

1st  
Quarter  
2012

# THE EVANS REPORT™

214 Brazilian Ave., Suite 200 • Palm Beach, FL 33480  
561-832-8288 • evans@LREvansPA.com • www.LREvansPA.com



Leslie Robert Evans  
AND ASSOCIATES, P.A.  
- Counselors at Law -

## 2012 First Quarter Analysis of Palm Beach Single-Family Homes

### TOWN OF PALM BEACH SINGLE-FAMILY HOME SALES

	2011		2012		Differential ('11 v. '12)	
No. of Sales 1st Quarter	27	100.0%	23	100.0%	-4	-14.8%
<b>Total No. of Sales</b>	<b>27</b>	<b>100.0%</b>	<b>23</b>	<b>100.0%</b>	<b>-4</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2011		2012		Differential ('10 v. '11)	
January	6	22.2%	6	26.1%	0	0.0%
February	10	37.0%	7	30.4%	-3	-30.0%
March	11	40.7%	10	43.5%	-1	-9.1%
<b>Total No. of Sales</b>	<b>27</b>	<b>100.0%</b>	<b>23</b>	<b>100.0%</b>	<b>-4</b>	

### TOWN-WIDE

	1st Quarter 2011	1st Quarter 2012	1st Qtr. Differential 2011 v. 2012	
No. of Sales	27	23	-4	-14.8%
Median Sales Price	\$2,800,000	\$ 2,110,000	\$ (690,000)	-24.6%
Average Sales Price	\$5,349,458	\$ 3,149,172	\$ (2,200,286)	-41.1%
Total Sales/Dollars	\$144,435,369	\$ 72,430,959	\$ (72,004,410)	-49.9%

### North Town of Palm Beach

	1st Quarter 2011	1st Quarter 2012	Differential 2011 v. 2012	
No. of Sales	17	16	-1	-5.9%
Median Sales Price	\$ 2,025,000	\$ 1,476,250	\$ (548,750)	-27.1%
Average Sales Price	\$ 4,753,717	\$ 2,125,497	\$ (2,628,220)	-55.3%
Total Sales/Dollars	\$ 80,813,187	\$ 34,007,959	\$ (46,805,228)	-57.9%

### Midtown Town of Palm Beach

	1st Quarter 2011	1st Quarter 2012	Differential 2011 v. 2012	
No. of Sales	4	2	-2	-50.0%
Median Sales Price	\$ 2,342,888	\$ 5,662,500	\$ 3,319,612	141.7%
Average Sales Price	\$ 3,512,694	\$ 5,662,500	\$ 2,149,806	61.2%
Total Sales/Dollars	\$ 14,050,775	\$ 11,325,000	\$ (2,725,775)	-19.4%

### South Town of Palm Beach

	1st Quarter 2011	1st Quarter 2012	Differential 2011 v. 2012	
No. of Sales	6	5	-1	-16.7%
Median Sales Price	\$ 9,081,221	\$ 5,000,000	\$ (4,081,221)	-44.9%
Average Sales Price	\$ 8,261,901	\$ 5,419,600	\$ (2,842,301)	-34.4%
Total Sales/Dollars	\$ 49,571,407	\$ 27,098,000	\$ (22,473,407)	-45.3%

### BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOME SALES

	2011		2012		Differential ('11 v. '12)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$20,000,000	1	3.7%	0	0.0%	-1	-3.7%
Sales \$15,000,000 -\$19,999,999	1	3.7%	0	0.0%	-1	-3.7%
Sales \$10,000,000 -\$14,999,999	1	3.7%	1	4.3%	0	0.6%
Sales \$5,000,000 -\$9,999,999	7	25.9%	4	17.4%	-3	-8.5%
Sales \$2,500,000 -\$4,999,999	6	22.2%	5	21.7%	-1	-0.5%
Sales below \$2,500,000	11	40.7%	13	56.5%	2	15.8%
	<b>27</b>	<b>100.0%</b>	<b>23</b>	<b>100.0%</b>	<b>-4</b>	

### REO'S & CERTIFICATES OF TITLE (FORECLOSURE)/SINGLE-FAMILY HOME SALES

	2011	2012
1st Quarter	0/27 (0.0%)	2/23 (8.7%)

### TOWN-WIDE SINGLE-FAMILY HOMES SOLD BELOW PREVIOUS PURCHASE PRICE

	2012 1st Quarter
Homes sold below previous purchase price	6/23 (26.1%)
	* 6/6 (100%) purchased in 2005 or later

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## 2012 First Quarter Analysis of Palm Beach Condos/Co-Ops

### TOWN OF PALM BEACH CONDOS & CO-OPS SALES/UNITS

	2011		2012		Differential ('11 v. '12)	
No. of Sales 1st Quarter	68	100.0%	51	100.0%	-17	-25.0%
<b>Total No. of Sales</b>	<b>68</b>	<b>100.0%</b>	<b>51</b>	<b>100.0%</b>	<b>-17</b>	

