

2016 First Quarter Analysis of Palm Beach Single-Family Homes

TOWN OF PALM BEACH SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
No. of Sales 1st Quarter	43	100.0%	34	100.0%	-9	-20.9%
Total No. of Sales	43	100.0%	34	100.0%	-9	

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
January	16	37.2%	10	29.4%	-6	-37.5%
February	10	23.3%	15	44.1%	5	50.0%
March	17	39.5%	9	26.5%	-8	-47.1%
Total No. of Sales	43	100.0%	34	100.0%	-9	

TOWN-WIDE

	1st Quarter 2015	1st Quarter 2016	1st Qtr. Differential 2015 v. 2016	
No. of Sales	43	34	-9	-20.9%
Median Sales Price	\$ 4,045,000	\$ 3,992,500	\$ (52,500)	-1.3%
Average Sales Price	\$ 6,238,515	\$ 7,383,833	\$ 1,145,318	18.4%
Total Sales/Dollars	\$ 274,494,661	\$ 251,050,337	\$ (23,444,324)	-8.5%

North Town of Palm Beach

	1st Quarter 2015	1st Quarter 2016	Differential 2015 v. 2016	
No. of Sales	23	23	0	0.0%
Median Sales Price	\$ 2,900,000	\$ 3,250,000	\$ 350,000	12.1%
Average Sales Price	\$ 4,052,279	\$ 6,721,407	\$ 2,669,128	65.9%
Total Sales/Dollars	\$ 93,202,411	\$ 154,592,362	\$ 61,389,951	65.9%

Midtown Town of Palm Beach

	1st Quarter 2015	1st Quarter 2016	Differential 2015 v. 2016	
No. of Sales	9	4	-5	-55.6%
Median Sales Price	\$ 4,350,000	\$ 2,700,000	\$ (1,650,000)	-37.9%
Average Sales Price	\$ 4,134,325	\$ 3,837,500	\$ (296,825)	-7.2%
Total Sales/Dollars	\$ 41,343,250	\$ 15,350,000	\$ (25,993,250)	-62.9%

South Town of Palm Beach

	1st Quarter 2015	1st Quarter 2016	Differential 2015 v. 2016	
No. of Sales	11	7	-4	-36.4%
Median Sales Price	\$ 5,750,000	\$ 8,940,000	\$ 3,190,000	55.5%
Average Sales Price	\$ 12,722,636	\$ 11,586,854	\$ (1,135,782)	-8.9%
Total Sales/Dollars	\$ 139,949,000	\$ 81,107,975	\$ (58,841,025)	-42.0%

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$20,000,000	2	4.7%	3	8.8%	1	4.2%
Sales \$15,000,000 - \$19,999,999	0	0.0%	1	2.9%	1	2.9%
Sales \$10,000,000 - \$14,999,999	2	4.7%	2	5.9%	0	1.2%
Sales \$5,000,000 - \$9,999,999	12	27.9%	10	29.4%	-2	1.5%
Sales \$2,500,000 - \$4,999,999	13	30.2%	10	29.4%	-3	-0.8%
Sales below \$2,500,000	14	32.6%	8	23.5%	-6	-9.0%
	43	100.0%	34	100.0%	-9	

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

	2015	2016
1st Quarter	0/43 (0.0%)	0/34 (0.0%)

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.

2016 First Quarter Analysis of Palm Beach Condos/Co-Ops

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

	2015		2016		Differential ('15 v. '16)	
No. of Sales 1st Quarter	93	100.0%	78	100.0%	-15	-16.1%
Total No. of Sales	93	100.0%	78	100.0%	-15	

MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2015		2016		Differential ('15 v. '16)	
January	27	29.0%	22	28.2%	-5	-18.5%
February	21	22.6%	21	26.9%	0	0.0%
March	45	48.4%	35	44.9%	-10	-22.2%
Total No. of Sales	93	100.0%	78	100.0%	-15	

TOWN-WIDE

	1st Quarter 2015	1st Quarter 2016	1st Qtr. Differential 2015 v. 2016	
No. of Sales	93	78	-15	-16.1%
Median Sales Price	\$615,000	\$ 533,750	\$ (81,250)	-13.2%
Average Sales Price	\$958,852	\$ 775,304	\$ (183,548)	-19.1%
Total Sales/Dollars	\$87,255,545	\$ 60,473,724	\$ (26,781,821)	-30.7%

North of Sloan's Curve

	1st Quarter 2015	1st Quarter 2016	Differential 2015 v. 2016	
No. of Sales	40	29	-11	-27.5%
Median Sales Price	\$ 735,000	\$ 760,000	\$ 25,000	3.4%
Average Sales Price	\$ 1,187,918	\$ 938,893	\$ (249,025)	-21.0%
Total Sales/Dollars	\$ 45,140,900	\$ 27,227,900	\$ (17,913,000)	-39.7%

South of Sloan's Curve

	1st Quarter 2015	1st Quarter 2016	Differential 2015 v. 2016	
No. of Sales	53	49	-4	-7.5%
Median Sales Price	\$ 525,000	\$ 425,000	\$ (100,000)	-19.0%
Average Sales Price	\$ 794,616	\$ 678,486	\$ (116,130)	-14.6%
Total Sales/Dollars	\$ 42,114,645	\$ 33,245,824	\$ (8,868,821)	-21.1%

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$3,000,000	2	2.2%	1	1.3%	-1	-0.9%
Sales \$2,000,000 - \$2,999,999	8	8.6%	4	5.1%	-4	-3.5%
Sales \$1,000,000 - \$1,999,999	18	19.4%	15	19.2%	-3	-0.1%
Sales \$500,000 - \$999,999	23	24.7%	23	29.5%	0	4.8%
Sales \$250,000 - \$499,999	25	26.9%	20	25.6%	-5	-1.2%
Sales below \$250,000	15	16.1%	15	19.2%	0	3.1%
Sales with No Info on Purchase Price	2	2.2%	0	0.0%	-2	-2.2%
Total	93	100.0%	78	100.0%	-15	

SALES GROUPINGS/CONDOS & CO-OPS

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
All sales \$1,000,000 and over	28	30.1%	20	25.6%	-8	-4.5%
All sales under \$1,000,000	63	67.7%	58	74.4%	-5	6.6%
Sales with No Info on Purchase Price	2	2.2%	0	0.0%	-2	-2.2%
Total	93	100.0%	78	100.0%	-15	

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

	2015	2016
1st Quarter	2/93 (2.1%)	4/78 (5.1%)

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