

# Local Market Update – January 2013

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 41.0%**

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

**+ 0.2%**

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

**- 30.1%**

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

### Single-Family Properties

	January			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	152	<b>204</b>	+ 34.2%	152	<b>204</b>	+ 34.2%
Median Sales Price*	\$290,000	<b>\$294,500</b>	+ 1.6%	\$290,000	<b>\$294,500</b>	+ 1.6%
Inventory of Homes for Sale	1,561	<b>1,089</b>	- 30.2%	--	--	--
Months Supply of Inventory	6.6	<b>3.8</b>	- 42.0%	--	--	--
Days on Market Until Sale	121	<b>100</b>	- 17.5%	121	<b>100</b>	- 17.5%
Percent of Original List Price Received*	89.4%	<b>93.1%</b>	+ 4.1%	89.4%	<b>93.1%</b>	+ 4.1%
New Listings	317	<b>297</b>	- 6.3%	317	<b>297</b>	- 6.3%

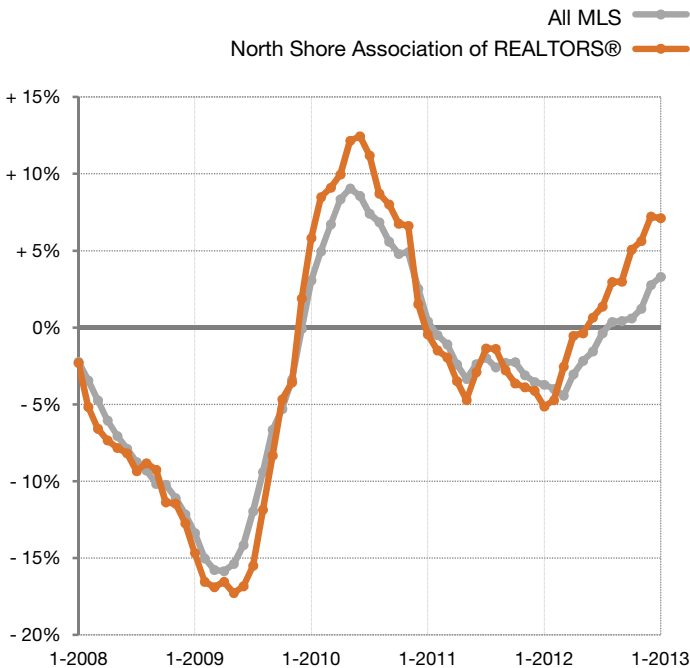
### Condominium Properties

	January			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	53	<b>85</b>	+ 60.4%	53	<b>85</b>	+ 60.4%
Median Sales Price*	\$172,000	<b>\$188,000</b>	+ 9.3%	\$172,000	<b>\$188,000</b>	+ 9.3%
Inventory of Homes for Sale	721	<b>505</b>	- 30.0%	--	--	--
Months Supply of Inventory	8.5	<b>4.6</b>	- 45.3%	--	--	--
Days on Market Until Sale	138	<b>120</b>	- 13.3%	138	<b>120</b>	- 13.3%
Percent of Original List Price Received*	89.8%	<b>92.6%</b>	+ 3.1%	89.8%	<b>92.6%</b>	+ 3.1%
New Listings	135	<b>139</b>	+ 3.0%	135	<b>139</b>	+ 3.0%

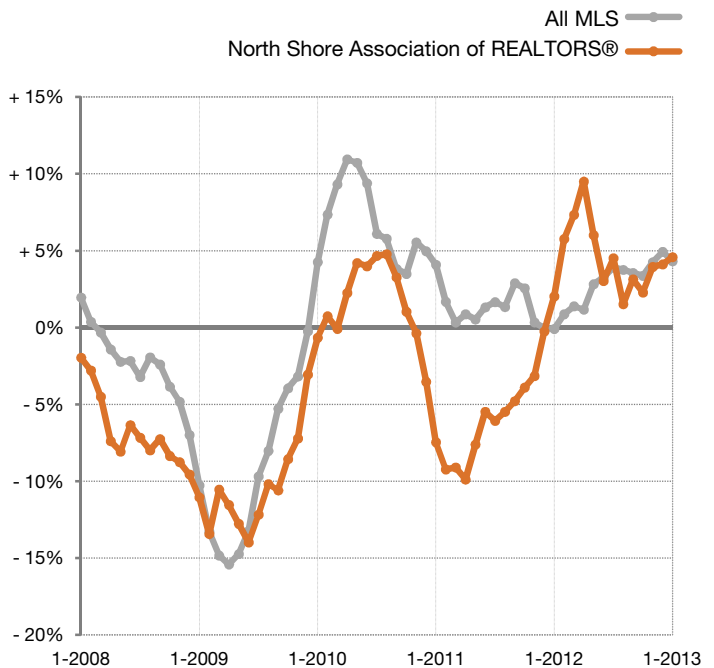
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.