

# Local Market Update – April 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 19.3%**

**+ 15.4%**

**- 40.8%**

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

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	395	211	- 46.6%	1,193	978	- 18.0%
Closed Sales	242	213	- 12.0%	940	858	- 8.7%
Median Sales Price*	\$445,000	<b>\$500,000</b>	+ 12.4%	\$439,000	<b>\$490,000</b>	+ 11.6%
Inventory of Homes for Sale	704	<b>396</b>	- 43.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.2</b>	- 42.6%	--	--	--
Cumulative Days on Market Until Sale	61	<b>41</b>	- 33.1%	63	<b>54</b>	- 15.0%
Percent of Original List Price Received*	97.9%	<b>100.0%</b>	+ 2.1%	96.4%	<b>98.0%</b>	+ 1.7%
New Listings	551	<b>228</b>	- 58.6%	1,484	<b>1,147</b>	- 22.7%

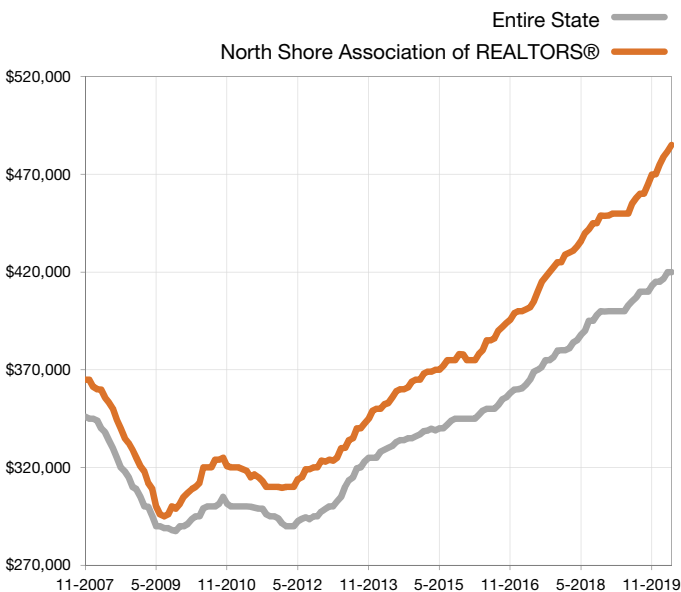
### Condominium Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	179	83	- 53.6%	618	462	- 25.2%
Closed Sales	156	108	- 30.8%	475	448	- 5.7%
Median Sales Price*	\$313,750	<b>\$333,750</b>	+ 6.4%	\$310,000	<b>\$332,250</b>	+ 7.2%
Inventory of Homes for Sale	281	<b>187</b>	- 33.5%	--	--	--
Months Supply of Inventory	1.8	<b>1.2</b>	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	60	<b>48</b>	- 20.3%	60	<b>56</b>	- 6.9%
Percent of Original List Price Received*	98.4%	<b>100.6%</b>	+ 2.2%	97.6%	<b>99.0%</b>	+ 1.4%
New Listings	221	<b>101</b>	- 54.3%	720	<b>544</b>	- 24.4%

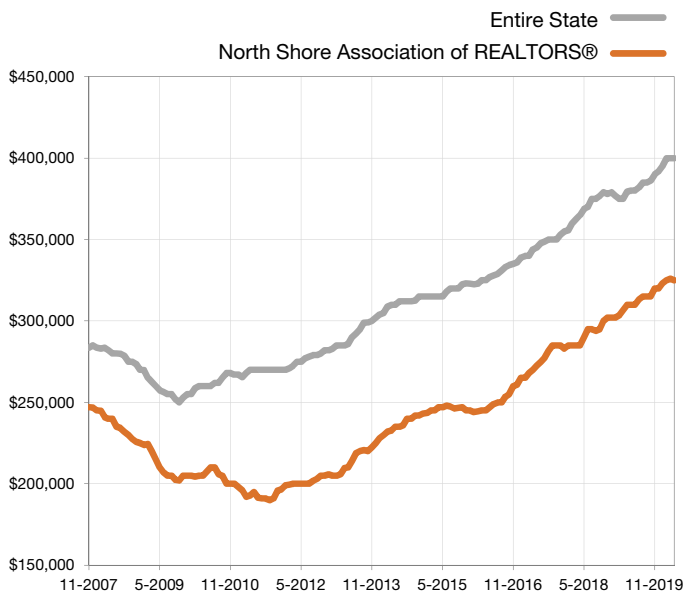
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.