

Local Market Update – May 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS

- 16.8%

Year-Over-Year
Change in
New Listings
All Properties

+ 2.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.5%

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

Single-Family Properties

	May			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	314	269	- 14.3%	1,110	977	- 12.0%
Median Sales Price*	\$310,500	\$311,500	+ 0.3%	\$308,000	\$295,000	- 4.2%
Inventory of Homes for Sale	2,086	2,264	+ 8.5%	--	--	--
Months Supply of Inventory	8.0	9.6	+ 20.4%	--	--	--
Days on Market Until Sale	90	110	+ 23.1%	104	118	+ 13.7%
Percent of Original List Price Received*	93.4%	91.4%	- 2.2%	92.3%	90.6%	- 1.9%
New Listings	512	645	+ 26.0%	2,619	2,453	- 6.3%

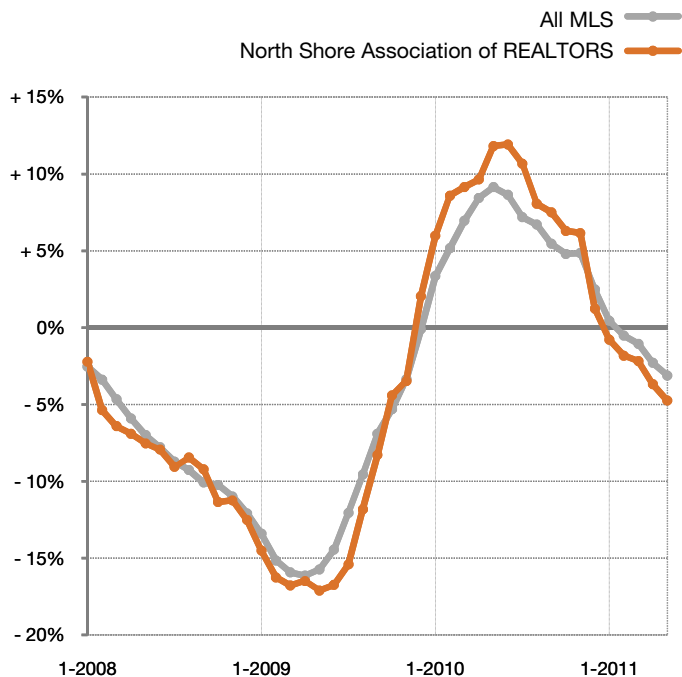
Condominium Properties

	May			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	115	88	- 23.5%	494	384	- 22.3%
Median Sales Price*	\$208,000	\$220,750	+ 6.1%	\$200,000	\$183,000	- 8.5%
Inventory of Homes for Sale	1,090	927	- 15.0%	--	--	--
Months Supply of Inventory	9.7	9.9	+ 2.3%	--	--	--
Days on Market Until Sale	114	114	+ 0.4%	121	129	+ 6.0%
Percent of Original List Price Received*	91.3%	93.2%	+ 2.1%	92.5%	90.8%	- 1.7%
New Listings	211	258	+ 22.3%	1,249	1,004	- 19.6%

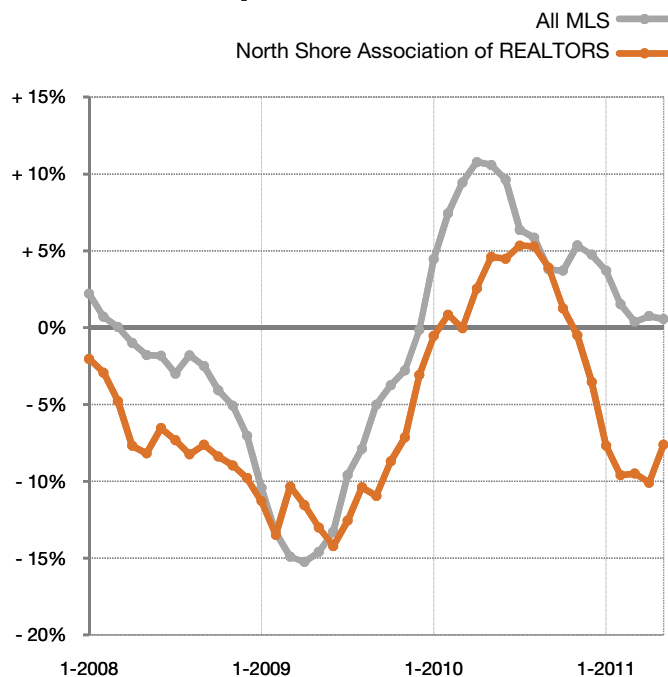
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.