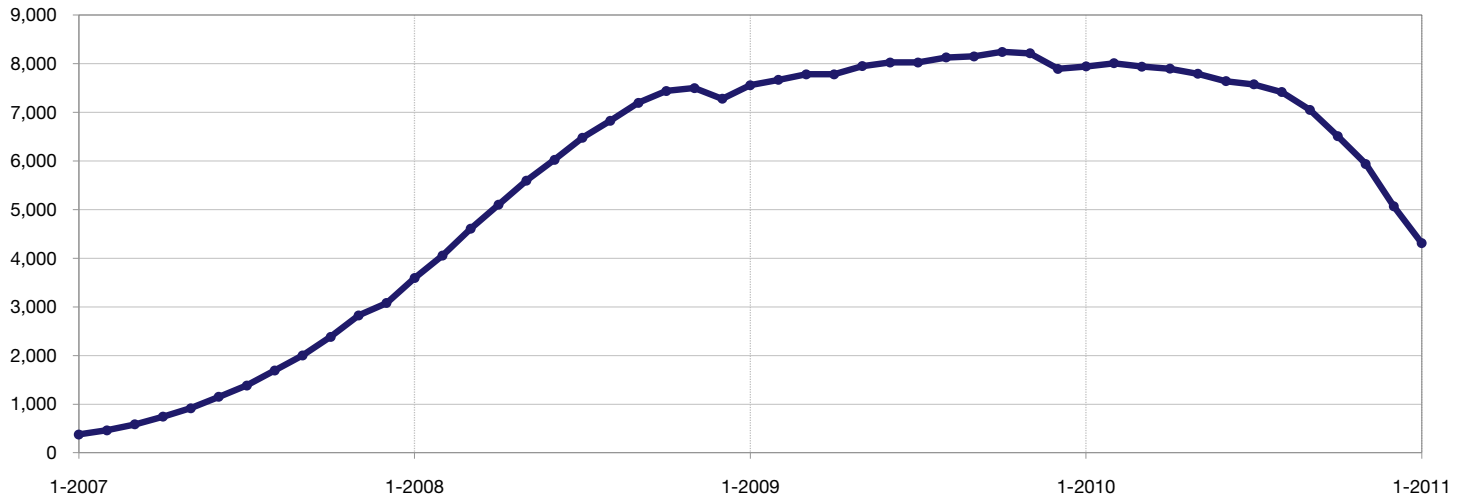


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE REALTORS® ASSOCIATION OF THE PALM BEACHES

## Historical Inventory of Lender-Mediated Properties in Palm Beach County



## January 2011

The number of available lender-mediated homes in the area dropped by 45.7 percent compared to last year. The price range with the greatest drop in lender-mediated inventory was \$125,001 to \$225,000. There were 784 lender-mediated New Listings added, which was 15.0 percent more than a year ago. Sales of lender-mediated homes were also up over last year, but by 12.0 percent.

The Median Sales Price for lender-mediated single-family properties fell by 7.9 percent to \$175,000 compared to last year, while lender-mediated townhome-condo properties was even at \$100,000. The overall Median Sales Price for the county was most effected by price reductions among traditional properties.



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### Explanation of Methodology

A property is considered to be "lender-mediated" when any of the following criteria are found within the Regional MLS: The "Special Conditions" field notes In Foreclosure Process, REO/Lender Owned or Short Sale/Subject to Lender Approval; or, if any of the following terms are included in any of the remarks fields: bank owned, bank-owned, foreclosure, forclosure, reo, hud acquire, hud-acquire, hud-acquired, corporate owned, corporate-owned, corp owned, corp. owned, corp-owned, or, corp owner. This list may be adjusted at anytime.

A property is considered to be "traditional" when the "Special Conditions" field is not marked; or, if any of the following terms are included in any of the remarks fields: not a foreclosure, not a forclosure, no foreclosure, no forclosure, not foreclosure, not forclosure, not a short sale, not a shortsale, not a short-sale, not short sale, not shortsale, not short-sale, no short sale, no shortsale, no short-sale, not a bank, not bank, no bank, tired of short sale, tired of shortsale, tired of short-sale, tired of foreclosure, or, tired of forclosure. This list may be adjusted at anytime.

