

Elliman Report

Q3-2025 Boca Raton, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- **3.9%**
Prices Median Sales Price

+ **8.6%**
Sales Closed Sales

- **1.8%**
Inventory Total Inventory

+ **3 days**
Marketing Time
Days On Market

Condo

Dashboard

YEAR-OVER-YEAR

- **2.6%**
Prices Median Sales Price

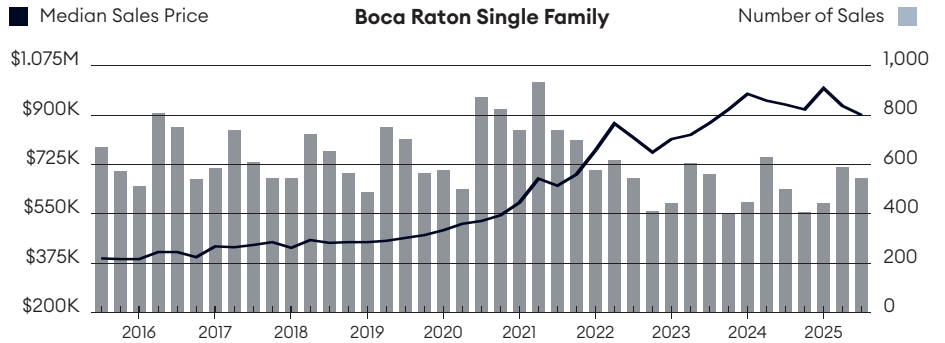
- **9.4%**
Sales Closed Sales

+ **8.7%**
Inventory Total Inventory

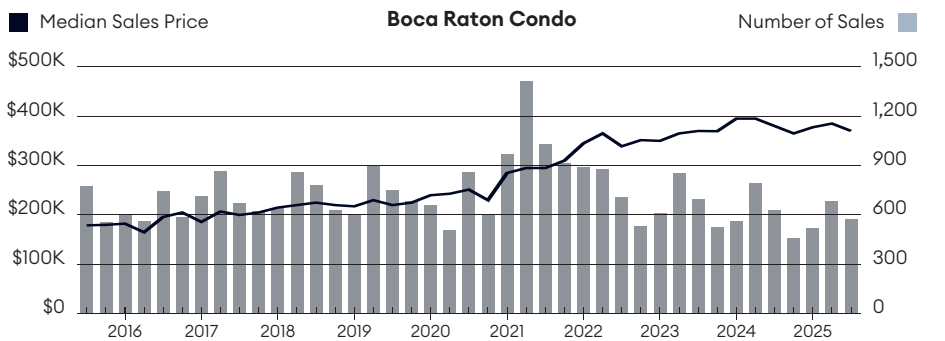
+ **19 days**
Marketing Time
Days On Market

- Single family sales rose year over year for the second time in three quarters

- Condo median sales price slipped annually as listing inventory edged higher



Boca Raton Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,500,876	-10.5%	\$1,677,391	-12.0%	\$1,706,050
Average Price Per Sq Ft	\$420	-8.5%	\$459	-28.3%	\$586
Median Sales Price	\$900,000	-3.4%	\$932,000	-3.9%	\$937,000
Number of Sales (Closed)	543	-7.7%	588	8.6%	500
Days on Market (From Last List Date)	57	-3.4%	59	5.6%	54
Listing Discount (From Last List Price)	6.9%		8.8%		7.9%
Listing Inventory	717	-11.7%	812	-1.8%	730
Months of Supply	4.0	-2.4%	4.1	-9.1%	4.4
Average Square Feet	3,579	-2.1%	3,656	22.2%	2,930



Boca Raton Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$551,408	-29.4%	\$781,290	-1.7%	\$561,219
Average Price Per Sq Ft	\$336	-24.3%	\$444	-11.3%	\$379
Median Sales Price	\$370,000	-3.9%	\$385,000	-2.6%	\$380,000
Number of Sales (Closed)	571	-16.6%	685	-9.4%	630
Days on Market (From Last List Date)	86	7.5%	80	28.4%	67
Listing Discount (From Last List Price)	7.0%		4.8%		6.2%
Listing Inventory	1,477	2.1%	1,447	8.7%	1,359
Months of Supply	7.8	23.8%	6.3	20.0%	6.5
Average Square Feet	1,641	-6.8%	1,760	10.8%	1,481

The median sales price for single family homes fell by 3.9% year over year to \$900,000, but was nearly twice as high as six years ago. Bidding wars

remained low at 4.8% of single family sales during the quarter as sales increased and listing inventory decreased. There were 543 single family sales



during the quarter, an 8.6% increase from the same period last year. Cash sales accounted for 47% of all single family sales, representing 48.7% of the total market. Condo sales declined 9.4% to 571 compared to the same period last year, marking the fifteenth

month of consecutive declines. Meanwhile, listing inventory increased by 8.7%, slowing down the market pace. Bidding wars made up 4.4% of condo sales, while cash sales accounted for 66.4%, representing 51.3% of the total market. The luxury

condo market, which comprises the top ten percent of all condo sales and starts at \$1,050,000 this quarter, had a median sales price of \$1,710,000, up 3.6% from the same quarter last year. Luxury condo inventory dropped sharply by 22.9% to 172.

