



2016 Second 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	46.2%	35	43.8%	-8	-18.6%
No. of Sales 2nd Quarter	50	53.8%	45	56.3%	-5	-10.0%
Total No. of Sales	93	100.0%	80	100.0%	-13	

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
January	16	17.2%	10	12.5%	-6	-37.5%
February	10	10.8%	16	20.0%	6	60.0%
March	17	18.3%	9	11.3%	-8	-47.1%
April	14	15.1%	11	13.8%	-3	-21.4%
May	15	16.1%	15	18.8%	0	0.0%
June	21	22.6%	19	23.8%	-2	-9.5%
Total No. of Sales	93	46.2%	80	43.8%	-13	

TOWN-WIDE

	2nd Quarter 2015	2nd Quarter 2016	2nd Qtr. Differential 2015 v. 2016	
No. of Sales	50	45	-5	-10.0%
Median Sales Price	\$3,375,000	\$ 4,000,000	\$ 625,000	18.5%
Average Sales Price	\$5,042,075	\$ 6,216,056	\$ 1,173,981	23.3%
Total Sales/Dollars	\$252,103,750	\$ 279,722,499	\$ 27,618,749	11.0%

North Town of Palm Beach

	2nd Quarter 2015	2nd Quarter 2016	2nd Qtr. Differential 2015 v. 2016	
No. of Sales	26	29	3	11.5%
Median Sales Price	\$ 3,140,000	\$ 3,800,000	\$ 660,000	21.0%
Average Sales Price	\$ 4,442,842	\$ 5,313,654	\$ 870,812	19.6%
Total Sales/Dollars	\$ 115,513,900	\$ 154,095,967	\$ 38,582,067	33.4%

Midtown Town of Palm Beach

	2nd Quarter 2015	2nd Quarter 2016	2nd Qtr. Differential 2015 v. 2016	
No. of Sales	13	9	-4	-30.8%
Median Sales Price	\$ 3,200,000	\$ 2,825,000	\$ (375,000)	-11.7%
Average Sales Price	\$ 3,812,123	\$ 4,364,059	\$ 551,936	14.5%
Total Sales/Dollars	\$ 49,557,600	\$ 39,276,532	\$ (10,281,068)	-20.7%

South Town of Palm Beach

	2nd Quarter 2015	2nd Quarter 2016	2nd Qtr. Differential 2015 v. 2016	
No. of Sales	11	7	-4	-36.4%
Median Sales Price	\$ 4,350,000	\$ 8,950,000	\$ 4,600,000	105.7%
Average Sales Price	\$ 8,703,225	\$ 8,635,000	\$ (68,225)	-0.8%
Total Sales/Dollars	\$ 87,032,250	\$ 86,350,000	\$ (682,250)	-0.8%

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2015 Jan. thru Jun.		2016 Jan. thru Jun.		Differential ('15 v. '16) Jan. thru Jun.	
Sales \$20,000,000 and over	3	3.2%	5	6.3%	2	3.0%
Sales \$15,000,000 - \$19,999,999	3	3.2%	1	1.3%	-2	-2.0%
Sales \$10,000,000 - \$14,999,999	4	4.3%	7	8.8%	3	4.4%
Sales \$5,000,000 - \$9,999,999	18	19.4%	20	25.0%	2	5.6%
Sales \$2,500,000 - \$4,999,999	37	39.8%	29	36.3%	-8	-3.5%
Sales below \$2,500,000	28	30.1%	18	22.5%	-10	-7.6%
	93	100.0%	80	100.0%	-13	

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

	2015	2016
1st Quarter	0/43 (0.0%)	0/35 (0.0%)
2nd Quarter	0/50 (0.0%)	0/45 (0.0%)
	0/93 (0.0%)	0/80 (0.0%)

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2016 Second 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	36.0%	78	39.4%	-15	-16.1%
No. of Sales 2nd Quarter	165	64.0%	120	60.6%	-45	-27.3%
Total No. of Sales	258	100.0%	198	100.0%	-60	

MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2015		2016		Differential ('15 v. '16)	
January	27	10.5%	22	11.1%	-5	-18.5%
February	21	8.1%	21	10.6%	0	0.0%
March	45	17.4%	35	17.7%	-10	-22.2%
April	63	24.4%	40	20.2%	-23	-36.5%
May	61	23.6%	43	21.7%	-18	-29.5%
June	41	15.9%	37	18.7%	-4	-9.8%
Total No. of Sales	258	100.0%	198	100.0%	-60	

TOWN-WIDE

	2nd Quarter 2015	2nd Quarter 2016	2nd Qtr. Differential 2015 v. 2016	
No. of Sales	165	120	-45	-27.3%
Median Sales Price	\$665,000	\$ 516,500	\$ (148,500)	-22.3%
Average Sales Price	\$924,310	\$ 999,635	\$ 75,325	8.1%
Total Sales/Dollars	\$152,511,128	\$ 119,956,178	\$ (32,554,950)	-21.3%

North of Sloan's Curve

	2nd Quarter 2015	2nd Quarter 2016	2nd Qtr. Differential 2015 v. 2016	
No. of Sales	72	41	-31	-43.1%
Median Sales Price	\$ 899,500	\$ 735,000	\$ (164,500)	-18.3%
Average Sales Price	\$ 1,209,133	\$ 1,617,406	\$ 408,273	33.8%
Total Sales/Dollars	\$ 87,057,580	\$ 66,313,649	\$ (20,743,931)	-23.8%

South of Sloan's Curve

	2nd Quarter 2015	2nd Quarter 2016	2nd Qtr. Differential 2015 v. 2016	
No. of Sales	93	79	-14	-15.1%
Median Sales Price	\$ 475,000	\$ 480,000	\$ 5,000	1.1%
Average Sales Price	\$ 703,802	\$ 679,019	\$ (24,783)	-3.5%
Total Sales/Dollars	\$ 65,453,548	\$ 53,642,529	\$ (11,811,019)	-18.0%

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2015 Jan. thru Jun.		2016 Jan. thru Jun.		Differential ('15 v. '16) Jan. thru Jun.	
Sales over \$3,000,000	6	2.3%	7	2.7%	1	0.4%
Sales \$2,000,000 - \$2,999,999	21	8.1%	11	4.3%	-10	-3.9%
Sales \$1,000,000 - \$1,999,999	48	18.6%	32	12.4%	-16	-6.2%
Sales \$500,000 - \$999,999	77	29.8%	56	21.7%	-21	-8.1%
Sales \$250,000 - \$499,999	64	24.8%	61	23.6%	-3	-1.2%
Sales below \$250,000	42	16.3%	31	12.0%	-11	-4.3%
	258	100.0%	198	76.7%	-60	

SALES GROUPINGS/CONDOS & CO-OPS

	2015 Jan. thru Jun.		2016 Jan. thru Jun.		Differential ('15 v. '16) Jan. thru Jun.	
All sales \$1,000,000 and over	75	29.1%	50	19.4%	-25	-9.7%
All sales under \$1,000,000	183	70.9%	148	57.4%	-35	-13.6%
Total	258	100.0%	198	76.7%	-60	

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

	2015	2016
1st Quarter	2/93 (2.2%)	4/78 (5.1%)
2nd Quarter	5/165 (3.0%)	1/120 (0.8%)
	7/258 (2.7%)	5/198 (2.5%)

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