

# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 1.7%**

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

**+ 6.0%**

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

**- 31.0%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	354	<b>424</b>	+ 19.8%	2,503	<b>2,508</b>	+ 0.2%
Closed Sales	409	<b>418</b>	+ 2.2%	2,175	<b>2,177</b>	+ 0.1%
Median Sales Price*	\$411,000	<b>\$439,000</b>	+ 6.8%	\$392,000	<b>\$420,000</b>	+ 7.1%
Inventory of Homes for Sale	1,075	<b>772</b>	- 28.2%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 28.5%	--	--	--
Cumulative Days on Market Until Sale	75	<b>42</b>	- 43.5%	86	<b>54</b>	- 36.8%
Percent of Original List Price Received*	98.8%	<b>99.6%</b>	+ 0.9%	97.3%	<b>98.3%</b>	+ 1.0%
New Listings	481	<b>447</b>	- 7.1%	3,290	<b>3,127</b>	- 5.0%

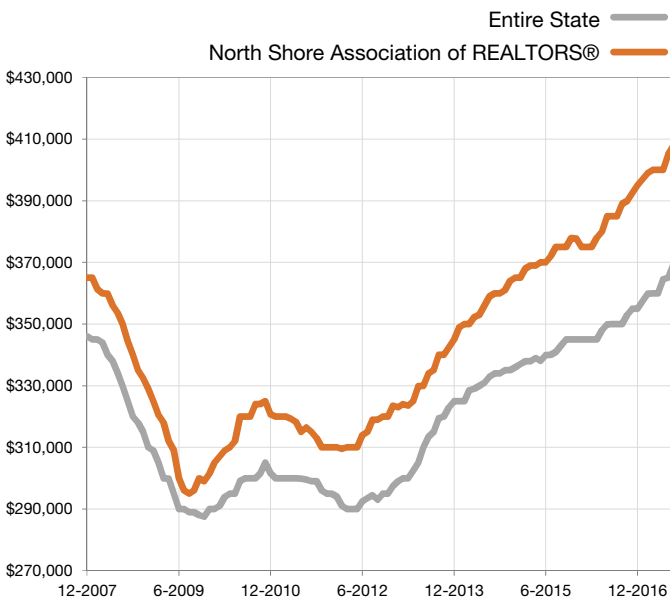
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	151	<b>181</b>	+ 19.9%	1,180	<b>1,219</b>	+ 3.3%
Closed Sales	167	<b>168</b>	+ 0.6%	1,035	<b>1,075</b>	+ 3.9%
Median Sales Price*	\$269,000	<b>\$286,500</b>	+ 6.5%	\$255,000	<b>\$285,000</b>	+ 11.8%
Inventory of Homes for Sale	401	<b>246</b>	- 38.7%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	71	<b>42</b>	- 40.5%	84	<b>57</b>	- 31.7%
Percent of Original List Price Received*	98.0%	<b>100.2%</b>	+ 2.3%	97.3%	<b>98.7%</b>	+ 1.5%
New Listings	178	<b>187</b>	+ 5.1%	1,403	<b>1,389</b>	- 1.0%

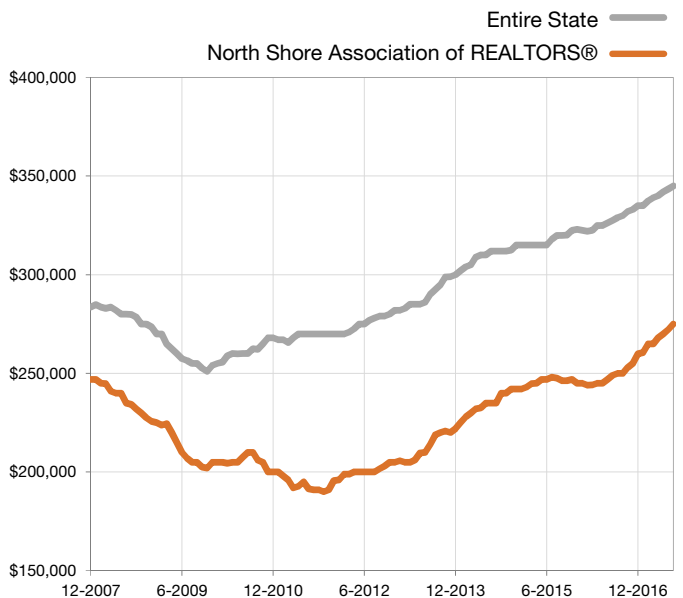
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.