

2016 Fourth 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	27.0%	35	26.9%	-8	-18.6%
No. of Sales 2nd Quarter	50	31.4%	46	35.4%	-4	-8.0%
No. of Sales 3rd Quarter	41	25.8%	28	21.5%	-13	-31.7%
No. of Sales 4th Quarter	25	15.7%	21	16.2%	-4	-16.0%
Total No. of Sales	159	100%	130	100%	-29	

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
January	16	10.1%	10	7.7%	-6	-37.5%
February	10	6.3%	16	12.3%	6	60.0%
March	17	10.7%	9	6.9%	-8	-47.1%
April	14	8.8%	11	8.5%	-3	-21.4%
May	15	9.4%	15	11.5%	0	0.0%
June	21	13.2%	20	15.4%	-1	-4.8%
July	18	11.3%	10	7.7%	-8	-44.4%
August	11	6.9%	7	5.4%	-4	-36.4%
September	12	7.5%	11	8.5%	-1	-8.3%
October	9	5.7%	6	4.6%	-3	-33.3%
November	8	5.0%	9	6.9%	1	12.5%
December	8	5.0%	6	4.6%	-2	-25.0%
Total No. of Sales	159	100%	130	100%	-29	

TOWN-WIDE

	4th Quarter 2015	4th Quarter 2016	4th Qtr. Differential 2015 v. 2016	
No. of Sales	25	21	-4	-16.0%
Median Sales Price	\$4,516,000	\$ 3,000,000	\$ (1,516,000)	-33.6%
Average Sales Price	\$6,634,332	\$ 5,375,329	\$ (1,259,003)	-19.0%
Total Sales/Dollars	\$165,858,293	\$ 112,881,900	\$ (52,976,393)	-31.9%

North Town of Palm Beach

	4th Quarter 2015	4th Quarter 2016	4th Qtr. Differential 2015 v. 2016	
No. of Sales	13	13	0	0.0%
Median Sales Price	\$ 4,800,000	\$ 2,965,000	\$ (1,835,000)	-38.2%
Average Sales Price	\$ 8,422,538	\$ 6,210,454	\$ (2,212,084)	-26.3%
Total Sales/Dollars	\$ 109,492,993	\$ 80,735,900	\$ (28,757,093)	-26.3%

Midtown Town of Palm Beach

	4th Quarter 2015	4th Quarter 2016	4th Qtr. Differential 2015 v. 2016	
No. of Sales	8	6	-2	-25.0%
Median Sales Price	\$ 4,700,000	\$ 3,405,500	\$ (1,294,500)	-27.5%
Average Sales Price	\$ 4,864,688	\$ 3,399,333	\$ (1,465,355)	-30.1%
Total Sales/Dollars	\$ 38,893,500	\$ 20,396,000	\$ (18,497,500)	-47.6%

South Town of Palm Beach

	4th Quarter 2015	4th Quarter 2016	4th Qtr. Differential 2015 v. 2016	
No. of Sales	4	2	-2	-50.0%
Median Sales Price	\$ 2,910,900	\$ 5,875,000	\$ 2,964,100	101.8%
Average Sales Price	\$ 4,367,950	\$ 5,875,000	\$ 1,507,050	34.5%
Total Sales/Dollars	\$ 17,471,800	\$ 11,750,000	\$ (5,721,800)	-32.7%

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Dec.		Jan. thru Dec.		Jan. thru Dec.	
Sales \$20,000,000 and over	5	3.1%	6	4.6%	1	20.0%
Sales \$15,000,000 - \$19,999,999	8	5.0%	2	1.5%	-6	-75.0%
Sales \$10,000,000 - \$14,999,999	10	6.3%	11	8.5%	1	10.0%
Sales \$5,000,000 - \$9,999,999	32	20.1%	26	20.0%	-6	-18.8%
Sales \$2,500,000 - \$4,999,999	63	39.6%	52	40.0%	-11	-17.5%
Sales below \$2,500,000	41	25.8%	33	25.4%	-8	-19.5%
	159	100.0%	130	100.0%	-29	

