

10 Picks for the Best Real Estate Company in Palm Beach County & Top-Rated Brokers

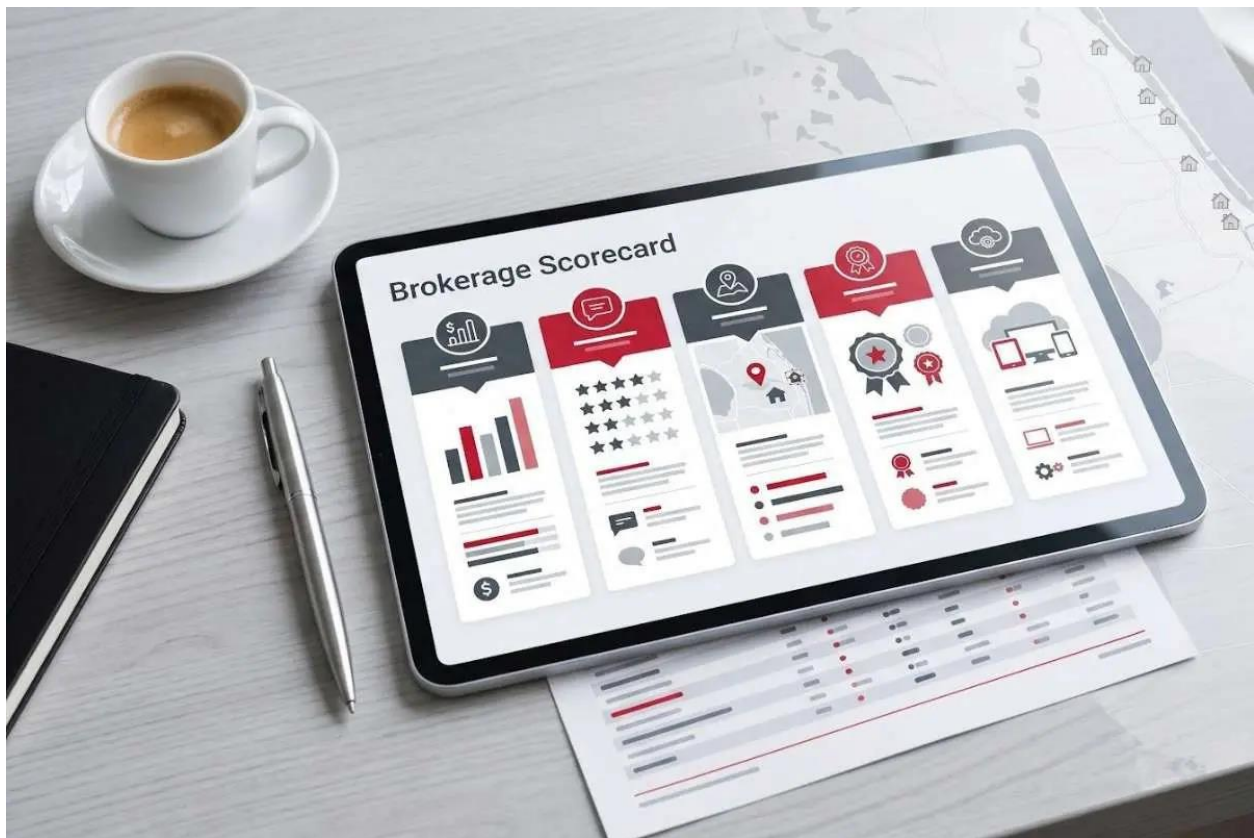


Palm Beach County sits in a rare sweet spot: inventory is tight, prices keep inching up, yet well-heeled buyers and motivated sellers still strike deals every day. Driven by what agents call a “house-hopping” boom—with pandemic newcomers now leapfrogging from condo to canal estate instead of flying north—navigating this fast-moving market requires partnering with the Best Real Estate Company in Palm Beach County.

That churn is equal parts opportunity and risk. The right brokerage can out-manuever cash bidders, flag insurance surprises, and unlock pocket listings before they ever hit the MLS.

