

3rd  
Quarter  
2012

# THE EVANS REPORT™



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## 2012 3rd 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	24.8%	23	21.3%	-4
No. of Sales 2nd Quarter	55	50.5%	47	43.5%	-8
No. of Sales 3rd Quarter	27	24.8%	38	35.2%	11
<b>Total No. of Sales</b>	<b>109</b>	<b>100%</b>	<b>108</b>	<b>100%</b>	<b>-1</b>

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2011		2012		Differential ('11 v. '12)
January	6	5.5%	6	5.6%	0
February	10	9.2%	7	6.5%	-3
March	11	10.1%	10	9.3%	-1
April	14	12.8%	13	12.0%	-1
May	23	21.1%	23	21.3%	0
June	18	16.5%	11	10.2%	-7
July	11	10.1%	18	16.7%	7
August	9	8.3%	13	12.0%	4
September	7	6.4%	7	6.5%	0
<b>Total No. of Sales</b>	<b>109</b>	<b>100.0%</b>	<b>108</b>	<b>100.0%</b>	<b>-1</b>

### TOWN-WIDE

	3rd Quarter 2011	3rd Quarter 2012	3rd Qtr. Differential 2011 v. 2012
No. of Sales	27	38	11
Median Sales Price	\$2,775,000	\$ 2,720,000	\$ (55,000.00)
Average Sales Price	\$4,276,751	\$ 5,009,758	\$ 733,007.00
Total Sales/Dollars	\$115,472,290	\$ 190,370,790	\$ 74,898,500.00

### North Town of Palm Beach

	3rd Quarter 2011	3rd Quarter 2012	3rd Qtr. Differential 2011 v. 2012
No. of Sales	21	25	4
Median Sales Price	\$ 2,775,000	\$ 2,400,000	\$ (375,000)
Average Sales Price	\$ 4,155,124	\$ 4,603,832	\$ 448,708
Total Sales/Dollars	\$ 87,257,605	\$ 115,095,790	\$ 27,838,185

### Midtown Town of Palm Beach

	3rd Quarter 2011	3rd Quarter 2012	3rd Qtr. Differential 2011 v. 2012
No. of Sales	5	7	2
Median Sales Price	\$ 2,450,000	\$ 2,150,000	\$ (300,000)
Average Sales Price	\$ 4,792,937	\$ 3,031,429	\$ (1,761,508)
Total Sales/Dollars	\$ 23,964,685	\$ 21,220,000	\$ (2,744,685)

### South Town of Palm Beach

	3rd Quarter 2011	3rd Quarter 2012	3rd Qtr. Differential 2011 v. 2012
No. of Sales	1	6	5
Median Sales Price	\$ 4,250,000	\$ 7,750,000	\$ 3,500,000
Average Sales Price	\$ 4,250,000	\$ 9,009,167	\$ 4,759,167
Total Sales/Dollars	\$ 4,250,000	\$ 54,055,000	\$ 49,805,000

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

	2011		2012		Differential ('11 v. '12)
	Jan. thru Sep.		Jan. thru Sep.		Jan. thru Sep.
Sales over \$20,000,000	5	4.6%	3	2.8%	-2
Sales \$15,000,000 -\$19,999,999	3	2.8%	0	0.0%	-3
Sales \$10,000,000 -\$14,999,999	6	5.5%	3	2.8%	-3
Sales \$5,000,000 -\$9,999,999	17	15.6%	18	16.7%	1
Sales \$2,500,000 -\$4,999,999	25	22.9%	25	23.1%	0
Sales below \$2,500,000	53	48.6%	59	54.6%	6
	<b>109</b>	<b>100.0%</b>	<b>108</b>	<b>100.0%</b>	<b>-1</b>

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

	2011	2012
1st Quarter	0/27 (0.0%)	2/23 (8.7%)
2nd Quarter	0/55 (0.0%)	0/47 (0.0%)
3rd Quarter	0/27 (0.0%)	1/38 (2.6%)
	<b>0/109 (0.0%)</b>	<b>3/108 (2.8%)</b>

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.

