

THE EVANS REPORT ANALYSIS©

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2011 First Quarter Analysis of Palm Beach Single Family Homes

TOWN OF PALM BEACH SINGLE FAMILY HOME SALES

| | <u>2010</u> | <u>2011</u> | <u>Differential</u> |
|---------------------------|-------------|-------------|---------------------|
| No. of Sales 1st Quarter | 26 | 27 | +1 |
| Total No. of Sales | 26 | 27 | +1 |

MONTHLY BREAKDOWN OF SALES/SINGLE FAMILY HOMES

| | <u>2010</u> | <u>2011</u> | <u>Differential</u> |
|---------------------------|--------------------|--------------------|---------------------|
| January | 5 (19.2%) | 6 (22.2%) | +1 |
| February | 9 (34.7%) | 10 (37.0%) | +1 |
| March | 12 (46.1%) | 11 (40.8%) | -1 |
| Total No. of Sales | 26 (100.0%) | 27 (100.0%) | +1 |

PALM BEACH SINGLE FAMILY HOMES

TOWN-WIDE

| | Jan-Mar <u>2010</u> | Jan-Mar <u>2011</u> | <u>Differential</u> |
|---------------------|------------------------|------------------------|---------------------|
| No. of Sales | 26 | 27 | +1 |
| Median Sales Price | \$ 3,250,000 | \$ 2,800,000 | -\$450,000 |
| Average Sales Price | \$ 4,929,286 | \$ 5,349,458 | +\$420,172 |
| Total Sales/Dollars | \$ 123,232,141 | \$ 144,435,369 | +\$21,203,228 |

North Town of Palm Beach

| | Jan-Mar <u>2010</u> | Jan-Mar <u>2011</u> | <u>Differential</u> |
|---------------------|------------------------|------------------------|---------------------|
| No. of Sales | 19 | 17 | -2 |
| Median Sales Price | \$ 2,650,000 | \$ 2,025,000 | -\$625,000 |
| Average Sales Price | \$ 4,219,197 | \$ 4,753,717 | +\$534,520 |
| Total Sales/Dollars | \$ 75,945,541 | \$ 80,813,187 | +\$4,867,646 |

Midtown Town of Palm Beach

| | Jan-Mar <u>2010</u> | Jan-Mar <u>2011</u> | <u>Differential</u> |
|---------------------|------------------------|------------------------|---------------------|
| No. of Sales | 5 | 4 | -1 |
| Median Sales Price | \$ 3,650,000 | \$ 2,342,888 | -\$1,307,112 |
| Average Sales Price | \$ 3,045,320 | \$ 3,512,694 | +\$467,374 |
| Total Sales/Dollars | \$ 15,226,000 | \$ 14,050,775 | -\$1,175,225 |

Southend/Estate Section Town of Palm Beach

| | Jan-Mar <u>2010</u> | Jan-Mar <u>2011</u> | <u>Differential</u> |
|---------------------|------------------------|------------------------|---------------------|
| No. of Sales | 2 | 6 | +4 |
| Median Sales Price | \$ 16,030,000 | \$ 9,081,221 | -\$6,948,779 |
| Average Sales Price | \$ 16,030,000 | \$ 8,261,901 | -\$7,768,099 |
| Total Sales/Dollars | \$ 32,060,000 | \$ 49,571,407 | +17,511,407 |

BREAKDOWN BY SALES PRICE/SINGLE FAMILY HOMES

| | <u>2010</u> | <u>2011</u> | <u>Differential</u> |
|-----------------------------------|--------------------|--------------------|---------------------|
| Sales over \$20,000,000 | 1 (4.0%) | 1 (3.7%) | +0 |
| Sales \$15,000,000 - \$19,999,999 | 1 (4.0%) | 1 (3.7%) | +0 |
| Sales \$10,000,000 - \$14,999,999 | 1 (4.0%) | 1 (3.7%) | +0 |
| Sales \$5,000,000 - \$9,999,999 | 4 (16.0%) | 7 (25.9%) | +3 |
| Sales \$2,500,000 - \$4,999,999 | 7 (28.0%) | 6 (22.2%) | -1 |
| Sales at, or below \$2,499,999 | 11 (44.0%) | 11 (40.8%) | +0 |
| | <u>26 (100.0%)</u> | <u>27 (100.0%)</u> | |

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

| | <u>2010</u> | <u>2011</u> |
|-------------|--------------------|--------------------|
| 1st Quarter | 0/26 (0.0%) | 0/27 (0.0%) |
| | <u>0/26 (0.0%)</u> | <u>0/27 (0.0%)</u> |

