

1st Quarter  
2014

# THE EVANS REPORT™



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## 2014 First Quarter Analysis of Palm Beach Single-Family Homes

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

	2013		2014		Differential ('13 v. '14)	
No. of Sales 1st Quarter	36	100.0%	37	100.0%	1	2.8%
<b>Total No. of Sales</b>	<b>36</b>	<b>100.0%</b>	<b>37</b>	<b>100.0%</b>	<b>1</b>	

### MONTHLY BREAKDOWN OF SINGLE-FAMILY HOME SALES

	2013		2014		Differential ('13 v. '14)	
January	8	22.2%	17	45.9%	9	112.5%
February	9	25.0%	10	27.0%	1	11.1%
March	19	52.8%	10	27.0%	-9	-47.4%
<b>Total No. of Sales</b>	<b>36</b>	<b>100.0%</b>	<b>37</b>	<b>100.0%</b>	<b>1</b>	

### TOWN-WIDE

	1st Quarter 2013	1st Quarter 2014	1st Qtr. Differential 2013 v. 2014	
No. of Sales	36	37	1	2.8%
Median Sales Price	\$ 2,625,000	\$ 2,800,000	\$ 175,000	6.7%
Average Sales Price	\$ 4,137,372	\$ 5,783,407	\$ 1,646,035	39.8%
Total Sales/Dollars	\$ 148,945,375	\$ 213,986,076	\$ 65,040,701	43.7%

### North Town of Palm Beach

	1st Quarter 2013	1st Quarter 2014	Differential 2013 v. 2014	
No. of Sales	18	19	1	5.6%
Median Sales Price	\$ 2,237,500	\$ 2,342,000	\$ 104,500	4.7%
Average Sales Price	\$ 2,970,139	\$ 2,931,988	\$ (38,151)	-1.3%
Total Sales/Dollars	\$ 53,462,500	\$ 55,707,778	\$ 2,245,278	4.2%

### Midtown Town of Palm Beach

	1st Quarter 2013	1st Quarter 2014	Differential 2013 v. 2014	
No. of Sales	9	9	0	0.0%
Median Sales Price	\$ 2,550,000	\$ 2,800,000	\$ 250,000	9.8%
Average Sales Price	\$ 2,941,433	\$ 6,786,667	\$ 3,845,234	130.7%
Total Sales/Dollars	\$ 26,472,900	\$ 61,080,000	\$ 34,607,100	130.7%

### South Town of Palm Beach

	1st Quarter 2013	1st Quarter 2014	Differential 2013 v. 2014	
No. of Sales	9	9	0	0.0%
Median Sales Price	\$ 6,200,000	\$ 4,975,000	\$ (1,225,000)	-19.8%
Average Sales Price	\$ 7,667,775	\$ 10,799,811	\$ 3,132,036	40.8%
Total Sales/Dollars	\$ 69,009,975	\$ 97,198,298	\$ 28,188,323	40.8%

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

	2013		2014		Differential ('13 v. '14)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$20,000,000	1	2.8%	3	8.1%	2	5.3%
Sales \$15,000,000 - \$19,999,999	1	2.8%	1	2.7%	0	-0.1%
Sales \$10,000,000 - \$14,999,999	0	0.0%	1	2.7%	1	2.7%
Sales \$5,000,000 - \$9,999,999	8	22.2%	5	13.5%	-3	-8.7%
Sales \$2,500,000 - \$4,999,999	10	27.8%	9	24.3%	-1	-3.5%
Sales below \$2,500,000	16	44.4%	18	48.6%	2	4.2%
	<b>36</b>	<b>100.0%</b>	<b>37</b>	<b>100.0%</b>	<b>1</b>	

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

	2013	2014
1st Quarter	1/36 (2.8%)	0/37 (0.0%)

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

	2013 1st Quarter	2014 1st Quarter
Homes sold below previous purchase price	5/36 (13.9%) * 5/5 (100%) purchased in 2005 or later	2/37 (5.4%) * 1/2 (50%) purchased in 2005 or later

