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**THE EVANS REPORT SHOWS NUMBER OF PALM BEACH CONDOS/CO-OPS
SALES UP 38.2% IN 2ND QUARTER 2012 AS COMPARED TO 2ND QUARTER 2011**

Published by Leslie Robert Evans & Associates, P.A., the new report reveals increases in total dollar sales volume, average sales price and median sales price of Palm Beach condos/co-ops.

PALM BEACH, Fla., September 6, 2012 — Leslie Robert Evans & Associates, P.A. (LRE), publisher of the most comprehensive real estate market analysis for the Town of Palm Beach, released *The Evans Report: Second Quarter 2012*. The report illustrates quarterly, year-to-date, and quarter-to-quarter comparisons of single-family home and condominium/co-op sales. Each sale is presented in chart format, along with an analysis.

Palm Beach Single-Family Home Sales

The median sales price of single-family homes rose from \$2,225,000 (2nd quarter 2011) to \$2,250,000 (2nd quarter 2012), while the average sales price decreased from \$5,016,533 in the second quarter 2011 to \$3,131,996 in the second quarter 2012. “The decrease in the average was attributed to several large sales in 2011 that skewed the average,” explained Leslie R. Evans, Esq., managing partner of LRE.

According to *The Evans Report*, Town-wide, the number of single-family sales decreased when comparing the second quarter 2011 (54 sales) to the second quarter 2012 (46 sales), a decrease of 14.8%.

The analysis of the second quarter’s activity in 2012, when compared to the second quarter of 2011, is segmented as follows:

- North (area north of Royal Poinciana Way) – The number of single-family home sales increased by 9.7% (34 home sales in 2nd quarter 2012 and 31 home sales in 2nd quarter 2011), according to *The Evans Report*. The median sales price decreased from \$2,100,000 to \$2,050,000, while the total dollar sales volume rose from \$87,416,859 to \$88,129,964 over the same period.

- Midtown (area between Worth Avenue and Royal Poinciana Way) – The median sales price rose 61.7% from \$1,700,000 during the second quarter 2011 to \$2,750,000 during the second quarter 2012. The average sales price more than doubled from \$1,738,568 during the second quarter 2011 to \$3,672,310 during the second quarter of 2012. The number of single-family home sales remained relatively the same, decreasing from 11 sales for the second quarter of 2011 to 10 sales for the second quarter of 2012.
- South (area south of Worth Avenue) – The number of home sales decreased from 12 sales for the second quarter of 2011 down to 2 sales for the second quarter of 2012. The median sales price increased from \$7,754,500 to \$9,609,375, over the same period.

“With regard to the South district, the limited number of sales tends to make it difficult to evaluate,” Evans noted.

Palm Beach Condo/Co-Op Sales

Town-wide, the number of condo/co-op sales increased substantially when comparing the second quarter 2011 (89 sales) to the second quarter 2012 (123 sales), an increase of 38.2%, according to *The Evans Report*. Town-wide, the median sales price of condominium/co-ops rose from \$437,500 to \$470,009 during the second quarter of 2012, an increase of \$32,509, over the same period in 2011. Also, Town-wide, the average sales price for Palm Beach condos/co-ops climbed from \$591,673 in the second quarter 2011 to \$674,509 in the second quarter 2012, an increase of \$82,836.

According to the report, Town-wide, total dollar sales volume of condos/co-ops sales increased \$30,305,713 (+36.5%) from \$52,658,887 in the second quarter 2011 to \$82,964,600 in the second quarter 2012.

“The increase in both the median sales prices and the number of condos/co-ops sold, when viewed with the decrease in foreclosures, is a positive trend,” Evans explained.

The analysis of the second quarter's activity in 2012, when compared to the second quarter of 2011, is segmented as follows:

- North of Sloan's Curve - The median sales price increased from \$594,000 to \$676,000, an increase of \$82,000 (+12.1%). The average sales price rose from \$743,740 to \$1,090,345, an increase of \$346,605 (+31.8%).
- South of Sloan's Curve - The median sales price increased from \$303,750 to \$382,500, an increase of \$78,750 (+20.6%). The average sales price decreased slightly from \$493,111 to \$458,890, a decrease of \$34,221 (-6.9%).

Download The Evans Report Online

Current editions of *The Evans Report*, as well as archived editions are available on the firm's interactive website www.LREvansPA.com, which provides free tools, such as a preliminary HUD service and a title rate calculator. The website provides innovative online tools for real estate brokers, buyers, sellers and investors.

Leslie Robert Evans & Associates, P.A. also utilizes a variety of interactive online forms of communication, including a new blog, informative videos and social media pages, including [Facebook](#), [Twitter](#) and [LinkedIn](#) to alert followers of release dates for *The Evans Report* as well as new blog stories and Firm announcements.

"Accessibility is crucial to our success and the satisfaction of our clients, and we believe creating connections via social networks will help us better serve our clients in the new economy," Evans said.

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About Leslie Robert Evans & Associates, P.A.

Leslie Robert Evans & Associates, P.A. (LRE) is an established, results-driven law office based in Palm Beach, Florida. Founded in May 1996, the firm consists of experienced attorneys and legal professionals committed to providing clients excellent representation along with cost-effective solutions to meet their legal needs every step of the way. For more information, contact Leslie Robert Evans & Associates, P.A. at (561) 832-8288, email us at evans@LREvansPA.com, or visit us online at www.LREvansPA.com.