

North Shore Association of REALTORS®

+ 24.9%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.8%

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

- 24.6%

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

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 211 | 323 | + 53.1% | 441 | 592 | + 34.2% |
| Closed Sales | 165 | 205 | + 24.2% | 392 | 453 | + 15.6% |
| Median Sales Price* | \$350,000 | \$350,000 | 0.0% | \$369,000 | \$357,000 | - 3.3% |
| Inventory of Homes for Sale | 891 | 671 | - 24.7% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.8 | - 32.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 110 | 111 | + 0.9% | 106 | 109 | + 2.7% |
| Percent of Original List Price Received* | 93.6% | 94.3% | + 0.8% | 93.6% | 94.2% | + 0.7% |
| New Listings | 202 | 345 | + 70.8% | 496 | 626 | + 26.2% |

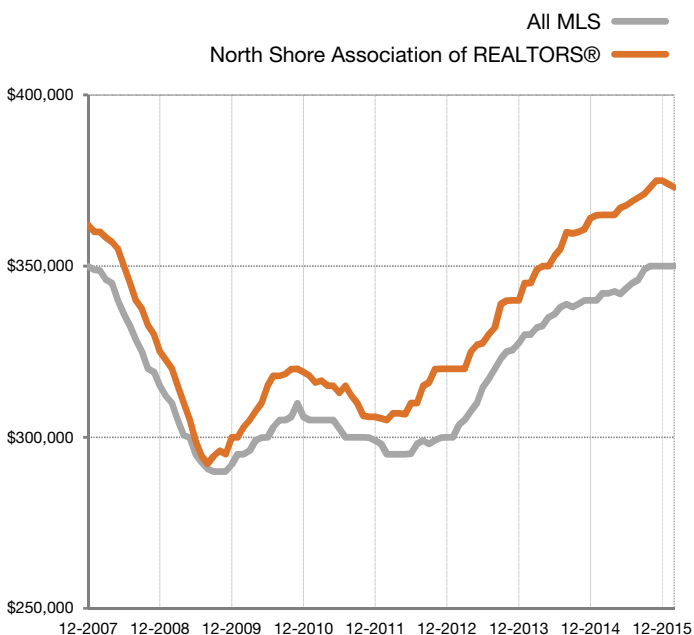
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 94 | 160 | + 70.2% | 194 | 263 | + 35.6% |
| Closed Sales | 72 | 91 | + 26.4% | 151 | 202 | + 33.8% |
| Median Sales Price* | \$239,275 | \$219,500 | - 8.3% | \$243,275 | \$232,200 | - 4.6% |
| Inventory of Homes for Sale | 398 | 301 | - 24.4% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.9 | - 35.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 110 | 103 | - 6.7% | 96 | 105 | + 9.3% |
| Percent of Original List Price Received* | 94.0% | 95.0% | + 1.0% | 95.2% | 95.0% | - 0.2% |
| New Listings | 108 | 152 | + 40.7% | 230 | 266 | + 15.7% |

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

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties

