

Local Market Update – March 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 8.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.0%

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

- 9.2%

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

Single-Family Properties

	March			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	196	210	+ 7.1%	525	553	+ 5.3%
Median Sales Price*	\$294,500	\$305,000	+ 3.6%	\$291,000	\$290,750	- 0.1%
Inventory of Homes for Sale	1,902	1,730	- 9.0%	--	--	--
Months Supply of Inventory	7.7	6.8	- 11.0%	--	--	--
Days on Market Until Sale	125	139	+ 11.5%	119	130	+ 9.0%
Percent of Original List Price Received*	90.1%	89.8%	- 0.3%	90.2%	89.8%	- 0.4%
New Listings	593	600	+ 1.2%	1,192	1,340	+ 12.4%

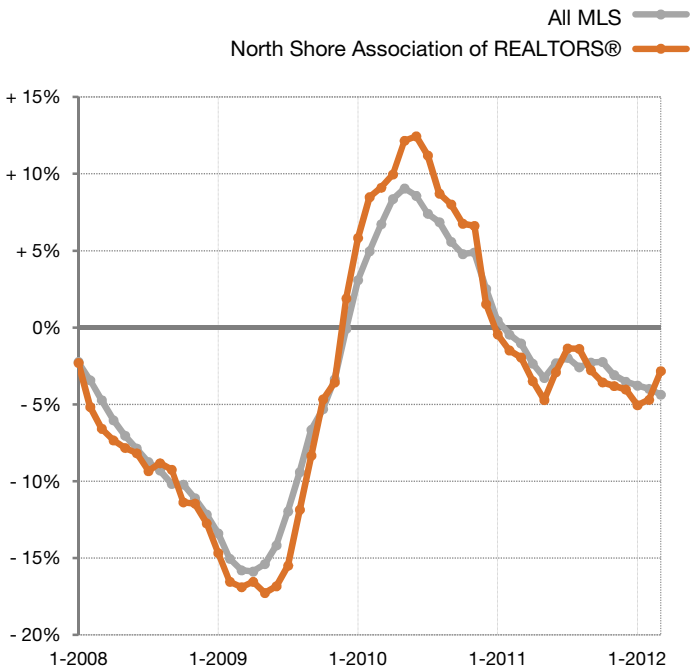
Condominium Properties

	March			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	83	93	+ 12.0%	214	221	+ 3.3%
Median Sales Price*	\$177,500	\$184,000	+ 3.7%	\$170,450	\$184,000	+ 7.9%
Inventory of Homes for Sale	858	775	- 9.7%	--	--	--
Months Supply of Inventory	8.5	8.7	+ 2.6%	--	--	--
Days on Market Until Sale	161	133	- 17.3%	138	135	- 2.8%
Percent of Original List Price Received*	91.5%	89.8%	- 1.8%	89.9%	90.1%	+ 0.3%
New Listings	247	232	- 6.1%	535	540	+ 0.9%

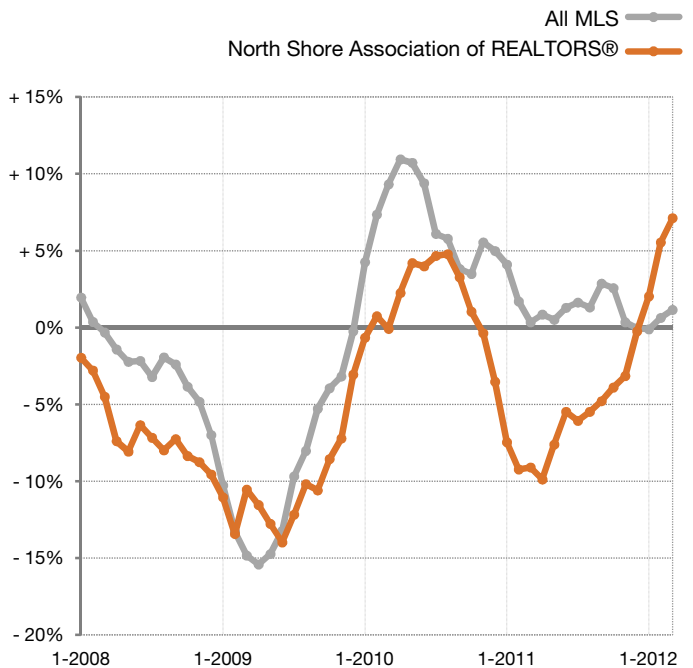
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.