

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

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

	2014		2015		Differential ('14 v. '15)	
No. of Sales 1st Quarter	43	40.2%	43	46.2%	0	0.0%
No. of Sales 2nd Quarter	64	59.8%	50	53.8%	-14	-21.9%
<b>Total No. of Sales</b>	<b>107</b>	<b>100.0%</b>	<b>93</b>	<b>100.0%</b>	<b>-14</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2014		2015		Differential ('14 v. '15)	
January	17	15.9%	16	17.2%	-1	-5.9%
February	10	9.3%	10	10.8%	0	0.0%
March	16	15.0%	17	18.3%	1	6.3%
April	15	14.0%	14	15.1%	-1	-6.7%
May	22	20.6%	15	16.1%	-7	-31.8%
June	27	25.2%	21	22.6%	-6	-22.2%
<b>Total No. of Sales</b>	<b>107</b>	<b>40.2%</b>	<b>93</b>	<b>46.2%</b>	<b>-14</b>	

### TOWN-WIDE

	2nd Quarter 2014	2nd Quarter 2015	2nd Qtr. Differential 2014 v. 2015	
No. of Sales	64	50	-14	-21.9%
Median Sales Price	\$2,975,000	\$ 3,375,000	\$ 400,000	13.4%
Average Sales Price	\$5,489,497	\$ 5,042,075	\$ (447,422)	-8.2%
Total Sales/Dollars	\$351,327,834	\$ 252,103,750	\$ (99,224,084)	-28.2%

### North Town of Palm Beach

	2nd Quarter 2014	2nd Quarter 2015	2nd Qtr. Differential 2014 v. 2015	
No. of Sales	34	26	-8	-23.5%
Median Sales Price	\$ 2,892,500	\$ 3,140,000	\$ 247,500	8.6%
Average Sales Price	\$ 3,695,838	\$ 4,442,842	\$ 747,004	20.2%
Total Sales/Dollars	\$ 125,658,500	\$ 115,513,900	\$ (10,144,600)	-8.1%

### Midtown Town of Palm Beach

	2nd Quarter 2014	2nd Quarter 2015	2nd Qtr. Differential 2014 v. 2015	
No. of Sales	11	13	2	18.2%
Median Sales Price	\$ 2,450,000	\$ 3,200,000	\$ 750,000	30.6%
Average Sales Price	\$ 3,898,780	\$ 3,812,123	\$ (86,657)	-2.2%
Total Sales/Dollars	\$ 42,886,579	\$ 49,557,600	\$ 6,671,021	15.6%

### South Town of Palm Beach

	2nd Quarter 2014	2nd Quarter 2015	2nd Qtr. Differential 2014 v. 2015	
No. of Sales	19	11	-8	-42.1%
Median Sales Price	\$ 6,550,000	\$ 4,350,000	\$ (2,200,000)	-33.6%
Average Sales Price	\$ 9,620,145	\$ 8,703,225	\$ (916,920)	-9.5%
Total Sales/Dollars	\$ 182,782,755	\$ 87,032,250	\$ (95,750,505)	-52.4%

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

	2014 Jan. thru Jun.		2015 Jan. thru Jun.		Differential ('14 v. '15) Jan. thru Jun.	
Sales \$20,000,000 and over	6	5.6%	3	3.2%	-3	-2.4%
Sales \$15,000,000 - \$19,999,999	5	4.7%	3	3.2%	-2	-1.4%
Sales \$10,000,000 - \$14,999,999	5	4.7%	4	4.3%	-1	-0.4%
Sales \$5,000,000 - \$9,999,999	18	16.8%	18	19.4%	0	2.5%
Sales \$2,500,000 - \$4,999,999	31	29.0%	37	39.8%	6	10.8%
Sales below \$2,500,000	42	39.3%	28	30.1%	-14	-9.1%
	<b>107</b>	<b>100.0%</b>	<b>93</b>	<b>100.0%</b>	<b>-14</b>	

