

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 16.6%

+ 3.4%

- 2.9%

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		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	204	282	+ 38.2%	204	282	+ 38.2%
Closed Sales	273	228	- 16.5%	273	228	- 16.5%
Median Sales Price*	\$415,000	\$416,150	+ 0.3%	\$415,000	\$416,150	+ 0.3%
Inventory of Homes for Sale	512	481	- 6.1%	--	--	--
Months Supply of Inventory	1.5	1.4	- 3.9%	--	--	--
Cumulative Days on Market Until Sale	56	64	+ 13.2%	56	64	+ 13.2%
Percent of Original List Price Received*	97.4%	94.9%	- 2.6%	97.4%	94.9%	- 2.6%
New Listings	205	258	+ 25.9%	205	258	+ 25.9%

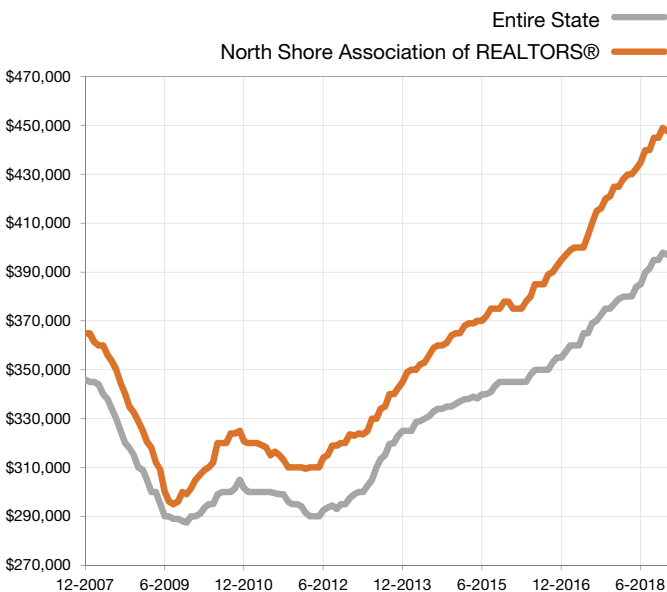
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	129	146	+ 13.2%	129	146	+ 13.2%
Closed Sales	113	94	- 16.8%	113	94	- 16.8%
Median Sales Price*	\$299,900	\$300,000	+ 0.0%	\$299,900	\$300,000	+ 0.0%
Inventory of Homes for Sale	201	211	+ 5.0%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	50	55	+ 9.9%	50	55	+ 9.9%
Percent of Original List Price Received*	97.8%	98.1%	+ 0.3%	97.8%	98.1%	+ 0.3%
New Listings	126	143	+ 13.5%	126	143	+ 13.5%

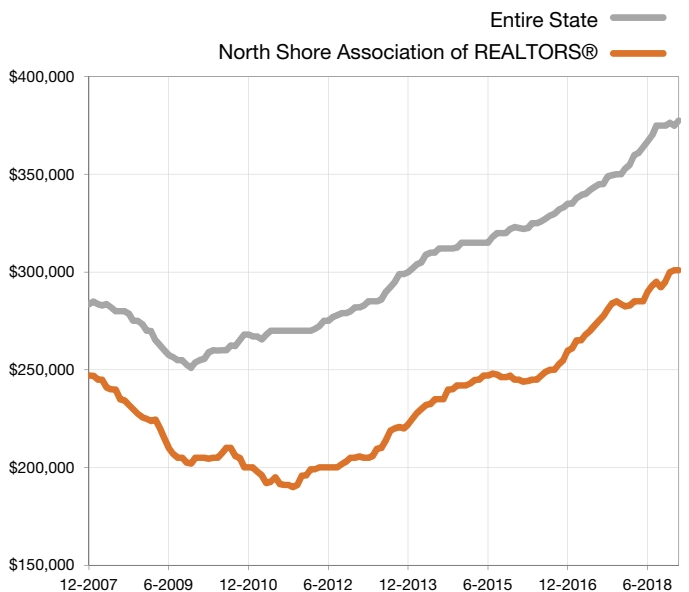
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.