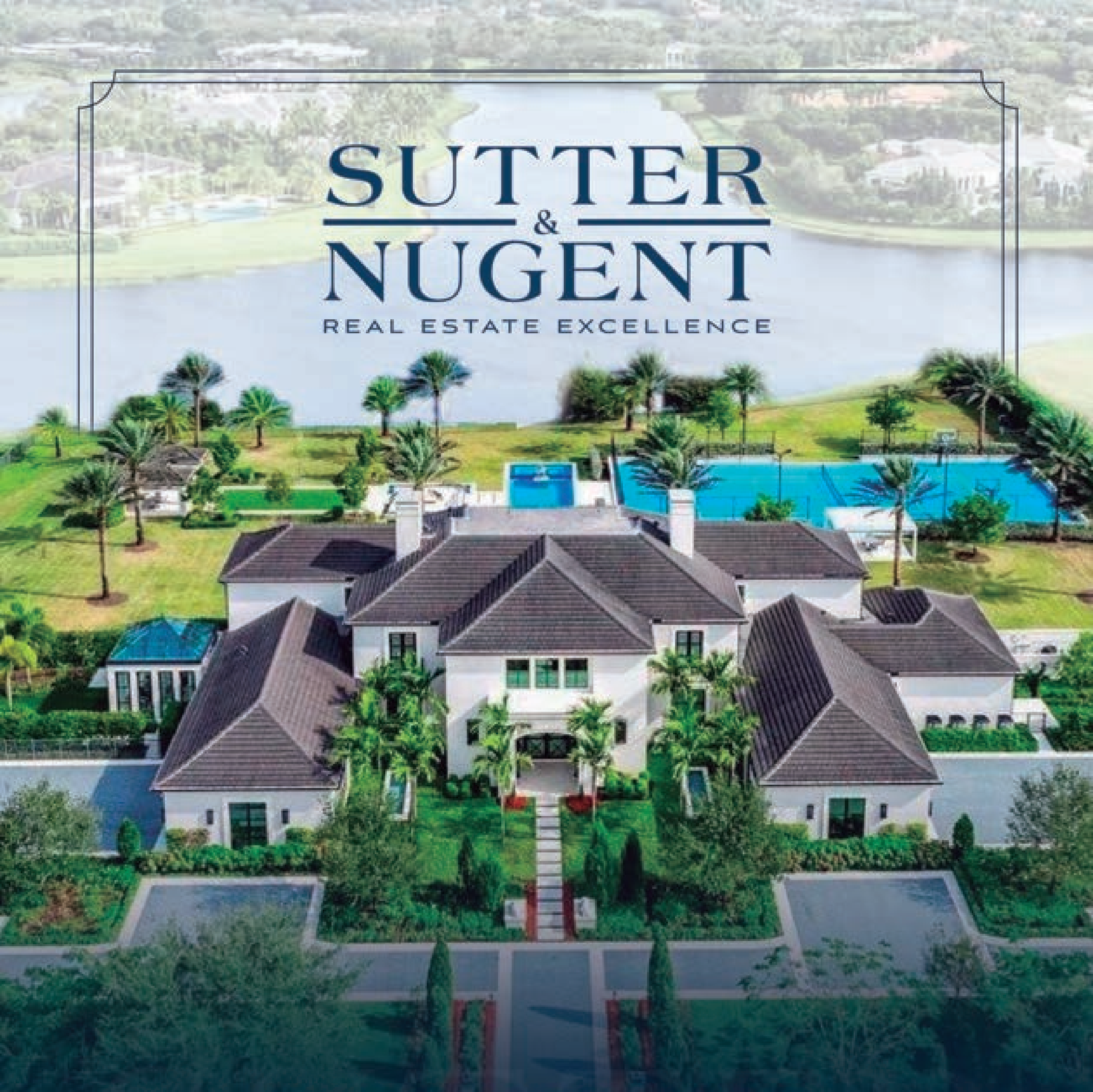
SUTTER & NUGENT

REAL ESTATE EXCELLENCE



YEAR IN REVIEW

2025

SUTTERANDNUGENT.COM

End of Year BROKER'S MESSAGE

Dear Sutter & Nugent Family,

As we close out another incredible year together, I want to take a moment to express my deepest gratitude to each of you. Your dedication, professionalism, and genuine care for both our clients and each other have shaped the success and reputation of our brokerage. It's because of your steady commitment that clients across South Florida continue to place their trust in us—a trust that remains our greatest asset.

