

## \*REVISED 11/17/12\* 2012 2nd Quarter Analysis of Palm Beach Single-Family Homes

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

	<u>2011</u>		<u>2012</u>		<u>Differential ('11 v. '12)</u>
No. of Sales 1st Quarter	27	33.3%	23	32.9%	-4
No. of Sales 2nd Quarter	54	66.7%	47	67.1%	-7
<b>Total No. of Sales</b>	<b>81</b>	<b>100.0%</b>	<b>70</b>	<b>100.0%</b>	<b>-11</b>

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	<u>2011</u>		<u>2012</u>		<u>Differential ('10 v. '11)</u>
January	6	7.4%	6	8.6%	0
February	10	12.3%	7	10.0%	-3
March	11	13.6%	10	14.3%	-1
April	14	17.3%	13	18.6%	-1
May	22	27.2%	23	32.9%	1
June	18	22.2%	11	15.7%	-7
<b>Total No. of Sales</b>	<b>81</b>	<b>100.0%</b>	<b>70</b>	<b>100.0%</b>	<b>-11</b>

### TOWN-WIDE

	<u>2nd Quarter 2011</u>	<u>2nd Quarter 2012</u>	<u>2nd Qtr. Differential 2011 v. 2012</u>
No. of Sales	54	47	-7
Median Sales Price	\$2,225,000	\$ 2,300,000	\$ 75,000
Average Sales Price	\$5,016,533	\$ 3,565,358	\$ (1,451,175)
Total Sales/Dollars	\$260,859,706	\$ 167,571,814	\$ (93,287,892)

### North Town of Palm Beach

	<u>2nd Quarter 2011</u>	<u>2nd Quarter 2012</u>	<u>2nd Qtr. Differential 2011 v. 2012</u>
No. of Sales	31	34	3
Median Sales Price	\$ 2,100,000	\$ 2,050,000	\$ (50,000)
Average Sales Price	\$ 3,014,374	\$ 2,592,058	\$ (422,316)
Total Sales/Dollars	\$ 87,416,859	\$ 88,129,964	\$ 713,105

### Midtown Town of Palm Beach

	<u>2nd Quarter 2011</u>	<u>2nd Quarter 2012</u>	<u>2nd Qtr. Differential 2011 v. 2012</u>
No. of Sales	11	10	-1
Median Sales Price	\$ 1,700,000	\$ 2,750,000	\$ 1,050,000
Average Sales Price	\$ 1,738,568	\$ 3,672,310	\$ 1,933,742
Total Sales/Dollars	\$ 19,124,247	\$ 36,723,100	\$ 17,598,853

### South Town of Palm Beach

	<u>2nd Quarter 2011</u>	<u>2nd Quarter 2012</u>	<u>2nd Qtr. Differential 2011 v. 2012</u>
No. of Sales	12	3	-9
Median Sales Price	\$ 7,754,500	\$ 13,500,000	\$ 5,745,500
Average Sales Price	\$ 12,859,883	\$ 14,239,583	\$ 1,379,700
Total Sales/Dollars	\$ 154,318,600	\$ 42,239,583	\$ (112,079,017)

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

	<u>2011</u>		<u>2012</u>		<u>Differential ('11 v. '12)</u>
	<u>Jan. thru June.</u>		<u>Jan. thru June</u>		<u>Jan. thru June</u>
Sales over \$20,000,000	5	6.2%	1	1.4%	-4
Sales \$15,000,000 -\$19,999,999	1	1.2%	0	0.0%	-1
Sales \$10,000,000 -\$14,999,999	4	4.9%	3	4.3%	-1
Sales \$5,000,000 -\$9,999,999	14	17.3%	9	12.9%	-5
Sales \$2,500,000 -\$4,999,999	16	19.8%	16	22.9%	0
Sales below \$2,500,000	41	50.6%	41	58.6%	0
	<b>81</b>	<b>100.0%</b>	<b>70</b>	<b>100.0%</b>	<b>-11</b>

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

	<u>2011</u>	<u>2012</u>
1st Quarter	0/27 (0.0%)	2/23 (8.7%)
2nd Quarter	0/54 (0.0%)	0/46 (0.0%)

The data contained herein is for INFORMATIONAL PURPOSES ONLY. It has been obtained from a variety of sources and has not been independently verified. Leslie Robert Evans and Associates, P.A., makes no representations or warranties as to the accuracy of its contents.