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

	2014	2015
1st Quarter	1/43 (2.3%)	0/43 (0.0%)
2nd Quarter	0/64 (0.0%)	0/50 (0.0%)
	<u>1/107 (0.9%)</u>	<u>0/93 (0.0%)</u>

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## 2015 Second 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	76	34.4%	93	36.0%	17	45.9%
No. of Sales 2nd Quarter	145	65.6%	165	64.0%	20	54.1%
<b>Total No. of Sales</b>	<b>221</b>	<b>100.0%</b>	<b>258</b>	<b>100.0%</b>	<b>37</b>	

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

	2014		2015		Differential ('14 v. '15)	
January	12	5.4%	27	10.5%	15	125.0%
February	17	7.7%	21	8.1%	4	23.5%
March	47	21.3%	45	17.4%	-2	-4.3%
April	51	23.1%	63	24.4%	12	23.5%
May	52	23.5%	61	23.6%	9	17.3%
June	42	19.0%	41	15.9%	-1	-2.4%
<b>Total No. of Sales</b>	<b>221</b>	<b>100.0%</b>	<b>258</b>	<b>100.0%</b>	<b>37</b>	

### TOWN-WIDE

	2nd Quarter 2014	2nd Quarter 2015	2nd Qtr. Differential 2014 v. 2015	
No. of Sales	145	165	20	13.8%
Median Sales Price	\$540,000	\$ 665,000	\$ 125,000	23.1%
Average Sales Price	\$907,495	\$ 924,310	\$ 16,815	1.9%
Total Sales/Dollars	\$131,586,744	\$ 152,511,128	\$ 20,924,384	15.9%

### North of Sloan's Curve

	2nd Quarter 2014	2nd Quarter 2015	2nd Qtr. Differential 2014 v. 2015	
No. of Sales	63	72	9	14.3%
Median Sales Price	\$ 750,000	\$ 899,500	\$ 149,500	19.9%
Average Sales Price	\$ 1,350,029	\$ 1,209,133	\$ (140,896)	-10.4%
Total Sales/Dollars	\$ 85,051,841	\$ 87,057,580	\$ 2,005,739	2.4%

### South of Sloan's Curve

	2nd Quarter 2014	2nd Quarter 2015	2nd Qtr. Differential 2014 v. 2015	
No. of Sales	82	93	11	13.4%
Median Sales Price	\$ 392,500	\$ 475,000	\$ 82,500	21.0%
Average Sales Price	\$ 567,499	\$ 703,802	\$ 136,303	24.0%
Total Sales/Dollars	\$ 46,534,903	\$ 65,453,548	\$ 18,918,645	40.7%

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

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Jun.		Jan. thru Jun.		Jan. thru Jun.	
Sales over \$3,000,000	5	2.3%	6	2.3%	1	0.1%
Sales \$2,000,000 - \$2,999,999	16	7.2%	21	8.1%	5	0.9%
Sales \$1,000,000 - \$1,999,999	31	14.0%	48	18.6%	17	4.6%
Sales \$500,000 - \$999,999	58	26.2%	77	29.8%	19	3.6%
Sales \$250,000 - \$499,999	56	25.3%	64	24.8%	8	-0.5%
Sales below \$250,000	55	24.9%	42	16.3%	-13	-8.6%
<b>Total</b>	<b>221</b>	<b>100.0%</b>	<b>258</b>	<b>100.0%</b>	<b>37</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Jun.		Jan. thru Jun.		Jan. thru Jun.	
All sales \$1,000,000 and over	52	23.5%	75	29.1%	23	5.5%
All sales under \$1,000,000	169	76.5%	183	70.9%	14	-5.5%
<b>Total</b>	<b>221</b>	<b>100.0%</b>	<b>258</b>	<b>100.0%</b>	<b>37</b>	

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

	2014	2015
1st Quarter	1/76 (1.3%)	2/93 (2.2%)
2nd Quarter	3/145 (2.1%)	5/165 (3.0%)
	4/221 (1.8%)	7/258 (2.7%)

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