This past year tested and strengthened us in new ways. Through every market shift, every challenge, and every closing, you demonstrated what makes our team truly exceptional: integrity, collaboration, and relentless pursuit of excellence. I am proud of how we've continued to raise the bar for service and professionalism within the industry.

Looking ahead, 2026 is set to be an exciting and evolving year in South Florida real estate. We anticipate continued demand for luxury, waterfront, and lifestyle-focused properties, driven by steady population growth, corporate relocations, and a strong economy. Market dynamics will continue to reward agents who combine local knowledge with innovation—those who build lasting relationships while adapting quickly to client needs and new technologies.

Thank you for your hard work, loyalty, and unwavering dedication to our company and clients. You are the heart of our success, and I'm grateful to lead a group of professionals who take such pride in what they do. Here's to another year of growth, opportunity, and achieving new personal and professional milestones together.

Wishing you all a happy, healthy, and prosperous 2026!

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REAL ESTATE EXCELLENCE

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Market Report

YEAR TO DATE 2024 VS 2025

PALM BEACH COUNTY

Single Family Homes	2025	2024	% Change
Closed Sales	13,969	13,317	4.9%
Paid in Cash	5,876	5,855	0.4%
Median Sale Price	$630,000	$630,000	0.0%
Original List Price Received	93.7%	94.3%	-0.6%
Median Days to Contract	52	44	18.2%
Inventory (Active Listings)	5,370	5,637	-4.7%
Months Supply of Inventory	4.6	5.1	-9.8%
Townhouses/Condos	**2025**	**2024**	**% Change**
Closed Sales	9,779	9,948	-1.7%
Paid in Cash	5,899	6,005	-1.8%
Median Sale Price	$310,345	$320,000	-3.0%
Original List Price Received	91.3%	93.3%	-2.1%
Median Days to Contract	76	52	46.2%
Inventory (Active Listings)	6,925	7,287	-5.0%
Months Supply of Inventory	8.5	8.8	-3.4%

MIAMI-DADE COUNTY

Single Family Homes	2025	2024	% Change
Closed Sales	10,210	10,738	-4.9%
Paid in Cash	2,547	2,688	-5.2%
Median Sale Price	$665,000	$650,000	2.3%
Original List Price Received	94.8%	96.2%	-1.5%
Median Days to Contract	53	37	43.2%
Inventory (Active Listings)	5,251	4,683	12.1%
Months Supply of Inventory	6.2	5.2	19.2%
Townhouses/Condos	**2025**	**2024**	**% Change**
Closed Sales	10,935	12,171	-10.2%
Paid in Cash	5,515	5,964	-7.5%
Median Sale Price	$420,000	$423,000	-0.7%
Original List Price Received	93.2%	94.9%	-1.8%
Median Days to Contract	80	56	42.9%
Inventory (Active Listings)	12,015	11,256	6.7%
Months Supply of Inventory	13.2	11.1	18.9%

BROWARD COUNTY

Single Family Homes	2025	2024	% Change
Closed Sales	11,947	12,180	-1.9%
Paid in Cash	2,733	3,003	-9.0%
Median Sale Price	$620,000	$616,000	0.6%
Original List Price Received	94.9%	96.0%	-1.1%
Median Days to Contract	55	38	44.7%
Inventory (Active Listings)	4,825	4,719	2.2%
Months Supply of Inventory	4.8	4.6	4.3%
Townhouses/Condos	**2025**	**2024**	**% Change**
Closed Sales	11,393	12,581	-9.4%
Paid in Cash	6,094	6,576	-7.3%
Median Sale Price	$269,000	$280,000	-3.9%
Original List Price Received	91.8%	94.2%	-2.5%
Median Days to Contract	82	55	49.1%
Inventory (Active Listings)	10,484	10,239	2.4%
Months Supply of Inventory	11.0	9.8	12.2%

