

# Elliman Report

## Q4-2025 Palm Beach, FL Sales

### Single Family

#### Dashboard

YEAR-OVER-YEAR

**+ 21.1%**  
Prices Median Sales Price

**+ 22.2%**  
Sales Closed Sales

**+ 14.8%**  
Inventory Total Inventory

**+ 35 days**  
Marketing Time  
Days on Market

### Condo

#### Dashboard

YEAR-OVER-YEAR

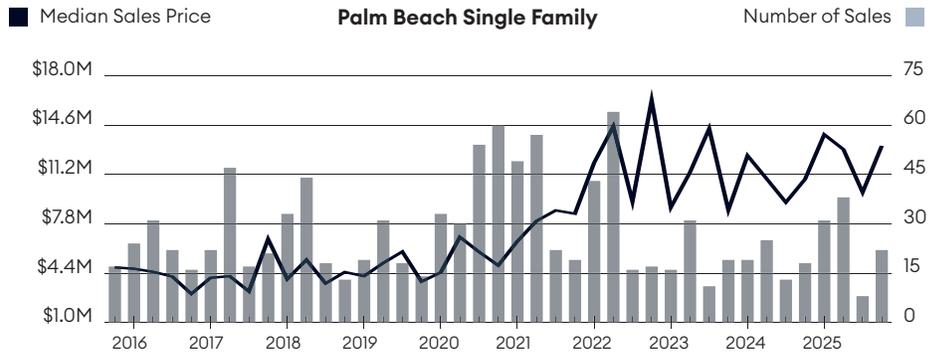
**+ 81.1%**  
Prices Median Sales Price

**+ 275.0%**  
Sales Closed Sales

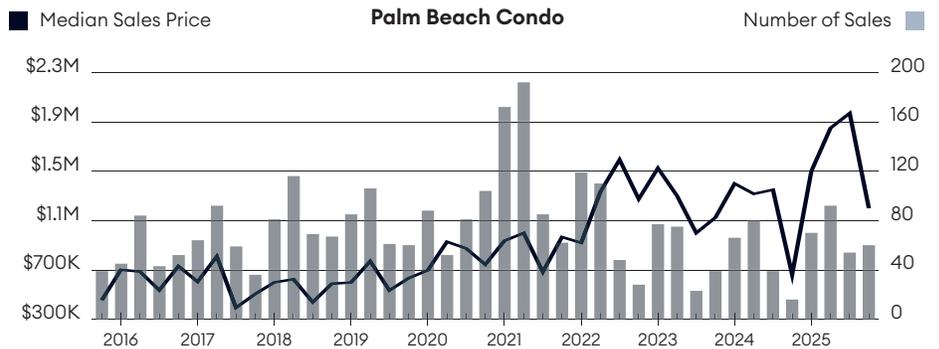
**- 7.9%**  
Inventory Total Inventory

**+ 43 days**  
Marketing Time  
Days on Market

- Single family median sales price and average sales size surged year over year
- Single family sales outpaced listing inventory gains over the past year
- Condo sales surged from the year-ago record low



Palm Beach Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$15,637,057	-36.1%	\$24,488,684	-6.4%	\$16,709,809
Average Price Per Sq Ft	\$3,384	25.6%	\$2,694	1.5%	\$3,333
Median Sales Price	\$13,171,963	32.1%	\$9,969,688	21.1%	\$10,876,250
Number of Sales (Closed)	22	175.0%	8	22.2%	18
Days on Market (From Last List Date)	158	-56.4%	362	28.5%	123
Listing Discount (From Last List Price)	12.8%		11.5%		13.0%
Listing Inventory	93	32.9%	70	14.8%	81
Months of Supply	12.7	-51.7%	26.3	-5.9%	13.5
Average Square Feet	4,741	-10.3%	5,283	21.2%	3,912



Palm Beach Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,986,825	-32.1%	\$2,924,364	28.5%	\$1,545,812
Average Price Per Sq Ft	\$1,229	-3.0%	\$1,267	16.2%	\$1,058
Median Sales Price	\$1,200,000	-39.1%	\$1,970,000	81.1%	\$662,500
Number of Sales (Closed)	60	11.1%	54	275.0%	16
Days on Market (From Last List Date)	123	-18.5%	151	53.8%	80
Listing Discount (From Last List Price)	9.4%		8.6%		7.7%
Listing Inventory	245	36.9%	179	-7.9%	266
Months of Supply	12.3	24.2%	9.9	-75.4%	49.9
Average Square Feet	1,735	-13.9%	2,016	18.8%	1,461



