

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 13.6%

+ 2.0%

- 5.1%

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

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	367	352	- 4.1%	3,220	3,176	- 1.4%
Closed Sales	370	328	- 11.4%	3,043	2,976	- 2.2%
Median Sales Price*	\$425,000	\$440,750	+ 3.7%	\$425,000	\$450,000	+ 5.9%
Inventory of Homes for Sale	912	884	- 3.1%	--	--	--
Months Supply of Inventory	2.6	2.6	+ 0.3%	--	--	--
Cumulative Days on Market Until Sale	48	44	- 8.6%	53	48	- 8.4%
Percent of Original List Price Received*	98.1%	97.5%	- 0.6%	98.4%	98.9%	+ 0.5%
New Listings	506	539	+ 6.5%	4,097	4,121	+ 0.6%

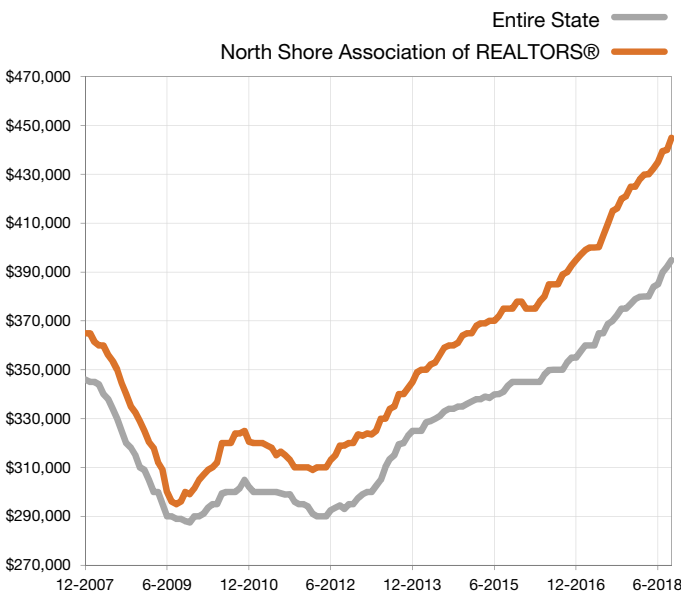
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	151	152	+ 0.7%	1,520	1,489	- 2.0%
Closed Sales	161	131	- 18.6%	1,476	1,401	- 5.1%
Median Sales Price*	\$311,000	\$289,000	- 7.1%	\$287,500	\$300,000	+ 4.3%
Inventory of Homes for Sale	328	293	- 10.7%	--	--	--
Months Supply of Inventory	2.0	1.9	- 7.5%	--	--	--
Cumulative Days on Market Until Sale	40	37	- 8.6%	54	44	- 18.9%
Percent of Original List Price Received*	100.4%	99.3%	- 1.1%	99.0%	99.8%	+ 0.8%
New Listings	225	206	- 8.4%	1,820	1,798	- 1.2%

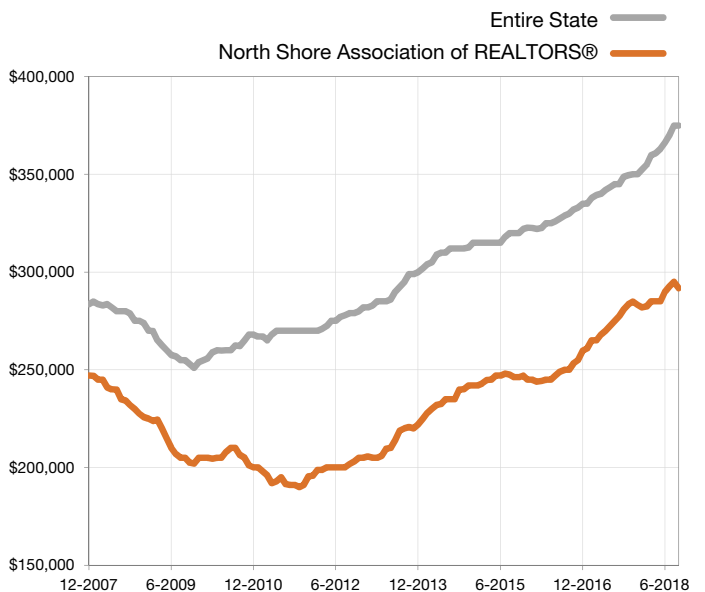
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.