

## 2017 Third 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	32.1%	28	24.8%	-7	-20.0%
No. of Sales 2nd Quarter	46	42.2%	57	50.4%	11	23.9%
No. of Sales 3rd Quarter	28	25.7%	28	24.8%	0	0.0%
<b>Total No. of Sales</b>	<b>109</b>	<b>100.0%</b>	<b>113</b>	<b>100.0%</b>	<b>4</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2016		2017		Differential ('16 v. '17)	
January	10	9.2%	5	4.4%	-5	-50.0%
February	16	14.7%	7	6.2%	-9	-56.3%
March	9	8.3%	16	14.2%	7	77.8%
April	11	10.1%	13	11.5%	2	18.2%
May	15	13.8%	16	14.2%	1	6.7%
June	20	18.3%	28	24.8%	8	40.0%
July	10	9.2%	9	8.0%	-1	-10.0%
August	7	6.4%	15	13.3%	8	114.3%
September	11	10.1%	4	3.5%	-7	-63.6%
<b>Total No. of Sales</b>	<b>109</b>	<b>100.0%</b>	<b>113</b>	<b>100.0%</b>	<b>4</b>	

### TOWN-WIDE

	3rd Quarter 2016	3rd Quarter 2017	3rd Qtr. Differential 2016 v. 2017	
No. of Sales	28	28	0	0.0%
Median Sales Price	\$ 3,800,000	\$ 3,443,500	\$ (356,500)	-9.4%
Average Sales Price	\$ 5,080,150	\$ 4,646,448	\$ (433,702)	-8.5%
Total Sales/Dollars	\$ 142,244,197	\$ 130,100,541	\$ (12,143,656)	-8.5%

### North Town of Palm Beach

	3rd Quarter 2016	3rd Quarter 2017	3rd Qtr. Differential 2016 v. 2017	
No. of Sales	15	18	3	20.0%
Median Sales Price	\$ 3,500,000	\$ 2,912,971	\$ (587,029)	-16.8%
Average Sales Price	\$ 3,419,377	\$ 3,860,086	\$ 440,709	12.9%
Total Sales/Dollars	\$ 51,290,655	\$ 69,481,541	\$ 18,190,886	35.5%

### Midtown Town of Palm Beach

	3rd Quarter 2016	3rd Quarter 2017	3rd Qtr. Differential 2016 v. 2017	
No. of Sales	6	6	0	0.0%
Median Sales Price	\$ 3,262,500	\$ 3,443,500	\$ 181,000	5.5%
Average Sales Price	\$ 4,081,767	\$ 4,886,500	\$ 804,733	19.7%
Total Sales/Dollars	\$ 24,490,600	\$ 29,319,000	\$ 4,828,400	19.7%

### South Town of Palm Beach

	3rd Quarter 2016	3rd Quarter 2017	3rd Qtr. Differential 2016 v. 2017	
No. of Sales	7	4	-3	-42.9%
Median Sales Price	\$ 8,950,000	\$ 7,700,000	\$ (1,250,000)	-14.0%
Average Sales Price	\$ 6,646,294	\$ 7,825,000	\$ 1,178,706	17.7%
Total Sales/Dollars	\$ 66,462,942	\$ 31,300,000	\$ (35,162,942)	-52.9%

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

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Sep.		Jan. thru Sep.		Jan. thru Sep.	
Sales \$20,000,000 and over	5	4.6%	9	8.0%	4	3.4%
Sales \$15,000,000 - \$19,999,999	1	0.9%	2	1.8%	1	0.9%
Sales \$10,000,000 - \$14,999,999	11	10.1%	4	3.5%	-7	-6.6%
Sales \$5,000,000 - \$9,999,999	23	21.1%	27	23.9%	4	2.8%
Sales \$2,500,000 - \$4,999,999	44	40.4%	47	41.6%	3	1.2%
Sales below \$2,500,000	25	22.9%	24	21.2%	-1	-1.7%
	<b>109</b>	<b>100.0%</b>	<b>113</b>	<b>100.0%</b>	<b>4</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	0/29 (0.0%)	0/28 (0.0%)
	<b>0/109 (0.0%)</b>	<b>0/113 (0.0%)</b>

