

# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS

**- 6.3%**

Year-Over-Year  
Change in  
**New Listings**  
All Properties

**+ 1.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 8.8%**

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

### Single-Family Properties

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	269	<b>278</b>	+ 3.3%	1,781	<b>1,581</b>	- 11.2%
Median Sales Price*	\$317,000	<b>\$325,000</b>	+ 2.5%	\$317,250	<b>\$310,000</b>	- 2.3%
Inventory of Homes for Sale	2,306	<b>2,201</b>	- 4.6%	--	--	--
Months Supply of Inventory	8.8	<b>9.6</b>	+ 9.6%	--	--	--
Days on Market Until Sale	87	<b>100</b>	+ 14.8%	98	<b>111</b>	+ 13.9%
Percent of Original List Price Received*	92.3%	<b>92.7%</b>	+ 0.4%	92.5%	<b>91.6%</b>	- 1.1%
New Listings	519	<b>479</b>	- 7.7%	3,746	<b>3,497</b>	- 6.6%

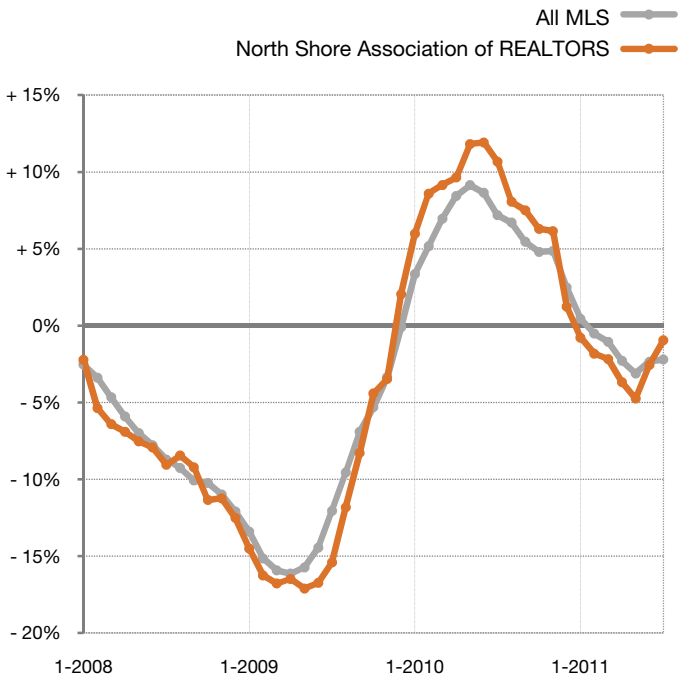
### Condominium Properties

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	161	<b>125</b>	- 22.4%	655	<b>509</b>	- 22.3%
Median Sales Price*	\$215,000	<b>\$215,000</b>	0.0%	\$200,000	<b>\$185,900</b>	- 7.1%
Inventory of Homes for Sale	1,101	<b>906</b>	- 17.7%	--	--	--
Months Supply of Inventory	9.5	<b>10.0</b>	+ 5.1%	--	--	--
Days on Market Until Sale	105	<b>123</b>	+ 16.3%	117	<b>127</b>	+ 8.3%
Percent of Original List Price Received*	93.0%	<b>93.4%</b>	+ 0.4%	92.6%	<b>91.5%</b>	- 1.2%
New Listings	223	<b>189</b>	- 15.2%	1,472	<b>1,193</b>	- 19.0%

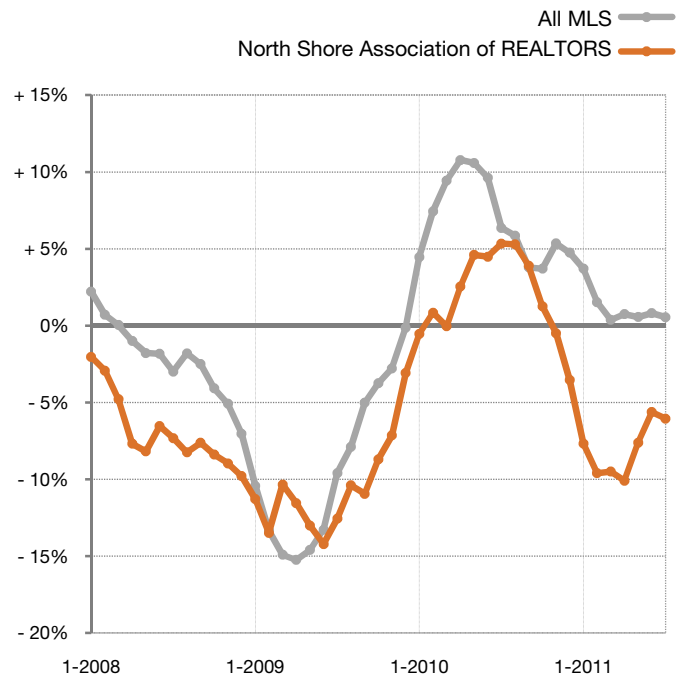
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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® and MLS Property Information Network, Inc. | Provided by MAR. Powered by 10K Research and Marketing.