INSTITUTE for LUXURY HOME MARKETING\*

by Colibri Real Estate



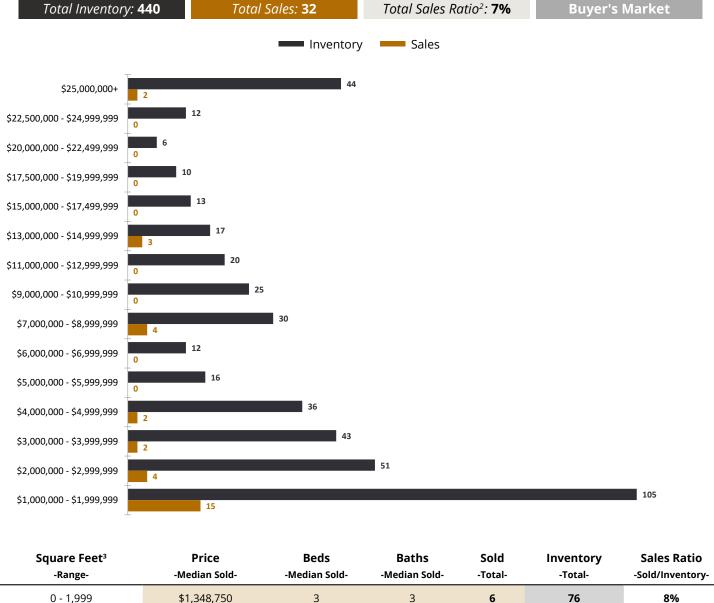
# THE BEACH TOWNS OF PALIM BEACH COUNTY FLORIDA JUNO BEACH TO DELRAY BEACH

www.LuxuryHomeMarketing.com

# PALM BEACH TOWNS SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: \$1,000,000

# LUXURY INVENTORY VS. SALES | MARCH 2025



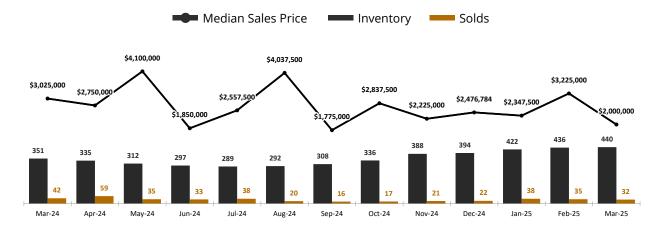
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,348,750	3	3	6	76	8%
2,000 - 3,499	\$1,875,000	4	4	14	148	9%
3,500 - 4,999	\$3,900,000	5	6	6	110	5%
5,000 - 6,499	\$11,100,000	5	7	4	43	9%
6,500 - 7,999	\$14,250,000	6	6	1	30	3%
8,000+	\$28,500,000	8	12	1	31	3%

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# PALM BEACH TOWNS SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: \$1,000,000

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



# MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

351 440

VARIANCE: 25%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\$1.128 \$791

VARIANCE: -30%

TOTAL SOLDS

Mar. 2024 Mar. 2025

> 42 32

VARIANCE: -24%

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

89.98% 91.14%

VARIANCE: 1%

SALES PRICE

Mar. 2024 Mar. 2025

\$3.03m \$2.00m

VARIANCE: -34%

DAYS ON MARKET

Mar. 2024 Mar. 2025

122 75

VARIANCE: -39%

# PALM BEACH TOWNS MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **91.14% of list price** in March 2025.
- The most active price band is \$13,000,000-\$14,999,999, where the sales ratio is 18%.
- The median luxury sales price for single-family homes is \$2,000,000.
- The median days on market for March 2025 was 75 days, down from 122 in March 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

# PALM BEACH TOWNS

Luxury Benchmark Price 1: \$850,000

# LUXURY INVENTORY VS. SALES | MARCH 2025



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	15	0%
1,000 - 1,499	\$1,337,500	2	2	10	113	9%
1,500 - 1,999	\$1,325,000	2	3	17	144	12%
2,000 - 2,499	\$2,137,500	3	3	14	163	9%
2,500 - 2,999	\$3,200,000	3	3	5	87	6%
3,000+	\$5,500,000	3	5	6	81	7%

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

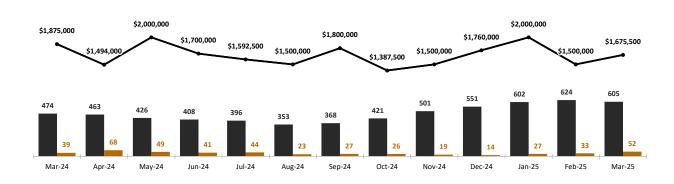
# PALM BEACH TOWNS

### ATTACHED HOMES

Luxury Benchmark Price 1: \$850,000

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>





## MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025

474 605

VARIANCE: 28%

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025

\*963 \*959

VARIANCE: 0%

TOTAL SOLDS

Mar. 2024 Mar. 2025

39 52

VARIANCE: **33%** 

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025

90.48% 91.47%

VARIANCE: **1%** 

SALES PRICE

Mar. 2024 Mar. 2025

\$1.88m \$1.68m

VARIANCE: -11%

DAYS ON MARKET

Mar. 2024 Mar. 2025

99 73

VARIANCE: -26%

# PALM BEACH TOWNS MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **91.47% of list price** in March 2025.
- The most active price band is \$1,000,000-\$1,099,999, where the sales ratio is 25%.
- The median luxury sales price for attached homes is \$1,675,500.
- The median days on market for March 2025 was 73 days, down from 99 in March 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.