

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 31.1%

+ 0.4%

- 34.3%

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		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	288	251	- 12.8%	2,526	1,993	- 21.1%
Closed Sales	329	214	- 35.0%	2,502	1,847	- 26.2%
Median Sales Price*	\$640,000	\$666,250	+ 4.1%	\$630,000	\$654,500	+ 3.9%
Inventory of Homes for Sale	526	322	- 38.8%	--	--	--
Months Supply of Inventory	1.8	1.4	- 17.7%	--	--	--
Cumulative Days on Market Until Sale	29	26	- 10.6%	24	31	+ 30.4%
Percent of Original List Price Received*	101.5%	102.4%	+ 0.9%	104.7%	102.0%	- 2.6%
New Listings	370	304	- 17.8%	3,179	2,373	- 25.4%

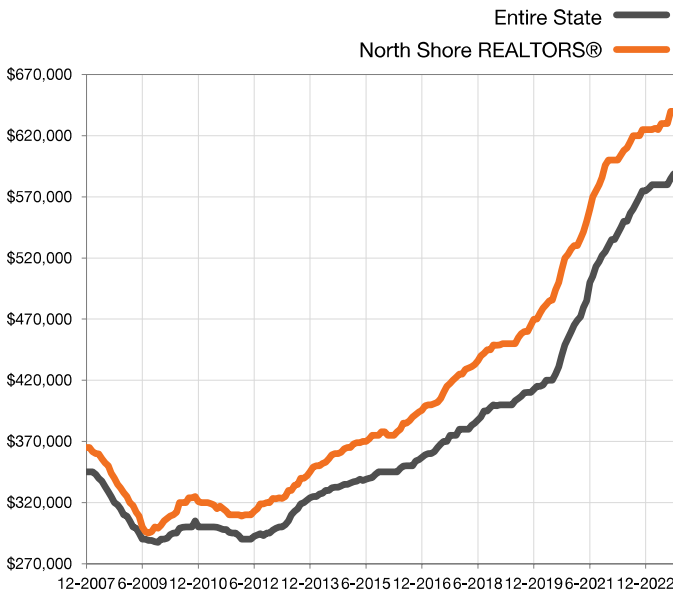
Condominium Properties

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	104	142	+ 36.5%	1,203	1,009	- 16.1%
Closed Sales	144	112	- 22.2%	1,229	938	- 23.7%
Median Sales Price*	\$425,600	\$446,000	+ 4.8%	\$424,000	\$448,372	+ 5.7%
Inventory of Homes for Sale	197	153	- 22.3%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 8.1%	--	--	--
Cumulative Days on Market Until Sale	29	21	- 28.2%	29	30	+ 1.0%
Percent of Original List Price Received*	101.4%	103.0%	+ 1.6%	103.5%	102.0%	- 1.4%
New Listings	152	193	+ 27.0%	1,393	1,167	- 16.2%

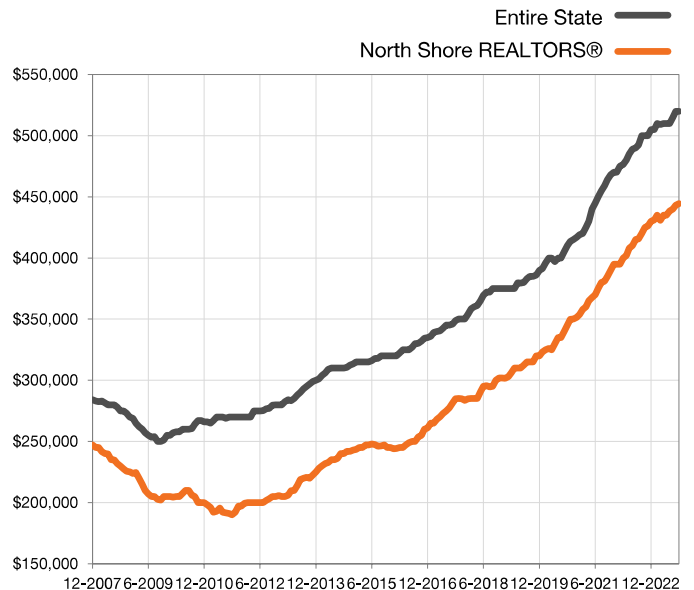
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.