

Local Market Update – March 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS

- 14.3%

Year-Over-Year
Change in
New Listings
All Properties

- 3.3%

Year-Over-Year
Change in
Closed Sales
All Properties

- 6.8%

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

Single-Family Properties

	March			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	209	193	- 7.7%	538	513	- 4.6%
Median Sales Price*	\$287,500	\$294,000	+ 2.3%	\$300,000	\$290,000	- 3.3%
Inventory of Homes for Sale	1,855	1,842	- 0.7%	--	--	--
Months Supply of Inventory	7.5	7.6	+ 1.2%	--	--	--
Days on Market Until Sale	104	125	+ 20.1%	114	118	+ 4.0%
Percent of Original List Price Received*	91.7%	89.9%	- 1.9%	91.5%	90.3%	- 1.3%
New Listings	629	586	- 6.8%	1,418	1,175	- 17.1%

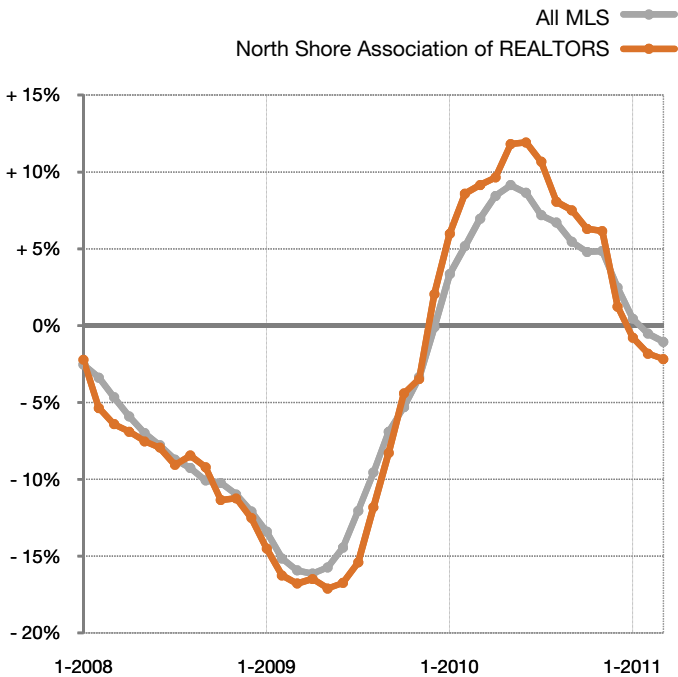
Condominium Properties

	March			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	112	82	- 26.8%	246	211	- 14.2%
Median Sales Price*	\$200,000	\$177,500	- 11.3%	\$198,000	\$169,900	- 14.2%
Inventory of Homes for Sale	1,008	826	- 18.1%	--	--	--
Months Supply of Inventory	9.5	8.2	- 12.9%	--	--	--
Days on Market Until Sale	119	161	+ 35.3%	128	138	+ 8.2%
Percent of Original List Price Received*	93.7%	91.5%	- 2.3%	93.3%	89.9%	- 3.6%
New Listings	295	244	- 17.3%	739	527	- 28.7%

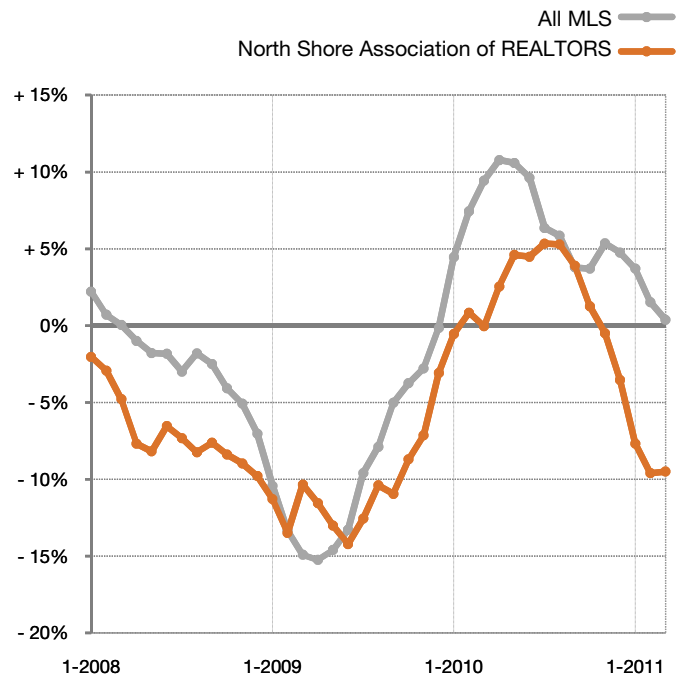
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.