

# Elliman Report

## Q4-2025 Boca Raton, FL Sales

### Single Family

#### Dashboard

YEAR-OVER-YEAR

- **2.4%**  
Prices Median Sales Price

+ **18.8%**  
Sales Closed Sales

- **10.7%**  
Inventory Total Inventory

- **4 days**  
Marketing Time Days On Market

### Condo

#### Dashboard

YEAR-OVER-YEAR

- **2.7%**  
Prices Median Sales Price

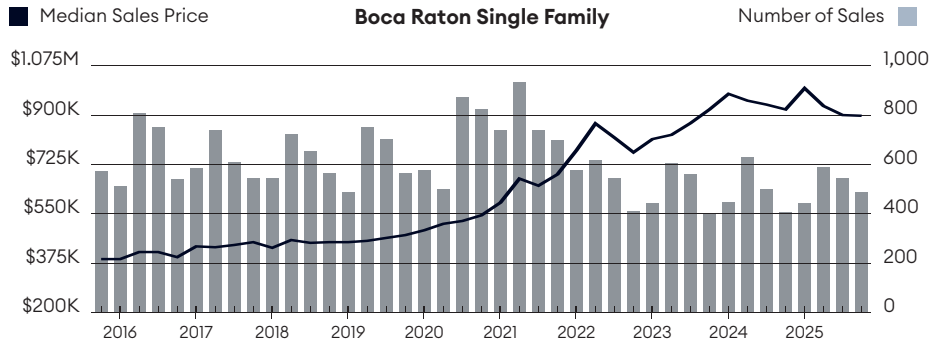
+ **17.1%**  
Sales Closed Sales

- **0.5%**  
Inventory Total Inventory

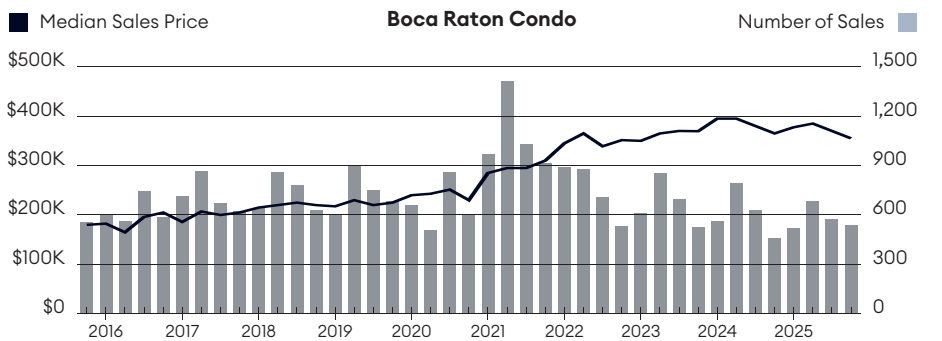
+ **23 days**  
Marketing Time Days On Market

- Single family sales surged annually, rising for the year over year for the second time

- Condo sales surged annually, increasing for the first time in three years



Boca Raton Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,505,930	0.3%	\$1,500,876	-8.1%	\$1,639,429
Average Price Per Sq Ft	\$436	3.8%	\$420	-0.9%	\$440
Median Sales Price	\$897,500	-0.3%	\$900,000	-2.4%	\$919,900
Number of Sales (Closed)	486	-10.5%	543	18.8%	409
Days on Market (From Last List Date)	61	7.0%	57	-6.2%	65
Listing Discount (From Last List Price)	7.0%		6.9%		7.2%
Listing Inventory	669	-6.7%	717	-10.7%	749
Months of Supply	4.1	2.5%	4.0	-25.5%	5.5
Average Square Feet	3,456	-3.4%	3,579	-7.2%	3,723



Boca Raton Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$581,658	5.5%	\$551,408	1.9%	\$570,678
Average Price Per Sq Ft	\$362	7.7%	\$336	0.6%	\$360
Median Sales Price	\$355,000	-4.1%	\$370,000	-2.7%	\$365,000
Number of Sales (Closed)	540	-5.4%	571	17.1%	461
Days on Market (From Last List Date)	98	14.0%	86	30.7%	75
Listing Discount (From Last List Price)	6.9%		7.0%		6.0%
Listing Inventory	1,437	-2.7%	1,477	-0.5%	1,444
Months of Supply	8.0	2.6%	7.8	-14.9%	9.4
Average Square Feet	1,607	-2.1%	1,641	1.4%	1,585

Single family sales rose, and listing inventory declined for the second time, aided by the decline in mortgage rates and robust financial markets.

The number of single family sales surged by 18.8% year over year to 486. Listing inventory of single families was challenged by the burst in

sales, falling 10.7% annually to 669, still 25.5% below the fourth quarter decade average of 898. Months of supply, the number of months to sell all single family listings at the current sales rate, was 4.1 months, 25.5% faster than the same period last year. The median

sales price for single family homes fell by 2.4% year over year to \$897,500. Condo sales also surged annually, rising 17.1% to 540. Meanwhile, listing inventory slipped by 0.5% annually, accelerating the market pace by 14.9% to 8 months. The luxury

condo market, which comprised the top 10% of all condo sales and started at \$1,195,000 this quarter, had a median sales price of \$1,920,000 and jumped 28% from the same quarter last year. Luxury condo inventory rose sharply by 21.6% to 259.

