

Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 21.7%

Year-Over-Year
Change in
Closed Sales
All Properties

- 4.4%

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

- 9.9%

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

Single-Family Properties

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	239	324	+ 35.6%	2,020	1,911	- 5.4%
Median Sales Price*	\$330,000	\$315,000	- 4.5%	\$319,250	\$310,000	- 2.9%
Inventory of Homes for Sale	2,335	2,200	- 5.8%	--	--	--
Months Supply of Inventory	9.1	9.3	+ 2.6%	--	--	--
Days on Market Until Sale	91	102	+ 11.9%	97	110	+ 13.1%
Percent of Original List Price Received*	92.1%	92.3%	+ 0.2%	92.5%	91.7%	- 0.9%
New Listings	480	476	- 0.8%	4,226	3,975	- 5.9%

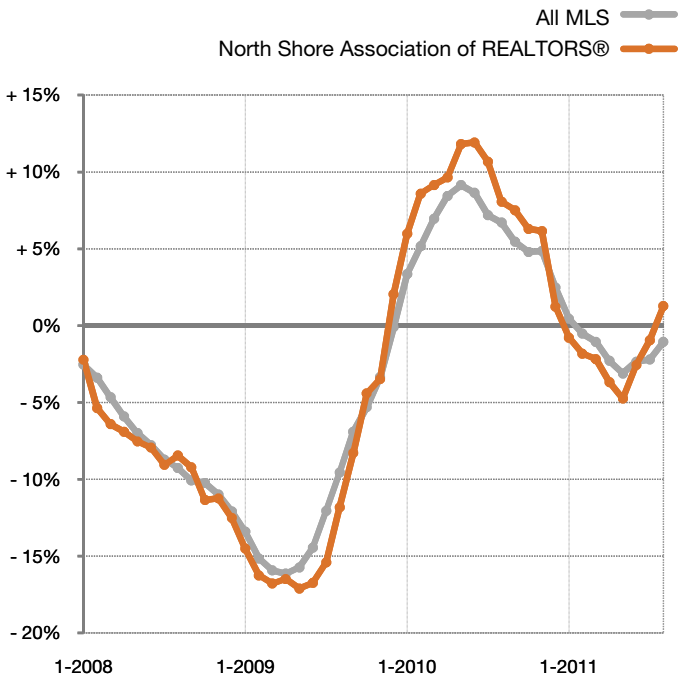
Condominium Properties

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	106	96	- 9.4%	852	709	- 16.8%
Median Sales Price*	\$210,000	\$201,500	- 4.0%	\$205,000	\$190,000	- 7.3%
Inventory of Homes for Sale	1,042	843	- 19.1%	--	--	--
Months Supply of Inventory	9.2	9.2	+ 0.2%	--	--	--
Days on Market Until Sale	120	111	- 7.5%	119	123	+ 3.7%
Percent of Original List Price Received*	91.3%	91.5%	+ 0.2%	92.4%	91.5%	- 1.0%
New Listings	185	149	- 19.5%	1,887	1,538	- 18.5%

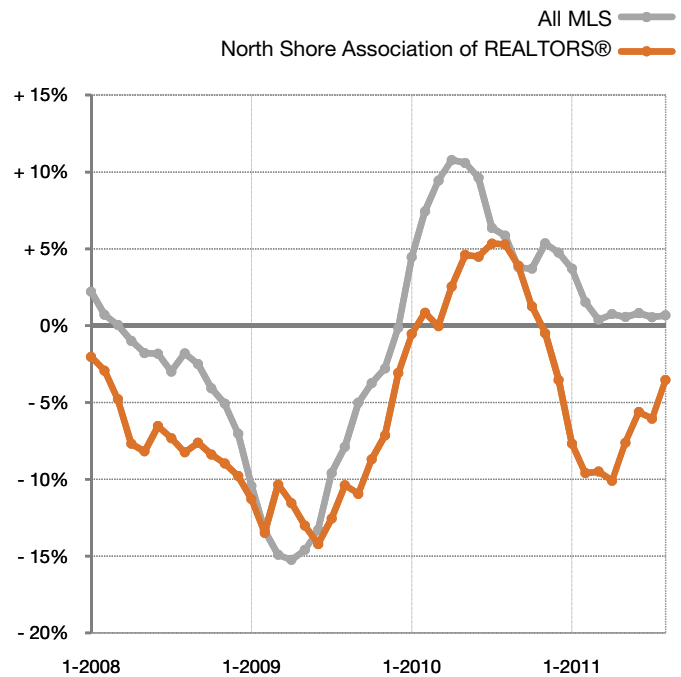
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. Powered by 10K Research and Marketing.