

# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 4.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 7.1%**

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

**- 24.5%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	326	375	+ 15.0%	3,125	3,282	+ 5.0%
Closed Sales	332	331	- 0.3%	2,971	3,009	+ 1.3%
Median Sales Price*	\$443,250	<b>\$470,000</b>	+ 6.0%	\$450,000	<b>\$469,000</b>	+ 4.2%
Inventory of Homes for Sale	982	698	- 28.9%	--	--	--
Months Supply of Inventory	2.9	2.1	- 29.9%	--	--	--
Cumulative Days on Market Until Sale	44	46	+ 4.1%	48	51	+ 5.2%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	98.8%	97.9%	- 0.9%
New Listings	530	502	- 5.3%	4,096	4,021	- 1.8%

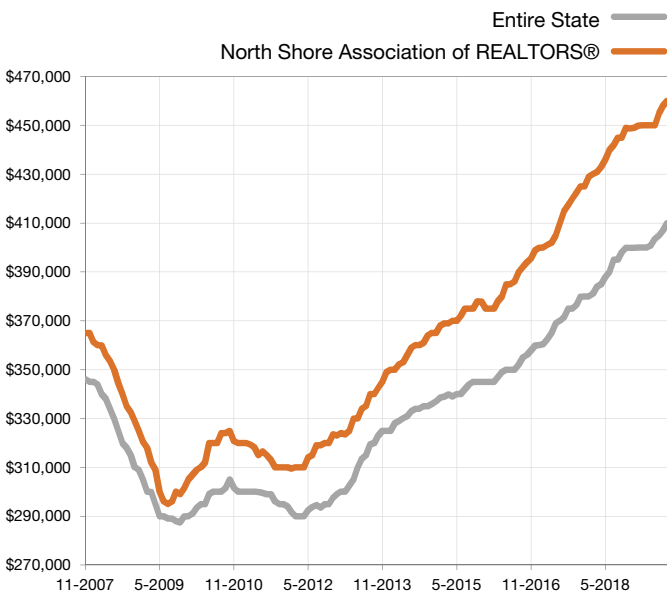
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	137	181	+ 32.1%	1,463	1,537	+ 5.1%
Closed Sales	133	157	+ 18.0%	1,401	1,393	- 0.6%
Median Sales Price*	\$289,000	<b>\$324,900</b>	+ 12.4%	\$300,000	<b>\$315,000</b>	+ 5.0%
Inventory of Homes for Sale	347	305	- 12.1%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.8%	--	--	--
Cumulative Days on Market Until Sale	37	49	+ 31.9%	44	49	+ 10.5%
Percent of Original List Price Received*	99.2%	98.1%	- 1.1%	99.5%	98.5%	- 1.0%
New Listings	209	242	+ 15.8%	1,796	1,841	+ 2.5%

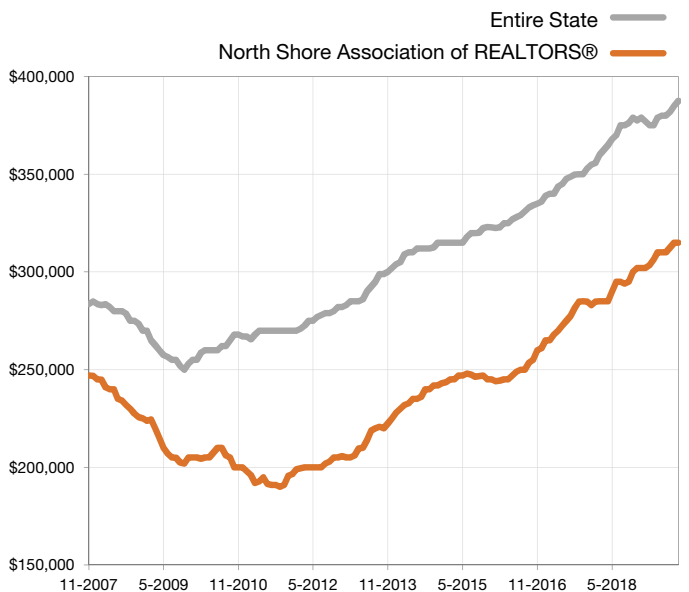
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.