Single family sales increased faster than listing inventory, aided by the decline in mortgage rates and robust financial markets. The number of single family sales surged by 22.2% year over year to 22. Listing inventory of single families was overpowered by sales, rising 14.8% annually to 93, still below the fourth quarter decade average of 103. Months of supply, the number of months to sell all single family listings at the current sales rate, was 12.7, 5.9% faster than the same period last year. The median sales price

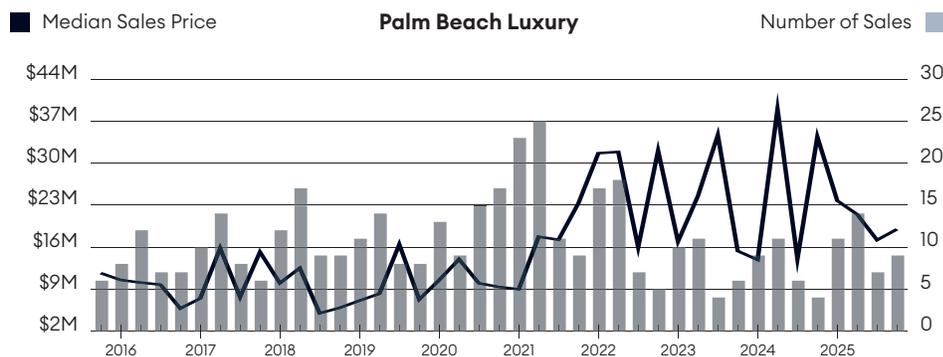
for single family homes jumped 21.1% year over year to \$13,171,963. Cash sales of single families comprised 81.2% of all single family sales, while the market share of bidding wars, a proxy for the purchase price exceeding the asking price, was 11.8%, paying an average premium of 2.3%. Condo sales also surged annually, rising 275% to 60. Meanwhile, listing inventory slipped by 7.9% annually, accelerating the market pace by 75.4% to 12.3 months. The median sales price of a condo was \$1,200,000,

up 81.1% annually, supported by the 18.8% rise in average sale size to 1,735 square feet. Cash sales of condos accounted for 95.1% of all condo sales, while bidding wars accounted for 4.8%, with an average premium of 3.8%. The luxury market, which accounted for the top 10% of all sales and started at \$16,700,000 this quarter, had a median sales price of \$19,000,000 but fell 44.8% annually from the same quarter last year. Luxury inventory rose sharply by 41.7% to 51.

## Luxury

- All price trend indicators fell from year-ago levels
- Listing inventory increased annually for the second time
- Bidding war market share accounted for one in ten sales
- Cash sales continued to dominate the purchase market

Luxury Mix	Sales Share	Volume Share
> \$20M (%)	44.4%	61.2%
\$10M - \$20M (%)	55.6%	38.8%
Min. - \$10M (%)	0.0%	0.0%



Luxury Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$25,263,900	-14.2%	\$29,450,639	-40.3%	\$42,323,813
Average Price Per Sq Ft	\$3,778	6.6%	\$3,543	-14.6%	\$4,425
Median Sales Price	\$19,000,000	10.5%	\$17,200,000	-44.8%	\$34,397,625
Number of Sales (Closed)	9	28.6%	7	125.0%	4
Days on Market (From Last List Date)	158	-63.6%	434	31.7%	120
Listing Discount (From Last List Price)	13.9%		8.3%		11.8%
Listing Inventory	51	-21.5%	65	41.7%	36
Months of Supply	17.0	-39.1%	27.9	-37.0%	27.0
Entry Threshold	\$16,700,000	81.5%	\$9,200,000	-14.4%	\$19,500,000
Average Square Feet	6,687	9.6%	6,104	15.7%	5,782

## North End & South End

- The North End saw sales surge year over year as listing inventory declined
- The median sales price in both the North End and South End declined annually
- The South End also saw sales surge annually as listing inventory jumped

North End Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$9,489,290	-9.8%	\$10,517,035	-38.9%	\$15,525,078
Average Price Per Sq Ft	\$3,122	32.6%	\$2,355	-3.6%	\$3,239
Median Sales Price	\$6,400,000	-6.2%	\$6,825,000	-38.2%	\$10,360,000
Number of Sales (Closed)	44	51.7%	29	120.0%	20
Average Square Feet	3,242	8.8%	2,981	-12.5%	3,706

South End Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,202,526	-18.7%	\$1,479,730	12.2%	\$1,071,999
Average Price Per Sq Ft	\$742	-6.9%	\$797	-2.8%	\$763
Median Sales Price	\$517,000	-56.9%	\$1,200,000	-15.1%	\$609,068
Number of Sales (Closed)	38	15.2%	33	171.4%	14
Average Square Feet	1,824	-6.7%	1,955	29.8%	1,405

This sub-category is the analysis of Palm Beach single family and condo/townhouse sales within the MLS. The data is also contained within the other markets presented.

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
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