

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

DECEMBER  
2024

THE BEACH TOWNS  
OF PALM BEACH  
COUNTY

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FLORIDA

JUNO BEACH TO DELRAY BEACH

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

# PALM BEACH TOWNS SINGLE-FAMILY HOMES

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

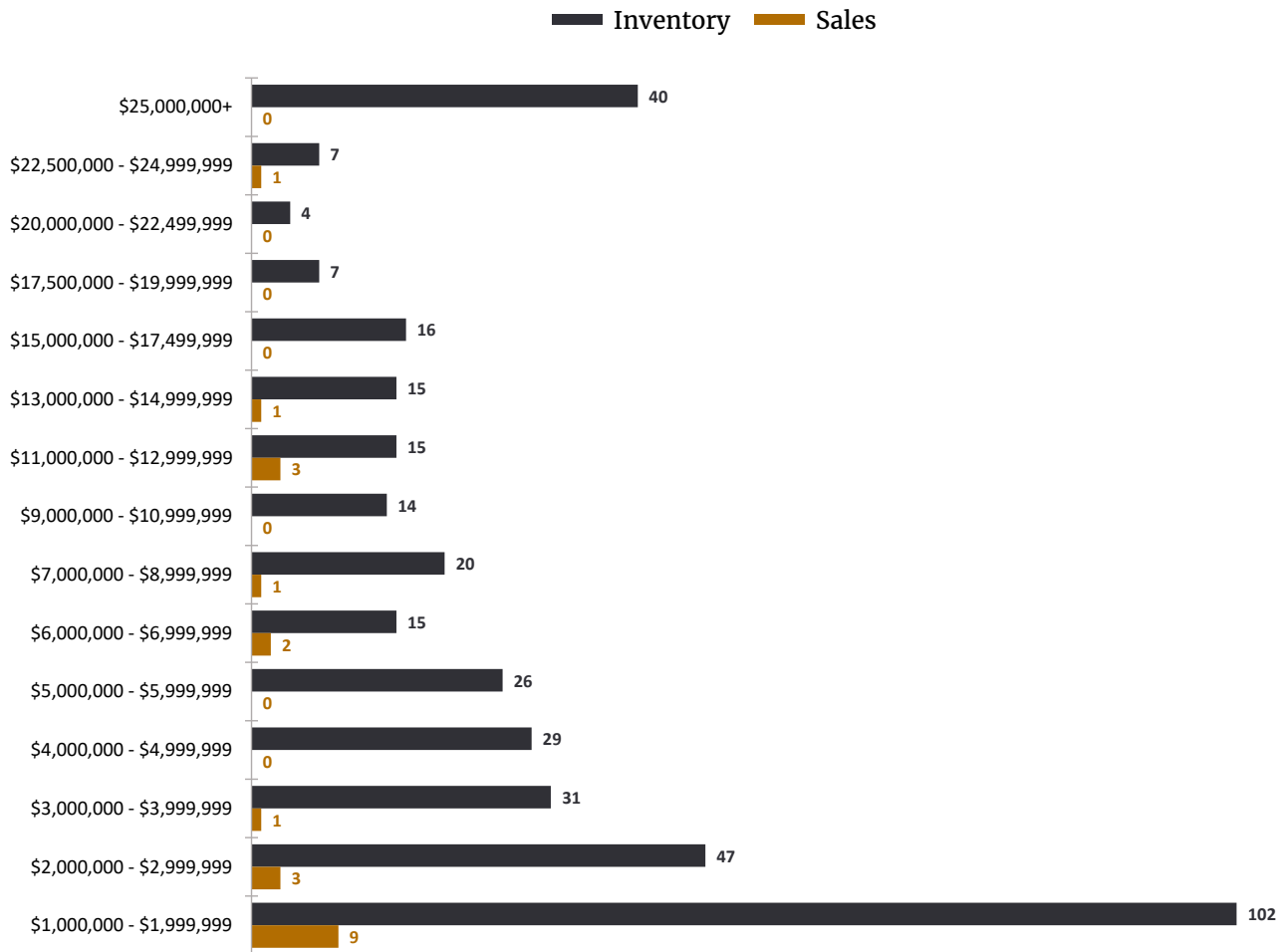
## LUXURY INVENTORY VS. SALES | NOVEMBER 2024

