

## 2017 Fourth Quarter Analysis of Palm Beach Single-Family Homes

### TOWN OF PALM BEACH SINGLE-FAMILY HOME SALES

	2016		2017		Differential ('16 v. '17)	
No. of Sales 1st Quarter	35	26.9%	28	19.6%	-7	-20.0%
No. of Sales 2nd Quarter	46	35.4%	57	39.9%	11	23.9%
No. of Sales 3rd Quarter	28	21.5%	28	19.6%	0	0.0%
No. of Sales 4th Quarter	21	16.2%	30	21.0%	9	42.9%
<b>Total No. of Sales</b>	<b>130</b>	<b>100%</b>	<b>143</b>	<b>100%</b>	<b>13</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2016		2017		Differential ('16 v. '17)	
January	10	7.7%	5	3.5%	-5	-50.0%
February	16	12.3%	7	4.9%	-9	-56.3%
March	9	6.9%	16	11.2%	7	77.8%
April	11	8.5%	13	9.1%	2	18.2%
May	15	11.5%	16	11.2%	1	6.7%
June	20	15.4%	28	19.6%	8	40.0%
July	10	7.7%	9	6.3%	-1	-10.0%
August	7	5.4%	15	10.5%	8	114.3%
September	11	8.5%	4	2.8%	-7	-63.6%
October	6	4.6%	11	7.7%	5	83.3%
November	9	6.9%	9	6.3%	0	0.0%
December	6	4.6%	10	7.0%	4	66.7%
<b>Total No. of Sales</b>	<b>130</b>	<b>100%</b>	<b>143</b>	<b>100%</b>	<b>13</b>	

### TOWN-WIDE

	4th Quarter 2016	4th Quarter 2017	4th Qtr. Differential 2016 v. 2017	
No. of Sales	21	30	9	42.9%
Median Sales Price	\$ 3,000,000	\$ 5,080,575	\$ 2,080,575	69.4%
Average Sales Price	\$ 5,375,329	\$ 7,042,251	\$ 1,666,922	31.0%
Total Sales/Dollars	\$ 112,881,900	\$ 211,267,531	\$ 98,385,631	87.2%

### North Town of Palm Beach

	4th Quarter 2016	4th Quarter 2017	4th Qtr. Differential 2016 v. 2017	
No. of Sales	13	16	3	23.1%
Median Sales Price	\$ 2,965,000	\$ 4,600,000	\$ 1,635,000	55.1%
Average Sales Price	\$ 6,210,454	\$ 4,601,658	\$ (1,608,796)	-25.9%
Total Sales/Dollars	\$ 80,735,900	\$ 73,626,533	\$ (7,109,367)	-8.8%

### Midtown Town of Palm Beach

	4th Quarter 2016	4th Quarter 2017	4th Qtr. Differential 2016 v. 2017	
No. of Sales	6	5	-1	-16.7%
Median Sales Price	\$ 3,405,500	\$ 5,500,000	\$ 2,094,500	61.5%
Average Sales Price	\$ 3,399,333	\$ 8,226,900	\$ 4,827,567	142.0%
Total Sales/Dollars	\$ 20,396,000	\$ 41,134,500	\$ 20,738,500	101.7%

### South Town of Palm Beach

	4th Quarter 2016	4th Quarter 2017	4th Qtr. Differential 2016 v. 2017	
No. of Sales	2	9	7	350.0%
Median Sales Price	\$ 5,875,000	\$ 10,650,000	\$ 4,775,000	81.3%
Average Sales Price	\$ 5,875,000	\$ 9,650,650	\$ 3,775,650	64.3%
Total Sales/Dollars	\$ 11,750,000	\$ 96,506,498	\$ 84,756,498	721.3%

### BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Dec.		Jan. thru Dec.		Jan. thru Dec.	
Sales \$20,000,000 and over	6	4.6%	11	7.7%	5	83.3%
Sales \$15,000,000 - \$19,999,999	2	1.5%	3	2.1%	1	50.0%
Sales \$10,000,000 - \$14,999,999	11	8.5%	7	4.9%	-4	-36.4%
Sales \$5,000,000 - \$9,999,999	26	20.0%	36	25.2%	10	38.5%
Sales \$2,500,000 - \$4,999,999	52	40.0%	60	42.0%	8	15.4%
Sales below \$2,500,000	33	25.4%	26	18.2%	-7	-21.2%
	<b>130</b>	<b>100.0%</b>	<b>143</b>	<b>100.0%</b>	<b>13</b>	

