

Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 27.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.6%

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

- 49.1%

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

Single-Family Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	461	535	+ 16.1%	2,119	1,852	- 12.6%
Closed Sales	450	326	- 27.6%	1,741	1,442	- 17.2%
Median Sales Price*	\$500,000	\$529,000	+ 5.8%	\$455,000	\$500,000	+ 9.9%
Inventory of Homes for Sale	864	401	- 53.6%	--	--	--
Months Supply of Inventory	2.6	1.3	- 49.7%	--	--	--
Cumulative Days on Market Until Sale	47	38	- 18.8%	56	47	- 16.2%
Percent of Original List Price Received*	99.0%	99.7%	+ 0.7%	97.5%	98.6%	+ 1.1%
New Listings	545	529	- 2.9%	2,688	2,100	- 21.9%

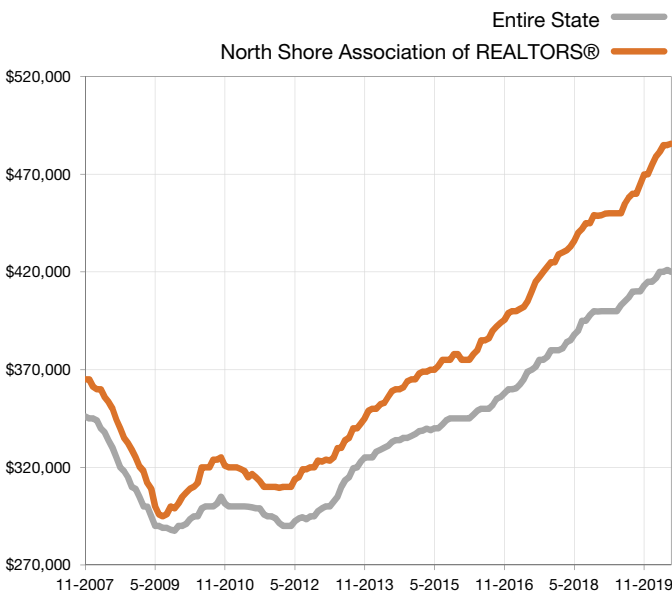
Condominium Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	187	217	+ 16.0%	1,005	825	- 17.9%
Closed Sales	186	137	- 26.3%	851	683	- 19.7%
Median Sales Price*	\$310,750	\$355,000	+ 14.2%	\$314,000	\$336,000	+ 7.0%
Inventory of Homes for Sale	347	215	- 38.0%	--	--	--
Months Supply of Inventory	2.3	1.5	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	43	52	+ 20.4%	52	54	+ 2.3%
Percent of Original List Price Received*	99.0%	99.8%	+ 0.8%	98.4%	99.2%	+ 0.8%
New Listings	221	224	+ 1.4%	1,221	954	- 21.9%

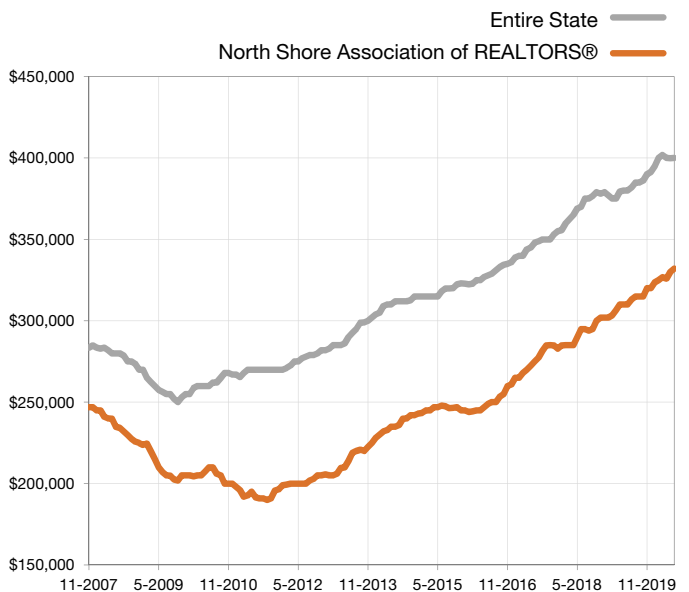
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.