

4th
Quarter
2014

THE EVANS REPORT™



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2014 Fourth 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	18.5%	43	23.2%	7	19.4%
No. of Sales 2nd Quarter	81	41.5%	65	35.1%	-16	-19.8%
No. of Sales 3rd Quarter	39	20.0%	42	22.7%	3	7.7%
No. of Sales 4th Quarter	39	20.0%	35	18.9%	-4	-10.3%
Total No. of Sales	195	100%	185	100%	-10	

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2013		2014		Differential ('13 v. '14)	
January	8	4.1%	17	9.2%	9	112.5%
February	9	4.6%	10	5.4%	1	11.1%
March	19	9.7%	16	8.6%	-3	-15.8%
April	19	9.7%	15	8.1%	-4	-21.1%
May	30	15.4%	22	11.9%	-8	-26.7%
June	32	16.4%	28	15.1%	-4	-12.5%
July	12	6.2%	22	11.9%	10	83.3%
August	14	7.2%	7	3.8%	-7	-50.0%
September	13	6.7%	13	7.0%	0	0.0%
October	13	6.7%	14	7.6%	1	7.7%
November	13	6.7%	10	5.4%	-3	-23.1%
December	13	6.7%	11	5.9%	-2	-15.4%
Total No. of Sales	195	100.0%	185	100.0%	-10	

TOWN-WIDE

	4th Quarter 2013	4th Quarter 2014	4th Qtr. Differential 2013 v. 2014	
No. of Sales	38	35	-3	-7.9%
Median Sales Price	\$2,275,000	\$ 4,205,000	\$ 1,930,000	84.8%
Average Sales Price	\$3,776,832	\$ 5,546,671	\$ 1,769,839	46.9%
Total Sales/Dollars	\$143,519,609	\$ 194,133,500	\$ 50,613,891	35.3%

North Town of Palm Beach

	4th Quarter 2013	4th Quarter 2014	4th Qtr. Differential 2013 v. 2014	
No. of Sales	32	20	-12	-37.5%
Median Sales Price	\$ 2,225,000	\$ 3,337,900	\$ 1,112,900	50.0%
Average Sales Price	\$ 2,879,363	\$ 5,579,975	\$ 2,700,612	93.8%
Total Sales/Dollars	\$ 92,139,609	\$ 111,599,500	\$ 19,459,891	21.1%

Midtown Town of Palm Beach

	4th Quarter 2013	4th Quarter 2014	4th Qtr. Differential 2013 v. 2014	
No. of Sales	2	12	10	500.0%
Median Sales Price	\$ 1,497,500	\$ 4,252,500	\$ 2,755,000	184.0%
Average Sales Price	\$ 1,497,500	\$ 5,050,750	\$ 3,553,250	237.3%
Total Sales/Dollars	\$ 2,995,000	\$ 60,609,000	\$ 57,614,000	1923.7%

South Town of Palm Beach

	4th Quarter 2013	4th Quarter 2014	4th Qtr. Differential 2013 v. 2014	
No. of Sales	4	3	-1	-25.0%
Median Sales Price	\$ 7,745,000	\$ 8,125,000	\$ 380,000	4.9%
Average Sales Price	\$ 12,096,250	\$ 7,308,333	\$ (4,787,917)	-39.6%
Total Sales/Dollars	\$ 48,385,000	\$ 21,925,000	\$ (26,460,000)	-54.7%

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2013		2014		Differential ('13 v. '14)	
	Jan. thru Dec.		Jan. thru Dec.		Jan. thru Dec.	
Sales \$20,000,000 and over	4	2.1%	9	4.9%	5	2.8%
Sales \$15,000,000 - \$19,999,999	3	1.5%	6	3.2%	3	1.7%
Sales \$10,000,000 - \$14,999,999	5	2.6%	10	5.4%	5	2.8%
Sales \$5,000,000 - \$9,999,999	40	20.5%	37	20.0%	-3	-0.5%
Sales \$2,500,000 - \$4,999,999	46	23.6%	61	33.0%	15	9.4%
Sales below \$2,500,000	97	49.7%	62	33.5%	-35	-16.2%
	195	100.0%	185	100.0%	-10	

