INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

SEPTEMBER
2025

BOCA RATON & DELRAY BEACH

FLORIDA

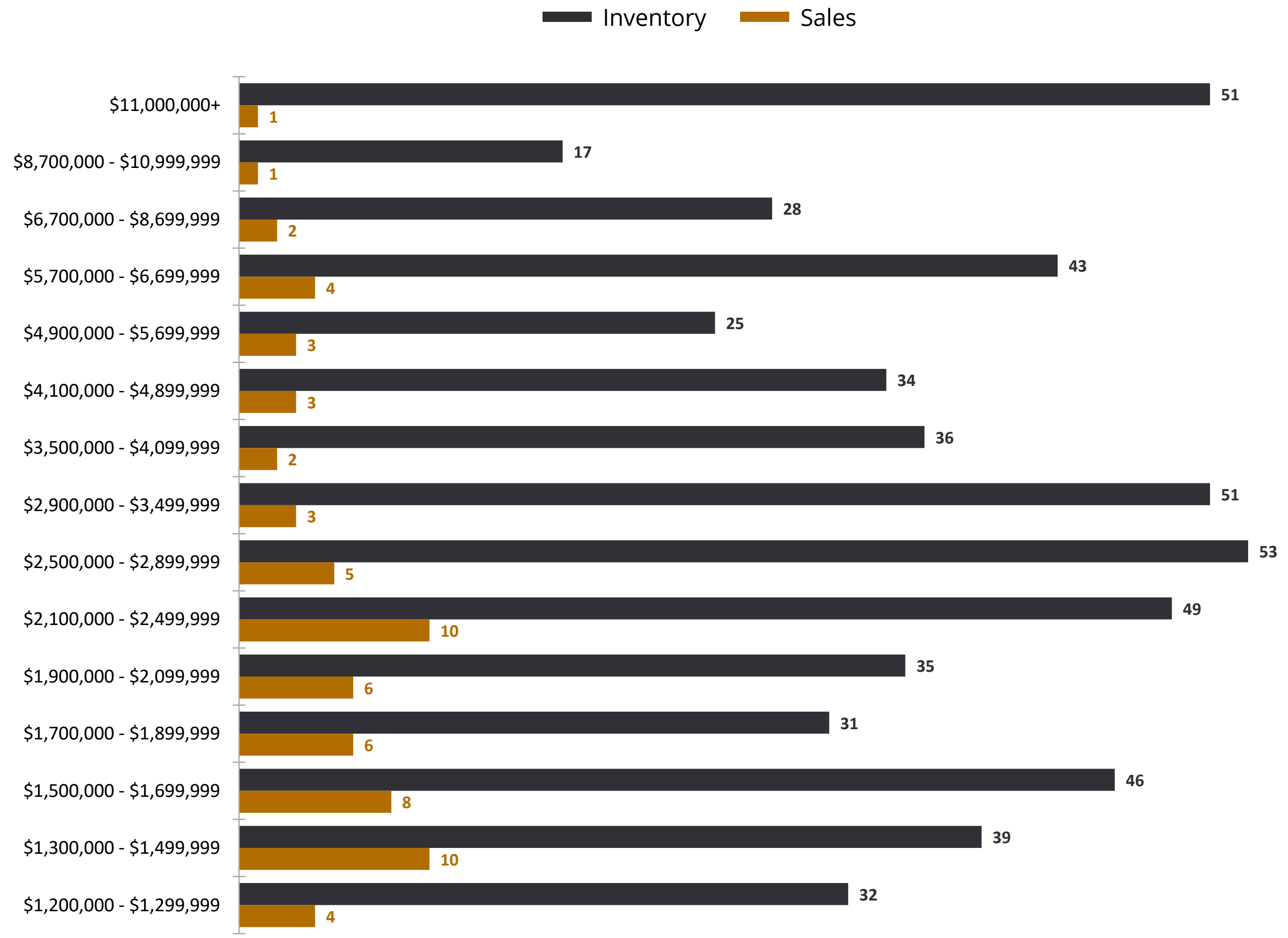
BOCA/DELRAY

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$1,200,000**

LUXURY INVENTORY VS. SALES | AUGUST 2025

Total Inventory: **570** | *Total Sales:* **68** | *Total Sales Ratio*[2]: **12%** | **Balanced Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	$1,595,000	3	3	**18**	**124**	**15%**
3,000 - 3,999	$1,789,450	4	4	**24**	**121**	**20%**
4,000 - 4,999	$2,300,000	5	6	**9**	**134**	**7%**
5,000 - 5,999	$4,022,500	5	7	**10**	**78**	**13%**
6,000 - 6,999	NA	NA	NA	**0**	**44**	**0%**
7,000+	$6,250,000	7	10	**7**	**65**	**11%**

