

Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 11.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.9%

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

+ 2.6%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	309	338	+ 9.4%	741	830	+ 12.0%
Closed Sales	223	253	+ 13.5%	671	693	+ 3.3%
Median Sales Price*	\$420,000	\$439,000	+ 4.5%	\$415,000	\$436,000	+ 5.1%
Inventory of Homes for Sale	531	525	- 1.1%	--	--	--
Months Supply of Inventory	1.6	1.5	- 1.5%	--	--	--
Cumulative Days on Market Until Sale	78	60	- 22.8%	66	64	- 3.0%
Percent of Original List Price Received*	97.4%	96.6%	- 0.8%	97.3%	95.9%	- 1.4%
New Listings	353	410	+ 16.1%	855	938	+ 9.7%

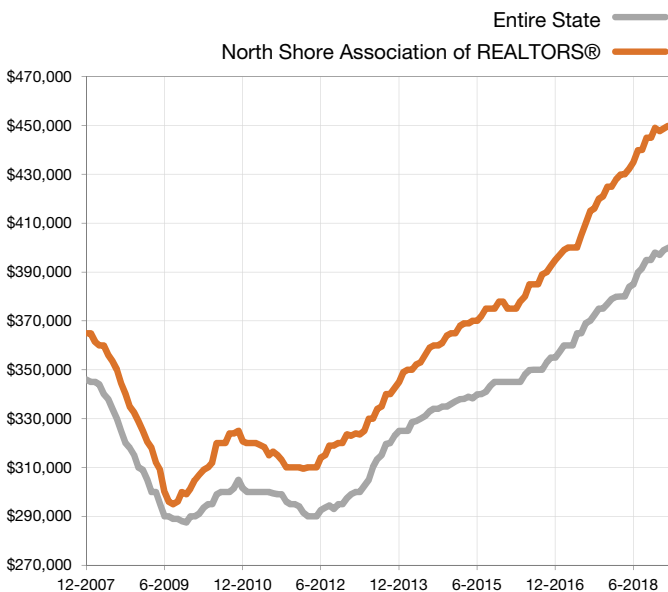
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	171	182	+ 6.4%	419	445	+ 6.2%
Closed Sales	123	133	+ 8.1%	331	318	- 3.9%
Median Sales Price*	\$289,900	\$315,000	+ 8.7%	\$294,500	\$305,000	+ 3.6%
Inventory of Homes for Sale	198	223	+ 12.6%	--	--	--
Months Supply of Inventory	1.2	1.5	+ 16.6%	--	--	--
Cumulative Days on Market Until Sale	56	60	+ 7.0%	56	60	+ 6.5%
Percent of Original List Price Received*	99.1%	97.5%	- 1.6%	98.4%	97.3%	- 1.1%
New Listings	199	203	+ 2.0%	450	497	+ 10.4%

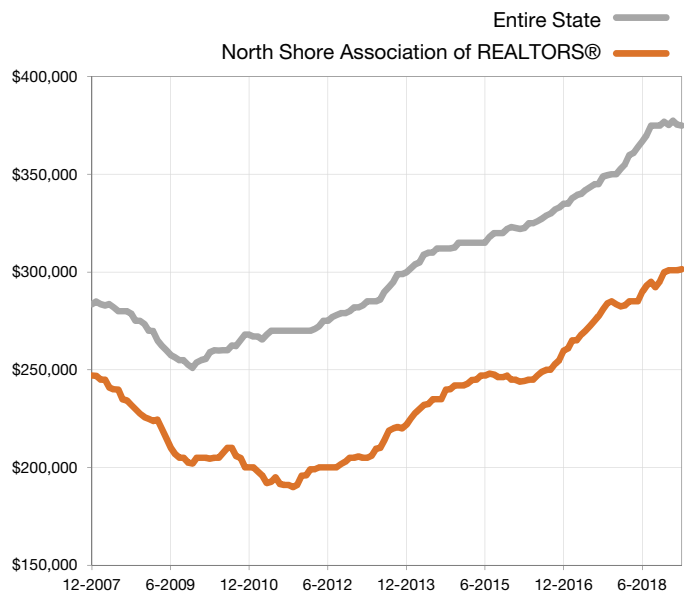
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.