

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

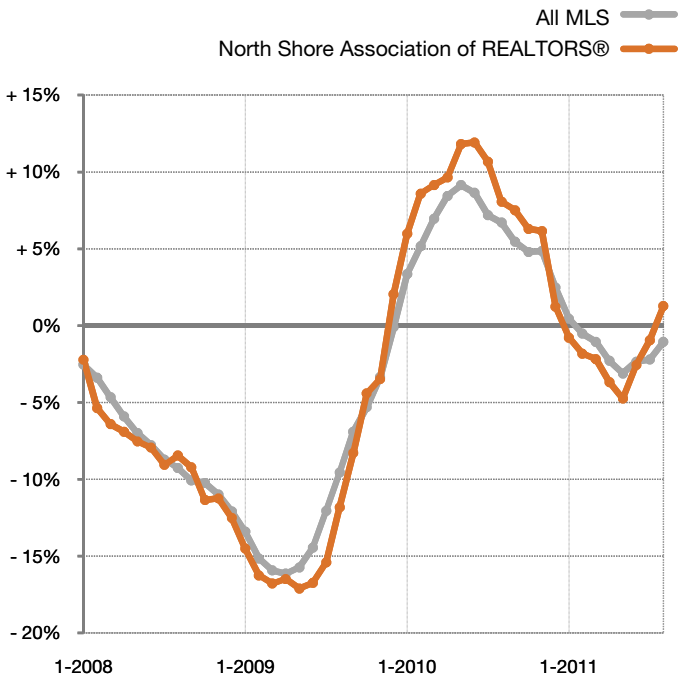
### Condominium Properties

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

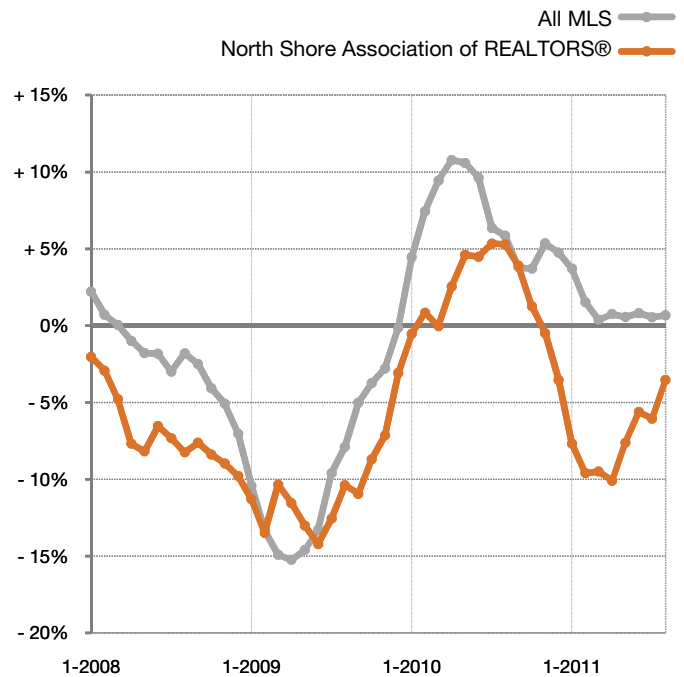
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.