

## 2015 First Quarter Analysis of Palm Beach Single-Family Homes

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

	<u>2014</u>		<u>2015</u>		<u>Differential ('14 v. '15)</u>	
No. of Sales 1st Quarter	37	100.0%	43	100.0%	6	16.2%
<b>Total No. of Sales</b>	<b>37</b>	<b>100.0%</b>	<b>43</b>	<b>100.0%</b>	<b>6</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	<u>2014</u>		<u>2015</u>		<u>Differential ('14 v. '15)</u>	
January	17	45.9%	16	37.2%	-1	-5.9%
February	10	27.0%	10	23.3%	0	0.0%
March	10	27.0%	17	39.5%	7	70.0%
<b>Total No. of Sales</b>	<b>37</b>	<b>100.0%</b>	<b>43</b>	<b>100.0%</b>	<b>6</b>	

### TOWN-WIDE

	<u>1st Quarter 2014</u>	<u>1st Quarter 2015</u>	<u>1st Qtr. Differential 2014 v. 2015</u>	
No. of Sales	37	43	6	16.2%
Median Sales Price	\$ 2,800,000	\$ 4,045,000	\$ 1,245,000	44.5%
Average Sales Price	\$ 5,783,407	\$ 6,238,515	\$ 455,108	7.9%
Total Sales/Dollars	\$ 213,986,076	\$ 274,494,661	\$ 60,508,585	28.3%

### North Town of Palm Beach

	<u>1st Quarter 2014</u>	<u>1st Quarter 2015</u>	<u>Differential 2014 v. 2015</u>	
No. of Sales	19	23	4	21.1%
Median Sales Price	\$ 2,342,000	\$ 2,900,000	\$ 558,000	23.8%
Average Sales Price	\$ 2,931,988	\$ 4,052,279	\$ 1,120,291	38.2%
Total Sales/Dollars	\$ 55,707,778	\$ 93,202,411	\$ 37,494,633	67.3%

### Midtown Town of Palm Beach

	<u>1st Quarter 2014</u>	<u>1st Quarter 2015</u>	<u>Differential 2014 v. 2015</u>	
No. of Sales	9	9	0	0.0%
Median Sales Price	\$ 2,800,000	\$ 4,350,000	\$ 1,550,000	55.4%
Average Sales Price	\$ 6,786,667	\$ 4,134,325	\$ (2,652,342)	-39.1%
Total Sales/Dollars	\$ 61,080,000	\$ 41,343,250	\$ (19,736,750)	-32.3%

### South Town of Palm Beach

	<u>1st Quarter 2014</u>	<u>1st Quarter 2015</u>	<u>Differential 2014 v. 2015</u>	
No. of Sales	9	11	2	22.2%
Median Sales Price	\$ 4,975,000	\$ 5,750,000	\$ 775,000	15.6%
Average Sales Price	\$ 10,799,811	\$ 12,722,636	\$ 1,922,825	17.8%
Total Sales/Dollars	\$ 97,198,298	\$ 139,949,000	\$ 42,750,702	44.0%

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

	<u>2014</u>		<u>2015</u>		<u>Differential ('14 v. '15)</u>	
	<u>Jan. thru Mar.</u>		<u>Jan. thru Mar.</u>		<u>Jan. thru Mar.</u>	
Sales over \$20,000,000	3	8.1%	2	4.7%	-1	-3.5%
Sales \$15,000,000 - \$19,999,999	1	2.7%	0	0.0%	-1	-2.7%
Sales \$10,000,000 - \$14,999,999	1	2.7%	2	4.7%	1	1.9%
Sales \$5,000,000 - \$9,999,999	5	13.5%	12	27.9%	7	14.4%
Sales \$2,500,000 - \$4,999,999	9	24.3%	13	30.2%	4	5.9%
Sales below \$2,500,000	18	48.6%	14	32.6%	-4	-16.1%
	<b>37</b>	<b>100.0%</b>	<b>43</b>	<b>100.0%</b>	<b>6</b>	

