

Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 4.7%

+ 10.6%

- 49.3%

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

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	394	447	+ 13.5%	2,513	2,280	- 9.3%
Closed Sales	460	420	- 8.7%	2,201	1,864	- 15.3%
Median Sales Price*	\$489,950	\$539,500	+ 10.1%	\$460,000	\$505,500	+ 9.9%
Inventory of Homes for Sale	811	393	- 51.5%	--	--	--
Months Supply of Inventory	2.4	1.3	- 46.9%	--	--	--
Cumulative Days on Market Until Sale	44	33	- 24.9%	54	44	- 18.1%
Percent of Original List Price Received*	99.0%	101.1%	+ 2.1%	97.8%	99.2%	+ 1.4%
New Listings	415	456	+ 9.9%	3,103	2,556	- 17.6%

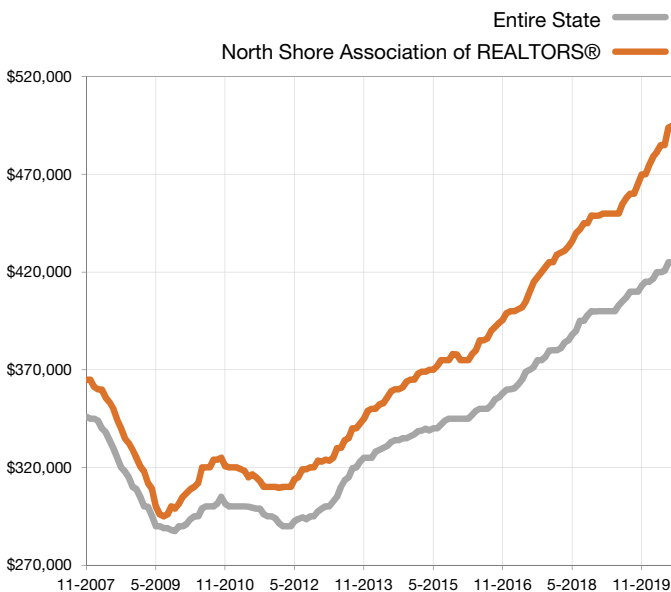
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	181	229	+ 26.5%	1,186	1,044	- 12.0%
Closed Sales	178	188	+ 5.6%	1,029	874	- 15.1%
Median Sales Price*	\$315,000	\$348,000	+ 10.5%	\$314,900	\$340,000	+ 8.0%
Inventory of Homes for Sale	349	195	- 44.1%	--	--	--
Months Supply of Inventory	2.3	1.3	- 41.9%	--	--	--
Cumulative Days on Market Until Sale	37	45	+ 22.2%	50	52	+ 4.7%
Percent of Original List Price Received*	99.3%	99.9%	+ 0.7%	98.6%	99.3%	+ 0.8%
New Listings	212	222	+ 4.7%	1,433	1,177	- 17.9%

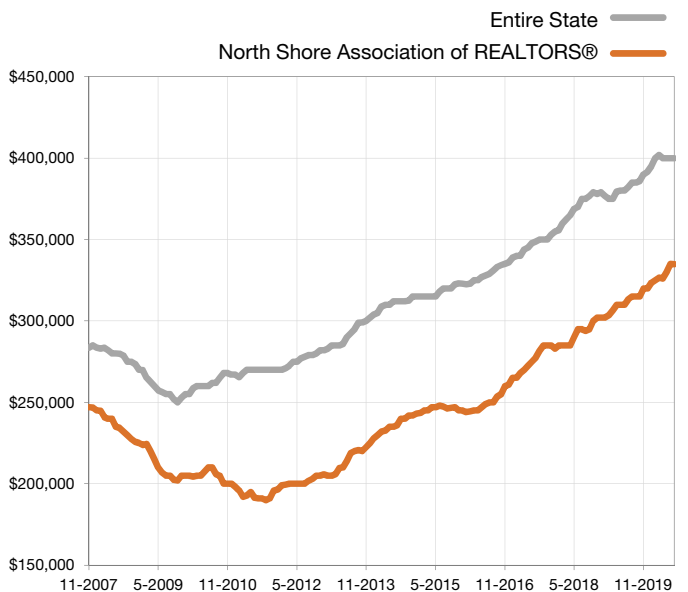
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.