

Local Market Update – September 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 11.9%

+ 11.1%

- 23.4%

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

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	419	381	- 9.1%	3,087	3,074	- 0.4%
Closed Sales	425	377	- 11.3%	2,717	2,810	+ 3.4%
Median Sales Price*	\$555,000	\$612,000	+ 10.3%	\$524,900	\$600,000	+ 14.3%
Inventory of Homes for Sale	433	356	- 17.8%	--	--	--
Months Supply of Inventory	1.4	1.1	- 23.7%	--	--	--
Cumulative Days on Market Until Sale	36	25	- 28.6%	42	27	- 36.1%
Percent of Original List Price Received*	101.6%	104.3%	+ 2.7%	99.8%	105.2%	+ 5.4%
New Listings	479	467	- 2.5%	3,468	3,493	+ 0.7%

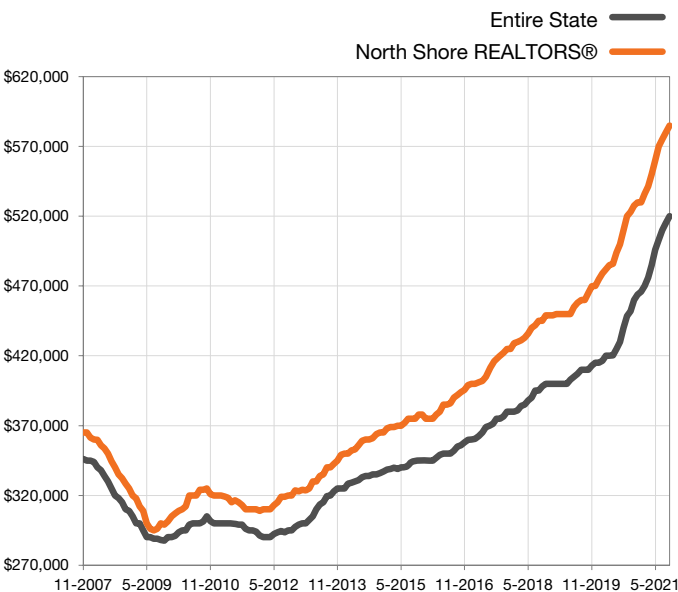
Condominium Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	198	190	- 4.0%	1,444	1,481	+ 2.6%
Closed Sales	203	176	- 13.3%	1,283	1,373	+ 7.0%
Median Sales Price*	\$376,600	\$404,000	+ 7.3%	\$346,000	\$390,000	+ 12.7%
Inventory of Homes for Sale	252	169	- 32.9%	--	--	--
Months Supply of Inventory	1.7	1.0	- 39.7%	--	--	--
Cumulative Days on Market Until Sale	37	23	- 35.9%	48	31	- 36.0%
Percent of Original List Price Received*	100.5%	103.2%	+ 2.6%	99.7%	102.4%	+ 2.6%
New Listings	261	203	- 22.2%	1,668	1,689	+ 1.3%

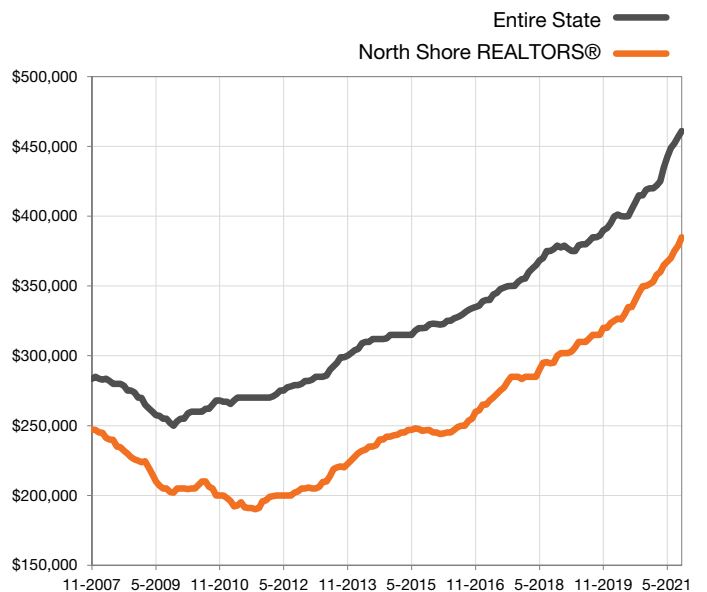
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.