

1st Quarter
2014

THE EVANS REPORT™



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Leslie Robert Evans
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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%
Total No. of Sales	36	100.0%	37	100.0%	1	

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%
Total No. of Sales	36	100.0%	37	100.0%	1	

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%
	36	100.0%	37	100.0%	1	

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

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.

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ALL - PB SINGLE FAMILY HOME SALES 1/1/14 - 3/31/14

	Property	Buyer	Seller	Current Sale Price	Current Sale Date	Prior Sale Price	Prior Sale Date	Yrs. Between Sales	Bldg Sq Ft	Annual Increase/(Decrease)	Average Annual Increase/-Decrease	
1	266 Fairview Rd.	Cooley, Judith and William	Holland, Sayre	\$ 1,400,000	Jan-14	\$ 515,000	May-95	18.7	2,799	\$ 47,364	9.2%	1
2	257 Atlantic Ave.	Luciano, Tauro	Lawrence, Eugene	\$ 1,580,000	Jan-14	\$ 85,000	May-82	31.7	3,861	\$ 47,171	55.5%	2
3	200 Barton Ave.	DWD Florida Properties LLC	Manaker, Ralph	\$ 3,550,000	Jan-14	\$ 2,250,000	Aug-10	3.4	4,682	\$ 379,904	16.9%	3
4	*170 Everglade Ave.	AKAC PB LLC	Lateiner	\$ 1,827,000	Jan-14	N/A	Feb-94	19.9	3,279	N/A	N/A	4
5	242 Via Linda	Konrad, Lisa	Hutton, Lynn	\$ 2,352,778	Jan-14	\$ 1,685,000	Dec-09	4.1	3,104	\$ 163,364	9.7%	5
6	167 Everglade Ave.	Pappas, Christopher and Susan	Hyman, Paul	\$ 2,850,000	Jan-14	\$ 635,000	May-94	19.7	5,472	\$ 112,523	17.7%	6
7	595 N. Lake Way	French, Bertram and Carole	Elias, Kenneth	\$ 3,050,000	Jan-14	\$ 1,900,000	Mar-03	10.8	4,375	\$ 106,024	5.6%	7
8	254 Atlantic Ave.	Zmijewski, David and Leonard	Holland, Raymond	\$ 3,150,000	Jan-14	\$ 4,800,000	Jul-06	7.5	5,746	\$ (219,719)	-4.6%	8
9	160 Seaview Ave.	Seaview Holdings, Inc.	Gardner, Tatiana	\$ 2,350,000	Jan-14	\$ 830,000	Apr-91	22.8	N/A	\$ 66,755	8.0%	9
10	*303 Arabian Rd.	Steven Apple Trust	Robert Boomhower Trust	\$ 4,800,000	Jan-14	N/A	Nov-02	11.2	6,089	N/A	N/A	10
11	124 Parc Monceau	124 Parc Monceau LLC	Greenway Financial Group	\$ 4,975,000	Jan-14	\$ 4,500,000	May-08	5.7	5,980	\$ 83,716	1.9%	11
12	236 Via Las Brisas	Allinson, Edward	Tiefel, William	\$ 6,550,000	Jan-14	\$ 7,250,000	Oct-01	12.3	9,776	\$ (57,095)	-0.8%	12
13	10 S. Lake Trl.	Charles & Deborah Royce LLC	Guild, Ralph and Calla	\$ 13,400,000	Jan-14	\$ 2,525,000	Jan-94	20.0	9,743	\$ 543,378	21.5%	13
14	255 Everglade Ave.(Townhouse)	Janet Halvorson Trust	Council, Ronald	\$ 1,975,000	Jan-14	\$ 1,225,000	Mar-11	2.8	3,851	\$ 263,983	21.5%	14
15	243 Ocean Ter.	243 Ocean Terrace LLC	Elden, Christopher and Joan	\$ 1,825,000	Jan-14	\$ 525,000	Jul-98	15.5	3,294	N/A	N/A	15
16	402 Primavera Ave.	Tapper, Charles	Tauro, Adrian	\$ 5,200,000	Jan-14	\$ 2,475,000	Apr-09	4.8	5,597	\$ 572,941	23.1%	16
17	2252 Ibis Isle (Vacant Land)	2252 Ibis Isle LLC	Watkins, Bruce and Tamara	\$ 2,200,000	Jan-14	\$ 950,000	Dec-12	1.1	N/A	\$ 1,152,146	121.3%	17
