

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 23.4%

+ 5.1%

- 49.4%

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		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	298	270	- 9.4%	1,891	1,547	- 18.2%
Closed Sales	314	248	- 21.0%	1,776	1,376	- 22.5%
Median Sales Price*	\$660,000	\$694,950	+ 5.3%	\$625,000	\$640,000	+ 2.4%
Inventory of Homes for Sale	549	282	- 48.6%	--	--	--
Months Supply of Inventory	1.8	1.2	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	20	29	+ 44.0%	23	33	+ 41.8%
Percent of Original List Price Received*	103.9%	103.6%	- 0.3%	105.8%	101.9%	- 3.7%
New Listings	385	255	- 33.8%	2,452	1,795	- 26.8%

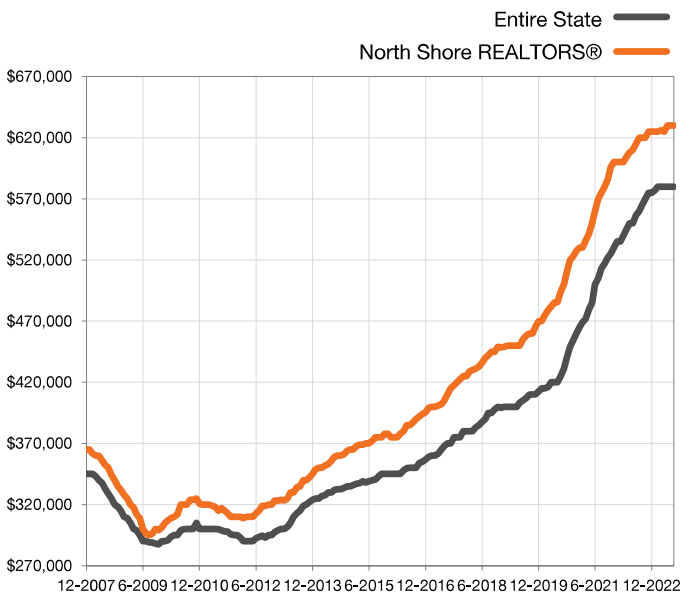
Condominium Properties

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	124	152	+ 22.6%	956	771	- 19.4%
Closed Sales	144	103	- 28.5%	938	688	- 26.7%
Median Sales Price*	\$430,500	\$487,000	+ 13.1%	\$420,000	\$440,450	+ 4.9%
Inventory of Homes for Sale	221	108	- 51.1%	--	--	--
Months Supply of Inventory	1.5	1.0	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	23	24	+ 2.7%	30	31	+ 3.9%
Percent of Original List Price Received*	103.8%	103.2%	- 0.6%	104.0%	101.6%	- 2.3%
New Listings	158	139	- 12.0%	1,124	844	- 24.9%

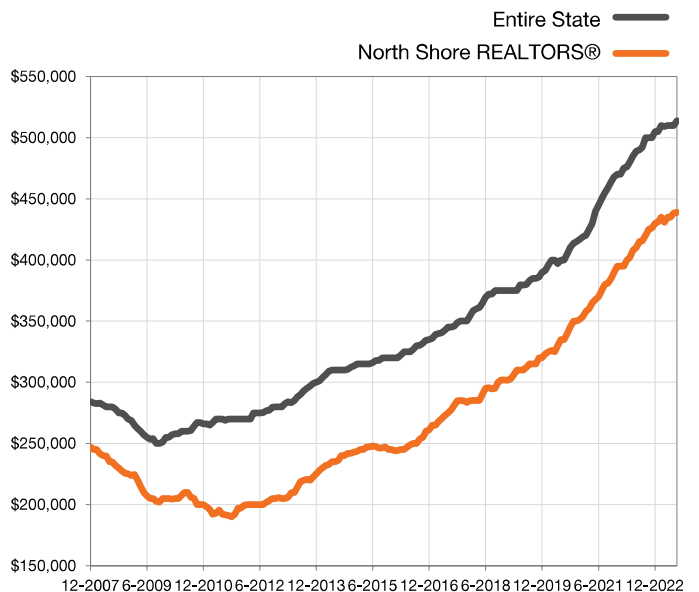
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.