MARTIN COUNTY

Single Family Homes	2025	2024	% Change
Closed Sales	2,071	1,965	5.4%
Paid in Cash	956	979	-2.3%
Median Sale Price	$599,000	$599,000	0.0%
Original List Price Received	93.2%	94.4%	-1.3%
Median Days to Contract	61	45	35.6%
Inventory (Active Listings)	785	829	-5.3%
Months Supply of Inventory	4.5	5.1	-11.8%
Townhouses/Condos	**2025**	**2024**	**% Change**
Closed Sales	958	986	-2.8%
Paid in Cash	553	577	-4.2%
Median Sale Price	$260,000	$286,000	-9.1%
Original List Price Received	90.6%	93.8%	-3.4%
Median Days to Contract	85	55	54.5%
Inventory (Active Listings)	637	635	0.3%
Months Supply of Inventory	8.0	7.7	3.9%

ST. LUCIE COUNTY

Single Family Homes	2025	2024	% Change
Closed Sales	5,500	5,389	2.1%
Paid in Cash	1,432	1,423	0.6%
Median Sale Price	$395,000	$400,000	-1.3%
Original List Price Received	95.1%	96.2%	-1.1%
Median Days to Contract	59	48	22.9%
Inventory (Active Listings)	2,284	2,293	-0.4%
Months Supply of Inventory	5.0	5.1	-2.0%
Townhouses/Condos	**2025**	**2024**	**% Change**
Closed Sales	942	939	0.3%
Paid in Cash	500	491	1.8%
Median Sale Price	$305,000	$309,000	-1.3%
Original List Price Received	91.6%	94.2%	-2.8%
Median Days to Contract	90	64	40.6%
Inventory (Active Listings)	718	764	-6.0%
Months Supply of Inventory	9.1	9.8	-7.1%

SUTTER & NUGENT
REAL ESTATE EXCELLENCE

2025 Recap

25+ NEW AGENTS!

CHRIS NORDLAND

WELCOMED A NEW GENERAL MANAGER, CHRIS NORDLAND

Sutter & Nugent is excited to announce Chris Nordland as our new General Manager. Chris has a long-standing relationship with the Sutter family and brings more than 25 years of leadership experience in education and corporate structure. His extensive background in organizational systems, strategic planning, and team development makes him an incredible addition to our growing company.

HIRED A NEW DIRECTOR OF RECRUITING, JESSICA LOMBARDI

JESSICA LOMBARDI

Sutter & Nugent Real Estate is proud to announce the appointment of Jessica Lombardi as the company's new Director of Recruiting and Office Manager for its West Palm Beach location.

Known for her warm and engaging personality, Jessica approaches every challenge with a go-getter attitude and a passion for connecting people with meaningful opportunities. Jessica will oversee recruiting strategies across the brokerage, focusing on attracting top real estate professionals who align with Sutter & Nugent's culture of excellence. She will also manage daily operations at the West Palm Beach ofice, fostering collaboration and professional growth among agents and staff.

"We're thrilled to have Jessica join our leadership team," said Talbot Sutter, Broker of Sutter & Nugent Real Estate. "Her proven success in recruiting and her contagious enthusiasm make her the ideal person to lead our continued expansion in South Florida."

GIVING BACK: MIA'S MIRACLES & THE BENJAMIN SCHOOL

DONATIONS

At Sutter & Nugent, LLC, we believe that giving back to our community is a fundamental part of who we are. This year, we were honored to contribute to these incredible causes that make a meaningful impact:

- **MIA'S MIRACLES**

mia's miracles

- **THE BENJAMIN SCHOOL** We continue to support The Benjamin School, the institution that for 14 years instilled a relentless work ethic and strong value system in our Broker, Talbot Sutter, as well as shaping the future of countless other Sutter & Nugent agents. Our contributions helped support the overall mission of the school through numerous school events including the BASH Gala, Alumni Weekend, and the Alumni Golf Tournament.

