

THE EVANS REPORT ANALYSIS
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TOWN OF PALM BEACH TOTAL RESIDENTIAL SALES VOLUME

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> |
|--------------------|-------------------------------|-------------------------------|----------------------------|
| Total Sales Volume | \$592,431,458 | \$601,156,641 | +\$8,725,183 (+1.5%) |

TOWN OF PALM BEACH SINGLE FAMILY SALES

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> |
|------------------|-------------------------------|-------------------------------|----------------------------|
| No. of Sales | 80 | 57 | -23 (-28.8%) |
| Median | \$3,950,000 | \$4,300,000 | +\$350,000 (+8.9%) |
| Avg. Sales Price | \$5,156,779 | \$7,815,643 | +\$2,658,864 (+51.6%) |
| Over 20MM | 0 | 4 (7% of # of sales) | |
| 15-20MM | 5 (6.25% of # of sales) | 1 (1.8% of # of sales) | |
| 10-15MM | 4 (5% of # of sales) | 2 (3.5% of # of sales) | |
| 5-10MM | 23 (28.75% of # of sales) | 17 (29.8% of # of sales) | |
| 2.5-5MM | 25 (31.25% of # of sales) | 14 (24.6% of # of sales) | |
| below 2.5MM | 23 (28.75% of # of sales) | 19 (33.3% of # of sales) | |

NORTH AREA - TOWN OF PALM BEACH SINGLE FAMILY SALES
 (North of Royal Poinciana Way)

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> |
|------------------|-------------------------------|-------------------------------|----------------------------|
| Median | \$2,650,000 | \$3,425,000 | +\$775,000 (+29.2%) |
| Avg. Sales Price | \$3,685,550 | \$3,649,050 | -\$36,500 (-1.0%) |

MIDTOWN AREA - TOWN OF PALM BEACH SINGLE FAMILY SALES
 (North of Worth Avenue to Royal Poinciana Way)

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> |
|------------------|-------------------------------|-------------------------------|----------------------------|
| Median | \$4,100,000 | \$3,980,000 | -\$120,000 (-2.9%) |
| Avg. Sales Price | \$4,806,707 | \$5,636,532 | +\$829,825 (+17.3%) |

SOUTHEND/ESTATE SECTION - TOWN OF PALM BEACH SINGLE FAMILY SALES
 (South of Worth Avenue)

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> |
|------------------|-------------------------------|-------------------------------|----------------------------|
| Median | \$6,820,000 | \$7,900,000 | +\$1,080,000 (+15.8%) |
| Avg. Sales Price | \$8,046,445 | \$17,892,117 | +\$9,845,672 (+122.4%) |

CONDOMINIUM SALES - TOWN OF PALM BEACH

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> | |
|------------------|-------------------------------|-------------------------------|----------------------------|----------|
| No. of Sales | 143 | 130 | -13 | (-9.1%) |
| Median | \$850,000 | \$710,000 | -\$140,000 | (-16.5%) |
| Avg. Sales Price | \$1,257,966 | \$1,197,423 | -\$60,543 | (-4.8%) |

CONDOMINIUM SALES-NORTH OF SLOANS CURVE

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> | |
|--------------|-------------------------------|-------------------------------|----------------------------|----------|
| No. of Sales | 80 | 65 | -15 | (-18.8%) |

CONDOMINIUM SALES-SOUTH OF SLOANS CURVE

| | <u>2007 (Jan-June)</u> | <u>2008 (Jan-June)</u> | <u>Differential</u> | |
|--------------|-------------------------------|-------------------------------|----------------------------|--|
| No. of Sales | 63 | 63 | 0 | |