

# Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 25.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 5.4%**

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

**- 31.4%**

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

### Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	396	<b>401</b>	+ 1.3%	2,509	<b>2,585</b>	+ 3.0%
Closed Sales	522	<b>401</b>	- 23.2%	2,109	<b>2,164</b>	+ 2.6%
Median Sales Price*	\$389,950	<b>\$416,000</b>	+ 6.7%	\$375,000	<b>\$392,450</b>	+ 4.7%
Inventory of Homes for Sale	1,285	<b>926</b>	- 27.9%	--	--	--
Months Supply of Inventory	4.0	<b>2.7</b>	- 32.8%	--	--	--
Cumulative Days on Market Until Sale	68	<b>76</b>	+ 11.3%	90	<b>86</b>	- 4.5%
Percent of Original List Price Received*	97.6%	<b>98.7%</b>	+ 1.1%	96.2%	<b>97.3%</b>	+ 1.1%
New Listings	549	<b>487</b>	- 11.3%	3,446	<b>3,307</b>	- 4.0%

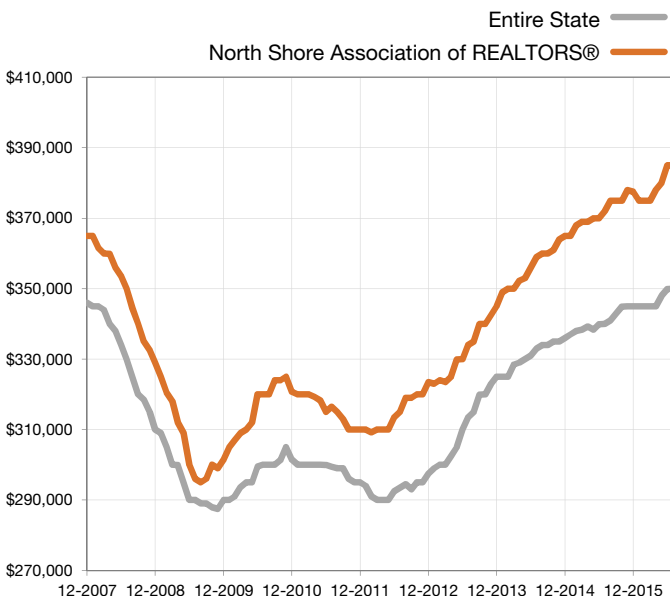
### Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	196	<b>166</b>	- 15.3%	1,126	<b>1,210</b>	+ 7.5%
Closed Sales	228	<b>160</b>	- 29.8%	921	<b>1,026</b>	+ 11.4%
Median Sales Price*	\$255,000	<b>\$269,500</b>	+ 5.7%	\$247,500	<b>\$255,000</b>	+ 3.0%
Inventory of Homes for Sale	544	<b>329</b>	- 39.5%	--	--	--
Months Supply of Inventory	4.1	<b>2.1</b>	- 48.3%	--	--	--
Cumulative Days on Market Until Sale	83	<b>71</b>	- 14.2%	87	<b>84</b>	- 3.2%
Percent of Original List Price Received*	96.9%	<b>97.9%</b>	+ 1.1%	96.4%	<b>97.2%</b>	+ 0.9%
New Listings	235	<b>175</b>	- 25.5%	1,521	<b>1,391</b>	- 8.5%

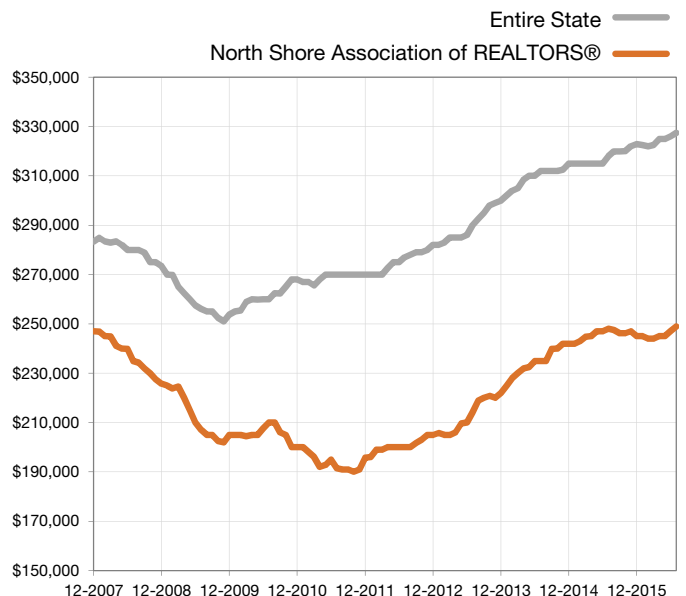
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.