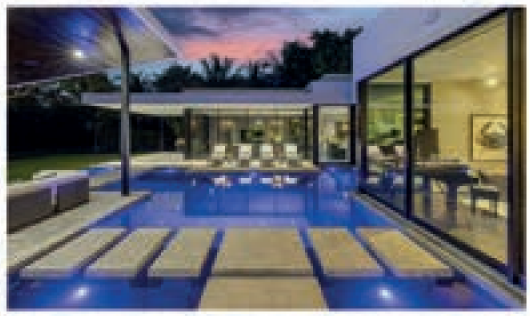
2025 FEATURED LISTINGS

183 S. BEACH RD.

JUPITER ISLAND

5 BD | 6.5 BA | 10,379 TOTAL SQFT

$35,000,000



12 N. BEACH RD.

JUPITER ISLAND

4 BD | 4.1 BA | 6,795 TOTAL SQFT

$17,500,000

2162 RADNOR RD.

NORTH PALM BEACH

5 BD | 8 BA | 8,339 TOTAL SQFT

$13,800,000

11823 LAKE SHORE PLACE

NORTH PALM BEACH

5 BD | 5.2 BA | 6,445 TOTAL SQFT

$5,695,000

680 NE HARBOUR DRIVE

BOCA RATON

3 BD | 3 BA | 3,122 TOTAL SQFT

$3,950,000

41 CASTLE HARBOR ISLAND

FT. LAUDERDALE

4 BD | 3.1 BA | 3,223 TOTAL SQFT

$3,100,000

3790 KINGS WAY

BOCA RATON

6 BD | 5.1 BA | 7,449 TOTAL SQFT

$2,799,000

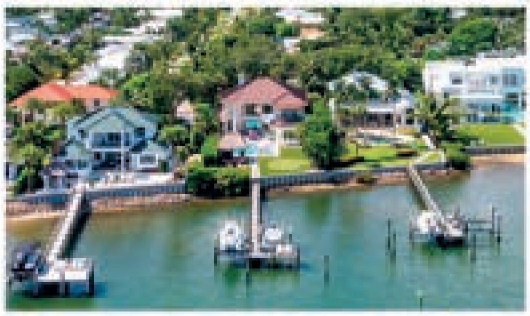
SUTTER & NUGENT

REAL ESTATE EXCELLENCE

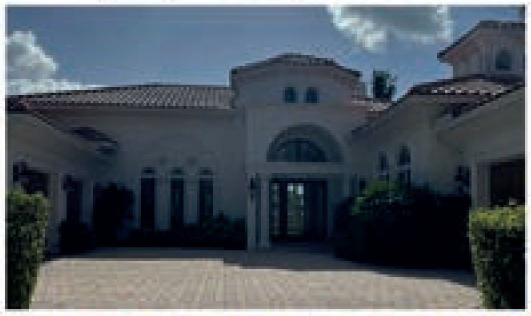
2025 SOLD LISTINGS

16071 QUIET VISTA CIRCLE
DELRAY BEACH
7 BD | 8.3 BA | 16,035 TOTAL SQFT
$18,995,000

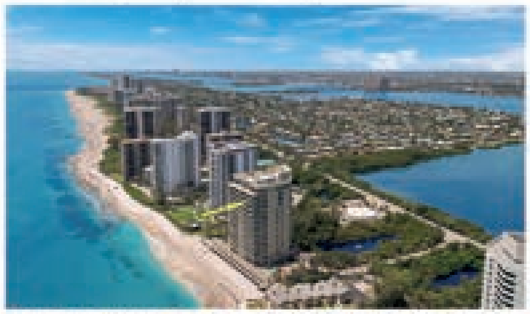
11721 LAKE SHORE PLACE
NORTH PALM BEACH
5 BD | 4.1 BA | 7,299 TOTAL SQFT
$7,250,000



18241 PERIGON WAY
JUPITER
4 BD | 3 BA | 5,054 TOTAL SQFT
$6,500,000



732 HARBOUR ISLES WAY
NORTH PALM BEACH
3 BD | 3.1 BA | 6,097 TOTAL SQFT
$4,500,000



5050 N. OCEAN DRIVE 1701
SINGER ISLAND
3 BD | 3.1 BA | 5,634 TOTAL SQFT
$4,000,000

7750 STEEPLECHASE DRIVE
PALM BEACH GARDENS
4 BD | 3.1 BA | 5,522 TOTAL SQFT
$3,800,000

SUTTER & NUGENT
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IN THE NEWS

LUXURY HOME WEBSITE

"The company specializes in working with sellers and buyers in the Palm Beaches and throughout Florida, with emphasis on luxury properties, waterfront real estate, and premiere neighborhoods."

THE PALM BEACH POST

"Benjamin grad forms real estate agency with help of ex-classmates - Six-year-old firm has 120 associates and listings from Jupiter to Boca Raton and the Keys."

