

Local Market Update – January 2014

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 8.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 22.0%

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

- 27.5%

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

Single-Family Properties

	January			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Closed Sales	218	227	+ 4.1%	218	227	+ 4.1%
Median Sales Price*	\$290,000	\$366,000	+ 26.2%	\$290,000	\$366,000	+ 26.2%
Inventory of Homes for Sale	1,137	829	- 27.1%	--	--	--
Months Supply of Inventory	3.8	2.5	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	105	110	+ 4.5%	105	110	+ 4.5%
Percent of Original List Price Received*	93.2%	93.6%	+ 0.4%	93.2%	93.6%	+ 0.4%
New Listings	305	291	- 4.6%	305	291	- 4.6%

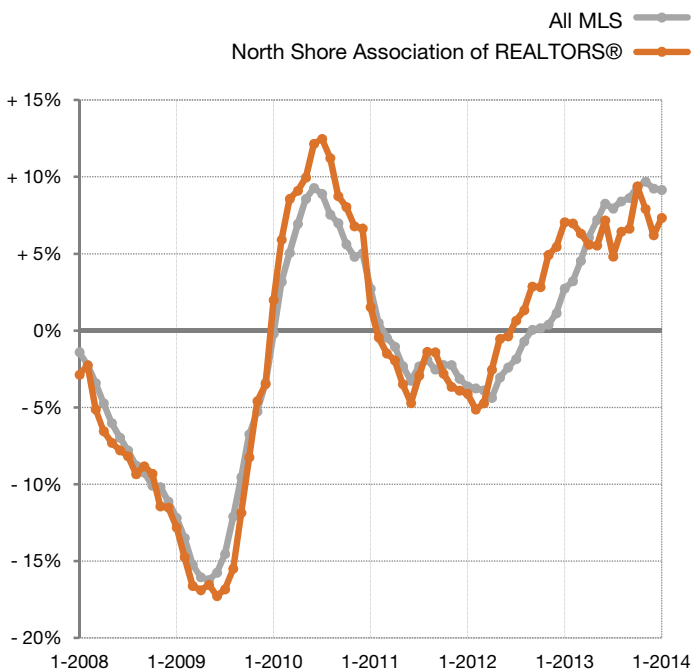
Condominium Properties

	January			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Closed Sales	88	100	+ 13.6%	88	100	+ 13.6%
Median Sales Price*	\$192,750	\$241,500	+ 25.3%	\$192,750	\$241,500	+ 25.3%
Inventory of Homes for Sale	510	368	- 27.8%	--	--	--
Months Supply of Inventory	4.6	2.9	- 36.6%	--	--	--
Cumulative Days on Market Until Sale	124	89	- 28.0%	124	89	- 28.0%
Percent of Original List Price Received*	92.7%	95.1%	+ 2.6%	92.7%	95.1%	+ 2.6%
New Listings	144	141	- 2.1%	144	141	- 2.1%

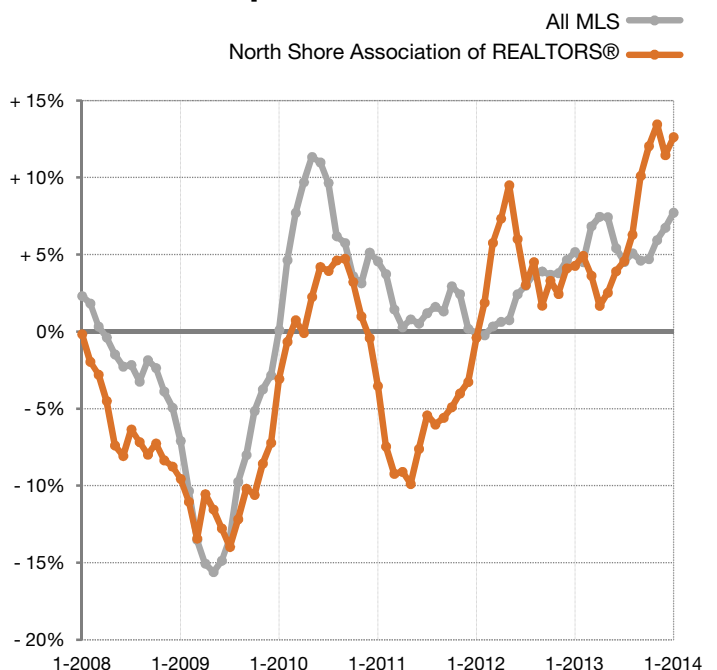
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.