



Kathy and Terry Sullivan

www.SullivanTeam.com

Serving North Shore Buyers and Sellers

Kathy: 978-927-9199 - Terry: 978-927-9299

Kathy@SullivanTeam.com - Terry@SullivanTeam.com

Sales Trends

Property Type: Single Family

Prior Period: 3/11/09 - 3/11/10 Current Period: 3/11/10 - 3/11/11											
Town	Number of Properties Sold				Median Sale Price				Days on Market		
	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Amesbury, Ma	101	121	20	19.8%	\$299,000	\$290,000	\$-9,000	-3.0%	118	105	-11.0%
Andover, Ma	263	276	13	4.9%	\$529,900	\$517,500	\$-12,400	-2.3%	94	81	-13.8%
Beverly, Ma	233	241	8	3.4%	\$325,000	\$336,500	\$11,500	3.5%	81	78	-3.7%
Boxford, Ma	68	73	5	7.4%	\$506,500	\$560,000	\$53,500	10.6%	146	123	-15.8%
Danvers, Ma	170	164	-6	-3.5%	\$333,250	\$329,450	\$-3,800	-1.1%	104	80	-23.1%
Essex, Ma	18	44	26	144.4%	\$409,500	\$555,375	\$145,875	35.6%	140	179	27.9%
Georgetown, Ma	81	70	-11	-13.6%	\$392,000	\$391,000	\$-1,000	-0.3%	115	137	19.1%
Gloucester, Ma	134	171	37	27.6%	\$337,500	\$330,000	\$-7,500	-2.2%	135	128	-5.2%
Groveland, Ma	36	43	7	19.4%	\$298,250	\$295,250	\$-3,000	-1.0%	99	90	-9.1%
Hamilton, Ma	66	78	12	18.2%	\$385,500	\$428,000	\$42,500	11.0%	143	127	-11.2%
Haverhill, Ma	334	321	-13	-3.9%	\$250,000	\$249,400	\$-600	-0.2%	92	80	-13.0%
Ipswich, Ma	73	108	35	47.9%	\$396,000	\$394,000	\$-2,000	-0.5%	111	124	11.7%
Lawrence, Ma	190	157	-33	-17.4%	\$160,500	\$165,000	\$4,500	2.8%	85	69	-18.8%
Lynn, Ma	446	395	-51	-11.4%	\$193,750	\$200,000	\$6,250	3.2%	82	78	-4.9%
Lynnfield, Ma	99	112	13	13.1%	\$481,500	\$529,000	\$47,500	9.9%	105	97	-7.6%
