

# Local Market Update – February 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 31.3%**

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

**+ 6.7%**

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

**- 8.9%**

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

### Single-Family Properties

	February			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	135	<b>182</b>	+ 34.8%	329	<b>339</b>	+ 3.0%
Median Sales Price*	\$282,500	<b>\$275,000</b>	- 2.7%	\$290,000	<b>\$285,000</b>	- 1.7%
Inventory of Homes for Sale	1,692	<b>1,536</b>	- 9.2%	--	--	--
Months Supply of Inventory	6.8	<b>6.1</b>	- 10.1%	--	--	--
Days on Market Until Sale	136	<b>125</b>	- 7.8%	115	<b>123</b>	+ 7.0%
Percent of Original List Price Received*	88.4%	<b>90.0%</b>	+ 1.9%	90.3%	<b>89.9%</b>	- 0.4%
New Listings	300	<b>410</b>	+ 36.7%	599	<b>740</b>	+ 23.5%

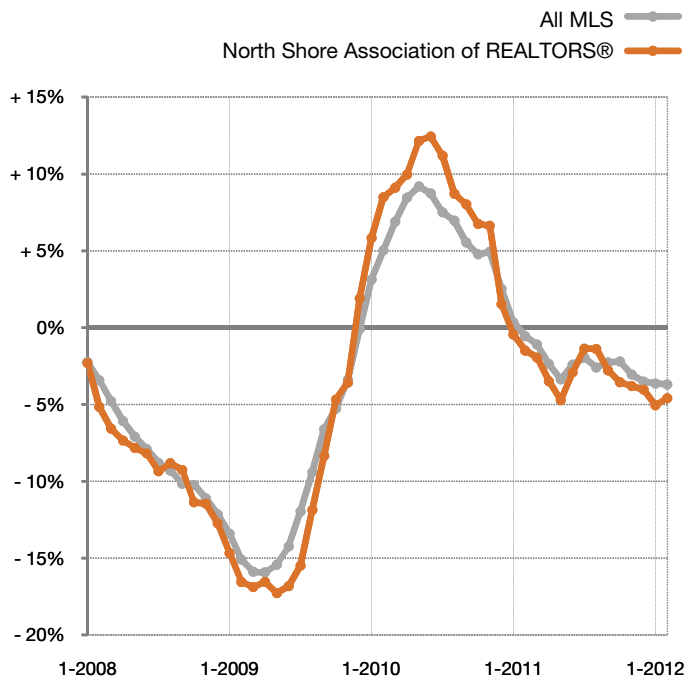
### Condominium Properties

	February			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	60	<b>74</b>	+ 23.3%	131	<b>127</b>	- 3.1%
Median Sales Price*	\$168,950	<b>\$198,000</b>	+ 17.2%	\$169,900	<b>\$187,000</b>	+ 10.1%
Inventory of Homes for Sale	758	<b>695</b>	- 8.3%	--	--	--
Months Supply of Inventory	7.3	<b>7.9</b>	+ 7.8%	--	--	--
Days on Market Until Sale	132	<b>134</b>	+ 1.3%	124	<b>136</b>	+ 9.4%
Percent of Original List Price Received*	89.3%	<b>90.5%</b>	+ 1.4%	88.9%	<b>90.2%</b>	+ 1.5%
New Listings	141	<b>169</b>	+ 19.9%	288	<b>308</b>	+ 6.9%

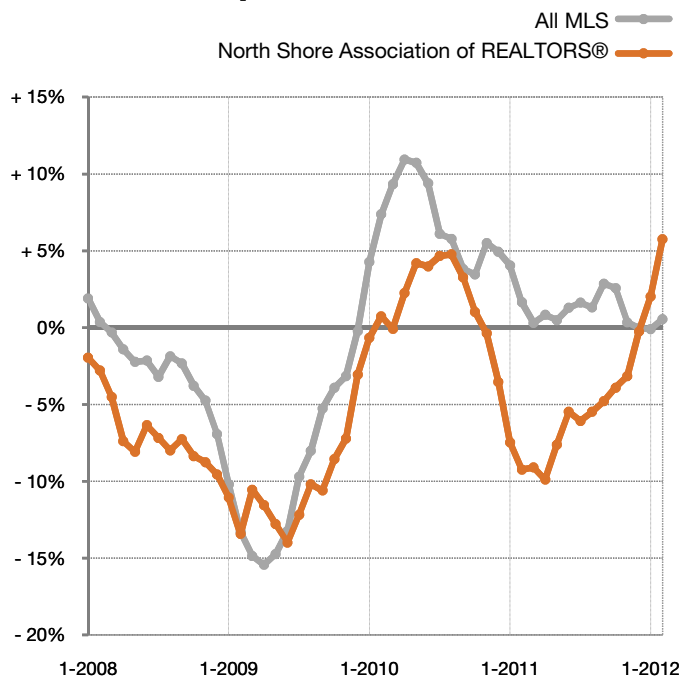
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.