

# Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS

**- 19.9%**

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

**+ 0.5%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 3.7%**

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

### Single-Family Properties

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	402	<b>326</b>	- 18.9%	1,512	<b>1,303</b>	- 13.8%
Median Sales Price*	\$340,000	<b>\$342,500</b>	+ 0.7%	\$317,500	<b>\$305,000</b>	- 3.9%
Inventory of Homes for Sale	2,214	<b>2,275</b>	+ 2.8%	--	--	--
Months Supply of Inventory	8.2	<b>10.0</b>	+ 21.3%	--	--	--
Days on Market Until Sale	89	<b>102</b>	+ 15.0%	100	<b>114</b>	+ 14.2%
Percent of Original List Price Received*	93.4%	<b>93.6%</b>	+ 0.2%	92.6%	<b>91.3%</b>	- 1.4%
New Listings	608	<b>565</b>	- 7.1%	3,227	<b>3,019</b>	- 6.4%

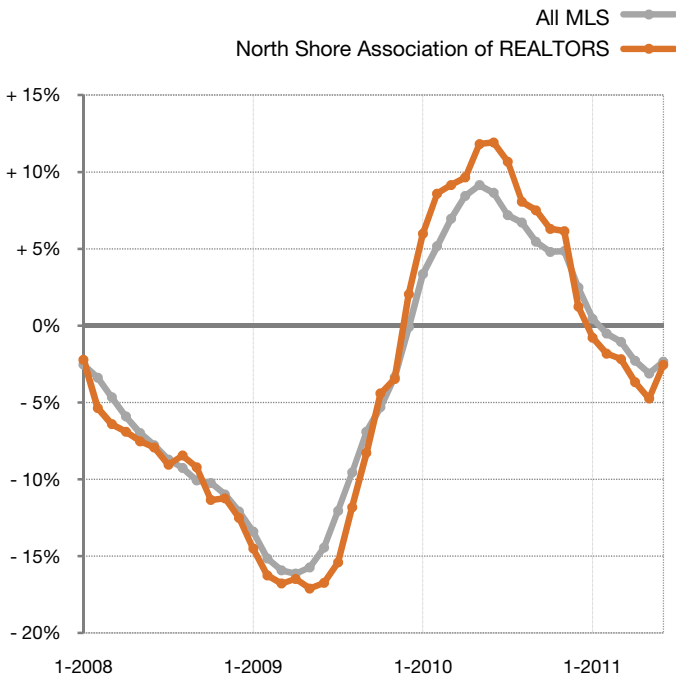
### Condominium Properties

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	161	<b>125</b>	- 22.4%	655	<b>509</b>	- 22.3%
Median Sales Price*	\$215,000	<b>\$215,000</b>	0.0%	\$200,000	<b>\$185,900</b>	- 7.1%
Inventory of Homes for Sale	1,101	<b>919</b>	- 16.5%	--	--	--
Months Supply of Inventory	9.5	<b>10.1</b>	+ 6.6%	--	--	--
Days on Market Until Sale	105	<b>123</b>	+ 16.3%	117	<b>127</b>	+ 8.3%
Percent of Original List Price Received*	93.0%	<b>93.4%</b>	+ 0.4%	92.6%	<b>91.5%</b>	- 1.2%
New Listings	223	<b>190</b>	- 14.8%	1,472	<b>1,194</b>	- 18.9%

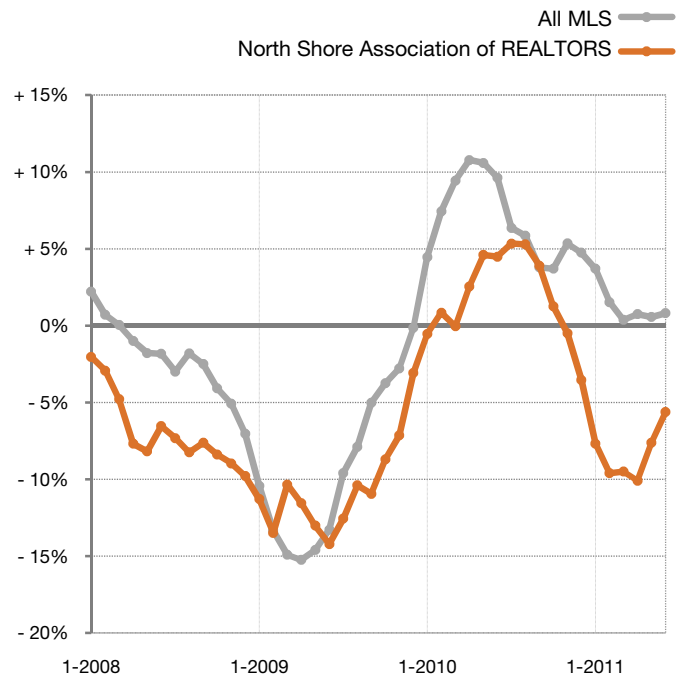
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.