

Local Market Update – February 2013

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 27.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.4%

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

- 43.6%

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

Single-Family Properties

	February			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	185	137	- 25.9%	336	205	- 39.0%
Median Sales Price*	\$275,000	\$293,000	+ 6.5%	\$285,000	\$320,000	+ 12.3%
Inventory of Homes for Sale	1,555	896	- 42.4%	--	--	--
Months Supply of Inventory	6.4	3.3	- 48.2%	--	--	--
Days on Market Until Sale	127	117	- 7.5%	124	108	- 12.5%
Percent of Original List Price Received*	90.0%	91.2%	+ 1.3%	89.8%	92.0%	+ 2.4%
New Listings	382	270	- 29.3%	690	464	- 32.8%

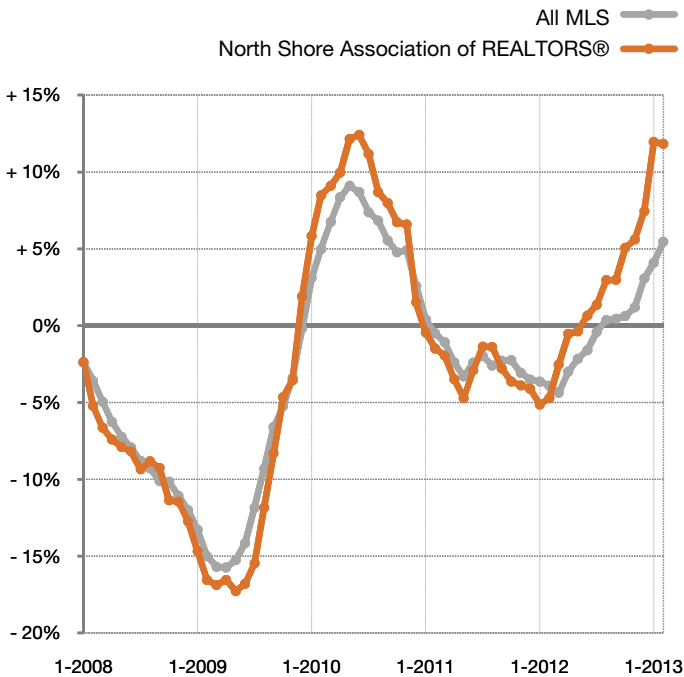
Condominium Properties

	February			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	76	53	- 30.3%	129	75	- 41.9%
Median Sales Price*	\$198,000	\$187,000	- 5.6%	\$187,000	\$207,000	+ 10.7%
Inventory of Homes for Sale	733	394	- 46.2%	--	--	--
Months Supply of Inventory	8.5	3.9	- 54.0%	--	--	--
Days on Market Until Sale	132	94	- 28.5%	135	109	- 19.4%
Percent of Original List Price Received*	90.7%	92.9%	+ 2.4%	90.3%	93.0%	+ 3.0%
New Listings	160	116	- 27.5%	290	203	- 30.0%

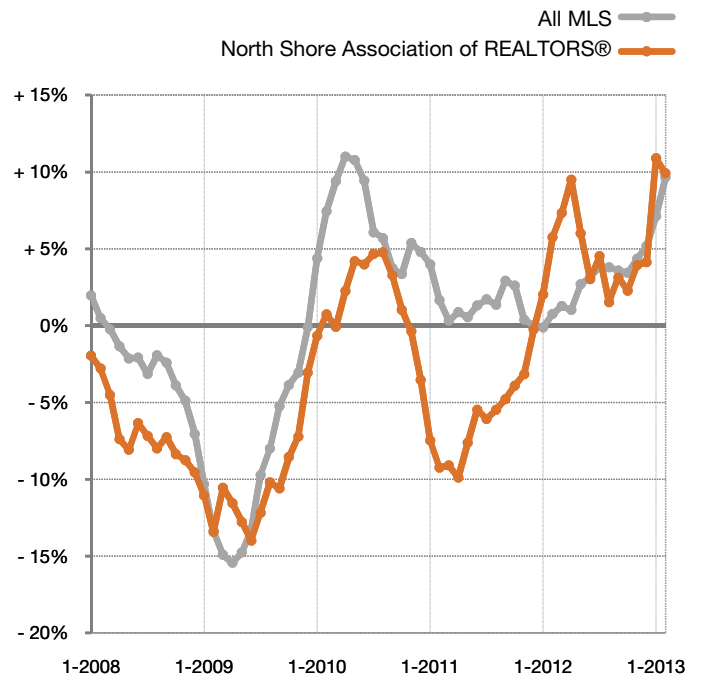
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.