

# Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore REALTORS®

**+ 12.1%**

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

**+ 12.9%**

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

**- 61.2%**

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

### Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	177	<b>192</b>	+ 8.5%	4,032	<b>4,031</b>	- 0.0%
Closed Sales	350	<b>380</b>	+ 8.6%	4,044	<b>3,936</b>	- 2.7%
Median Sales Price*	\$469,450	<b>\$540,000</b>	+ 15.0%	\$469,900	<b>\$528,000</b>	+ 12.4%
Inventory of Homes for Sale	488	<b>173</b>	- 64.5%	--	--	--
Months Supply of Inventory	1.4	<b>0.5</b>	- 63.6%	--	--	--
Cumulative Days on Market Until Sale	53	<b>30</b>	- 42.7%	50	<b>39</b>	- 21.6%
Percent of Original List Price Received*	97.2%	<b>101.6%</b>	+ 4.6%	97.9%	<b>100.5%</b>	+ 2.7%
New Listings	124	<b>165</b>	+ 33.1%	4,806	<b>4,358</b>	- 9.3%

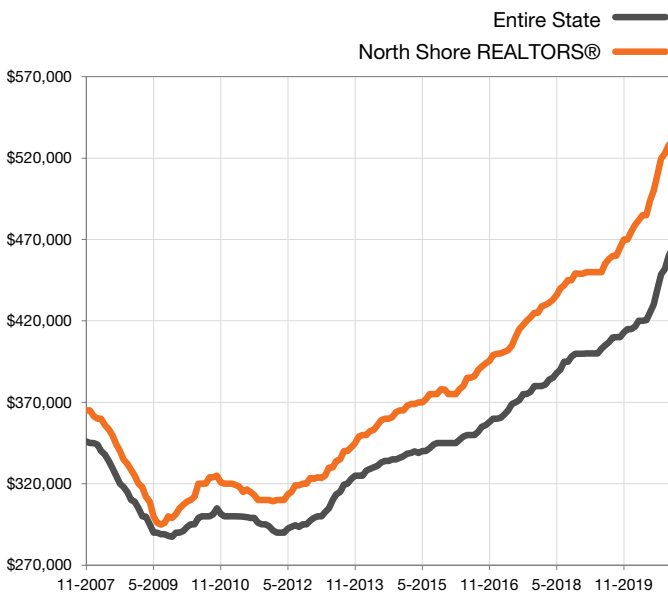
### Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	88	<b>136</b>	+ 54.5%	1,925	<b>1,954</b>	+ 1.5%
Closed Sales	179	<b>213</b>	+ 19.0%	1,893	<b>1,885</b>	- 0.4%
Median Sales Price*	\$339,900	<b>\$365,000</b>	+ 7.4%	\$320,000	<b>\$350,000</b>	+ 9.4%
Inventory of Homes for Sale	249	<b>113</b>	- 54.6%	--	--	--
Months Supply of Inventory	1.6	<b>0.7</b>	- 54.4%	--	--	--
Cumulative Days on Market Until Sale	53	<b>38</b>	- 28.8%	49	<b>45</b>	- 8.5%
Percent of Original List Price Received*	97.4%	<b>99.6%</b>	+ 2.2%	98.4%	<b>99.8%</b>	+ 1.4%
New Listings	67	<b>112</b>	+ 67.2%	2,267	<b>2,136</b>	- 5.8%

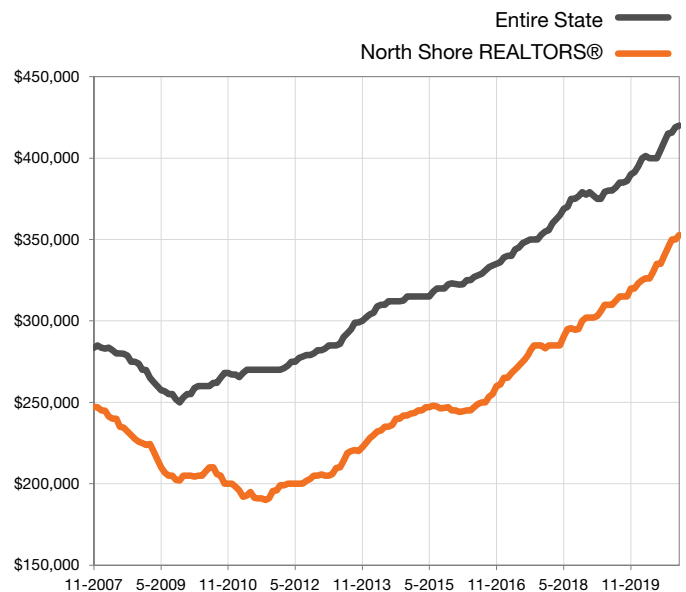
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.