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Your Palm Shores Specialist

- ★ Multi-Million Dollar Producer
- ★ Certified E-Marketing Specialist



A Real Estate Review For Palm Shores

HAPPY HOLIDAYS

I hope everyone is enjoying the holiday season and will have the opportunity to spend some quality time with your loved ones.

I heard a rumor today that I was moving back to New York! I thought it was funny as I had NO idea I was moving now. I did go to NY this summer to get my New York Real Estate license in order to work with my NY-FL based clients as I've expanded my Real Estate business into New York as well.

PALM BEACH COUNTY REAL ESTATE: Our market has changed fast over the last 6 months. While we really have not seen an increase in home values or appraisals yet, we have lost a tremendous amount of inventory throughout Palm Beach county. The buyers out there shopping were aware of this change and were securing their new purchases. This is a main reason for the lack of inventory and this will eventually start a sellers market. Hopefully with the season upon us, a new batch of buyers will emerge.

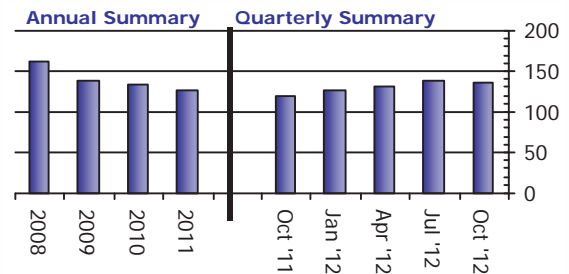
PALM SHORES SALES: We have a total of 11 homes on the market as of today 11/30/12..... 8 houses went on the market in the last 2 months, but only 1 closing in the last 60 days. A new foreclosure came out this week. Remember if you're selling, make your home stand out when those buyers arrive to look. And if you need a market analysis of your home, or need to sell or relocate, give a call and I'll be glad to stop by and help.

Your responses have been wonderful over the last few years, and I'm so glad you're enjoying my Real Estate Services, community newsletters and updates.

Roni Cagen
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Cost/S.F. Trend in Palm Beach County

The average cost per square foot living space is graphed for single family homes in Palm Beach County. Cost/S.F. increased 12.5% when comparing 3-months ending October, 2012 to the same quarter in the prior year.



SOURCE: Graph includes single family homes sold in the Florida Regional MLS, Inc. over the last 4 years.

| | Mortgage | Rate | Points | Margin |
|-------------------------------|------------|-------|--------|--------|
| Current Mortgage Rates | 30 Yr Fxd | 3.31% | 0.7 | N/A |
| | 15 Yr Fxd | 2.63% | 0.6 | N/A |
| | 5/1-Yr ARM | 2.74% | 0.6 | 2.74 |
| | 1-Yr ARM | 2.56% | 0.4 | 2.76 |

Freddie Mac mortgage rates as of 11/21/2012.

For All Your Real Estate Needs

Contact Roni!

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A Summary of Home Sales

The report summarizes listings sold, as well as active/pending listings for Palm Shores. Listings summarized in the following table for the time periods noted are based on information from the Florida Regional MLS, Inc.. Properties sold were not all listed/sold by The Keyes Company and were listed/sold by various MLS participating offices. Non-MLS properties are not included.

The most recent 14 listings sold between 11/29/11 and 11/29/12 are shown in more detail below as they represent the best indication of change in property values.