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE REALTORS® ASSOCIATION OF THE PALM BEACHES

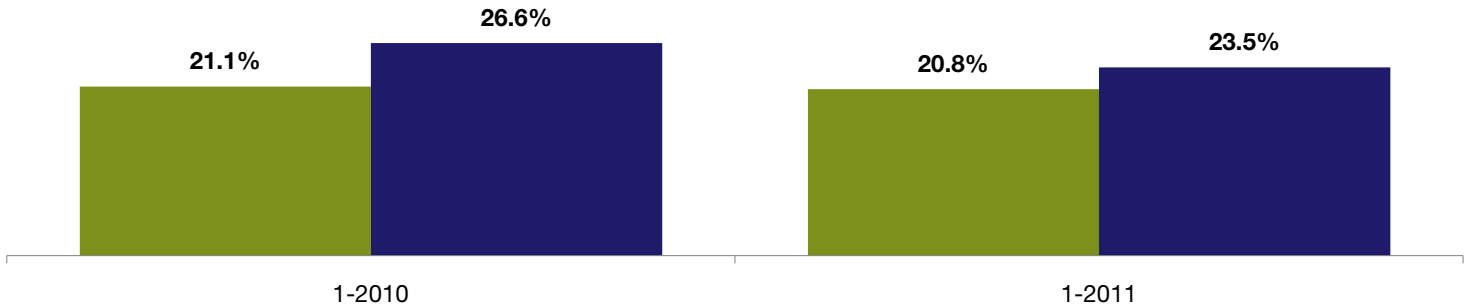


## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011
New Listings	682	784	+ 15.0%	2,544	2,983	+ 17.3%	3,226	3,767	+ 16.8%	21.1%	20.8%
Closed Sales	324	363	+ 12.0%	895	1,179	+ 31.7%	1,219	1,542	+ 26.5%	26.6%	23.5%

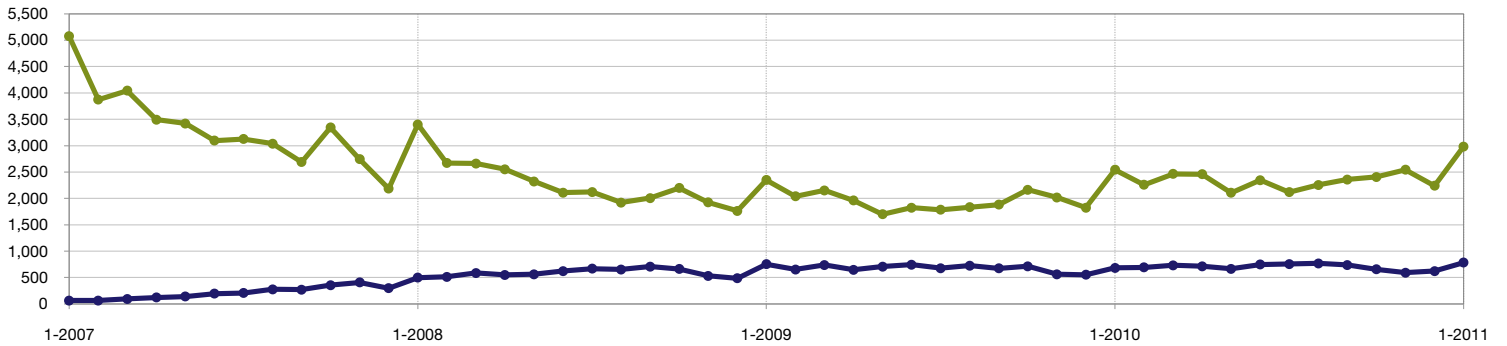
### Share of Activity that was Lender-Mediated

