

Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 18.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.5%

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

- 38.0%

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

Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	359	385	+ 7.2%	845	853	+ 0.9%
Closed Sales	237	252	+ 6.3%	673	704	+ 4.6%
Median Sales Price*	\$372,000	\$415,000	+ 11.6%	\$365,000	\$399,000	+ 9.3%
Inventory of Homes for Sale	837	524	- 37.4%	--	--	--
Months Supply of Inventory	2.4	1.5	- 37.6%	--	--	--
Cumulative Days on Market Until Sale	95	67	- 29.4%	104	63	- 39.4%
Percent of Original List Price Received*	96.3%	97.6%	+ 1.3%	94.9%	96.6%	+ 1.8%
New Listings	515	446	- 13.4%	1,061	962	- 9.3%

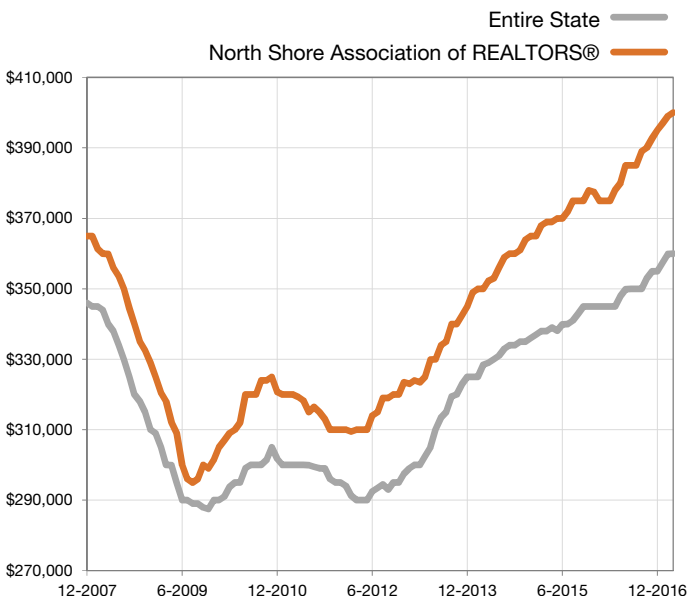
Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	186	189	+ 1.6%	412	450	+ 9.2%
Closed Sales	115	165	+ 43.5%	310	387	+ 24.8%
Median Sales Price*	\$257,000	\$265,000	+ 3.1%	\$236,500	\$283,500	+ 19.9%
Inventory of Homes for Sale	370	224	- 39.5%	--	--	--
Months Supply of Inventory	2.4	1.4	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	101	70	- 31.0%	103	68	- 34.3%
Percent of Original List Price Received*	96.4%	98.3%	+ 2.1%	95.4%	97.7%	+ 2.4%
New Listings	240	204	- 15.0%	492	496	+ 0.8%

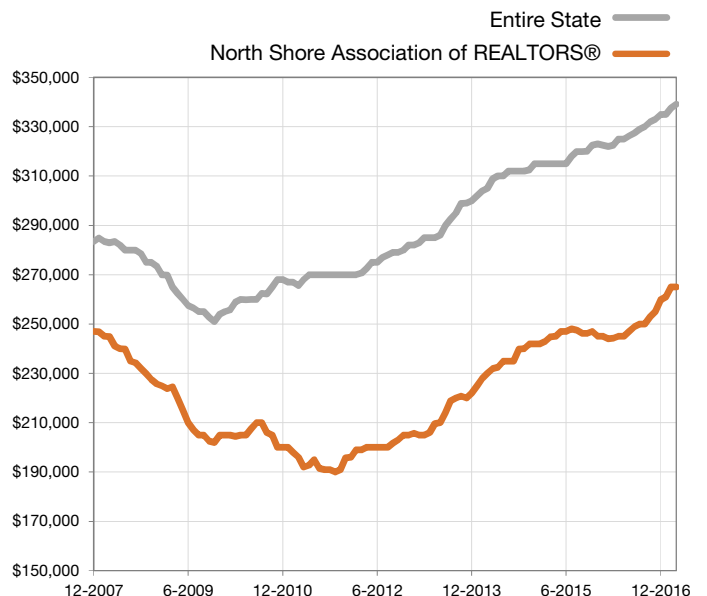
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.