

Local Market Update – April 2011

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS

- 28.4%

Year-Over-Year
Change in
New Listings
All Properties

- 7.8%

Year-Over-Year
Change in
Closed Sales
All Properties

- 6.5%

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

Single-Family Properties

	April			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	258	195	- 24.4%	796	708	- 11.1%
Median Sales Price*	\$313,500	\$295,000	- 5.9%	\$305,000	\$291,500	- 4.4%
Inventory of Homes for Sale	2,035	2,063	+ 1.4%	--	--	--
Months Supply of Inventory	8.0	8.6	+ 7.8%	--	--	--
Days on Market Until Sale	100	127	+ 27.2%	109	121	+ 10.5%
Percent of Original List Price Received*	92.7%	90.3%	- 2.7%	91.9%	90.3%	- 1.7%
New Listings	689	633	- 8.1%	2,107	1,808	- 14.2%

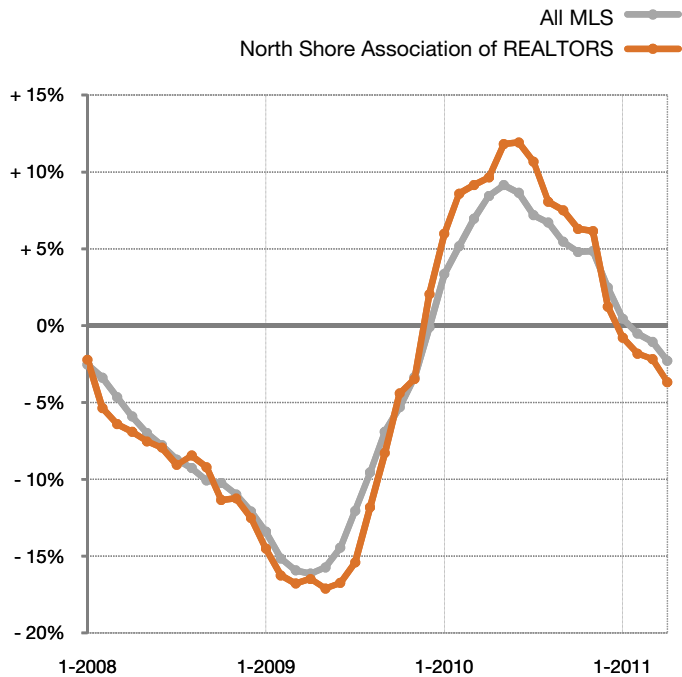
Condominium Properties

	April			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
Closed Sales	133	85	- 36.1%	379	296	- 21.9%
Median Sales Price*	\$205,000	\$182,950	- 10.8%	\$200,000	\$177,500	- 11.3%
Inventory of Homes for Sale	1,093	863	- 21.0%	--	--	--
Months Supply of Inventory	9.8	9.0	- 8.5%	--	--	--
Days on Market Until Sale	115	118	+ 2.8%	123	133	+ 7.4%
Percent of Original List Price Received*	91.9%	90.7%	- 1.3%	92.8%	90.1%	- 2.9%
New Listings	299	219	- 26.8%	1,038	746	- 28.1%

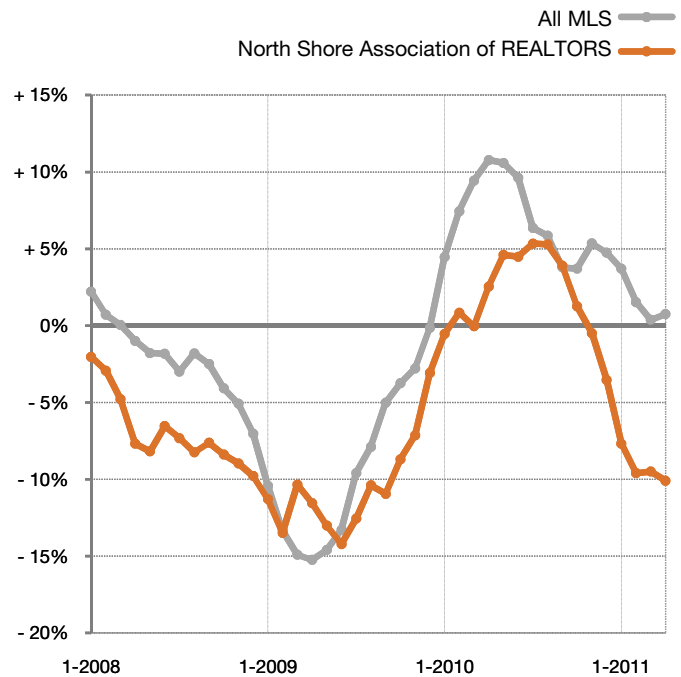
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.