18	4 El Bravo Way	Jan Holdings, LLC	Held, James	\$ 19,810,998	Feb-14	\$ 12,398,000	Jul-06	7.6	16,021	N/A	N/A	18
19	167 Seagate Rd.	Tomsen, Mads	Derrin, Scott	\$ 1,685,000	Feb-14	\$ 1,300,000	Jun-04	9.7	3,758	\$ 39,786	3.1%	19
20	211 Kenlyn Rd.	Bruno, Lee and Ronald	Palm Beach Kenlyn LLC	\$ 3,450,000	Feb-14	\$ 1,600,000	Jun-13	0.7	3,674	\$ 2,756,122	172.3%	20
21	445 Antigua Ln.	Colonial LLC	416 Brazilian Avenue LLC	\$ 28,855,000	Feb-14	\$ 8,100,000	Mar-11	2.9	16,463	\$ 7,093,235	87.6%	21
22	429 Australian Ave #1 (Townhouse)	Indoe, Jane	Mitch Susnar Trust	\$ 675,000	Feb-14	\$ 635,000	Apr-13	0.8	1,133	\$ 47,712	7.5%	22
23	360 Coconut Row (Townhouse)	Coconut Row Property LLC	360 Coconut Row LLC	\$ 5,100,000	Feb-14	\$ 4,525,000	Apr-07	6.8	4,813	\$ 84,017	1.9%	23
24	2335 S. Ocean Blvd. #D-12 (Townhouse)	Panchel, Anand and Lauren	Rosenbloom, Joanne and Howard	\$ 780,000	Feb-14	\$ 515,000	Jun-96	17.7	7,889	\$ 14,987	2.9%	24
25	148 Seagate Rd.	Paladino, Joanne	Thompson, Gerrard and Barbara	\$ 1,890,000	Feb-14	\$ 425,000	Mar-92	21.9	2,551	\$ 66,782	15.7%	25
26	1123 N. Lake Way	Rich, Thomas	1123 North Lake Way LLC	\$ 2,000,000	Feb-14	\$ 2,244,000	Feb-10	N/A	3,949	N/A	N/A	26
27	*2323 Ibis Isle	2323 Ibis Isle LLC	Hoffman, Timothy	\$ 2,500,000	Feb-14	N/A	Jan-01	13.1	4,165	N/A	N/A	27
28	248 La Puerta Way	Desert Springs Investments, LLC	Rhoda Fisher Trust	\$ 2,150,000	Mar-14	\$ 2,150,000	Mar-93	21.0	3,745	\$ -	0.0%	28
29	*260 El Pueblo	Weinberg, Mighty Max and Rebecca	Lindsay, Barbara and Alan	\$ 2,161,000	Mar-14	N/A	Oct-07	6.4	3,663	N/A	N/A	29
30	327 Arabian Rd.	Fidelis LP	Cohen, Stanley and Elaine	\$ 2,342,000	Mar-14	\$ 1,600,000	Aug-11	2.6	4,286	\$ 287,200	18.0%	30
31	268 Jamaica Ln.	Carl Asplundh Trust	DBS Holdings 2	\$ 4,000,000	Mar-14	\$ 934,259	Mar-12	2.0	N/A	\$ 1,532,871	164.1%	31
32	720 N. County Rd.	Bruce Taylor Trust	Sidney Ritman Trust	\$ 6,250,000	Mar-14	\$ 4,500,000	Apr-05	8.9	8,439	\$ 196,176	4.4%	32
33	120 Jungle Rd.	Jungle Road LLC	Silver Lady Management LLC	\$ 25,460,000	Mar-14	\$ 8,800,000	Aug-04	9.6	14,548	\$ 1,737,897	19.7%	33
34	*151 Chilean Ave.	Tauro, Adrian	Gilbertson, Charlotte and Nordin	\$ 2,800,000	Mar-14	N/A	Jun-95	18.8	3,841	N/A	N/A	34
35	341 Australian Ave. (Townhouse)	Joan and Eugene Hill Trust	Braun, Juraj and Helen	\$ 1,120,000	Mar-14	\$ 850,000	Dec-13	0.2	1,579	\$ 1,095,000	128.8%	35
36	101 El Bravo Way	O'Malley, Mary and Thomas	El Bravo LLC	\$ 30,000,000	Mar-14	\$ 16,500,000	Apr-07	6.9	22,716	\$ 1,950,713	11.8%	36
37	241 Jungle Rd. (Vacant Land)	241 Jungle Road LLC	Samson PB LLC	\$ 7,922,300	Mar-14	\$ 4,462,300	Jul-07	6.7	N/A	\$ 518,645	11.6%	37
*Not included in calculation for % Increase/(Decrease)												
2014 1Q Cumulative Summary - PB Home Sales (ALL)												
				# of PB Home Sales (ALL)	37							
				PB Home Sales - ALL (Total \$)	\$ 213,986,076							
				Average Current Sales Price	\$ 5,783,407							
				Median Current Sales Price	\$ 2,800,000							
				Average Yrs. Between Sales	10.75							
				% Annual Increase/(Decrease)	8.6%							