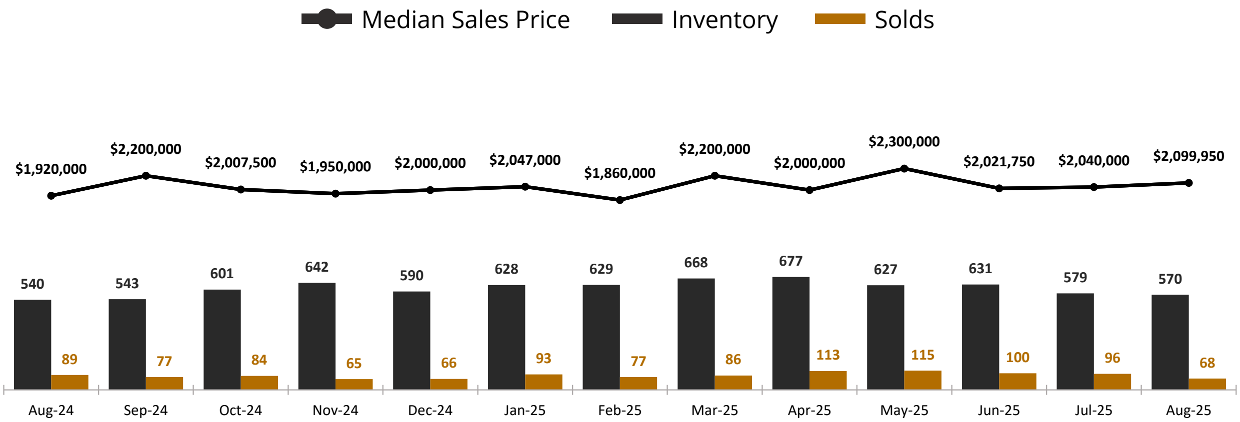
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

BOCA/DELRAY

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]*:* **$1,200,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024	Aug. 2025
540	570

VARIANCE: **6%**

TOTAL SOLDS

Aug. 2024	Aug. 2025
89	68

VARIANCE: **-24%**

SALES PRICE

Aug. 2024	Aug. 2025
$1.92m	$2.10m

VARIANCE: **9%**

SALE PRICE PER SQFT.

Aug. 2024	Aug. 2025
$593	$614

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

Aug. 2024	Aug. 2025
93.65%	93.56%

VARIANCE: **0%**

DAYS ON MARKET

Aug. 2024	Aug. 2025
45	43

VARIANCE: **-4%**

BOCA/DELRAY MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Balanced Market** with a **12% Sales Ratio**.
- Homes sold for a median of **93.56% of list price** in August 2025.
- The most active price band is **$1,300,000-$1,499,999**, where the sales ratio is **26%**.
- The median luxury sales price for single-family homes is **$2,099,950**.
- The median days on market for August 2025 was **43** days, down from **45** in August 2024.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.