■ New Listings ■ Closed Sales



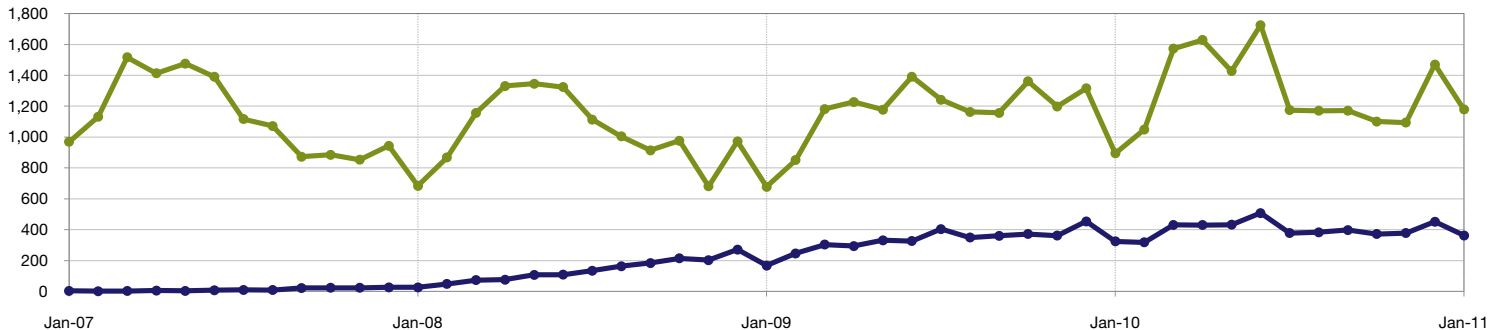
### Historical New Listing Activity

— Traditional — Foreclosure



### Historical Closed Sales Activity

— Traditional — Foreclosure



# Lender-Mediated Properties Report

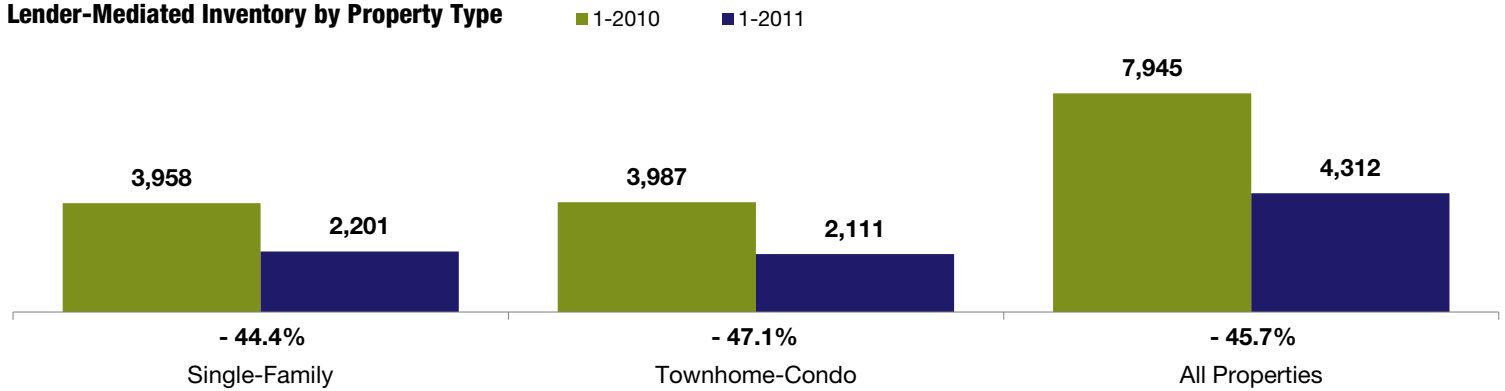
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011
Single-Family	3,958	2,201	- 44.4%	8,277	7,553	- 8.7%	12,235	9,754	- 20.3%	32.3%	22.6%
Townhome-Condo	3,987	2,111	- 47.1%	9,308	8,584	- 7.8%	13,295	10,695	- 19.6%	30.0%	19.7%
<b>All Properties</b>	<b>7,945</b>	<b>4,312</b>	<b>- 45.7%</b>	<b>17,585</b>	<b>16,137</b>	<b>- 8.2%</b>	<b>25,530</b>	<b>20,449</b>	<b>- 19.9%</b>		

