

THE EVANS REPORT ANALYSIS©

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2011 Third Quarter Analysis of Palm Beach Single Family Homes

TOWN OF PALM BEACH SINGLE FAMILY HOME SALES

	<u>2010</u>	<u>2011</u>	<u>Differential ('10 v. '11)</u>
No. of Sales 1st Quarter	26	27	+1
No. of Sales 2nd Quarter	35	55	+20
No. of Sales 3rd Quarter	28	27	-1
Total No. of Sales	89	109	+20

MONTHLY BREAKDOWN OF SALES/SINGLE FAMILY HOMES

	<u>2010</u>	<u>2011</u>	<u>Differential ('10 v. '11)</u>
January	5 (5.6%)	6 (5.5%)	+1
February	9 (10.1%)	10 (9.2%)	+1
March	12 (13.5%)	11 (10.1%)	-1
April	12 (13.5%)	14 (12.9%)	+2
May	14 (15.7%)	23 (21.1%)	+9
June	9 (10.1%)	18 (16.5%)	+9
July	9 (10.1%)	11 (10.1%)	+2
August	9 (10.1%)	9 (8.2%)	-
September	10 (11.3%)	7 (6.4%)	-3
Total No. of Sales	89 (100.0%)	109 (100.0%)	+20

PALM BEACH SINGLE FAMILY HOMES

TOWN-WIDE

	<u>2010</u> <u>3rd Quarter</u>	<u>2011</u> <u>3rd Quarter</u>	<u>Differential</u> <u>10 3Q v. '11 3Q</u>
No. of Sales	28	27	-1
Median Sales Price	\$2,282,750	\$2,775,000	+492,250
Average Sales Price	\$3,249,387	\$4,276,751	+1,027,364
Total Sales/Dollars	\$90,982,832	\$115,472,290	+24,489,458

North Town of Palm Beach

	<u>2010</u> <u>3rd Quarter</u>	<u>2011</u> <u>3rd Quarter</u>	<u>Differential</u> <u>10 3Q v. '11 3Q</u>
No. of Sales	19	21	+2
Median Sales Price	\$2,000,000	\$2,775,000	+775,000
Average Sales Price	\$3,080,442	\$4,155,124	+1,074,682
Total Sales/Dollars	\$58,528,400	\$87,257,605	+28,729,205

Midtown Town of Palm Beach

	<u>2010</u> <u>3rd Quarter</u>	<u>2011</u> <u>3rd Quarter</u>	<u>Differential</u> <u>10 3Q v. '11 3Q</u>
No. of Sales	5	5	-
Median Sales Price	\$2,601,110	\$2,450,000	-151,110
Average Sales Price	\$3,269,322	\$4,792,937	+1,523,615
Total Sales/Dollars	\$16,346,610	\$23,964,685	+7,618,075

South Town of Palm Beach

	<u>2010</u> <u>3rd Quarter</u>	<u>2011</u> <u>3rd Quarter</u>	<u>Differential</u> <u>10 3Q v. '11 3Q</u>
No. of Sales	4	1	-3
Median Sales Price	\$2,550,000	\$4,250,000	+1,700,000
Average Sales Price	\$4,026,956	\$4,250,000	+223,044
Total Sales/Dollars	\$16,107,822	\$4,250,000	-11,857,822

BREAKDOWN BY SALES PRICE/SINGLE FAMILY HOMES

	<u>2010</u> <u>Jan. thru Sept.</u>	<u>2011</u> <u>Jan. thru Sept.</u>	<u>Differential ('10 v. '11)</u> <u>Jan. thru Sept.</u>
Sales over \$20,000,000	1 (1.1%)	5 (4.6%)	+4
Sales \$15,000,000 - \$19,999,999	3 (3.4%)	3 (2.8%)	-
Sales \$10,000,000 - \$14,999,999	5 (5.7%)	6 (5.5%)	+1
Sales \$5,000,000 - \$9,999,999	15 (17.0%)	17 (15.6%)	+2
Sales \$2,500,000 - \$4,999,999	23 (26.2%)	25 (22.9%)	+2
Sales below \$2,500,000	41 (46.6%)	53 (48.6%)	+12
	88 (100.0%)*	109 (100.0%)	+21

* 1 sale not arms length

TOWN-WIDE SINGLE FAMILY HOMES SOLD BELOW PRIOR PURCHASE PRICE

TOWN-WIDE

Homes sold below previous Purch. Price

<u>2011</u> <u>1st Quarter</u>	<u>2011</u> <u>2nd Quarter</u>	<u>2011</u> <u>3rd Quarter</u>
9/27 (33.3%)*	7/55 (12.7%)*	6/27 (22.2%)*
*8/9 previously purchased in 2005 or later	*6/7 previously purchased in 2005 or later	*5/6 previously purchased in 2005 or later

