

# Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 1.2%**

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

**+ 3.7%**

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

**- 26.6%**

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

### Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	391	384	- 1.8%	3,517	3,634	+ 3.3%
Closed Sales	369	359	- 2.7%	3,340	3,372	+ 1.0%
Median Sales Price*	\$444,900	<b>\$470,000</b>	+ 5.6%	\$450,000	<b>\$469,900</b>	+ 4.4%
Inventory of Homes for Sale	954	<b>686</b>	- 28.1%	--	--	--
Months Supply of Inventory	2.9	<b>2.0</b>	- 29.1%	--	--	--
Cumulative Days on Market Until Sale	45	<b>44</b>	- 0.3%	48	<b>50</b>	+ 4.7%
Percent of Original List Price Received*	97.8%	<b>98.2%</b>	+ 0.4%	98.7%	<b>97.9%</b>	- 0.8%
New Listings	481	<b>449</b>	- 6.7%	4,579	<b>4,463</b>	- 2.5%

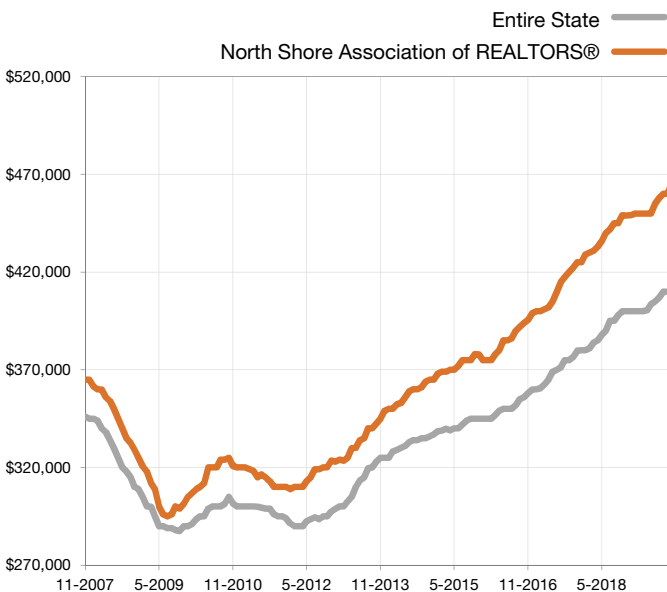
### Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	147	191	+ 29.9%	1,609	1,713	+ 6.5%
Closed Sales	152	156	+ 2.6%	1,553	1,554	+ 0.1%
Median Sales Price*	\$301,500	<b>\$329,950</b>	+ 9.4%	\$300,000	<b>\$316,550</b>	+ 5.5%
Inventory of Homes for Sale	371	<b>287</b>	- 22.6%	--	--	--
Months Supply of Inventory	2.4	<b>1.9</b>	- 21.2%	--	--	--
Cumulative Days on Market Until Sale	42	<b>46</b>	+ 8.4%	44	<b>49</b>	+ 10.2%
Percent of Original List Price Received*	99.2%	<b>98.1%</b>	- 1.0%	99.5%	<b>98.5%</b>	- 1.0%
New Listings	216	<b>196</b>	- 9.3%	2,011	<b>2,043</b>	+ 1.6%

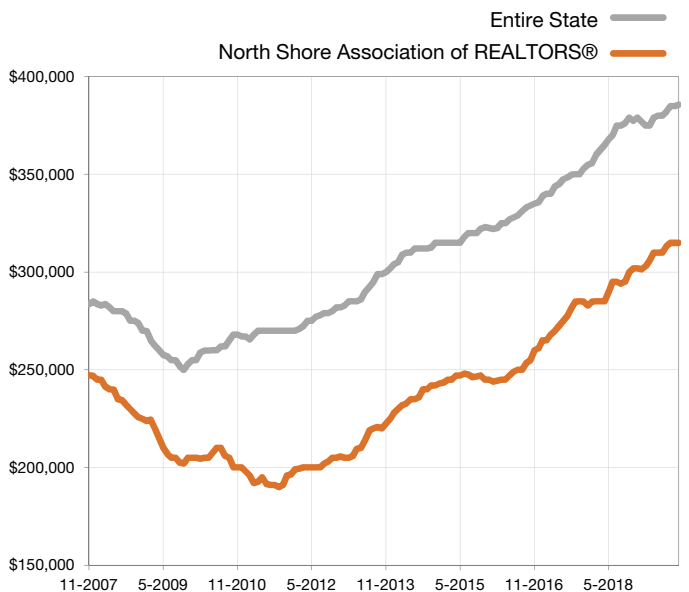
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.