Elliman Report

Q3-2025 West Palm Beach, FL Sales

Single Family
Dashboard

YEAR-OVER-YEAR

- 4.2%
Prices Median Sales Price

- 8.0%
Sales Closed Sales

+ 8.1%
Inventory Total Inventory

+ 1.5%
Negotiability Listing Discount

Condo
Dashboard

YEAR-OVER-YEAR

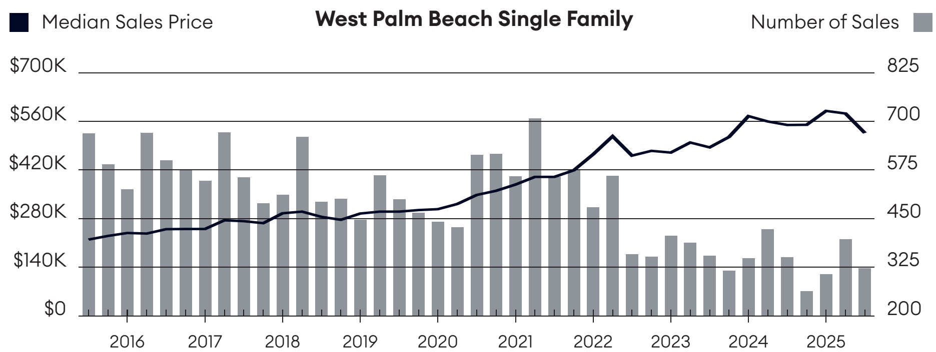
- 3.3%
Prices Median Sales Price

- 12.2%
Sales Closed Sales

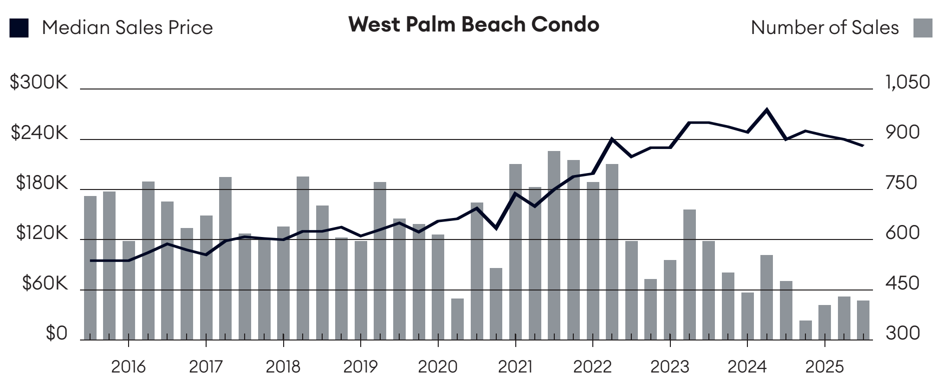
+ 4.4%
Inventory Total Inventory

+ 6.5%
Negotiability Listing Discount

- Single family price trend indicators showed mixed annual results as sales declined
- Condo price trend indicators and sales continued to fall short of prior year levels



West Palm Beach Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$867,060	-20.9%	$1,096,572	7.0%	$810,228
Average Price Per Sq Ft	$445	-16.8%	$535	7.5%	$414
Median Sales Price	$526,250	-9.7%	$582,500	-4.2%	$549,500
Number of Sales (Closed)	322	-18.7%	396	-8.0%	350
Days on Market (From Last List Date)	69	4.5%	66	27.8%	54
Listing Discount (From Last List Price)	7.3%		6.5%		5.8%
Listing Inventory	626	-4.1%	653	8.1%	579
Months of Supply	5.8	18.4%	4.9	16.0%	5.0
Average Square Feet	1,947	-5.1%	2,051	-0.6%	1,958