We crunched 2023–24 sales volumes, review counts, and industry awards to surface the 10 firms that keep winning. Use this guide to skip the guesswork and close with confidence.

How we built the rankings



We didn't toss darts at a map. We used a five-part scorecard that assigns points for sales muscle, customer love, local brainpower, industry cred, and tech plus support.

Sales muscle carries the greatest weight because closed deals prove reach. We pulled 2023–2024 on-market volumes from The Real Deal's county leaderboard, which logs every dollar recorded in the MLS. Big numbers aren't everything, but they show who wins bids and commands price.

Customer love ranks second. A perfect five-star average means little if it rests on three reviews, so we blended rating with sample size. Echo Fine Properties, for example, posts a 5.0 from more than 1,300 reviews, a tough feat to fake. Similar patterns on Google and Realtor.com tipped the scale in other cases.

Local brainpower rewards hyper-specific know-how such as flood-zone nuance, equestrian zoning, or which HOA plans to raise fees. We scored firms higher when their agents live where they sell and publish niche guides or market reports.

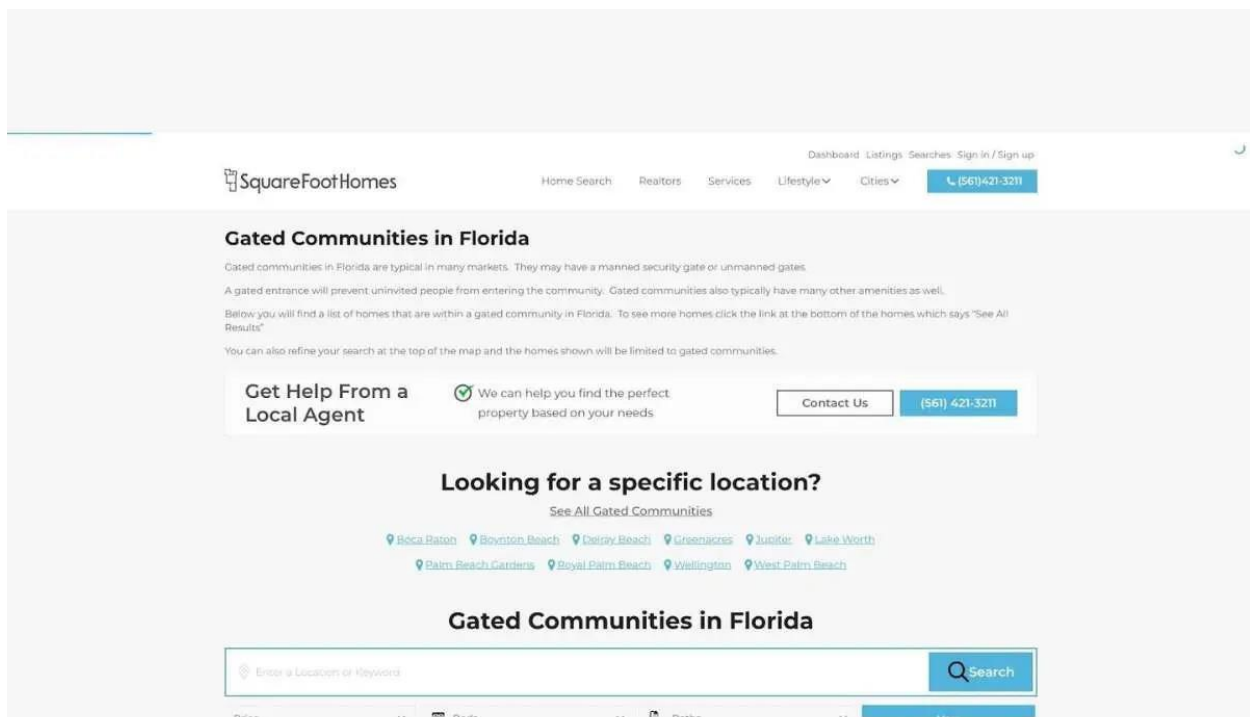
Take boutique firm SquareFoot Homes: the team maps every gated community's HOA fees and lease rules in a color-coded spreadsheet it shares with buyers, a trove of micro data that surfaces red flags long before anyone writes an offer. Its website also hosts downloadable club membership fee sheets; Delaire Country Club, for example, lists a \$23,042 initiation fee plus quarterly dues, giving clients a clear picture of long-term costs before they fall in love with a listing. That kind of granular intel exemplifies the "local brainpower" column on our scorecard and helps a three-person outfit compete head to head with national heavyweights.