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## 2014 First Quarter Analysis of Palm Beach Condos/Co-Ops

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

	2013		2014		Differential ('13 v. '14)	
No. of Sales 1st Quarter	64	100.0%	65	100.0%	1	1.6%
<b>Total No. of Sales</b>	<b>64</b>	<b>100.0%</b>	<b>65</b>	<b>100.0%</b>	<b>1</b>	

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

	2013		2014		Differential ('13 v. '14)	
January	19	29.7%	12	18.5%	-7	-36.8%
February	15	23.4%	18	27.7%	3	20.0%
March	30	46.9%	35	53.8%	5	16.7%
<b>Total No. of Sales</b>	<b>64</b>	<b>100.0%</b>	<b>65</b>	<b>100.0%</b>	<b>1</b>	

### TOWN-WIDE

	1st Quarter 2013	1st Quarter 2014	1st Qtr. Differential 2013 v. 2014	
No. of Sales	64	65	1	1.6%
Median Sales Price	\$278,750	\$ 450,000	\$ 171,250	61.4%
Average Sales Price	\$604,418	\$ 724,721	\$ 120,303	19.9%
Total Sales/Dollars	\$38,682,725	\$ 47,106,855	\$ 8,424,130	21.8%

### North of Sloan's Curve

	1st Quarter 2013	1st Quarter 2014	Differential 2013 v. 2014	
No. of Sales	20	31	11	55.0%
Median Sales Price	\$ 580,000	\$ 675,000	\$ 95,000	16.4%
Average Sales Price	\$ 1,245,079	\$ 995,074	\$ (250,005)	-20.1%
Total Sales/Dollars	\$ 24,901,575	\$ 30,847,300	\$ 5,945,725	23.9%

### South of Sloan's Curve

	1st Quarter 2013	1st Quarter 2014	Differential 2013 v. 2014	
No. of Sales	44	34	-10	-22.7%
Median Sales Price	\$ 189,000	\$ 282,500	\$ 93,500	49.5%
Average Sales Price	\$ 313,208	\$ 478,222	\$ 165,014	52.7%
Total Sales/Dollars	\$ 13,781,150	\$ 16,259,555	\$ 2,478,405	18.0%

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

	2013		2014		Differential ('13 v. '14)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
Sales over \$3,000,000	2	3.1%	1	1.5%	-1	-1.6%
Sales \$2,000,000 - \$2,999,999	4	6.3%	3	4.6%	-1	-1.6%
Sales \$1,000,000 - \$1,999,999	4	6.3%	9	13.8%	5	7.6%
Sales \$500,000 - \$999,999	9	14.1%	17	26.2%	8	12.1%
Sales \$250,000 - \$499,999	17	26.6%	17	26.2%	0	-0.4%
Sales below \$250,000	28	43.8%	18	27.7%	-10	-16.1%
<b>Total</b>	<b>64</b>	<b>100.0%</b>	<b>65</b>	<b>100.0%</b>	<b>1</b>	

### SALES GROUPINGS/CONDOS & CO-OPS

	2013		2014		Differential ('13 v. '14)	
	Jan. thru Mar.		Jan. thru Mar.		Jan. thru Mar.	
All sales \$1,000,000 and over	9	14.1%	13	20.0%	4	5.9%
All sales under \$1,000,000	55	85.9%	52	80.0%	-3	-5.9%
<b>Total</b>	<b>64</b>	<b>100.0%</b>	<b>65</b>	<b>100.0%</b>	<b>1</b>	

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

	2013	2014
1st Quarter	2/64 (3.1%)	0/65 (0.0%)

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

	2013 1st Quarter	2014 1st Quarter
Condos & Co-ops sold below previous purchase price	19/64 (29.7%)* *13/19 (68.4%) purchased in 2005 or later	7/65 (10.8%)* *6/7 (85.7%) purchased in 2005 or later

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