

4th Quarter
2012
Full Year

THE EVANS REPORT™



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2012 4th 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	20.8%	23	15.8%	-4
No. of Sales 2nd Quarter	55	42.3%	47	32.2%	-8
No. of Sales 3rd Quarter	27	20.8%	38	26.0%	11
No. of Sales 4th Quarter	21	16.2%	38	26.0%	17
Total No. of Sales	130	100%	146	100%	16

MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2011		2012		Differential ('11 v. '12)
January	6	4.6%	6	4.1%	0
February	10	7.7%	7	4.8%	-3
March	11	8.5%	10	6.8%	-1
April	14	10.8%	13	8.9%	-1
May	23	17.7%	23	15.8%	0
June	18	13.8%	11	7.5%	-7
July	11	8.5%	18	12.3%	7
August	9	6.9%	13	8.9%	4
September	7	5.4%	7	4.8%	0
October	4	3.1%	8	5.5%	4
November	6	4.6%	6	4.1%	0
December	11	8.5%	24	16.4%	13
Total No. of Sales	130	100.0%	146	100.0%	16

TOWN-WIDE

	4th Quarter 2011	4th Quarter 2012	4th Qtr. Differential 2011 v. 2012
No. of Sales	21	38	17
Median Sales Price	\$2,000,000	\$ 3,475,981	\$ 1,475,981
Average Sales Price	\$2,672,159	\$ 7,809,245	\$ 5,137,086
Total Sales/Dollars	\$56,115,330	\$ 296,751,315	\$ 240,635,985

North Town of Palm Beach

	4th Quarter 2011	4th Quarter 2012	4th Qtr. Differential 2011 v. 2012
No. of Sales	16	12	-4
Median Sales Price	\$ 1,612,900	\$ 2,850,000	\$ 1,237,100
Average Sales Price	\$ 2,290,646	\$ 5,493,525	\$ 3,202,879
Total Sales/Dollars	\$ 36,650,330	\$ 65,922,304	\$ 29,271,974

Midtown Town of Palm Beach

	4th Quarter 2011	4th Quarter 2012	4th Qtr. Differential 2011 v. 2012
No. of Sales	5	12	7
Median Sales Price	\$ 3,525,000	\$ 2,325,000	\$ (1,200,000)
Average Sales Price	\$ 3,893,000	\$ 2,772,501	\$ (1,120,499)
Total Sales/Dollars	\$ 19,465,000	\$ 33,270,011	\$ 13,805,011

South Town of Palm Beach

	4th Quarter 2011	4th Quarter 2012	4th Qtr. Differential 2011 v. 2012
No. of Sales	0	14	14
Median Sales Price	\$ -	\$ 8,183,500	\$ 8,183,500
Average Sales Price	\$ -	\$ 14,111,357	\$ 14,111,357
Total Sales/Dollars	\$ -	\$ 197,559,000	\$ 197,559,000

BREAKDOWN BY SALES PRICE/SINGLE-FAMILY HOMES

	2011		2012		Differential ('11 v. '12)
	Jan. thru Dec		Jan. thru Dec.		Jan. thru Dec.
Sales over \$20,000,000	5	3.8%	7	4.8%	2
Sales \$15,000,000 -\$19,999,999	3	2.3%	1	0.7%	-2
Sales \$10,000,000 -\$14,999,999	6	4.6%	5	3.4%	-1
Sales \$5,000,000 -\$9,999,999	19	14.6%	26	17.8%	7
Sales \$2,500,000 -\$4,999,999	31	23.8%	36	24.7%	5
Sales below \$2,500,000	66	50.8%	71	48.6%	5
	130	100.0%	146	100.0%	16

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%)
4th Quarter	2/21 (9.5%)	0/38 (0.0%)
	2/130 (1.5%)	3/146 (2.1%)

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2012 4th 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	27.9%	51	15.5%	-17
No. of Sales 2nd Quarter	91	37.3%	125	37.9%	34
No. of Sales 3rd Quarter	34	13.9%	75	22.7%	41
No. of Sales 3rd Quarter	51	20.9%	79	23.9%	28
Total No. of Sales	244	79.1%	330	76.1%	86