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NORTH - PB SINGLE FAMILY HOME SALES 1/1/14 - 3/31/14

	Property	Buyer	Seller	Current Sale Price	Current Sale Date	Prior Sale Price	Prior Sale Date	Yrs. Between Sales	Annual Increase/(Decrease)	Average Annual Increase/-Decrease	
1	266 Fairview Rd.	Cooley, Judith and William	Holland, Sayre	\$ 1,400,000	Jan-14	\$ 515,000	May-95	18.7	\$ 47,364	9.2%	1
2	*170 Everglade Ave.	AKAC PB LLC	Lateiner	\$ 1,827,000	Jan-14	N/A	Feb-94	19.9	N/A	N/A	2
3	242 Via Linda	Konrad, Lisa	Hutton, Lynn	\$ 2,352,778	Jan-14	\$ 1,685,000	Dec-09	4.1	\$ 163,364	9.7%	3
4	167 Everglade Ave.	Pappas, Christopher and Susan	Hyman, Paul	\$ 2,850,000	Jan-14	\$ 635,000	May-94	19.7	\$ 112,523	17.7%	4
5	595 N. Lake Way	French, Bertram and Carole	Elias, Kenneth	\$ 3,050,000	Jan-14	\$ 1,900,000	Mar-03	10.8	\$ 106,024	5.6%	5
6	254 Atlantic Ave.	Zmijewski, David and Leonard	Holland, Raymond	\$ 3,150,000	Jan-14	\$ 4,800,000	Jul-06	7.5	\$ (219,719)	-4.6%	6
7	*303 Arabian Rd.	Steven Apple Trust	Robert Boomhower Trust	\$ 4,800,000	Jan-14	N/A	Nov-02	11.2	N/A	N/A	7
8	236 Via Las Brisas	Allinson, Edward	Tiefel, William	\$ 6,550,000	Jan-14	\$ 7,250,000	Oct-01	12.3	\$ (57,095)	-0.8%	8
9	255 Everglade Ave.(Townhouse)	Janet Halvorson Trust	Council, Ronald	\$ 1,975,000	Jan-14	\$ 1,225,000	Mar-11	2.8	\$ 263,983	21.5%	9
10	243 Ocean Ter.	243 Ocean Terrace LLC	Elden, Christopher and Joan	\$ 1,825,000	Jan-14	\$ 525,000	Jul-98	15.5	N/A	N/A	10
11	167 Seagate Rd.	Tomsen, Mads	Derrin, Scott	\$ 1,685,000	Feb-14	\$ 1,300,000	Jun-04	9.7	\$ 39,786	3.1%	11
12	211 Kenlyn Rd.	Bruno, Lee and Ronald	Palm Beach Kenlyn LLC	\$ 3,450,000	Feb-14	\$ 1,600,000	Jun-13	0.7	\$ 2,756,122	172.3%	12
13	148 Seagate Rd.	Paladino, Joanne	Thompson, Gerrard and Barbara	\$ 1,890,000	Feb-14	\$ 425,000	Mar-92	21.9	\$ 66,782	15.7%	13
14	1123 N. Lake Way	Rich, Thomas	1123 North Lake Way LLC	\$ 2,000,000	Feb-14	\$ 2,244,000	Feb-10	N/A	N/A	N/A	14
15	248 La Puerta Way	Desert Springs Investments, LLC	Rhoda Fisher Trust	\$ 2,150,000	Mar-14	\$ 2,150,000	Mar-93	21.0	\$ -	0.0%	15
16	*260 El Pueblo	Weinberg, Mighty Max and Rebecca	Lindsay, Barbara and Alan	\$ 2,161,000	Mar-14	N/A	Oct-07	6.4	N/A	N/A	16
17	327 Arabian Rd.	Fidelis LP	Cohen, Stanley and Elaine	\$ 2,342,000	Mar-14	\$ 1,600,000	Aug-11	2.6	\$ 287,200	18.0%	17
18	268 Jamaica Ln.	Carl Asplundh Trust	DBS Holdings 2	\$ 4,000,000	Mar-14	\$ 934,259	Mar-12	2.0	\$ 1,532,871	164.1%	18
