

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 1.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 11.6%**

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

**- 25.4%**

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

### Single-Family Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	344	<b>386</b>	+ 12.2%	1,144	<b>1,150</b>	+ 0.5%
Closed Sales	262	<b>262</b>	0.0%	972	<b>932</b>	- 4.1%
Median Sales Price*	\$400,000	<b>\$440,000</b>	+ 10.0%	\$399,950	<b>\$427,000</b>	+ 6.8%
Inventory of Homes for Sale	732	<b>544</b>	- 25.7%	--	--	--
Months Supply of Inventory	2.1	<b>1.6</b>	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	57	<b>53</b>	- 6.6%	62	<b>62</b>	+ 0.9%
Percent of Original List Price Received*	98.4%	<b>99.4%</b>	+ 1.0%	97.1%	<b>97.9%</b>	+ 0.8%
New Listings	497	<b>529</b>	+ 6.4%	1,459	<b>1,392</b>	- 4.6%

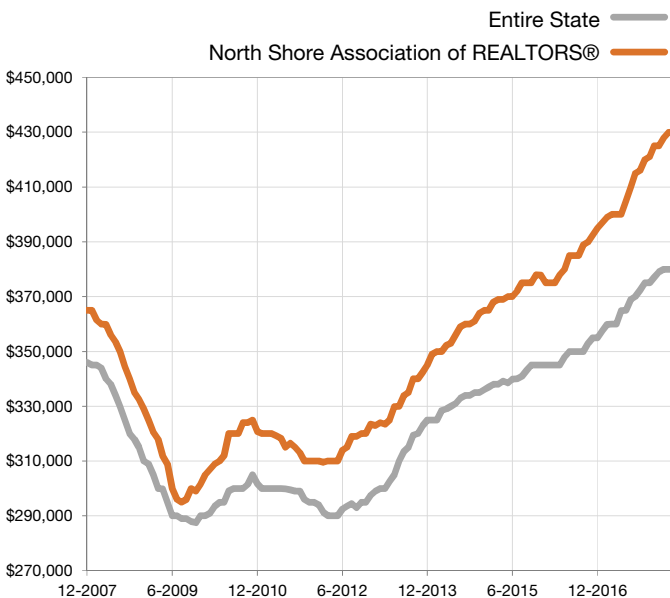
### Condominium Properties

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	170	<b>191</b>	+ 12.4%	603	<b>616</b>	+ 2.2%
Closed Sales	140	<b>145</b>	+ 3.6%	527	<b>474</b>	- 10.1%
Median Sales Price*	\$280,000	<b>\$285,000</b>	+ 1.8%	\$281,107	<b>\$292,250</b>	+ 4.0%
Inventory of Homes for Sale	284	<b>214</b>	- 24.6%	--	--	--
Months Supply of Inventory	1.7	<b>1.3</b>	- 22.8%	--	--	--
Cumulative Days on Market Until Sale	68	<b>45</b>	- 34.4%	68	<b>53</b>	- 22.5%
Percent of Original List Price Received*	98.1%	<b>99.1%</b>	+ 1.0%	97.8%	<b>98.6%</b>	+ 0.8%
New Listings	213	<b>257</b>	+ 20.7%	711	<b>703</b>	- 1.1%

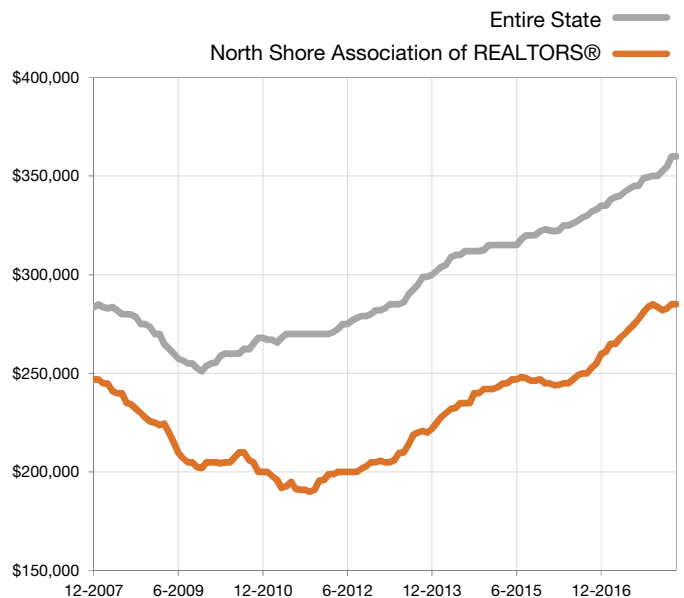
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.