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

1st Quarter	<u>2014</u> 0/37 (0.0%)	<u>2015</u> 0/43 (0.0%)
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*The data contained herein is for INFORMATIONAL PURPOSES ONLY. It has been obtained from a variety of sources and has not been independently verified. Leslie Robert Evans and Associates, P.A., makes no representations or warranties as to the accuracy of its contents.*

## 2015 First Quarter Analysis of Palm Beach Condos/Co-Ops

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

	2014		2015		Differential ('14 v. '15)	
No. of Sales 1st Quarter	65	100.0%	93	100.0%	28	43.1%
<b>Total No. of Sales</b>	<b>65</b>	<b>100.0%</b>	<b>93</b>	<b>100.0%</b>	<b>28</b>	

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

	2014		2015		Differential ('14 v. '15)	
January	12	18.5%	27	29.0%	15	125.0%
February	18	27.7%	21	22.6%	3	16.7%
March	35	53.8%	45	48.4%	10	28.6%
<b>Total No. of Sales</b>	<b>65</b>	<b>100.0%</b>	<b>93</b>	<b>100.0%</b>	<b>28</b>	

### TOWN-WIDE

	1st Quarter 2014	1st Quarter 2015	1st Qtr. Differential 2014 v. 2015	
No. of Sales	65	93	28	43.1%
Median Sales Price	\$450,000	\$ 615,000	\$ 165,000	36.7%
Average Sales Price	\$724,721	\$ 958,852	\$ 234,131	32.3%
Total Sales/Dollars	\$47,106,855	\$ 87,255,545	\$ 40,148,690	85.2%

### North of Sloan's Curve

	1st Quarter 2014	1st Quarter 2015	Differential 2014 v. 2015	
No. of Sales	31	40	9	29.0%
Median Sales Price	\$ 675,000	\$ 735,000	\$ 60,000	8.9%
Average Sales Price	\$ 995,074	\$ 1,187,918	\$ 192,844	19.4%
Total Sales/Dollars	\$ 30,847,300	\$ 45,140,900	\$ 14,293,600	46.3%

### South of Sloan's Curve

	1st Quarter 2014	1st Quarter 2015	Differential 2014 v. 2015	
No. of Sales	34	53	19	55.9%
Median Sales Price	\$ 282,500	\$ 525,000	\$ 242,500	85.8%
Average Sales Price	\$ 478,222	\$ 794,616	\$ 316,394	66.2%
Total Sales/Dollars	\$ 16,259,555	\$ 42,114,645	\$ 25,855,090	159.0%

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

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$3,000,000	1	1.5%	2	2.2%	1	0.6%
Sales \$2,000,000 - \$2,999,999	3	4.6%	8	8.6%	5	4.0%
Sales \$1,000,000 - \$1,999,999	9	13.8%	18	19.4%	9	5.5%
Sales \$500,000 - \$999,999	17	26.2%	23	24.7%	6	-1.4%
Sales \$250,000 - \$499,999	17	26.2%	25	26.9%	8	0.7%
Sales below \$250,000	18	27.7%	15	16.1%	-3	-11.6%
Sales with No Info on Purchase Price	0	0.0%	2	2.2%	2	2.2%
<b>Total</b>	<b>65</b>	<b>100.0%</b>	<b>93</b>	<b>100.0%</b>	<b>28</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
All sales \$1,000,000 and over	13	20.0%	28	30.1%	15	10.1%
All sales under \$1,000,000	52	80.0%	63	67.7%	11	-12.3%
Sales with No Info on Purchase Price	0	0.0%	2	2.2%	2	2.2%
<b>Total</b>	<b>65</b>	<b>100.0%</b>	<b>93</b>	<b>100.0%</b>	<b>28</b>	

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

	2014	2015
1st Quarter	0/65 (0.0%)	2/93 (2.1%)

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