19	720 N. County Rd.	Bruce Taylor Trust	Sidney Ritman Trust	\$ 6,250,000	Mar-14	\$ 4,500,000	Apr-05	8.9	\$ 196,176	4.4%	19
	<i>*Not included in calculation for % Increase/(Decrease)</i>										
	2014 1Q Cumulative Summary - PB Home Sales (North)										
	# of PB Home Sales (North)			19							
	PB Home Sales - North (Total \$)			\$ 55,707,778							
	Average Current Sales Price			\$ 2,931,988							
	Median Current Sales Price			\$ 2,342,000							
	Average Yrs. Between Sales			11.52							
	% Annual Increase/(Decrease)			3.6%							

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MIDTOWN - PB HOME SALES 1/1/14 - 3/31/14

	Property	Buyer	Seller	Current Sale Price	Current Sale Date	Prior Sale Price	Prior Sale Date	Yrs. Between Sales	Annual Increase/(Decrease)	Average Annual Increase/-Decrease	
1	257 Atlantic Ave.	Luciano, Tauro	Lawrence, Eugene	\$ 1,580,000	Jan-14	\$ 85,000	May-82	31.7	\$ 47,171	55.5%	1
2	160 Seaview Ave.	Seaview Holdings, Inc.	Gardner, Tatiana	\$ 2,350,000	Jan-14	\$ 830,000	Apr-91	22.8	\$ 66,755	8.0%	2
3	10 S. Lake Trl.	Charles & Deborah Royce LLC	Guild, Ralph and Calla	\$ 13,400,000	Jan-14	\$ 2,525,000	Jan-94	20.0	\$ 543,378	21.5%	3
4	402 Primavera Ave.	Tapper, Charles	Tauro, Adrian	\$ 5,200,000	Jan-14	\$ 2,475,000	Apr-09	4.8	\$ 572,941	23.1%	4
5	445 Antigua Ln.	Colonial LLC	416 Brazilian Avenue LLC	\$ 28,855,000	Feb-14	\$ 8,100,000	Mar-11	2.9	\$ 7,093,235	87.6%	5
6	429 Australian Ave #1 (Townhouse)	Indoe, Jane	Mitch Susnar Trust	\$ 675,000	Feb-14	\$ 635,000	Apr-13	0.8	\$ 47,712	7.5%	6
7	360 Cocoanut Row (Townhouse)	Cocoanut Row Property LLC	360 Cocoanut Row LLC	\$ 5,100,000	Feb-14	\$ 4,525,000	Apr-07	6.8	\$ 84,017	1.9%	7
8	*151 Chilean Ave.	Tauro, Adrian	Gilbertson, Charlotte and Nordin	\$ 2,800,000	Mar-14	N/A	Jun-95	18.8	N/A	N/A	8
9	341 Australian Ave. (Townhouse)	Joan and Eugene Hill Trust	Braun, Juraj and Helen	\$ 1,120,000	Mar-14	\$ 850,000	Dec-13	0.2	\$ 1,095,000	128.8%	9
<i>*Not included in calculation for % Increase/(Decrease)</i>											
				2014 1Q Cumulative Summary - PB Home Sales (Midtown)							
				# of PB Home Sales (Midtown)	9						
				PB Home Sales - Midtown (Total \$)	\$ 61,080,000						
				Average Current Sales Price	\$ 6,786,667						
				Median Current Sales Price	\$ 2,800,000						
				Average Yrs. Between Sales	12.09						
				% Annual Increase/(Decrease)	15.8%						

