

# Local Market Update – January 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore REALTORS®

**- 37.9%**

**+ 0.5%**

**- 10.2%**

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

	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	148	171	+ 15.5%	148	171	+ 15.5%
Closed Sales	225	131	- 41.8%	225	131	- 41.8%
Median Sales Price*	\$585,000	<b>\$592,500</b>	+ 1.3%	\$585,000	<b>\$592,500</b>	+ 1.3%
Inventory of Homes for Sale	197	<b>209</b>	+ 6.1%	--	--	--
Months Supply of Inventory	0.6	<b>0.8</b>	+ 28.4%	--	--	--
Cumulative Days on Market Until Sale	29	<b>36</b>	+ 24.4%	29	<b>36</b>	+ 24.4%
Percent of Original List Price Received*	101.8%	<b>98.1%</b>	- 3.6%	101.8%	<b>98.1%</b>	- 3.6%
New Listings	163	<b>194</b>	+ 19.0%	163	<b>194</b>	+ 19.0%

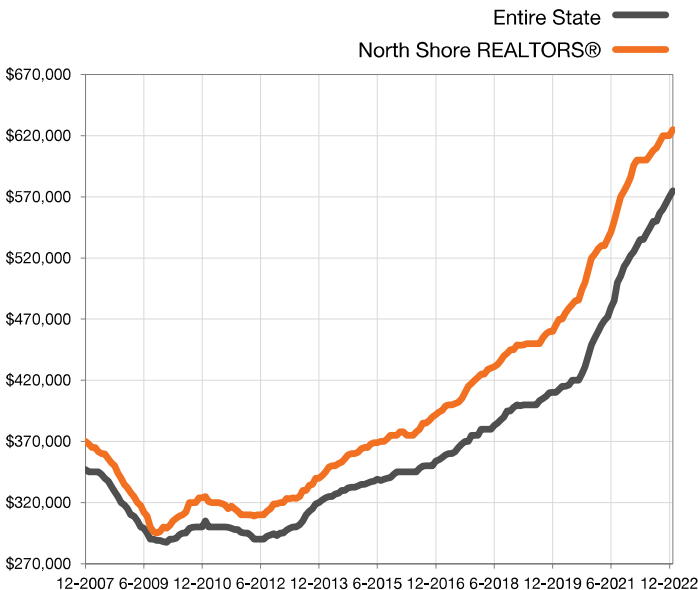
### Condominium Properties

	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	108	95	- 12.0%	108	95	- 12.0%
Closed Sales	115	80	- 30.4%	115	80	- 30.4%
Median Sales Price*	\$400,000	<b>\$440,400</b>	+ 10.1%	\$400,000	<b>\$440,400</b>	+ 10.1%
Inventory of Homes for Sale	128	<b>83</b>	- 35.2%	--	--	--
Months Supply of Inventory	0.8	<b>0.7</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	38	<b>44</b>	+ 14.7%	38	<b>44</b>	+ 14.7%
Percent of Original List Price Received*	101.5%	<b>97.5%</b>	- 4.0%	101.5%	<b>97.5%</b>	- 4.0%
New Listings	102	<b>85</b>	- 16.7%	102	<b>85</b>	- 16.7%

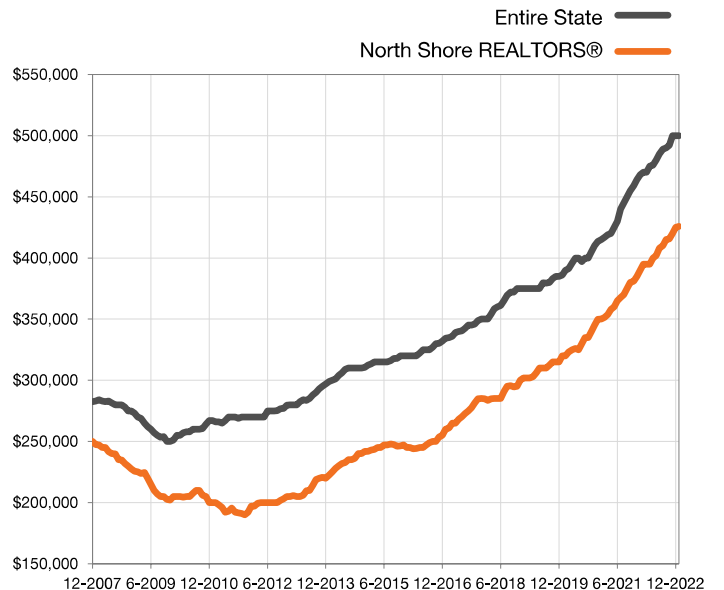
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.