

# Local Market Update – January 2012

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



## Hobe Sound

**+ 39.0%**

Change in  
New Listings

**+ 46.2%**

Change in  
Closed Sales

**+ 11.3%**

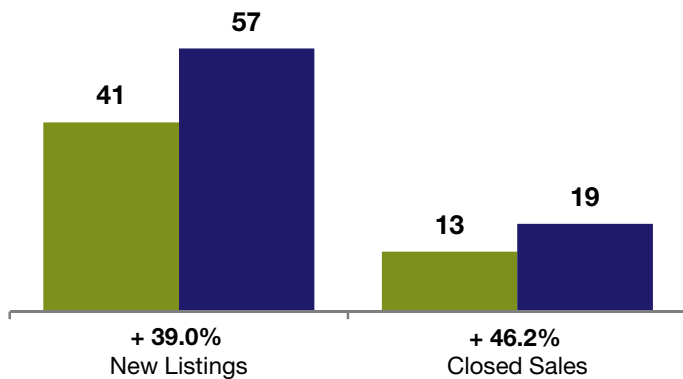
Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	41	57	+ 39.0%	41	57	+ 39.0%
Closed Sales	13	19	+ 46.2%	13	19	+ 46.2%
Median Sales Price*	\$163,500	<b>\$182,000</b>	+ 11.3%	\$163,500	<b>\$182,000</b>	+ 11.3%
Percent of Original List Price Received*	91.3%	<b>84.7%</b>	- 7.2%	91.3%	<b>84.7%</b>	- 7.2%
Days on Market Until Sale	90	<b>191</b>	+ 111.1%	90	<b>191</b>	+ 111.1%
Inventory of Homes for Sale	328	<b>224</b>	- 31.7%	--	--	--
Months Supply of Inventory	17.8	<b>9.4</b>	- 47.0%	--	--	--

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

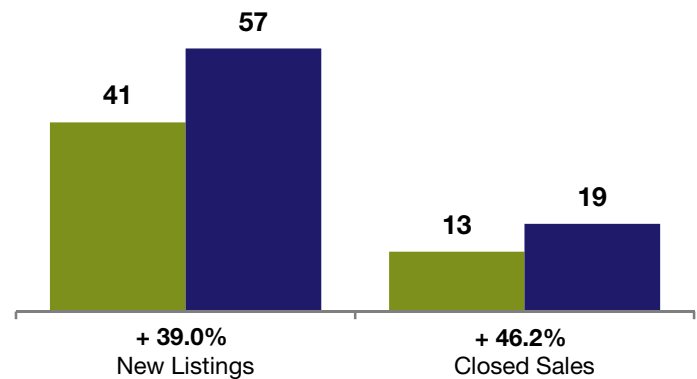
### January

■ 2011 ■ 2012



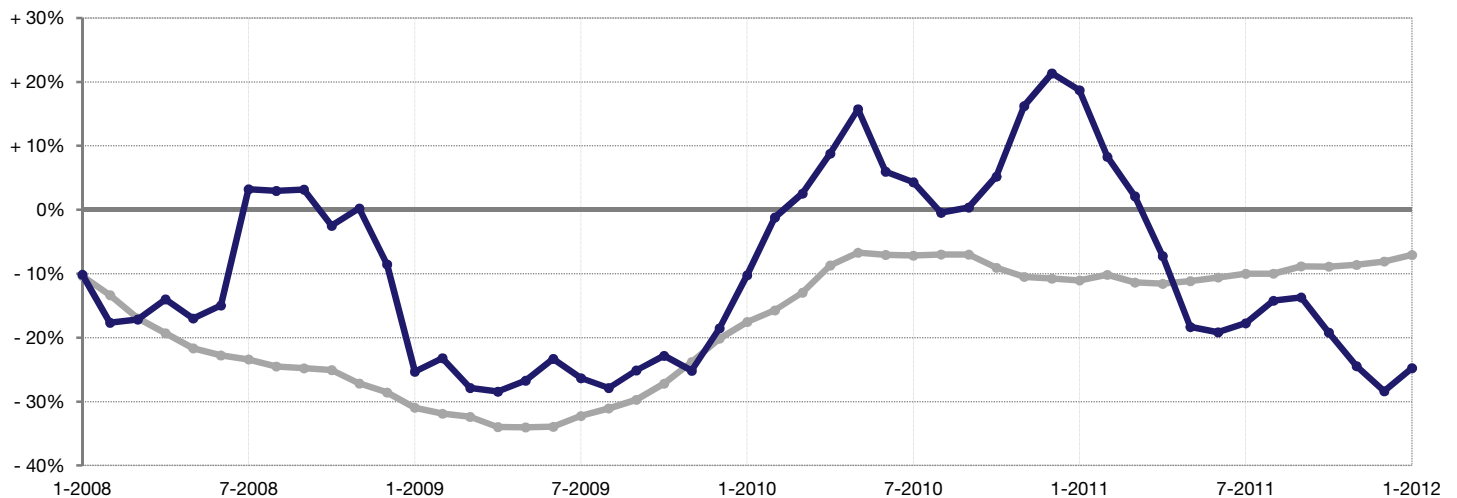
### Year to Date

■ 2011 ■ 2012



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

All MLS — All MLS  
Hobe Sound — Hobe Sound



\*\* 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.