

# Local Market Update – August 2019

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

**+ 6.5%**

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

**- 19.8%**

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

### Single-Family Properties

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	366	<b>400</b>	+ 9.3%	2,800	<b>2,934</b>	+ 4.8%
Closed Sales	465	<b>476</b>	+ 2.4%	2,638	<b>2,674</b>	+ 1.4%
Median Sales Price*	\$465,000	<b>\$494,000</b>	+ 6.2%	\$450,000	<b>\$466,500</b>	+ 3.7%
Inventory of Homes for Sale	843	<b>641</b>	- 24.0%	--	--	--
Months Supply of Inventory	2.5	<b>1.9</b>	- 24.3%	--	--	--
Cumulative Days on Market Until Sale	41	<b>40</b>	- 2.7%	49	<b>51</b>	+ 5.1%
Percent of Original List Price Received*	98.9%	<b>98.3%</b>	- 0.5%	98.9%	<b>97.9%</b>	- 1.0%
New Listings	425	<b>411</b>	- 3.3%	3,567	<b>3,514</b>	- 1.5%

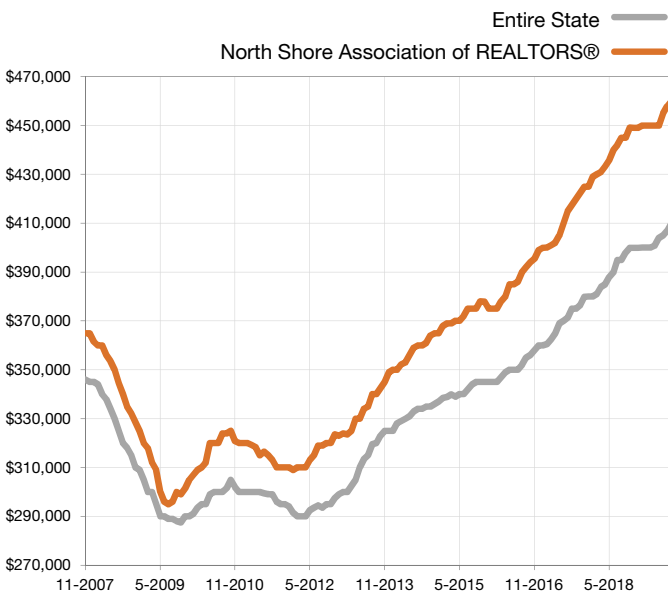
### Condominium Properties

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	155	<b>169</b>	+ 9.0%	1,325	<b>1,371</b>	+ 3.5%
Closed Sales	206	<b>203</b>	- 1.5%	1,269	<b>1,232</b>	- 2.9%
Median Sales Price*	\$314,500	<b>\$333,000</b>	+ 5.9%	\$301,000	<b>\$315,000</b>	+ 4.7%
Inventory of Homes for Sale	301	<b>276</b>	- 8.3%	--	--	--
Months Supply of Inventory	1.9	<b>1.8</b>	- 3.0%	--	--	--
Cumulative Days on Market Until Sale	50	<b>44</b>	- 12.0%	45	<b>49</b>	+ 7.8%
Percent of Original List Price Received*	99.8%	<b>98.7%</b>	- 1.1%	99.6%	<b>98.6%</b>	- 1.0%
New Listings	185	<b>171</b>	- 7.6%	1,587	<b>1,610</b>	+ 1.4%

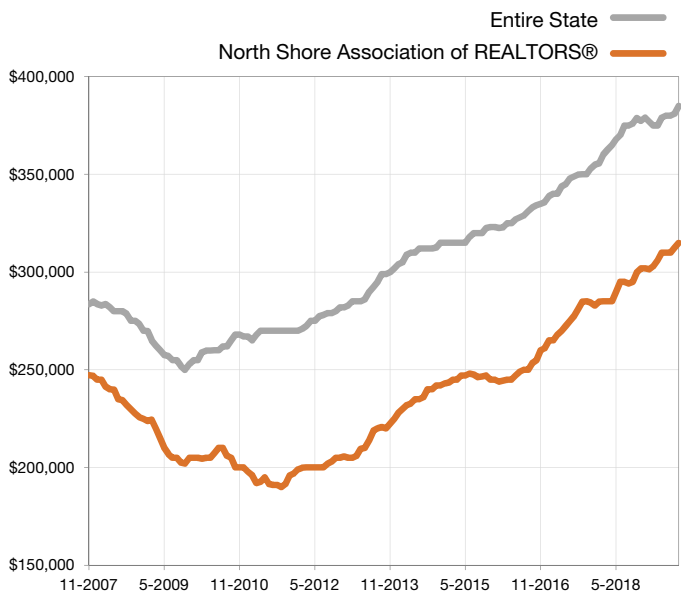
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.