## 2012 3rd Quarter Analysis of Palm Beach Condos/Co-Ops

### TOWN OF PALM BEACH CONDO & CO-OP SALES

	2011		2012		Differential ('11 v. '12)
No. of Sales 1st Quarter	68	35.2%	51	20.3%	-17
No. of Sales 2nd Quarter	91	47.2%	125	49.8%	34
No. of Sales 3rd Quarter	34	17.6%	75	29.9%	41
<b>Total No. of Sales</b>	<b>193</b>	<b>100.0%</b>	<b>251</b>	<b>100.0%</b>	<b>58</b>

### MONTHLY BREAKDOWN OF CONDO & CO-OP SALES

	2011		2012		Differential ('11 v. '12)
January	13	6.7%	19	7.6%	6
February	20	10.4%	14	5.6%	-6
March	35	18.1%	18	7.2%	-17
April	24	12.4%	35	13.9%	11
May	43	22.3%	56	22.3%	13
June	24	12.4%	34	13.5%	10
July	14	7.3%	25	10.0%	11
August	10	5.2%	28	11.2%	18
September	10	5.2%	22	8.8%	12
<b>Total No. of Sales</b>	<b>193</b>	<b>100.0%</b>	<b>251</b>	<b>100.0%</b>	<b>58</b>

### TOWN-WIDE

	3rd Quarter 2011	3rd Quarter 2012	3rd Qtr. Differential 2011 v. 2012
No. of Sales	34	75	41
Median Sales Price	\$481,250	\$ 447,000	\$ (34,250)
Average Sales Price	\$747,735	\$ 673,963	\$ (73,772)
Total Sales/Dollars	\$25,423,000	\$ 49,873,267	\$ 24,450,267

### North of Sloan's Curve

	3rd Quarter 2011	3rd Quarter 2012	3rd Qtr. Differential 2011 v. 2012
No. of Sales	13	29	16
Median Sales Price	\$ 795,000	\$ 763,000	\$ (32,000)
Average Sales Price	\$ 1,061,154	\$ 1,117,702	\$ 56,548
Total Sales/Dollars	\$ 13,795,000	\$ 31,295,667	\$ 17,500,667

### South of Sloan's Curve

	3rd Quarter 2011	3rd Quarter 2012	3rd Qtr. Differential 2011 v. 2012
No. of Sales	21	46	25
Median Sales Price	\$ 380,000	\$ 345,000	\$ (35,000)
Average Sales Price	\$ 553,714	\$ 403,861	\$ (149,853)
Total Sales/Dollars	\$ 11,628,000	\$ 18,577,600	\$ 6,949,600

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

	2011		2012		Differential ('11 v. '12)
	Jan. thru Sep.		Jan. thru Sept.		Jan. thru Sept.
Sales over \$3,000,000	2	1.0%	7	2.8%	5
Sales \$2,000,000 - \$2,999,999	6	3.1%	7	2.8%	1
Sales \$1,000,000 - \$1,999,999	27	14.0%	36	14.4%	9
Sales \$500,000 - \$999,999	59	30.6%	64	25.6%	5
Sales \$250,000 - \$499,999	57	29.5%	71	28.4%	14
Sales below \$250,000	42	21.8%	65	26.0%	23
<b>Total</b>	<b>193</b>	<b>100.0%</b>	<b>250</b>	<b>100.0%</b>	<b>57</b>

### SALES GROUPINGS/CONDOS & CO-OPS

	2011		2012		Differential ('11 v. '12)
	Jan. thru Sep.		Jan. thru Sept.		Jan. thru Sept.
All sales \$1,000,000 and over	35	18.1%	50	20.0%	15
All sales under \$1,000,000	158	81.9%	200	80.0%	42
<b>Total</b>	<b>193</b>	<b>100.0%</b>	<b>250</b>	<b>100.0%</b>	<b>57</b>

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

	2011	2012
1st Quarter	1/68 (1.5%)	4/51 (7.8%)
2nd Quarter	4/91 (4.4%)	3/123 (2.4%)
3rd Quarter	0/34 (0.0%)	2/75 (2.7%)
<b>Total</b>	<b>5/193 (2.6%)</b>	<b>9/251 (3.6%)</b>

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