

# ELLIMAN

## REPORT

**Q4 2019**  
**JUPITER/PALM BEACH**  
**GARDENS SALES**

Highlights of the Quarterly Survey of Jupiter/  
Palm Beach Gardens Residential Sales

“Listing inventory for single family properties and condos fell from year-ago levels.”

Jupiter Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$742,616	4.2%	\$712,865	-0.7%	\$748,187
Average Price Per Sq Ft	\$305	4.1%	\$293	3.4%	\$295
Median Sales Price	\$527,000	1.3%	\$520,000	0.4%	\$525,000
Number of Sales (Closed)	232	-28.8%	326	-12.5%	265
Days on Market (From Last List Date)	67	13.6%	59	-4.3%	70
Listing Discount (From Last List Price)	5.3%		5.0%		5.8%
Listing Inventory (active)	361	0.6%	359	-12.6%	413
Jupiter Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$366,044	5.1%	\$348,338	5.1%	\$348,292
Average Price Per Sq Ft	\$245	7.5%	\$228	6.1%	\$231
Median Sales Price	\$310,000	1.6%	\$305,000	0.0%	\$310,000
Number of Sales (Closed)	198	-8.8%	217	-11.6%	224
Days on Market (From Last List Date)	57	-9.5%	63	-5.0%	60
Listing Discount (From Last List Price)	5.2%		4.2%		4.1%
Listing Inventory (active)	272	17.2%	232	-10.5%	304

Single-family median sales price rose year over year for the fifth straight quarter.

Palm Beach Gardens Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$674,131	-13.8%	\$781,647	-11.8%	\$763,991
Average Price Per Sq Ft	\$251	-13.4%	\$290	-11.0%	\$282
Median Sales Price	\$522,500	6.4%	\$491,250	11.2%	\$470,000
Number of Sales (Closed)	234	-10.7%	262	8.8%	215
Days on Market (From Last List Date)	72	-6.5%	77	-12.2%	82
Listing Discount (From Last List Price)	6.7%		6.4%		7.8%
Listing Inventory (active)	464	11.0%	418	-12.0%	527
Palm Beach Gardens Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$301,677	-4.4%	\$315,589	5.0%	\$287,402
Average Price Per Sq Ft	\$196	-3.9%	\$204	3.2%	\$190
Median Sales Price	\$260,000	1.4%	\$256,500	8.3%	\$240,000
Number of Sales (Closed)	187	-16.5%	224	38.5%	135
Days on Market (From Last List Date)	62	0.0%	62	19.2%	52
Listing Discount (From Last List Price)	4.3%		3.7%		3.9%
Listing Inventory (active)	247	17.1%	211	-17.4%	299

Single-family price trend indicators showed mixed results as sales rose year over year for the second consecutive quarter.