

# Local Market Update – December 2012

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 7.4%**

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

**+ 13.0%**

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

**- 29.3%**

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

### Single-Family Properties

	December			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	277	<b>296</b>	+ 6.9%	3,013	<b>3,524</b>	+ 17.0%
Median Sales Price*	\$288,000	<b>\$325,000</b>	+ 12.8%	\$306,000	<b>\$322,000</b>	+ 5.2%
Inventory of Homes for Sale	1,639	<b>1,160</b>	- 29.2%	--	--	--
Months Supply of Inventory	6.5	<b>4.0</b>	- 39.5%	--	--	--
Days on Market Until Sale	120	<b>111</b>	- 7.1%	111	<b>108</b>	- 2.7%
Percent of Original List Price Received*	89.3%	<b>93.3%</b>	+ 4.5%	91.3%	<b>92.5%</b>	+ 1.3%
New Listings	208	<b>163</b>	- 21.6%	5,489	<b>5,201</b>	- 5.2%

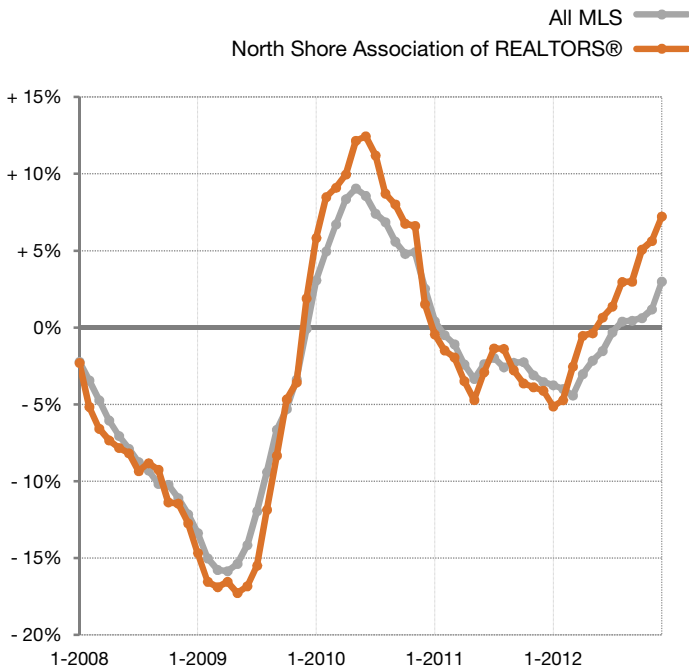
### Condominium Properties

	December			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	90	<b>98</b>	+ 8.9%	1,062	<b>1,303</b>	+ 22.7%
Median Sales Price*	\$214,900	<b>\$217,250</b>	+ 1.1%	\$193,500	<b>\$202,000</b>	+ 4.4%
Inventory of Homes for Sale	733	<b>517</b>	- 29.5%	--	--	--
Months Supply of Inventory	8.3	<b>4.8</b>	- 42.5%	--	--	--
Days on Market Until Sale	129	<b>114</b>	- 11.7%	124	<b>119</b>	- 4.4%
Percent of Original List Price Received*	90.7%	<b>94.3%</b>	+ 4.1%	91.3%	<b>92.6%</b>	+ 1.3%
New Listings	103	<b>78</b>	- 24.3%	2,152	<b>2,088</b>	- 3.0%

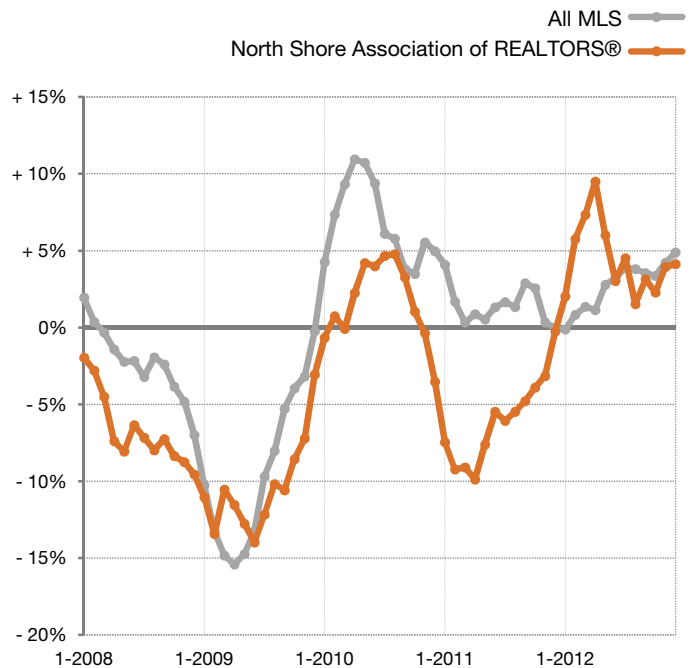
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.