

North Shore REALTORS® July Housing Statistics
Pending Sales Skyrocket

BEVERLY, MA – August 15, 2024 North Shore REALTORS® (NSR) has released housing data for July 2024. In July, inventory remains stable and pending sales of single-family homes have the highest year over year increase since April 2021.

July data provided the following key indicators:

- The percentage of list price to sale price fell for both single families and condominiums but remains above 100%. On average, buyers should still expect a property to go over list price.
- After year-over-year closed sales were down 7.8% in June, they boomeranged back up 9.6% for July. With continuing high pending sales, this trend of increased closed sales should continue in August.

"The North Shore is benefiting from a gradual increase in housing inventory in the first half of 2024," says NSR President Tyson Lynch. "In July, there were over 11% more new listings and nearly 43% more pending single-family home sales compared to the same period in 2023. This increase in activity demonstrates a strong demand for homes, driven by favorable interest rates and growing market confidence. It's crucial to maintain this momentum by providing a wide range of housing options to meet the needs of our region. This will support consistent growth and create a thriving environment for both buyers and sellers. NSR is committed to working with local stakeholders to address any potential challenges and capitalize on the opportunities presented by this positive trend."

Historic Data Spotlight

Single Family

YEAR	MEDIAN PRICE	CLOSED SALES	INVENTORY
2024	\$713,209	277	375
2019	\$489,900	457	677
2014	\$380,000	422	1,398

Condominium

YEAR	MEDIAN PRICE	CLOSED SALES	INVENTORY
2024	\$495,000	111	140
2019	\$316,100	173	292
2014	\$243,500	195	519

[A complete breakdown of July's data can be found here.](#) Housing data encompasses Beverly, Danvers, Essex, Georgetown, Gloucester, Groveland, Hamilton, Haverhill, Ipswich, Lynn, Lynnfield, Manchester-by-the-Sea, Marblehead, Merrimac, Middleton, Nahant, Peabody, Rockport, Salem, Saugus, Swampscott, Topsfield, and Wenham.

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About the North Shore REALTORS®

North Shore REALTORS® is a nonprofit advocacy, support, and education resource for REALTORS® and the public. As a member-based trade association, NSR brings together diverse perspectives from the real estate community across the North Shore of Massachusetts. NSR was founded in 1923 and currently serves upwards of 1,300 members.

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