

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JANUARY  
2025

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**

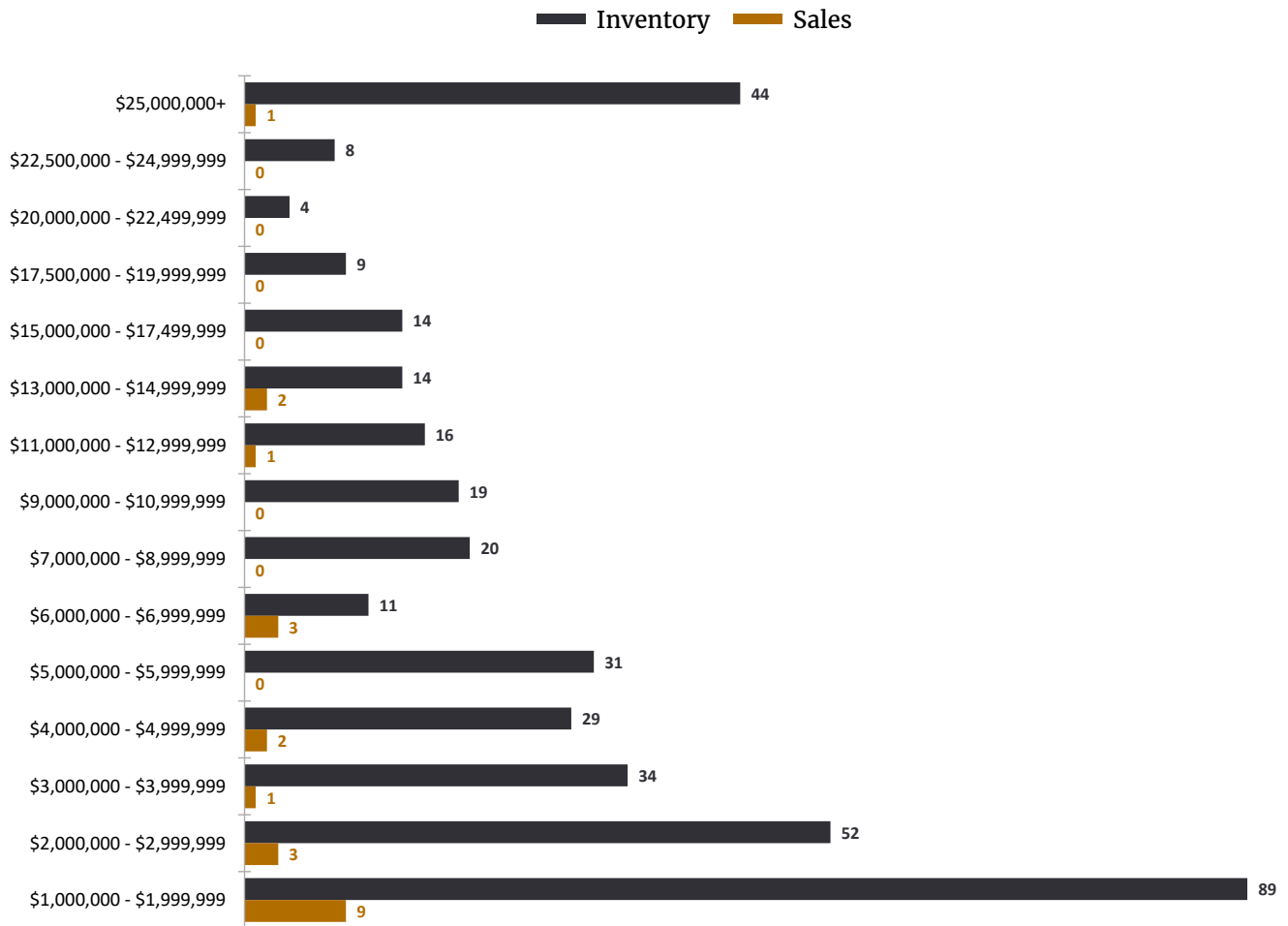
## LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **394**