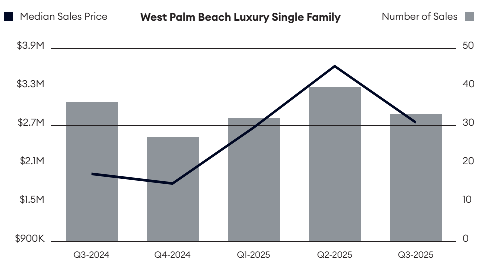
West Palm Beach Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$355,718	-0.6%	$357,926	-5.6%	$376,908
Average Price Per Sq Ft	$309	-1.0%	$312	-6.4%	$330
Median Sales Price	$232,000	-3.3%	$240,000	-3.3%	$240,000
Number of Sales (Closed)	417	-2.8%	429	-12.2%	475
Days on Market (From Last List Date)	83	1.2%	82	33.9%	62
Listing Discount (From Last List Price)	10.1%		6.5%		3.6%
Listing Inventory	1,293	-7.3%	1,395	4.4%	1,238
Months of Supply	9.3	-5.1%	9.8	19.2%	7.8
Average Square Feet	1,150	0.1%	1,149	0.7%	1,142

DouglasElliman

Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price for single family homes declined by 4.2% year over year to $526,250. Bidding wars remained modest at 12.1% of single family sales during the quarter as sales and listing inventory declined. There were 322 single family sales during the quarter, an 8% decrease from the same period last year. Cash sales accounted for 37.5% of all single family sales, representing 43.6% of the total market. Condo sales declined by 12.2% to 417 compared to the same period last year, marking the seventh month of consecutive declines. Meanwhile, listing inventory rose by 4.4%, slowing the market pace. Bidding wars made up 5.5% of condo sales, while cash sales accounted for 56.6%, representing 56.4% of the total market. The luxury single family market began at $1,624,100 and had a median sales price of $2,750,000, which surged 41% from the same quarter last year as listing inventory slipped 1.3% to 151.

Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$3,307,395	-32.0%	$4,867,145	14.4%	$2,892,042
Average Price per Sq Ft	$953	-23.1%	$1,240	20.2%	$793
Median Sales Price	$2,750,000	-24.1%	$3,625,000	41.0%	$1,950,000
Number of Sales (Closed)	33	-17.5%	40	-8.3%	36
Days on Market (From Last List Date)	134	48.9%	90	31.4%	102
Listing Discount (From Last List Price)	10.4%		8.1%		8.5%
Listing Inventory	151	23.8%	122	-1.3%	153
Months of Supply	13.7	48.9%	9.2	7.0%	12.8
Entry Price Threshold	$1,624,100	-20.8%	$2,050,000	16.0%	$1,400,000
Average Square Feet	3,472	-11.5%	3,924	-4.7%	3,645

Luxury Condo Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,577,061	7.9%	$1,461,605	-0.8%	$1,590,094
Average Price per Sq Ft	$844	2.7%	$822	-6.3%	$901
Median Sales Price	$780,000	-4.9%	$820,000	-46.8%	$1,465,000
Number of Sales (Closed)	42	-2.3%	43	-12.5%	48
Days on Market (From Last List Date)	89	-18.3%	109	43.5%	62
Listing Discount (From Last List Price)	16.0%		9.3%		3.0%
Listing Inventory	214	23.7%	173	65.9%	129
Months of Supply	15.3	26.4%	12.1	88.9%	8.1
Entry Price Threshold	$500,000	-16.7%	$600,000	-17.4%	$605,000
Average Square Feet	1,869	5.1%	1,778	6.0%	1,764

By Sales Share West Palm Beach

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	37.5%	33.0%
Single Family Mortgage	62.5%	67.0%
Condo Cash	56.6%	53.8%
Condo Mortgage	43.4%	46.2%

Price	Current Quarter	Prior Year Quarter
Single Family Under $500K	42.9%	39.4%
Single Family $500K – $1M	38.8%	44.0%
Single Family Over $1M	18.3%	16.6%
Condo Under $500K	89.9%	87.8%
Condo $500K – $1M	6.2%	5.1%
Condo Over $1M	3.8%	7.2%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	12.1%	12.6%
Single Family At	12.1%	13.4%
Single Family Under	75.8%	74.0%
Condo Over	2.4%	2.1%
Condo At	4.8%	2.1%
Condo Under	92.9%	95.8%

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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