Industry cred covers awards and press. A spot in RealTrends "America's Best," a Palm Beach Post readers' crown, or a Forbes Global Properties badge signals peer approval. Illustrated Properties, rooted here since 1975 and now part of a worldwide referral network, shows that blend of heritage and reach.

Finally, tech plus support highlights the extras: AI-driven pricing tools, concierge repairs, slick client portals. The category accounts for 10 percent of the score and often breaks a tie when two giants look equal.

After we tallied every column, the top ten rose to the surface.

Ranked brokerage #1: SquareFoot Homes, Seawinds Realty



SquareFoot Homes is the antidote to big-box brokerages. The West Palm Beach-based three-person team, operating under Seawinds Realty, sells about 16 homes a year, and that deliberate pace is the point. Every client works directly with a principal who previews listings, attends inspections, and replies to late-night “Is this HOA pet-friendly?” texts.

Their sweet spot is Palm Beach County’s maze of gated communities, and the website doubles as a searchable guide to gated communities in Florida that flags whether each neighborhood offers a staffed gate or keypad entry, lists HOA dues, and streams live listings so buyers can narrow choices in minutes.

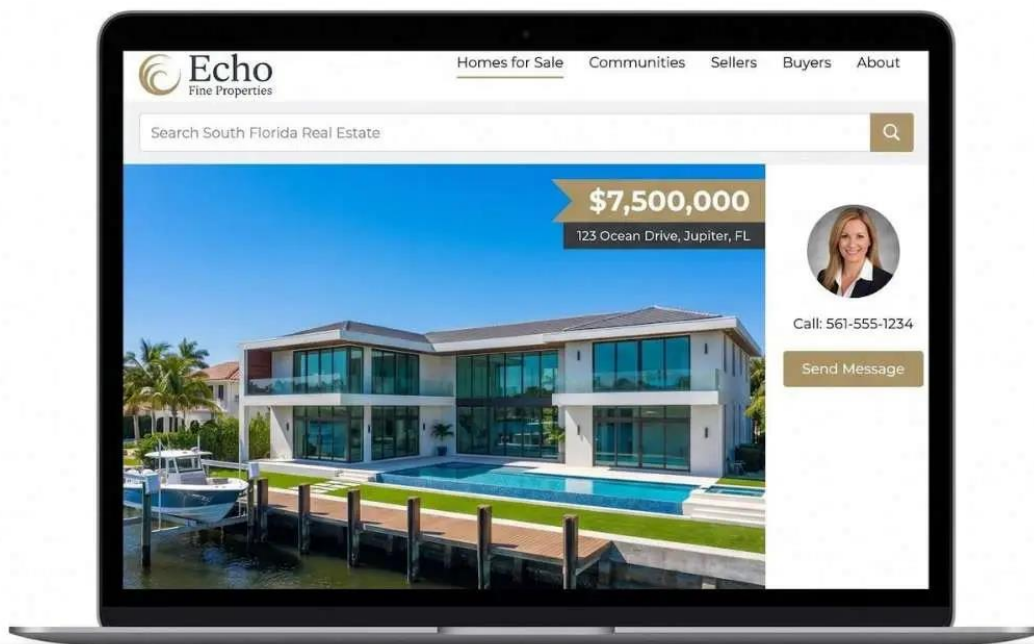
SquareFoot Homes gated communities in Florida guide screenshot

Founder Craig Reeves grew up touring open houses with his parents; today he tracks HOA fees, lease rules, and golf-cart shortcuts in a color-coded spreadsheet he shares with buyers. First-time purchasers on Reddit report that the team “educates and protects clients,” turning jargon-heavy contracts into plain English before anyone signs.

