

# Elliman Report

**Q2-2020** Jupiter, FL and Palm Beach Gardens, FL Sales

“The number of sales cooled across the region, as markets shut down in response to COVID-19 crisis.”

Jupiter Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$864,874	-3.0%	\$892,067	2.0%	\$847,827
Average Price Per Sq Ft	\$343	-0.6%	\$345	3.6%	\$331
Median Sales Price	\$552,500	-0.5%	\$555,000	3.3%	\$535,000
Number of Sales (Closed)	249	-6.0%	265	-37.4%	398
Days on Market (From Last List Date)	50	-30.6%	72	-26.5%	68
Listing Discount (From Last List Price)	5.6%		7.1%		6.5%
Listing Inventory	300	-17.6%	364	-31.2%	436
Jupiter Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$393,624	0.2%	\$392,781	11.7%	\$352,373
Average Price Per Sq Ft	\$257	-0.8%	\$259	9.8%	\$234
Median Sales Price	\$337,500	7.1%	\$315,000	12.5%	\$300,000
Number of Sales (Closed)	182	-14.2%	212	-33.6%	274
Days on Market (From Last List Date)	47	-13.0%	54	-34.7%	72
Listing Discount (From Last List Price)	4.3%		4.4%		5.0%
Listing Inventory	270	-6.9%	290	11.1%	243
Palm Beach Gardens Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$3,336,179	-12.1%	\$3,796,600	-0.1%	\$3,340,268
Average Price Per Sq Ft	\$647	-2.9%	\$666	5.0%	\$616
Median Sales Price	\$2,300,000	-11.5%	\$2,600,000	-2.1%	\$2,350,000
Number of Sales (Closed)	25	-7.4%	27	-37.5%	40
Days on Market (From Last List Date)	109	-31.9%	160	-19.9%	136
Listing Discount (From Last List Price)	8.8%		10.7%		9.2%
Listing Inventory	111	-15.3%	131	-9.8%	123
Palm Beach Gardens Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$984,474	-11.4%	\$1,110,932	19.6%	\$822,934
Average Price Per Sq Ft	\$404	-10.6%	\$452	17.1%	\$345
Median Sales Price	\$733,000	-19.9%	\$915,000	1.1%	\$725,000
Number of Sales (Closed)	19	-13.6%	22	-38.7%	31
Days on Market (From Last List Date)	71	-18.4%	87	-39.8%	118
Listing Discount (From Last List Price)	5.5%		5.4%		7.7%
Listing Inventory	63	16.7%	54	28.6%	49

In Jupiter, single family median sales price rose year over year for the seventh straight quarter. Condo price trend indicators moved higher from the prior-year levels. In Palm Beach Gardens, single family sales declined sharply as the market paused during the crisis. Condo price trend indicators moved higher as sales declined.