

Local Market Update – January 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS

+ 14.5%

Year-Over-Year
Change in
New Listings
All Properties

- 9.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 5.1%

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

Single-Family Properties

	January			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	162	191	+ 17.9%	162	191	+ 17.9%
Median Sales Price*	\$320,000	\$298,000	- 6.9%	\$320,000	\$298,000	- 6.9%
Inventory of Homes for Sale	1,568	1,626	+ 3.7%	--	--	--
Months Supply of Inventory	6.4	6.5	+ 1.7%	--	--	--
Days on Market Until Sale	122	101	- 16.9%	122	101	- 16.9%
Percent of Original List Price Received*	92.5%	91.6%	- 0.9%	92.5%	91.6%	- 0.9%
New Listings	379	295	- 22.2%	379	295	- 22.2%

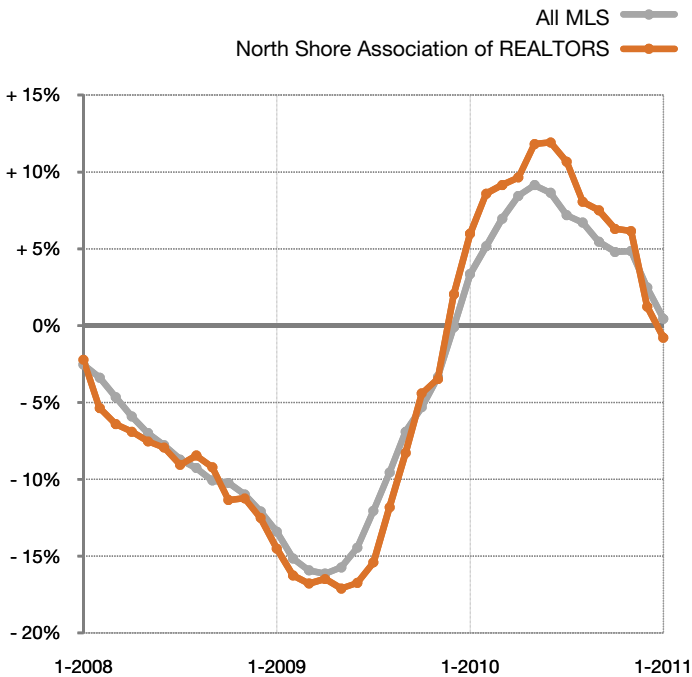
Condominium Properties

	January			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	65	69	+ 6.2%	65	69	+ 6.2%
Median Sales Price*	\$199,750	\$175,000	- 12.4%	\$199,750	\$175,000	- 12.4%
Inventory of Homes for Sale	889	705	- 20.7%	--	--	--
Months Supply of Inventory	8.6	6.8	- 20.8%	--	--	--
Days on Market Until Sale	117	118	+ 0.4%	117	118	+ 0.4%
Percent of Original List Price Received*	93.2%	88.5%	- 5.0%	93.2%	88.5%	- 5.0%
New Listings	240	145	- 39.6%	240	145	- 39.6%

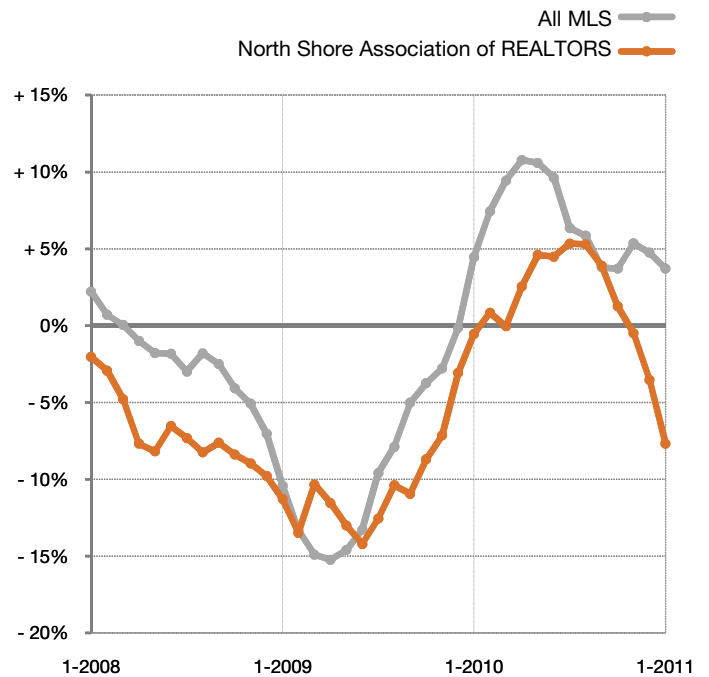
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.