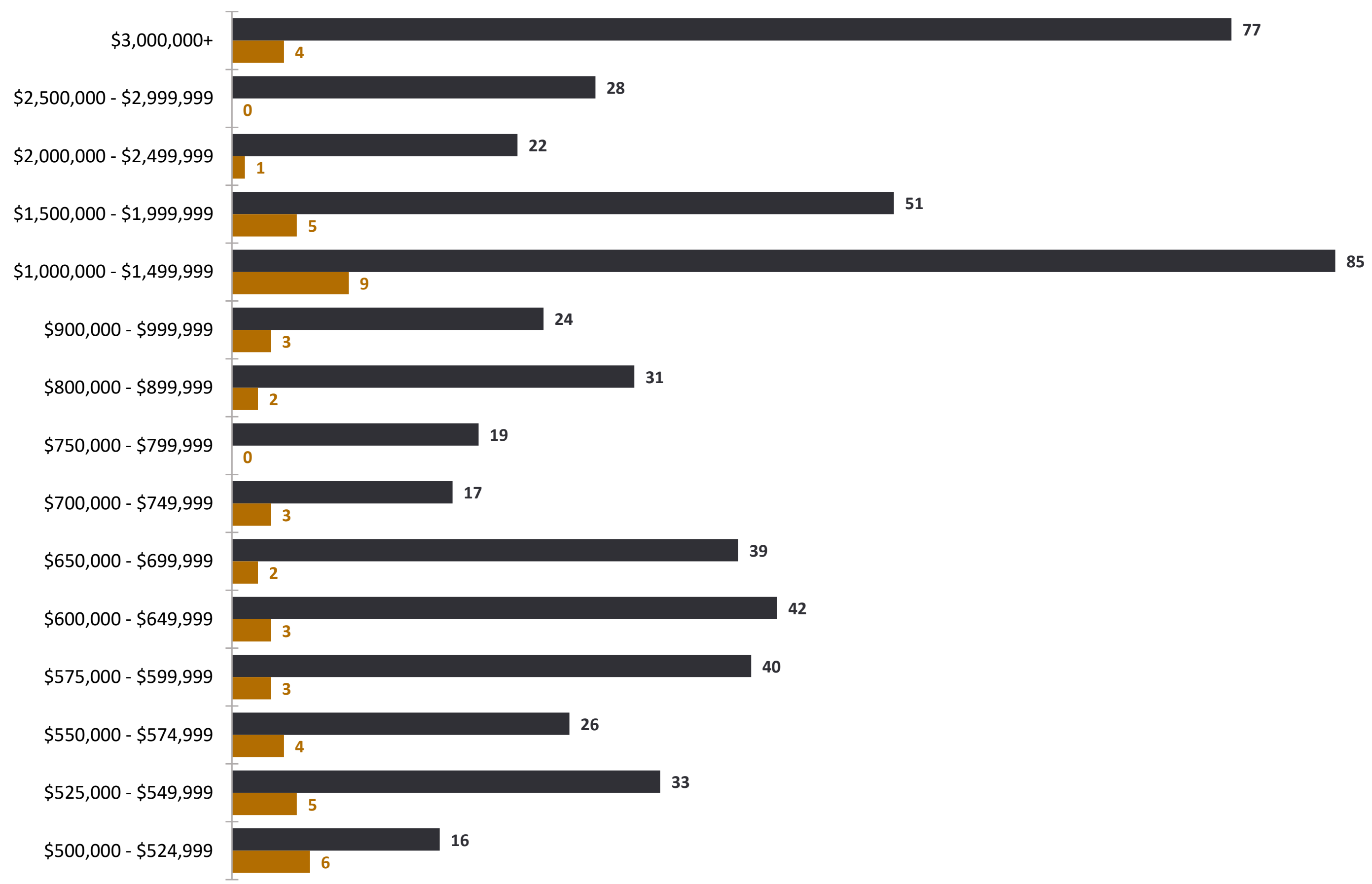
BOCA/DELRAY

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$500,000**

LUXURY INVENTORY VS. SALES | AUGUST 2025

Total Inventory: **550** | *Total Sales:* **50** | *Total Sales Ratio*[2]*:* **9%** | **Buyer's Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	$670,000	2	2	**31**	**332**	**9%**
2,000 - 2,499	$575,000	3	3	**7**	**100**	**7%**
2,500 - 2,999	$1,110,000	3	3	**4**	**38**	**11%**
3,000 - 3,499	$3,750,000	3	5	**3**	**35**	**9%**
3,500 - 3,999	NA	NA	NA	**0**	**19**	**0%**
4,000+	$5,730,000	4	6	**3**	**24**	**13%**

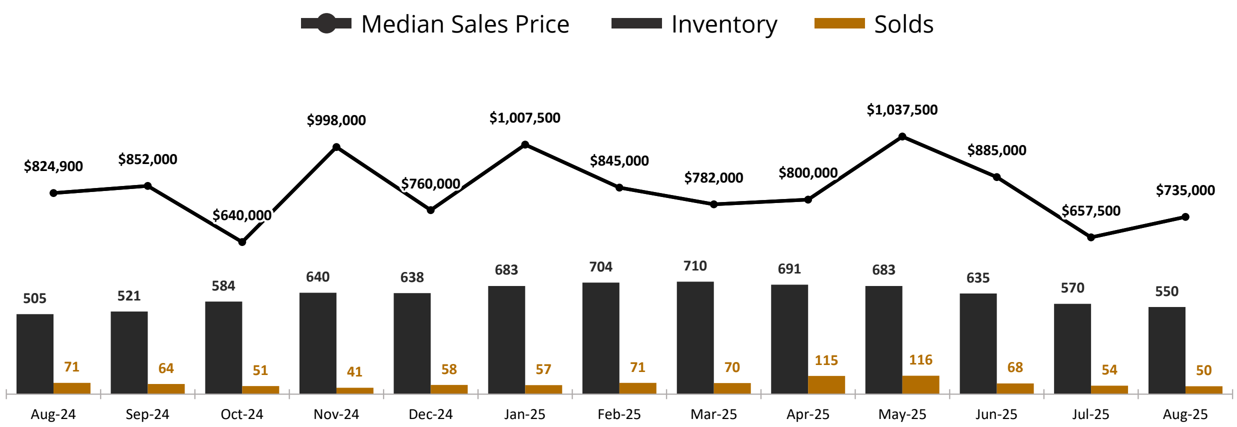
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

BOCA/DELRAY

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$500,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024	Aug. 2025
505	550

VARIANCE: **9%**

TOTAL SOLDS

Aug. 2024	Aug. 2025
71	50

VARIANCE: **-30%**

SALES PRICE

Aug. 2024	Aug. 2025
$825k	$735k

VARIANCE: **-11%**

SALE PRICE PER SQFT.

Aug. 2024	Aug. 2025
$452	$551

VARIANCE: **22%**

SALE TO LIST PRICE RATIO

Aug. 2024	Aug. 2025
96.40%	95.28%

VARIANCE: **-1%**

DAYS ON MARKET

Aug. 2024	Aug. 2025
27	98

VARIANCE: **263%**

BOCA/DELRAY MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **95.28% of list price** in August 2025.
- The most active price band is **$500,000-$524,999**, where the sales ratio is **38%**.
- The median luxury sales price for attached homes is **$735,000**.
- The median days on market for August 2025 was **98** days, up from **27** in August 2024.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.