

THE EVANS REPORT ANALYSIS©

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TOWN OF PALM BEACH SINGLE FAMILY HOME SALES

| | 2007 Calendar Year | 2008 Calendar Year | 2009 (Jan. - Sept.) |
|---|-------------------------------|-------------------------------|--------------------------------|
| No. of Sales | 142 | 104 | 61 |
| Sales over \$20,000,000 | 3 (2.1% of sales) | 6 (5.8% of sales) | 0 (0.0% of sales) |
| Sales between \$15,000,000 - \$19,999,999 | 6 (4.2% of sales) | 1 (1.0% of sales) | 1 (1.6% of sales) |
| Sales between \$10,000,000 - \$14,999,999 | 7 (4.9% of sales) | 6 (5.8% of sales) | 2 (3.3% of sales) |
| Sales between \$5,000,000 - \$9,999,999 | 31 (21.8% of sales) | 23 (22.1% of sales) | 10 (16.4% of sales) |
| Sales between \$2,500,000 - \$4,999,999 | 53 (37.3% of sales) | 33 (31.7% of sales) | 21 (34.4% of sales) |
| Sales below \$2,500,000 | 42 (29.6% of sales) | 35 (33.7% of sales) | 27 (44.3% of sales) |

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TOWN OF PALM BEACH SINGLE FAMILY HOMES

| | <u>2009 (Jan-June)</u> | <u>2009 (July-Sept)</u> | <u>Differential</u> |
|---------------------------------|------------------------|-------------------------|---------------------------|
| No. of Sales | 38 | 23 | N/A |
| Median | \$ 2,502,500 | \$ 3,240,000 | + 29.47% / + \$ 737,500 |
| Avg. Sales Price | \$ 2,920,389 | \$ 4,652,955 | + 59.33% / + \$ 1,732,566 |
| Avg. Annual Percentage Increase | 10.5% | 7.3% | N/A |
| No. of Years between Sales | 7.37 | 6.36 | N/A |

NORTH AREA - TOWN OF PALM BEACH SINGLE FAMILY HOMES

(North of Royal Poinciana Way)

| | <u>2009 (Jan-June)</u> | <u>2009 (July-Sept)</u> | <u>Differential</u> |
|---------------------------------|------------------------|-------------------------|-------------------------|
| No. of Sales | 24 | 15 | N/A |
| Median | \$ 1,875,000 | \$ 1,875,000 | + 0.00% / + \$ - |
| Avg. Sales Price | \$ 2,309,157 | \$ 2,766,071 | + 19.79% / + \$ 456,914 |
| Avg. Annual Percentage Increase | 11.0% | 8.3% | N/A |
| No. of Years between Sales | 8.60 | 7.58 | N/A |

MIDTOWN - TOWN OF PALM BEACH SINGLE FAMILY HOMES

(North of Worth Avenue to Royal Poinciana Way)

| | <u>2009 (Jan-June)</u> | <u>2009 (July-Sept)</u> | <u>Differential</u> |
|---------------------------------|------------------------|-------------------------|----------------------------|
| No. of Sales | 9 | 1 | N/A |
| Median | \$ 2,550,000 | \$ 5,500,000 | + 115.69% / + \$ 2,950,000 |
| Avg. Sales Price | \$ 2,911,667 | \$ 5,500,000 | + 88.90% / + \$ 2,588,333 |
| Avg. Annual Percentage Increase | 8.5% | 7.4% | N/A |
| No. of Years between Sales | 5.31 | 3.00 | N/A |

SOUTHEND/ESTATES SECTION - TOWN OF PALM BEACH SINGLE FAMILY SALES

| | <u>2009 (Jan-June)</u> | <u>2009 (July-Sept)</u> | <u>Differential</u> |
|---------------------------------|------------------------|-------------------------|---------------------------|
| No. of Sales | 5 | 7 | N/A |
| Median | \$ 6,000,000 | \$ 6,000,000 | + 0.00% / + \$ - |
| Avg. Sales Price | \$ 5,870,000 | \$ 8,305,714 | + 41.49% / + \$ 2,435,714 |
| Avg. Annual Percentage Increase | 11.8% | 7.4% | N/A |
| No. of Years between Sales | 5.31 | 6.42 | N/A |

