

## 2015 Third 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	29.1%	43	32.1%	0	0.0%
No. of Sales 2nd Quarter	64	43.2%	50	37.3%	-14	-21.9%
No. of Sales 3rd Quarter	41	27.7%	41	30.6%	0	0.0%
<b>Total No. of Sales</b>	<b>148</b>	<b>100%</b>	<b>134</b>	<b>100%</b>	<b>-14</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2014		2015		Differential ('14 v. '15)	
January	17	11.5%	16	11.9%	-1	-5.9%
February	10	6.8%	10	7.5%	0	0.0%
March	16	10.8%	17	12.7%	1	6.3%
April	15	10.1%	14	10.4%	-1	-6.7%
May	22	14.9%	15	11.2%	-7	-31.8%
June	27	18.2%	21	15.7%	-6	-22.2%
July	22	14.9%	18	13.4%	-4	-18.2%
August	7	4.7%	11	8.2%	4	57.1%
September	12	8.1%	12	9.0%	0	0.0%
<b>Total No. of Sales</b>	<b>148</b>	<b>100%</b>	<b>134</b>	<b>100%</b>	<b>-14</b>	

### TOWN-WIDE

	3rd Quarter 2014	3rd Quarter 2015	3rd Qtr. Differential 2014 v. 2015	
No. of Sales	41	41	0	0.0%
Median Sales Price	\$3,375,800	\$ 3,775,000	\$ 399,200	11.8%
Average Sales Price	\$5,193,882	\$ 5,899,494	\$ 705,612	13.6%
Total Sales/Dollars	\$212,949,146	\$ 241,879,241	\$ 28,930,095	13.6%

### North Town of Palm Beach

	3rd Quarter 2014	3rd Quarter 2015	3rd Qtr. Differential 2014 v. 2015	
No. of Sales	20	19	-1	-5.0%
Median Sales Price	\$ 3,337,900	\$ 3,115,850	\$ (222,050)	-6.7%
Average Sales Price	\$ 5,005,958	\$ 4,721,519	\$ (284,439)	-5.7%
Total Sales/Dollars	\$ 100,119,162	\$ 89,708,861	\$ (10,410,301)	-10.4%

### Midtown Town of Palm Beach

	3rd Quarter 2014	3rd Quarter 2015	3rd Qtr. Differential 2014 v. 2015	
No. of Sales	12	13	1	8.3%
Median Sales Price	\$ 3,025,000	\$ 3,900,000	\$ 875,000	28.9%
Average Sales Price	\$ 3,957,426	\$ 4,268,683	\$ 311,257	7.9%
Total Sales/Dollars	\$ 47,489,109	\$ 55,492,880	\$ 8,003,771	16.9%

### South Town of Palm Beach

	3rd Quarter 2014	3rd Quarter 2015	3rd Qtr. Differential 2014 v. 2015	
No. of Sales	9	9	0	0.0%
Median Sales Price	\$ 7,500,000	\$ 13,167,500	\$ 5,667,500	75.6%
Average Sales Price	\$ 7,260,097	\$ 10,741,944	\$ 3,481,847	48.0%
Total Sales/Dollars	\$ 65,340,875	\$ 96,677,500	\$ 31,336,625	48.0%

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

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Sept.		Jan. thru Sept.		Jan. thru Sept.	
Sales \$20,000,000 and over	8	5.4%	4	3.0%	-4	-2.4%
Sales \$15,000,000 - \$19,999,999	5	3.4%	7	5.2%	2	1.8%
Sales \$10,000,000 - \$14,999,999	8	5.4%	7	5.2%	-1	-0.2%
Sales \$5,000,000 - \$9,999,999	25	16.9%	27	20.1%	2	3.3%
Sales \$2,500,000 - \$4,999,999	46	31.1%	51	38.1%	5	7.0%
Sales below \$2,500,000	56	37.8%	38	28.4%	-18	-9.5%
	<b>148</b>	<b>100.0%</b>	<b>134</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%)
3rd Quarter	1/64 (0.0%)	0/41 (0.0%)
	<b>2/148 (1.4%)</b>	<b>0/134 (0.0%)</b>

