

## 2014 Second Quarter Analysis of Palm Beach Single-Family Homes

### TOWN OF PALM BEACH SINGLE-FAMILY HOME SALES

	2013		2014		Differential ('13 v. '14)	
No. of Sales 1st Quarter	36	31.6%	43	40.2%	7	19.4%
No. of Sales 2nd Quarter	78	68.4%	64	59.8%	-14	-17.9%
<b>Total No. of Sales</b>	<b>114</b>	<b>100.0%</b>	<b>107</b>	<b>100.0%</b>	<b>-7</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2013		2014		Differential ('12 v. '13)	
January	8	7.0%	17	15.9%	9	112.5%
February	9	7.9%	10	9.3%	1	11.1%
March	19	16.7%	16	15.0%	-3	-15.8%
April	19	16.7%	15	14.0%	-4	-21.1%
May	30	26.3%	22	20.6%	-8	-26.7%
June	29	25.4%	27	25.2%	-2	-6.9%
<b>Total No. of Sales</b>	<b>114</b>	<b>31.6%</b>	<b>107</b>	<b>40.2%</b>	<b>-7</b>	

### TOWN-WIDE

	2nd Quarter 2013	2nd Quarter 2014	2nd Qtr. Differential 2013 v. 2014	
No. of Sales	78	64	-14	-17.9%
Median Sales Price	\$2,437,500	\$ 2,975,000	\$ 537,500	22.1%
Average Sales Price	\$5,028,375	\$ 5,489,497	\$ 461,122	9.2%
Total Sales/Dollars	\$392,213,228	\$ 351,327,834	\$ (40,885,394)	-10.4%

### North Town of Palm Beach

	2nd Quarter 2013	2nd Quarter 2014	2nd Qtr. Differential 2013 v. 2014	
No. of Sales	49	34	-15	-30.6%
Median Sales Price	\$ 2,300,000	\$ 2,892,500	\$ 592,500	25.8%
Average Sales Price	\$ 4,525,652	\$ 3,695,838	\$ (829,814)	-18.3%
Total Sales/Dollars	\$ 221,756,972	\$ 125,658,500	\$ (96,098,472)	-43.3%

### Midtown Town of Palm Beach

	2nd Quarter 2013	2nd Quarter 2014	2nd Qtr. Differential 2013 v. 2014	
No. of Sales	16	11	-5	-31.3%
Median Sales Price	\$ 2,022,500	\$ 2,450,000	\$ 427,500	21.1%
Average Sales Price	\$ 2,416,486	\$ 3,898,780	\$ 1,482,294	61.3%
Total Sales/Dollars	\$ 38,663,781	\$ 42,886,579	\$ 4,222,798	10.9%

### South Town of Palm Beach

	2nd Quarter 2013	2nd Quarter 2014	2nd Qtr. Differential 2013 v. 2014	
No. of Sales	13	19	6	46.2%
Median Sales Price	\$ 9,035,800	\$ 6,550,000	\$ (2,485,800)	-27.5%
Average Sales Price	\$ 10,137,883	\$ 9,620,145	\$ (517,738)	-5.1%
Total Sales/Dollars	\$ 131,792,475	\$ 182,782,755	\$ 50,990,280	38.7%

### BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2013 Jan. thru Jun.		2014 Jan. thru Jun.		Differential ('13 v. '14) Jan. thru Jun.	
Sales \$20,000,000 and over	3	2.6%	6	5.6%	3	3.0%
Sales \$15,000,000 - \$19,999,999	3	2.6%	5	4.7%	2	2.0%
Sales \$10,000,000 - \$14,999,999	3	2.6%	5	4.7%	2	2.0%
Sales \$5,000,000 - \$9,999,999	23	20.2%	18	16.8%	-5	-3.4%
Sales \$2,500,000 - \$4,999,999	26	22.8%	31	29.0%	5	6.2%
Sales below \$2,500,000	56	49.1%	42	39.3%	-14	-9.9%
	<b>114</b>	<b>100.0%</b>	<b>107</b>	<b>100.0%</b>	<b>-7</b>	

### REO'S & CERTIFICATES OF TITLE (FORECLOSURE)/SINGLE-FAMILY HOME SALES

	2013	2014
1st Quarter	1/36 (2.8%)	1/43 (2.3%)
2nd Quarter	1/78 (1.3%)	0/64 (0.0%)
	<b>2/114 (1.76%)</b>	<b>1/107 (0.9%)</b>