2nd  
Quarter  
2012

# THE EVANS REPORT™

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## \*REVISED 11/17/12\* 2012 Second 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	43.3%	51	29.0%	-17
No. of Sales 2nd Quarter	89	56.7%	125	71.0%	36
<b>Total No. of Sales</b>	<b>157</b>	<b>100.0%</b>	<b>176</b>	<b>100.0%</b>	<b>19</b>

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

	2011		2012		Differential ('10 v. '11)
January	13	8.3%	19	10.8%	6
February	20	12.7%	14	8.0%	-6
March	35	22.3%	18	10.2%	-17
April	24	15.3%	35	19.9%	11
May	42	26.8%	56	31.8%	14
June	23	14.6%	34	19.3%	11
<b>Total No. of Sales</b>	<b>157</b>	<b>100.0%</b>	<b>176</b>	<b>100.0%</b>	<b>19</b>

### TOWN-WIDE

	2nd Quarter 2011	2nd Quarter 2012	2nd Qtr. Differential 2011 v. 2012
No. of Sales	89	125	36
Median Sales Price	\$437,500	\$ 475,000	\$ 37,500
Average Sales Price	\$591,673	\$ 774,517	\$ 182,844
Total Sales/Dollars	\$52,658,887	\$ 96,814,600	\$ 44,155,713

### North of Sloan's Curve

	2nd Quarter 2011	2nd Quarter 2012	2nd Qtr. Differential 2011 v. 2012
No. of Sales	35	44	9
Median Sales Price	\$ 594,000	\$ 679,750	\$ 85,750
Average Sales Price	\$ 743,740	\$ 1,355,557	\$ 611,817
Total Sales/Dollars	\$ 26,030,887	\$ 59,644,500	\$ 33,613,613

### South of Sloan's Curve

	2nd Quarter 2011	2nd Quarter 2012	2nd Qtr. Differential 2011 v. 2012
No. of Sales	54	81	27
Median Sales Price	\$ 303,750	\$ 382,500	\$ 78,750
Average Sales Price	\$ 493,111	\$ 458,890	\$ (34,221)
Total Sales/Dollars	\$ 26,628,000	\$ 37,170,100	\$ 10,542,100

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

	2011 Jan. thru June		2012 Jan. thru June		Differential ('11 v. '12) Jan. thru June
Sales over \$3,000,000	2	1.3%	6	3.4%	4
Sales \$2,000,000 - \$2,999,999	4	2.5%	4	2.3%	0
Sales \$1,000,000 - \$1,999,999	24	15.3%	27	15.3%	3
Sales \$500,000 - \$999,999	46	29.3%	47	26.7%	1
Sales \$250,000 - \$499,999	45	28.7%	49	27.8%	4
Sales below \$250,000	36	22.9%	43	24.4%	7
<b>Total</b>	<b>157</b>	<b>*[1 N/A] 100.0%</b>	<b>176</b>	<b>100.0%</b>	<b>19</b>

### SALES GROUPINGS/CONDOS & CO-OPS

	2011 Jan. thru June		2012 Jan. thru June		Differential ('11 v. '12) Jan. thru June
All sales \$1,000,000 and over	30	19.1%	37	21.0%	7
All sales under \$1,000,000	127	80.9%	139	79.0%	12
<b>Total</b>	<b>157</b>	<b>*[1 N/A] 100.0%</b>	<b>176</b>	<b>100.0%</b>	<b>19</b>

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

	2011	2012
1st Quarter	1/68 (1.5%)	4/51 (7.8%)
2nd Quarter	4/89 (4.5%)	3/125 (2.4%)
<b>Total</b>	<b>5/157 (3.2%)</b>	<b>7/176 (4.0%)</b>

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