

Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 21.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.1%

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

- 11.0%

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

Single-Family Properties

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	194	157	- 19.1%	194	157	- 19.1%
Median Sales Price*	\$299,000	\$290,000	- 3.0%	\$299,000	\$290,000	- 3.0%
Inventory of Homes for Sale	1,674	1,473	- 12.0%	--	--	--
Months Supply of Inventory	6.6	5.9	- 10.4%	--	--	--
Days on Market Until Sale	101	121	+ 19.8%	101	121	+ 19.8%
Percent of Original List Price Received*	91.6%	89.7%	- 2.0%	91.6%	89.7%	- 2.0%
New Listings	299	326	+ 9.0%	299	326	+ 9.0%

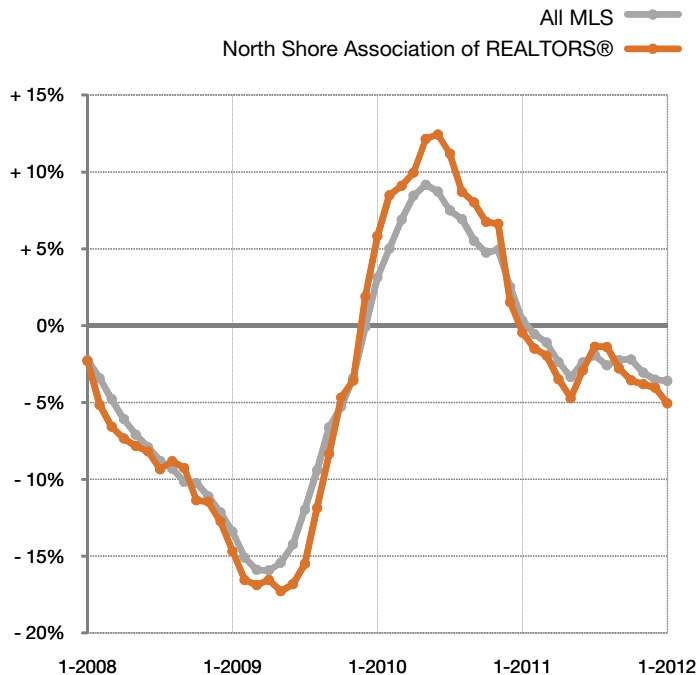
Condominium Properties

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	71	51	- 28.2%	71	51	- 28.2%
Median Sales Price*	\$175,000	\$173,000	- 1.1%	\$175,000	\$173,000	- 1.1%
Inventory of Homes for Sale	728	665	- 8.7%	--	--	--
Months Supply of Inventory	7.0	7.7	+ 10.0%	--	--	--
Days on Market Until Sale	117	140	+ 19.6%	117	140	+ 19.6%
Percent of Original List Price Received*	88.5%	89.8%	+ 1.5%	88.5%	89.8%	+ 1.5%
New Listings	147	138	- 6.1%	147	138	- 6.1%

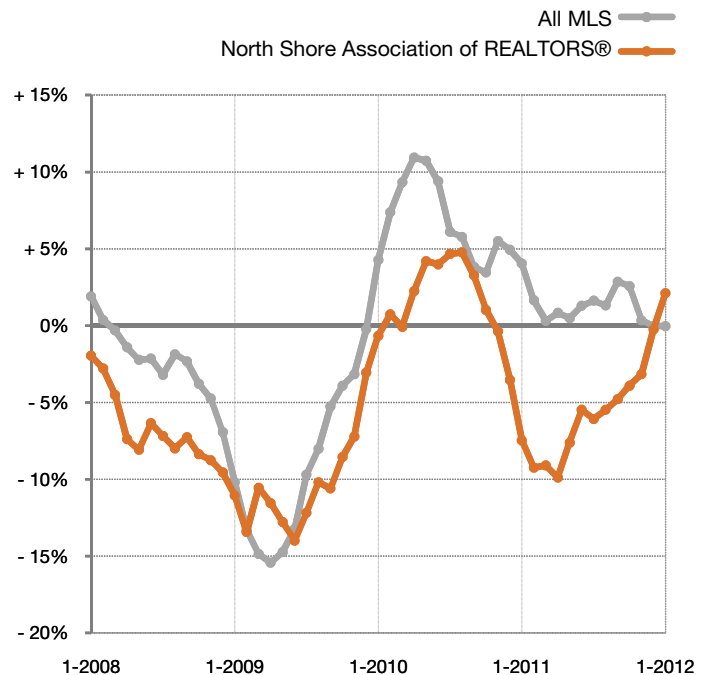
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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