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%)	0/46 (0.0%)
3rd Quarter	0/41 (4.2%)	0/28 (0.0%)
4th Quarter	0/25 (0.0%)	0/21 (0.0%)
	0/159 (1.1%)	0/130 (0.0%)

2016 Fourth 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	%	No. of Sales	%	No. of Sales	%
No. of Sales 1st Quarter	93	22.6%	78	24.6%	-15	-16.1%
No. of Sales 2nd Quarter	165	40.0%	119	37.5%	-46	-27.9%
No. of Sales 3rd Quarter	80	19.4%	66	20.8%	-14	-17.5%
No. of Sales 4th Quarter	74	18.0%	54	17.0%	-20	-27.0%
Total No. of Sales	412	100%	317	100%	-95	

MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2015		2016		Differential ('15 v. '16)	
	No. of Sales	%	No. of Sales	%	No. of Sales	%
January	27	6.6%	22	6.9%	-5	-18.5%
February	21	5.1%	21	6.6%	0	0.0%
March	45	10.9%	35	11.0%	-10	-22.2%
April	63	15.3%	40	12.6%	-23	-36.5%
May	61	14.8%	43	13.6%	-18	-29.5%
June	41	10.0%	36	11.4%	-5	-12.2%
July	30	7.3%	20	6.3%	-10	-33.3%
August	22	5.3%	26	8.2%	4	18.2%
September	28	6.8%	20	6.3%	-8	-28.6%
October	22	5.3%	15	4.7%	-7	-31.8%
November	26	6.3%	17	5.4%	-9	-34.6%
December	26	6.3%	22	6.9%	-4	-15.4%
Total No. of Sales	412	100.0%	317	100.0%	-95	

TOWN-WIDE

	4th Quarter 2015	4th Quarter 2016	4th Qtr. Differential 2015 v. 2016	
No. of Sales	74	54	-20	-27.0%
Median Sales Price	\$426,250	\$ 577,500	\$ 151,250	35.5%
Average Sales Price	\$667,950	\$ 868,555	\$ 200,605	30.0%
Total Sales/Dollars	\$49,428,284	\$ 46,901,950	\$ (2,526,334)	-5.1%

North of Sloan's Curve

	4th Quarter 2015	4th Quarter 2016	4th Qtr. Differential 2015 v. 2016	
No. of Sales	32	24	-8	-25.0%
Median Sales Price	\$ 637,500	\$ 787,500	\$ 150,000	23.5%
Average Sales Price	\$ 865,322	\$ 1,168,417	\$ 303,095	35.0%
Total Sales/Dollars	\$ 27,690,309	\$ 28,042,000	\$ 351,691	1.3%

South of Sloan's Curve

	4th Quarter 2015	4th Quarter 2016	4th Qtr. Differential 2015 v. 2016	
No. of Sales	42	30	-12	-28.6%
Median Sales Price	\$ 380,000	\$ 445,000	\$ 65,000	17.1%
Average Sales Price	\$ 517,571	\$ 628,665	\$ 111,094	21.5%
Total Sales/Dollars	\$ 21,737,975	\$ 18,859,950	\$ (2,878,025)	-13.2%

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Dec.	%	Jan. thru Dec.	%	Jan. thru Dec.	%
Sales over \$3,000,000	11	2.7%	10	3.2%	-1	
Sales \$2,000,000 - \$2,999,999	35	8.6%	16	5.0%	-19	
Sales \$1,000,000 - \$1,999,999	70	17.2%	48	15.1%	-22	
Sales \$500,000 - \$999,999	109	26.7%	94	29.7%	-15	
Sales \$250,000 - \$499,999	107	26.2%	89	28.1%	-18	
Sales below \$250,000	76	18.6%	60	18.9%	-16	
	408	[4N/A] 100.0%	317	100.0%	-91	

SALES GROUPINGS/CONDOS & CO-OPS

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Dec.	%	Jan. thru Dec.	%	Jan. thru Dec.	%
All sales \$1,000,000 and over	116	28.4%	74	23.3%	-42	
All sales under \$1,000,000	292	71.6%	243	76.7%	-49	
Total	408	[4 N/A] 100.0%	317	100.0%		

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