## Luxury

- Single family price trend indicators showed mixed results from the prior year quarter
- Single family listing inventory increased annually for the third time in four quarters
- Condo median sales price surged year over year, rising for the third time
- Condo listing inventory rose annually for the second time

Luxury Single Family Mix	Sales Share	Volume Share
> \$2M (%)	18.5%	51.3%
\$1M – \$2M (%)	25.3%	23.4%
Min. – \$1M (%)	56.2%	25.3%

Luxury Condo Mix	Sales Share	Volume Share
> \$2M (%)	4.4%	26.1%
\$1M – \$2M (%)	8.7%	20.6%
Min. – \$1M (%)	86.9%	53.4%

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 sales did not occur during the quarter
- Single family listing inventory fell for the second time

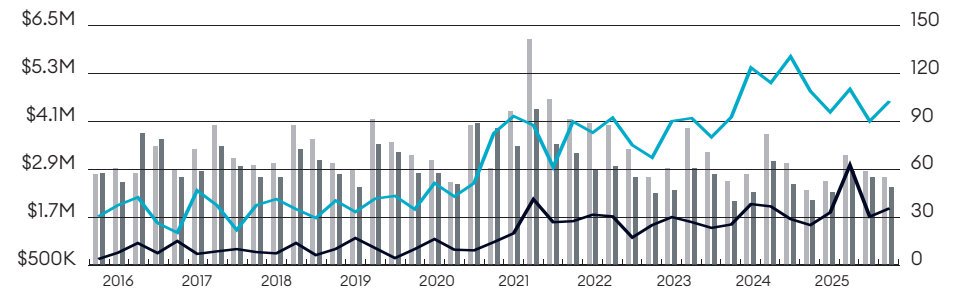
### Condo

- Condo median sales price rose annually for the second time in three quarters
- Condo listing inventory was stable after three years of growth

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

### Median Sales Price

■ Condo ■ Single Family



### Boca Raton Luxury

### Number of Sales

■ Condo ■ Single Family

Luxury Single Family Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$5,707,289	2.1%	\$5,591,682	-10.7%	\$6,388,771
Average Price Per Sq Ft	\$797	9.6%	\$727	4.0%	\$766
Median Sales Price	\$4,600,000	12.2%	\$4,100,000	-5.2%	\$4,850,000
Number of Sales (Closed)	49	-10.9%	55	19.5%	41
Days on Market (From Last List Date)	94	-14.5%	110	-45.3%	172
Listing Discount (From Last List Price)	9.2%		7.7%		8.7%
Listing Inventory	215	10.3%	195	24.3%	173
Months of Supply	13.2	24.5%	10.6	3.9%	12.7
Entry Price Threshold	\$2,850,000	7.3%	\$2,655,030	-17.4%	\$3,450,000
Average Square Feet	7,164	-6.8%	7,689	-14.1%	8,338

Luxury Condo Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,340,818	9.0%	\$2,146,894	3.7%	\$2,256,729
Average Price Per Sq Ft	\$819	7.6%	\$761	-1.3%	\$830
Median Sales Price	\$1,920,000	12.3%	\$1,710,000	28.0%	\$1,500,000
Number of Sales (Closed)	55	-6.8%	59	17.0%	47
Days on Market (From Last List Date)	112	25.8%	89	43.6%	78
Listing Discount (From Last List Price)	7.6%		8.1%		6.7%
Listing Inventory	259	50.6%	172	21.6%	213
Months of Supply	14.1	62.1%	8.7	3.7%	13.6
Entry Price Threshold	\$1,195,000	13.8%	\$1,050,000	9.1%	\$1,095,000
Average Square Feet	2,858	1.3%	2,821	5.1%	2,719

Highland Beach Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	N/A	N/A	\$9,500,000	N/A	\$4,300,000
Average Price Per Sq Ft	N/A	N/A	\$1,000	N/A	\$1,253
Median Sales Price	N/A	N/A	\$9,500,000	N/A	\$4,300,000
Number of Sales (Closed)	0	N/A	1	N/A	1
Days on Market (From Last List Date)	N/A	N/A	790	N/A	73
Listing Discount (From Last List Price)	N/A	N/A	2.6%	N/A	11.5%

Highland Beach Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,165,148	-9.8%	\$1,292,417	1.8%	\$1,145,062
Average Price Per Sq Ft	\$585	-13.6%	\$677	-9.2%	\$644
Median Sales Price	\$1,050,000	9.9%	\$955,000	25.0%	\$840,000
Number of Sales (Closed)	27	-30.8%	39	-6.9%	29
Days on Market (From Last List Date)	97	-29.2%	137	0.0%	97
Listing Discount (From Last List Price)	9.0%		9.1%		8.0%

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