

Local Market Update – August 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 7.5%

+ 12.8%

- 32.0%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	437	440	+ 0.7%	2,668	2,736	+ 2.5%
Closed Sales	424	418	- 1.4%	2,292	2,426	+ 5.8%
Median Sales Price*	\$553,500	\$602,750	+ 8.9%	\$519,000	\$600,000	+ 15.6%
Inventory of Homes for Sale	435	285	- 34.5%	--	--	--
Months Supply of Inventory	1.4	0.8	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	40	24	- 40.8%	43	27	- 37.4%
Percent of Original List Price Received*	100.7%	105.6%	+ 4.8%	99.5%	105.3%	+ 5.9%
New Listings	445	436	- 2.0%	2,990	3,033	+ 1.4%

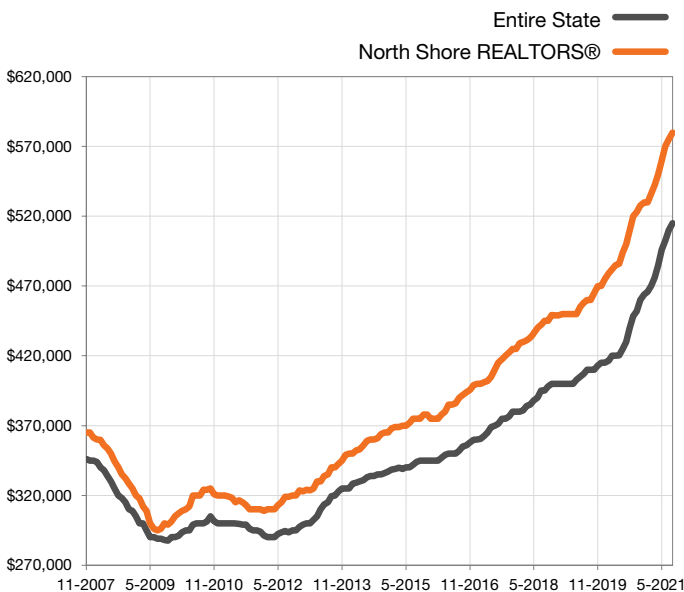
Condominium Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	216	175	- 19.0%	1,246	1,303	+ 4.6%
Closed Sales	206	165	- 19.9%	1,080	1,193	+ 10.5%
Median Sales Price*	\$344,750	\$390,000	+ 13.1%	\$340,000	\$385,000	+ 13.2%
Inventory of Homes for Sale	221	161	- 27.1%	--	--	--
Months Supply of Inventory	1.5	1.0	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	43	26	- 39.2%	50	32	- 36.5%
Percent of Original List Price Received*	100.6%	103.3%	+ 2.7%	99.6%	102.2%	+ 2.7%
New Listings	224	205	- 8.5%	1,406	1,484	+ 5.5%

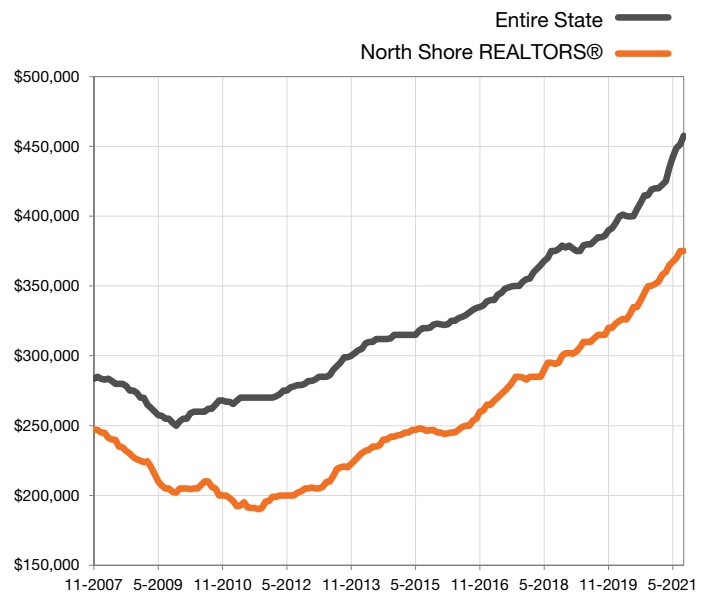
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.