

2017 First Quarter Analysis of Palm Beach Single-Family Homes

TOWN OF PALM BEACH SINGLE-FAMILY HOME SALES

	<u>2016</u>		<u>2017</u>		<u>Differential ('16 v. '17)</u>	
No. of Sales 1st Quarter	34	100.0%	28	100.0%	-6	-17.6%
Total No. of Sales	34	100.0%	28	100.0%	-6	

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	<u>2016</u>		<u>2017</u>		<u>Differential ('16 v. '17)</u>	
January	10	29.4%	5	17.9%	-5	-50.0%
February	15	44.1%	7	25.0%	-8	-53.3%
March	9	26.5%	16	57.1%	7	77.8%
Total No. of Sales	34	100.0%	28	100.0%	-6	

TOWN-WIDE

	<u>1st Quarter 2016</u>	<u>1st Quarter 2017</u>	<u>1st Qtr. Differential 2016 v. 2017</u>	
No. of Sales	34	28	-6	-17.6%
Median Sales Price	\$ 3,992,500	\$ 3,660,839	\$ (331,661)	-8.3%
Average Sales Price	\$ 7,383,833	\$ 8,814,930	\$ 1,431,097	19.4%
Total Sales/Dollars	\$ 251,050,337	\$ 246,818,053	\$ (4,232,284)	-1.7%

North Town of Palm Beach

	<u>1st Quarter 2016</u>	<u>1st Quarter 2017</u>	<u>Differential 2016 v. 2017</u>	
No. of Sales	23	21	-2	-8.7%
Median Sales Price	\$ 3,250,000	\$ 3,780,000	\$ 530,000	16.3%
Average Sales Price	\$ 6,721,407	\$ 6,394,955	\$ (326,452)	-4.9%
Total Sales/Dollars	\$ 154,592,362	\$ 134,294,053	\$ (20,298,309)	-13.1%

Midtown Town of Palm Beach

	<u>1st Quarter 2016</u>	<u>1st Quarter 2017</u>	<u>Differential 2016 v. 2017</u>	
No. of Sales	4	5	1	25.0%
Median Sales Price	\$ 2,700,000	\$ 3,366,500	\$ 666,500	24.7%
Average Sales Price	\$ 3,837,500	\$ 4,044,800	\$ 207,300	5.4%
Total Sales/Dollars	\$ 15,350,000	\$ 20,224,000	\$ 4,874,000	31.8%

South Town of Palm Beach

	<u>1st Quarter 2016</u>	<u>1st Quarter 2017</u>	<u>Differential 2016 v. 2017</u>	
No. of Sales	7	2	-5	-71.4%
Median Sales Price	\$ 8,940,000	\$ 46,150,000	\$ 37,210,000	416.2%
Average Sales Price	\$ 11,586,854	\$ 46,150,000	\$ 34,563,146	298.3%
Total Sales/Dollars	\$ 81,107,975	\$ 92,300,000	\$ 11,192,025	13.8%

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	<u>2016</u>		<u>2017</u>		<u>Differential ('16 v. '17)</u>	
	<u>Jan. thru Mar.</u>		<u>Jan. thru Mar.</u>		<u>Jan. thru Mar.</u>	
Sales over \$20,000,000	3	8.8%	2	7.1%	-1	-1.7%
Sales \$15,000,000 - \$19,999,999	1	2.9%	0	0.0%	-1	-2.9%
Sales \$10,000,000 - \$14,999,999	2	5.9%	1	3.6%	-1	-2.3%
Sales \$5,000,000 - \$9,999,999	10	29.4%	7	25.0%	-3	-4.4%
Sales \$2,500,000 - \$4,999,999	10	29.4%	12	42.9%	2	13.4%
Sales below \$2,500,000	8	23.5%	6	21.4%	-2	-2.1%
	34	100.0%	28	100.0%	-6	

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.

2017 First Quarter Analysis of Palm Beach Condos/Co-Ops

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

	2016		2017		Differential ('16 v. '17)	
No. of Sales 1st Quarter	78	100.0%	77	100.0%	-1	-1.3%
Total No. of Sales	78	100.0%	77	100.0%	-1	

MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2016		2017		Differential ('16 v. '17)	
January	22	28.2%	14	18.2%	-8	-36.4%
February	21	26.9%	25	32.5%	4	19.0%
March	35	44.9%	38	49.4%	3	8.6%
Total No. of Sales	78	100.0%	77	100.0%	-1	

TOWN-WIDE

	1st Quarter 2016	1st Quarter 2017	1st Qtr. Differential 2016 v. 2017	
No. of Sales	78	77	-1	-1.3%
Median Sales Price	\$533,750	\$ 550,000	\$ 16,250	3.0%
Average Sales Price	\$775,304	\$ 1,108,086	\$ 332,782	42.9%
Total Sales/Dollars	\$60,473,724	\$ 84,214,499	\$ 23,740,775	39.3%

North of Sloan's Curve

	1st Quarter 2016	1st Quarter 2017	Differential 2016 v. 2017	
No. of Sales	29	46	17	58.6%
Median Sales Price	\$ 760,000	\$ 662,700	\$ (97,300)	-12.8%
Average Sales Price	\$ 938,893	\$ 1,452,749	\$ 513,856	54.7%
Total Sales/Dollars	\$ 27,227,900	\$ 66,826,434	\$ 39,598,534	145.4%

South of Sloan's Curve

	1st Quarter 2016	1st Quarter 2017	Differential 2016 v. 2017	
No. of Sales	49	31	-18	-36.7%
Median Sales Price	\$ 425,000	\$ 350,000	\$ (75,000)	-17.6%
Average Sales Price	\$ 678,486	\$ 560,905	\$ (117,581)	-17.3%
Total Sales/Dollars	\$ 33,245,824	\$ 17,388,065	\$ (15,857,759)	-47.7%

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$3,000,000	1	1.3%	7	9.1%	6	7.8%
Sales \$2,000,000 - \$2,999,999	4	5.1%	5	6.5%	1	1.4%
Sales \$1,000,000 - \$1,999,999	15	19.2%	11	14.3%	-4	-4.9%
Sales \$500,000 - \$999,999	23	29.5%	20	26.0%	-3	-3.5%
Sales \$250,000 - \$499,999	20	25.6%	14	18.2%	-6	-7.5%
Sales below \$250,000	15	19.2%	20	26.0%	5	6.7%
Sales with No Info on Purchase Price	0	0.0%	0	0.0%	0	0.0%
Total	78	100.0%	77	100.0%	-1	

SALES GROUPINGS/CONDOS & CO-OPS

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
All sales \$1,000,000 and over	20	25.6%	23	29.9%	3	4.2%
All sales under \$1,000,000	58	74.4%	54	70.1%	-4	-4.2%
Sales with No Info on Purchase Price	0	0.0%	0	0.0%	0	0.0%
Total	78	100.0%	77	100.0%	-1	

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

	2016	2016
1st Quarter	4/78 (5.1%)	1/77 (1.3%)

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.