

Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS

- 6.3%

Year-Over-Year
Change in
New Listings
All Properties

+ 1.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 8.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
| Closed Sales | 269 | 278 | + 3.3% | 1,781 | 1,581 | - 11.2% |
| Median Sales Price* | \$317,000 | \$325,000 | + 2.5% | \$317,250 | \$310,000 | - 2.3% |
| Inventory of Homes for Sale | 2,306 | 2,201 | - 4.6% | -- | -- | -- |
| Months Supply of Inventory | 8.8 | 9.6 | + 9.6% | -- | -- | -- |
| Days on Market Until Sale | 87 | 100 | + 14.8% | 98 | 111 | + 13.9% |
| Percent of Original List Price Received* | 92.3% | 92.7% | + 0.4% | 92.5% | 91.6% | - 1.1% |
| New Listings | 519 | 479 | - 7.7% | 3,746 | 3,497 | - 6.6% |

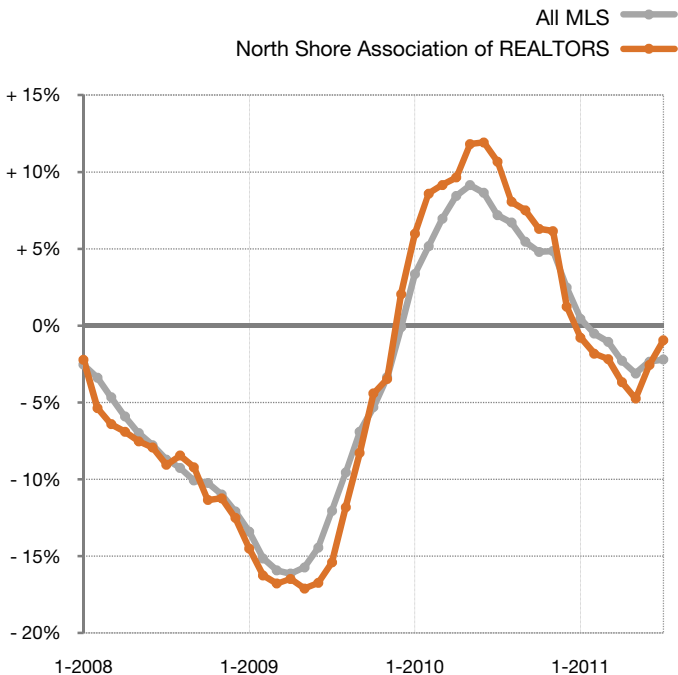
Condominium Properties

| | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
| Closed Sales | 161 | 125 | - 22.4% | 655 | 509 | - 22.3% |
| Median Sales Price* | \$215,000 | \$215,000 | 0.0% | \$200,000 | \$185,900 | - 7.1% |
| Inventory of Homes for Sale | 1,101 | 906 | - 17.7% | -- | -- | -- |
| Months Supply of Inventory | 9.5 | 10.0 | + 5.1% | -- | -- | -- |
| Days on Market Until Sale | 105 | 123 | + 16.3% | 117 | 127 | + 8.3% |
| Percent of Original List Price Received* | 93.0% | 93.4% | + 0.4% | 92.6% | 91.5% | - 1.2% |
| New Listings | 223 | 189 | - 15.2% | 1,472 | 1,193 | - 19.0% |

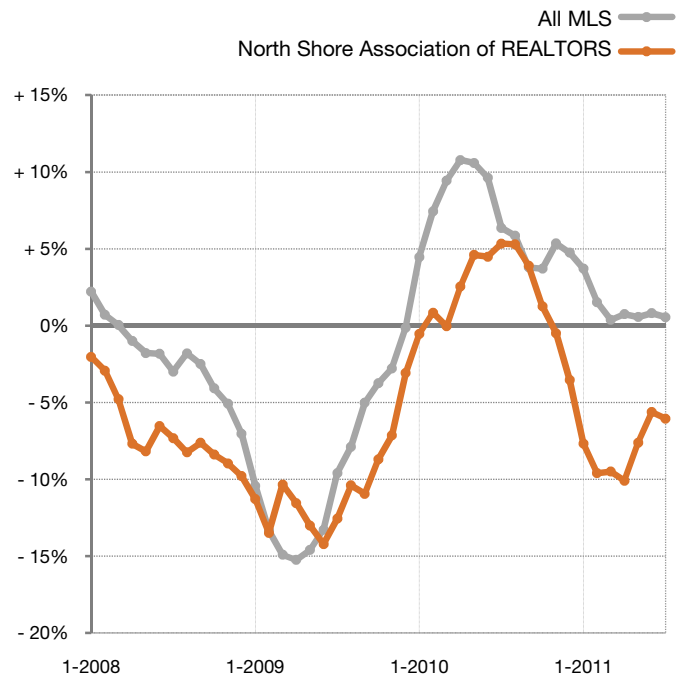
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Single-Family Properties



Condominium Properties



** 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 Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS® and MLS Property Information Network, Inc. | Provided by MAR. Powered by 10K Research and Marketing.