

Local Market Update – December 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 13.5%

+ 13.7%

- 53.6%

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

	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	181	188	+ 3.9%	3,993	3,905	- 2.2%
Closed Sales	386	350	- 9.3%	3,942	3,898	- 1.1%
Median Sales Price*	\$535,000	\$599,950	+ 12.1%	\$527,700	\$600,000	+ 13.7%
Inventory of Homes for Sale	250	110	- 56.0%	--	--	--
Months Supply of Inventory	0.8	0.3	- 55.5%	--	--	--
Cumulative Days on Market Until Sale	30	27	- 9.0%	39	27	- 31.6%
Percent of Original List Price Received*	101.6%	102.9%	+ 1.3%	100.5%	104.6%	+ 4.0%
New Listings	164	132	- 19.5%	4,345	4,232	- 2.6%

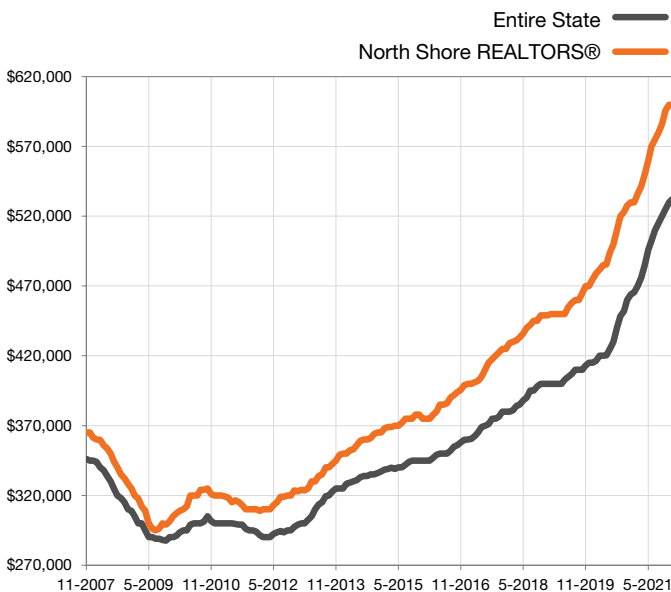
Condominium Properties

	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	133	104	- 21.8%	1,947	1,903	- 2.3%
Closed Sales	215	170	- 20.9%	1,888	1,910	+ 1.2%
Median Sales Price*	\$365,000	\$410,000	+ 12.3%	\$350,000	\$390,000	+ 11.4%
Inventory of Homes for Sale	153	77	- 49.7%	--	--	--
Months Supply of Inventory	1.0	0.5	- 50.3%	--	--	--
Cumulative Days on Market Until Sale	38	37	- 0.7%	45	31	- 30.1%
Percent of Original List Price Received*	99.6%	101.4%	+ 1.8%	99.8%	102.0%	+ 2.2%
New Listings	112	74	- 33.9%	2,141	2,088	- 2.5%

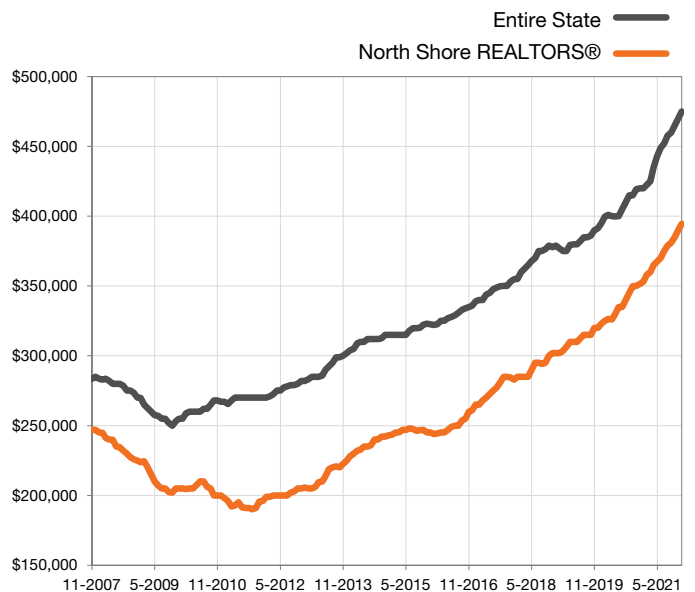
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.