INSTITUTE for LUXURY HOME MARKETING*

^{by}Colibri Real Estate



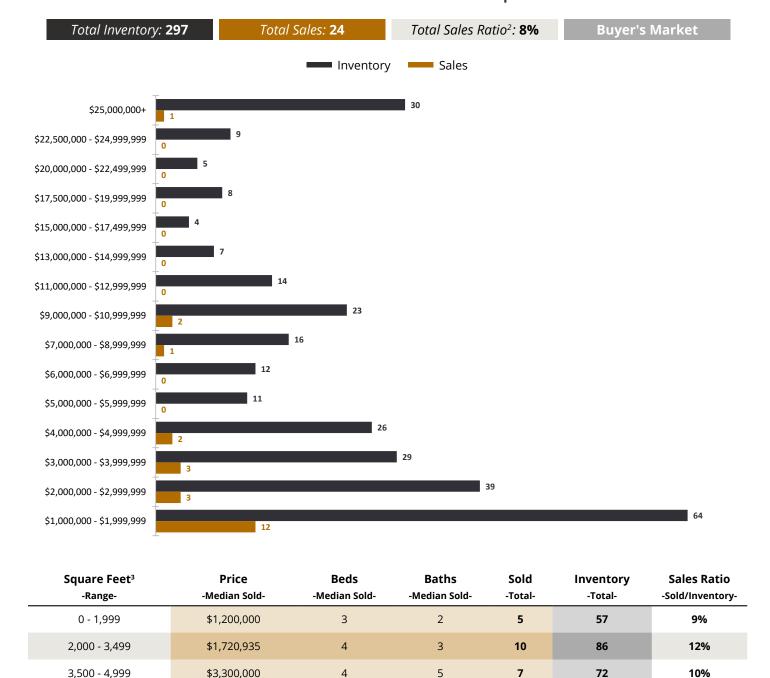
THE BEACH TOWNS OF PALM BEACH COUNTY FLORID A JUNO BEACH TO DELRAY BEACH

www.LuxuryHomeMarketing.com

PALM BEACH TOWNS SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: \$1,000,000

LUXURY INVENTORY VS. SALES | AUGUST 2025



6

NA

7

7

NA

11

1

0

30

23

25

3%

0%

4%

5,000 - 6,499

6,500 - 7,999

8,000+

\$9,025,000

NA

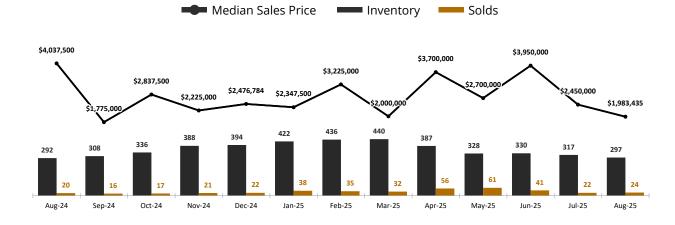
\$28,000,000

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | AUGUST

TOTAL INVENTORY Aug. 2024 Aug. 2025 292 297

VARIANCE: 2%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025 \$1.386 \$746

VARIANCE: -46%

TOTAL SOLDS

Aug. 2024 Aug. 2025

> 20 24

VARIANCE: 20%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

88.80% 88.87%

VARIANCE: **0**%

SALES PRICE

Aug. 2024 Aug. 2025

\$4.04m \$1.98m

VARIANCE: -51%

DAYS ON MARKET

Aug. 2024 Aug. 2025

> 78 70

> VARIANCE: -10%

PALM BEACH TOWNS MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **88.87% of list price** in August 2025.
- The most active price band is \$1,000,000-\$1,999,999, where the sales ratio is 19%.
- The median luxury sales price for single-family homes is \$1,983,435.
- The median days on market for August 2025 was 70 days, down from 78 in August 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed. ⁴Data 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 | AUGUST 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	7	0%
1,000 - 1,499	\$1,675,000	2	2	2	73	3%
1,500 - 1,999	\$1,900,000	2	2	4	87	5%
2,000 - 2,499	\$2,150,000	3	3	3	104	3%
2,500 - 2,999	\$2,500,000	3	4	6	58	10%
3,000+	\$4,650,000	3	4	2	53	4%

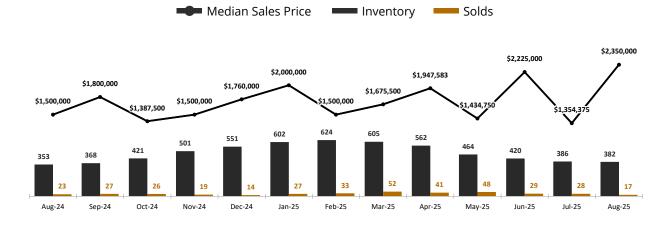
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

PALM BEACH TOWNS

ATTACHED HOMES

Luxury Benchmark Price 1: \$850,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

353 382

VARIANCE: 8%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$817 \$939

VARIANCE: 15%

TOTAL SOLDS

Aug. 2024 Aug. 2025

23 17

VARIANCE: -26%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

95.00% 89.80%

VARIANCE: -5%

SALES PRICE

Aug. 2024 Aug. 2025

\$1.50m \$2.35m

VARIANCE: **57**%

DAYS ON MARKET

Aug. 2024 Aug. 2025

27 113

VARIANCE: 319%

PALM BEACH TOWNS MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **89.80% of list price** in August 2025.
- The most active price band is \$2,050,000-\$2,549,999, where the sales ratio is 16%.
- The median luxury sales price for attached homes is \$2,350,000.
- The median days on market for August 2025 was 113 days, up from 27 in August 2024.

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