Manchester, Ma	41	61	20	48.8%	\$600,000	\$730,000	\$130,000	21.7%	157	151	-3.8%
Marblehead, Ma	176	157	-19	-10.8%	\$485,250	\$515,000	\$29,750	6.1%	117	119	1.7%
Merrimac, Ma	47	51	4	8.5%	\$295,500	\$299,000	\$3,500	1.2%	122	113	-7.4%
Methuen, Ma	332	311	-21	-6.3%	\$246,500	\$245,000	\$-1,500	-0.6%	104	81	-22.1%
Middleton, Ma	43	40	-3	-7.0%	\$485,000	\$399,000	\$-86,000	-17.7%	123	108	-12.2%
Nahant, Ma	23	26	3	13.0%	\$400,000	\$490,000	\$90,000	22.5%	147	98	-33.3%
Newbury, Ma	53	55	2	3.8%	\$423,000	\$390,000	\$-33,000	-7.8%	158	104	-34.2%
Newburyport, Ma	133	146	13	9.8%	\$400,000	\$428,650	\$28,650	7.2%	112	103	-8.0%
North Andover, Ma	199	182	-17	-8.5%	\$449,900	\$482,000	\$32,100	7.1%	88	87	-1.1%
Peabody, Ma	264	224	-40	-15.2%	\$299,950	\$297,000	\$-2,950	-1.0%	78	64	-17.9%
Rockport, Ma	63	61	-2	-3.2%	\$400,000	\$385,000	\$-15,000	-3.8%	103	134	30.1%
Rowley, Ma	33	38	5	15.2%	\$420,000	\$387,500	\$-32,500	-7.7%	103	122	18.4%
Salem, Ma	179	127	-52	-29.1%	\$283,500	\$290,000	\$6,500	2.3%	86	97	12.8%
Salisbury, Ma	48	39	-9	-18.8%	\$282,500	\$275,000	\$-7,500	-2.7%	95	123	29.5%
Saugus, Ma	196	171	-25	-12.8%	\$278,000	\$290,000	\$12,000	4.3%	98	79	-19.4%
Swampscott, Ma	99	104	5	5.1%	\$391,500	\$445,500	\$54,000	13.8%	117	102	-12.8%
Topsfield, Ma	46	65	19	41.3%	\$460,450	\$437,300	\$-23,150	-5.0%	135	103	-23.7%
Wenham, Ma	21	38	17	81.0%	\$565,000	\$468,250	\$-96,750	-17.1%	155	153	-1.3%
West Newbury, Ma	47	37	-10	-21.3%	\$432,000	\$395,000	\$-37,000	-8.6%	114	159	39.5%
	4355	4307	-48	-1.1%	\$313,250	\$329,000	\$15,750	5.0%	114	109	-4.4%

