

Local Market Update – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 6.9%

+ 11.1%

- 44.1%

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

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	304	318	+ 4.6%	3,812	3,737	- 2.0%
Closed Sales	414	345	- 16.7%	3,556	3,545	- 0.3%
Median Sales Price*	\$532,250	\$600,000	+ 12.7%	\$525,000	\$600,000	+ 14.3%
Inventory of Homes for Sale	323	183	- 43.3%	--	--	--
Months Supply of Inventory	1.0	0.6	- 43.7%	--	--	--
Cumulative Days on Market Until Sale	30	27	- 10.1%	40	27	- 33.4%
Percent of Original List Price Received*	102.0%	102.9%	+ 0.9%	100.4%	104.7%	+ 4.3%
New Listings	264	274	+ 3.8%	4,182	4,099	- 2.0%

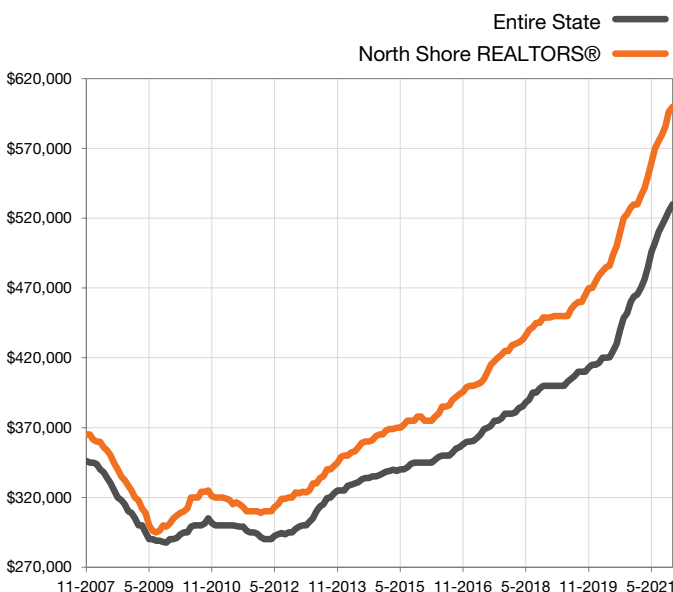
Condominium Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	142	157	+ 10.6%	1,814	1,807	- 0.4%
Closed Sales	191	218	+ 14.1%	1,673	1,737	+ 3.8%
Median Sales Price*	\$370,000	\$417,500	+ 12.8%	\$349,900	\$390,000	+ 11.5%
Inventory of Homes for Sale	208	114	- 45.2%	--	--	--
Months Supply of Inventory	1.3	0.7	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	41	32	- 22.3%	46	31	- 32.7%
Percent of Original List Price Received*	100.1%	100.4%	+ 0.4%	99.8%	102.1%	+ 2.3%
New Listings	126	139	+ 10.3%	2,030	2,015	- 0.7%

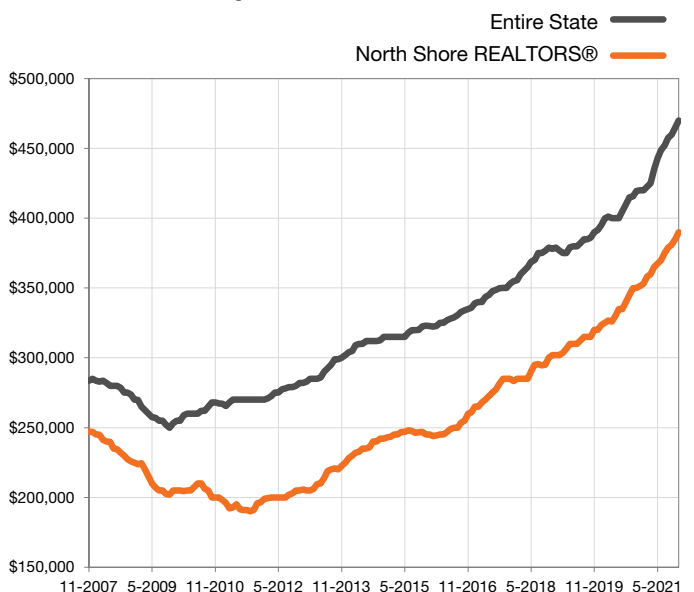
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.