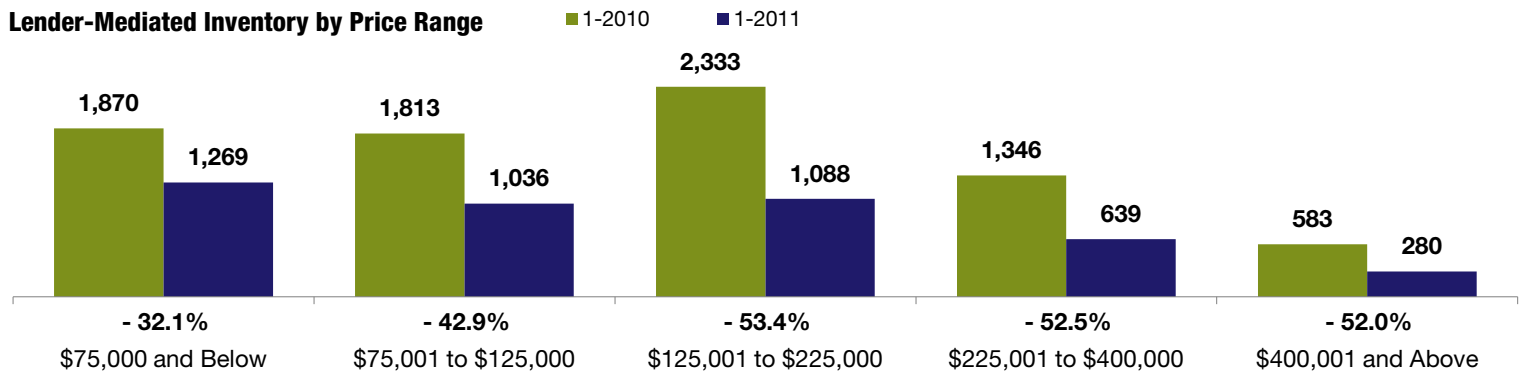
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011
\$75,000 and Below	1,870	1,269	- 32.1%	2,442	2,739	+ 12.2%	4,312	4,008	- 7.1%	43.4%	31.7%
\$75,001 to \$125,000	1,813	1,036	- 42.9%	1,699	1,825	+ 7.4%	3,512	2,861	- 18.5%	51.6%	36.2%
\$125,001 to \$225,000	2,333	1,088	- 53.4%	2,993	2,622	- 12.4%	5,326	3,710	- 30.3%	43.8%	29.3%
\$225,001 to \$400,000	1,346	639	- 52.5%	4,156	3,538	- 14.9%	5,502	4,177	- 24.1%	24.5%	15.3%
\$400,001 and Above	583	280	- 52.0%	6,295	5,413	- 14.0%	6,878	5,693	- 17.2%	8.5%	4.9%
<b>All Prices</b>	<b>7,945</b>	<b>4,312</b>	<b>- 45.7%</b>	<b>17,585</b>	<b>16,137</b>	<b>- 8.2%</b>	<b>25,530</b>	<b>20,449</b>	<b>- 19.9%</b>		

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Properties Report

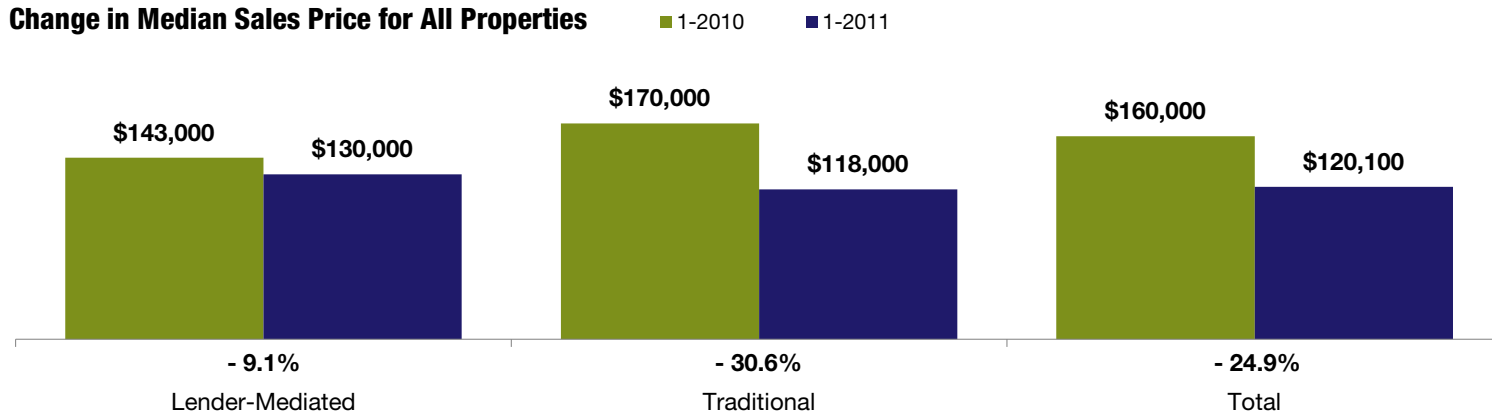
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -
Single-Family	\$190,000	\$175,000	- 7.9%	\$262,500	\$210,000	- 20.0%	\$237,000	\$200,000	- 15.6%
Townhome-Condo	\$100,000	\$100,000	0.0%	\$98,950	\$70,899	- 28.3%	\$100,000	\$77,500	- 22.5%
<b>All Properties</b>	<b>\$143,000</b>	<b>\$130,000</b>	<b>- 9.1%</b>	<b>\$170,000</b>	<b>\$118,000</b>	<b>- 30.6%</b>	<b>\$160,000</b>	<b>\$120,100</b>	<b>- 24.9%</b>

