

# Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore REALTORS®

**+ 24.2%**

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

**+ 13.3%**

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

**- 53.5%**

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

### Single-Family Properties

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	200	<b>369</b>	+ 84.5%	954	<b>1,126</b>	+ 18.0%
Closed Sales	218	<b>273</b>	+ 25.2%	863	<b>874</b>	+ 1.3%
Median Sales Price*	\$499,500	<b>\$585,000</b>	+ 17.1%	\$489,500	<b>\$560,000</b>	+ 14.4%
Inventory of Homes for Sale	483	<b>214</b>	- 55.7%	--	--	--
Months Supply of Inventory	1.5	<b>0.6</b>	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	40	<b>26</b>	- 36.3%	53	<b>33</b>	- 37.9%
Percent of Original List Price Received*	100.0%	<b>105.5%</b>	+ 5.5%	98.0%	<b>103.5%</b>	+ 5.6%
New Listings	228	<b>407</b>	+ 78.5%	1,146	<b>1,220</b>	+ 6.5%

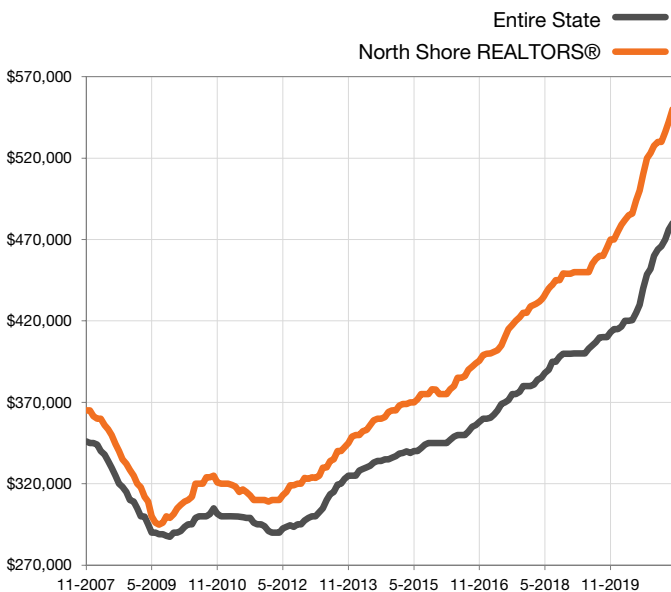
### Condominium Properties

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	79	<b>187</b>	+ 136.7%	452	<b>626</b>	+ 38.5%
Closed Sales	112	<b>137</b>	+ 22.3%	454	<b>498</b>	+ 9.7%
Median Sales Price*	\$331,250	<b>\$368,000</b>	+ 11.1%	\$332,250	<b>\$370,000</b>	+ 11.4%
Inventory of Homes for Sale	231	<b>118</b>	- 48.9%	--	--	--
Months Supply of Inventory	1.5	<b>0.7</b>	- 50.5%	--	--	--
Cumulative Days on Market Until Sale	49	<b>31</b>	- 36.3%	56	<b>40</b>	- 29.3%
Percent of Original List Price Received*	100.5%	<b>103.5%</b>	+ 3.0%	99.0%	<b>100.9%</b>	+ 2.0%
New Listings	101	<b>200</b>	+ 98.0%	545	<b>670</b>	+ 22.9%

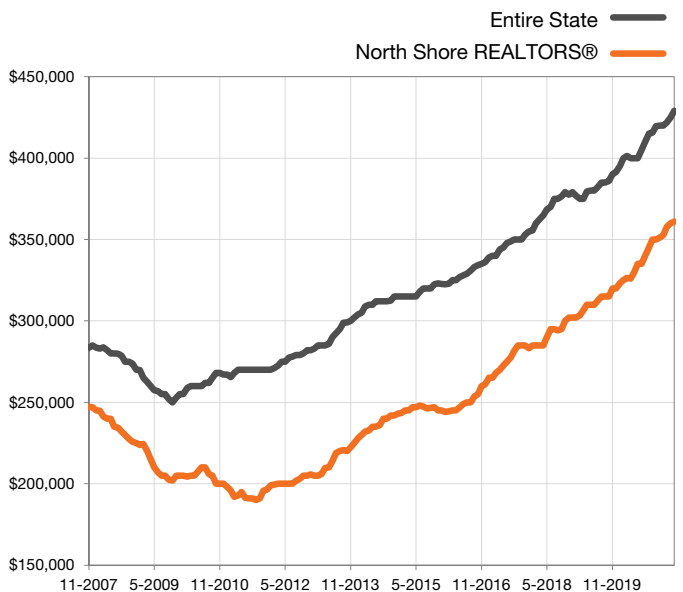
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.