

# Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore REALTORS®

**- 11.6%**

**+ 3.1%**

**- 32.0%**

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

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	169	<b>222</b>	+ 31.4%	469	<b>478</b>	+ 1.9%
Closed Sales	178	<b>135</b>	- 24.2%	443	<b>399</b>	- 9.9%
Median Sales Price*	\$620,000	<b>\$700,000</b>	+ 12.9%	\$600,000	<b>\$659,900</b>	+ 10.0%
Inventory of Homes for Sale	312	<b>190</b>	- 39.1%	--	--	--
Months Supply of Inventory	1.2	<b>0.9</b>	- 22.1%	--	--	--
Cumulative Days on Market Until Sale	49	<b>44</b>	- 11.3%	42	<b>42</b>	- 0.9%
Percent of Original List Price Received*	98.4%	<b>101.8%</b>	+ 3.4%	98.4%	<b>100.3%</b>	+ 1.9%
New Listings	258	<b>222</b>	- 14.0%	603	<b>535</b>	- 11.3%

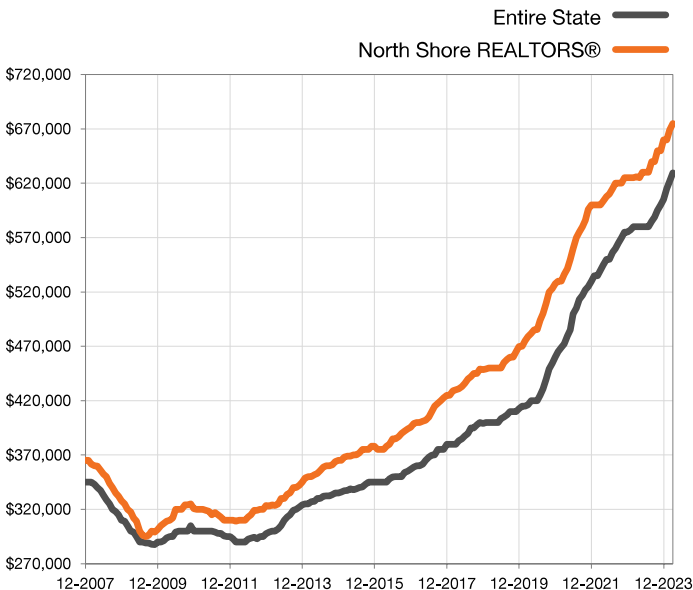
### Condominium Properties

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	91	<b>133</b>	+ 46.2%	254	<b>304</b>	+ 19.7%
Closed Sales	99	<b>110</b>	+ 11.1%	261	<b>249</b>	- 4.6%
Median Sales Price*	\$410,000	<b>\$449,500</b>	+ 9.6%	\$419,900	<b>\$449,000</b>	+ 6.9%
Inventory of Homes for Sale	119	<b>103</b>	- 13.4%	--	--	--
Months Supply of Inventory	1.0	<b>1.0</b>	+ 0.6%	--	--	--
Cumulative Days on Market Until Sale	37	<b>33</b>	- 9.7%	39	<b>37</b>	- 3.7%
Percent of Original List Price Received*	99.6%	<b>101.2%</b>	+ 1.6%	98.7%	<b>99.9%</b>	+ 1.2%
New Listings	118	<b>123</b>	+ 4.2%	284	<b>329</b>	+ 15.8%

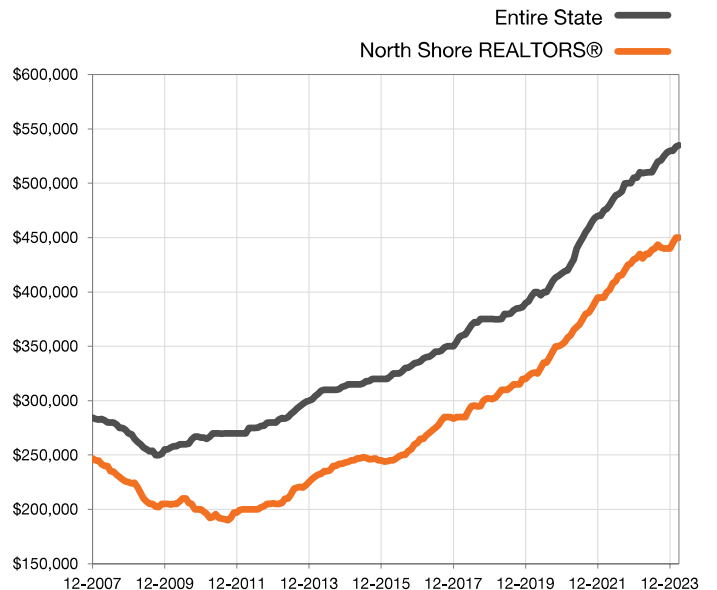
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.