

THE EVANS REPORT ANALYSIS©

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2010 3rd Quarter Analysis of Palm Beach Single Family Homes

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	35	+3
No. of Sales 3rd Quarter	23	28	+5
Total No. of Sales	61	89	+28

MONTHLY BREAKDOWN OF SALES/SINGLE FAMILY HOMES

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
January	1 (1.5%)	5 (5.6%)	+4
February	4 (6.6%)	9 (10.1%)	+5
March	1 (1.5%)	12 (13.5%)	+11
April	8 (13.1%)	12 (13.5%)	+4
May	9 (14.8%)	14 (15.7%)	+5
June	15 (24.6%)	9 (10.1%)	-6
July	11 (18.2%)	9 (10.1%)	-2
August	7 (11.5%)	9 (10.1%)	+2
September	5 (8.2%)	10 (11.3%)	+5
Total No. of Sales	61 (100.0%)	89 (100.0%)	+28

PALM BEACH SINGLE FAMILY HOMES

TOWN-WIDE

	<u>Jan-Sept</u> <u>2009</u>	<u>Jan-Sept</u> <u>2010</u>	<u>Differential</u>
No. of Sales	61	89	+28
Median Sales Price	\$ 2,550,000	\$ 2,737,500	+\$187,500
Average Sales Price	\$ 3,555,663	\$ 4,250,094	+\$694,431

North Town of Palm Beach

	<u>Jan-Sept</u> <u>2009</u>	<u>Jan-Sept</u> <u>2010</u>	<u>Differential</u>
No. of Sales	39	63	+24
Median Sales Price	\$ 1,875,000	\$ 2,272,000	+\$397,000
Average Sales Price	\$ 2,477,494	\$ 3,628,277	+\$1,150,783

Midtown Town of Palm Beach

	<u>Jan-Sept</u> <u>2009</u>	<u>Jan-Sept</u> <u>2010</u>	<u>Differential</u>
No. of Sales	10	15	+5
Median Sales Price	\$ 2,775,000	\$ 2,775,000	0
Average Sales Price	\$ 3,170,500	\$ 3,286,118	+\$115,618

Southend/Estate Section Town of Palm Beach

	<u>Jan-Sept</u> <u>2009</u>	<u>Jan-Sept</u> <u>2010</u>	<u>Differential</u>
No. of Sales	12	11	-1
Median Sales Price	\$ 6,000,000	\$ 10,000,000	-\$4,000,000
Average Sales Price	\$ 7,290,833	\$ 9,069,393	+\$1,778,560

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 (1.1%)	+1
Sales \$15,000,000 - \$19,999,999	1 (1.6%)	3 (3.4%)	+2
Sales \$10,000,000 - \$14,999,999	2 (3.3%)	5 (5.7%)	+3
Sales \$5,000,000 - \$9,999,999	10 (16.4%)	15 (17.1%)	+5
Sales \$2,500,000 - \$4,999,999	21 (34.4%)	23 (26.1%)	+2
Sales at, or below \$2,499,999	27 (44.3%)	41 (46.6%)	+14
	61 (100.0%)	88 (100.0%) [1 NA]	+27

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

	<u>2009</u>	<u>2010</u>
1st Quarter	0/6 (0.0%)	0/26 (0.0%)
2nd Quarter	2/32 (6.3%)	0/35 (0.0%)
3rd Quarter	0/23 (0.0%)	1/28 (3.6%)
	2/61 (3.3%)	1/89 (1.1%)

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2010 3rd Quarter Analysis of Palm Beach Condominiums

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	93	+24
No. of Sales 3rd Quarter	39	54	+15
Total No. of Sales	153	211	+58

MONTHLY BREAKDOWN OF SALES/CONDO UNITS

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
January	9 (5.9%)	17 (8.1%)	+8
February	22 (14.3%)	20 (9.5%)	-2
March	14 (9.2%)	27 (12.8%)	+13
April	26 (17.0%)	29 (13.7%)	+3
May	21 (13.7%)	36 (17.0%)	+15
June	22 (14.4%)	28 (13.3%)	+6
July	6 (4.0%)	19 (9.0%)	+13
August	21 (13.7%)	17 (8.1%)	-4
September	12 (7.8%)	18 (8.5%)	+6
Total No. of Sales	153 (100.0%)	211 (100.0%)	+58

CONDO SALES DATA

TOWN-WIDE

	<u>Jan-Sep</u> <u>2009</u>	<u>Jan-Sep</u> <u>2010</u>	<u>Differential</u>
No. of Sales	153	211	+58
Median Sales Price	\$ 550,000	\$ 400,000	-\$150,000
Average Sales Price	\$ 897,188	\$ 667,078	-\$230,110

North of Sloan's Curve

	<u>Jan-Sep</u> <u>2009</u>	<u>Jan-Sep</u> <u>2010</u>	<u>Differential</u>
No. of Sales	60	75	+15
Median Sales Price	\$ 812,500	\$ 775,000	-\$37,500
Average Sales Price	\$ 1,267,932	\$ 1,151,188	-\$116,744

South of Sloan's Curve

	<u>Jan-Sep</u> <u>2009</u>	<u>Jan-Sep</u> <u>2010</u>	<u>Differential</u>
No. of Sales	93	136	+43
Median Sales Price	\$ 430,000	\$ 287,500	-\$142,500
Average Sales Price	\$ 658,264	\$ 405,300	-\$252,964

BREAKDOWN BY SALES PRICE/CONDOS

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
Sales over \$3,000,000	7 (4.6%)	4 (1.9%)	-3
Sales \$2,000,000 - \$2,999,999	9 (5.9%)	8 (3.8%)	-1
Sales \$1,000,000 - \$1,999,999	25 (16.3%)	27 (12.8%)	+2
Sales \$500,000 - \$999,999	43 (28.1%)	44 (20.9%)	+1
Sales \$250,000 - \$499,999	26 (17.0%)	60 (28.4%)	+35
Sales below \$250,000	43 (28.1%)	68 (32.2%)	+26
	153 (100.0%)	211 (100.0%)	+60

SALES GROUPINGS/CONDOS

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
All sales over \$1,000,000	41 (27.2%)	39 (18.5%)	-2
All sales under \$1,000,000	110 (72.8%)	172 (81.5%)	+62

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

	<u>2009</u>	<u>2010</u>
1st Quarter	2/45 (4.4%)	4/64 (4.7%)
2nd Quarter	1/69 (1.4%)	8/93 (8.6%)
3rd Quarter	0/39 (0.0%)	3/54 (5.6%)
	3/153 (1.96%)	15/211 (7.1%)

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