

ELLIMAN

REPORT

Q3 2018
JUPITER/PALM BEACH GARDENS SALES

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

“Price trends for Jupiter moved higher as Palm Beach Gardens showed mixed results.”

| Jupiter Market Matrix (Single Family) | Q3-2018 | %Δ (QTR) | Q2-2018 | %Δ (YR) | Q3-2017 |
|---------------------------------------|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$719,547 | 1.3% | \$710,144 | 7.4% | \$669,695 |
| Average Price per Sq Ft | \$302 | 7.9% | \$280 | 11.0% | \$272 |
| Median Sales Price | \$500,000 | -2.9% | \$515,000 | -2.0% | \$510,000 |
| Number of Sales (Closed) | 277 | -22.2% | 356 | -4.2% | 289 |
| Days on Market (From Last List Date) | 59 | -1.7% | 60 | -13.2% | 68 |

| Jupiter Market Matrix (Condo) | Q3-2018 | %Δ (QTR) | Q2-2018 | %Δ (YR) | Q3-2017 |
|--------------------------------------|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$333,630 | -12.3% | \$380,210 | 9.1% | \$305,702 |
| Average Price per Sq Ft | \$224 | -8.9% | \$246 | 10.3% | \$203 |
| Median Sales Price | \$297,500 | -5.6% | \$315,000 | 4.4% | \$285,000 |
| Number of Sales (Closed) | 216 | -14.3% | 252 | 6.4% | 203 |
| Days on Market (From Last List Date) | 54 | -16.9% | 65 | -8.5% | 59 |

Most price trend indicators moved higher across property types and market wide condo sales levels were essentially the same as the prior year quarter.

| Palm Beach Gardens Market Matrix (Single Family) | Q3-2018 | %Δ (QTR) | Q2-2018 | %Δ (YR) | Q3-2017 |
|--|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$673,407 | 1.2% | \$665,273 | 1.7% | \$661,975 |
| Average Price per Sq Ft | \$259 | 2.8% | \$252 | 3.2% | \$251 |
| Median Sales Price | \$472,000 | -4.2% | \$492,500 | -1.5% | \$479,000 |
| Number of Sales (Closed) | 279 | -7.9% | 303 | 8.6% | 257 |
| Days on Market (From Last List Date) | 80 | 3.9% | 77 | 3.9% | 77 |

| Palm Beach Gardens Market Matrix (Condo) | Q3-2018 | %Δ (QTR) | Q2-2018 | %Δ (YR) | Q3-2017 |
|--|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$354,399 | 32.5% | \$267,444 | 39.8% | \$253,448 |
| Average Price per Sq Ft | \$227 | 27.5% | \$178 | 29.7% | \$175 |
| Median Sales Price | \$243,500 | 0.6% | \$242,000 | 5.0% | \$232,000 |
| Number of Sales (Closed) | 189 | -21.3% | 240 | -4.1% | 197 |
| Days on Market (From Last List Date) | 58 | 11.5% | 52 | 5.5% | 55 |

Palm Beach Gardens showed a similar pattern to Jupiter including a decline in single-family listing inventory and a surge in condo listing inventory.