INSTITUTE for LUXURY HOME MARKETING\*

by Colibri Real Estate

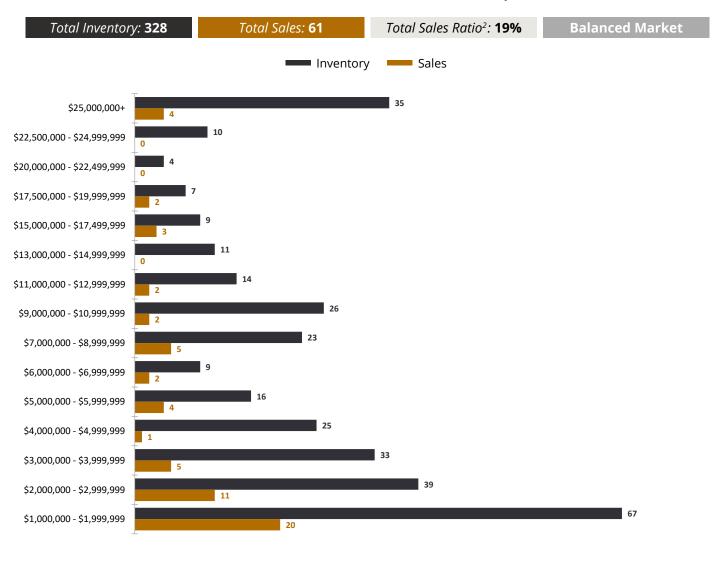


# THE BEACH TOWNS OF PALM BEACH COUNTY FLORID A JUNO BEACH TO DELRAY BEACH

# PALM BEACH TOWNS SINGLE-FAMILY HOMES

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

### LUXURY INVENTORY VS. SALES | MAY 2025



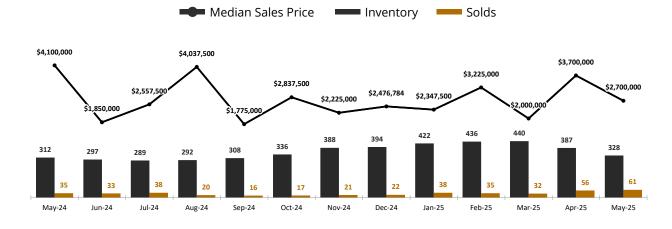
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,361,000	3	2	10	48	21%
2,000 - 3,499	\$2,275,000	4	3	28	113	25%
3,500 - 4,999	\$5,500,000	5	5	11	82	13%
5,000 - 6,499	\$9,600,000	6	8	4	29	14%
6,500 - 7,999	\$14,375,000	6	8	4	26	15%
8,000+	\$51,750,000	8	12	4	25	16%

<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 1: \$1,000,000

### 13-MONTH LUXURY MARKET TREND4



### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY May 2024 May 2025 312 328

VARIANCE: 5%

SALE PRICE PER SQFT.

May 2024 May 2025 \$1.083 \$1.054

VARIANCE: -3%

TOTAL SOLDS May 2024 May 2025 35 61

VARIANCE: **74**%

SALE TO LIST PRICE RATIO

May 2024 May 2025

91.56% 91.88%

VARIANCE: **0**%

SALES PRICE

May 2024 May 2025

\$4.10m \$2.70m

VARIANCE: -34%

DAYS ON MARKET

May 2024 May 2025

143 48

VARIANCE: -66%

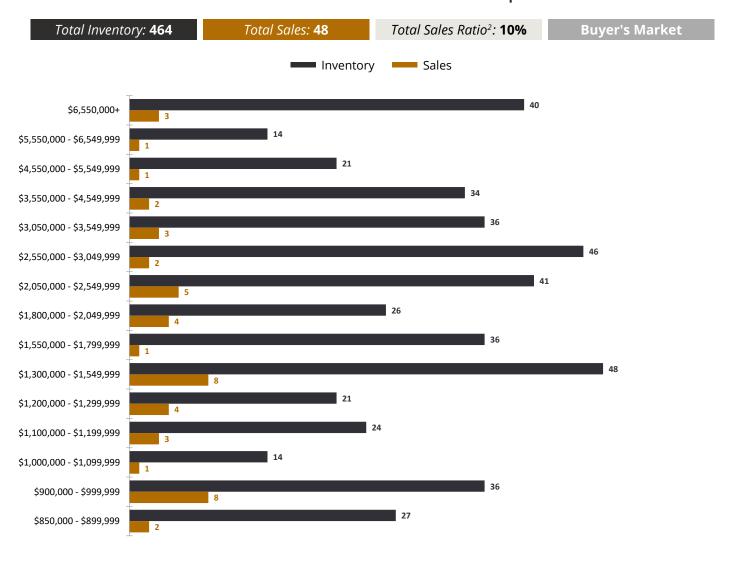
### PALM BEACH TOWNS MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **91.88% of list price** in May 2025.
- The most active price band is \$15,000,000-\$17,499,999, where the sales ratio is 33%.
- The median luxury sales price for single-family homes is \$2,700,000.
- The median days on market for May 2025 was 48 days, down from 143 in May 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.

Luxury Benchmark Price 1: \$850,000

## LUXURY INVENTORY VS. SALES | MAY 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	\$1,503,176	1	1	3	12	25%
1,000 - 1,499	\$960,000	2	2	5	96	5%
1,500 - 1,999	\$1,250,000	2	2	19	109	17%
2,000 - 2,499	\$1,439,500	3	3	13	122	11%
2,500 - 2,999	\$2,900,000	3	3	3	59	5%
3,000+	\$6,946,500	3	5	5	65	8%

<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.

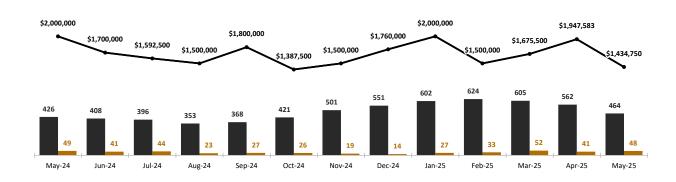
# PALM BEACH TOWNS

### ATTACHED HOMES

Luxury Benchmark Price 1: \$850,000

### 13-MONTH LUXURY MARKET TREND4





### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

426 464

VARIANCE: 9%

SALE PRICE PER SQFT.

May 2024 May 2025

\$856 \$820

VARIANCE: -4%

TOTAL SOLDS

May 2024 May 2025

49 48

VARIANCE: -2%

SALE TO LIST PRICE RATIO

May 2024 May 2025

93.15% 90.74%

VARIANCE: -3%

SALES PRICE

May 2024 May 2025

\$2.00m \$1.43m

VARIANCE: -28%

DAYS ON MARKET

May 2024 May 2025

75 84

VARIANCE: 12%

### PALM BEACH TOWNS MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **90.74% of list price** in May 2025.
- The most active price band is \$900,000-\$999,999, where the sales ratio is 22%.
- The median luxury sales price for attached homes is \$1,434,750.
- The median days on market for May 2025 was 84 days, up from 75 in May 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.