THE WALL STREET JOURNAL

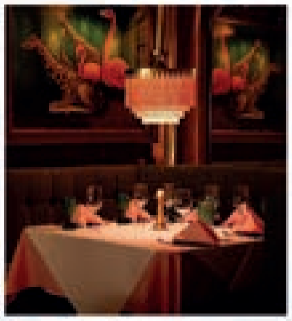
"The Singer Island condo has a 300-gallon saltwater aquarium located in the private elevator entryway - The condo is sold turnkey and is listed by Sutter & Nugent."

TMZ - Local & National:

- Rockstar Energy Founder buys in Stone Creek Ranch
  Click to see the full article: **TMZ online**
- Mark Wahlberg buys in Stone Creek Ranch
  Click to see the full article: **TMZ online**

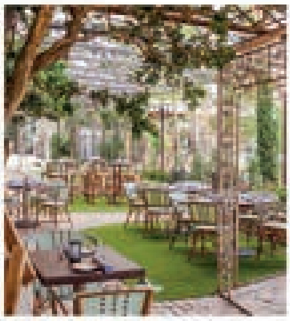
Local Guide TO SOUTH FLORIDA

Favorite
Farmers Market
THE BOYS FARMERS MARKET
Delray Beach

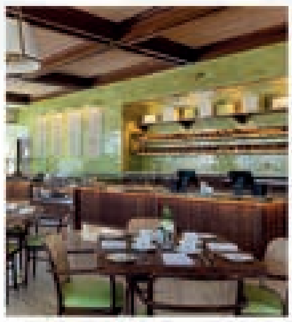


Favorite
Dinner & Drinks Spot
PINK STEAK
West Palm Beach

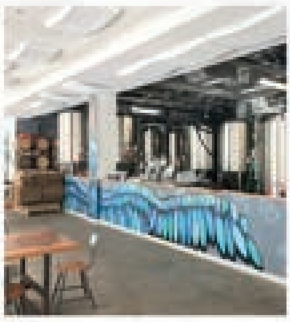
Favorite
Coffee Shop
THE MODERN ROSE
Deerfield Beach, Fort Lauderdale, Hollywood, and Delray Beach



Favorite
Brunch Spot
ELISABETTA'S RISTORANTE
West Palm Beach and Delray Beach



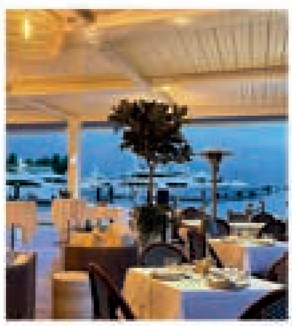
Favorite
Dessert Shop
HIVE BAKERY & CAFE
West Palm Beach



