

# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 12.4%**

**+ 4.3%**

**- 33.9%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	279	<b>292</b>	+ 4.7%	3,794	<b>3,902</b>	+ 2.8%
Closed Sales	389	<b>316</b>	- 18.8%	3,728	<b>3,689</b>	- 1.0%
Median Sales Price*	\$449,000	<b>\$472,450</b>	+ 5.2%	\$450,000	<b>\$469,900</b>	+ 4.4%
Inventory of Homes for Sale	856	<b>556</b>	- 35.0%	--	--	--
Months Supply of Inventory	2.5	<b>1.7</b>	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	44	<b>45</b>	+ 2.2%	48	<b>50</b>	+ 4.7%
Percent of Original List Price Received*	96.7%	<b>98.5%</b>	+ 1.9%	98.4%	<b>98.0%</b>	- 0.5%
New Listings	321	<b>239</b>	- 25.5%	4,899	<b>4,701</b>	- 4.0%

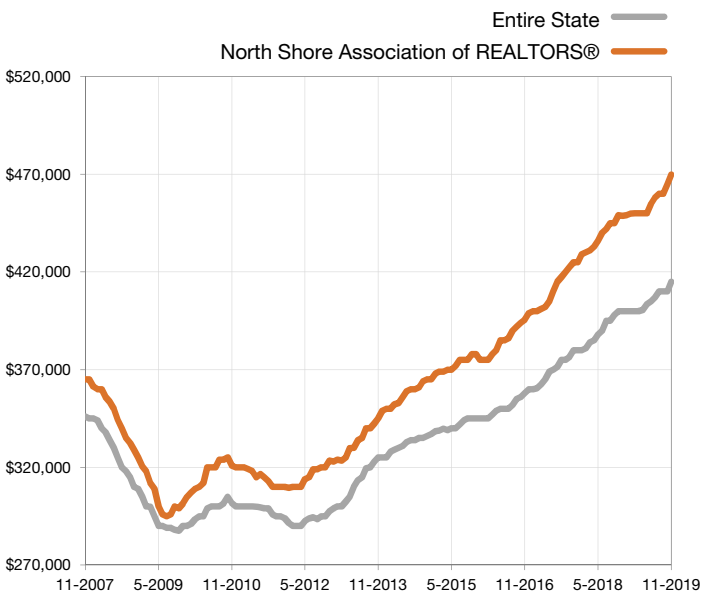
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	117	<b>154</b>	+ 31.6%	1,727	<b>1,859</b>	+ 7.6%
Closed Sales	150	<b>156</b>	+ 4.0%	1,704	<b>1,711</b>	+ 0.4%
Median Sales Price*	\$333,500	<b>\$326,500</b>	- 2.1%	\$303,000	<b>\$317,500</b>	+ 4.8%
Inventory of Homes for Sale	356	<b>245</b>	- 31.2%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 30.9%	--	--	--
Cumulative Days on Market Until Sale	50	<b>44</b>	- 11.3%	45	<b>48</b>	+ 8.1%
Percent of Original List Price Received*	98.1%	<b>98.3%</b>	+ 0.3%	99.4%	<b>98.5%</b>	- 0.9%
New Listings	145	<b>146</b>	+ 0.7%	2,157	<b>2,188</b>	+ 1.4%

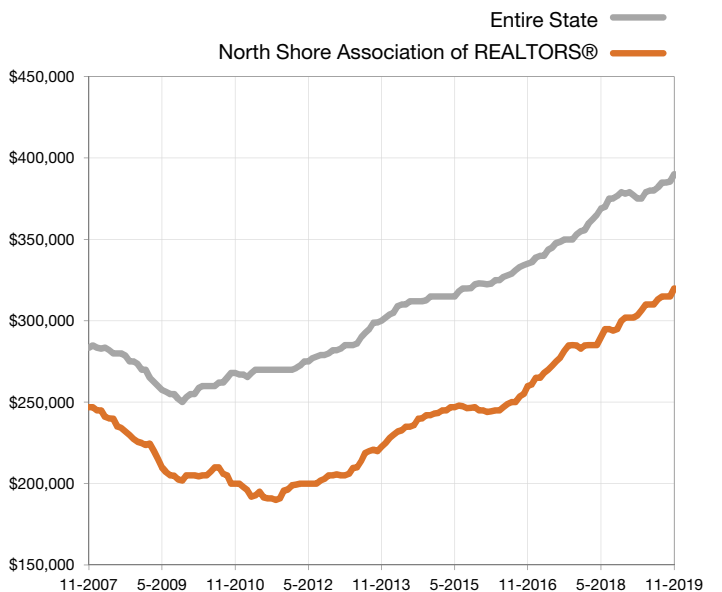
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.