North Shore REALTORS® October Housing Statistics

More Inventory but Less Closings

BEVERLY, MA – November 10, 2026 North Shore REALTORS® (NSR) has released housing data for October 2026.

October data provided the following key indicators:

- Inventory of Homes for Sale rises by more than 10% year over year, but new listings fall over that same period, which indicates more inventory is sitting on the market for longer periods.
- List Prices appear to be softening as year-over-year and year-to-date Percent of Original List Price Received declines, which might appear like a down market, but Median Sale Price continues to rise year over year.

“The North Shore market isn't slowing down as much as it's shifting gears”, says NSR President Lisa White. “Prices remain strong, inventory is finally giving buyers a little more breathing room and homes are taking a bit longer to sell. That's not necessarily a bad thing. Buyers are being more selective, and sellers are having to be more strategic. The days of putting a sign in the yard and expecting multiple offers aren't a given anymore. A well-priced, well-presented home will always have an advantage and will always be a competitive situation. We're not looking at a slow market; we're looking at one that's becoming a little more balanced, and quite frankly, that's a healthy change.”

Historic Data Spotlight

Single Family

YEAR	MEDIAN PRICE	CLOSED SALES	% OF ORIGINAL LIST PRICE RECEIVED
2026	$749,000	305	99.2%
2025	$745,000	335	99.4%
2021*	$595,000	382	103.0%
2016*	$399,940	394	97.1%

Condominium

YEAR	MEDIAN PRICE	CLOSED SALES	% OF ORIGINAL LIST PRICE RECEIVED
2026	$510,000	142	97.3%
2025	$500,000	169	98,2%
2021*	$335,000	143	101.7%
2016*	$274,900	155	97.6%

A complete breakdown of October’s data can be found here. Housing data encompasses Amesbury, Beverly, Danvers, Essex, Georgetown, Gloucester, Groveland, Hamilton, Haverhill, Ipswich, Lynn, Lynnfield, Manchester-by-the-Sea, Marblehead, Merrimac, Middleton, Nahant, Newbury, Newburyport, Peabody, Rockport, Rowley, Salisbury, Salem, Saugus, Swampscott, Topsfield, West Newbury, and Wenham.

*Does not include Amesbury, Newbury, Newburyport, Rowley, Salisbury, and West Newbury.

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About the North Shore REALTORS®

North Shore REALTORS® is a nonprofit advocacy, support, and education resource for REALTORS® and the public. As a member-based trade association, NSR brings together diverse perspectives from the real estate community across the North Shore of Massachusetts. NSR was founded in 1923 and currently serves upwards of 1,600 members.

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