

Local Market Update – July 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 10.3%

+ 16.2%

- 35.2%

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

	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	424	348	- 17.9%	2,232	2,322	+ 4.0%
Closed Sales	423	376	- 11.1%	1,869	2,003	+ 7.2%
Median Sales Price*	\$539,000	\$615,000	+ 14.1%	\$505,000	\$599,900	+ 18.8%
Inventory of Homes for Sale	479	303	- 36.7%	--	--	--
Months Supply of Inventory	1.5	0.9	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	33	22	- 34.4%	44	28	- 36.7%
Percent of Original List Price Received*	101.1%	106.5%	+ 5.4%	99.2%	105.3%	+ 6.1%
New Listings	453	431	- 4.9%	2,547	2,594	+ 1.8%

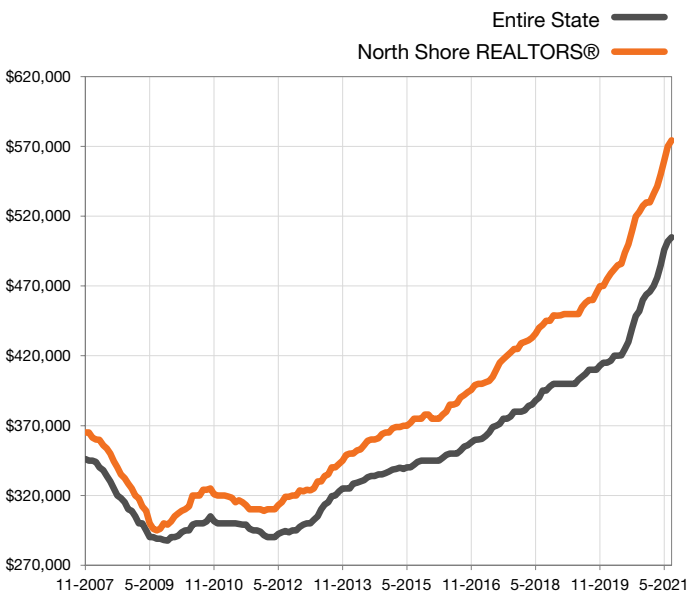
Condominium Properties

	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	220	163	- 25.9%	1,029	1,135	+ 10.3%
Closed Sales	187	171	- 8.6%	873	1,026	+ 17.5%
Median Sales Price*	\$347,000	\$391,000	+ 12.7%	\$340,000	\$385,000	+ 13.2%
Inventory of Homes for Sale	232	158	- 31.9%	--	--	--
Months Supply of Inventory	1.6	0.9	- 42.0%	--	--	--
Cumulative Days on Market Until Sale	45	27	- 41.3%	52	33	- 36.7%
Percent of Original List Price Received*	100.0%	102.8%	+ 2.8%	99.4%	102.1%	+ 2.8%
New Listings	224	199	- 11.2%	1,181	1,277	+ 8.1%

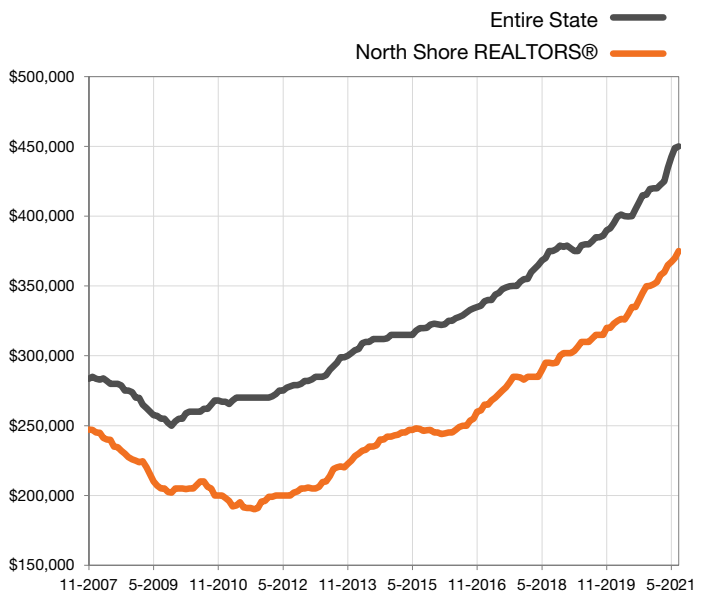
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.