

# HOME & LOGGIA

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## Condo, co-op deals outpacing 2011, figures show

Latest 'Evans Report' details sales for first half of the year.

**B**uyers and sellers of condominiums in Palm Beach evidently found plenty to agree on during the first half of the year, the latest *Evans Report* sales analysis shows.

More condos and co-operatives sold in the first six months of 2012 than in the same period last year, thanks to a substantial spike in second-quarter sales as buyers

closed deals after shopping during the peak of the winter season.

But the number of single-family home sales was noticeably down, especially for residences changing hands at \$5 million or more, according to the analysis prepared by Palm Beach real estate attorney and property owner **Leslie Evans**.

In all, during the first half of this year, 174 condos and co-op

apartments found new owners, compared with 157 during the first and second quarters of 2011. Of the 2012 sales, 123 were recorded in April, May and June, compared with 89 during the same months last year. During the second quarter of this year, 81 sales occurred along Condominium Row south of Sloan's Curve, while 42 took place in Midtown.

More buyers also bought more-expensive apartments, the report

shows. In the first half of 2012, 35 units sold for \$1 million or more; in 2011, that number was 30. But sales of less-expensive condos also were up in the year-over-year comparison, with 139 selling for less than \$1 million this year compared with 127 in 2011.

On the single-family home front, the first six months of 2012

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**BEYOND  
THE HEDGES**

### HOFHEINZ

*Sales of homes at \$5 million and up sag in first half of year*

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saw fewer sales than did the first half of 2011 — 70 this year versus 81 last year. Of those, 47 occurred in this year's second quarter compared with 54 in the same period in 2011.

Single-family sales were flat for residences priced at less than \$5 million, the report shows, with 57 in that range sold in the first and second quarters of both 2012 and 2011.

There were far fewer sales of more-expensive houses during the first half of this year than the same period last year — nine versus 14 for those changing hands between \$5 million and \$10 million; and three versus four in the \$10 mil-

lion to \$15 million range

In addition, during last year's first and second quarters, six houses sold for \$15 million or more, compared with the same period this year, when just one residence sold in that category. But that June sale was a \$23.5 million doozy: Ruby and Andrew Rinker sold 1840 S. Ocean Blvd. to a land trust in a private sale that remains the third-largest deal of the year.

**New manager — Steven Presson** has joined Douglas Elliman Florida's new Palm Beach office as its manager, broker Vanessa Grout has announced.

Presson was previously part of **Corcoran Group's** sales team, which he joined last fall after working at **Brown Harris Stevens**.

A former director of the

**Palm Beach Board of Realtors**, Presson heads its education committee. He also serves on the board of the Palm Beach Rotary Club and is the chairman of its scholarship committee.



**Presson**  
New manager at  
Douglas Elliman.

Miami Beach-based Douglas Elliman Florida established its island office in May when the company acquired Martha A. Gotfried Inc. and set up shop in the agency's Royal Poinciana Plaza office. It is one of eight South Florida offices owned by **Vector Group Ltd.**, the parent of **Prudential Douglas Elliman**, New York City's powerhouse real estate agency.

Presson, who will oversee sales activities from Delray Beach northward, reports to Grout, president and CEO of Douglas Elliman Florida, which opened its first South Florida office in 2010.

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