

Elliman Report

Q1-2021 Jupiter, FL and Palm Beach Gardens, FL Sales

Jupiter Single Family Dashboard

YEAR-OVER-YEAR

+ 29.3%
Prices Median Sales Price

+ 17.0%
Sales Closed Sales

- 3.4%
Negotiability Listing Discount

- 18 days
Marketing Time Days on Market

Jupiter Condo Dashboard

YEAR-OVER-YEAR

+ 15.9%
Prices Median Sales Price

+ 61.3%
Sales Closed Sales

- 1.1%
Negotiability Listing Discount

- 3 days
Marketing Time Days on Market

- Single family price trend indicators reached new records as listing inventory fell to a new low
- Condo sales surged to the second-highest on record as the market pace moved to the fastest recorded
- **Juno Beach** sales more than doubled year over year as inventory remained at a four year low
- **Tequesta** price trend indicators continued to realize double-digit gains as listing inventory fell to a new low

Jupiter Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,235,340	7.0%	\$1,154,121	38.5%	\$892,067
Average Price Per Sq Ft	\$435	6.6%	\$408	26.1%	\$345
Median Sales Price	\$717,500	12.1%	\$640,000	29.3%	\$555,000
Number of Sales (Closed)	310	-8.6%	339	17.0%	265
Days on Market (From Last List Date)	54	14.9%	47	-25.0%	72
Listing Discount (From Last List Price)	3.7%		4.5%		7.1%
Listing Inventory	106	-48.0%	204	-70.9%	364
Months of Supply	1.0	-44.4%	1.8	-75.6%	4.1
Jupiter Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$474,229	0.1%	\$473,574	20.7%	\$392,781
Average Price Per Sq Ft	\$299	-4.8%	\$314	15.4%	\$259
Median Sales Price	\$365,000	-2.7%	\$375,000	15.9%	\$315,000
Number of Sales (Closed)	342	96.6%	174	61.3%	212
Days on Market (From Last List Date)	51	-34.6%	78	-5.6%	54
Listing Discount (From Last List Price)	3.3%		4.9%		4.4%
Listing Inventory	85	-55.3%	190	-70.7%	290
Months of Supply	0.7	-78.8%	3.3	-82.9%	4.1
Jupiter Luxury Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$5,025,221	11.2%	\$4,519,006	32.4%	\$3,796,600
Average Price Per Sq Ft	\$790	0.1%	\$789	18.6%	\$666
Median Sales Price	\$3,737,500	3.9%	\$3,597,500	43.8%	\$2,600,000
Number of Sales (Closed)	32	-5.9%	34	18.5%	27
Jupiter Luxury Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,426,575	5.9%	\$1,346,583	28.4%	\$1,110,932
Average Price Per Sq Ft	\$531	-1.1%	\$537	17.5%	\$452
Median Sales Price	\$1,200,000	-7.2%	\$1,293,750	31.1%	\$915,000
Number of Sales (Closed)	35	94.4%	18	59.1%	22
Juno Beach Single Family & Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$789,194	-19.0%	\$974,841	12.9%	\$698,867
Average Price Per Sq Ft	\$401	-13.8%	\$465	7.8%	\$372
Median Sales Price	\$513,750	-10.7%	\$575,000	-9.1%	\$565,000
Number of Sales (Closed)	64	1.6%	63	113.3%	30
Tequesta Single Family & Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$792,217	33.7%	\$592,715	47.0%	\$538,960
Average Price Per Sq Ft	\$387	19.1%	\$325	33.9%	\$289
Median Sales Price	\$490,375	11.4%	\$440,000	40.1%	\$350,000
Number of Sales (Closed)	106	34.2%	79	37.7%	77



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Palm Beach Gardens Single Family

Dashboard

YEAR-OVER-YEAR

+ 38.0%
Prices Median Sales Price

+ 45.3%
Sales Closed Sales

+ 0.7%
Negotiability Listing Discount

- 6 days
Marketing Time Days on Market

Palm Beach Gardens Condo

Dashboard

YEAR-OVER-YEAR

+ 18.3%
Prices Median Sales Price

+ 21.5%
Sales Closed Sales

- 1.7%
Negotiability Listing Discount

- 25 days
Marketing Time Days on Market

- Single family price trend indicators reached new records as listing inventory fell to a new low
- Condo median sales price jumped to the highest on record as the market pace moved to the fastest recorded

SINGER ISLAND

- The number of sales jumped year over year as listing inventory dropped to a record low
- Price trend indicators showed mixed results year over year

Palm Beach Gardens Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
---	---------	----------	---------	---------	---------

Average Sales Price	\$1,114,435	30.3%	\$855,312	55.2%	\$718,204
Average Price Per Sq Ft	\$358	19.3%	\$300	31.6%	\$272
Median Sales Price	\$710,000	20.4%	\$589,500	38.0%	\$514,331
Number of Sales (Closed)	375	3.6%	362	45.3%	258
Days on Market (From Last List Date)	71	2.9%	69	-7.8%	77
Listing Discount (From Last List Price)	6.0%		5.8%		5.3%
Listing Inventory	121	-57.2%	283	-74.3%	470
Months of Supply	1.0	-56.5%	2.3	-81.8%	5.5

Palm Beach Gardens Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
---------------------------------	---------	----------	---------	---------	---------

Average Sales Price	\$337,441	3.6%	\$325,838	10.8%	\$304,531
Average Price Per Sq Ft	\$215	-6.1%	\$229	7.0%	\$201
Median Sales Price	\$289,900	28.8%	\$225,000	18.3%	\$245,000
Number of Sales (Closed)	249	156.7%	97	21.5%	205
Days on Market (From Last List Date)	45	-13.5%	52	-35.7%	70
Listing Discount (From Last List Price)	3.0%		4.8%		4.7%
Listing Inventory	88	-42.5%	153	-64.9%	251
Months of Supply	1.1	-76.6%	4.7	-70.3%	3.7

Palm Beach Gardens Luxury Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
--	---------	----------	---------	---------	---------

Average Sales Price	\$4,296,848	59.1%	\$2,701,318	92.6%	\$2,231,527
Average Price Per Sq Ft	\$624	23.6%	\$505	35.4%	\$461
Median Sales Price	\$3,547,211	41.9%	\$2,500,000	83.1%	\$1,937,500
Number of Sales (Closed)	38	2.7%	37	46.2%	26

Palm Beach Gardens Luxury Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
--	---------	----------	---------	---------	---------

Average Sales Price	\$807,465	-35.8%	\$1,258,100	-0.8%	\$813,824
Average Price Per Sq Ft	\$309	-29.1%	\$436	-1.9%	\$315
Median Sales Price	\$540,000	-25.5%	\$725,000	-10.0%	\$600,000
Number of Sales (Closed)	25	150.0%	10	19.0%	21

Singer Island Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
----------------------------	---------	----------	---------	---------	---------

Average Sales Price	\$1,345,930	13.1%	\$1,190,153	-7.4%	\$1,453,142
Average Price Per Sq Ft	\$615	17.4%	\$524	1.0%	\$609
Median Sales Price	\$730,000	-5.1%	\$769,000	-21.1%	\$925,000
Number of Sales (Closed)	79	33.9%	59	27.4%	62
Days on Market (From Last List Date)	92	-35.2%	142	-31.3%	134
Listing Discount (From Last List Price)	6.5%		6.9%		4.3%
Listing Inventory	102	-29.7%	145	-31.5%	149
Months of Supply	3.9	-47.3%	7.4	-45.8%	7.2

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

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

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