

Local Market Update – April 2014

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 10.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.6%

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

- 16.4%

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

Single-Family Properties

	April			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	460	407	- 11.5%	1,275	1,255	- 1.6%
Closed Sales	279	258	- 7.5%	892	865	- 3.0%
Median Sales Price*	\$339,000	\$355,000	+ 4.7%	\$313,250	\$345,000	+ 10.1%
Inventory of Homes for Sale	1,292	1,151	- 10.9%	--	--	--
Months Supply of Inventory	4.4	3.6	- 18.3%	--	--	--
Cumulative Days on Market Until Sale	118	98	- 17.0%	125	108	- 13.3%
Percent of Original List Price Received*	94.8%	95.2%	+ 0.5%	93.4%	94.2%	+ 0.9%
New Listings	691	638	- 7.7%	1,754	1,805	+ 2.9%

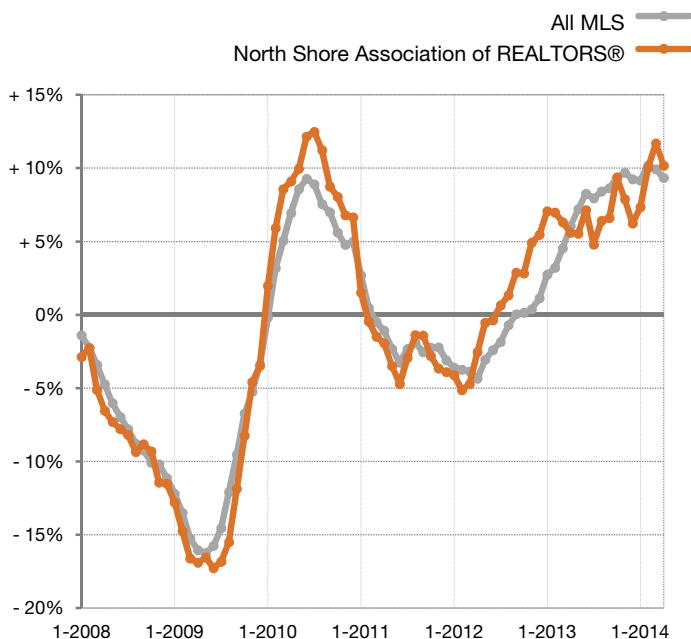
Condominium Properties

	April			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	136	206	+ 51.5%	456	563	+ 23.5%
Closed Sales	104	91	- 12.5%	352	363	+ 3.1%
Median Sales Price*	\$209,500	\$232,750	+ 11.1%	\$192,250	\$233,000	+ 21.2%
Inventory of Homes for Sale	633	458	- 27.6%	--	--	--
Months Supply of Inventory	5.6	3.6	- 35.9%	--	--	--
Cumulative Days on Market Until Sale	116	89	- 22.8%	121	98	- 18.6%
Percent of Original List Price Received*	93.4%	96.4%	+ 3.2%	93.3%	95.4%	+ 2.2%
New Listings	253	277	+ 9.5%	738	768	+ 4.1%

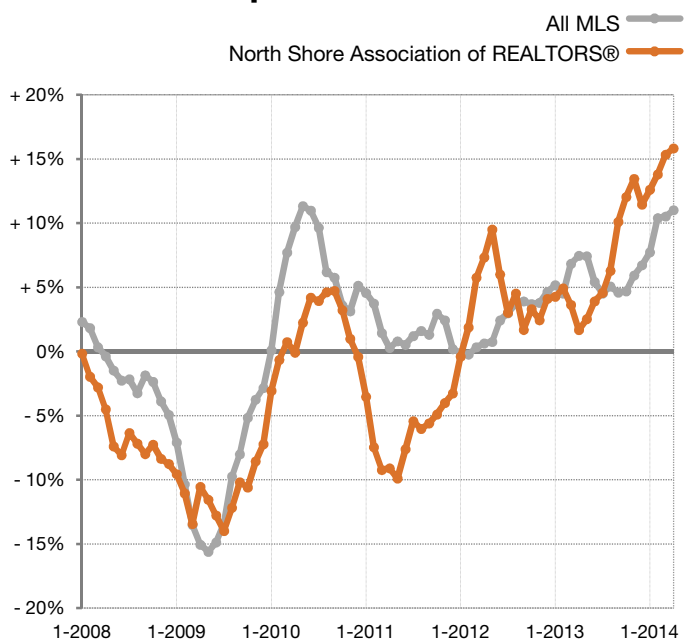
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.