Favorite
Brewery
CIVIL SOCIETY BREWING
Jupiter and West Palm Beach

New & Noteworthy
New Fine Dining
ESTIATORIO MILOS
West Palm Beach

New & Noteworthy
New Italian Marketplace
EATALY
West Palm Beach

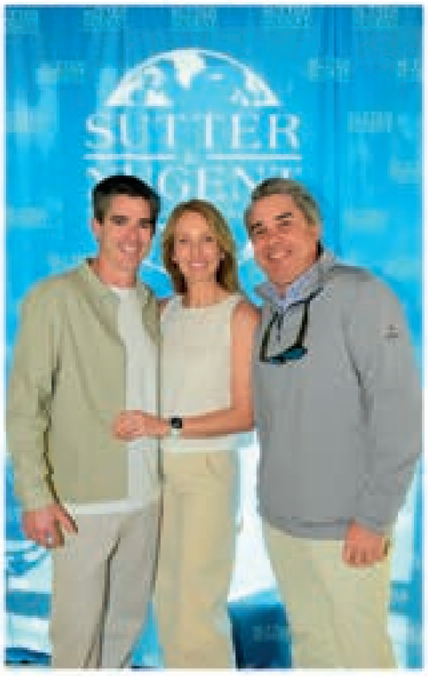


New & Noteworthy
New Waterfront Dining
LAMARINA
West Palm Beach

New & Noteworthy
New Classic Steakhouse
HARRY'S
West Palm Beach

2025 SUTTER & NUGENT *Events*

SUTTER & NUGENT COMPANY AWARDS BREAKFAST



2025 S&N *Agent Awards*

Top Producer Award
LINDY AGUIRRE

Lindy Aguirre

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Platinum Producers
AWARD

CARRIE MOSHER-FINZ

KYLE RETAMAR

Captains Club
AWARD

JASON MILNER

CANDACE KIRKLAND

Golden Leader
AWARD

JAMES PAVLIK

DANIEL STOKER

KRYSTLE REA

ADRIAN OROZCO & CHELSEA OROZCO

THE OROZCO TEAM

South Florida Real Estate

"South Florida's 2025 market is shifting from frenzy to momentum, with solid fundamentals setting the stage for a steady, opportunity-rich 2026 in Palm Beach and Broward Counties."

Big picture: 2025 into 2026

- 2025 brought a "cooling but not crashing" environment: sales slowed early, then rebounded as rates began edging down and buyers adjusted to new pricing.
- By late 2025, Palm Beach County single-family sales and overall residential activity were rising again, signaling renewed confidence heading into 2026.
- For 2026, expect modest sales and price growth rather than double-digit surges, with South Florida still outperforming many U.S. metros due to migration and lifestyle demand.

Demographics, population, and jobs

- Domestic migration from high-tax, high-cost states (Northeast, West Coast) is still flowing into South Florida, and 45% of Florida's international buyers continue to focus on the Miami–Fort Lauderdale–West Palm Beach region.
- Latin America and Caribbean buyers dominate the foreign segment, driving ongoing demand for both luxury product and lock-and-leave condos.
- Broward's business base is broadening—finance, hospitality, logistics, and professional services—supporting a healthy employment backdrop for housing and commercial space in 2026.

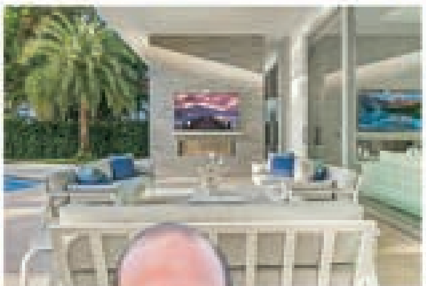
Urban development and economic outlook

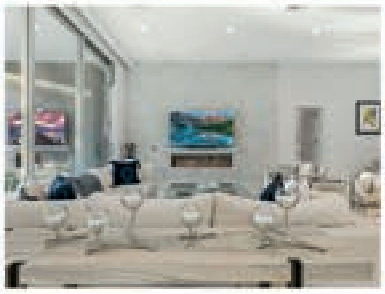
- New construction communities and luxury infill projects remain a key story—particularly townhomes, single-family, and condos in West Boca, Delray, and downtown West Palm Beach.
- Broward's urban cores, especially Fort Lauderdale/Las Olas, are seeing high-profile office, multifamily, and mixed-use deals, with Q1 2025 commercial sales volume up about 32% and rents at or near record levels in trophy product.
- Regionwide, economists expect easing mortgage rates and a "rebound emerging" after the 2025 slowdown, pointing to gradually improving transaction volume in 2026.

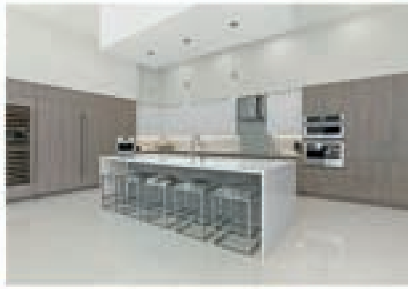
"SOUTH FLORIDA'S 2026 STORY IS ABOUT NORMALIZATION WITH AN EDGE: PALM BEACH AND BROWARD ARE TRANSITIONING OUT OF THE PANDEMIC-ERA SURGE INTO A MORE SUSTAINABLE, OPPORTUNITY-RICH CYCLE—WHERE INFORMED BUYERS, SELLERS, AND INVESTORS CAN MOVE CONFIDENTLY."

2162 RADNOR ROAD.

NORTH PALM BEACH







5 BD | 8 BA | 8,339 SQFT

$13,800,000

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FLORIDA, 33401

3333 NORTH FEDERAL HWY
BOCA RATON
FLORIDA, 33431

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