

# Local Market Update – May 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 29.8%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 3.3%**

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

**- 16.4%**

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

### Single-Family Properties

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	273	<b>333</b>	+ 22.0%	994	<b>1,168</b>	+ 17.5%
Median Sales Price*	\$312,000	<b>\$310,000</b>	- 0.6%	\$298,500	<b>\$296,000</b>	- 0.8%
Inventory of Homes for Sale	2,375	<b>1,959</b>	- 17.5%	--	--	--
Months Supply of Inventory	9.9	<b>7.4</b>	- 25.7%	--	--	--
Days on Market Until Sale	111	<b>110</b>	- 1.5%	119	<b>122</b>	+ 3.3%
Percent of Original List Price Received*	91.3%	<b>92.6%</b>	+ 1.4%	90.5%	<b>91.0%</b>	+ 0.5%
New Listings	655	<b>574</b>	- 12.4%	2,500	<b>2,506</b>	+ 0.2%

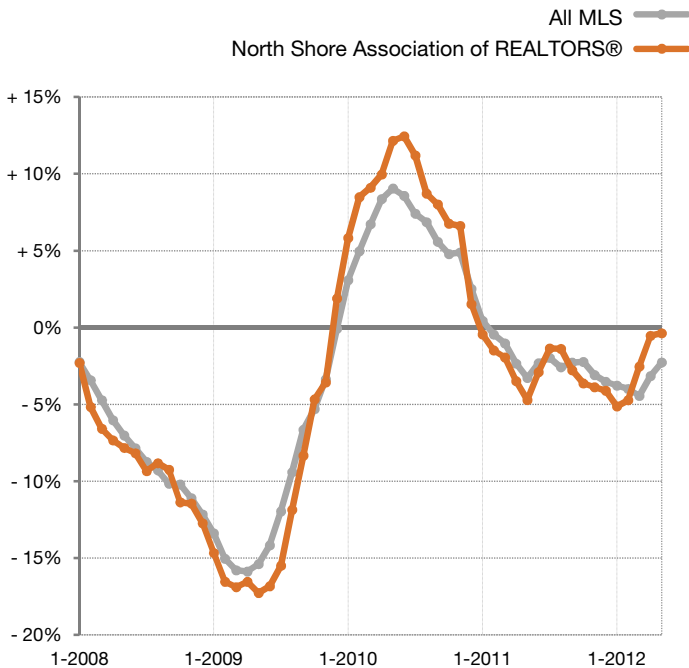
### Condominium Properties

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	89	<b>137</b>	+ 53.9%	390	<b>444</b>	+ 13.8%
Median Sales Price*	\$221,500	<b>\$203,000</b>	- 8.4%	\$183,000	<b>\$190,000</b>	+ 3.8%
Inventory of Homes for Sale	976	<b>842</b>	- 13.7%	--	--	--
Months Supply of Inventory	10.3	<b>9.1</b>	- 11.8%	--	--	--
Days on Market Until Sale	115	<b>114</b>	- 0.6%	128	<b>128</b>	- 0.2%
Percent of Original List Price Received*	93.2%	<b>92.6%</b>	- 0.7%	90.8%	<b>91.3%</b>	+ 0.6%
New Listings	263	<b>213</b>	- 19.0%	1,018	<b>990</b>	- 2.8%

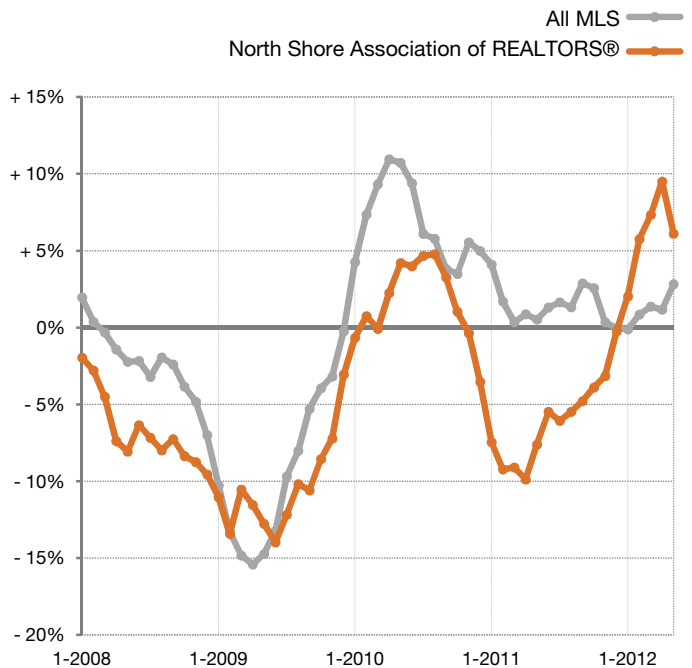
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.