

Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 8.1%

+ 12.6%

- 35.7%

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

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	321	315	- 1.9%	798	798	0.0%
Closed Sales	259	241	- 6.9%	697	641	- 8.0%
Median Sales Price*	\$439,000	\$479,000	+ 9.1%	\$437,500	\$489,500	+ 11.9%
Inventory of Homes for Sale	611	376	- 38.5%	--	--	--
Months Supply of Inventory	1.8	1.1	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	59	56	- 5.7%	64	58	- 9.1%
Percent of Original List Price Received*	96.7%	98.6%	+ 2.0%	95.9%	97.3%	+ 1.5%
New Listings	409	385	- 5.9%	933	921	- 1.3%

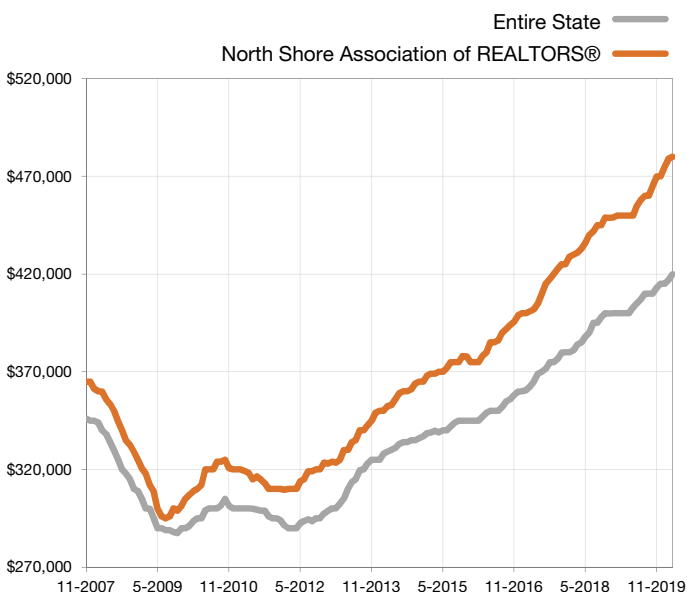
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	178	127	- 28.7%	439	389	- 11.4%
Closed Sales	134	120	- 10.4%	319	337	+ 5.6%
Median Sales Price*	\$314,950	\$339,000	+ 7.6%	\$303,900	\$331,000	+ 8.9%
Inventory of Homes for Sale	259	183	- 29.3%	--	--	--
Months Supply of Inventory	1.7	1.1	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	60	44	- 27.4%	60	58	- 3.0%
Percent of Original List Price Received*	97.5%	99.8%	+ 2.4%	97.3%	98.5%	+ 1.3%
New Listings	202	161	- 20.3%	499	443	- 11.2%

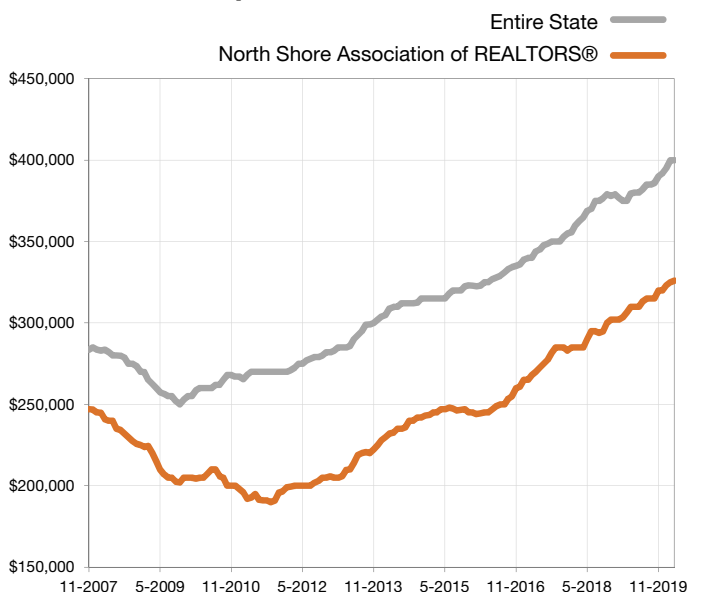
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.