

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 4.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.0%

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

- 13.3%

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

Single-Family Properties

| | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
| Closed Sales | 269 | 274 | + 1.9% | 2,999 | 3,011 | + 0.4% |
| Median Sales Price* | \$294,750 | \$289,000 | - 2.0% | \$318,900 | \$306,000 | - 4.0% |
| Inventory of Homes for Sale | 1,739 | 1,474 | - 15.2% | -- | -- | -- |
| Months Supply of Inventory | 7.0 | 5.9 | - 15.6% | -- | -- | -- |
| Days on Market Until Sale | 102 | 120 | + 17.3% | 99 | 111 | + 12.1% |
| Percent of Original List Price Received* | 89.9% | 89.3% | - 0.7% | 92.0% | 91.3% | - 0.8% |
| New Listings | 229 | 205 | - 10.5% | 5,825 | 5,486 | - 5.8% |

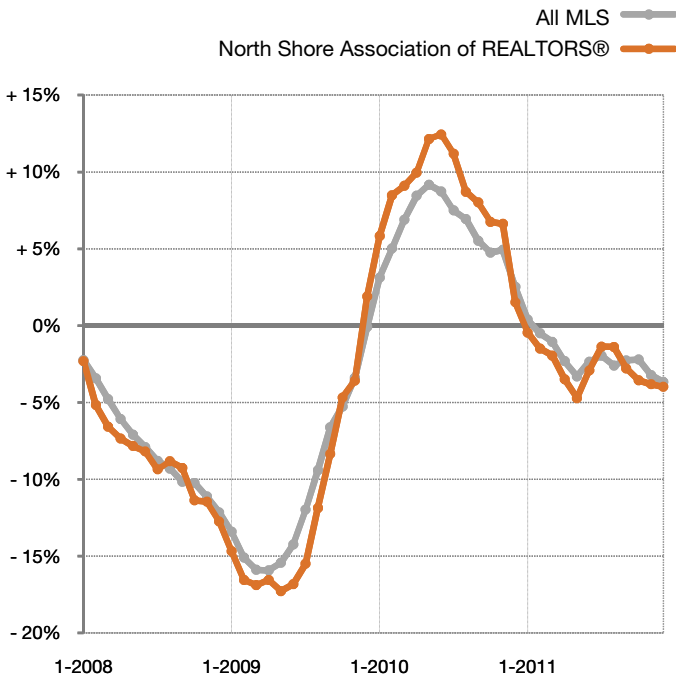
Condominium Properties

| | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2010 | 2011 | + / - | 2010 | 2011 | + / - |
| Closed Sales | 112 | 90 | - 19.6% | 1,249 | 1,063 | - 14.9% |
| Median Sales Price* | \$185,000 | \$214,900 | + 16.2% | \$200,000 | \$193,750 | - 3.1% |
| Inventory of Homes for Sale | 716 | 655 | - 8.5% | -- | -- | -- |
| Months Supply of Inventory | 6.9 | 7.4 | + 7.5% | -- | -- | -- |
| Days on Market Until Sale | 131 | 129 | - 1.6% | 120 | 124 | + 3.8% |
| Percent of Original List Price Received* | 88.9% | 90.7% | + 2.1% | 91.7% | 91.3% | - 0.4% |
| New Listings | 89 | 102 | + 14.6% | 2,521 | 2,145 | - 14.9% |

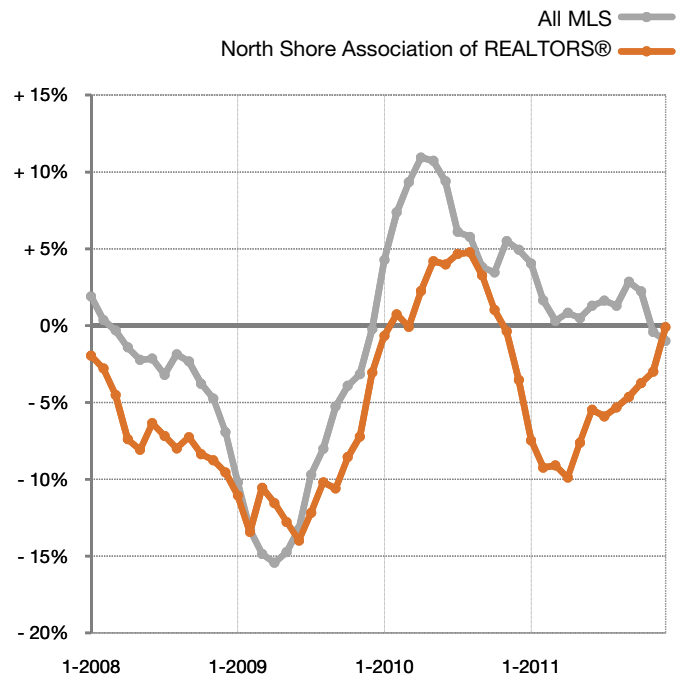
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.