

THE EVANS REPORT™

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2011 Full-Year Analysis of Palm Beach Single Family Homes

2011 YEAR-END PALM BEACH SINGLE FAMILY HOMES

TOWN-WIDE

| | Full Year 2010 | Full Year 2011 | Differential 2010 v. 2011 |
|---------------------|-------------------|-------------------|------------------------------|
| No. of Sales | 121 | 130 | 9 |
| Median Sales Price | \$2,850,000 | \$2,480,000 | -\$370,000 |
| Average Sales Price | \$4,363,394 | \$4,604,552 | +\$241,158 |
| Total \$ | \$514,880,458 | \$589,382,695 | +\$74,502,237 |
| No. of Years | 11.31 | 10.53 | -0.78 |

North Town of Palm Beach

| | Full Year 2010 | Full Year 2011 | Differential 2010 v. 2011 |
|---------------------|-------------------|-------------------|------------------------------|
| No. of Sales | 77 | 86 | +9 |
| Median Sales Price | \$2,282,500 | \$2,062,500 | -\$220,000 |
| Average Sales Price | \$4,373,326 | \$3,626,643 | -\$746,683 |
| Total \$ | \$293,012,829 | \$304,637,981 | +\$11,625,152 |
| No. of Years | 12.24 | 10.11 | -2.13 |

Midtown Town of Palm Beach

| | Full Year 2010 | Full Year 2011 | Differential 2010 v. 2011 |
|---------------------|-------------------|-------------------|------------------------------|
| No. of Sales | 25 | 25 | -0- |
| Median Sales Price | \$2,837,500 | \$2,180,000 | -\$657,500 |
| Average Sales Price | \$2,944,515 | \$3,064,188 | +\$119,673 |
| Total \$ | \$53,001,270 | \$76,604,707 | +\$23,603,437 |
| No. of Years | 8.97 | 10.14 | +1.17 |

South Town of Palm Beach

| | Full Year 2010 | Full Year 2011 | Differential '2010 v. '2011 |
|---------------------|-------------------|-------------------|--------------------------------|
| No. of Sales | 19 | 19 | -0- |
| Median Sales Price | \$6,800,000 | \$8,599,000 | +\$1,799,000 |
| Average Sales Price | \$8,422,752 | \$10,954,737 | +\$2,531,985 |
| Total \$ | \$144,186,785 | \$208,140,007 | +\$63,953,222 |
| No. of Years | 11.06 | 12.93 | +1.87 |

2011 Year-End Analysis of Palm Beach Condos/Co-Ops

2011 YEAR-END CONDOS-CO-OPS SALES DATA

TOWN-WIDE

| | Full Year 2010 | Full Year 2011 | Differential 2010 v. 2011 |
|----------------------------|-------------------|-------------------|------------------------------|
| No. of Sales | 267 | 236 | -31 |
| Median Sales Price | \$365,000 | \$472,500 | +\$107,500 |
| Average Sales Price | \$629,024 | \$707,474 | +\$78,450 |
| Total Sales/Dollars | \$166,062,223 | \$165,548,980 | -\$513,243 |
| No. of Years Between Sales | 12.28 | 13.93 | +1.65 |

North of Sloan's Curve

| | Full Year 2010 | Full Year 2011 | Differential 2010 v. 2011 |
|----------------------------|-------------------|-------------------|------------------------------|
| No. of Sales | 92 | 102 | +10 |
| Median Sales Price | \$746,882 | \$632,500 | -\$114,382 |
| Average Sales Price | \$1,122,705 | \$971,841 | -\$150,864 |
| Total Sales/Dollars | \$101,043,464 | \$98,155,905 | -\$2,887,559 |
| No. of Years Between Sales | 10.85 | 12.01 | +1.16 |

South of Sloan's Curve

| | Full Year 2010 | Full Year 2011 | Differential 2010 v. 2011 |
|----------------------------|-------------------|-------------------|------------------------------|
| No. of Sales | 175 | 134 | -41 |
| Median Sales Price | \$265,000 | \$327,500 | +\$62,500 |
| Average Sales Price | \$373,671 | \$506,715 | +\$133,044 |
| Total Sales/Dollars | \$65,018,759 | \$67,393,075 | +\$2,374,316 |
| No. of Years Between Sales | 13.06 | 15.39 | +2.33 |

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