

2015 Fourth 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	23.2%	43	27.0%	0	0.0%
No. of Sales 2nd Quarter	65	35.1%	50	31.4%	-15	-23.1%
No. of Sales 3rd Quarter	42	22.7%	41	25.8%	-1	-2.4%
No. of Sales 4th Quarter	35	18.9%	25	15.7%	-10	-28.6%
Total No. of Sales	185	100%	159	100%	-26	

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2014		2015		Differential ('14 v. '15)	
January	17	9.2%	16	10.1%	-1	-5.9%
February	10	5.4%	10	6.3%	0	0.0%
March	16	8.6%	17	10.7%	1	6.3%
April	15	8.1%	14	8.8%	-1	-6.7%
May	22	11.9%	15	9.4%	-7	-31.8%
June	28	15.1%	21	13.2%	-7	-25.0%
July	22	11.9%	18	11.3%	-4	-18.2%
August	7	3.8%	11	6.9%	4	57.1%
September	13	7.0%	12	7.5%	-1	-7.7%
October	14	7.6%	9	5.7%	-5	-35.7%
November	10	5.4%	8	5.0%	-2	-20.0%
December	11	5.9%	8	5.0%	-3	-27.3%
Total No. of Sales	185	100%	159	100%	-26	

TOWN-WIDE

	4th Quarter 2014	4th Quarter 2015	4th Qtr. Differential 2014 v. 2015	
No. of Sales	35	25	-10	-28.6%
Median Sales Price	\$4,205,000	\$ 4,516,000	\$ 311,000	7.4%
Average Sales Price	\$5,546,671	\$ 6,634,332	\$ 1,087,661	19.6%
Total Sales/Dollars	\$194,133,500	\$ 165,858,293	\$ (28,275,207)	-14.6%

North Town of Palm Beach

	4th Quarter 2014	4th Quarter 2015	4th Qtr. Differential 2014 v. 2015	
No. of Sales	20	13	-7	-35.0%
Median Sales Price	\$ 3,337,900	\$ 4,800,000	\$ 1,462,100	43.8%
Average Sales Price	\$ 5,579,975	\$ 8,422,538	\$ 2,842,563	50.9%
Total Sales/Dollars	\$ 111,599,500	\$ 109,492,993	\$ (2,106,507)	-1.9%

Midtown Town of Palm Beach

	4th Quarter 2014	4th Quarter 2015	4th Qtr. Differential 2014 v. 2015	
No. of Sales	12	8	-4	-33.3%
Median Sales Price	\$ 4,252,500	\$ 4,700,000	\$ 447,500	10.5%
Average Sales Price	\$ 5,050,750	\$ 4,864,688	\$ (186,062)	-3.7%
Total Sales/Dollars	\$ 60,609,000	\$ 38,893,500	\$ (21,715,500)	-35.8%

South Town of Palm Beach

	4th Quarter 2014	4th Quarter 2015	4th Qtr. Differential 2014 v. 2015	
No. of Sales	3	4	1	33.3%
Median Sales Price	\$ 8,125,000	\$ 2,910,900	\$ (5,214,100)	-64.2%
Average Sales Price	\$ 7,308,333	\$ 4,367,950	\$ (2,940,383)	-40.2%
Total Sales/Dollars	\$ 21,925,000	\$ 17,471,800	\$ (4,453,200)	-20.3%

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Dec.		Jan. thru Dec.		Jan. thru Dec.	
Sales \$20,000,000 and over	9	4.9%	5	3.1%	-4	-44.4%
Sales \$15,000,000 - \$19,999,999	6	3.2%	8	5.0%	2	33.3%
Sales \$10,000,000 - \$14,999,999	10	5.4%	10	6.3%	0	0.0%
Sales \$5,000,000 - \$9,999,999	37	20.0%	32	20.1%	-5	-13.5%
Sales \$2,500,000 - \$4,999,999	61	33.0%	63	39.6%	2	3.3%
Sales below \$2,500,000	62	33.5%	41	25.8%	-21	-33.9%
	185	100.0%	159	100.0%	-26	