Online reviews echo the theme. SquareFoot holds a 4.7 on Zillow across more than a dozen write-ups, all praising patience, honesty, and zero pressure. For buyers chasing a family-friendly suburb or retirees seeking a secure, amenity-rich enclave, that steady guidance often beats flashier marketing.

Choose SquareFoot when you want boutique hand-holding, neighborhood insight that reads like local gossip, and agents who measure success by thank-you notes, not volume.

Ranked brokerage #2: Echo Fine Properties



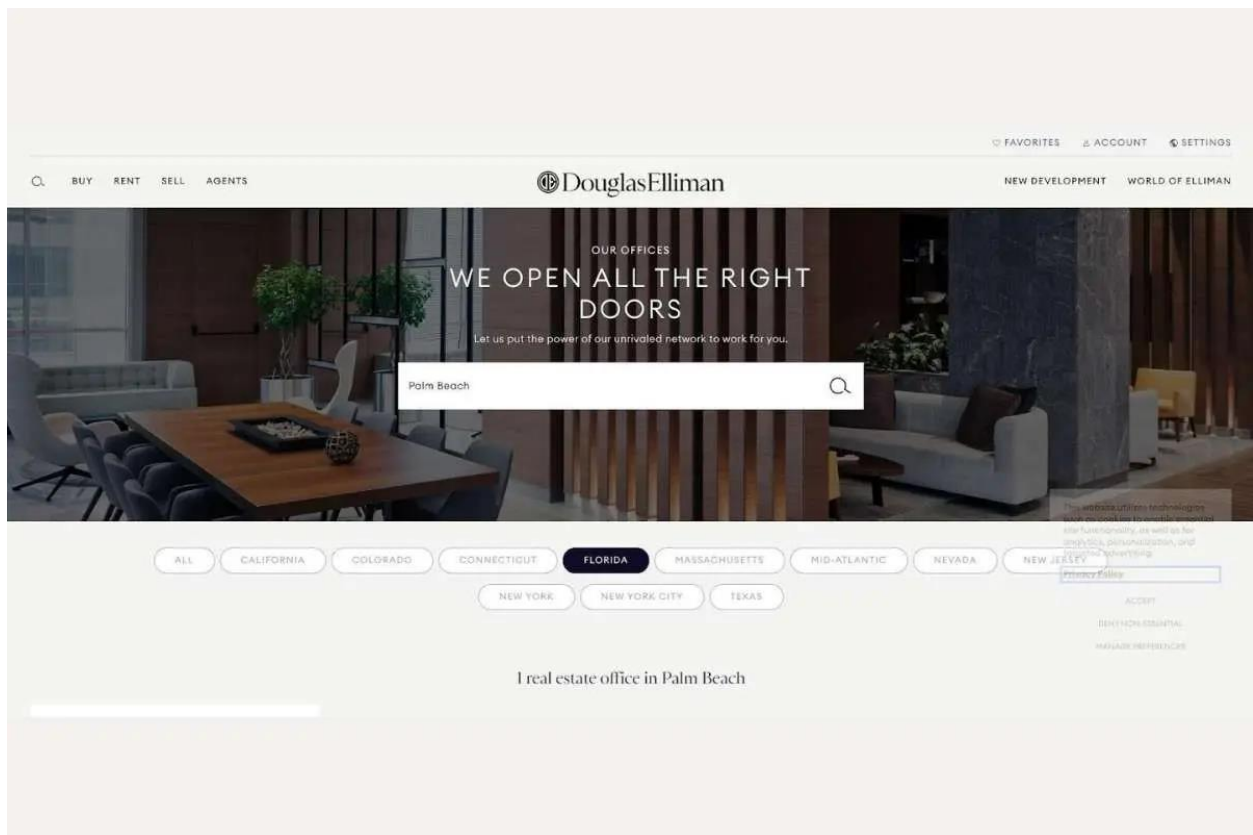
Echo Fine Properties Palm Beach real estate homepage screenshot

Echo Fine Properties feels less like a franchise machine and more like a hometown powerhouse that closes half-billion-dollar years. In the past two years, its 100-plus agents logged more than \$500 million across hundreds of sides, placing the firm at the top of The Real Deal's county leaderboard for independent brokerages.

