

Elliman Report

Q4-2020 Jupiter, FL and Palm Beach Gardens, FL Sales

Jupiter Single Family Dashboard

YEAR-OVER-YEAR

+ 21.4%
Prices Median Sales Price

+ 46.1%
Sales Closed Sales

- 0.8%
Negotiability Listing Discount

- 20 days
Marketing Time Days on Market

Jupiter Condo Dashboard

YEAR-OVER-YEAR

+ 21.0%
Prices Median Sales Price

- 12.1%
Sales Closed Sales

- 0.3%
Negotiability Listing Discount

+ 21 days
Marketing Time Days on Market

- Single family sales surged as listing inventory declined
- Price trend indicators for both Jupiter property types pressed higher year over year
- **Juno Beach** sales more than doubled year over year as inventory fell to a four year low
- **Tequesta** price trend indicators posted double-digit gains as listing inventory fell sharply

Jupiter Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,154,121	15.4%	\$999,971	55.4%	\$742,616
Average Price Per Sq Ft	\$408	12.4%	\$363	33.8%	\$305
Median Sales Price	\$640,000	6.7%	\$600,000	21.4%	\$527,000
Number of Sales (Closed)	339	-12.4%	387	46.1%	232
Days on Market (From Last List Date)	47	-25.4%	63	-29.9%	67
Listing Discount (From Last List Price)	4.5%		5.8%		5.3%
Listing Inventory	204	-4.2%	213	-43.5%	361
Months of Supply	1.8	5.9%	1.7	-61.7%	4.7
Jupiter Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$473,574	35.1%	\$350,625	29.4%	\$366,044
Average Price Per Sq Ft	\$314	34.2%	\$234	28.2%	\$245
Median Sales Price	\$375,000	17.2%	\$320,000	21.0%	\$310,000
Number of Sales (Closed)	174	-36.5%	274	-12.1%	198
Days on Market (From Last List Date)	78	36.8%	57	36.8%	57
Listing Discount (From Last List Price)	4.9%		4.2%		5.2%
Listing Inventory	190	-15.2%	224	-30.1%	272
Months of Supply	3.3	32.0%	2.5	-19.5%	4.1
Jupiter Luxury Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$4,519,006	12.3%	\$4,024,551	98.5%	\$2,276,538
Average Price Per Sq Ft	\$789	16.4%	\$678	44.5%	\$546
Median Sales Price	\$3,597,500	1.3%	\$3,550,000	123.8%	\$1,607,500
Number of Sales (Closed)	34	-12.8%	39	30.8%	26
Jupiter Luxury Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,346,583	84.2%	\$730,893	38.4%	\$972,925
Average Price Per Sq Ft	\$537	67.8%	\$320	22.6%	\$438
Median Sales Price	\$1,293,750	96.8%	\$657,500	32.4%	\$977,250
Number of Sales (Closed)	18	-35.7%	28	-10.0%	20
Juno Beach Single Family & Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$974,841	28.1%	\$761,002	92.7%	\$505,964
Average Price Per Sq Ft	\$465	14.5%	\$406	64.3%	\$283
Median Sales Price	\$575,000	1.5%	\$566,250	31.4%	\$437,500
Number of Sales (Closed)	63	50.0%	42	125.0%	28
Tequesta Single Family & Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$592,715	-18.8%	\$730,298	29.7%	\$456,915
Average Price Per Sq Ft	\$325	-8.7%	\$356	25.5%	\$259
Median Sales Price	\$440,000	3.5%	\$425,000	21.4%	\$362,500
Number of Sales (Closed)	79	-30.1%	113	12.9%	70



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Palm Beach Gardens Single Family Dashboard

YEAR-OVER-YEAR

- + 12.8%**
Prices Median Sales Price
- + 54.7%**
Sales Closed Sales
- 0.9%**
Negotiability Listing Discount
- 3 days**
Marketing Time Days on Market

Palm Beach Gardens Condo Dashboard

YEAR-OVER-YEAR

- 13.5%**
Prices Median Sales Price
- 48.1%**
Sales Closed Sales
- + 0.5%**
Negotiability Listing Discount
- 10 days**
Marketing Time Days on Market

- The highest number of single family sales in more than five years
- Condo sales fell faster than listing inventory over the past year

SINGER ISLAND

- All price trend indicators surged year over year, partly aided a sharp gain in average sales size
- The highest number of fourth-quarter sales in fifteen years

Palm Beach Gardens Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$855,312	-5.0%	\$899,981	26.9%	\$674,131
Average Price Per Sq Ft	\$300	2.0%	\$294	19.5%	\$251
Median Sales Price	\$589,500	-6.3%	\$629,000	12.8%	\$522,500
Number of Sales (Closed)	362	14.6%	316	54.7%	234
Days on Market (From Last List Date)	69	-19.8%	86	-4.2%	72
Listing Discount (From Last List Price)	5.8%		7.8%		6.7%
Listing Inventory	283	-22.0%	363	-39.0%	464
Months of Supply	2.3	-32.4%	3.4	-61.0%	5.9

Palm Beach Gardens Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$325,838	-5.9%	\$346,170	8.0%	\$301,677
Average Price Per Sq Ft	\$229	5.0%	\$218	16.8%	\$196
Median Sales Price	\$225,000	-18.3%	\$275,500	-13.5%	\$260,000
Number of Sales (Closed)	97	-57.1%	226	-48.1%	187
Days on Market (From Last List Date)	52	4.0%	50	-16.1%	62
Listing Discount (From Last List Price)	4.8%		3.5%		4.3%
Listing Inventory	153	-24.6%	203	-38.1%	247
Months of Supply	4.7	74.1%	2.7	17.5%	4.0

Palm Beach Gardens Luxury Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$2,701,318	-8.9%	\$2,966,202	33.7%	\$2,020,092
Average Price Per Sq Ft	\$505	-2.7%	\$519	27.5%	\$396
Median Sales Price	\$2,500,000	-0.7%	\$2,517,500	41.8%	\$1,762,500
Number of Sales (Closed)	37	12.1%	33	54.2%	24

Palm Beach Gardens Luxury Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,258,100	28.0%	\$982,559	92.7%	\$652,722
Average Price Per Sq Ft	\$436	14.1%	\$382	51.9%	\$287
Median Sales Price	\$725,000	43.6%	\$505,000	49.5%	\$485,000
Number of Sales (Closed)	10	-56.5%	23	-47.4%	19

Singer Island Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,190,153	10.9%	\$1,073,294	43.8%	\$827,532
Average Price Per Sq Ft	\$524	3.1%	\$508	18.6%	\$442
Median Sales Price	\$769,000	22.5%	\$627,500	22.9%	\$625,500
Number of Sales (Closed)	59	34.1%	44	73.5%	34
Days on Market (From Last List Date)	142	0.0%	142	-17.4%	172
Listing Discount (From Last List Price)	6.9%		6.9%		6.7%
Listing Inventory	145	3.6%	140	-12.7%	166
Months of Supply	7.4	-22.1%	9.5	-49.3%	14.6

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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