

# Local Market Update – January 2012

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



## Highland Beach

**+ 37.8%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 13.9%**

Change in  
Median Sales Price

### January

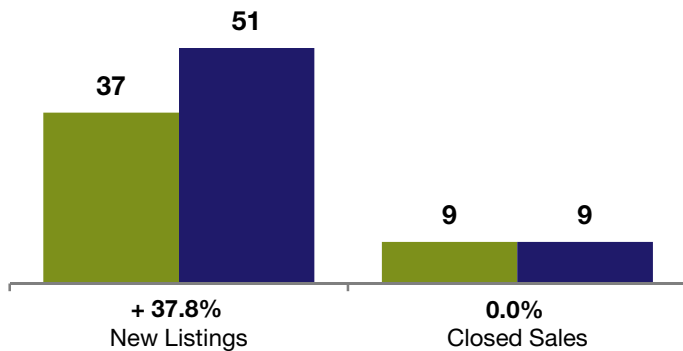
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	37	51	+ 37.8%	37	51	+ 37.8%
Closed Sales	9	9	0.0%	9	9	0.0%
Median Sales Price*	\$505,000	<b>\$435,000</b>	- 13.9%	\$505,000	<b>\$435,000</b>	- 13.9%
Percent of Original List Price Received*	78.6%	<b>87.5%</b>	+ 11.3%	78.6%	<b>87.5%</b>	+ 11.3%
Days on Market Until Sale	386	<b>174</b>	- 55.0%	386	<b>174</b>	- 55.0%
Inventory of Homes for Sale	361	<b>255</b>	- 29.4%	--	--	--
Months Supply of Inventory	27.4	<b>14.6</b>	- 46.6%	--	--	--

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

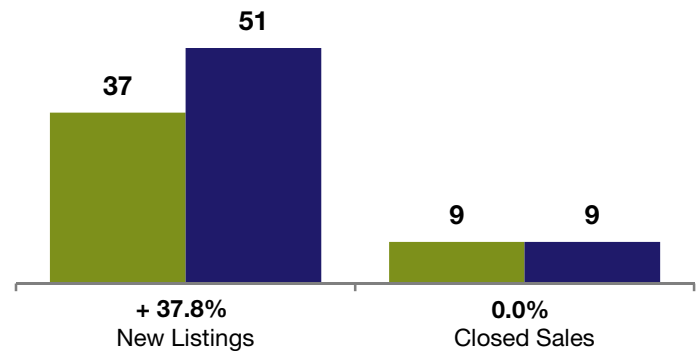
### January

■ 2011 ■ 2012



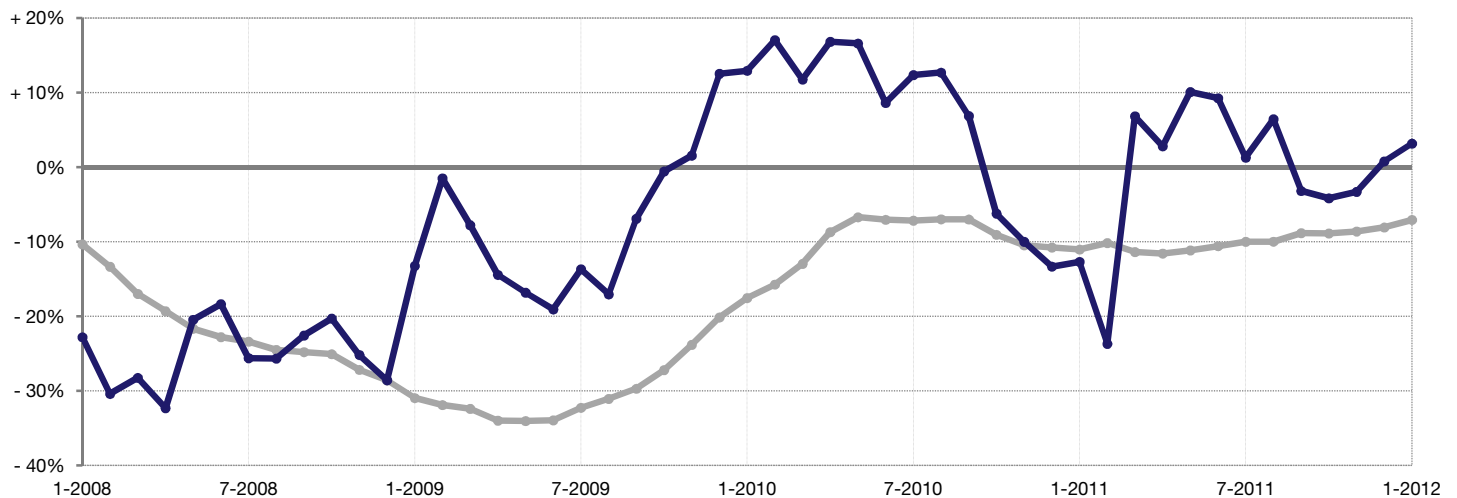
### Year to Date

■ 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.