Reports provided by iMaxWebSolutions.com



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Sales Trends

Property Type: Condo

Prior Period: 3/11/09 - 3/11/10 Current Period: 3/11/10 - 3/11/11											
Town	Number of Properties Sold				Median Sale Price				Days on Market		
	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Amesbury, Ma	69	73	4	5.8%	\$164,900	\$136,888	\$-28,012	-17.0%	155	137	-11.6%
Andover, Ma	84	58	-26	-31.0%	\$189,900	\$236,000	\$46,100	24.3%	109	102	-6.4%
Beverly, Ma	72	71	-1	-1.4%	\$204,950	\$196,000	\$-8,950	-4.4%	98	82	-16.3%
Boxford, Ma	0	1	1	0%	\$0	\$315,000	\$315,000	0%		24	0%
Danvers, Ma	60	68	8	13.3%	\$246,251	\$235,000	\$-11,251	-4.6%	147	81	-44.9%
Essex, Ma	2	1	-1	-50.0%	\$292,500	\$300,000	\$7,500	2.6%	34	57	67.6%
Georgetown, Ma	3	5	2	66.7%	\$265,000	\$295,000	\$30,000	11.3%	352	80	-77.3%
Gloucester, Ma	71	84	13	18.3%	\$211,000	\$163,250	\$-47,750	-22.6%	200	177	-11.5%
Groveland, Ma	12	4	-8	-66.7%	\$244,000	\$291,950	\$47,950	19.7%	167	213	27.5%
Hamilton, Ma	2	0	-2	-100.0%	\$503,700	\$0	\$-503,700	-100.0%	0	0	0%
Haverhill, Ma	230	206	-24	-10.4%	\$160,000	\$160,500	\$500	0.3%	113	96	-15.0%
Ipswich, Ma	48	48	0	0.0%	\$243,500	\$230,000	\$-13,500	-5.5%	150	91	-39.3%
Lawrence, Ma	69	84	15	21.7%	\$57,000	\$56,750	\$-250	-0.4%	105	91	-13.3%
Lynn, Ma	118	134	16	13.6%	\$104,750	\$110,125	\$5,375	5.1%	108	108	0.0%
Lynnfield, Ma	19	25	6	31.6%	\$379,900	\$362,404	\$-17,496	-4.6%	111	144	29.7%
Manchester, Ma	9	13	4	44.4%	\$295,000	\$389,000	\$94,000	31.9%	157	161	2.5%
Marblehead, Ma	39	40	1	2.6%	\$280,000	\$303,750	\$23,750	8.5%	99	125	26.3%
Merrimac, Ma	15	16	1	6.7%	\$245,000	\$248,475	\$3,475	1.4%	211	199	-5.7%
Methuen, Ma	95	88	-7	-7.4%	\$170,000	\$200,500	\$30,500	17.9%	145	151	4.1%
Middleton, Ma	43	61	18	41.9%	\$324,750	\$350,000	\$25,250	7.8%	159	158	-0.6%
Nahant, Ma	3	6	3	100.0%	\$180,000	\$166,300	\$-13,700	-7.6%	72	34	-52.8%
Newbury, Ma	5	6	1	20.0%	\$747,299	\$544,225	\$-203,074	-27.2%	362	508	40.3%
Newburyport, Ma	98	101	3	3.1%	\$297,625	\$327,000	\$29,375	9.9%	99	131	32.3%
North Andover, Ma	112	105	-7	-6.3%	\$215,000	\$175,000	\$-40,000	-18.6%	220	99	-55.0%
Peabody, Ma	119	99	-20	-16.8%	\$228,000	\$205,000	\$-23,000	-10.1%	102	126	23.5%
Rockport, Ma	16	24	8	50.0%	\$252,000	\$248,500	\$-3,500	-1.4%	233	196	-15.9%
Rowley, Ma	22	10	-12	-54.5%	\$356,590	\$265,950	\$-90,640	-25.4%	160	73	-54.4%
Salem, Ma	265	237	-28	-10.6%	\$224,500	\$227,000	\$2,500	1.1%	97	114	17.5%
Salisbury, Ma	38	39	1	2.6%	\$284,450	\$260,000	\$-24,450	-8.6%	177	172	-2.8%
Saugus, Ma	30	29	-1	-3.3%	\$216,500	\$260,000	\$43,500	20.1%	137	195	42.3%
Swampscott, Ma	39	34	-5	-12.8%	\$199,000	\$183,500	\$-15,500	-7.8%	102	129	26.5%
Topsfield, Ma	2	8	6	300.0%	\$339,500	\$350,000	\$10,500	3.1%	276	493	78.6%
Wenham, Ma	8	5	-3	-37.5%	\$599,000	\$255,000	\$-344,000	-57.4%	669	144	-78.5%
West Newbury, Ma	7	12	5	71.4%	\$519,900	\$568,898	\$48,998	9.4%	303	343	13.2%
	1824	1795	-29	-1.6%	\$205,000	\$200,000	\$-5,000	-2.4%	166	149	-10.2%

