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PALM BEACH REAL ESTATE
Q3 2025 RESIDENTIAL MARKET REPORT
SINGLE FAMILY & CONDOMINIUM/CO-OP

OVERVIEW

Overall, the U.S. economy remains on stable footing heading into the final quarter of 2025. Growth has slowed from recent highs to a more sustainable pace, and inflation continues to ease gradually, with the Fed projected to deliver two more rate cuts before year end. The labor market, while cooler, is holding steady, mainly a result of restrictive immigration policies. Consumer spending appears resilient, and business investment – especially in AI, data, and tech – has helped to propel the U.S. equity markets to all-time highs. While tariffs and trade policy remain a source of uncertainty, markets have shown resilience and adaptability, suggesting confidence in the long-term trajectory.

Locally, the Palm Beach residential real estate market continues to outperform national trends, reflecting confidence among high-net-worth buyers and investors. Sustained demand amidst still compromised and limited inventory, especially for the most premium properties, has kept prices at record highs. The Midtown condo market also continues its positive momentum, demonstrating a significant rebound in both transaction and dollar volumes since it dipped in recent years. As the Palm Beach "season" picks up pace, we anticipate sustained progress and growth in the months ahead.

INVENTORY

Single-Family Residential:

- At the end of Q3 2025, there were 85 active offerings in the Multiple Listing Service (MLS). Based on Q3 2025's absorption rate, this represents an approximate 21-month supply. While seemingly high, it's interesting to note the median price of available residential offerings is $15.25M, while the median price of sold residential is $10.25M.
- Inventory is largely unchanged compared to this time last year and remains below pre-pandemic levels.

Midtown Condo/Co-Op:

- At the end of Q3 2025, there were 59 offerings in the MLS. Based on Q3 2025's absorption rate, this represents an approximate 10-month supply.
- This represents a 5% increase over this time last year, but inventory in this market segment remains roughly 37% below pre-pandemic levels.

South End Condo/Co-Op:

- At the end of Q3 2025, there were 99 offerings in the MLS. Based on Q3 2025's absorption rate, this represents an approximate 14-month supply.
- This figure is down 7% compared with Q3 2024, and inventory in this market segment is also down roughly 37% from pre-pandemic levels.

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TRANSACTIONS

Single-Family Residential:

- Q3 2025 witnessed a total of 12 transactions, down 14% over Q3 2024. Though interesting to note, since 2022, the Q3 transaction volume has consistently remained between 12 and 14.
- Q3 2025 ended with 13 MLS properties pending, totaling $330M in combined asking prices – a 160% increase in asking price volume compared to Q3 2024.

Midtown Condo/Co-Op:

- With a total of 18 transactions, Q3 2025 is up an impressive 100% over Q3 2024, nearly the same increase we witnessed last quarter.
- This reflects a continued rebound in this market sector.

South End Condo/Co-Op:

- With a total of 21 transactions, Q3 2025 is down 9% over Q3 2024.
- This is likely due, in part, to the new mandatory Milestone inspections required of certain aging buildings, as well as anticipated future assessments for maintenance and repairs.

DOLLAR VOLUME

Single-Family Residential:

- Q3 2025 dollar volume totaled $243M, up 2% from Q3 2024.
- Half of all Q3 2025 transactions were priced over $10M.
- The highest priced sale of the quarter was a 1.7-acre lakefront estate which sold off-market for $86.5M, which is a record for a Palm Beach lakefront property.

Midtown Condo/Co-Op:

- Q3 2025 dollar volume, totaling $86M, is up an impressive 152% from Q3 2024.
- This represents the second highest Q3 Midtown dollar volume on record.

South End Condo/Co-Op:

- Totaling $48M, Q3 2025 dollar volume is up 5% compared to Q3 2024.
- While not experiencing the same rebound as the Midtown condo market, dollar volume in the South End remains above pre-pandemic levels.

PRICES

Single-Family Residential:

- The Q3 2025 median price of $10.25M is off only 6% from Q3 2024.
- The Q3 2025 average price, totaling $20M, is up 20% over Q3 2024, and represents the second highest Q3 average price on record.

Midtown Condo/Co-Op:

- Q3 2025's median price of $3.5M is up 23% over Q3 2024, and represents the highest Q3 Midtown median on record.
- Q3 2025's average price of $4.8M is up 26% over Q3 2024, and is also the highest Q3 Midtown average ever recorded.
- In Q3, Midtown recorded its highest-priced condo sale of the year — an oceanfront townhouse/condo at 102 Gulfstream Road that sold off-market for $17.2M.

South End Condo/Co-Op:

- Q3 2025's median price of $2M is up 48% over Q3 2024, and represents the highest Q3 South End median on record.
- Q3 2025's average price of $2.3M is up 14% over Q3 2024, and also represents the highest Q3 average for this area on record.

OBSERVATIONS

As evidenced in the above metrics, the Palm Beach residential real estate market remains active and well-capitalized, reflecting sustained demand at the ultra-high-end. According to Forbes, there are 32 billionaire financial executives with an office or primary residence in and around Palm Beach, creating a combined net worth of over $507B. (Note: not to be confused with Forbes' estimated 68 billionaires with strong residential ties to the Town of Palm Beach.) Among them is billionaire developer Stephen Ross, whose firm, Related Ross, is investing close to $10B in West Palm Beach to reshape it into a dynamic, sustainable urban center, one that attracts year-round residents, businesses, and top-tier talent. From residential high-rises and mixed-use urban centers to healthcare and educational anchors, Ross' investments across multiple fronts will not only enhance the quality of life and cultural vibrancy of the City, but continue to fuel business migration from major metros across the U.S. ServiceNow's commitment to a 200,000 square foot regional innovation hub and AI Institute at Related Ross' 10 CityPlace, for example, is projected to generate $1.8B in economic impact and 850+ new jobs over the next five years. (Business Wire). As noted by ServiceNow's chairman and CEO Bill McDermott, "The AI innovation economy has a new epicenter in the Gold Coast of West Palm Beach, Florida. This will be a compelling magnet for talent, a strong engine for growth, and a dynamic hub for America's AI leadership."

As West Palm Beach continues to evolve into a center for innovation and talent, it is also gaining notable institutional momentum, with Vanderbilt advancing plans for its elite business and technology graduate campus and Cleveland Clinic moving forward on its new 150-bed hospital—both located in the heart of the City. Further, Zohran Mamdani's progressive policy agenda in New York has sparked concern among affluent residents and businesses, many of whom are preparing for a potential shift once election results are confirmed. Coined the "Mamdani effect," South Florida, especially Palm Beach and Miami, is seeing renewed interest from high-net-worth buyers and companies seeking a more tax-friendly, business-oriented environment. This migration is expected to drive demand, tighten luxury inventory, and further elevate property values across the region.

Anchored by its intrinsic safety, security, and exceptional quality of life, Palm Beach remains one of the nation's most coveted luxury markets. And given its adjacency to the substantial investment and continued growth in West Palm Beach, we anticipate this momentum will carry forward into the season ahead.

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2025 RealTrends Verified & The Thousand, by Individual Sales Volume as Reported by The Wall Street Journal, **#2** in Palm Beach, **#3** in FL & **#11** in U.S.
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Above information pertains to the 33480 zip code and is derived from the Palm Beach Multiple Listing Service, The Beaches Multiple Listing Service (collectively referred to as the 'MLS') in conjunction with the Property Tax Appraiser's website (PAPA), the Courthouse Retrieval System (CRS) & individual transaction Broker testimonial.