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2011 First Quarter Analysis of Palm Beach Condominiums

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

| | <u>2010</u> | <u>2011</u> | <u>Differential</u> |
|---------------------------|-------------|-------------|---------------------|
| No. of Sales 1st Quarter | 64 | 68 | +4 |
| Total No. of Sales | 64 | 68 | +4 |

MONTHLY BREAKDOWN OF SALES/CONDO & CO-OP UNITS

| | <u>2010</u> | <u>2011</u> | <u>Differential</u> |
|---------------------------|--------------------|--------------------|---------------------|
| January | 17 (26.6%) | 13 (19.1%) | -4 |
| February | 20 (31.3%) | 20 (29.4%) | +0 |
| March | 27 (42.1%) | 35 (51.1%) | +8 |
| Total No. of Sales | 64 (100.0%) | 68 (100.0%) | +4 |

CONDO & CO-OP SALES DATA

TOWN-WIDE

| | <u>Jan-Mar</u> <u>2010</u> | <u>Jan-Mar</u> <u>2011</u> | <u>Differential</u> |
|---------------------|-------------------------------|-------------------------------|---------------------|
| No. of Sales | 64 | 68 | +4 |
| Median Sales Price | \$ 382,500 | \$ 557,500 | +\$175,000 |
| Average Sales Price | \$ 598,348 | \$ 834,084 | +\$235,736 |
| Total Sales/Dollars | \$ 37,695,896 | \$ 55,049,519 | +\$17,353,623 |

North of Sloan's Curve

| | <u>Jan-Mar</u> <u>2010</u> | <u>Jan-Mar</u> <u>2011</u> | <u>Differential</u> |
|---------------------|-------------------------------|-------------------------------|---------------------|
| No. of Sales | 27 | 32 | +5 |
| Median Sales Price | \$ 775,000 | \$ 743,250 | -\$31,750 |
| Average Sales Price | \$ 935,552 | \$ 1,039,444 | +\$103,892 |
| Total Sales/Dollars | \$ 25,259,896 | \$ 32,222,769 | +\$6,962,873 |

South of Sloan's Curve

| | <u>Jan-Mar</u> <u>2010</u> | <u>Jan-Mar</u> <u>2011</u> | <u>Differential</u> |
|---------------------|-------------------------------|-------------------------------|---------------------|
| No. of Sales | 37 | 36 | -1 |
| Median Sales Price | \$ 250,000 | \$ 376,250 | +\$126,250 |
| Average Sales Price | \$ 336,108 | \$ 652,193 | +\$316,085 |
| Total Sales/Dollars | \$ 12,436,000 | \$ 22,826,750 | +\$10,390,750 |

BREAKDOWN BY SALES PRICE/CONDOS & CO-OP

| | <u>2010</u> | <u>2011</u> | <u>Differential</u> |
|--------------------------------|--------------------|----------------------------|---------------------|
| Sales over \$3,000,000 | 0 (0.0%) | 2 (3.0%) | +2 |
| Sales \$2,000,000 -\$2,999,999 | 4 (6.3%) | 1 (1.5%) | -3 |
| Sales \$1,000,000 -\$1,999,999 | 7 (10.9%) | 16 (23.9%) | +9 |
| Sales \$500,000 -\$999,999 | 12 (18.7%) | 17 (25.4%) | +5 |
| Sales \$250,000 -\$499,999 | 20 (31.2%) | 20 (29.9%) | +0 |
| Sales below \$250,000 | 21 (32.9%) | 11 (16.3%) | -10 |
| | <u>64 (100.0%)</u> | <u>67 (100.0%) [1 N/A]</u> | |

SALES GROUPINGS/CONDOS & CO-OP

| | <u>2010</u> | <u>2011</u> | <u>Differential</u> |
|------------------------------------|-------------|-------------|---------------------|
| All sales over \$1,000,000 | 11 (17.3%) | 19 (28.4%) | +8 |
| All sales \$500,000 to \$1,000,000 | 12 (18.7%) | 17 (25.4%) | +5 |
| All sales under \$500,000 | 41 (64.0%) | 31 (46.2%) | -10 |

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

| | <u>2010</u> | <u>2011</u> |
|-------------|--------------------|---------------------|
| 1st Quarter | 4/64 (6.3%) | 1/68 (1.47%) |
| | <u>4/64 (6.3%)</u> | <u>1/68 (1.47%)</u> |

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