

Local Market Update – February 2014

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.4%

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

- 22.7%

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

Single-Family Properties

	February			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	210	269	+ 28.1%	446	500	+ 12.1%
Closed Sales	189	157	- 16.9%	407	385	- 5.4%
Median Sales Price*	\$280,000	\$320,100	+ 14.3%	\$290,000	\$340,000	+ 17.2%
Inventory of Homes for Sale	1,155	908	- 21.4%	--	--	--
Months Supply of Inventory	3.9	2.8	- 27.9%	--	--	--
Cumulative Days on Market Until Sale	97	93	- 4.4%	85	80	- 6.0%
Percent of Original List Price Received*	91.6%	92.7%	+ 1.1%	92.5%	93.2%	+ 0.8%
New Listings	308	372	+ 20.8%	613	663	+ 8.2%

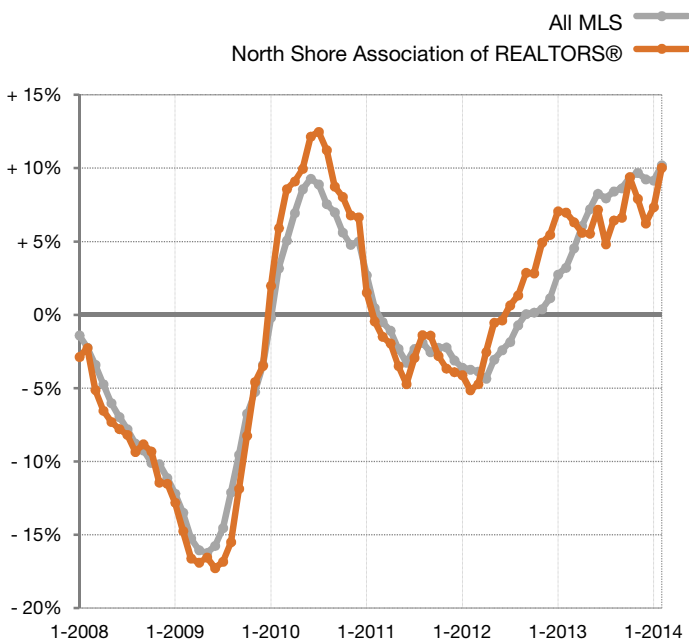
Condominium Properties

	February			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	77	110	+ 42.9%	200	210	+ 5.0%
Closed Sales	71	77	+ 8.5%	159	178	+ 11.9%
Median Sales Price*	\$180,000	\$229,000	+ 27.2%	\$187,000	\$238,600	+ 27.6%
Inventory of Homes for Sale	533	397	- 25.5%	--	--	--
Months Supply of Inventory	4.8	3.1	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	94	82	- 13.3%	94	75	- 20.3%
Percent of Original List Price Received*	92.9%	96.2%	+ 3.6%	92.8%	95.5%	+ 3.0%
New Listings	144	142	- 1.4%	288	283	- 1.7%

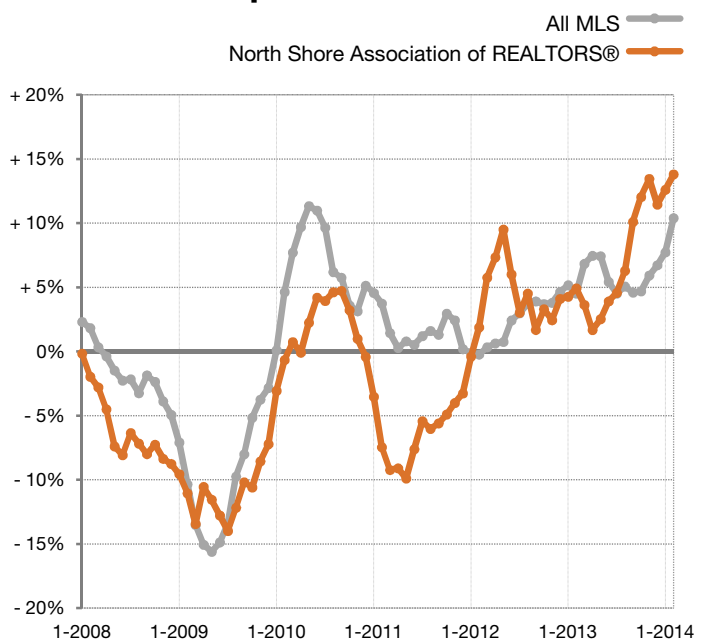
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.