

Local Market Update – February 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS

- 19.9%

Year-Over-Year
Change in
New Listings
All Properties

- 7.8%

Year-Over-Year
Change in
Closed Sales
All Properties

- 8.1%

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

Single-Family Properties

	February			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	167	129	- 22.8%	329	320	- 2.7%
Median Sales Price*	\$300,000	\$280,000	- 6.7%	\$311,000	\$290,000	- 6.8%
Inventory of Homes for Sale	1,644	1,640	- 0.2%	--	--	--
Months Supply of Inventory	6.7	6.7	+ 0.4%	--	--	--
Days on Market Until Sale	118	134	+ 13.7%	120	114	- 4.6%
Percent of Original List Price Received*	90.2%	88.8%	- 1.6%	91.3%	90.5%	- 0.9%
New Listings	410	294	- 28.3%	789	589	- 25.3%

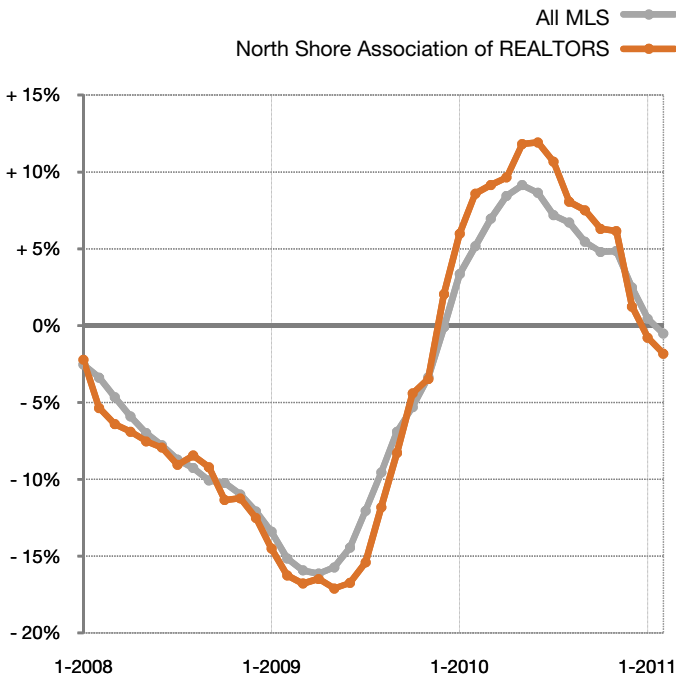
Condominium Properties

	February			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	69	60	- 13.0%	134	129	- 3.7%
Median Sales Price*	\$187,000	\$168,950	- 9.7%	\$194,900	\$169,900	- 12.8%
Inventory of Homes for Sale	934	730	- 21.8%	--	--	--
Months Supply of Inventory	9.1	7.1	- 21.5%	--	--	--
Days on Market Until Sale	153	132	- 13.7%	136	124	- 8.3%
Percent of Original List Price Received*	92.7%	89.3%	- 3.7%	92.9%	88.9%	- 4.4%
New Listings	204	138	- 32.4%	444	283	- 36.3%

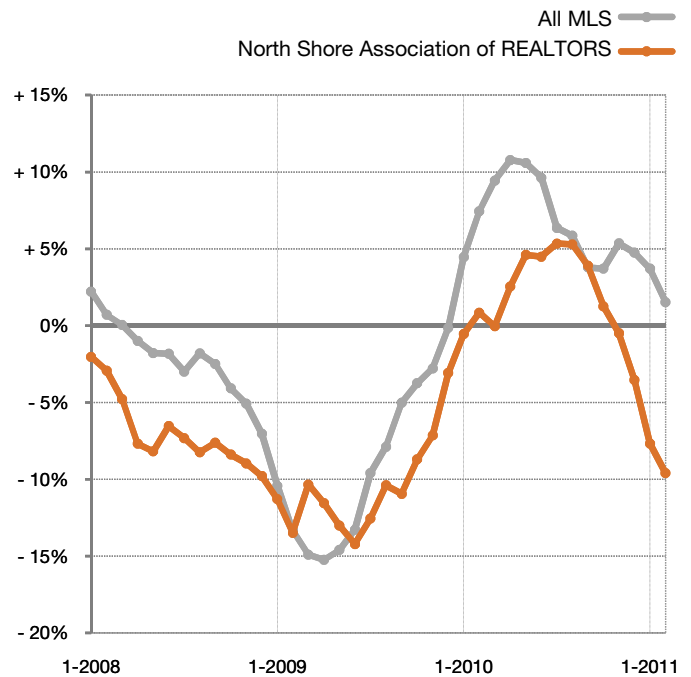
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.