

Local Market Update – October 2013

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 5.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.4%

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

- 22.5%

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

Single-Family Properties

	October			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	317	333	+ 5.0%	2,898	3,309	+ 14.2%
Median Sales Price*	\$327,500	\$340,000	+ 3.8%	\$320,000	\$340,129	+ 6.3%
Inventory of Homes for Sale	1,580	1,236	- 21.8%	--	--	--
Months Supply of Inventory	5.5	3.8	- 30.7%	--	--	--
Cumulative Days on Market Until Sale	111	78	- 29.9%	123	90	- 27.0%
Percent of Original List Price Received*	93.3%	95.3%	+ 2.1%	92.4%	95.2%	+ 3.1%
New Listings	395	464	+ 17.5%	4,663	4,886	+ 4.8%

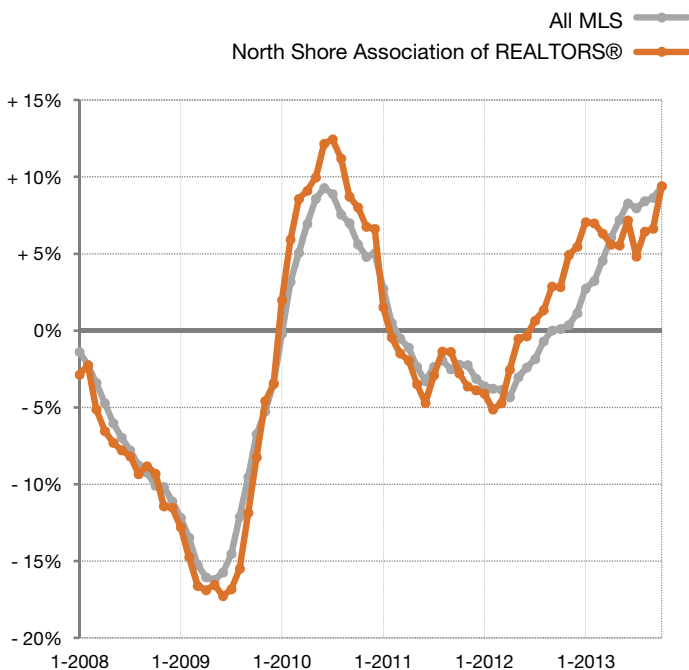
Condominium Properties

	October			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	127	125	- 1.6%	1,085	1,241	+ 14.4%
Median Sales Price*	\$195,000	\$228,000	+ 16.9%	\$199,000	\$220,000	+ 10.6%
Inventory of Homes for Sale	668	486	- 27.2%	--	--	--
Months Supply of Inventory	6.4	4.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	111	78	- 29.9%	123	90	- 27.0%
Percent of Original List Price Received*	92.5%	94.5%	+ 2.2%	92.3%	94.7%	+ 2.6%
New Listings	146	206	+ 41.1%	1,880	1,942	+ 3.3%

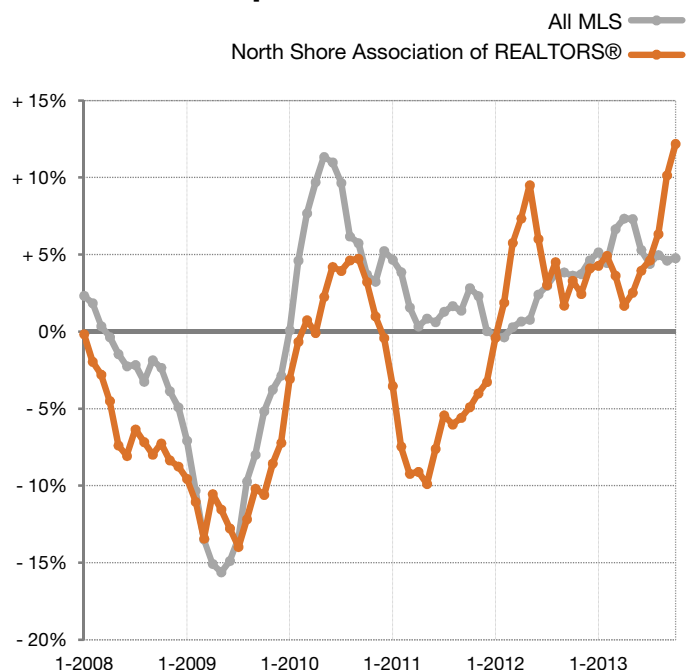
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.