Total Inventory: **388**

Total Sales: **21**

Total Sales Ratio<sup>2</sup>: **5%**

Buyer's Market



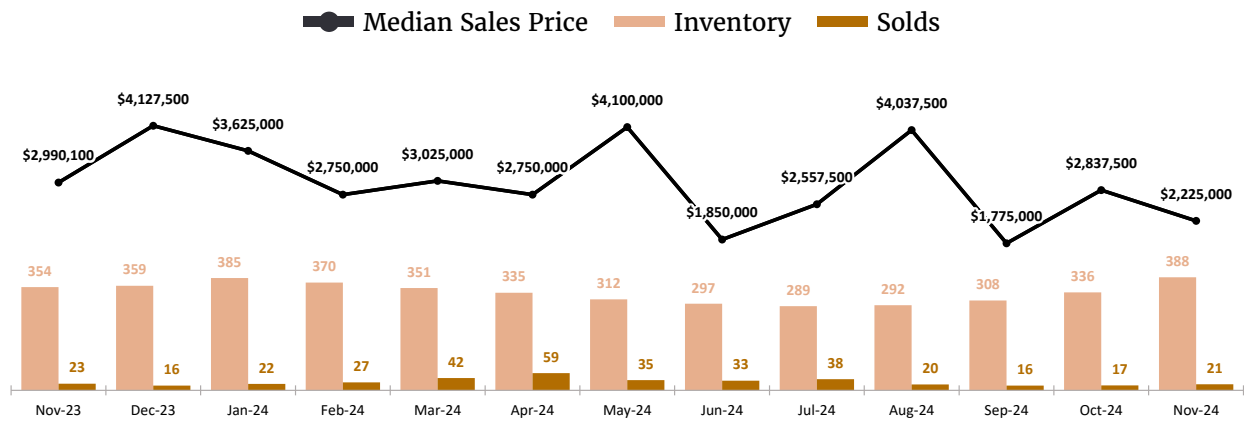
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,335,000	3	3	6	71	8%
2,000 - 3,499	\$1,897,500	4	4	10	136	7%
3,500 - 4,999	\$12,437,500	5	5	2	97	2%
5,000 - 6,499	\$12,100,000	4	6	1	37	3%
6,500 - 7,999	NA	NA	NA	0	15	0%
8,000+	\$15,928,500	7	10	2	28	7%

<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<sup>®</sup> 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 | NOVEMBER

### TOTAL INVENTORY

Nov. 2023    Nov. 2024  
**354**        **388**

**VARIANCE: 10%**

### TOTAL SOLDS

Nov. 2023    Nov. 2024  
**23**         **21**

**VARIANCE: -9%**

### SALES PRICE

Nov. 2023    Nov. 2024  
**\$2.99m**    **\$2.23m**

**VARIANCE: -26%**

### SALE PRICE PER SQFT.

Nov. 2023    Nov. 2024  
**\$937**       **\$856**

**VARIANCE: -9%**

### SALE TO LIST PRICE RATIO

Nov. 2023    Nov. 2024  
**93.33%**    **86.99%**

**VARIANCE: -7%**

### DAYS ON MARKET

Nov. 2023    Nov. 2024  
**71**         **85**

**VARIANCE: 20%**

## PALM BEACH TOWNS MARKET SUMMARY | NOVEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **86.99% of list price** in November 2024.
- The most active price band is **\$11,000,000-\$12,999,999**, where the sales ratio is **20%**.
- The median luxury sales price for single-family homes is **\$2,225,000**.
- The median days on market for November 2024 was **85** days, up from **71** in November 2023.

