

Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 13.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.2%

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

- 31.9%

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

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	474	507	+ 7.0%	1,605	1,797	+ 12.0%
Closed Sales	314	351	+ 11.8%	1,130	1,295	+ 14.6%
Median Sales Price*	\$368,500	\$405,450	+ 10.0%	\$365,000	\$377,250	+ 3.4%
Inventory of Homes for Sale	1,168	843	- 27.8%	--	--	--
Months Supply of Inventory	3.8	2.4	- 37.2%	--	--	--
Cumulative Days on Market Until Sale	90	74	- 18.2%	105	93	- 11.4%
Percent of Original List Price Received*	97.2%	98.6%	+ 1.4%	95.3%	96.4%	+ 1.1%
New Listings	687	607	- 11.6%	2,212	2,235	+ 1.0%

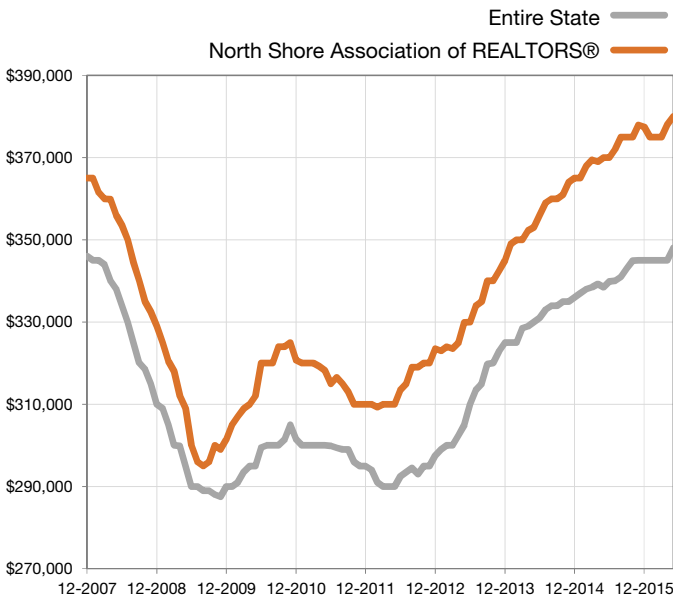
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	186	258	+ 38.7%	703	891	+ 26.7%
Closed Sales	142	167	+ 17.6%	495	619	+ 25.1%
Median Sales Price*	\$247,500	\$253,750	+ 2.5%	\$245,000	\$249,000	+ 1.6%
Inventory of Homes for Sale	527	312	- 40.8%	--	--	--
Months Supply of Inventory	4.1	2.0	- 51.5%	--	--	--
Cumulative Days on Market Until Sale	78	82	+ 4.8%	93	93	+ 0.5%
Percent of Original List Price Received*	97.3%	98.8%	+ 1.5%	96.0%	96.8%	+ 0.8%
New Listings	297	249	- 16.2%	997	991	- 0.6%

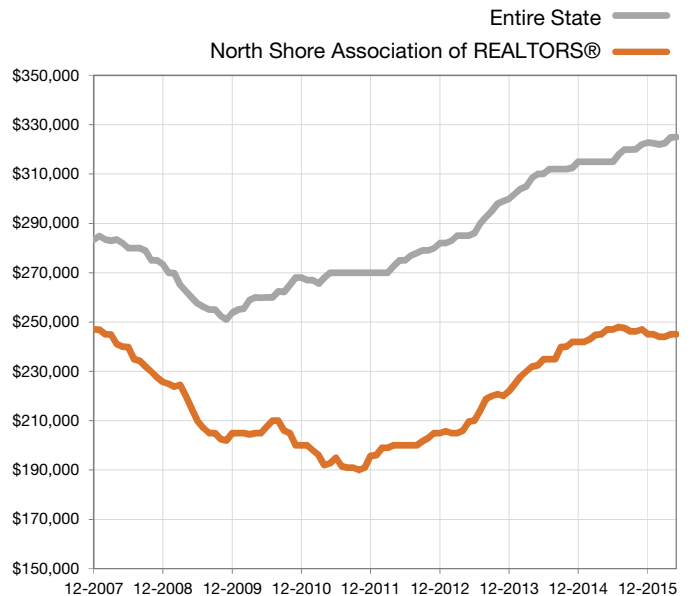
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.