Total Sales: **22**

Total Sales Ratio<sup>2</sup>: **6%**

Buyer's Market



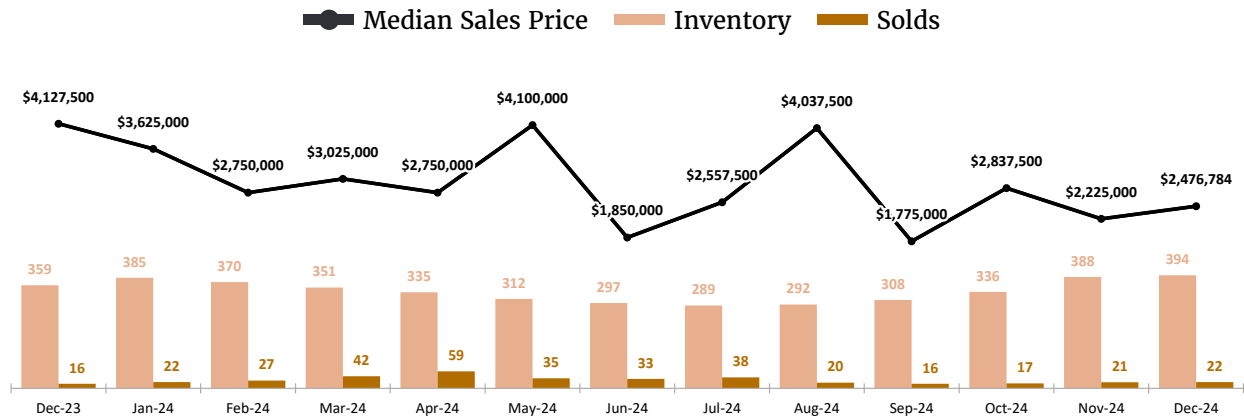
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,650,000	3	2	5	57	9%
2,000 - 3,499	\$2,450,000	3	4	9	145	6%
3,500 - 4,999	\$4,715,000	5	5	4	95	4%
5,000 - 6,499	\$8,187,281	4	6	2	43	5%
6,500 - 7,999	\$30,795,250	6	9	1	20	5%
8,000+	\$6,500,000	7	9	1	31	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 SINGLE-FAMILY HOMES

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

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



## MEDIAN DATA REVIEW | DECEMBER

### TOTAL INVENTORY

Dec. 2023      Dec. 2024  
**359**            **394**

**VARIANCE: 10%**

### TOTAL SOLDS

Dec. 2023      Dec. 2024  
**16**              **22**

**VARIANCE: 38%**

### SALES PRICE

Dec. 2023      Dec. 2024  
**\$4.13m**        **\$2.48m**

**VARIANCE: -40%**

### SALE PRICE PER SQFT.

Dec. 2023      Dec. 2024  
**\$1,716**        **\$918**

**VARIANCE: -47%**

### SALE TO LIST PRICE RATIO

Dec. 2023      Dec. 2024  
**88.96%**       **91.00%**

**VARIANCE: 2%**

### DAYS ON MARKET

Dec. 2023      Dec. 2024  
**42**              **109**

**VARIANCE: 160%**

## PALM BEACH TOWNS MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **91.00% of list price** in December 2024.
- The most active price band is **\$6,000,000-\$6,999,999**, where the sales ratio is **27%**.
- The median luxury sales price for single-family homes is **\$2,476,784**.
- The median days on market for December 2024 was **109** days, up from **42** in December 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 | DECEMBER 2024

