

2016 Third 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	32.1%	35	32.1%	-8	-18.6%
No. of Sales 2nd Quarter	50	37.3%	46	42.2%	-4	-8.0%
No. of Sales 3rd Quarter	41	30.6%	28	25.7%	-13	-31.7%
Total No. of Sales	134	100.0%	109	100.0%	-25	

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
January	16	11.9%	10	9.2%	-6	-37.5%
February	10	7.5%	16	14.7%	6	60.0%
March	17	12.7%	9	8.3%	-8	-47.1%
April	14	10.4%	11	10.1%	-3	-21.4%
May	15	11.2%	15	13.8%	0	0.0%
June	21	15.7%	20	18.3%	-1	-4.8%
July	18	13.4%	10	9.2%	-8	-44.4%
August	11	8.2%	7	6.4%	-4	-36.4%
September	12	9.0%	11	10.1%	-1	-8.3%
Total No. of Sales	134	100.0%	109	100.0%	-25	

TOWN-WIDE

	3rd Quarter 2015	3rd Quarter 2016	3rd Qtr. Differential 2015 v. 2016	
No. of Sales	41	28	-13	-31.7%
Median Sales Price	\$3,775,000	\$ 3,800,000	\$ 25,000	0.7%
Average Sales Price	\$5,899,494	\$ 5,080,150	\$ (819,344)	-13.9%
Total Sales/Dollars	\$241,879,241	\$ 142,244,197	\$ (99,635,044)	-41.2%

North Town of Palm Beach

	3rd Quarter 2015	3rd Quarter 2016	3rd Qtr. Differential 2015 v. 2016	
No. of Sales	19	15	-4	-21.1%
Median Sales Price	\$ 3,115,850	\$ 3,500,000	\$ 384,150	12.3%
Average Sales Price	\$ 4,721,519	\$ 3,419,377	\$ (1,302,142)	-27.6%
Total Sales/Dollars	\$ 89,708,861	\$ 51,290,655	\$ (38,418,206)	-42.8%

Midtown Town of Palm Beach

	3rd Quarter 2015	3rd Quarter 2016	3rd Qtr. Differential 2015 v. 2016	
No. of Sales	13	6	-7	-53.8%
Median Sales Price	\$ 3,900,000	\$ 3,262,500	\$ (637,500)	-16.3%
Average Sales Price	\$ 4,268,683	\$ 4,081,767	\$ (186,916)	-4.4%
Total Sales/Dollars	\$ 55,492,880	\$ 24,490,600	\$ (31,002,280)	-55.9%

South Town of Palm Beach

	3rd Quarter 2015	3rd Quarter 2016	3rd Qtr. Differential 2015 v. 2016	
No. of Sales	9	7	-2	-22.2%
Median Sales Price	\$ 13,167,500	\$ 8,950,000	\$ (4,217,500)	-32.0%
Average Sales Price	\$ 10,741,944	\$ 6,646,294	\$ (4,095,650)	-38.1%
Total Sales/Dollars	\$ 96,677,500	\$ 66,462,942	\$ (30,214,558)	-31.3%

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Sep.		Jan. thru Sep.		Jan. thru Sep.	
Sales \$20,000,000 and over	4	3.0%	5	4.6%	1	1.6%
Sales \$15,000,000 - \$19,999,999	7	5.2%	1	0.9%	-6	-4.3%
Sales \$10,000,000 - \$14,999,999	7	5.2%	11	10.1%	4	4.9%
Sales \$5,000,000 - \$9,999,999	27	20.1%	23	21.1%	-4	1.0%
Sales \$2,500,000 - \$4,999,999	51	38.1%	44	40.4%	-7	2.3%
Sales below \$2,500,000	38	28.4%	25	22.9%	-13	-5.4%
	134	100.0%	109	100.0%	-25	

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 (0.0%)	0/29 (0.0%)
	0/134 (0.0%)	0/109 (0.0%)

2016 Third 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	27.5%	78	29.7%	-15	-16.1%
No. of Sales 2nd Quarter	165	48.8%	119	45.2%	-46	-27.9%
No. of Sales 3rd Quarter	80	23.7%	66	25.1%	-14	-17.5%
Total No. of Sales	338	76.3%	263	100.0%	-75	

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	8.0%	22	8.4%	-5	-18.5%
February	21	6.2%	21	8.0%	0	0.0%
March	45	13.3%	35	13.3%	-10	-22.2%
April	63	18.6%	40	15.2%	-23	-36.5%
May	61	18.0%	43	16.3%	-18	-29.5%
June	41	12.1%	36	13.7%	-5	-12.2%
July	30	8.9%	20	7.6%	-10	-33.3%
August	22	6.5%	26	9.9%	4	18.2%
September	28	8.3%	20	7.6%	-8	-28.6%
Total No. of Sales	338	100.0%	263	100.0%	-75	

TOWN-WIDE

	3rd Quarter 2015	3rd Quarter 2016	3rd Qtr. Differential 2015 v. 2016	
No. of Sales	80	66	-14	-17.5%
Median Sales Price	\$625,000	\$ 499,500	\$ (125,500)	-20.1%
Average Sales Price	\$1,031,854	\$ 749,380	\$ (282,474)	-27.4%
Total Sales/Dollars	\$82,548,295	\$ 49,459,095	\$ (33,089,200)	-40.1%

North of Sloan's Curve

	3rd Quarter 2015	3rd Quarter 2016	3rd Qtr. Differential 2015 v. 2016	
No. of Sales	37	18	-19	-51.4%
Median Sales Price	\$ 1,150,000	\$ 935,000	\$ (215,000)	-18.7%
Average Sales Price	\$ 1,340,742	\$ 1,234,341	\$ (106,401)	-7.9%
Total Sales/Dollars	\$ 49,607,436	\$ 22,218,145	\$ (27,389,291)	-55.2%

South of Sloan's Curve

	3rd Quarter 2015	3rd Quarter 2016	3rd Qtr. Differential 2015 v. 2016	
No. of Sales	43	48	5	11.6%
Median Sales Price	\$ 400,000	\$ 450,500	\$ 50,500	12.6%
Average Sales Price	\$ 766,066	\$ 567,520	\$ (198,546)	-25.9%
Total Sales/Dollars	\$ 32,940,859	\$ 27,240,950	\$ (5,699,909)	-17.3%

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Sep.	%	Jan. thru Sep.	%	Jan. thru Sep.	%
Sales over \$3,000,000	10	3.0%	7	2.7%	-3	-0.3%
Sales \$2,000,000 - \$2,999,999	31	9.3%	13	4.9%	-18	-4.3%
Sales \$1,000,000 - \$1,999,999	64	19.2%	42	16.0%	-22	-3.2%
Sales \$500,000 - \$999,999	88	26.3%	76	28.9%	-12	2.6%
Sales \$250,000 - \$499,999	83	24.9%	79	30.0%	-4	5.2%
Sales below \$250,000	58	17.4%	46	17.5%	-12	0.1%
Total	334 [4n/a]	100.0%	263	100.0%	-71	

SALES GROUPINGS/CONDOS & CO-OPS

	2015		2016		Differential ('15 v. '16)	
	Jan. thru Sep.	%	Jan. thru Sep.	%	Jan. thru Sep.	%
All sales \$1,000,000 and over	105	31.4%	62	23.6%	-43	-7.9%
All sales under \$1,000,000	229	68.6%	201	76.4%	-28	7.9%
Total	334 [4n/a]	100.0%	263	100.0%	-71	

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