MONTHLY BREAKDOWN OF CONDO & CO-OP SALES

	2011		2012		Differential ('11 v. '12)
January	13	5.5%	19	5.8%	6
February	20	8.5%	14	4.2%	-6
March	35	14.8%	18	5.5%	-17
April	24	10.2%	35	10.6%	11
May	43	18.2%	56	17.0%	13
June	24	10.2%	34	10.3%	10
July	14	5.9%	25	7.6%	11
August	10	4.2%	28	8.5%	18
September	10	4.2%	22	6.7%	12
October	10	4.2%	32	9.7%	22
November	13	5.5%	18	5.5%	5
December	20	8.5%	29	8.8%	9
Total No. of Sales	236	100.0%	330	100.0%	94

TOWN-WIDE

	4th Quarter 2011	4th Quarter 2012	4th Qtr. Differential 2011 v. 2012
No. of Sales	43	79	36
Median Sales Price	\$475,000	\$ 480,000	\$ 5,000
Average Sales Price	\$703,127	\$ 834,093	\$ 130,966
Total Sales/Dollars	\$30,234,449	\$ 65,893,384	\$ 35,658,935

North of Sloan's Curve

	4th Quarter 2011	4th Quarter 2012	4th Qtr. Differential 2011 v. 2012
No. of Sales	20	43	23
Median Sales Price	\$ 585,050	\$ 650,000	\$ 64,950
Average Sales Price	\$ 1,077,862	\$ 1,236,617	\$ 158,755
Total Sales/Dollars	\$ 21,557,249	\$ 53,174,525	\$ 31,617,276

South of Sloan's Curve

	4th Quarter 2011	4th Quarter 2012	4th Qtr. Differential 2011 v. 2012
No. of Sales	23	36	13
Median Sales Price	\$ 265,000	\$ 263,750	\$ (1,250)
Average Sales Price	\$ 377,270	\$ 353,302	\$ (23,968)
Total Sales/Dollars	\$ 8,677,200	\$ 12,718,859	\$ 4,041,659

BREAKDOWN BY SALES PRICE/CONDOS & CO-OPS

	2011		2012		Differential ('11 v. '12)
	Jan. thru Dec.		Jan. thru Dec.		Jan. thru Dec.
Sales over \$3,000,000	4	1.7%	10	3.0%	6
Sales \$2,000,000 - \$2,999,999	7	3.0%	11	3.3%	4
Sales \$1,000,000 - \$1,999,999	33	14.0%	41	12.5%	8
Sales \$500,000 - \$999,999	72	30.5%	92	28.0%	20
Sales \$250,000 - \$499,999	67	28.4%	90	27.4%	23
Sales below \$250,000	53	22.5%	85	25.8%	32
	236	100.0%	329 [1n/a]	100.0%	93

SALES GROUPINGS/CONDOS & CO-OPS

	2011		2012		Differential ('11 v. '12)
	Jan. thru Dec.		Jan. thru Dec.		Jan. thru Sept.
All sales \$1,000,000 and over	44	18.6%	62	18.8%	18
All sales under \$1,000,000	192	81.4%	267	81.2%	75
Total	236	100.0%	329 [1n/a]	100.0%	93

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

	2009	2010	2011	2011
1st Quarter	2/45 (4.4%)	4/64 (6.3%)	1/68 (6.3%)	4/51 (7.8%)
2nd Quarter	1/6 (1.4%)	8/94 (8.5%)	4/91 (4.4%)	3/125 (2.7%)
3rd Quarter	0/42 (9.5%)	7/58 (12.1%)	0/34 (0.0%)	2/75 (2.7%)
4th Quarter	4/42 (9.5%)	9/51 (17.6%)	4/43 (9.3%)	5/79 (6.3%)
Total	7/198 (3.5%)	28/267 (10.5%)	9/236 (3.8%)	14/330 (6.1%)