

Local Market Update – December 2012

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



Highland Beach

+ 14.3%

Change in
New Listings

+ 12.5%

Change in
Closed Sales

+ 13.6%

Change in
Median Sales Price

December

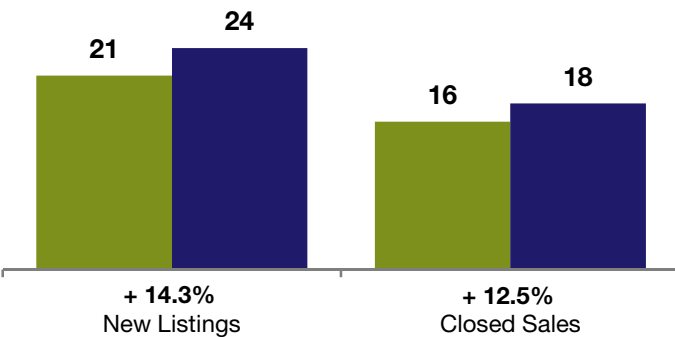
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	21	24	+ 14.3%	288	315	+ 9.4%
Closed Sales	16	18	+ 12.5%	194	227	+ 17.0%
Median Sales Price*	\$385,000	\$437,500	+ 13.6%	\$375,000	\$400,000	+ 6.7%
Percent of Original List Price Received*	86.5%	89.1%	+ 3.0%	82.1%	84.6%	+ 3.0%
Days on Market Until Sale	213	248	+ 16.3%	262	239	- 8.5%
Inventory of Homes for Sale	278	202	- 27.3%	--	--	--
Months Supply of Inventory	17.4	10.6	- 39.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

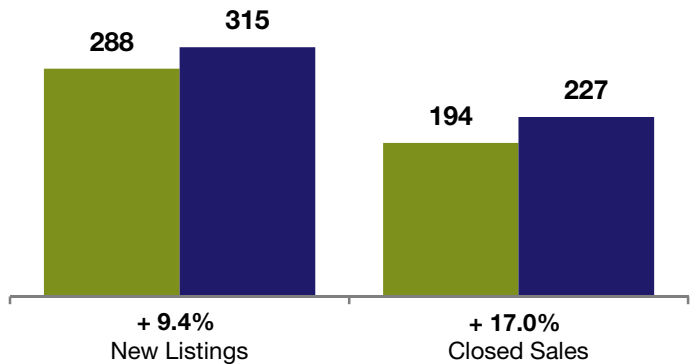
December

■ 2011 ■ 2012



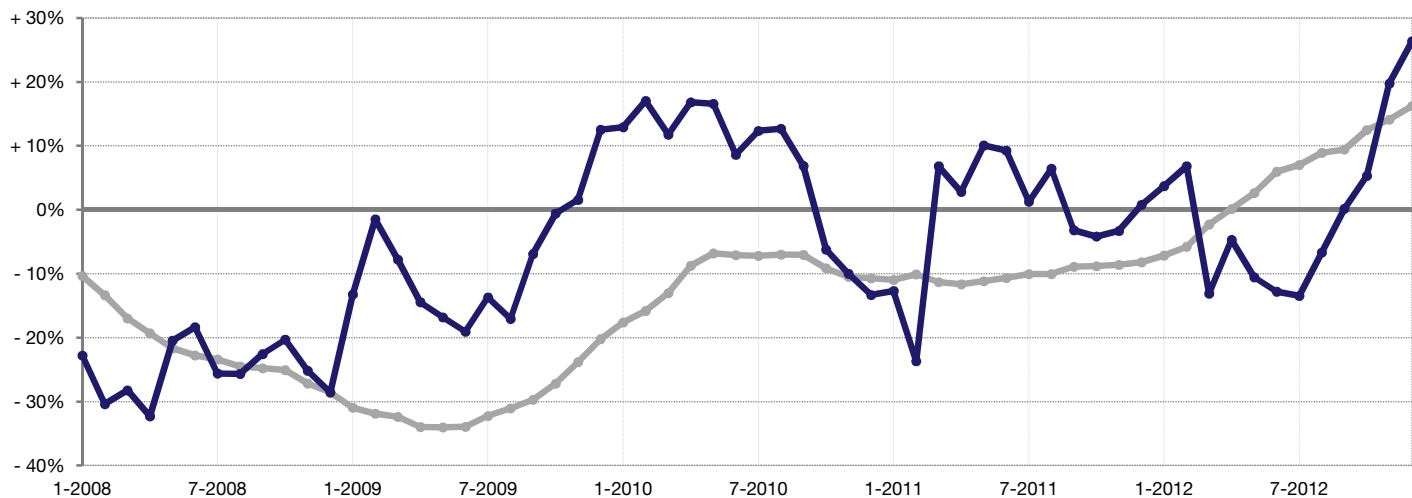
Year to Date

■ 2011 ■ 2012



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — Highland Beach —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Regional MLS. | Powered by 10K Research and Marketing.