

# Local Market Update – February 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS

**- 19.9%**

Year-Over-Year  
Change in  
**New Listings**  
All Properties

**- 7.8%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 8.1%**

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

### Single-Family Properties

	February			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	167	<b>129</b>	- 22.8%	329	<b>320</b>	- 2.7%
Median Sales Price*	\$300,000	<b>\$280,000</b>	- 6.7%	\$311,000	<b>\$290,000</b>	- 6.8%
Inventory of Homes for Sale	1,644	<b>1,640</b>	- 0.2%	--	--	--
Months Supply of Inventory	6.7	<b>6.7</b>	+ 0.4%	--	--	--
Days on Market Until Sale	118	<b>134</b>	+ 13.7%	120	<b>114</b>	- 4.6%
Percent of Original List Price Received*	90.2%	<b>88.8%</b>	- 1.6%	91.3%	<b>90.5%</b>	- 0.9%
New Listings	410	<b>294</b>	- 28.3%	789	<b>589</b>	- 25.3%

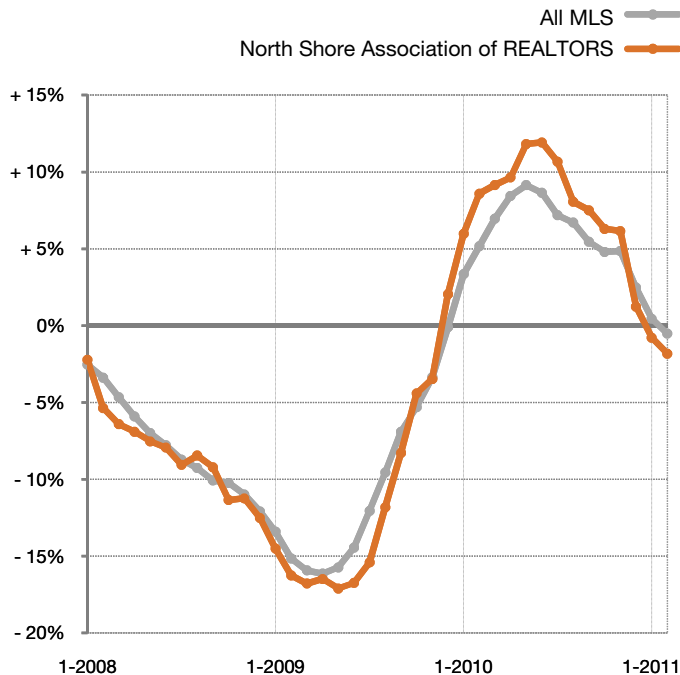
### Condominium Properties

	February			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	69	<b>60</b>	- 13.0%	134	<b>129</b>	- 3.7%
Median Sales Price*	\$187,000	<b>\$168,950</b>	- 9.7%	\$194,900	<b>\$169,900</b>	- 12.8%
Inventory of Homes for Sale	934	<b>730</b>	- 21.8%	--	--	--
Months Supply of Inventory	9.1	<b>7.1</b>	- 21.5%	--	--	--
Days on Market Until Sale	153	<b>132</b>	- 13.7%	136	<b>124</b>	- 8.3%
Percent of Original List Price Received*	92.7%	<b>89.3%</b>	- 3.7%	92.9%	<b>88.9%</b>	- 4.4%
New Listings	204	<b>138</b>	- 32.4%	444	<b>283</b>	- 36.3%

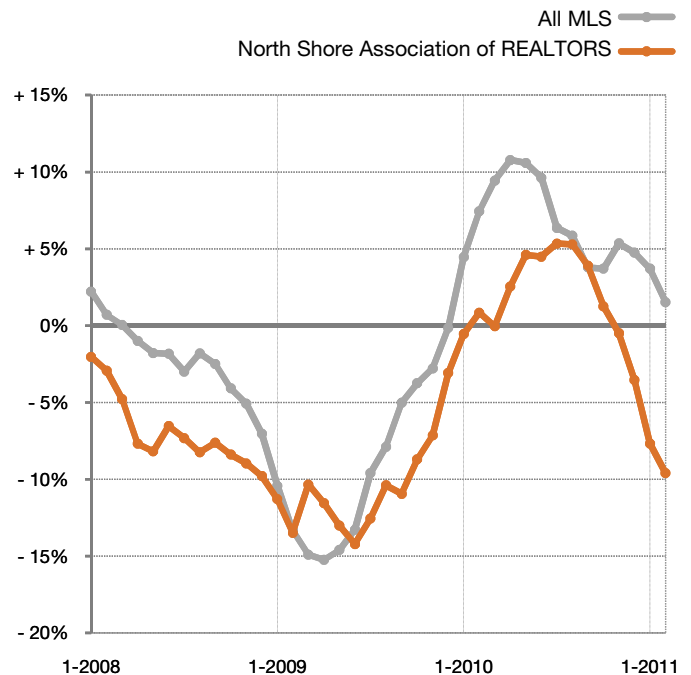
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.