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Sales Trends

Property Type: Multi-Family

Prior Period: 3/11/09 - 3/11/10 Current Period: 3/11/10 - 3/11/11											
Number of Properties Sold					Median Sale Price				Days on Market		
Town	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Amesbury, Ma	16	6	-10	-62.5%	\$259,950	\$310,000	\$50,050	19.3%	96	280	191.7%
Andover, Ma	6	5	-1	-16.7%	\$338,500	\$365,000	\$26,500	7.8%	60	42	-30.0%
Beverly, Ma	23	29	6	26.1%	\$293,500	\$310,000	\$16,500	5.6%	127	136	7.1%
Boxford, Ma	0	0	0	0%	\$0	\$0	\$0	0%	0	0	0%
Danvers, Ma	14	17	3	21.4%	\$307,500	\$341,500	\$34,000	11.1%	133	74	-44.4%
Essex, Ma	0	1	1	0%	\$0	\$633,000	\$633,000	0%		237	0%
Georgetown, Ma	0	3	3	0%	\$0	\$320,000	\$320,000	0%		168	0%
Gloucester, Ma	28	27	-1	-3.6%	\$230,000	\$270,000	\$40,000	17.4%	91	111	22.0%
Groveland, Ma	1	1	0	0.0%	\$265,000	\$335,000	\$70,000	26.4%	34	227	567.6%
Hamilton, Ma	1	1	0	0.0%	\$300,000	\$430,000	\$130,000	43.3%	224	69	-69.2%
Haverhill, Ma	141	108	-33	-23.4%	\$146,900	\$145,500	\$-1,400	-1.0%	85	95	11.8%
Ipswich, Ma	7	6	-1	-14.3%	\$348,000	\$347,250	\$-750	-0.2%	105	140	33.3%
Lawrence, Ma	421	290	-131	-31.1%	\$150,000	\$170,000	\$20,000	13.3%	84	85	1.2%
Lynn, Ma	301	224	-77	-25.6%	\$175,000	\$190,000	\$15,000	8.6%	83	67	-19.3%
Lynnfield, Ma	0	0	0	0%	\$0	\$0	\$0	0%	0	0	0%
Manchester, Ma	0	2	2	0%	\$0	\$332,500	\$332,500	0%		91	0%
Marblehead, Ma	9	8	-1	-11.1%	\$390,000	\$334,383	\$-55,618	-14.3%	96	160	66.7%
Merrimac, Ma	3	5	2	66.7%	\$282,000	\$244,250	\$-37,750	-13.4%	60	90	50.0%
Methuen, Ma	58	50	-8	-13.8%	\$223,500	\$215,000	\$-8,500	-3.8%	83	35	-57.8%
Middleton, Ma	0	1	1	0%	\$0	\$373,500	\$373,500	0%		213	0%
Nahant, Ma	0	0	0	0%	\$0	\$0	\$0	0%	0	0	0%
Newbury, Ma	2	3	1	50.0%	\$334,500	\$199,000	\$-135,500	-40.5%	213	78	-63.4%
Newburyport, Ma	11	12	1	9.1%	\$425,000	\$400,000	\$-25,000	-5.9%	80	141	76.3%
North Andover, Ma	11	9	-2	-18.2%	\$315,000	\$300,500	\$-14,500	-4.6%	119	60	-49.6%
Peabody, Ma	25	19	-6	-24.0%	\$269,000	\$220,000	\$-49,000	-18.2%	71	87	22.5%
Rockport, Ma	8	4	-4	-50.0%	\$381,000	\$387,500	\$6,500	1.7%	66	390	490.9%
Rowley, Ma	1	2	1	100.0%	\$270,500	\$422,500	\$152,000	56.2%	39	70	79.5%
Salem, Ma	57	54	-3	-5.3%	\$260,000	\$266,000	\$6,000	2.3%	85	70	-17.6%
Salisbury, Ma	8	7	-1	-12.5%	\$207,000	\$255,000	\$48,000	23.2%	69	60	-13.0%
Saugus, Ma	15	15	0	0.0%	\$302,000	\$300,000	\$-2,000	-0.7%	168	95	-43.5%
Swampscott, Ma	14	9	-5	-35.7%	\$327,500	\$312,000	\$-15,500	-4.7%	182	102	-44.0%
Topsfield, Ma	1	1	0	0.0%	\$525,000	\$428,500	\$-96,500	-18.4%	14	53	278.6%
Wenham, Ma	1	1	0	0.0%	\$495,000	\$255,000	\$-240,000	-48.5%	36	225	525.0%
West Newbury, Ma	1	0	-1	-100.0%	\$205,000	\$0	\$-205,000	-100.0%	0	0	0%
	1184	920	-264	-22.3%	\$180,000	\$205,000	\$25,000	13.9%	74	111	50.0%