Luxury

- Single family price trend indicators continued to see annual declines
- Single family listing inventory rose year over year for the second time in four quarters
- Condo median sales price increased annually for the second time
- Condo listing inventory fell year over year for the third time in four quarters

Luxury Single Family Mix	Sales Share	Volume Share
> \$2M (%)	17.5%	49.2%
\$1M – \$2M (%)	27.3%	25.5%
Min. – \$1M (%)	55.2%	25.4%

Luxury Condo Mix	Sales Share	Volume Share
> \$2M (%)	3.3%	22.2%
\$1M – \$2M (%)	7.9%	19.7%
Min. – \$1M (%)	88.8%	58.1%

This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

Highland Beach

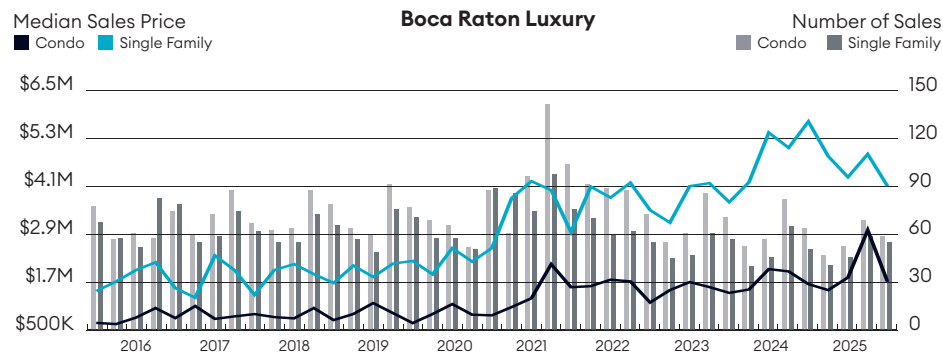
Single Family

- Single family price trend indicators and average sales size posted sharp gains
- Single family listing inventory fell for the first time in three quarters

Condo

- Condo median sales price declined annually for the third time
- Condo listing inventory continued to expand

This sub-category is the analysis of Highland Beach sales. The data is also contained within the other markets presented.



Luxury Single Family Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$5,591,682	-19.4%	\$6,938,037	-17.1%	\$6,744,250
Average Price Per Sq Ft	\$727	-17.0%	\$876	-33.8%	\$1,098
Median Sales Price	\$4,100,000	-16.3%	\$4,900,000	-28.3%	\$5,714,649
Number of Sales (Closed)	55	-6.8%	59	7.8%	51
Days on Market (From Last List Date)	110	3.8%	106	-25.2%	147
Listing Discount (From Last List Price)	7.7%		12.2%		10.2%
Listing Inventory	195	3.7%	188	12.7%	173
Months of Supply	10.6	10.4%	9.6	3.9%	10.2
Entry Price Threshold	\$2,655,030	-10.8%	\$2,975,000	-21.3%	\$3,375,000
Average Square Feet	7,689	-2.9%	7,922	25.2%	6,142

Luxury Condo Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,146,894	-45.2%	\$3,919,920	6.3%	\$2,020,561
Average Price Per Sq Ft	\$761	-27.0%	\$1,043	-9.2%	\$838
Median Sales Price	\$1,710,000	-43.0%	\$3,000,000	3.6%	\$1,650,000
Number of Sales (Closed)	59	-14.5%	69	-7.8%	64
Days on Market (From Last List Date)	89	50.8%	59	6.0%	84
Listing Discount (From Last List Price)	8.1%		3.4%		7.6%
Listing Inventory	172	17.8%	146	-22.9%	223
Months of Supply	8.7	38.1%	6.3	-17.1%	10.5
Entry Price Threshold	\$1,050,000	-35.0%	\$1,615,000	-4.5%	\$1,099,000
Average Square Feet	2,821	-24.9%	3,758	17.0%	2,411

Highland Beach Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$9,500,000	-36.2%	\$14,887,556	120.5%	\$4,308,333
Average Price Per Sq Ft	\$1,000	-20.1%	\$1,252	8.9%	\$918
Median Sales Price	\$9,500,000	-29.6%	\$13,500,000	123.5%	\$4,250,000
Number of Sales (Closed)	1	-75.0%	4	-66.7%	3
Days on Market (From Last List Date)	790	409.7%	155	2448.4%	31
Listing Discount (From Last List Price)	2.6%		22.0%		5.6%

Highland Beach Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,292,417	-5.0%	\$1,360,824	-3.7%	\$1,341,434
Average Price Per Sq Ft	\$677	8.8%	\$622	-7.3%	\$730
Median Sales Price	\$955,000	-16.0%	\$1,137,500	-11.5%	\$1,079,500
Number of Sales (Closed)	39	14.7%	34	21.9%	32
Days on Market (From Last List Date)	137	39.8%	98	61.2%	85
Listing Discount (From Last List Price)	9.1%		8.6%		7.3%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
 Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
 340 Royal Poinciana Way, Suite M302
 Palm Beach, FL 33480
 561.655.8600 | elliman.com

Miller Samuel Real Estate Appraisers & Consultants
 21 West 38th Street, New York, NY 10018
 212.768.8100 • millersamuel.com