

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 27.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.5%

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

- 11.7%

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

Single-Family Properties

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	196	277	+ 41.3%	721	832	+ 15.4%
Median Sales Price*	\$297,250	\$299,500	+ 0.8%	\$292,500	\$293,000	+ 0.2%
Inventory of Homes for Sale	2,151	1,876	- 12.8%	--	--	--
Months Supply of Inventory	8.9	7.2	- 18.7%	--	--	--
Days on Market Until Sale	128	123	- 3.9%	121	128	+ 5.2%
Percent of Original List Price Received*	90.3%	91.3%	+ 1.1%	90.2%	90.3%	+ 0.1%
New Listings	653	589	- 9.8%	1,845	1,933	+ 4.8%

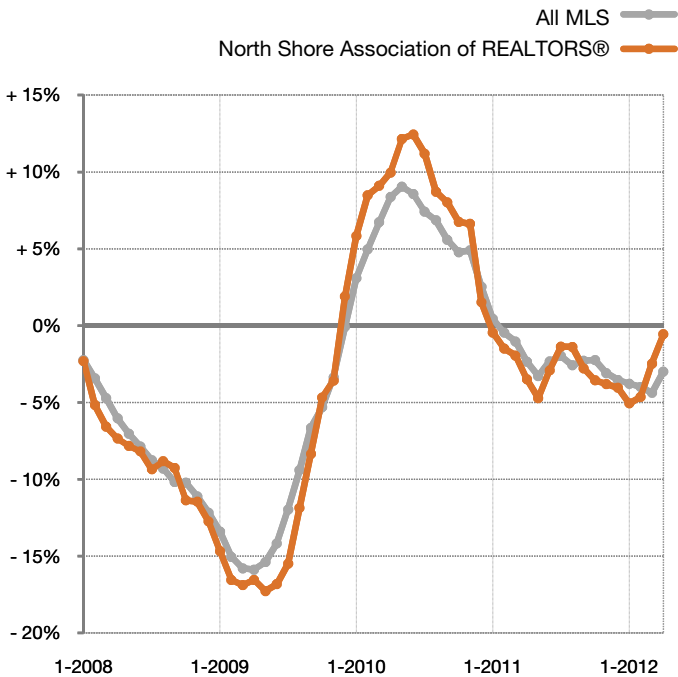
Condominium Properties

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	87	85	- 2.3%	301	306	+ 1.7%
Median Sales Price*	\$180,500	\$195,000	+ 8.0%	\$176,750	\$188,500	+ 6.6%
Inventory of Homes for Sale	900	819	- 9.0%	--	--	--
Months Supply of Inventory	9.3	9.2	- 0.5%	--	--	--
Days on Market Until Sale	117	138	+ 18.1%	132	134	+ 1.7%
Percent of Original List Price Received*	90.6%	92.5%	+ 2.1%	90.1%	90.8%	+ 0.8%
New Listings	220	237	+ 7.7%	755	777	+ 2.9%

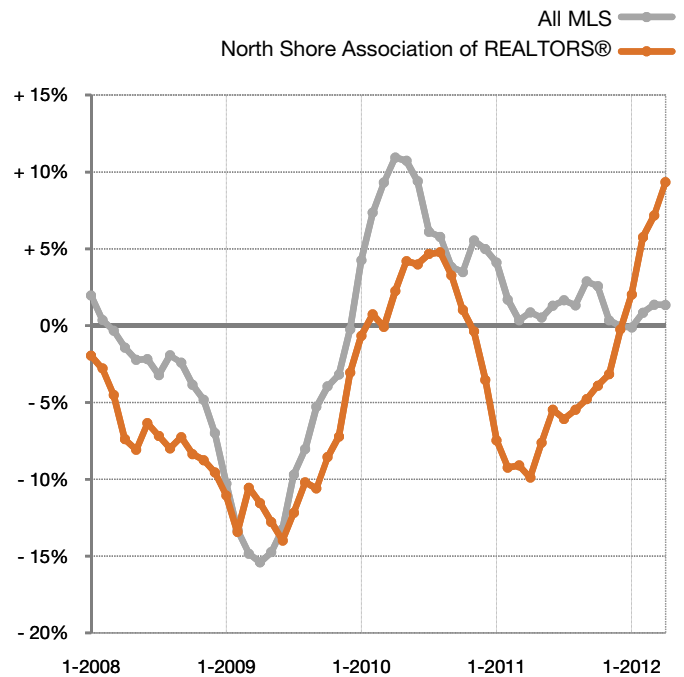
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.