| <u>Sold Date</u> | | <u>Bedrms + F Baths</u> | <u>Year Blt/Est SF</u> | <u>List Price</u> | <u>Sold Price</u> | <u>% Diff List vs. Sold Price</u> | <u>Days On Market</u> |
|------------------|-----------------------------------|-----------------------------|------------------------|-------------------|-------------------|---|-------------------------------|
| 09/28/12 | 4571 Ketch Ct | 3 + 2 | 1992 / 1977 | \$177,500 | \$172,500 | -2.8% | 77 |
| 09/24/12 | 4570 Catamaran Cir | 3 + 2 | 1990 / 2104 | \$179,900 | \$166,500 | -7.5% | 98 |
| 08/09/12 | 4541 Ketch Ct | 3 + 2 | 1992 / 2065 | \$169,900 | \$167,000 | -1.7% | 45 |
| 08/02/12 | 4754 Sextant Cir | 3 + 2 | 1990 / 1834 | \$171,000 | \$167,000 | -2.3% | 20 |
| 07/31/12 | 8331 Leeway Ln | 3 + 2 | 1989 / 1818 | \$169,900 | \$165,000 | -2.9% | 99 |
| 07/30/12 | 8400 Leeway Ln | 3 + 2 | 1989 / 1837 | \$168,000 | \$145,000 | -13.7% | 32 |
| 07/13/12 | 4701 Yardarm Ln | 3 + 2 | 1990 / 2104 | \$184,000 | \$180,000 | -2.2% | 56 |
| 07/02/12 | 4730 Sextant Cir | 3 + 2 | 1990 / 1818 | \$149,900 | \$150,000 | 0.1% | 21 |
| 06/29/12 | 4611 Sextant Cir | 3 + 2 | 1991 / 1589 | \$159,900 | \$157,000 | -1.8% | 13 |
| 05/08/12 | 8760 Boatswain Dr | 3 + 2 | 1991 / 1818 | \$178,500 | \$180,000 | 0.8% | 12 |
| 04/09/12 | 8436 Northstar Ct - (Foreclosure) | 3 + 2 | 1990 / 1818 | \$159,900 | \$151,000 | -5.6% | 124 |
| 03/30/12 | 8381 Leeway (2 bedroom) | 2 + 2 | 1990 / 1552 | \$159,900 | \$150,000 | -6.2% | 40 |
| 03/05/12 | 4760 Yardarm Ln | 3 + 2 | 1992 / 2065 | \$179,500 | \$173,000 | -3.6% | 125 |
| 02/28/12 | 4726 Capstar Dr | 3 + 2 | 1991 / 1842 | \$165,000 | \$150,000 | -9.1% | 93 |
| Averages: | | | | \$169,486 | \$162,429 | -4.2% | 61 |

| <u>Summary</u> | <u>12 Months of Sold MLS Listings From:</u> | | <u>Difference</u> | <u>Listings Currently FOR SALE</u> | |
|--------------------------------|---|-----------------------------|---------------------|------------------------------------|-----------------|
| | <u>11/29/11 to 11/29/12</u> | <u>11/29/10 to 11/29/11</u> | <u>vs. Year Ago</u> | <u>Actives</u> | <u>Pendings</u> |
| Palm Shores | 20 | 13 | +7 | 10 | 1 |
| Average Property Price: | \$160,358 | \$159,069 | 0.8% | \$177,430 | |

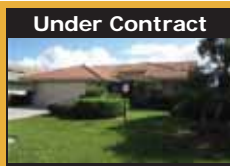
Available Properties In The Area

Please feel free to share these exceptional values with your friends and family.

The following listings represent an assortment of properties available in the MLS across a range of prices and locations. If you would like to see your property featured here or you know someone who is looking to buy, please call Roni Cagen.



\$177,000 3 Bdrms + 2 FBths
Palm Shores; 4581 Ketch Court (Courtesy Keyes Company/ Realtors)
Newer Roof, updated kitchen cabinets, appliances, hot water heater & air conditioner.



Under Contract **\$171,900** 3 Bdrms + 2 FBths
Palm Shores; 8880 Boatswain Drive (Courtesy Keyes Company/ Realtors)
Seawind Model with a newer roof and updated kitchen cabinets and an open Florida room.



Under Contract **\$177,500** 3 Bdrms + 2 FBths
Palm Shores; 8436 Northstar Court (Courtesy Keyes Company/ Realtors)
Updated Kitchen appliances, newer air conditioner, washer & dryer, and a large Florida Room.



\$164,900 3 Bdrms + 2 FBths
Palm Shores; 8411 Leeway (Courtesy Prudential Florida Realty)
Enclosed Florida room adds extra under air living. Well maintained; large master bedroom; new a/c.



\$159,000 2 Bdrms + 2 FBths
Palm Shores; 8401 Leeway (Courtesy Keyes Company/ Realtors)
Windward Model with a Newer Roof, and a fully enclosed air conditioned Florida Room.



\$164,000 2 Bdrms + 2 FBths
Palm Shores; 8911 Boatswain Drive (Courtesy Peabody Real Estate, LLC)
Corporate Owned. A foreclosure which was purchased and put back on the market for sale.



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