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

	2016	2017
1st Quarter	0/35 (0.0%)	0/28 (0.0%)
2nd Quarter	0/46 (0.0%)	0/57 (0.0%)
3rd Quarter	0/28 (0.0%)	0/28 (0.0%)
4th Quarter	0/21 (0.0%)	0/30 (0.0%)
	<b>0/130 (0.0%)</b>	<b>0/143 (0.0%)</b>

## 2017 Fourth 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	%	No. of Sales	%	No. of Sales	%
No. of Sales 1st Quarter	78	24.6%	77	24.6%	-1	-1.3%
No. of Sales 2nd Quarter	119	37.5%	117	37.4%	-2	-1.7%
No. of Sales 3rd Quarter	66	20.8%	62	19.8%	-4	-6.1%
No. of Sales 4th Quarter	54	17.0%	57	18.2%	3	5.6%
<b>Total No. of Sales</b>	<b>317</b>	<b>100%</b>	<b>313</b>	<b>100%</b>	<b>-4</b>	

### MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2016		2017		Differential ('16 v. '17)	
	No. of Sales	%	No. of Sales	%	No. of Sales	%
January	22	6.9%	14	4.5%	-8	-36.4%
February	21	6.6%	25	8.0%	4	19.0%
March	35	11.0%	38	12.1%	3	8.6%
April	40	12.6%	33	10.5%	-7	-17.5%
May	43	13.6%	43	13.7%	0	0.0%
June	36	11.4%	41	13.1%	5	13.9%
July	20	6.3%	24	7.7%	4	20.0%
August	26	8.2%	25	8.0%	-1	-3.8%
September	20	6.3%	13	4.2%	-7	-35.0%
October	15	4.7%	19	6.1%	4	26.7%
November	17	5.4%	18	5.8%	1	5.9%
December	22	6.9%	20	6.4%	-2	-9.1%
<b>Total No. of Sales</b>	<b>317</b>	<b>100.0%</b>	<b>313</b>	<b>100.0%</b>	<b>-4</b>	

### TOWN-WIDE

	4th Quarter 2016	4th Quarter 2017	4th Qtr. Differential 2016 v. 2017	
No. of Sales	54	57	3	5.6%
Median Sales Price	\$ 577,500	\$ 400,000	\$ (177,500)	-30.7%
Average Sales Price	\$ 868,555	\$ 783,583	\$ (84,972)	-9.8%
Total Sales/Dollars	\$ 46,901,950	\$ 44,664,250	\$ (2,237,700)	-4.8%

### North of Sloan's Curve

	4th Quarter 2016	4th Quarter 2017	4th Qtr. Differential 2016 v. 2017	
No. of Sales	24	22	-2	-8.3%
Median Sales Price	\$ 787,500	\$ 691,750	\$ (95,750)	-12.2%
Average Sales Price	\$ 1,168,417	\$ 1,253,659	\$ 85,242	7.3%
Total Sales/Dollars	\$ 28,042,000	\$ 27,580,500	\$ (461,500)	-1.6%

### South of Sloan's Curve

	4th Quarter 2016	4th Quarter 2017	4th Qtr. Differential 2016 v. 2017	
No. of Sales	30	35	5	16.7%
Median Sales Price	\$ 445,000	\$ 360,000	\$ (85,000)	-19.1%
Average Sales Price	\$ 628,665	\$ 488,107	\$ (140,558)	-22.4%
Total Sales/Dollars	\$ 18,859,950	\$ 17,083,750	\$ (1,776,200)	-9.4%

### BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Dec.	%	Jan. thru Dec.	%	Jan. thru Dec.	%
Sales over \$3,000,000	10	3.2%	21	6.7%	11	
Sales \$2,000,000 - \$2,999,999	16	5.0%	24	7.7%	8	
Sales \$1,000,000 - \$1,999,999	48	15.1%	50	16.0%	2	
Sales \$500,000 - \$999,999	94	29.7%	74	23.6%	-20	
Sales \$250,000 - \$499,999	89	28.1%	72	23.0%	-17	
Sales below \$250,000	60	18.9%	72	23.0%	12	
<b>Total</b>	<b>317</b>	<b>100.0%</b>	<b>313</b>	<b>100.0%</b>	<b>-4</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Dec.	%	Jan. thru Dec.	%	Jan. thru Dec.	%
All sales \$1,000,000 and over	74	18.1%	95	30.4%	21	
All sales under \$1,000,000	243	59.6%	218	69.6%	-25	
<b>Total</b>	<b>317</b>	<b>77.7%</b>	<b>313</b>	<b>100.0%</b>		

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