1,273,53
Average Price Per Sq Ft	\$337	35.9%	\$248	-22.9%	\$43
Median Sales Price	\$560,000	20.8%	\$463,750	-49.1%	\$1,100,00

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.

23

15.0%

21.1%

20

19

Singer Island Market Matrix (Condo)	Q3-2019	%∆ (qtr)	Q2-2019	%∆ (YR)	Q3-2018
Average Sales Price	\$651,585	-21.9%	\$834,462	-24.3%	\$860,409
Average Price Per Sq Ft	\$377	-19.6%	\$469	-20.6%	\$475
Median Sales Price	\$466,500	12.4%	\$415,000	4.8%	\$445,000
Number of Sales (Closed)	36	-10.0%	40	-29.4%	51
Days on Market (From Last List Date)	123	-7.5%	133	-21.2%	156
Listing Discount (From Last List Price)	8.3%		9.6%		4.1%
Listing Inventory (active)	141	-16.6%	169	-16.6%	169
Months of Supply	11.8	-7.1%	12.7	19.2%	9.9