



For more details call Robert A. Stallard RE/MAX Advantage Real Estate 978 882 4028

Absorption Rates By Month

The rate at which properties sell per month

Solds Comparison

Property Type: Single Family

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

September 2006 through August 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
September	2006	79	\$467,500	105	949	\$568,876	134	82.2%	8.3%
October	2006	59	\$539,900	115	916	\$559,000	139	96.6%	6.4%
November	2006	80	\$454,000	110	841	\$559,000	155	81.2%	9.5%
December	2006	58	\$480,000	126	729	\$549,900	174	87.3%	8.0%
January	2007	49	\$423,900	140	681	\$544,900	161	77.8%	7.2%
February	2007	47	\$452,500	135	695	\$559,900	156	80.8%	6.8%
March	2007	73	\$432,750	119	750	\$569,000	152	76.1%	9.7%
April	2007	53	\$422,000	128	830	\$550,000	140	76.7%	6.4%
May	2007	93	\$427,500	97	932	\$550,000	136	77.7%	10.0%
June	2007	107	\$470,000	95	936	\$549,900	140	85.5%	11.4%
July	2007	99	\$445,000	84	905	\$539,900	150	82.4%	10.9%
August	2007	95	\$462,620	112	872	\$530,000	158	87.3%	10.9%
12-Month Average:		74		114	836		150		
12-Month Median:			\$455,000			\$529,000			
12-Month Total:		892			10,036			86.0%	8.9%

September 2007 through August 2008

Date		Sold			For Sale			Absorption Rate	
Month	Year	Units	Median Price	DOM	Units	Median Price	DOM	Sale \$ to List \$	Units Sold / Units For Sale
September	2007	61	\$400,000	105	880	\$534,900	163	74.8%	6.9%
October	2007	66	\$430,000	101	866	\$529,000	171	81.3%	7.6%
November	2007	66	\$438,815	101	803	\$525,000	183	83.6%	8.2%
December	2007	62	\$425,000	147	692	\$523,000	202	81.3%	9.0%
January	2008	45	\$390,000	93	629	\$530,000	205	73.6%	7.2%
February	2008	37	\$400,000	106	660	\$539,000	201	74.2%	5.6%
March	2008	42	\$418,000	159	729	\$539,900	192	77.4%	5.8%
April	2008	66	\$420,000	135	788	\$547,000	182	76.8%	8.4%
May	2008	67	\$425,000	132	828	\$549,000	179	77.4%	8.1%
June	2008	93	\$395,000	100	851	\$549,000	174	71.9%	10.9%
July	2008	89	\$395,000	108	827	\$549,999	170	71.8%	10.8%
August	2008	83	\$453,000	98	783	\$549,900	160	82.4%	10.6%
12-Month Average:		65		115	778		182		
12-Month Median:			\$417,500			\$499,900			
12-Month Total:		777			9,336			83.5%	8.3%