Numbers only hint at the story. Clients have posted more than 1,300 rave reviews, delivering a spotless 5.0 rating and praising late-night replies, front-foot staging, and sharp negotiations.

Local savvy completes the picture. Founder Jeff Lichtenstein launched in Palm Beach Gardens during the last boom and now directs in-house videographers, handyman crews, and a concierge desk that lines up everything from drone shoots to school tours. If you are hunting Jupiter waterfront or a country-club fixer, Echo gives you big-broker resources without the corporate chill.

Ranked brokerage #3: Douglas Elliman Florida



Douglas Elliman Palm Beach luxury real estate office page screenshot

Douglas Elliman is the blue-chip stock of Palm Beach real estate. Born in New York and raised on trophy properties, the brand now operates several Worth Avenue offices and fields more than 200 agents who dominate both the island and the polo fields.

The numbers are eye-opening. In the latest county tally, Elliman agents handled a record \$150 million Tarpon Island trade and a string of other marquee deals. Several individual producers each crossed \$200 million, proving the firm pairs scale with depth.

Why this matters to you: two out of three ultra-luxury deals stay off market. Elliman's long relationships with New York and London wealth funnels give sellers instant global exposure while handing buyers early whispers on listings that never hit Zillow.

Service matches scale. Expect white-glove marketing, cinematic video, and invitation-only previews that feel more art opening than open house. In-house lending, rental, and yachting desks turn Elliman into a one-stop concierge for every facet of a high-stakes move.

Choose Elliman when the property has a compound name or a compound price tag. The brokerage excels above \$5 million, navigates trusts and LLCs with ease, and keeps a Rolodex thick with family-office chiefs. If you need discretion, global reach, and record-setting results, start the conversation here.

Ranked brokerage #4: The Tricoli Team, Keller Williams

If Palm Beach County had a speed dial, Jeff Tricoli would sit in the first slot. His Keller Williams team has guided more than 3,000 clients to the closing table in six years and logged about 340 sales in the past year, most between \$300k and \$800k.

Volume that high seldom pairs with white-glove care, yet the team still holds a 5.0 from more than 3,700 online reviews. Scan a few and you will spot the pattern: fast replies, straight talk, and offers that close above asking.

Their edge is process. Each listing appears on 100-plus websites, receives a 3-D tour, and hits a private buyer database before the first open house flag is planted. On the buy side, specialists preview homes daily and text video walk-throughs to clients who cannot step away from work.

Call the Tricoli Team when you own a mainstream home in Wellington, Royal Palm, or suburban Boynton and want it sold fast for top dollar. They treat a starter villa with the same urgency they

give a million-dollar pool home. For sellers and first-time buyers who crave certainty over ceremony, this is your bullpen ace.

Ranked brokerage #5: The Corcoran Group



Corcoran is Palm Beach real estate's elder statesman. The firm planted its flag on Royal Palm Way more than two decades ago and has since woven itself into island life. Veteran agents here often sell a home, then handle the same property again when the owners' children decide to cash out.

Institutional memory sets Corcoran apart. Need off-market insight on the North End? An agent can recite every sale on your street since the 1990s and identify which roofs are due for replacement. That depth paid off in 2024 when Corcoran brokers closed the \$150 million Tarpon Island estate, followed by a parade of \$20 million-plus mansions.

Service stays boutique. Listings receive glossy print spreads, curated buyer lists, and private previews that protect discretion. Buyers benefit from agents who can quietly float interest before a seller even considers the MLS.

If you value long relationships, generational insight, and negotiations carried out in hushed tones rather than headline blasts, Corcoran remains the island's trusted confidant.