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

	<u>2010</u>	<u>2011</u>
1st Quarter	0	0
2nd Quarter	0	0
3rd Quarter	1	0
	1/89 (1.1%)	0/109 (0.0%)

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2011 Third Quarter Analysis of Palm Beach Condo/Co-Op

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

	<u>2010</u>	<u>2011</u>	<u>Differential ('10 v. '11)</u>
No. of Sales 1st Quarter	64	68	+4
No. of Sales 2nd Quarter	93	91	-2
No. of Sales 3rd Quarter	54	34	-20
Total No. of Sales	211	193	-18

MONTHLY BREAKDOWN OF SALES/CONDO & CO-OP UNITS

	<u>2010</u>	<u>2011</u>	<u>Differential ('10 v. '11)</u>
January	17 (8.0%)	13 (6.7%)	-4
February	20 (9.5%)	20 (10.4%)	-
March	27 (12.8%)	35 (18.1%)	+8
April	29 (13.7%)	24 (12.4%)	-5
May	36 (17.1%)	43 (22.3%)	+7
June	28 (13.3%)	24 (12.4%)	-4
July	19 (9.0%)	14 (7.3%)	-5
August	17 (8.0%)	10 (5.2%)	-7
September	18 (8.6%)	10 (5.2%)	-8
Total No. of Sales	211 (100.0%)	193 (100.0%)	-18

CONDO & CO-OP SALES DATA

	<u>3rd Quarter</u> <u>2010</u>	<u>3rd Quarter</u> <u>2011</u>	<u>Differential</u>
TOWN-WIDE	54	34	-20
No. of Sales	54	34	-20
Median Sales Price	\$387,500	\$481,250	+\$93,750
Average Sales Price	\$684,748	\$747,735	+\$62,987
Total Sales/Dollars	\$36,976,400	\$25,423,000	-\$11,553,400
North of Sloan's Curve	22	13	-9
No. of Sales	22	13	-9
Median Sales Price	\$810,000	\$795,000	-\$15,000
Average Sales Price	\$1,121,441	\$1,061,154	-\$60,287
Total Sales/Dollars	\$24,671,700	\$13,795,000	-\$10,876,700
South of Sloan's Curve	32	21	-11
No. of Sales	32	21	-11
Median Sales Price	\$247,250	\$380,000	+\$132,750
Average Sales Price	\$384,522	\$553,714	+\$169,192
Total Sales/Dollars	\$12,304,700	\$11,628,000	+\$676,700

BREAKDOWN BY SALES PRICE/CONDOS & CO-OP

	<u>2010</u> <u>Jan. thru Sept.</u>	<u>2011</u> <u>Jan. thru Sept.</u>	<u>Differential ('10 v. '11)</u> <u>Jan. thru Sept.</u>
Sales over \$3,000,000	4 (1.9%)	2 (1.0%)	-2
Sales \$2,000,000 - \$2,999,999	8 (3.8%)	6 (3.1%)	-2
Sales \$1,000,000 - \$1,999,999	27 (12.8%)	27 (14.0%)	-
Sales \$500,000 - \$999,999	45 (21.3%)	59 (30.6%)	+14
Sales \$250,000 - \$499,999	59 (28.0%)	57 (29.5%)	-2
Sales below \$250,000	68 (32.2%)	42 (21.8%)	-26
	211 (100.0%)	193 (100.0%)	-18

SALES GROUPINGS/CONDOS & CO-OP

	<u>2010</u> <u>Jan. thru Sept.</u>	<u>2011</u> <u>Jan. thru Sept.</u>	<u>Differential ('10 v. '11)</u> <u>Jan. thru Sept.</u>
All sales \$1,000,000 and over	39 (18.5%)	35 (18.1%)	-4
All sales under \$1,000,000	172 (81.5%)	158 (81.9%)	-14
Total	211 (100.0%)	193 (100.0%)	-18

COND & CO-OP'S SOLD BELOW PRIOR PURCHASE PRICE

	<u>2011</u> <u>1st Quarter</u>	<u>2011</u> <u>2nd Quarter</u>	<u>2011</u> <u>3rd Quarter</u>
Homes sold below previous Purch. Price	14/68 (20.6%)*	21/91 (23.1%)*	7/34 (20.6%)*
	<i>*9/14 previously purchased in 2005 or later</i>	<i>*14/21 previously purchased in 2005 or later</i>	<i>*4/7 previously purchased in 2005 or later</i>

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

	<u>Jan.-Sept.</u> <u>2010</u>	<u>Jan.-Sept.</u> <u>2011</u>
1st Quarter	3/64 (4.7%)	1/68 (1.5%)
2nd Quarter	7/94 (7.4%)	4/91 (4.5%)
3rd Quarter	3/53 (5.7%)	0/34 (0.0%)
	13/211 (6.2%)	5/193 (2.6%)

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