

Local Market Update – January 2012

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



Lantana

+ 53.3%

Change in
New Listings

+ 21.4%

Change in
Closed Sales

- 35.5%

Change in
Median Sales Price

January

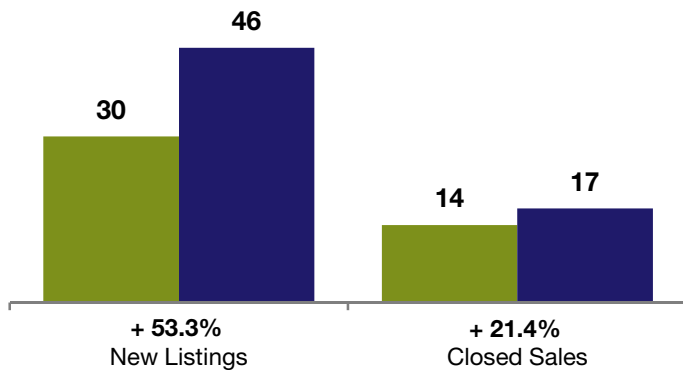
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	30	46	+ 53.3%	30	46	+ 53.3%
Closed Sales	14	17	+ 21.4%	14	17	+ 21.4%
Median Sales Price*	\$103,450	\$66,700	- 35.5%	\$103,450	\$66,700	- 35.5%
Percent of Original List Price Received*	82.2%	95.8%	+ 16.5%	82.2%	95.8%	+ 16.5%
Days on Market Until Sale	122	172	+ 41.7%	122	172	+ 41.7%
Inventory of Homes for Sale	274	135	- 50.7%	--	--	--
Months Supply of Inventory	17.4	5.1	- 70.5%	--	--	--

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

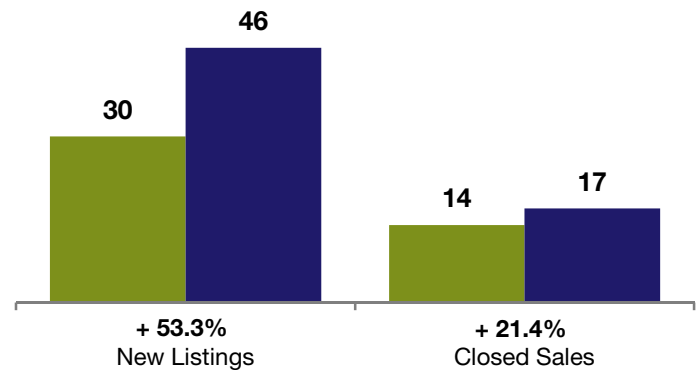
January

■ 2011 ■ 2012



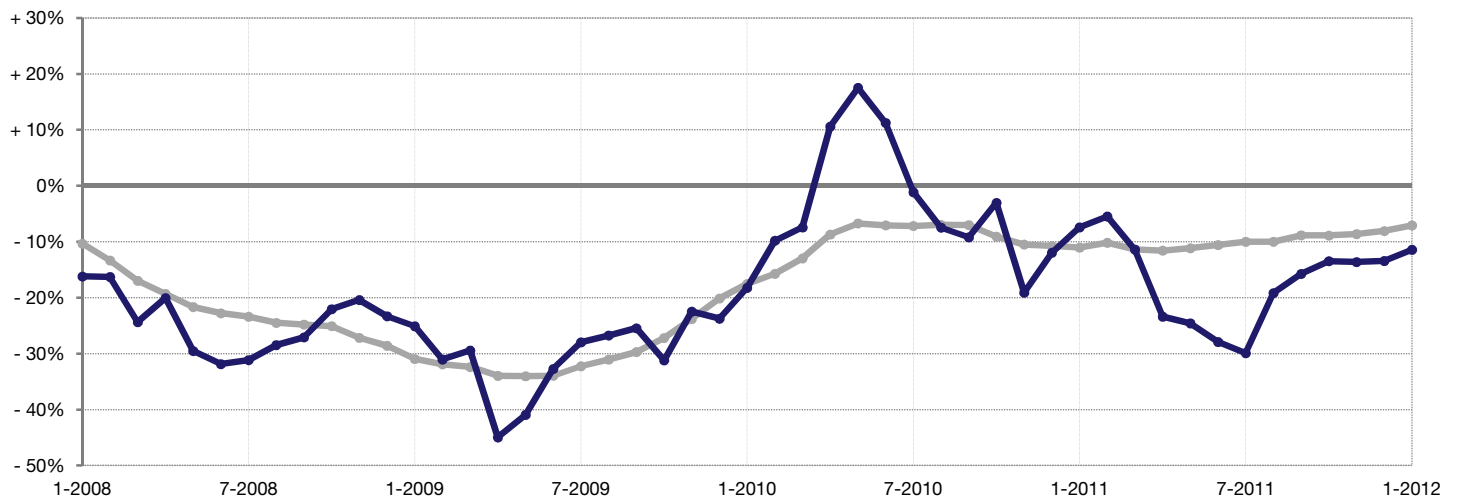
Year to Date

■ 2011 ■ 2012



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

All MLS — All MLS
Lantana — Lantana



** 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.