Ranked brokerage #6: Premier Estate Properties

Premier Estate Properties distills luxury to its essence. The boutique refuses to list anything under one million dollars, which pushes its average sale price beyond three million and climbing. Last year star agent Margit Brandt alone closed more than \$300 million, as tracked by The Real Deal, placing her among the county's top producers.

That success comes from a laser-focused model. Each agent carries a slim portfolio, devotes white-glove attention to every showing, and taps Premier's exclusive Christie's International Real Estate channel to reach art-world buyers from London to Hong Kong. No public open houses, no blanket Zillow feeds—just targeted calls and discreet previews for vetted prospects.

Sellers praise the confidentiality. Buyers enjoy the off-market gems: a Boca beachfront tear-down whispered at coffee, a Delray Gulf Stream estate toured by twilight. If your property—or your wish list—starts with a seven-figure “1,” Premier delivers concierge service closer to private banking than traditional brokerage.

Ranked brokerage #7: Illustrated Properties, Keyes Family of Companies

Illustrated Properties shows that size can still feel local. Founded in Palm Beach in 1975 and now the flagship of the Keyes family, the brokerage fields more than 600 agents across 20 county offices, many serving the neighborhoods they grew up in.

That bench delivers results. The team logged about 5,000 closings last year, so they often know a buyer for your Westlake new build or PGA National resale before the sign goes up. For relocation clients, reach goes further: links to Leading Real Estate Companies of the World and Forbes Global Properties give every listing international lift with boutique-level support.

Choose Illustrated for data-rich neighborhood insight, a proven playbook for mid-range to upper-middle sales, and the stability of a firm that has thrived through every market cycle since 1975.



Ranked brokerage #8: Meyer Lucas Team, Compass Florida



Holly Meyer Lucas built her Compass team around a single promise: relocations without the headache. That focus resonates because about half her Jupiter-area clients buy sight unseen, from pro athletes to tech founders fleeing northern winters.

The numbers confirm the model. The team closed roughly \$100 million last year on about 60 transactions, delivering concierge attention to every buyer. Services include school introductions, vetted contractor lists, and a Sports & Entertainment division for high-profile moves.

Compass technology amplifies the care. Buyers browse AI-matched listings in a custom app, while sellers use Compass Concierge, which fronts cash for pre-sale upgrades at zero interest. The polish shows: the team holds a 5.0 on Google and Zillow across hundreds of reviews and has earned back-to-back Palm Beach Post “Best Team” honors.

If you are moving your family—or your batting average—to Jupiter, Abacoa, or Tequesta and want an agent who can land the house, enroll the kids, and schedule the moving truck in one call, Meyer Lucas is your shortcut to feeling like a local on day one.

Ranked brokerage #9: Christian Angle Real Estate

Christian Angle runs a one-man boutique that outperforms large franchises. In the latest Real Deal rankings, his solo shop logged \$673.4 million in on-market sales, a half-billion-dollar year from a single broker.

Angle works solely on the island of Palm Beach and knows every hedge-funder Georgian and Addison Mizner hidden behind sea-grape hedges. Because he carries a tight inventory, each listing receives personal stewardship: showings are staggered for privacy, offers arrive vetted, and negotiations move quickly because every decision goes straight to Angle.

Buyers come for the same reason sellers do: early access. Many trophy homes transact quietly, and Angle's decades of club, charity, and society ties often place a property before it appears online. If your dream address ends in "Via" or "Road" east of the Intracoastal, start your search with the broker who already knows when that gate code will change hands.

Ranked brokerage #10: One Sotheby's International Realty

One Sotheby's carries auction-house prestige onto Florida's Gold Coast. After absorbing a respected local firm, the brand opened offices on Worth Avenue and in Boca Raton, giving Palm Beach County sellers access to a global network of 25,000 colleagues and millions of high-net-worth collectors. Last year the county team closed about \$300 million, according to internal reporting.