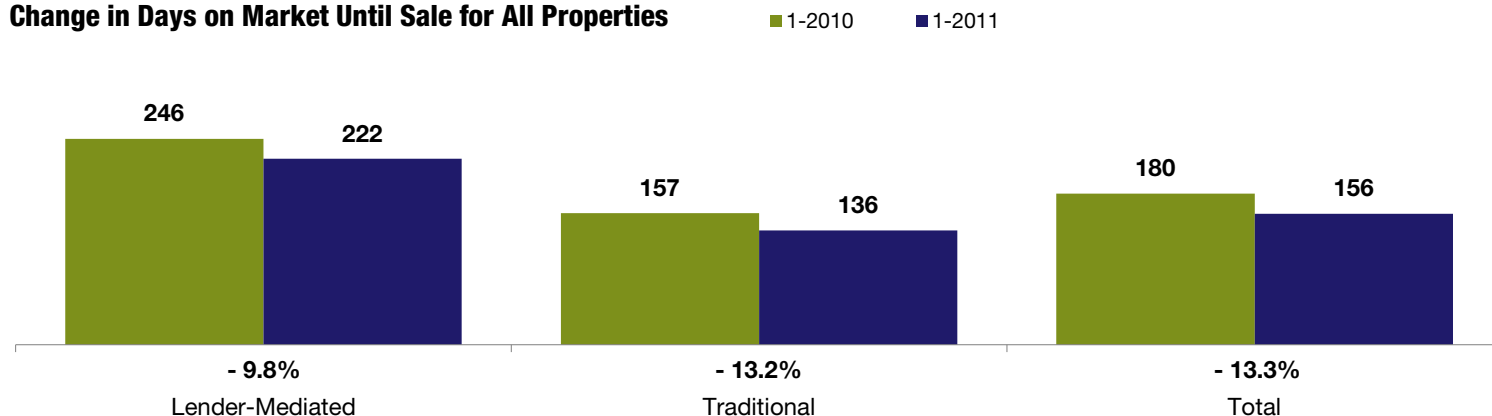
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -	1-2010	1-2011	+ / -
Single-Family	248	233	- 6.2%	140	140	- 0.3%	170	163	- 4.3%
Townhome-Condo	243	211	- 13.0%	172	133	- 22.7%	180	156	- 13.3%
<b>All Properties</b>	<b>246</b>	<b>222</b>	<b>- 9.8%</b>	<b>157</b>	<b>136</b>	<b>- 13.2%</b>	<b>180</b>	<b>156</b>	<b>- 13.3%</b>

### Change in Days on Market Until Sale for All Properties



# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE REALTORS® ASSOCIATION OF THE PALM BEACHES



## Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales for each area.

### Inventory for January 2011

### Closed Sales for January 2010 through December 2010

	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share
Atlantis	42	3	7.1%	29	2	6.9%
Belle Glade	32	8	25.0%	19	5	26.3%
Boca Raton	3,563	440	12.3%	3,010	494	16.4%
Boynton Beach	2,251	507	22.5%	2,588	492	19.0%
Delray Beach	2,238	295	13.2%	2,186	333	15.2%
Greenacres	387	167	43.2%	521	141	27.1%
Haverhill	6	1	16.7%	13	6	46.2%
Highland Beach	308	14	4.5%	153	11	7.2%
Hobe Sound	284	29	10.2%	226	32	14.2%
Hypoluxo	84	34	40.5%	96	40	41.7%
Juno Beach	0	0	--	0	0	--
Jupiter	1,354	184	13.6%	1,351	343	25.4%
Lake Clarke Shores	10	4	40.0%	13	0	0.0%
Lake Park	91	37	40.7%	100	32	32.0%
Lake Worth	1,522	480	31.5%	1,841	496	26.9%
Lantana	216	65	30.1%	178	43	24.2%
Loxahatchee Groves	270	112	41.5%	279	100	35.8%
North Palm Beach	351	51	14.5%	269	54	20.1%
Ocean Ridge	96	2	2.1%	53	6	11.3%
Pahokee	13	1	7.7%	11	0	0.0%
Palm Beach Gardens	1,345	227	16.9%	1,296	327	25.2%
Palm Beach Shores	31	3	9.7%	25	8	32.0%
Palm Springs	148	57	38.5%	179	43	24.0%
Riviera Beach	195	89	45.6%	338	152	45.0%
Royal Palm Beach	445	192	43.1%	723	261	36.1%
South Bay	2	1	50.0%	4	1	25.0%
South Palm Beach	24	1	4.2%	8	2	25.0%
Tequesta	322	28	8.7%	213	31	14.6%
Wellington	808	182	22.5%	948	302	31.9%
West Palm Beach	3,254	1,067	32.8%	3,721	1,054	28.3%