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

	2014	2015
1st Quarter	1/43 (2.3%)	0/43 (0.0%)
2nd Quarter	0/65 (0.0%)	0/50 (0.0%)
3rd Quarter	1/42 (4.2%)	0/41 (0.0%)
4th Quarter	0/35 (0.0%)	0/25 (0.0%)
	2/185 (1.1%)	0/159 (0.0%)

2015 Fourth 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	77	21.6%	93	22.6%	16	20.8%
No. of Sales 2nd Quarter	145	40.7%	165	40.0%	20	13.8%
No. of Sales 3rd Quarter	64	18.0%	80	19.4%	16	25.0%
No. of Sales 4th Quarter	70	19.7%	74	18.0%	4	5.7%
Total No. of Sales	356	100%	412	100%	56	

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	3.4%	27	6.6%	15	125.0%
February	18	5.1%	21	5.1%	3	16.7%
March	47	13.2%	45	10.9%	-2	-4.3%
April	51	14.3%	63	15.3%	12	23.5%
May	52	14.6%	61	14.8%	9	17.3%
June	42	11.8%	41	10.0%	-1	-2.4%
July	25	7.0%	30	7.3%	5	20.0%
August	25	7.0%	22	5.3%	-3	-12.0%
September	14	3.9%	28	6.8%	14	100.0%
October	27	7.6%	22	5.3%	-5	-18.5%
November	16	4.5%	26	6.3%	10	62.5%
December	27	7.6%	26	6.3%	-1	-3.7%
Total No. of Sales	356	100.0%	412	100.0%	56	

TOWN-WIDE

	4th Quarter 2014	4th Quarter 2015	4th Qtr. Differential 2014 v. 2015	
No. of Sales	70	74	4	5.7%
Median Sales Price	\$354,500	\$ 426,250	\$ 71,750	20.2%
Average Sales Price	\$825,604	\$ 667,950	\$ (157,654)	-19.1%
Total Sales/Dollars	\$57,792,263	\$ 49,428,284	\$ (8,363,979)	-14.5%

North of Sloan's Curve

	4th Quarter 2014	4th Quarter 2015	4th Qtr. Differential 2014 v. 2015	
No. of Sales	23	32	9	39.1%
Median Sales Price	\$ 700,000	\$ 637,500	\$ (62,500)	-8.9%
Average Sales Price	\$ 1,440,207	\$ 865,322	\$ (574,885)	-39.9%
Total Sales/Dollars	\$ 33,124,764	\$ 27,690,309	\$ (5,434,455)	-16.4%

South of Sloan's Curve

	4th Quarter 2014	4th Quarter 2015	4th Qtr. Differential 2014 v. 2015	
No. of Sales	47	42	-5	-10.6%
Median Sales Price	\$ 280,000	\$ 380,000	\$ 100,000	35.7%
Average Sales Price	\$ 524,840	\$ 517,571	\$ (7,269)	-1.4%
Total Sales/Dollars	\$ 24,667,499	\$ 21,737,975	\$ (2,929,524)	-11.9%

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Dec.	%	Jan. thru Dec.	%	Jan. thru Dec.	%
Sales over \$3,000,000	13	3.7%	11	2.7%	-2	
Sales \$2,000,000 - \$2,999,999	23	6.5%	35	8.6%	12	
Sales \$1,000,000 - \$1,999,999	45	12.6%	70	17.2%	25	
Sales \$500,000 - \$999,999	92	25.8%	109	26.7%	17	
Sales \$250,000 - \$499,999	92	25.8%	107	26.2%	15	
Sales below \$250,000	91	25.6%	76	18.6%	-15	
	356	100.0%	408[4 N/A]	100.0%	52 [4 N/A]	

SALES GROUPINGS/CONDOS & CO-OPS

	2014		2015		Differential ('14 v. '15)	
	Jan. thru Dec.	%	Jan. thru Dec.	%	Jan. thru Dec.	%
All sales \$1,000,000 and over	81	22.8%	116	28.4%	35	
All sales under \$1,000,000	275	77.2%	292	71.6%	17	
Total	356	100.0%	408[4 N/A]	100.0%	52 [4 N/A]	

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