

# Local Market Update – August 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 9.8%**

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

**+ 8.1%**

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

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	373	471	+ 26.3%	2,886	2,729	- 5.4%
Closed Sales	479	417	- 12.9%	2,680	2,284	- 14.8%
Median Sales Price*	\$494,000	\$552,000	+ 11.7%	\$466,000	\$518,500	+ 11.3%
Inventory of Homes for Sale	766	344	- 55.1%	--	--	--
Months Supply of Inventory	2.3	1.1	- 49.8%	--	--	--
Cumulative Days on Market Until Sale	41	40	- 2.0%	52	43	- 16.0%
Percent of Original List Price Received*	98.3%	100.7%	+ 2.5%	97.9%	99.5%	+ 1.6%
New Listings	412	450	+ 9.2%	3,515	3,003	- 14.6%

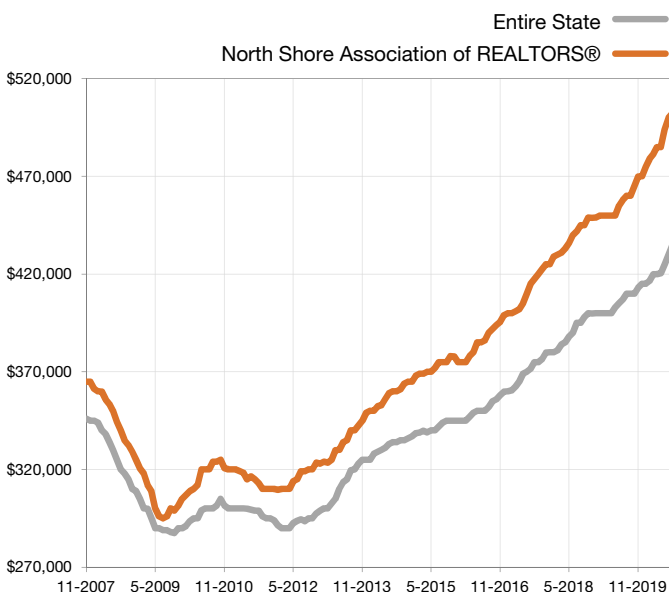
### Condominium Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	158	221	+ 39.9%	1,344	1,258	- 6.4%
Closed Sales	207	202	- 2.4%	1,236	1,076	- 12.9%
Median Sales Price*	\$335,000	\$340,000	+ 1.5%	\$315,000	\$340,000	+ 7.9%
Inventory of Homes for Sale	330	184	- 44.2%	--	--	--
Months Supply of Inventory	2.2	1.3	- 41.8%	--	--	--
Cumulative Days on Market Until Sale	47	43	- 7.0%	49	50	+ 2.5%
Percent of Original List Price Received*	98.7%	100.6%	+ 1.9%	98.6%	99.6%	+ 1.0%
New Listings	171	223	+ 30.4%	1,604	1,400	- 12.7%

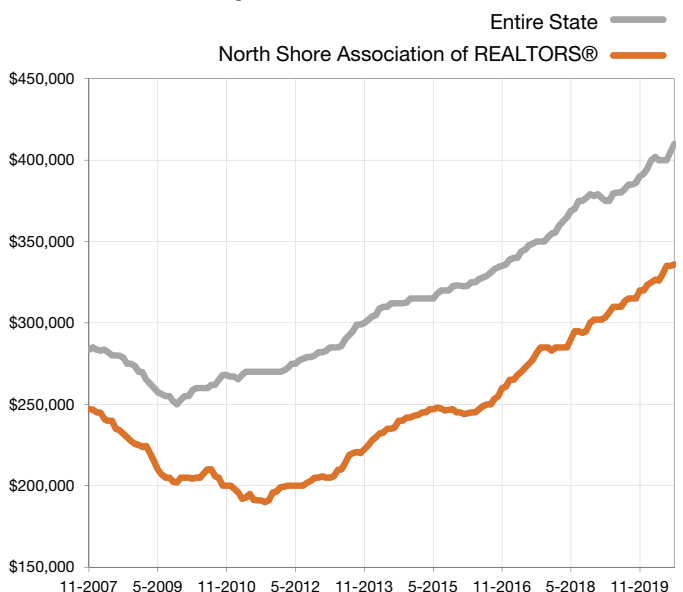
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.