That reach matters for niche assets. Think Bristol penthouses, Boca oceanfront condos, or architect-stamped mid-century gems. Sotheby's databases cross-match real estate with fine-art buyers, so a Manhattan client bidding on a Warhol might see your waterfront listing in the same inbox.

On the ground the experience stays polished yet personal. Agents manage fewer than a dozen listings at a time, stage with museum-grade photography, craft bilingual marketing for South American prospects, and coordinate white-glove virtual tours for overseas buyers on tight schedules.

Choose One Sotheby's when provenance is as important as price and you want your property—
or your search—to travel well beyond county lines without leaving local hands.

Compare the contenders at a glance



Brokerage / team	Agents	2023–2024 sales volume	Deals closed	Avg. online rating	Specialty snapshot
SquareFoot Homes	3	\$10 million+	16	4.7 ★	Gated-community guides
Echo Fine Properties	100+	\$500 million+	478	5.0 ★ (1,300+ reviews)	Luxury and family homes, North County
Douglas Elliman Florida	200+	Billions (multiple \$50 million–\$150 million trades)	n/a (many off-market)	Reputation based (UHNW referrals)	Ultra-luxury, NY ↔ FL pipeline
Tricoli Team (KW)	20+	\$170 million+	340+	5.0 ★ (3,700+ reviews)	High-volume mid-market
Corcoran Group	190+	\$1 billion+ (island focus)	n/a	5.0 ★ (private client surveys)	Palm Beach estate sales
Premier Estate Properties	~40	\$1 billion	<300	Referral based	\$1 million+ exclusives
Illustrated Properties	600+	\$3 billion+ (Keyes network)	5,000+	4.5–5 ★ (varies)	Full-spectrum, long-time locals
Meyer Lucas Team (Compass)	20+	\$100 million	~60	5.0 ★	Relocation, Jupiter/Tequesta
Christian Angle Real Estate	1	\$673.4 million	43	5.0 ★	Island trophy homes
One Sotheby's	50+	\$300 million+	~100	5.0 ★	Global luxury condos

Keep two questions in mind while you scan:

Do these numbers match your price band? Listing a \$600k Westlake home points you toward Illustrated or Tricoli, not a boutique that seldom works below \$5 million.

How much personal bandwidth do you need? A mega-team can flood the market quickly, while a solo specialist offers maximum privacy—ideal when discretion matters most.

Use the table as a first filter, then revisit the detailed write-ups to gauge culture. Your best-fit partner is probably waiting in the top few rows of the niche that matches your goals.

Conclusion

Choosing from ten strong options can feel like ordering dessert at a five-star buffet—everything looks good, but only one will truly hit the spot. If you want to narrow the field in minutes, look straight to the Best Real Estate Company in Palm Beach County to guide your choice.



First, lock in your price band. If you aim below \$1 million, focus on high-volume pros—think the Tricoli Team for suburban sellers or Illustrated Properties for county-wide reach. Boutique luxury firms rarely work at that level and add little value there.

Next, consider property type.

Waterfront or country-club luxury? Echo Fine Properties, Douglas Elliman, and Premier Estate Properties keep deep lists of boat owners and club members.

Gated family communities? SquareFoot Homes studies HOA fine print.

Condos with global appeal? One Sotheby's pushes listings to international feeder markets in real time.

Choose the specialist who already speaks your home's language.

Weigh speed versus privacy. Mega-teams like Tricoli can blanket the web within hours—ideal when time is money. Ultra-private sellers, perhaps moving a historic estate, should lean on Christian Angle or Corcoran, where quiet previews beat splashy ads.

Add relocation help if you are new to the ZIP code. The Meyer Lucas Team folds school guides, contractor lists, and social-club introductions into every deal, turning strangers into locals quickly.

Finally, test for chemistry. Interview at least two finalists. Ask how they would price your home or win a bidding war, then listen for specifics: recent comps, days-on-market averages, and negotiation wins. Detailed answers show mastery; vague hype is a cue to keep looking.

Follow this simple funnel—price, property type, exposure needs, relocation help, chemistry—and the right broker choice will surface naturally, no spreadsheet needed.