### MONTHLY BREAKDOWN OF SALES/CONDOS & CO-OPS UNITS

	2011		2012		Differential ('10 v. '11)	
January	13	19.1%	19	37.3%	6	46.2%
February	20	29.4%	14	27.5%	-6	-30.0%
March	35	51.5%	18	35.3%	-17	-48.6%
<b>Total No. of Sales</b>	<b>68</b>	<b>100.0%</b>	<b>51</b>	<b>100.0%</b>	<b>-17</b>	

### TOWN-WIDE

	1st Quarter 2011	1st Quarter 2012	1st Qtr. Differential 2011 v. 2012	
No. of Sales	68	51	-17	-25.0%
Median Sales Price	\$557,500	\$ 450,000	\$ (107,500)	-19.3%
Average Sales Price	\$834,084	\$ 739,713	\$ (94,371)	-11.3%
Total Sales/Dollars	\$55,049,519	\$ 36,245,961	\$ (18,803,558)	-34.2%

### North of Sloan's Curve

	1st Quarter 2011	1st Quarter 2012	Differential 2011 v. 2012	
No. of Sales	32	21	-11	-34.4%
Median Sales Price	\$ 743,250	\$ 1,035,586	\$ 292,336	39.3%
Average Sales Price	\$ 1,039,444	\$ 1,150,504	\$ 111,060	10.7%
Total Sales/Dollars	\$ 32,222,769	\$ 24,160,586	\$ (8,062,183)	-25.0%

### South of Sloan's Curve

	1st Quarter 2011	1st Quarter 2012	Differential 2011 v. 2012	
No. of Sales	36	30	-6	-16.7%
Median Sales Price	\$ 376,250	\$ 292,500	\$ (83,750)	-22.3%
Average Sales Price	\$ 652,193	\$ 416,737	\$ (235,456)	-36.1%
Total Sales/Dollars	\$ 22,826,750	\$ 12,085,375	\$ (10,741,375)	-47.1%

### BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2011		2012		Differential ('11 v. '12)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$3,000,000	2	3.0%	1	2.0%	-1	-1.0%
Sales \$2,000,000 - \$2,999,999	1	1.5%	2	3.9%	1	2.4%
Sales \$1,000,000 - \$1,999,999	16	23.9%	12	23.5%	-4	-0.4%
Sales \$500,000 - \$999,999	17	25.4%	10	19.6%	-7	-5.8%
Sales \$250,000 - \$499,999	20	29.9%	10	19.6%	-10	-10.2%
Sales below \$250,000	11	16.4%	16	31.4%	5	15.0%
<b>Total</b>	<b>67</b> *[1 N/A]	<b>100.0%</b>	<b>51</b>	<b>100.0%</b>	<b>-16</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2011		2012		Differential ('11 v. '12)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
All sales \$1,000,000 and over	19	28.4%	15	29.4%	-4	1.1%
All sales under \$1,000,000	48	71.6%	36	70.6%	-12	-1.1%
<b>Total</b>	<b>67</b> *[1 N/A]	<b>100.0%</b>	<b>51</b>	<b>100.0%</b>	<b>-16</b>	

### REO'S & CERTIFICATES OF TITLE (FORECLOSURE)/CONDOS & CO-OPS

	2011	2012
1st Quarter	1/68 (1.5%)	4/51 (7.8%)

### TOWN-WIDE CONDOS & CO-OPS SOLD BELOW PREVIOUS PURCHASE PRICE

### TOWN-WIDE

	2012 1st Quarter
Condos & Co-ops sold below previous purchase price	11/51 (21.6%)* *7/11 (63.7%) purchased in 2005 or later

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## FIVE-QUARTER ANALYSIS 2011-2012

### TOWN OF PALM BEACH - SINGLE FAMILY HOME SALES

	<u>1st Qtr 2011</u>	<u>2nd Qtr 2011</u>	<u>3rd Qtr 2011</u>	<u>4th Qtr 2011</u>	<u>5th Qtr 2012</u>
Number of Sales	27	54	27	21	23
Median Price	\$ 2,800,000	\$ 2,225,000	\$ 2,775,000	\$ 2,000,000	\$ 2,110,000
Average Sales Price	\$ 5,349,458	\$ 5,016,533	\$ 4,276,751	\$ 2,672,159	\$ 3,149,172

### TOWN OF PALM BEACH - CONDOMINIUM/CO-OP SALES

	<u>1st Qtr 2011</u>	<u>2nd Qtr 2011</u>	<u>3rd Qtr 2011</u>	<u>4th Qtr 2011</u>	<u>5th Qtr 2012</u>
Number of Sales	68	89	34	43	51
Median Price	\$ 557,500	\$ 437,500	\$ 481,250	\$ 475,000	\$ 450,000
Average Sales Price	\$ 834,084	\$ 591,673	\$ 747,735	\$ 703,127	\$ 739,713

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