

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 4.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.0%

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

- 13.3%

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

Single-Family Properties

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	269	274	+ 1.9%	2,999	3,011	+ 0.4%
Median Sales Price*	\$294,750	\$289,000	- 2.0%	\$318,900	\$306,000	- 4.0%
Inventory of Homes for Sale	1,739	1,474	- 15.2%	--	--	--
Months Supply of Inventory	7.0	5.9	- 15.6%	--	--	--
Days on Market Until Sale	102	120	+ 17.3%	99	111	+ 12.1%
Percent of Original List Price Received*	89.9%	89.3%	- 0.7%	92.0%	91.3%	- 0.8%
New Listings	229	205	- 10.5%	5,825	5,486	- 5.8%

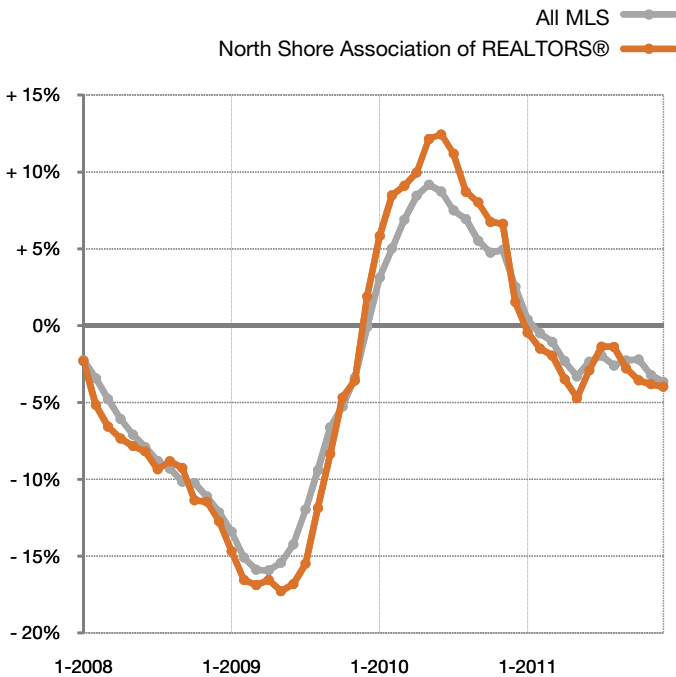
Condominium Properties

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	112	90	- 19.6%	1,249	1,063	- 14.9%
Median Sales Price*	\$185,000	\$214,900	+ 16.2%	\$200,000	\$193,750	- 3.1%
Inventory of Homes for Sale	716	655	- 8.5%	--	--	--
Months Supply of Inventory	6.9	7.4	+ 7.5%	--	--	--
Days on Market Until Sale	131	129	- 1.6%	120	124	+ 3.8%
Percent of Original List Price Received*	88.9%	90.7%	+ 2.1%	91.7%	91.3%	- 0.4%
New Listings	89	102	+ 14.6%	2,521	2,145	- 14.9%

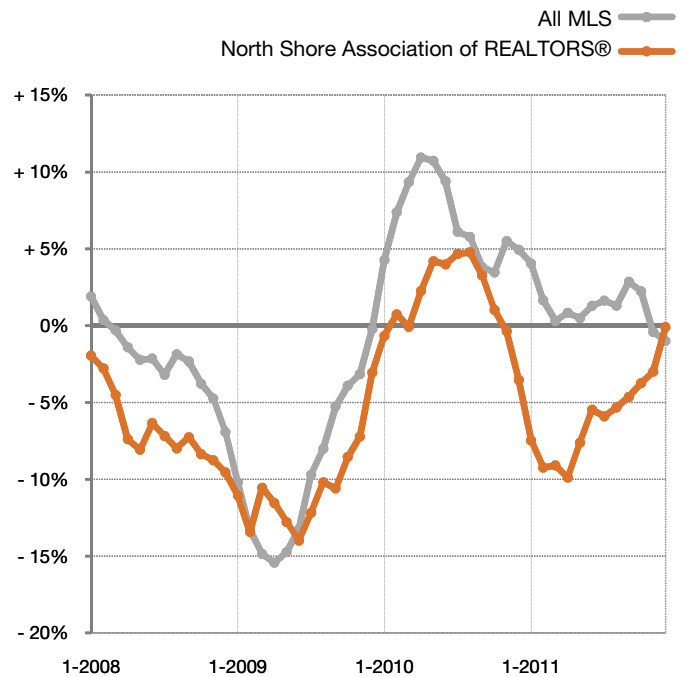
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.