

Local Market Update – September 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 15.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.6%

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

- 26.5%

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

Single-Family Properties

	September			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	257	278	+ 8.2%	2,202	2,584	+ 17.3%
Median Sales Price*	\$300,000	\$317,000	+ 5.7%	\$309,500	\$320,000	+ 3.4%
Inventory of Homes for Sale	2,425	1,770	- 27.0%	--	--	--
Months Supply of Inventory	10.0	6.3	- 37.7%	--	--	--
Days on Market Until Sale	107	102	- 4.5%	110	110	- 0.1%
Percent of Original List Price Received*	91.8%	92.7%	+ 0.9%	91.7%	92.2%	+ 0.6%
New Listings	519	460	- 11.4%	4,570	4,350	- 4.8%

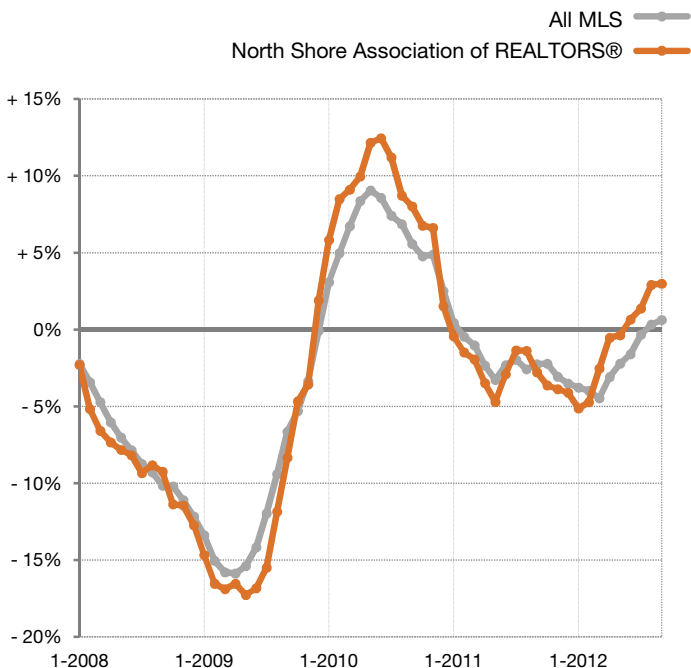
Condominium Properties

	September			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	82	113	+ 37.8%	801	956	+ 19.4%
Median Sales Price*	\$181,250	\$205,000	+ 13.1%	\$189,900	\$199,450	+ 5.0%
Inventory of Homes for Sale	963	720	- 25.2%	--	--	--
Months Supply of Inventory	10.7	7.1	- 33.7%	--	--	--
Days on Market Until Sale	130	113	- 13.3%	124	120	- 3.1%
Percent of Original List Price Received*	90.4%	93.0%	+ 2.8%	91.3%	92.2%	+ 1.0%
New Listings	201	192	- 4.5%	1,760	1,748	- 0.7%

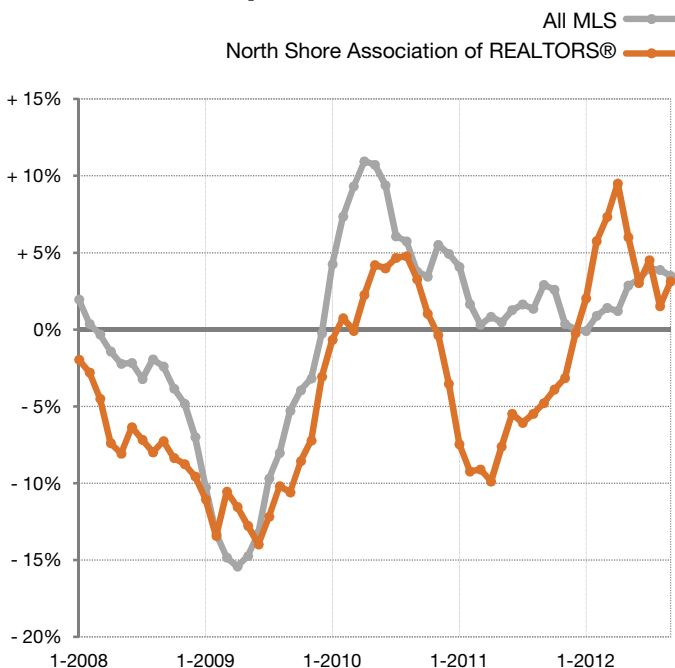
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.