PBP REAL ESTATE

QUARTERLY MARKET INTELLIGENCE · Q2 2026

# PBP Cash & Estate Market Read

Palm Beach County closed the quarter as a two-speed market: tightening single-family supply alongside a cash-dominated condo and estate-sale environment.

APRIL–JUNE 2026 · PALM BEACH & BROWARD COUNTIES

50% cash

## Half of Palm Beach County sales closed in cash

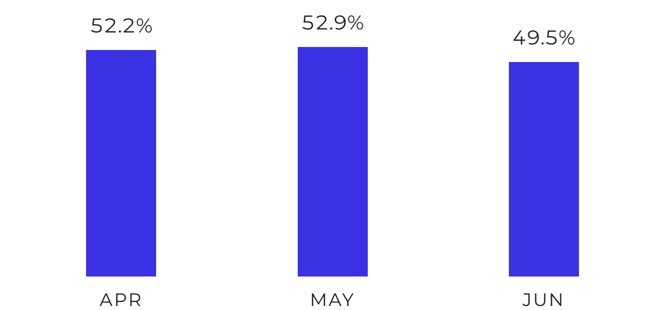
Palm Beach County's cash share held near 50% throughout Q2—13 to 16 percentage points above Broward County.

**52.2%**
PALM BEACH CASH SHARE
APRIL 2026

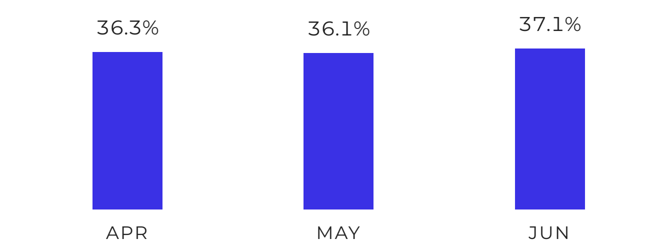
**52.9%**
PALM BEACH CASH SHARE
MAY 2026

**49.5%**
PALM BEACH CASH SHARE
JUNE 2026

PALM BEACH COUNTY · ALL SALES CASH SHARE




BROWARD COUNTY · ALL SALES CASH SHARE




**The read:** Palm Beach County is not simply a higher-price version of Broward. It is structurally more cash-heavy. That changes how sellers should judge certainty of close, how personal representatives should qualify offers, and how condo buyers should evaluate buildings.

### Q2 CLOSED-SALES VOLUME

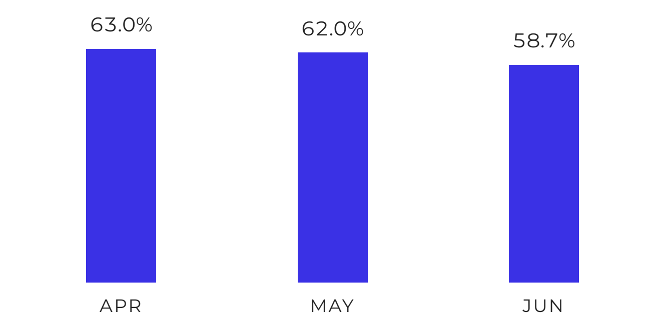
| COUNTY | SINGLE-FAMILY | TOWNHOUSE / CONDO | TOTAL |
|---|---|---|---|
| Palm Beach | 4,295 | 3,037 | **7,332** |
| Broward | 3,578 | 3,153 | **6,731** |

Quarter totals are sums of the monthly closed-sales counts reported for April, May and June 2026.

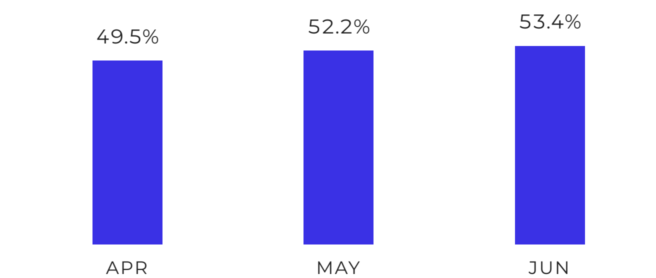
## Condo closings were overwhelmingly cash

In Palm Beach County, 58.7% to 63.0% of condo and townhouse closings involved no lender during the quarter.

PALM BEACH · CONDO CASH SHARE




BROWARD · CONDO CASH SHARE




| MONTH | PBC ALL CASH | PBC SFH CASH | PBC CONDO CASH | BROWARD ALL CASH |
|---|---|---|---|---|
| Apr 2026 | 52.2% | 43.8% | **63.0%** | 36.3% |
| May 2026 | 52.9% | 46.5% | **62.0%** | 36.1% |
| Jun 2026 | 49.5% | 43.5% | **58.7%** | 37.1% |

“In a market this cash-heavy, the best offer is not always the highest number. Certainty, timing and building financeability can be just as decisive.”