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TOWN OF PALM BEACH CONDOMINIUM/CO-OP SALES

| | 2008 Calendar Year | 2009 (Jan-Sept) |
|---------------------------------|---|---|
| | <u>Total (North & South)</u> | <u>Total (North & South)</u> |
| Total Number of Sales | 197 | 153 |
| Sales \$3,000,000 and up | 11 (5.6% of sales) | 7 (4.6% of sales) |
| Sales \$2,000,000 - \$2,999,999 | 17 (8.7% of sales) | 9 (5.9% of sales) |
| Sales \$1,000,000 - \$1,999,999 | 43 (21.9% of sales) | 25 (16.4% of sales) |
| Sales \$500,000 - \$999,999 | 47 (24.0% of sales) | 43 (28.1% of sales) |
| Sales \$499,999 and below | 78 (39.8% of sales) | 69 (45.1% of sales) |
| | <u>North of Sloan's Curve</u> | <u>North of Sloan's Curve</u> |
| Total Number of Sales | 89 | 60 |
| Sales \$3,000,000 and up | 10 (11.2% of sales) | 4 (6.7% of sales) |
| Sales \$2,000,000 - \$2,999,999 | 7 (7.9% of sales) | 7 (11.7% of sales) |
| Sales \$1,000,000 - \$1,999,999 | 24 (27.0% of sales) | 15 (25.0% of sales) |
| Sales \$500,000 - \$999,999 | 21 (23.6% of sales) | 15 (25.1% of sales) |
| Sales \$499,999 and below | 27 (30.3% of sales) | 27 (31.5% of sales) |
| | <u>South of Sloan's Curve</u> | <u>South of Sloan's Curve</u> |
| Total Number of Sales | 108 | 93 |
| Sales \$3,000,000 and up | 1 (0.9% of sales) | 3 (3.2% of sales) |
| Sales \$2,000,000 - \$2,999,999 | 10 (9.3% of sales) | 2 (2.2% of sales) |
| Sales \$1,000,000 - \$1,999,999 | 19 (17.6% of sales) | 10 (10.8% of sales) |
| Sales \$500,000 - \$999,999 | 26 (24.3% of sales) | 28 (30.1% of sales) |
| Sales \$499,999 and below | 51 (47.9% of sales) | 50 (53.7% of sales) |

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CONDOMINIUM/CO-OP SALES - TOWN OF PALM BEACH

| | <u>2009 (Jan-June)</u> | <u>2009 (July-Sept)</u> | <u>Differential</u> |
|---------------------------------|------------------------|-------------------------|------------------------|
| No. of Sales | 114 | 39 | N/A |
| Median | \$ 562,500 | \$ 505,000 | -10.22% / \$ (57,500) |
| Avg. Sales Price | \$ 959,509 | \$ 773,521 | -19.38% / \$ (185,988) |
| Avg. Annual Percentage Increase | 6.7% | 5.7% | N/A |
| No. of Years between Sales | 12.21 | 11.76 | N/A |

CONDOMINIUM/CO-OP SALES - NORTH OF SLOAN'S CURVE

| | <u>2009 (Jan-June)</u> | <u>2009 (July-Sept)</u> | <u>Differential</u> |
|---------------------------------|------------------------|-------------------------|------------------------|
| No. of Sales | 49 | 11 | N/A |
| Median | \$ 825,000 | \$ 725,000 | -12.12% / \$ (100,000) |
| Avg. Sales Price | \$ 1,294,576 | \$ 1,154,091 | -10.85% / \$ (140,485) |
| Avg. Annual Percentage Increase | 10.2% | 8.5% | N/A |
| No. of Years between Sales | 10.18 | 15.00 | N/A |

CONDOMINIUM/CO-OP SALES - SOUTH OF SLOAN'S CURVE

| | <u>2009 (Jan-June)</u> | <u>2009 (July-Sept)</u> | <u>Differential</u> |
|---------------------------------|------------------------|-------------------------|----------------------|
| No. of Sales | 65 | 28 | N/A |
| Median | \$ 430,000 | \$ 395,213 | -8.09% / \$ (34,788) |
| Avg. Sales Price | \$ 675,317 | \$ 618,474 | -8.42% / \$ (56,842) |
| Avg. Annual Percentage Increase | 4.6% | 4.6% | N/A |
| No. of Years between Sales | 13.68 | 10.35 | N/A |

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