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

	2013	2014
1st Quarter	1/36 (2.8%)	1/43 (2.3%)
2nd Quarter	1/81 (1.2%)	0/65 (0.0%)
3rd Quarter	0/40 (0.0%)	1/42 (2.4%)
4th Quarter	0/38 (0.0%)	0/35 (0.0%)
	2/195 (1.0)	2/185 (1.1%)

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2014 Fourth 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	%	No. of Sales	%	No. of Sales	%
No. of Sales 1st Quarter	72	19.6%	77	21.6%	5	-41.7%
No. of Sales 2nd Quarter	140	38.0%	145	40.7%	5	-41.7%
No. of Sales 3rd Quarter	77	20.9%	64	18.0%	-13	108.3%
No. of Sales 4th Quarter	79	21.5%	70	19.7%	-9	75.0%
Total No. of Sales	368	100%	356	100%	-12	

MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2013		2014		Differential ('13 v. '14)	
	No. of Sales	%	No. of Sales	%	No. of Sales	%
January	19	5.2%	12	3.4%	-7	-36.8%
February	18	4.9%	18	5.1%	0	0.0%
March	35	9.5%	47	13.2%	12	34.3%
April	51	13.9%	51	14.3%	0	0.0%
May	51	13.9%	52	14.6%	1	2.0%
June	38	10.3%	42	11.8%	4	10.5%
July	34	9.2%	25	7.0%	-9	-26.5%
August	21	5.7%	25	7.0%	4	19.0%
September	22	6.0%	14	3.9%	-8	-36.4%
October	26	7.1%	27	7.6%	1	3.8%
November	29	7.9%	16	4.5%	-13	-44.8%
December	24	6.5%	27	7.6%	3	12.5%
Total No. of Sales	368	100%	356	100%	-12	

TOWN-WIDE

	4th Quarter 2013	4th Quarter 2014	4th Qtr. Differential 2013 v. 2014	
No. of Sales	79	70	-9	-11.4%
Median Sales Price	\$546,000	\$ 354,500	\$ (191,500)	-35.1%
Average Sales Price	\$775,323	\$ 825,604	\$ 50,281	6.5%
Total Sales/Dollars	\$61,250,525	\$ 57,792,263	\$ (3,458,262)	-5.6%

North of Sloan's Curve

	4th Quarter 2013	4th Quarter 2014	4th Qtr. Differential 2013 v. 2014	
No. of Sales	44	23	-21	-47.7%
Median Sales Price	\$ 665,000	\$ 700,000	\$ 35,000	5.3%
Average Sales Price	\$ 908,071	\$ 1,440,207	\$ 532,136	58.6%
Total Sales/Dollars	\$ 39,955,125	\$ 33,124,764	\$ (6,830,361)	-17.1%

South of Sloan's Curve

	4th Quarter 2013	4th Quarter 2014	4th Qtr. Differential 2013 v. 2014	
No. of Sales	35	47	12	34.3%
Median Sales Price	\$ 420,000	\$ 280,000	\$ (140,000)	-33.3%
Average Sales Price	\$ 608,440	\$ 524,840	\$ (83,600)	-13.7%
Total Sales/Dollars	\$ 21,295,400	\$ 24,667,499	\$ 3,372,099	15.8%

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2013		2014		Differential ('13 v. '14)	
	Jan. thru Dec.	%	Jan. thru Dec.	%	Jan. thru Dec.	%
Sales over \$3,000,000	11	3.0%	13	3.7%	2	0.7%
Sales \$2,000,000 - \$2,999,999	14	3.8%	23	6.5%	9	2.7%
Sales \$1,000,000 - \$1,999,999	48	13.0%	45	12.6%	-3	-0.4%
Sales \$500,000 - \$999,999	106	28.8%	92	25.8%	-14	-3.0%
Sales \$250,000 - \$499,999	93	25.3%	92	25.8%	-1	0.6%
Sales below \$250,000	96	26.1%	91	25.6%	-5	-0.5%
	368	100.0%	356	100.0%	-12	

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	73	19.8%	81	22.8%	8	2.9%
All sales under \$1,000,000	295	80.2%	275	77.2%	-20	-2.9%
Total	368	100.0%	356	100.0%	-12	

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