GIA FREER · BROKER/OWNER · PBP REAL ESTATE, LLC

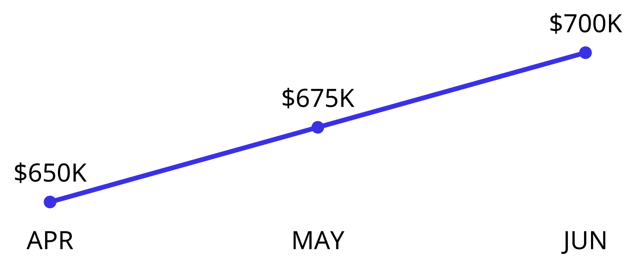
That distinction matters most in probate, inherited-property and downsizing sales, where sellers often weigh speed and execution risk alongside price. It also matters in older condo stock: a cash buyer can close where a financed buyer may be delayed or denied by project review, insurance, reserves or structural-repair issues.

**Important:** Cash share is a market-structure signal, not a direct count of probate or estate transactions. The source releases do not classify closings by seller motivation.

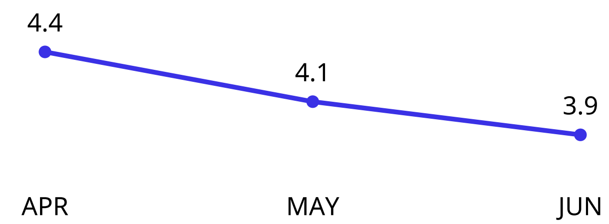
## Single-family prices rose as supply tightened

Palm Beach County's single-family median advanced from $650,000 in April to $700,000 in June while months of supply moved from 4.4 to 3.9.

PBC SINGLE-FAMILY MEDIAN SALE PRICE




PBC SINGLE-FAMILY MONTHS OF SUPPLY




| MONTH | MEDIAN PRICE | YOY | CLOSED SALES | YOY | MONTHS SUPPLY | DAYS TO CONTRACT |
|---|---|---|---|---|---|---|
| April | $650,000 | +0.78% | 1,376 | +3.61% | 4.4 | 37 |
| May | $675,000 | +5.47% | 1,437 | +7.72% | 4.1 | 40 |
| June | **$700,000** | +11.82% | 1,482 | +24.85% | **3.9** | 42 |

> “The June headline is not price alone. More sales closed while available supply tightened—evidence of real absorption, not just a compositional jump.”

GRANT FREER · BROKER/OWNER · PBP REAL ESTATE, LLC

The caution: median days to contract lengthened from 37 to 42 during the same period. Well-positioned inventory was being absorbed, but buyers remained selective. Sellers still needed accurate pricing and clean property preparation.

## Broward remained the more financed market

Broward's overall cash share stayed near 36%–37%, while condo supply remained above ten months through June.

**37.1%**
ALL BROWARD CLOSINGS CASH · JUNE

**23.8%**
BROWARD SFH CLOSINGS CASH · JUNE

**10.1**
BROWARD CONDO MONTHS SUPPLY · JUNE

| MARKET · METRIC | APRIL | MAY | JUNE |
|---|---|---|---|
| Broward SFH median | $620,000 | $630,000 | $645,000 |
| Broward SFH closed sales | 1,134 | 1,146 | 1,298 |
| Broward condo median | $258,000 | $275,000 | $265,000 |
| Broward condo months supply | 11.0 | 10.6 | 10.1 |

**Practical implication:** A county-wide South Florida strategy is too blunt. Palm Beach sellers face a larger cash-buyer pool; Broward sellers are more exposed to lender conditions. Condo sellers in both counties must treat association documentation and building health as part of the sale.

### THE QUARTER IN ONE SENTENCE

Palm Beach County ran two markets at once: a tightening, appreciating single-family market and a cash-dominated condo and estate-sale environment where liquidity and building health carried unusual weight.

# Methodology and source notes

This report covers Palm Beach County and Broward County closed residential sales for April, May and June 2026. Property types are single-family homes and existing townhouses/condominiums. All monthly figures are taken from the MIAMI REALTORS + Broward, Palm Beaches & St. Lucie REALTORS monthly releases hosted by RWorld.

## SOURCE RELEASES

| COUNTY | APRIL | MAY | JUNE |
|---|---|---|---|
| Palm Beach | Release | Release | Release |
| Broward | Release | Release | Release |

- Quarterly closed-sales totals are simple sums of the three monthly counts; they are not separately reported quarterly totals.
- No estimates or interpolations are used.
- Cash share describes method of purchase, not seller motivation. It should not be read as a count of probate, estate, investor or downsizer transactions.
- Market statistics are historical and do not predict future performance.

## ABOUT PBP REAL ESTATE

PBP Real Estate, LLC is a boutique, family-owned Boca Raton brokerage led by broker-owners Grant and Gia Freer. The firm serves sellers and buyers across Palm Beach and Broward Counties, with dedicated experience in probate, inherited-property and estate-related sales. PBP Real Estate has closed 739 homes and more than $197 million in sales volume.

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