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## 2014 Second Quarter Analysis of Palm Beach Condos/Co-Ops

### TOWN OF PALM BEACH CONDOS & CO-OPS SALES/UNITS

	2013		2014		Differential ('13 v. '14)	
No. of Sales 1st Quarter	73	34.6%	76	34.4%	3	30.0%
No. of Sales 2nd Quarter	138	65.4%	145	65.6%	7	70.0%
<b>Total No. of Sales</b>	<b>211</b>	<b>100.0%</b>	<b>221</b>	<b>100.0%</b>	<b>10</b>	

### MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2013		2014		Differential ('13 v. '14)	
January	19	9.0%	12	5.4%	-7	-36.8%
February	18	8.5%	17	7.7%	-1	-5.6%
March	36	17.1%	47	21.3%	11	30.6%
April	49	23.2%	51	23.1%	2	4.1%
May	51	24.2%	52	23.5%	1	2.0%
June	38	18.0%	42	19.0%	4	10.5%
<b>Total No. of Sales</b>	<b>211</b>	<b>100.0%</b>	<b>221</b>	<b>100.0%</b>	<b>10</b>	

### TOWN-WIDE

	2nd Quarter 2013	2nd Quarter 2014	2nd Qtr. Differential 2013 v. 2014	
No. of Sales	138	145	7	5.1%
Median Sales Price	\$600,000	\$ 540,000	\$ (60,000)	-10.0%
Average Sales Price	\$950,486	\$ 907,495	\$ (42,991)	-4.5%
Total Sales/Dollars	\$131,167,109	\$ 131,586,744	\$ 419,635	0.3%

### North of Sloan's Curve

	2nd Quarter 2013	2nd Quarter 2014	2nd Qtr. Differential 2013 v. 2014	
No. of Sales	52	63	11	21.2%
Median Sales Price	\$ 755,000	\$ 750,000	\$ (5,000)	-0.7%
Average Sales Price	\$ 1,563,654	\$ 1,350,029	\$ (213,625)	-13.7%
Total Sales/Dollars	\$ 81,310,009	\$ 85,051,841	\$ 3,741,832	4.6%

### South of Sloan's Curve

	2nd Quarter 2013	2nd Quarter 2014	2nd Qtr. Differential 2013 v. 2014	
No. of Sales	86	82	-4	-4.7%
Median Sales Price	\$ 457,500	\$ 392,500	\$ (65,000)	-14.2%
Average Sales Price	\$ 579,734	\$ 567,499	\$ (12,235)	-2.1%
Total Sales/Dollars	\$ 49,857,100	\$ 46,534,903	\$ (3,322,197)	-6.7%

### BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2013		2014		Differential ('13 v. '14)	
	Jan. thru Jun.		Jan. thru Jun.		Jan. thru Jun.	
Sales over \$3,000,000	4	1.9%	5	2.3%	1	0.4%
Sales \$2,000,000 - \$2,999,999	11	5.2%	16	7.2%	5	2.0%
Sales \$1,000,000 - \$1,999,999	25	11.8%	31	14.0%	6	2.2%
Sales \$500,000 - \$999,999	60	28.4%	58	26.2%	-2	-2.2%
Sales \$250,000 - \$499,999	53	25.1%	56	25.3%	3	0.2%
Sales below \$250,000	58	27.5%	55	24.9%	-3	-2.6%
<b>Total</b>	<b>211</b>	<b>100.0%</b>	<b>221</b>	<b>100.0%</b>	<b>10</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2013		2014		Differential ('13 v. '14)	
	Jan. thru Jun.		Jan. thru Jun.		Jan. thru Jun.	
All sales \$1,000,000 and over	40	19.0%	52	23.5%	12	4.6%
All sales under \$1,000,000	171	81.0%	169	76.5%	-2	-4.6%
<b>Total</b>	<b>211</b>	<b>100.0%</b>	<b>221</b>	<b>100.0%</b>	<b>10</b>	

### REO'S & CERTIFICATES OF TITLE (FORECLOSURE)/CONDOS & CO-OPS

	2013	2014
1st Quarter	2/73 (2.7%)	1/76 (1.3%)
2nd Quarter	3/138 (2.2%)	3/145 (2.1%)
<b>Total</b>	<b>5/211 (2.4%)</b>	<b>4/221 (1.8%)</b>

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