<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

ATTACHED HOMES

Luxury Benchmark Price<sup>1</sup>: **\$850,000**

## LUXURY INVENTORY VS. SALES | NOVEMBER 2024

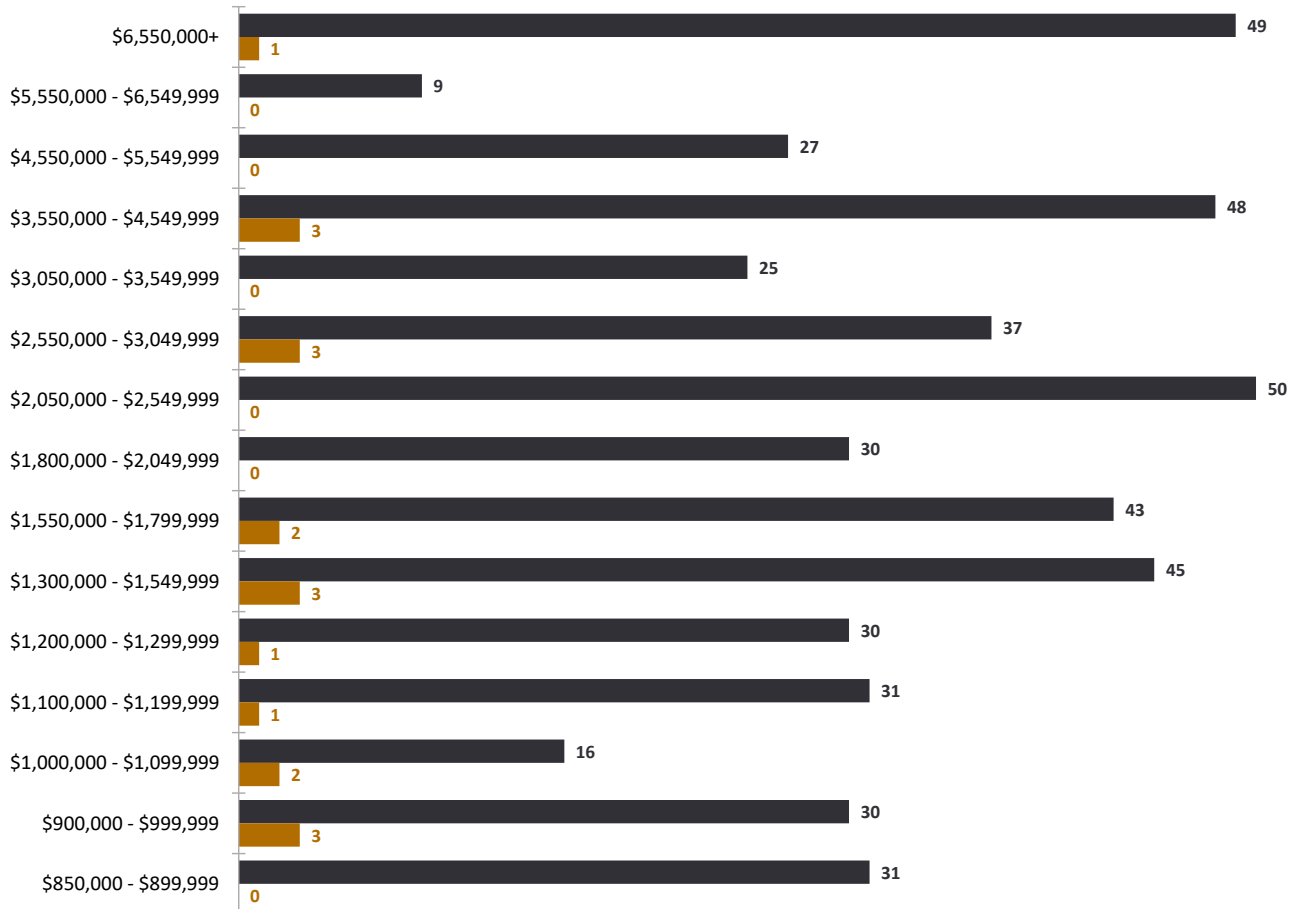
Total Inventory: **501**

Total Sales: **19**

Total Sales Ratio<sup>2</sup>: **4%**

Buyer's Market

Inventory Sales



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	12	0%
1,000 - 1,499	\$1,150,000	2	2	5	84	6%
1,500 - 1,999	\$1,947,500	2	2	4	150	3%
2,000 - 2,499	\$2,250,000	2	3	6	120	5%
2,500 - 2,999	\$1,295,000	3	3	2	65	3%
3,000+	\$7,750,000	3	4	2	68	3%

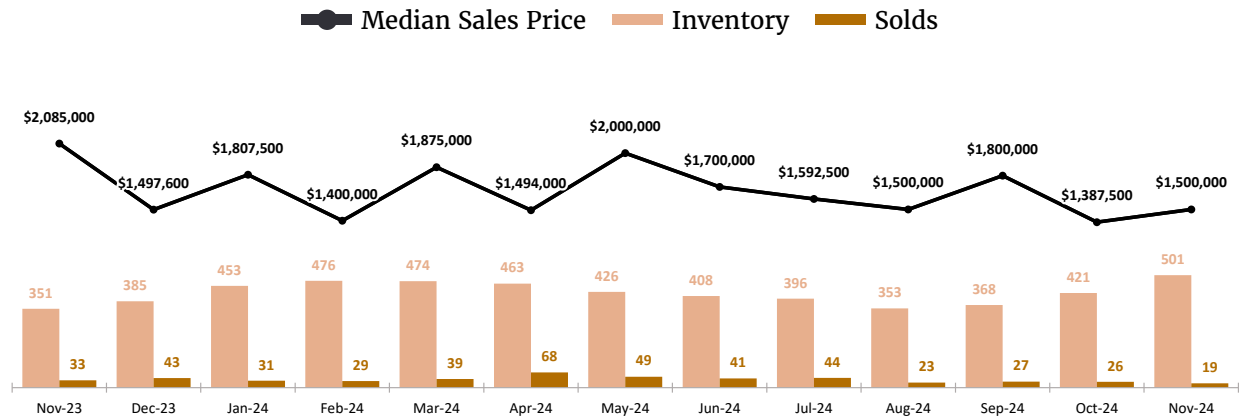
<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

# PALM BEACH TOWNS

ATTACHED HOMES

Luxury Benchmark Price<sup>1</sup>: **\$850,000**

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



## MEDIAN DATA REVIEW | NOVEMBER

### TOTAL INVENTORY

Nov. 2023    Nov. 2024  
**351      501**

VARIANCE: **43%**

### TOTAL SOLDS

Nov. 2023    Nov. 2024  
**33      19**

VARIANCE: **-42%**

### SALES PRICE

Nov. 2023    Nov. 2024  
**\$2.09m    \$1.50m**

VARIANCE: **-28%**

### SALE PRICE PER SQFT.

Nov. 2023    Nov. 2024  
**\$1,005    \$985**

VARIANCE: **-2%**

### SALE TO LIST PRICE RATIO

Nov. 2023    Nov. 2024  
**94.44%    92.68%**

VARIANCE: **-2%**

### DAYS ON MARKET

Nov. 2023    Nov. 2024  
**46      117**

VARIANCE: **154%**

## PALM BEACH TOWNS MARKET SUMMARY | NOVEMBER 2024

- The attached luxury market is a **Buyer's Market** with a **4% Sales Ratio**.
- Homes sold for a median of **92.68% of list price** in November 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **13%**.
- The median luxury sales price for attached homes is **\$1,500,000**.
- The median days on market for November 2024 was **117** days, up from **46** in November 2023.

<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.