

Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 23.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.2%

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

- 15.0%

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

Single-Family Properties

	November			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	215	295	+ 37.2%	2,730	2,735	+ 0.2%
Median Sales Price*	\$320,000	\$315,000	- 1.6%	\$320,000	\$309,000	- 3.4%
Inventory of Homes for Sale	2,098	1,798	- 14.3%	--	--	--
Months Supply of Inventory	8.5	7.2	- 15.2%	--	--	--
Days on Market Until Sale	104	106	+ 2.3%	99	110	+ 11.4%
Percent of Original List Price Received*	90.8%	91.3%	+ 0.5%	92.2%	91.5%	- 0.8%
New Listings	303	296	- 2.3%	5,596	5,279	- 5.7%

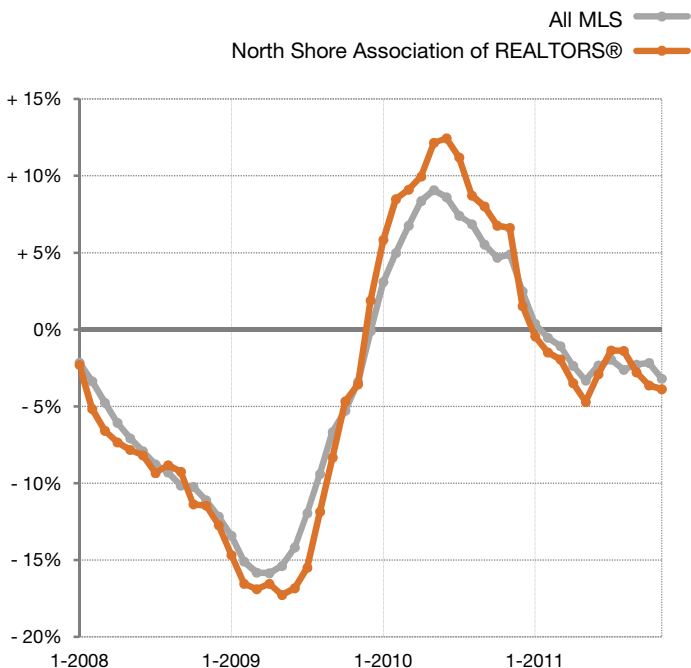
Condominium Properties

	November			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	88	78	- 11.4%	1,137	971	- 14.6%
Median Sales Price*	\$191,750	\$213,000	+ 11.1%	\$200,000	\$190,000	- 5.0%
Inventory of Homes for Sale	901	752	- 16.5%	--	--	--
Months Supply of Inventory	8.5	8.3	- 2.4%	--	--	--
Days on Market Until Sale	127	125	- 1.4%	119	124	+ 4.4%
Percent of Original List Price Received*	91.0%	90.9%	- 0.2%	92.0%	91.4%	- 0.6%
New Listings	118	133	+ 12.7%	2,432	2,042	- 16.0%

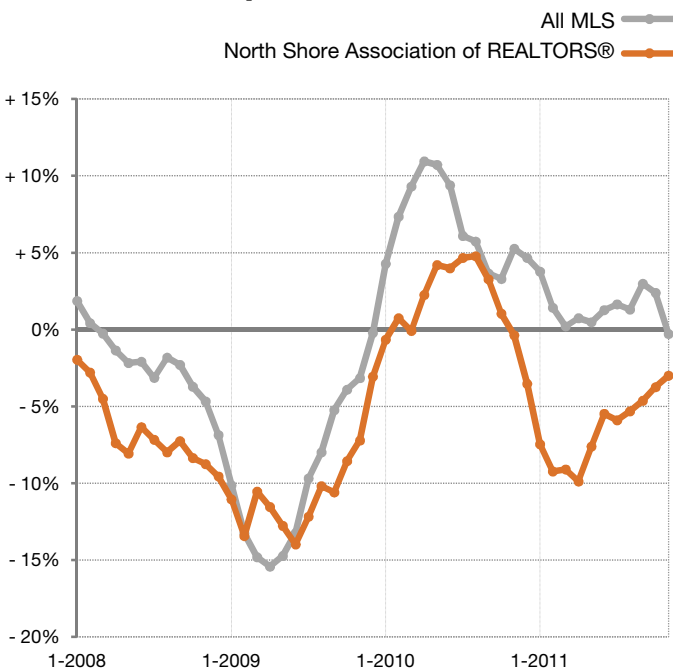
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.