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Sales Trends

Property Type: Land

Prior Period: 3/11/09 - 3/11/10 Current Period: 3/11/10 - 3/11/11											
Town	Number of Properties Sold				Median Sale Price				Days on Market		
	Prior Period	Current Period	Unit Change	% Change	Prior Period	Current Period	Price Change	% Change	Prior Period	Current Period	% Change
Amesbury, Ma	4	4	0	0.0%	\$151,250	\$120,000	\$-31,250	-20.7%	136	296	117.6%
Andover, Ma	10	7	-3	-30.0%	\$362,500	\$340,000	\$-22,500	-6.2%	106	160	50.9%
Beverly, Ma	7	4	-3	-42.9%	\$250,000	\$236,000	\$-14,000	-5.6%	308	205	-33.4%
Boxford, Ma	1	0	-1	-100.0%	\$300,000	\$0	\$-300,000	-100.0%	0	0	0%
Danvers, Ma	0	2	2	0%	\$0	\$332,500	\$332,500	0%		339	0%
Essex, Ma	7	2	-5	-71.4%	\$268,000	\$325,000	\$57,000	21.3%	366	158	-56.8%
Georgetown, Ma	6	9	3	50.0%	\$150,000	\$163,500	\$13,500	9.0%	117	146	24.8%
Gloucester, Ma	7	11	4	57.1%	\$80,000	\$299,000	\$219,000	273.8%	62	156	151.6%
Groveland, Ma	0	0	0	0%	\$0	\$0	\$0	0%	0	0	0%
Hamilton, Ma	4	0	-4	-100.0%	\$255,000	\$0	\$-255,000	-100.0%	0	0	0%
Haverhill, Ma	8	1	-7	-87.5%	\$135,000	\$30,000	\$-105,000	-77.8%	268	310	15.7%
Ipswich, Ma	3	3	0	0.0%	\$265,000	\$160,000	\$-105,000	-39.6%	439	241	-45.1%
Lawrence, Ma	0	3	3	0%	\$0	\$44,000	\$44,000	0%		44	0%
Lynn, Ma	2	2	0	0.0%	\$136,000	\$245,000	\$109,000	80.1%	76	114	50.0%
Lynnfield, Ma	7	6	-1	-14.3%	\$550,000	\$525,000	\$-25,000	-4.5%	312	92	-70.5%
Manchester, Ma	3	0	-3	-100.0%	\$210,000	\$0	\$-210,000	-100.0%	0	0	0%
Marblehead, Ma	2	5	3	150.0%	\$652,500	\$227,500	\$-425,000	-65.1%	93	70	-24.7%
Merrimac, Ma	2	2	0	0.0%	\$60,000	\$276,438	\$216,438	360.7%	345	222	-35.7%
Methuen, Ma	3	3	0	0.0%	\$100,000	\$33,000	\$-67,000	-67.0%	118	77	-34.7%
Middleton, Ma	5	9	4	80.0%	\$287,000	\$200,000	\$-87,000	-30.3%	369	282	-23.6%
Nahant, Ma	0	1	1	0%	\$0	\$1,135,000	\$1,135,000	0%		23	0%
Newbury, Ma	4	8	4	100.0%	\$227,500	\$196,750	\$-30,750	-13.5%	218	286	31.2%
Newburyport, Ma	4	1	-3	-75.0%	\$277,500	\$355,000	\$77,500	27.9%	55	46	-16.4%
North Andover, Ma	3	5	2	66.7%	\$265,000	\$175,000	\$-90,000	-34.0%	430	273	-36.5%
Peabody, Ma	1	2	1	100.0%	\$77,500	\$359,500	\$282,000	363.9%	7	58	728.6%
Rockport, Ma	1	3	2	200.0%	\$50,000	\$525,000	\$475,000	950.0%	88	354	302.3%
Rowley, Ma	2	2	0	0.0%	\$180,000	\$103,750	\$-76,250	-42.4%	39	60	53.8%
Salem, Ma	2	2	0	0.0%	\$76,000	\$61,250	\$-14,750	-19.4%	211	122	-42.2%
Salisbury, Ma	3	5	2	66.7%	\$125,000	\$285,000	\$160,000	128.0%	84	296	252.4%
Saugus, Ma	4	5	1	25.0%	\$240,000	\$135,000	\$-105,000	-43.8%	70	61	-12.9%
Swampscott, Ma	0	0	0	0%	\$0	\$0	\$0	0%	0	0	0%
Topsfield, Ma	3	0	-3	-100.0%	\$260,000	\$0	\$-260,000	-100.0%	0	0	0%
Wenham, Ma	0	1	1	0%	\$0	\$185,000	\$185,000	0%		86	0%
West Newbury, Ma	1	5	4	400.0%	\$125,000	\$165,000	\$40,000	32.0%	413	304	-26.4%
	109	113	4	3.7%	\$215,000	\$220,000	\$5,000	2.3%	140	144	2.9%

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