

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 6.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 5.1%

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

- 9.6%

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

Single-Family Properties

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	245	252	+ 2.9%	2,290	2,186	- 4.5%
Median Sales Price*	\$324,000	\$300,000	- 7.4%	\$320,000	\$310,000	- 3.1%
Inventory of Homes for Sale	2,392	2,243	- 6.2%	--	--	--
Months Supply of Inventory	9.2	9.3	+ 1.7%	--	--	--
Days on Market Until Sale	108	108	- 0.3%	98	110	+ 11.4%
Percent of Original List Price Received*	91.4%	91.8%	+ 0.5%	92.3%	91.7%	- 0.7%
New Listings	517	514	- 0.6%	4,796	4,546	- 5.2%

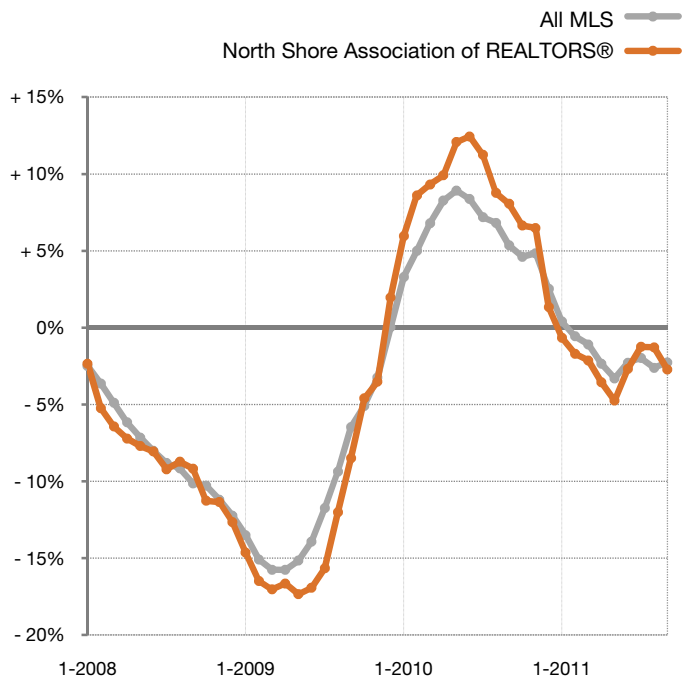
Condominium Properties

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	110	80	- 27.3%	964	793	- 17.7%
Median Sales Price*	\$194,000	\$191,700	- 1.2%	\$202,000	\$190,000	- 5.9%
Inventory of Homes for Sale	1,064	881	- 17.2%	--	--	--
Months Supply of Inventory	9.4	9.9	+ 5.1%	--	--	--
Days on Market Until Sale	114	128	+ 12.2%	118	124	+ 5.1%
Percent of Original List Price Received*	89.3%	90.5%	+ 1.4%	92.1%	91.4%	- 0.8%
New Listings	230	200	- 13.0%	2,124	1,741	- 18.0%

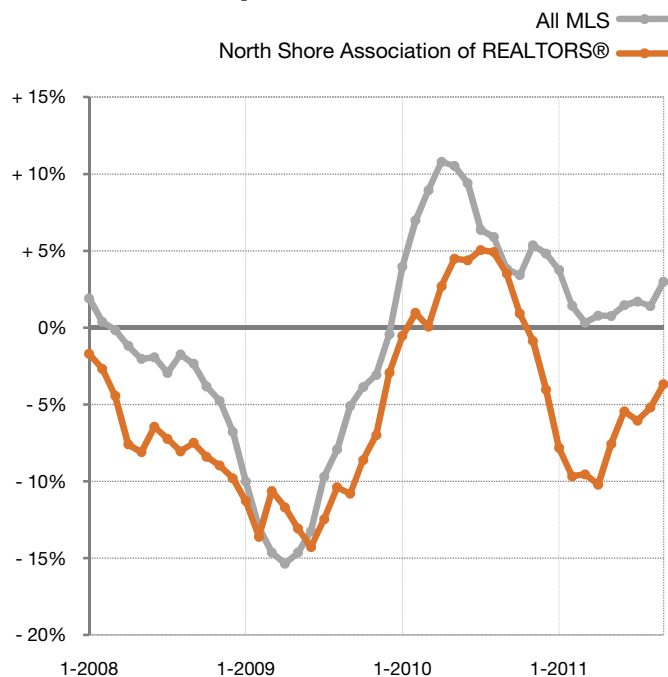
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.