

Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 24.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.1%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 51.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | September | | | Year to Date | | |
|------------------------------------------|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| Pending Sales | 340 | 453 | + 33.2% | 3,226 | 3,149 | - 2.4% |
| Closed Sales | 335 | 421 | + 25.7% | 3,015 | 2,711 | - 10.1% |
| Median Sales Price* | \$474,000 | \$555,000 | + 17.1% | \$469,000 | \$524,000 | + 11.7% |
| Inventory of Homes for Sale | 829 | 350 | - 57.8% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 1.1 | - 54.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 46 | 36 | - 22.7% | 51 | 42 | - 17.4% |
| Percent of Original List Price Received* | 97.7% | 101.6% | + 4.0% | 97.9% | 99.8% | + 2.0% |
| New Listings | 491 | 486 | - 1.0% | 4,006 | 3,481 | - 13.1% |

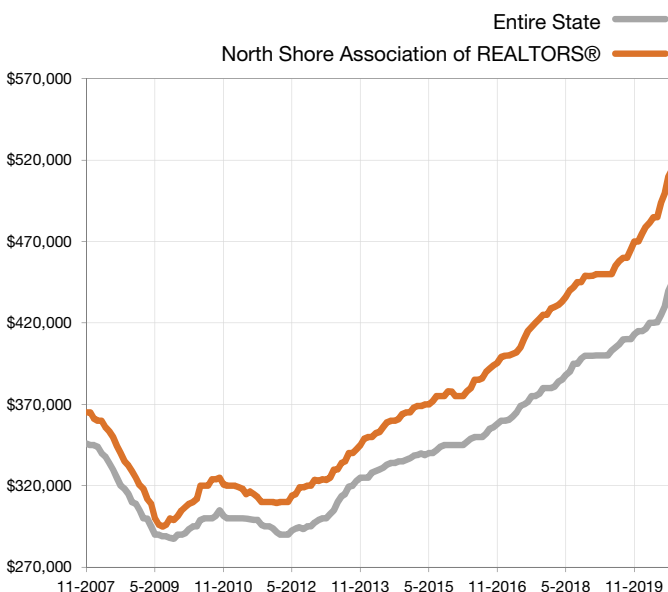
Condominium Properties

| | September | | | Year to Date | | |
|------------------------------------------|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| Pending Sales | 172 | 202 | + 17.4% | 1,516 | 1,449 | - 4.4% |
| Closed Sales | 162 | 200 | + 23.5% | 1,398 | 1,280 | - 8.4% |
| Median Sales Price* | \$324,950 | \$375,000 | + 15.4% | \$315,000 | \$345,000 | + 9.5% |
| Inventory of Homes for Sale | 357 | 222 | - 37.8% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.5 | - 35.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 50 | 36 | - 27.0% | 49 | 48 | - 2.2% |
| Percent of Original List Price Received* | 98.1% | 100.5% | + 2.4% | 98.5% | 99.7% | + 1.2% |
| New Listings | 245 | 257 | + 4.9% | 1,849 | 1,659 | - 10.3% |

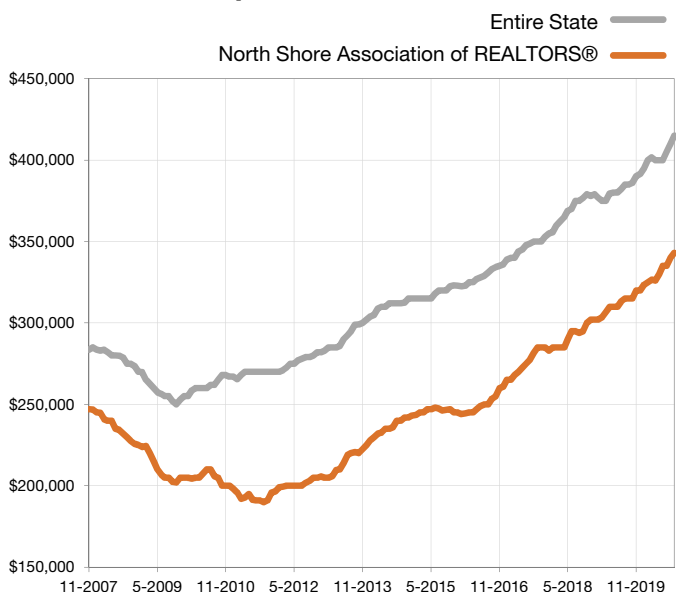
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.