

Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.9%

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

- 18.7%

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

Single-Family Properties

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	371	405	+ 9.2%	817	881	+ 7.8%
Closed Sales	206	212	+ 2.9%	613	602	- 1.8%
Median Sales Price*	\$312,250	\$339,500	+ 8.7%	\$299,000	\$340,000	+ 13.7%
Inventory of Homes for Sale	1,139	963	- 15.5%	--	--	--
Months Supply of Inventory	3.8	3.0	- 22.8%	--	--	--
Cumulative Days on Market Until Sale	147	106	- 27.8%	128	113	- 11.8%
Percent of Original List Price Received*	93.4%	94.7%	+ 1.4%	92.8%	93.8%	+ 1.1%
New Listings	450	505	+ 12.2%	1,063	1,167	+ 9.8%

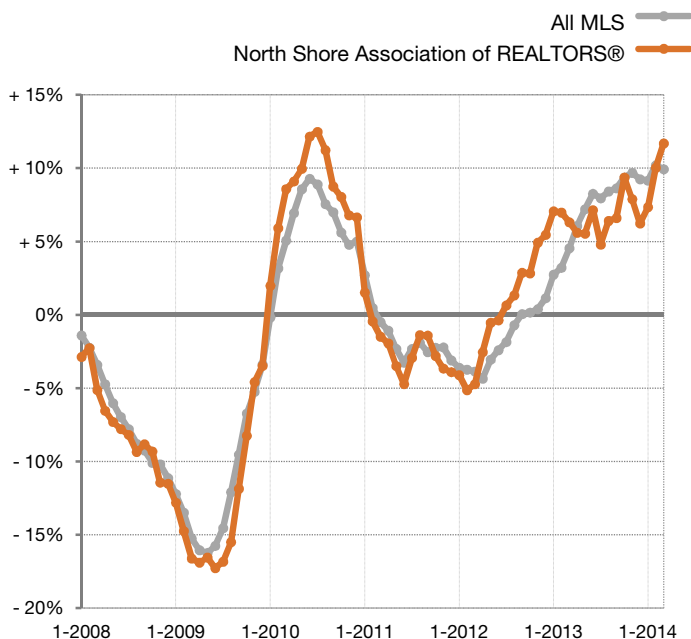
Condominium Properties

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	121	173	+ 43.0%	321	376	+ 17.1%
Closed Sales	89	92	+ 3.4%	248	271	+ 9.3%
Median Sales Price*	\$187,000	\$218,500	+ 16.8%	\$187,000	\$233,000	+ 24.6%
Inventory of Homes for Sale	557	417	- 25.1%	--	--	--
Months Supply of Inventory	5.0	3.3	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	125	110	- 11.9%	123	101	- 17.7%
Percent of Original List Price Received*	94.2%	94.2%	- 0.0%	93.3%	95.1%	+ 1.9%
New Listings	197	209	+ 6.1%	485	492	+ 1.4%

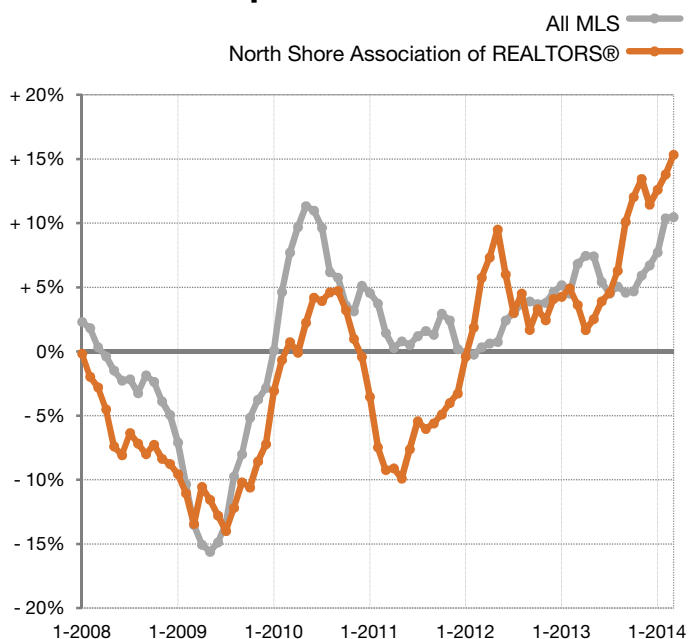
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.