

THE EVANS REPORT©

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SEVEN YEAR ANALYSIS 2004-2010

TOWN OF PALM BEACH - SINGLE FAMILY HOME SALES

	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
Number of Sales	298	168	139	142	104	87	121
Median Price	\$2,200,000	\$3,000,000	\$3,100,000	\$3,500,000	\$3,875,000	\$2,850,000	\$2,850,000
Average Sales Price	\$3,472,569	\$4,521,138	\$4,492,561	\$5,110,930	\$7,140,400	\$3,825,717	\$4,363,394
Avg. Years Between Sales	7.7	7.1	6.2	7.2	8.45	8.33	11.31

TOWN OF PALM BEACH - CONDOMINIUM/CO-OP SALES

	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
Number of Sales	543	369	247	245	196	198	267
Median Price	\$425,000	\$585,000	\$764,000	\$825,000	\$600,000	\$461,250	\$365,000
Average Sales Price	\$645,433	\$830,669	\$1,090,810	\$1,192,432	\$1,030,364	\$841,293	\$629,024
Avg. Years Between Sales	8.2	8.2	8.5	9.4	12.35	11.36	12.28

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2010 Full-Year 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	22	30	+8
No. of Sales 4th Quarter	27	30	+3
Total No. of Sales	87	121	+34

MONTHLY BREAKDOWN OF SALES/SINGLE FAMILY HOMES

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
January	1 (1.1%)	5 (4.1%)	+4
February	4 (4.6%)	9 (7.4%)	+5
March	1 (1.1%)	12 (9.9%)	+11
April	8 (9.3%)	12 (9.9%)	+4
May	9 (10.3%)	14 (11.6%)	+5
June	15 (17.2%)	9 (7.4%)	-6
July	10 (11.5%)	9 (7.4%)	-1
August	7 (8.1%)	9 (7.4%)	+2
September	5 (5.7%)	12 (9.9%)	+7
October	7 (8.1%)	5 (4.1%)	-2
November	8 (9.2%)	8 (6.8%)	-
December	12 (13.8%)	17 (14.1%)	+5
Total No. of Sales	87 (100.0%)	121 (100.0%)	+34

PALM BEACH SINGLE FAMILY HOMES

TOWN-WIDE	<u>Jan-Dec</u> <u>2009</u>	<u>Jan-Dec</u> <u>2010</u>	<u>Differential</u>
No. of Sales	87	121	+34
Median Sales Price	\$ 2,850,000	\$ 2,850,000	-
Average Sales Price	\$ 3,825,717	\$ 4,363,394	+\$537,677
Total Sales/Dollars	\$ 325,185,908	\$ 514,880,458	+\$189,694,450
North Town of Palm Beach	<u>Jan-Dec</u> <u>2009</u>	<u>Jan-Dec</u> <u>2010</u>	<u>Differential</u>
No. of Sales	55	77	+22
Median Sales Price	\$ 1,900,000	\$ 2,282,500	+\$382,500
Average Sales Price	\$ 2,730,909	\$ 4,373,326	+\$1,642,417
Total Sales/Dollars	\$ 144,738,165	\$ 293,012,829	+\$148,274,664
Midtown Town of Palm Beach	<u>Jan-Dec</u> <u>2009</u>	<u>Jan-Dec</u> <u>2010</u>	<u>Differential</u>
No. of Sales	16	25	+9
Median Sales Price	\$ 3,150,000	\$ 2,775,000	-\$375,000
Average Sales Price	\$ 3,055,171	\$ 3,147,234	+\$92,063
Total Sales/Dollars	\$ 48,882,743	\$ 76,680,844	+\$27,798,101
Southend/Estate Section Town of Palm Beach	<u>Jan-Dec</u> <u>2009</u>	<u>Jan-Dec</u> <u>2010</u>	<u>Differential</u>
No. of Sales	16	19	+3
Median Sales Price	\$ 6,000,000	\$ 6,800,000	+\$800,000
Average Sales Price	\$ 8,222,813	\$ 8,422,752	+\$199,939
Total Sales/Dollars	\$ 131,565,000	\$ 143,186,785	+\$11,621,785

