Here's an update on the Palm Beach County Retail Property Market. There's a lot of activity and interest in properties in the area. If you have any questions or need any assistance with commercial real estate purchases, sales or leasing, let's schedule a meeting to discuss.

MARKET UPDATE

BORRIELLO
COMMERCIAL GROUP

Palm Beach County
Retail Sales Data
Q1 of 2025

CAP Rate: 5.5%

Sales Volume: $233 M

Sale Price/SF: $412

Sale vs Asking Price: 94.3%

Average Sale Price: $6.5 M

Months to Sale: 11.9

Sold SF: 610 K

	Count	Low	Average	Median	High
Price	36	$140,000	$6,484,875	$3,728,098	$44,211,718
Building SF	43	1,116	14,182	5,000	128,746
Price per SF	36	$40	$412	$381	$6,065
Cap Rate	3	4.8%	5.5%	5.0%	6.9%

	Count	Low	Average	Median	High
Days on Market	5	183	363	448	493
Sale to Asking Price	2	93.8%	94.3%	94.4%	95.0%
% Leased at Sale	3	0%	75.0%	100.0%	100.0%
Land Acres	42	0.0	3.1	0.7	38.8

Palm Beach County Retail Lease Data
Q1 of 2025

Rents Per SF	Survey	Low	High
NNN Asking Rent	$30.87	$14.00	$75.00
NNN Starting Rent	$29.46	$20.00	$62.00

Concessions	Survey	Low	High
Months Free Rent	4.0	4.0	4.0
TI Allowance Per SF	$18.57	$0.00	$75.00
Concessions	-	-	-
Asking Rent Discount	1.0%	0.0%	8.3%
Annual Rent Increase	3.3%	2.0%	5.0%

Volume	Survey	Low	High
Deals	169	-	-
SF Leased	479,556	100	47,209
Average Deal SF	2,837	100	47,209
Buildings	134	-	-
Building SF	8,415,267	1,170	854,143

Time on Market	Survey	Low	High
Months on Market	6.7	0.0	80.5
Months Vacant	5.2	0.0	60.0
Average Term in Years	4.4	1.0	10.0

West Palm Beach Mayor Proposes Controversial Land Sale for Private School Development

As part of developing his “Wall Street South” ecosystem, Stephen Ross is negotiating with the city of West Palm Beach to build a high end private school on a 55 acre parcel for a price of $120,500 per acre. Combined with Ross’ development of Class A office properties, such as the newly opened building at One Flagler, and luxury condominiums such as South Flagler House currently under construction, the school will continue to attract high net worth residents to the area and transform the economy of the area.

Purpose of the Sale:

- Aimed at **addressing the shortage of elite private schools** to attract out-of-state professionals and businesses.

- The school is part of a broader vision that includes **workforce and affordable housing** on any unused land.
- Funds from the sale would go toward **improving Roosevelt Elementary**, a public school in the area.

Wider Context:

- The proposal aligns with Ross's previous efforts to bring educational and healthcare institutions to the area.
- The city has acknowledged increasing demand for elite education options, especially from wealthy transplants from the Northeast.

In short, the proposed land sale is seen by city leaders as a strategic move to spur growth and attract high-income residents — but real estate experts and some members of the public question whether it represents a fair deal for taxpayers.

Source: https://www.palmbeachpost.com/story/news/local/westpb/2025/03/26/wpb-mayor-keith-james-proposes-land-sale-to-stephen-ross-for-school/82641902007/

FEATURED LISTING

Single tenant building with NNN lease through February 2026. Tenant responsible for maintenance and taxes. Current rent is under market, providing upside upon expiration.

Large parking area. Located in a market with increasing rents and a growing population. High traffic area. Tremendous opportunity!

Click here for more information