

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.9%

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

- 4.2%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	290	299	+ 3.1%	3,852	3,852	0.0%
Closed Sales	354	384	+ 8.5%	3,774	3,734	- 1.1%
Median Sales Price*	\$429,500	\$450,000	+ 4.8%	\$425,000	\$449,900	+ 5.9%
Inventory of Homes for Sale	759	739	- 2.6%	--	--	--
Months Supply of Inventory	2.2	2.2	- 0.4%	--	--	--
Cumulative Days on Market Until Sale	49	44	- 11.5%	52	48	- 8.7%
Percent of Original List Price Received*	98.1%	96.7%	- 1.4%	98.4%	98.5%	+ 0.2%
New Listings	326	329	+ 0.9%	4,809	4,928	+ 2.5%

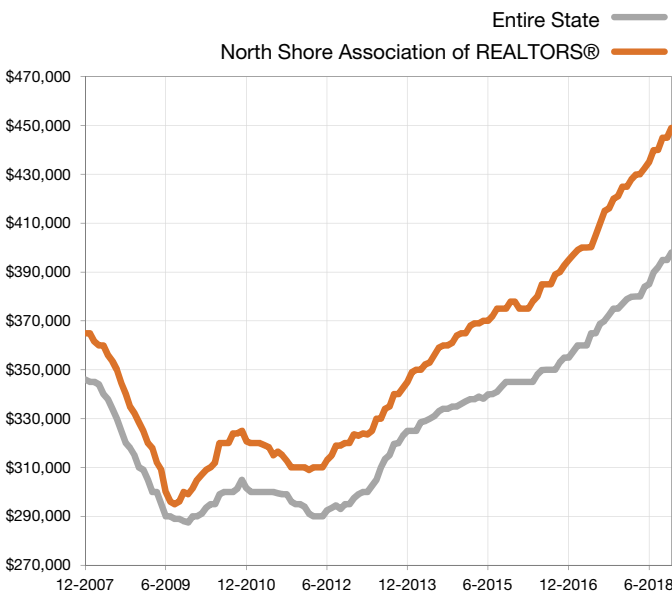
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	133	128	- 3.8%	1,821	1,753	- 3.7%
Closed Sales	171	151	- 11.7%	1,805	1,712	- 5.2%
Median Sales Price*	\$267,900	\$330,000	+ 23.2%	\$285,000	\$302,000	+ 6.0%
Inventory of Homes for Sale	314	289	- 8.0%	--	--	--
Months Supply of Inventory	1.9	1.9	- 3.4%	--	--	--
Cumulative Days on Market Until Sale	41	51	+ 24.3%	52	45	- 14.6%
Percent of Original List Price Received*	98.4%	98.3%	- 0.2%	98.9%	99.6%	+ 0.7%
New Listings	173	144	- 16.8%	2,164	2,162	- 0.1%

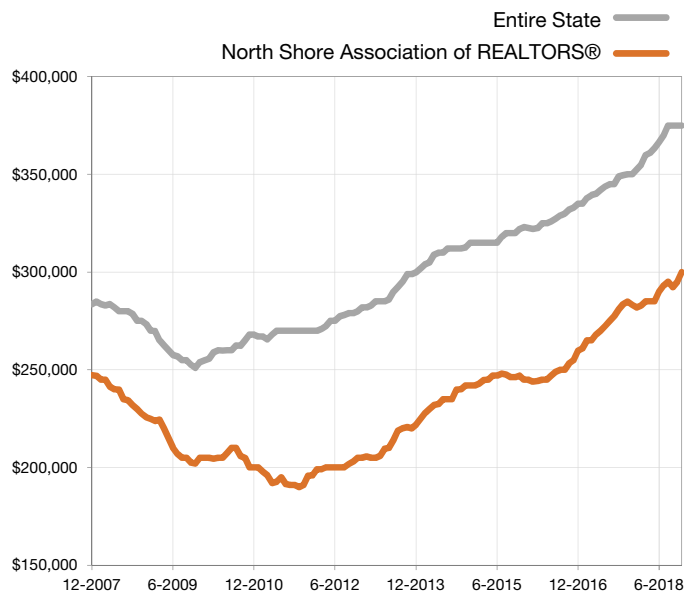
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.