BREAKDOWN BY SALES PRICE/SINGLE FAMILY HOMES

	<u>2009</u>	<u>2010</u>	<u>Differential</u>
Sales over \$20,000,000	1 (1.1%)	2 (1.7%)	+1
Sales \$15,000,000 -\$19,999,999	1 (1.1%)	4 (3.4%)	+3
Sales \$10,000,000 -\$14,999,999	3 (3.5%)	4 (3.4%)	+1
Sales \$5,000,000 -\$9,999,999	14 (16.1%)	25 (21.2%)	+11
Sales \$2,500,000 -\$4,999,999	32 (36.8%)	29 (24.5%)	-3
Sales at, or below \$2,499,999	36 (41.4%)	54 (45.8%)	+18
	<u>87 (100.0%)</u>	<u>118 (100.0%) [3 NA]</u>	

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	0/22 (0.0%)	1/30 (3.3%)
4th Quarter	0/27 (0.0%)	1/30 (3.3%)
	<u>2/87 (2.3%)</u>	<u>2/121 (1.7%)</u>

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2010 Full-Year Analysis of Palm Beach Condominiums

TOWN OF PALM BEACH CONDO & CO-OP SALES/UNITS

	2009	2010	Differential
No. of Sales 1st Quarter	45	64	+19
No. of Sales 2nd Quarter	69	94	+25
No. of Sales 3rd Quarter	42	58	+16
No. of Sales 4th Quarter	42	51	+9
Total No. of Sales	198	267	+69

MONTHLY BREAKDOWN OF SALES/CONDO & CO-OP UNITS

	2009	2010	Differential
January	9 (4.5%)	17 (6.4%)	+8
February	22 (11.1%)	20 (7.5%)	-2
March	14 (7.1%)	27 (10.1%)	+13
April	26 (13.1%)	30 (11.2%)	+4
May	21 (10.6%)	36 (13.5%)	+15
June	22 (11.1%)	28 (10.5%)	+6
July	6 (3.0%)	19 (7.1%)	+13
August	22 (11.1%)	17 (6.4%)	-5
September	14 (7.1%)	22 (8.2%)	+8
October	10 (5.1%)	21 (7.9%)	+11
November	12 (6.1%)	12 (4.5%)	-
December	20 (10.1%)	18 (6.7%)	-2
Total No. of Sales	198 (100.0%)	267 (100.0%)	+69

CONDO & CO-OP SALES DATA

	Jan-Dec		Differential
	2009	2010	
TOWN-WIDE			
No. of Sales	198	267	+69
Median Sales Price	\$ 461,250	\$ 365,000	-\$96,250
Average Sales Price	\$ 841,293	\$ 629,024	-\$212,269
Total Sales/Dollars	\$ 158,163,073	\$ 166,062,223	+\$7,899,150
North of Sloan's Curve			
No. of Sales	73	92	+19
Median Sales Price	\$ 725,000	\$ 746,882	+\$21,882
Average Sales Price	\$ 1,192,698	\$ 1,122,705	-\$69,993
Total Sales/Dollars	\$ 84,681,550	\$ 101,043,464	+\$16,361,914
South of Sloan's Curve			
No. of Sales	125	175	+50
Median Sales Price	\$ 347,925	\$ 265,000	-\$82,925
Average Sales Price	\$ 628,047	\$ 373,671	-\$254,376
Total Sales/Dollars	\$ 73,481,523	\$ 65,018,759	-\$8,462,764

BREAKDOWN BY SALES PRICE/CONDOS & CO-OP

	2009	2010	Differential
Sales over \$3,000,000	8 (4.0%)	6 (2.3%)	-2
Sales \$2,000,000 - \$2,999,999	12 (6.1%)	8 (3.0%)	-4
Sales \$1,000,000 - \$1,999,999	28 (14.2%)	30 (11.3%)	+2
Sales \$500,000 - \$999,999	48 (24.2%)	53 (20.0%)	+5
Sales \$250,000 - \$499,999	38 (19.2%)	74 (27.9%)	+36
Sales below \$250,000	64 (32.3%)	94 (35.5%)	+30
	198 (100.0%)	265 (100.0%) [2 N/A]	

SALES GROUPINGS/CONDOS & CO-OP

	2009	2010	Differential
All sales over \$1,000,000	48 (24.2%)	44 (16.6%)	-4
All sales \$500,000 to \$1,000,000	48 (24.2%)	53 (20.0%)	+5
All sales under \$500,000	102 (51.6%)	168 (63.4%)	+66

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

	2009	2010
1st Quarter	2/45 (4.4%)	4/64 (6.3%)
2nd Quarter	1/69 (1.4%)	8/94 (8.5%)
3rd Quarter	0/42 (0.0%)	7/58 (12.1%)
4th Quarter	4/42 (9.5%)	9/51 (17.6%)
	7/198 (3.5%)	28/267 (10.5%)