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SOUTH - PB HOMES SALES 1/1/14 - 3/31/14

	Property	Buyer	Seller	Current Sale Price	Current Sale Date	Prior Sale Price	Prior Sale Date	Yrs. Between Sales	Annual Increase/(Decrease)	Average Annual Increase/-Decrease	
1	200 Barton Ave.	DWD Florida Properties LLC	Manaker, Ralph	\$ 3,550,000	Jan-14	\$ 2,250,000	Aug-10	3.4	\$ 379,904	16.9%	1
2	124 Parc Monceau	124 Parc Monceau LLC	Greenway Financial Group	\$ 4,975,000	Jan-14	\$ 4,500,000	May-08	5.7	\$ 83,716	1.9%	2
3	2252 Ibis Isle (Vacant Land)	2252 Ibis Isle LLC	Watkins, Bruce and Tamara	\$ 2,200,000	Jan-14	\$ 950,000	Dec-12	1.1	\$ 1,152,146	121.3%	3
4	4 El Bravo Way	Jan Holdings, LLC	Held, James	\$ 19,810,998	Feb-14	\$ 12,398,000	Jul-06	7.6	N/A	N/A	4
5	2335 S. Ocean Blvd. #D-12 (Townhouse)	Panchel, Anand and Lauren	Rosenbloom, Joanne and Howard	\$ 780,000	Feb-14	\$ 515,000	Jun-96	17.7	\$ 14,987	2.9%	5
6	*2323 Ibis Isle	2323 Ibis Isle LLC	Hoffman, Timothy	\$ 2,500,000	Feb-14	N/A	Jan-01	13.1	N/A	N/A	6
7	120 Jungle Rd.	Jungle Road LLC	Silver Lady Management LLC	\$ 25,460,000	Mar-14	\$ 8,800,000	Aug-04	9.6	\$ 1,737,897	19.7%	7
8	101 El Bravo Way	O'Malley, Mary and Thomas	El Bravo LLC	\$ 30,000,000	Mar-14	\$ 16,500,000	Apr-07	6.9	\$ 1,950,713	11.8%	8
9	241 Jungle Rd. (Vacant Land)	241 Jungle Road LLC	Samson PB LLC	\$ 7,922,300	Mar-14	\$ 4,462,300	Jul-07	6.7	\$ 518,645	11.6%	9
	<i>*Not included in calculation for % Increase/(Decrease)</i>										
	2014 1Q Cumulative Summary - PB Home Sales (South)										
	# of PB Home Sales (South)			9							
	PB Home Sales - South (Total \$)			\$ 97,198,298							
	Average Current Sales Price			\$ 10,799,811							
	Median Current Sales Price			\$ 4,975,000							
	Average Yrs. Between Sales			7.97							
	% Annual Increase/(Decrease)			11.0%							