

Local Market Update – November 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 16.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.9%

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

- 30.9%

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

Single-Family Properties

	November			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	296	319	+ 7.8%	2,736	3,224	+ 17.8%
Median Sales Price*	\$315,000	\$324,000	+ 2.9%	\$308,500	\$320,000	+ 3.7%
Inventory of Homes for Sale	2,018	1,392	- 31.0%	--	--	--
Months Supply of Inventory	8.1	4.8	- 40.8%	--	--	--
Days on Market Until Sale	106	97	- 9.0%	110	108	- 2.1%
Percent of Original List Price Received*	91.2%	92.8%	+ 1.7%	91.5%	92.4%	+ 1.0%
New Listings	298	282	- 5.4%	5,281	5,037	- 4.6%

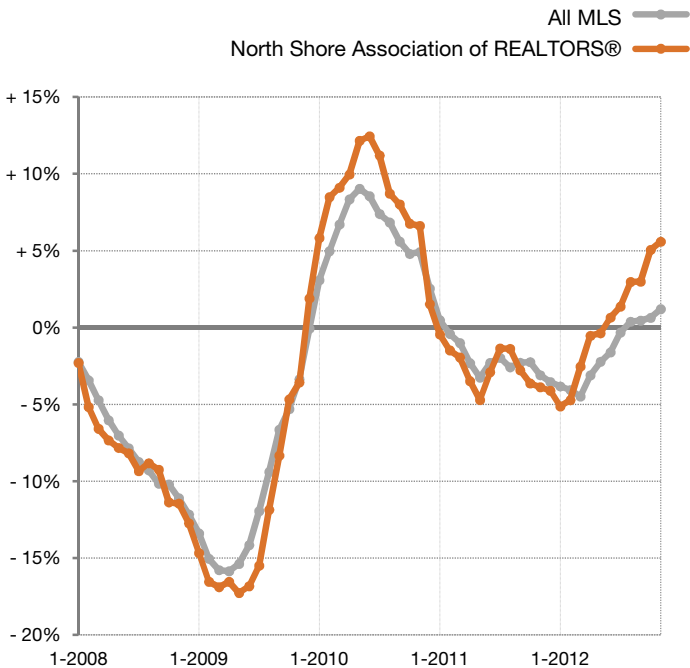
Condominium Properties

	November			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	80	119	+ 48.8%	972	1,204	+ 23.9%
Median Sales Price*	\$213,000	\$214,000	+ 0.5%	\$190,000	\$200,000	+ 5.3%
Inventory of Homes for Sale	856	593	- 30.7%	--	--	--
Months Supply of Inventory	9.5	5.5	- 42.0%	--	--	--
Days on Market Until Sale	125	116	- 7.5%	124	119	- 3.8%
Percent of Original List Price Received*	91.2%	93.6%	+ 2.6%	91.4%	92.4%	+ 1.1%
New Listings	135	112	- 17.0%	2,050	2,010	- 2.0%

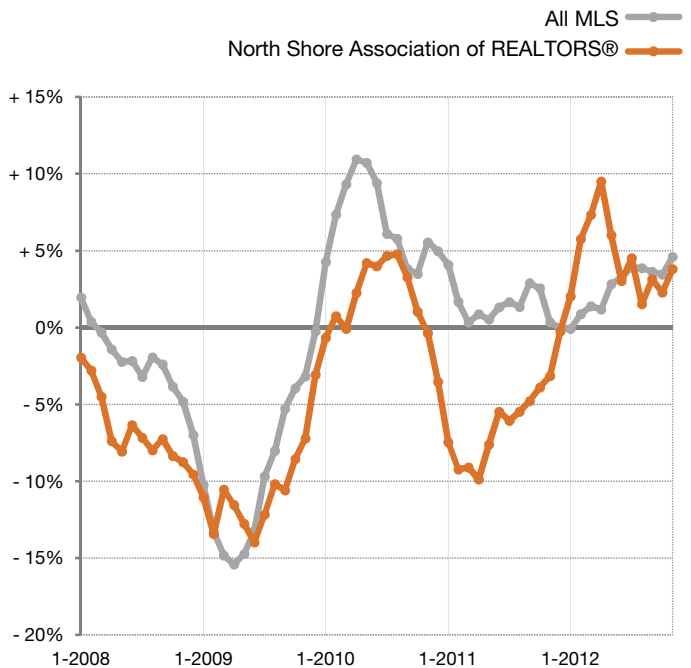
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.