

Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 18.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.8%

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

- 39.3%

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

Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	185	194	+ 4.9%	3,979	4,066	+ 2.2%
Closed Sales	306	348	+ 13.7%	4,034	4,039	+ 0.1%
Median Sales Price*	\$426,250	\$469,450	+ 10.1%	\$448,800	\$469,900	+ 4.7%
Inventory of Homes for Sale	657	374	- 43.1%	--	--	--
Months Supply of Inventory	2.0	1.1	- 43.1%	--	--	--
Cumulative Days on Market Until Sale	50	53	+ 5.1%	48	50	+ 4.7%
Percent of Original List Price Received*	96.8%	97.2%	+ 0.3%	98.3%	97.9%	- 0.4%
New Listings	139	124	- 10.8%	5,038	4,815	- 4.4%

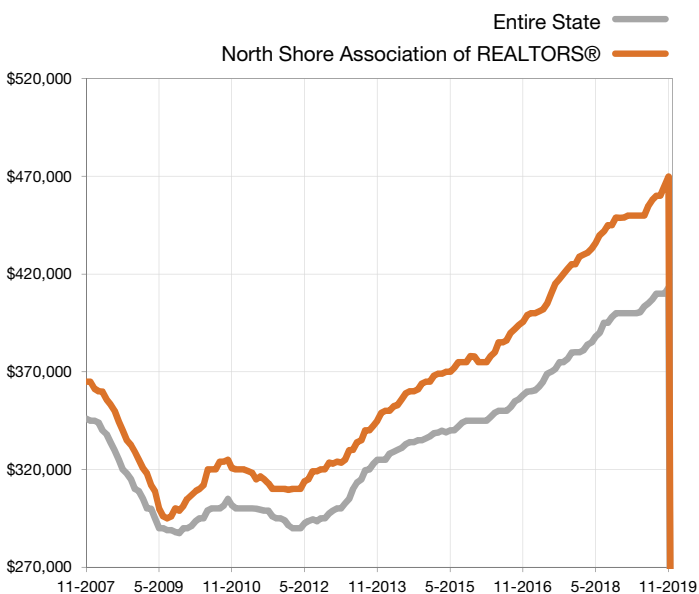
Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	71	95	+ 33.8%	1,798	1,941	+ 8.0%
Closed Sales	136	174	+ 27.9%	1,840	1,888	+ 2.6%
Median Sales Price*	\$289,950	\$328,000	+ 13.1%	\$302,000	\$320,000	+ 6.0%
Inventory of Homes for Sale	278	194	- 30.2%	--	--	--
Months Supply of Inventory	1.8	1.2	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	52	53	+ 2.7%	45	49	+ 8.2%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	99.2%	98.4%	- 0.8%
New Listings	63	67	+ 6.3%	2,220	2,261	+ 1.8%

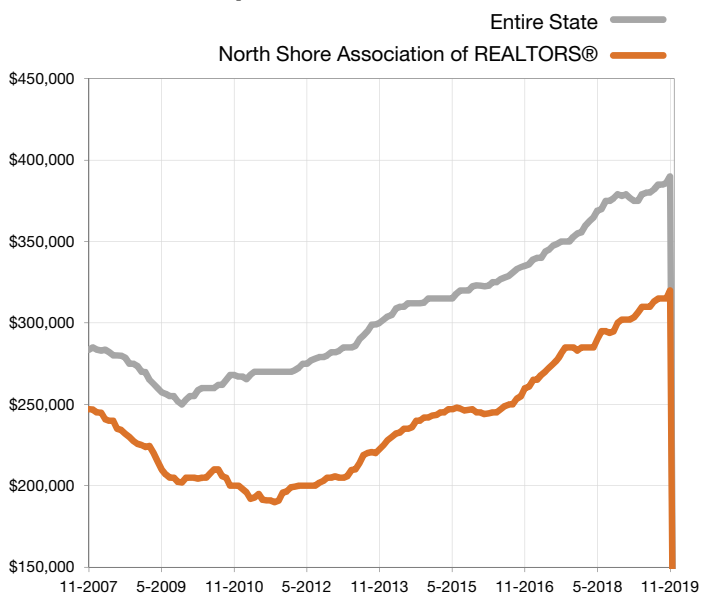
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.