

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 9.0%

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

- 12.8%

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

Single-Family Properties

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	214	236	+ 10.3%	2,515	2,437	- 3.1%
Median Sales Price*	\$325,000	\$288,200	- 11.3%	\$320,000	\$306,000	- 4.4%
Inventory of Homes for Sale	2,335	2,096	- 10.2%	--	--	--
Months Supply of Inventory	9.2	8.6	- 6.5%	--	--	--
Days on Market Until Sale	95	114	+ 20.5%	98	110	+ 12.2%
Percent of Original List Price Received*	92.2%	90.2%	- 2.1%	92.3%	91.5%	- 0.9%
New Listings	463	410	- 11.4%	5,293	4,981	- 5.9%

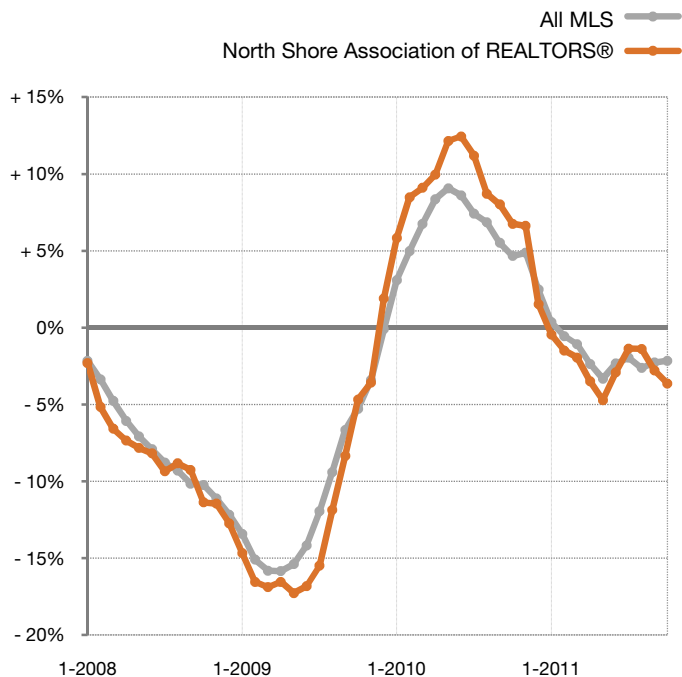
Condominium Properties

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	78	91	+ 16.7%	1,049	892	- 15.0%
Median Sales Price*	\$200,750	\$190,000	- 5.4%	\$200,000	\$189,975	- 5.0%
Inventory of Homes for Sale	1,013	825	- 18.6%	--	--	--
Months Supply of Inventory	9.3	9.1	- 3.0%	--	--	--
Days on Market Until Sale	111	119	+ 7.3%	118	124	+ 4.8%
Percent of Original List Price Received*	91.5%	92.3%	+ 0.9%	92.1%	91.4%	- 0.7%
New Listings	177	154	- 13.0%	2,314	1,906	- 17.6%

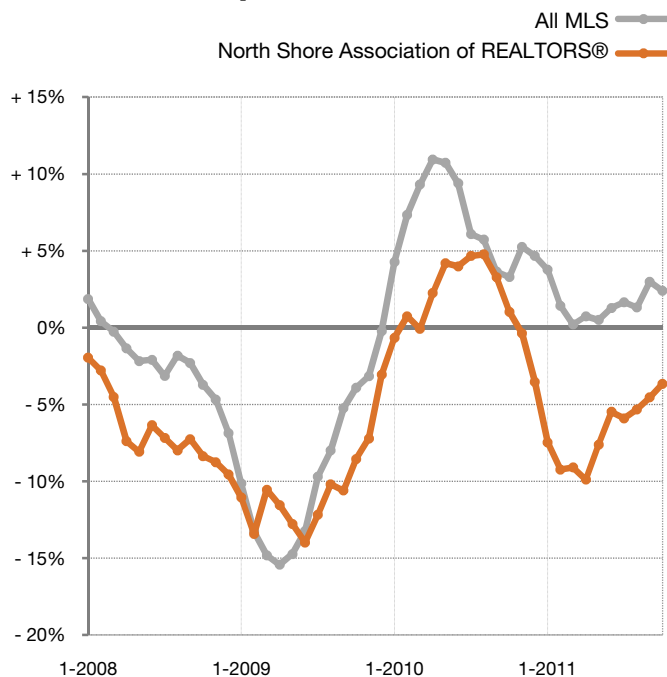
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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