

THE EVANS REPORT ANALYSIS©

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TOWN OF PALM BEACH CONDO SALES/UNITS

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
No. of Sales 1st Quarter	45	64	+19
No. of Sales 2nd Quarter	69	88	+19
Total No. of Sales	114	152	+38

MONTHLY BREAKDOWN OF SALES/CONDO UNITS

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
January	9 (7.9%)	17 (11.2%)	+8
February	22 (19.3%)	20 (13.2%)	-2
March	14 (12.3%)	27 (17.7%)	+13
April	26 (22.8%)	29 (19.1%)	+3
May	21 (18.4%)	36 (23.7%)	+15
June	22 (19.3%)	23 (15.1%)	+1
Total No. of Sales	114 (100.0%)	152 (100.0%)	+38

CONDO SALES DATA

TOWN-WIDE

	<u>Jan-June</u> <u>2009</u>	<u>Jan-June</u> <u>2010</u>	<u>Differential</u>
No. of Sales	114	152	+38
Median Sales Price	\$ 562,500	\$ 407,500	-\$155,000
Average Sales Price	\$ 939,909	\$ 671,609	-\$268,300

North of Sloan's Curve

	<u>Jan-June</u> <u>2009</u>	<u>Jan-June</u> <u>2010</u>	<u>Differential</u>
No. of Sales	49	51	+2
Median Sales Price	\$ 825,000	\$ 869,000	+\$44,000
Average Sales Price	\$ 1,241,736	\$ 1,194,835	-\$46,901

South of Sloan's Curve

	<u>Jan-June</u> <u>2009</u>	<u>Jan-June</u> <u>2010</u>	<u>Differential</u>
No. of Sales	65	101	+36
Median Sales Price	\$ 430,000	\$ 300,000	-\$130,000
Average Sales Price	\$ 654,538	\$ 415,229	-\$239,309

BREAKDOWN BY SALES PRICE/CONDOS

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
Sales over \$3,000,000	5 (4.4%)	2 (1.3%)	-3
Sales \$2,000,000 - \$2,999,999	7 (6.1%)	8 (5.3%)	+1
Sales \$1,000,000 - \$1,999,999	21 (18.4%)	18 (11.8%)	-3
Sales \$500,000 - \$999,999	31 (27.2%)	31 (20.4%)	0
Sales \$250,000 - \$499,999	18 (15.8%)	46 (30.3%)	+28
Sales below \$250,000	32 (28.1%)	47 (30.9%)	+15

SALES GROUPINGS/CONDOS

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
All sales over \$1,000,000	33 (28.9%)	28 (18.4%)	-5 (-15.15%)
All sales under \$1,000,000	81 (71.7%)	124 (81.6%)	+43 (+53.09%)

REO'S & CERTIFICATES OF TITLE (Foreclosure)/CONDOS

	<u>2009</u>	<u>2010</u>
1st Quarter	2/45 (4.4%)	3/64 (4.7%)
2nd Quarter	1/69 (1.4%)	6/88 (6.8%)

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TOWN OF PALM BEACH SINGLE FAMILY HOME SALES

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
No. of Sales 1st Quarter	6	26	+20
No. of Sales 2nd Quarter	32	34	+2
Total No. of Sales	38	60	+22

MONTHLY BREAKDOWN OF SALES/SINGLE FAMILY HOMES

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
January	1 (2.6%)	5 (8.3%)	+4
February	4 (10.5%)	9 (15.0%)	+5
March	1 (2.6%)	12 (20.0%)	+11
April	8 (21.1%)	12 (20.0%)	+4
May	9 (23.7%)	14 (23.3%)	+5
June	15 (39.5%)	8 (13.4%)	-7
Total No. of Sales	38 (100.0%)	60 (100.0%)	+22

PALM BEACH SINGLE FAMILY HOMES

TOWN-WIDE	<u>Jan-June 2009</u>	<u>Jan-June 2010</u>	<u>Differential</u>
No. of Sales	38	60	+22
Median Sales Price	\$ 2,502,500	\$ 2,900,000	+\$397,500
Average Sales Price	\$ 2,920,389	\$ 4,723,826	+\$1,803,437
North Town of Palm Beach	<u>Jan-June 2009</u>	<u>Jan-June 2010</u>	<u>Differential</u>
No. of Sales	24	43	+19
Median Sales Price	\$ 1,875,000	\$ 2,350,000	+475,000
Average Sales Price	\$ 2,309,157	\$ 3,859,645	+1,550,487
Midtown Town of Palm Beach	<u>Jan-June 2009</u>	<u>Jan-June 2010</u>	<u>Differential</u>
No. of Sales	9	10	+1
Median Sales Price	\$ 2,550,000	\$ 3,212,500	+662,500
Average Sales Price	\$ 2,911,667	\$ 3,294,516	+382,849
Southend/Estate Section Town of Palm Beach	<u>Jan-June 2009</u>	<u>Jan-June 2010</u>	<u>Differential</u>
No. of Sales	5	7	+2
Median Sales Price	\$ 6,000,000	\$ 11,560,000	+5,560,000
Average Sales Price	\$ 5,870,000	\$ 11,950,786	+6,080,786

BREAKDOWN BY SALES PRICE/SINGLE FAMILY HOMES

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
Sales over \$20,000,000	0 (0.0%)	1 (1.7%)	+1
Sales \$15,000,000 - \$19,999,999	1 (2.6%)	3 (5.1%)	+2
Sales \$10,000,000 - \$14,999,999	0 (0.0%)	4 (6.8%)	+4
Sales \$5,000,000 - \$9,999,999	4 (10.5%)	9 (15.3%)	+5
Sales \$2,500,000 - \$4,999,999	15 (39.5%)	17 (28.7%)	+2
Sales at, or below \$2,499,999	18 (47.4%)	25 (42.4%)	+7

SALES GROUPINGS/SINGLE HOMES

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
All sales \$5,000,000 and over	5 (13.1%)	17 (28.9%)	+12 (+240.00%)
All sales under \$5,000,000	33 (86.9%)	42 (71.1%)	+9 (+27.27%)

REO'S & CERTIFICATES OF TITLE (Foreclosure)/CONDOS

	<u>2009</u>	<u>2010</u>
1st Quarter	0/6 (0.0%)	0/26 (0.0%)
2nd Quarter	2/32 (6.3%)	0/34 (0.0%)

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