



For more details call Bob Stallard RE/MAX Advantage Real Estate 978 882 4028

Absorption Rates By Month

The rate at which properties sell per month

Property Type: Condo

Towns: Essex, MA; Ipswich, MA; Topsfield, MA; Boxford, MA; Hamilton, MA; Beverly, MA; Danvers, MA; Manchester, MA; Wenham, MA

January 2006 through December 2006									
Date		Sold			For Sale			Absorption Rate	
Month	Year	Units	Median Price	DOM	Units	Median Price	DOM	Sale \$ to List \$	Units Sold / Units For Sale
January	2006	19	\$239,000	69	250	\$309,000	131	77.3%	7.6%
February	2006	10	\$333,500	111	273	\$309,000	124	107.9%	3.7%
March	2006	33	\$268,000	113	315	\$309,900	115	86.5%	10.5%
April	2006	18	\$229,000	111	329	\$309,900	114	73.9%	5.5%
May	2006	40	\$283,000	86	320	\$305,000	123	92.8%	12.5%
June	2006	32	\$267,500	108	314	\$309,900	129	86.3%	10.2%
July	2006	28	\$268,000	94	296	\$299,900	134	89.4%	9.5%
August	2006	25	\$255,000	125	317	\$299,000	135	85.3%	7.9%
September	2006	17	\$242,000	73	325	\$299,900	141	80.7%	5.2%
October	2006	16	\$281,500	205	319	\$299,900	144	93.9%	5.0%
November	2006	21	\$277,500	97	298	\$299,900	150	92.5%	7.0%
December	2006	27	\$325,000	115	255	\$299,900	173	108.4%	10.6%
12-Month Average:		24		109	301		134		
12-Month Median:			\$267,500			\$289,500			
12-Month Total:		286			3,611			92.4%	7.9%

January 2007 through December 2007									
Date		Sold			For Sale			Absorption Rate	
Month	Year	Units	Median Price	DOM	Units	Median Price	DOM	Sale \$ to List \$	Units Sold / Units For Sale
January	2007	17	\$246,000	246	257	\$299,000	139	82.3%	6.6%
February	2007	30	\$235,000	113	251	\$299,000	136	78.6%	12.0%
March	2007	35	\$229,900	104	267	\$299,700	138	76.7%	13.1%
April	2007	24	\$267,000	99	286	\$289,900	134	92.1%	8.4%
May	2007	21	\$299,900	151	291	\$295,000	129	101.7%	7.2%
June	2007	39	\$255,000	102	295	\$289,900	129	88.0%	13.2%
July	2007	19	\$260,000	111	307	\$289,900	142	89.7%	6.2%
August	2007	40	\$250,000	116	295	\$289,900	150	86.2%	13.6%
September	2007	19	\$259,000	110	361	\$289,900	138	89.3%	5.3%
October	2007	23	\$287,000	57	349	\$297,000	144	96.6%	6.6%
November	2007	28	\$245,000	87	306	\$297,000	161	82.5%	9.2%
December	2007	20	\$212,500	154	251	\$289,900	164	73.3%	8.0%
12-Month Average:		26		121	293		142		
12-Month Median:			\$250,000			\$289,000			
12-Month Total:		315			3,516			86.5%	9.0%