

Local Market Update – October 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 31.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.1%

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

- 28.9%

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

Single-Family Properties

	October			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	238	307	+ 29.0%	2,440	2,897	+ 18.7%
Median Sales Price*	\$288,200	\$330,000	+ 14.5%	\$306,000	\$320,000	+ 4.6%
Inventory of Homes for Sale	2,286	1,616	- 29.3%	--	--	--
Months Supply of Inventory	9.4	5.6	- 40.4%	--	--	--
Days on Market Until Sale	115	100	- 12.6%	110	109	- 1.4%
Percent of Original List Price Received*	90.3%	93.4%	+ 3.5%	91.5%	92.3%	+ 0.9%
New Listings	413	402	- 2.7%	4,983	4,755	- 4.6%

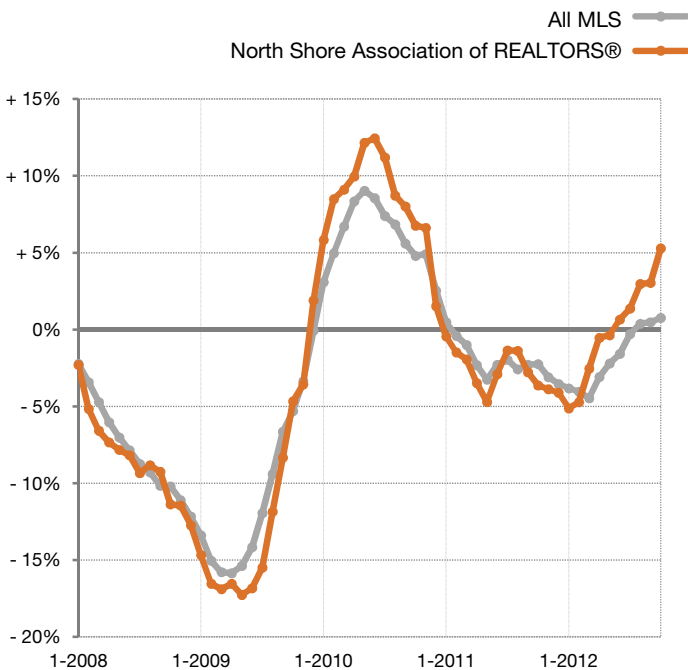
Condominium Properties

	October			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	91	126	+ 38.5%	892	1,083	+ 21.4%
Median Sales Price*	\$190,000	\$195,000	+ 2.6%	\$189,925	\$199,000	+ 4.8%
Inventory of Homes for Sale	913	660	- 27.7%	--	--	--
Months Supply of Inventory	10.0	6.3	- 37.0%	--	--	--
Days on Market Until Sale	119	112	- 6.0%	124	119	- 3.5%
Percent of Original List Price Received*	92.3%	92.7%	+ 0.4%	91.4%	92.3%	+ 1.0%
New Listings	155	148	- 4.5%	1,915	1,897	- 0.9%

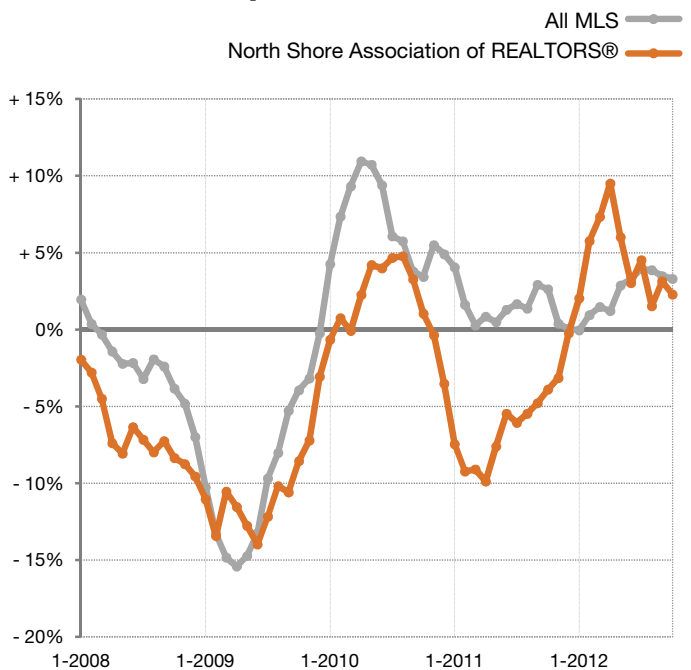
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.