

Local Market Update – November 2013

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 4.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 26.3%

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

Single-Family Properties

	November			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	315	297	- 5.7%	3,213	3,610	+ 12.4%
Median Sales Price*	\$324,000	\$330,000	+ 1.9%	\$320,000	\$340,000	+ 6.3%
Inventory of Homes for Sale	1,394	1,043	- 25.2%	--	--	--
Months Supply of Inventory	4.8	3.2	- 33.1%	--	--	--
Cumulative Days on Market Until Sale	108	84	- 22.1%	122	90	- 26.5%
Percent of Original List Price Received*	93.0%	93.9%	+ 1.0%	92.4%	95.1%	+ 2.9%
New Listings	285	278	- 2.5%	4,950	5,165	+ 4.3%

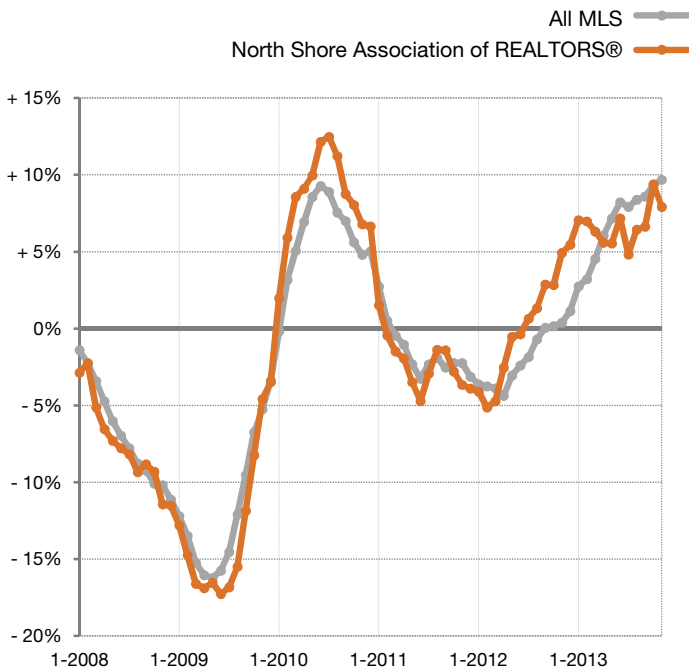
Condominium Properties

	November			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
Closed Sales	120	123	+ 2.5%	1,205	1,369	+ 13.6%
Median Sales Price*	\$215,750	\$205,000	- 5.0%	\$200,000	\$219,950	+ 10.0%
Inventory of Homes for Sale	603	417	- 30.8%	--	--	--
Months Supply of Inventory	5.6	3.4	- 39.0%	--	--	--
Cumulative Days on Market Until Sale	108	84	- 22.1%	122	90	- 26.5%
Percent of Original List Price Received*	93.6%	96.5%	+ 3.1%	92.4%	94.8%	+ 2.6%
New Listings	117	120	+ 2.6%	1,996	2,064	+ 3.4%

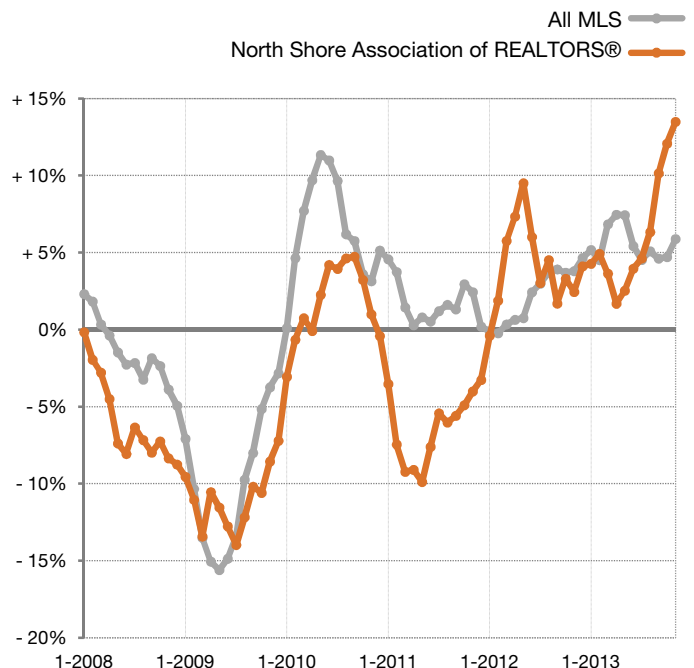
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.