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE REALTORS® ASSOCIATION OF THE PALM BEACHES



## Median Sales Price by Area

	Lender-Mediated			Traditional		
	1-2009 through 12-2009	1-2010 thru 12-2010	+ / -	1-2009 through 12-2009	1-2010 thru 12-2010	+ / -
Atlantis	\$402,500	\$137,000	- 66.0%	\$205,000	\$235,000	+ 14.6%
Belle Glade	\$25,000	\$115,000	+ 360.0%	\$159,950	\$72,000	- 55.0%
Boca Raton	\$195,900	\$187,750	- 4.2%	\$244,500	\$224,000	- 8.4%
Boynton Beach	\$140,000	\$136,000	- 2.9%	\$172,500	\$160,000	- 7.2%
Delray Beach	\$135,000	\$132,500	- 1.9%	\$110,000	\$100,000	- 9.1%
Greenacres	\$117,000	\$87,250	- 25.4%	\$108,000	\$71,500	- 33.8%
Haverhill	\$109,000	\$126,000	+ 15.6%	\$150,000	\$134,000	- 10.7%
Highland Beach	\$354,500	\$330,000	- 6.9%	\$415,000	\$428,000	+ 3.1%
Hobe Sound	\$177,000	\$201,000	+ 13.6%	\$221,000	\$233,900	+ 5.8%
Hypoluxo	\$134,500	\$120,000	- 10.8%	\$139,000	\$135,000	- 2.9%
Juno Beach	\$169,000	\$0	- 100.0%	\$0	\$0	--
Jupiter	\$185,000	\$179,000	- 3.2%	\$255,000	\$265,000	+ 3.9%
Lake Clarke Shores	\$107,500	\$0	- 100.0%	\$242,400	\$230,000	- 5.1%
Lake Park	\$98,500	\$89,000	- 9.6%	\$111,970	\$71,175	- 36.4%
Lake Worth	\$140,000	\$105,000	- 25.0%	\$124,700	\$109,000	- 12.6%
Lantana	\$120,000	\$100,000	- 16.7%	\$103,000	\$94,500	- 8.3%
Loxahatchee Groves	\$200,000	\$163,750	- 18.1%	\$180,500	\$150,000	- 16.9%
North Palm Beach	\$157,548	\$129,300	- 17.9%	\$205,000	\$195,000	- 4.9%
Ocean Ridge	\$0	\$363,000	--	\$578,000	\$650,000	+ 12.5%
Pahokee	\$37,929	\$0	- 100.0%	\$135,000	\$79,950	- 40.8%
Palm Beach Gardens	\$177,573	\$160,000	- 9.9%	\$275,000	\$254,500	- 7.5%
Palm Beach Shores	\$375,000	\$313,750	- 16.3%	\$321,000	\$302,000	- 5.9%
Palm Springs	\$80,000	\$74,000	- 7.5%	\$66,500	\$55,000	- 17.3%
Riviera Beach	\$83,500	\$65,000	- 22.2%	\$79,200	\$55,825	- 29.5%
Royal Palm Beach	\$175,000	\$146,750	- 16.1%	\$165,050	\$128,000	- 22.4%
South Bay	\$0	\$23,000	--	\$29,000	\$71,000	+ 144.8%
South Palm Beach	\$177,500	\$137,500	- 22.5%	\$237,500	\$188,750	- 20.5%
Tequesta	\$183,900	\$210,000	+ 14.2%	\$275,000	\$265,000	- 3.6%
Wellington	\$125,000	\$229,500	+ 83.6%	\$280,000	\$265,000	- 5.4%
West Palm Beach	\$125,000	\$85,000	- 32.0%	\$97,000	\$69,000	- 28.9%