## 2015 Third 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	%	No. of Sales	%	No. of Sales	%
No. of Sales 1st Quarter	76	26.9%	93	27.5%	17	30.9%
No. of Sales 2nd Quarter	145	51.2%	165	48.8%	20	36.4%
No. of Sales 3rd Quarter	62	21.9%	80	23.7%	18	32.7%
<b>Total No. of Sales</b>	<b>283</b>	<b>100%</b>	<b>338</b>	<b>100%</b>	<b>55</b>	

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

	2014		2015		Differential ('14 v. '15)	
	No. of Sales	%	No. of Sales	%	No. of Sales	%
January	12	4.2%	27	8.0%	15	125.0%
February	17	6.0%	21	6.2%	4	23.5%
March	47	16.6%	45	13.3%	-2	-4.3%
April	51	18.0%	63	18.6%	12	23.5%
May	52	18.4%	61	18.0%	9	17.3%
June	42	14.8%	41	12.1%	-1	-2.4%
July	25	8.8%	30	8.9%	5	20.0%
August	25	8.8%	22	6.5%	-3	-12.0%
September	12	4.2%	28	8.3%	16	133.3%
<b>Total No. of Sales</b>	<b>283</b>	<b>1</b>	<b>338</b>	<b>1</b>	<b>55</b>	

### TOWN-WIDE

	3rd Quarter 2014	3rd Quarter 2015	3rd Qtr. Differential 2014 v. 2015	
No. of Sales	62	80	18	29.0%
Median Sales Price	\$523,000	\$ 625,000	\$ 102,000	19.5%
Average Sales Price	\$963,493	\$ 1,031,854	\$ 68,361	7.1%
Total Sales/Dollars	\$59,736,575	\$ 82,548,295	\$ 22,811,720	38.2%

### North of Sloan's Curve

	3rd Quarter 2014	3rd Quarter 2015	3rd Qtr. Differential 2014 v. 2015	
No. of Sales	30	37	7	23.3%
Median Sales Price	\$ 607,500	\$ 1,150,000	\$ 542,500	89.3%
Average Sales Price	\$ 1,106,903	\$ 1,340,742	\$ 233,839	21.1%
Total Sales/Dollars	\$ 33,207,075	\$ 49,607,436	\$ 16,400,361	49.4%

### South of Sloan's Curve

	3rd Quarter 2014	3rd Quarter 2015	3rd Qtr. Differential 2014 v. 2015	
No. of Sales	32	43	11	34.4%
Median Sales Price	\$ 455,000	\$ 400,000	\$ (55,000)	-12.1%
Average Sales Price	\$ 829,047	\$ 766,066	\$ (62,981)	-7.6%
Total Sales/Dollars	\$ 26,529,500	\$ 32,940,859	\$ 6,411,359	24.2%

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

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Sept.	%	Jan. thru Sept.	%	Jan. thru Sept.	%
Sales over \$3,000,000	10	3.5%	10	3.0%	0	-0.5%
Sales \$2,000,000 - \$2,999,999	20	7.1%	31	9.3%	11	2.2%
Sales \$1,000,000 - \$1,999,999	35	12.4%	64	19.2%	29	6.8%
Sales \$500,000 - \$999,999	78	27.6%	88	26.3%	10	-1.2%
Sales \$250,000 - \$499,999	73	25.8%	83	24.9%	10	-0.9%
Sales below \$250,000	67	23.7%	58	17.4%	-9	-6.3%
<b>Total</b>	<b>283</b>	<b>100.0%</b>	<b>334[4 N/A]</b>	<b>100.0%</b>	<b>51 [4 N/A]</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Sept.	%	Jan. thru Sept.	%	Jan. thru Sept.	%
All sales \$1,000,000 and over	65	23.0%	105	31.4%	40	8.5%
All sales under \$1,000,000	218	77.0%	229	68.6%	11	-8.5%
<b>Total</b>	<b>283</b>	<b>100.0%</b>	<b>334[4 N/A]</b>	<b>100.0%</b>	<b>51 [4 N/A]</b>	

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