

# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 1.2%**

**+ 10.4%**

**- 36.5%**

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

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	262	<b>229</b>	- 12.6%	262	<b>229</b>	- 12.6%
Closed Sales	229	<b>217</b>	- 5.2%	229	<b>217</b>	- 5.2%
Median Sales Price*	\$418,000	<b>\$479,000</b>	+ 14.6%	\$418,000	<b>\$479,000</b>	+ 14.6%
Inventory of Homes for Sale	578	<b>347</b>	- 40.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.0</b>	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	64	<b>51</b>	- 20.1%	64	<b>51</b>	- 20.1%
Percent of Original List Price Received*	94.9%	<b>96.6%</b>	+ 1.8%	94.9%	<b>96.6%</b>	+ 1.8%
New Listings	257	<b>236</b>	- 8.2%	257	<b>236</b>	- 8.2%

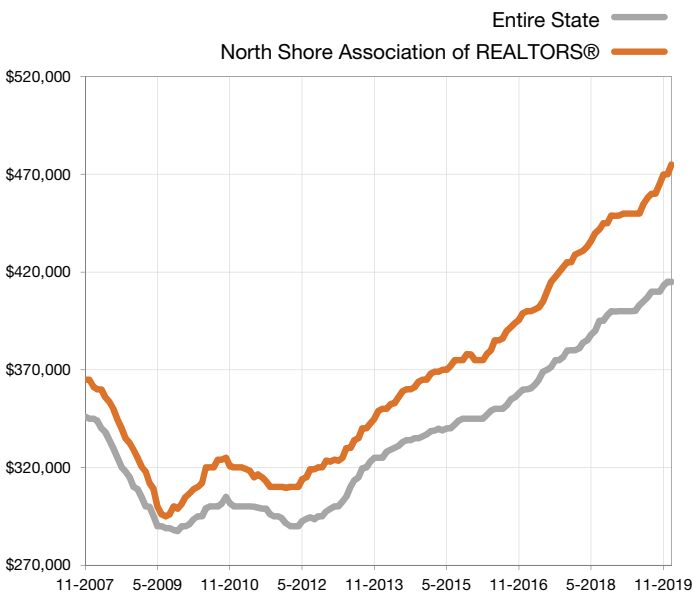
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	135	<b>152</b>	+ 12.6%	135	<b>152</b>	+ 12.6%
Closed Sales	93	<b>101</b>	+ 8.6%	93	<b>101</b>	+ 8.6%
Median Sales Price*	\$300,000	<b>\$300,000</b>	0.0%	\$300,000	<b>\$300,000</b>	0.0%
Inventory of Homes for Sale	260	<b>185</b>	- 28.8%	--	--	--
Months Supply of Inventory	1.7	<b>1.2</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	55	<b>63</b>	+ 14.6%	55	<b>63</b>	+ 14.6%
Percent of Original List Price Received*	97.8%	<b>97.9%</b>	+ 0.0%	97.8%	<b>97.9%</b>	+ 0.0%
New Listings	144	<b>146</b>	+ 1.4%	144	<b>146</b>	+ 1.4%

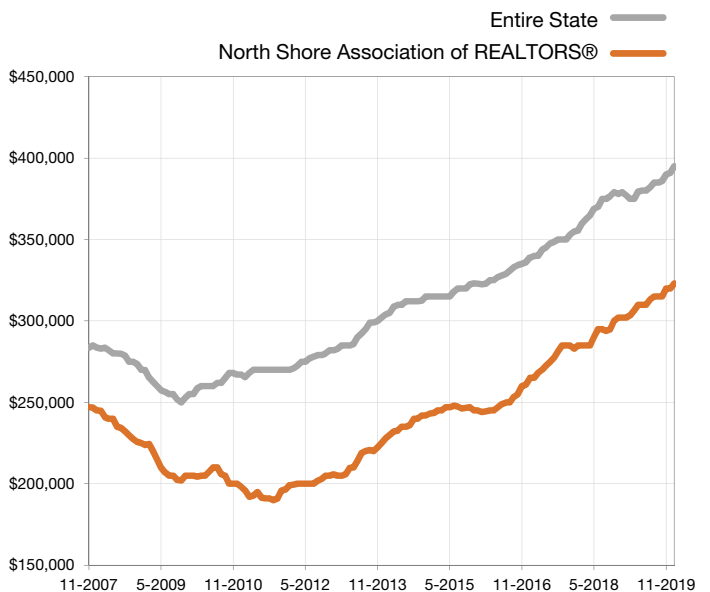
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.