

# Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 44.1%**

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

**+ 1.3%**

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

**- 12.1%**

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

### Single-Family Properties

	December			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	295	<b>291</b>	- 1.4%	3,508	<b>3,906</b>	+ 11.3%
Median Sales Price*	\$325,000	<b>\$349,000</b>	+ 7.4%	\$320,000	<b>\$340,000</b>	+ 6.3%
Inventory of Homes for Sale	1,177	<b>848</b>	- 28.0%	--	--	--
Months Supply of Inventory	4.0	<b>2.6</b>	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	124	<b>96</b>	- 22.3%	122	<b>90</b>	- 26.2%
Percent of Original List Price Received*	93.3%	<b>93.9%</b>	+ 0.6%	92.5%	<b>95.0%</b>	+ 2.7%
New Listings	163	<b>186</b>	+ 14.1%	5,113	<b>5,353</b>	+ 4.7%

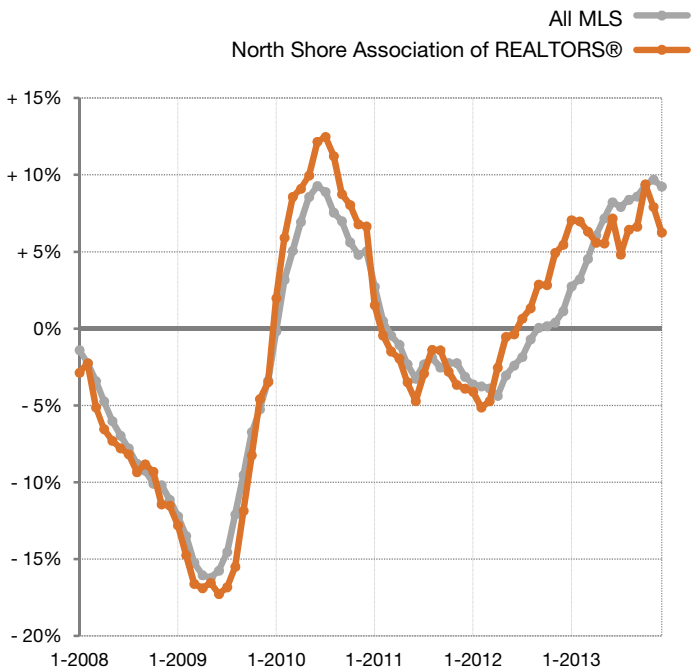
### Condominium Properties

	December			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	99	<b>136</b>	+ 37.4%	1,304	<b>1,506</b>	+ 15.5%
Median Sales Price*	\$217,000	<b>\$242,750</b>	+ 11.9%	\$201,750	<b>\$220,000</b>	+ 9.0%
Inventory of Homes for Sale	539	<b>350</b>	- 35.1%	--	--	--
Months Supply of Inventory	5.0	<b>2.8</b>	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	131	<b>91</b>	- 30.8%	134	<b>99</b>	- 26.1%
Percent of Original List Price Received*	94.4%	<b>95.2%</b>	+ 0.8%	92.6%	<b>94.9%</b>	+ 2.5%
New Listings	76	<b>96</b>	+ 26.3%	2,072	<b>2,160</b>	+ 4.2%

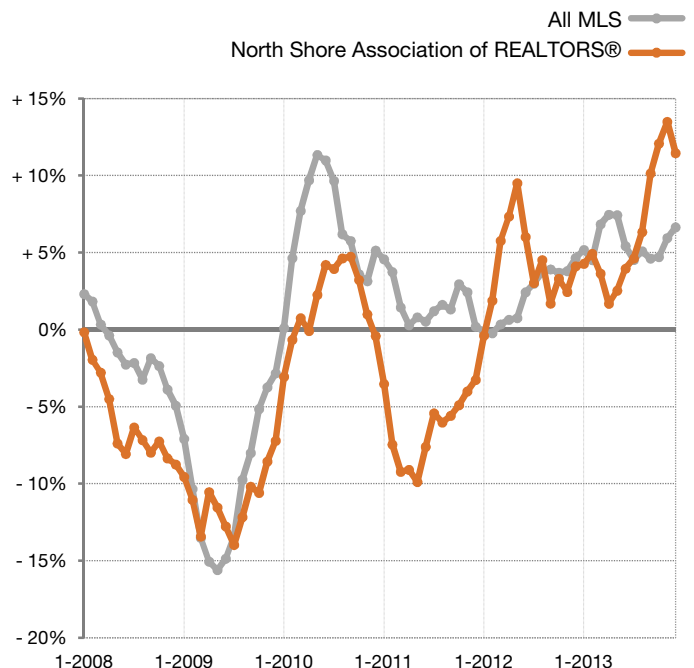
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.