

# Local Market Update – August 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 19.8%**

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

**+ 6.6%**

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

**- 24.3%**

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

### Single-Family Properties

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	332	<b>373</b>	+ 12.3%	1,945	<b>2,301</b>	+ 18.3%
Median Sales Price*	\$315,000	<b>\$336,000</b>	+ 6.7%	\$310,000	<b>\$320,000</b>	+ 3.2%
Inventory of Homes for Sale	2,419	<b>1,776</b>	- 26.6%	--	--	--
Months Supply of Inventory	10.0	<b>6.3</b>	- 37.0%	--	--	--
Days on Market Until Sale	103	<b>106</b>	+ 3.4%	110	<b>111</b>	+ 0.2%
Percent of Original List Price Received*	92.3%	<b>92.8%</b>	+ 0.5%	91.6%	<b>92.2%</b>	+ 0.6%
New Listings	488	<b>399</b>	- 18.2%	4,051	<b>3,885</b>	- 4.1%

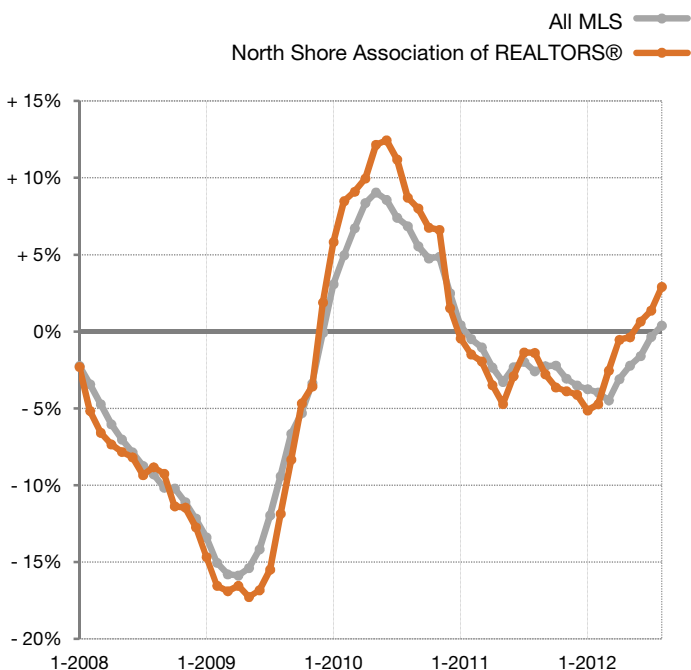
### Condominium Properties

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	97	<b>141</b>	+ 45.4%	719	<b>840</b>	+ 16.8%
Median Sales Price*	\$200,000	<b>\$200,000</b>	0.0%	\$190,000	<b>\$198,000</b>	+ 4.2%
Inventory of Homes for Sale	937	<b>766</b>	- 18.2%	--	--	--
Months Supply of Inventory	10.2	<b>7.8</b>	- 23.5%	--	--	--
Days on Market Until Sale	110	<b>108</b>	- 1.7%	124	<b>121</b>	- 2.1%
Percent of Original List Price Received*	91.4%	<b>93.5%</b>	+ 2.3%	91.4%	<b>92.2%</b>	+ 0.8%
New Listings	151	<b>196</b>	+ 29.8%	1,559	<b>1,555</b>	- 0.3%

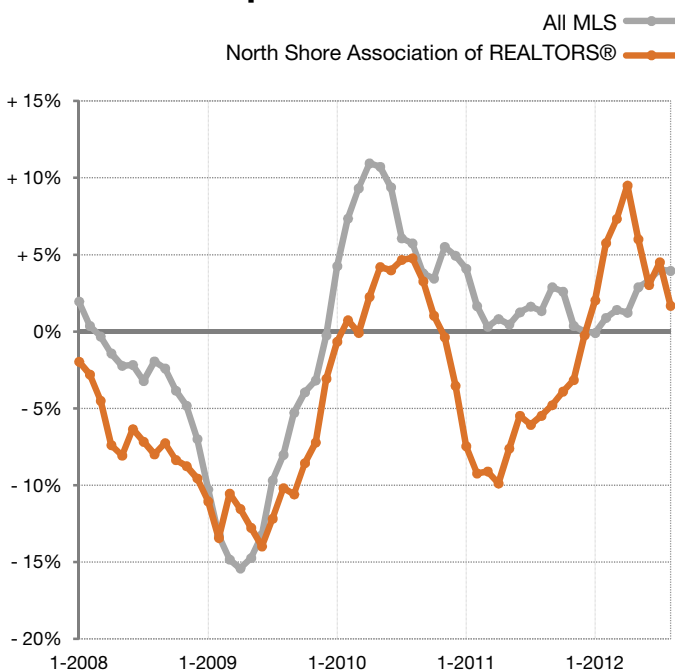
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.