

North Shore Association of REALTORS®

- 10.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.7%

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

- 21.5%

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

Single-Family Properties

| | January | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2014 | 2015 | + / - | 2014 | 2015 | + / - |
| Pending Sales | 215 | 264 | + 22.8% | 215 | 264 | + 22.8% |
| Closed Sales | 228 | 219 | - 3.9% | 228 | 219 | - 3.9% |
| Median Sales Price* | \$363,500 | \$385,000 | + 5.9% | \$363,500 | \$385,000 | + 5.9% |
| Inventory of Homes for Sale | 1,000 | 798 | - 20.2% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.5 | - 19.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 109 | 104 | - 5.1% | 109 | 104 | - 5.1% |
| Percent of Original List Price Received* | 93.6% | 93.5% | - 0.1% | 93.6% | 93.5% | - 0.1% |
| New Listings | 290 | 294 | + 1.4% | 290 | 294 | + 1.4% |

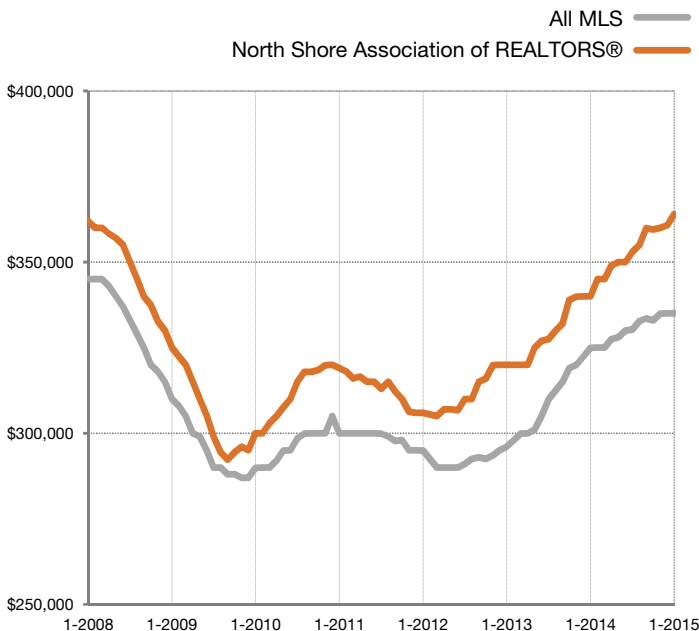
Condominium Properties

| | January | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2014 | 2015 | + / - | 2014 | 2015 | + / - |
| Pending Sales | 92 | 118 | + 28.3% | 92 | 118 | + 28.3% |
| Closed Sales | 101 | 77 | - 23.8% | 101 | 77 | - 23.8% |
| Median Sales Price* | \$243,000 | \$247,125 | + 1.7% | \$243,000 | \$247,125 | + 1.7% |
| Inventory of Homes for Sale | 447 | 338 | - 24.4% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 2.5 | - 28.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 89 | 82 | - 8.3% | 89 | 82 | - 8.3% |
| Percent of Original List Price Received* | 95.1% | 96.7% | + 1.8% | 95.1% | 96.7% | + 1.8% |
| New Listings | 140 | 122 | - 12.9% | 140 | 122 | - 12.9% |

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

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties

