

Local Market Update – July 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 15.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.3%

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

- 21.4%

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

Single-Family Properties

	July			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	288	341	+ 18.4%	1,613	1,911	+ 18.5%
Median Sales Price*	\$325,000	\$330,000	+ 1.5%	\$310,000	\$315,000	+ 1.6%
Inventory of Homes for Sale	2,411	1,881	- 22.0%	--	--	--
Months Supply of Inventory	10.3	6.8	- 34.0%	--	--	--
Days on Market Until Sale	100	91	- 8.3%	112	111	- 0.6%
Percent of Original List Price Received*	92.6%	93.2%	+ 0.7%	91.5%	92.0%	+ 0.6%
New Listings	493	460	- 6.7%	3,563	3,487	- 2.1%

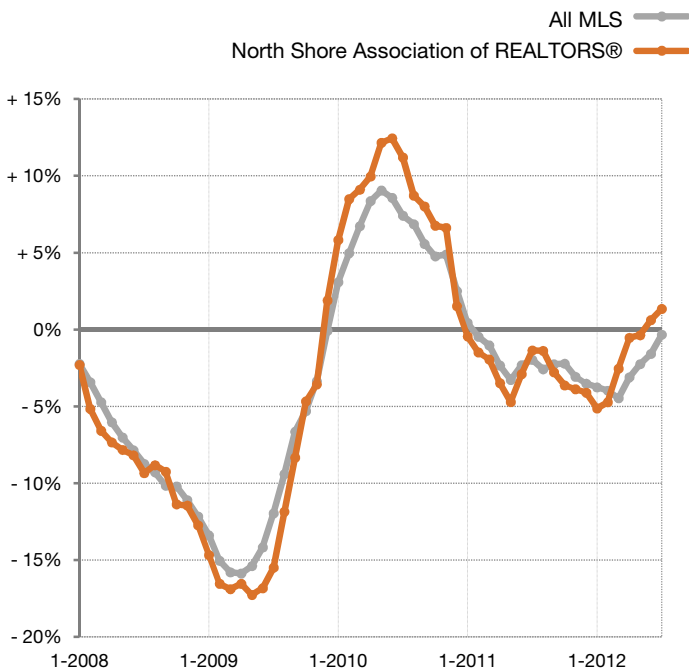
Condominium Properties

	July			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	107	114	+ 6.5%	622	693	+ 11.4%
Median Sales Price*	\$195,000	\$209,950	+ 7.7%	\$188,000	\$197,000	+ 4.8%
Inventory of Homes for Sale	978	783	- 19.9%	--	--	--
Months Supply of Inventory	10.5	8.3	- 21.1%	--	--	--
Days on Market Until Sale	120	115	- 3.6%	126	123	- 1.8%
Percent of Original List Price Received*	91.4%	92.3%	+ 1.0%	91.4%	91.9%	+ 0.5%
New Listings	197	170	- 13.7%	1,408	1,357	- 3.6%

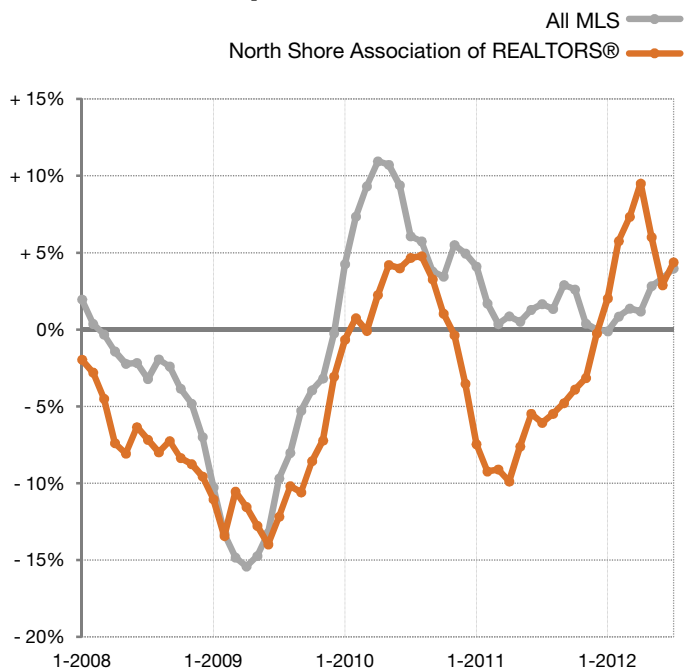
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.