## 2017 Third 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	29.7%	77	30.1%	-1	-1.3%
No. of Sales 2nd Quarter	119	45.2%	117	45.7%	-2	-1.7%
No. of Sales 3rd Quarter	66	25.1%	62	24.2%	-4	-6.1%
<b>Total No. of Sales</b>	<b>263</b>	<b>74.9%</b>	<b>256</b>	<b>100.0%</b>	<b>-7</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	8.4%	14	5.5%	-8	-36.4%
February	21	8.0%	25	9.8%	4	19.0%
March	35	13.3%	38	14.8%	3	8.6%
April	40	15.2%	33	12.9%	-7	-17.5%
May	43	16.3%	43	16.8%	0	0.0%
June	36	13.7%	41	16.0%	5	13.9%
July	20	7.6%	24	9.4%	4	20.0%
August	26	9.9%	25	9.8%	-1	-3.8%
September	20	7.6%	13	5.1%	-7	-35.0%
<b>Total No. of Sales</b>	<b>263</b>	<b>100.0%</b>	<b>256</b>	<b>100.0%</b>	<b>-7</b>	

### TOWN-WIDE

	3rd Quarter 2016	3rd Quarter 2017	3rd Qtr. Differential 2016 v. 2017	
No. of Sales	66	62	-4	-6.1%
Median Sales Price	\$ 499,500	\$ 430,000	\$ (69,500)	-13.9%
Average Sales Price	\$ 749,380	\$ 879,378	\$ 129,998	17.3%
Total Sales/Dollars	\$ 49,459,095	\$ 54,521,439	\$ 5,062,344	10.2%

### North of Sloan's Curve

	3rd Quarter 2016	3rd Quarter 2017	3rd Qtr. Differential 2016 v. 2017	
No. of Sales	18	27	9	50.0%
Median Sales Price	\$ 935,000	\$ 525,000	\$ (410,000)	-43.9%
Average Sales Price	\$ 1,234,341	\$ 996,635	\$ (237,706)	-19.3%
Total Sales/Dollars	\$ 22,218,145	\$ 26,909,139	\$ 4,690,994	21.1%

### South of Sloan's Curve

	3rd Quarter 2016	3rd Quarter 2017	3rd Qtr. Differential 2016 v. 2017	
No. of Sales	48	35	-13	-27.1%
Median Sales Price	\$ 450,500	\$ 395,000	\$ (55,500)	-12.3%
Average Sales Price	\$ 567,520	\$ 788,923	\$ 221,403	39.0%
Total Sales/Dollars	\$ 27,240,950	\$ 27,612,300	\$ 371,350	1.4%

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

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Sep.	%	Jan. thru Sep.	%	Jan. thru Sep.	%
Sales over \$3,000,000	7	2.7%	18	7.0%	11	4.4%
Sales \$2,000,000 - \$2,999,999	13	4.9%	21	8.2%	8	3.3%
Sales \$1,000,000 - \$1,999,999	42	16.0%	47	18.4%	5	2.4%
Sales \$500,000 - \$999,999	76	28.9%	61	23.8%	-15	-5.1%
Sales \$250,000 - \$499,999	79	30.0%	53	20.7%	-26	-9.3%
Sales below \$250,000	46	17.5%	56	21.9%	10	4.4%
<b>Total</b>	<b>263</b>	<b>[4n/a] 100.0%</b>	<b>256</b>	<b>100.0%</b>	<b>-7</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2016		2017		Differential ('16 v. '17)	
	Jan. thru Sep.	%	Jan. thru Sep.	%	Jan. thru Sep.	%
All sales \$1,000,000 and over	62	23.6%	86	33.6%	24	10.0%
All sales under \$1,000,000	201	76.4%	170	66.4%	-31	-10.0%
<b>Total</b>	<b>263</b>	<b>100.0%</b>	<b>256</b>	<b>100.0%</b>	<b>-7</b>	

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