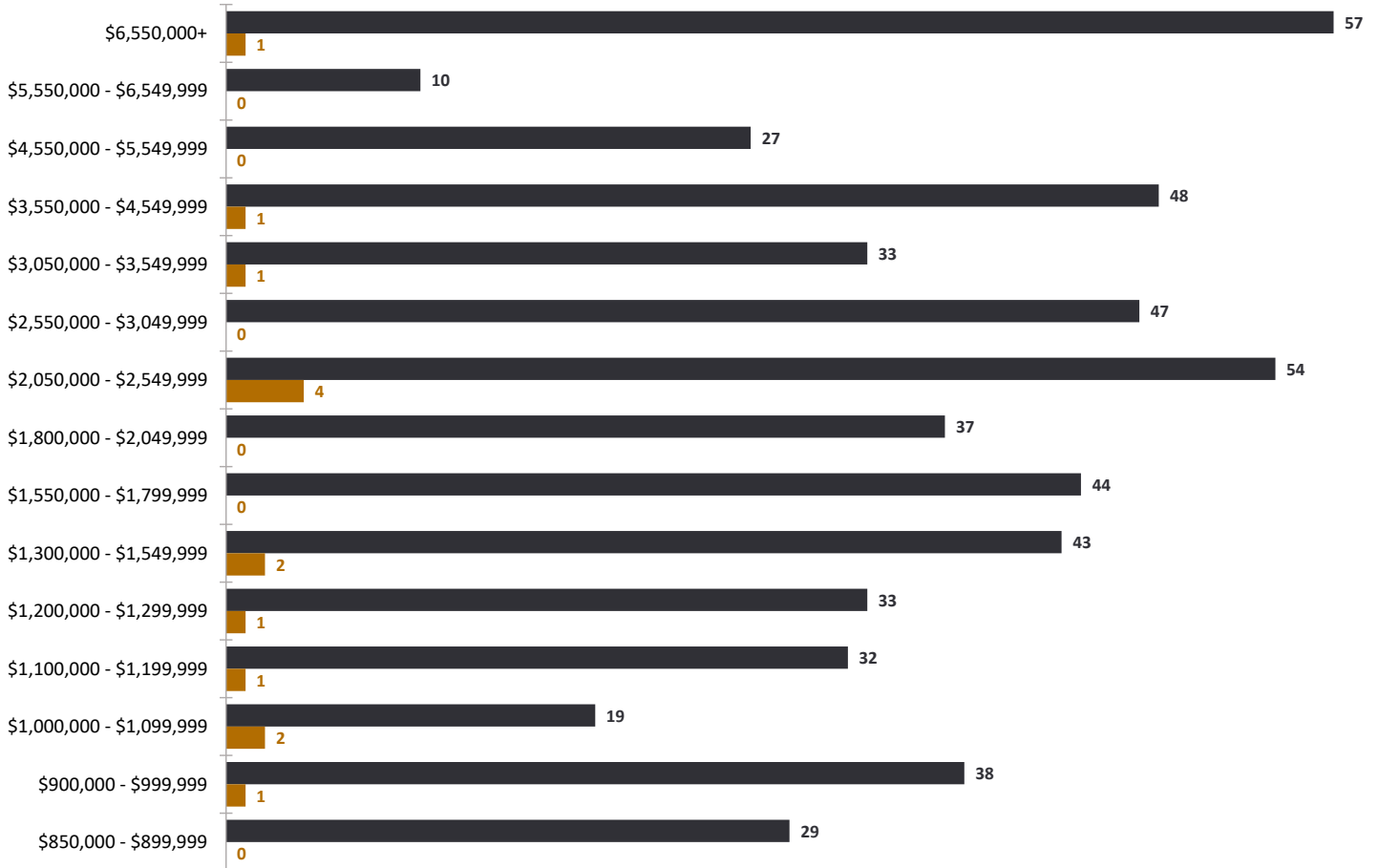
Total Inventory: **551**

Total Sales: **14**

Total Sales Ratio<sup>2</sup>: **3%**

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	\$1,550,000	2	2	2	13	15%
1,000 - 1,499	NA	NA	NA	0	99	0%
1,500 - 1,999	\$1,655,000	2	3	6	144	4%
2,000 - 2,499	\$1,310,000	3	3	3	135	2%
2,500 - 2,999	\$3,100,000	3	3	3	80	4%
3,000+	NA	NA	NA	0	78	0%

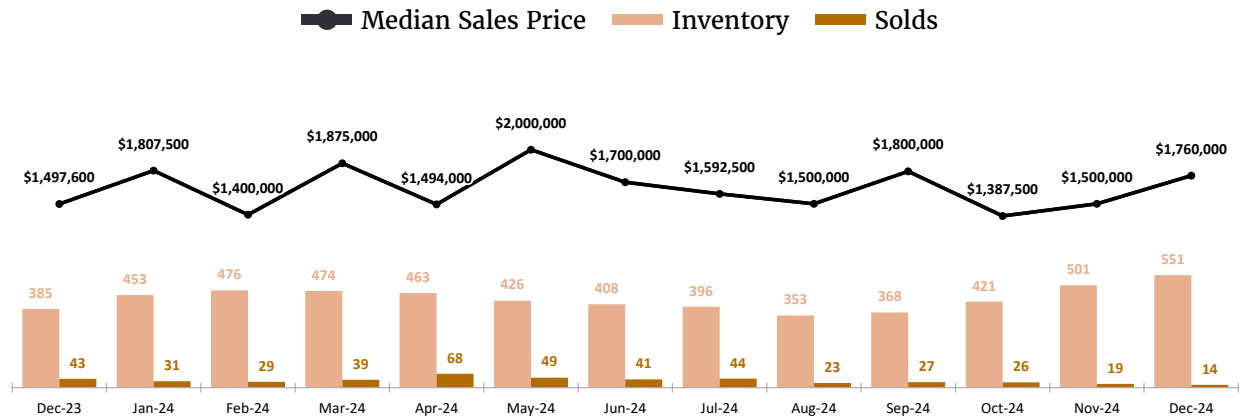
<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

# PALM BEACH TOWNS

ATTACHED HOMES

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

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



## MEDIAN DATA REVIEW | DECEMBER

### TOTAL INVENTORY

Dec. 2023      Dec. 2024  
**385**            **551**

VARIANCE: **43%**

### TOTAL SOLDS

Dec. 2023      Dec. 2024  
**43**             **14**

VARIANCE: **-67%**

### SALES PRICE

Dec. 2023      Dec. 2024  
**\$1.50m**       **\$1.76m**

VARIANCE: **18%**

### SALE PRICE PER SQFT.

Dec. 2023      Dec. 2024  
**\$860**           **\$958**

VARIANCE: **11%**

### SALE TO LIST PRICE RATIO

Dec. 2023      Dec. 2024  
**97.87%**       **93.38%**

VARIANCE: **-5%**

### DAYS ON MARKET

Dec. 2023      Dec. 2024  
**6**                **108**

VARIANCE: **1700%**

## PALM BEACH TOWNS MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **93.38% of list price** in December 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **11%**.
- The median luxury sales price for attached homes is **\$1,760,000**.
- The median days on market for December 2024 was **108** days, up from **6** in December 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.