

# Local Market Update – March 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore REALTORS®

**- 17.0%**

**+ 10.5%**

**- 34.7%**

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		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	353	289	- 18.1%	741	640	- 13.6%
Closed Sales	202	166	- 17.8%	603	554	- 8.1%
Median Sales Price*	\$555,600	<b>\$596,250</b>	+ 7.3%	\$552,300	<b>\$581,500</b>	+ 5.3%
Inventory of Homes for Sale	253	171	- 32.4%	--	--	--
Months Supply of Inventory	0.8	0.5	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	39	27	- 31.0%	37	30	- 19.7%
Percent of Original List Price Received*	103.7%	<b>106.0%</b>	+ 2.2%	102.5%	<b>103.2%</b>	+ 0.7%
New Listings	406	372	- 8.4%	825	747	- 9.5%

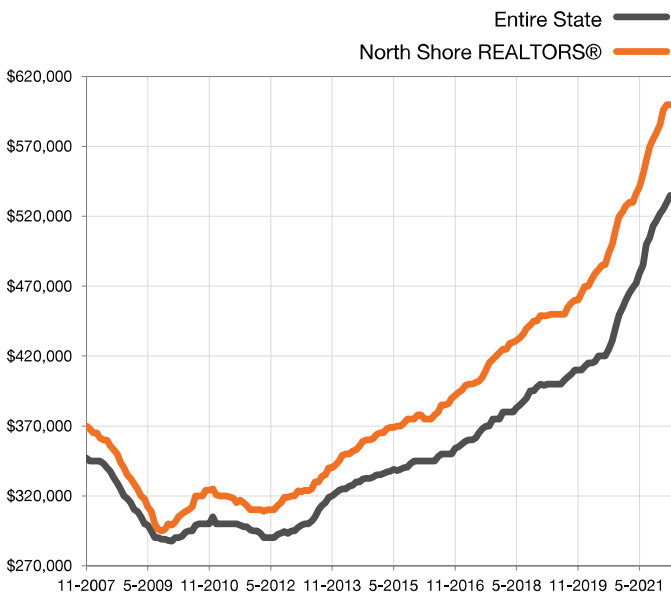
### Condominium Properties

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	188	145	- 22.9%	433	367	- 15.2%
Closed Sales	133	112	- 15.8%	361	314	- 13.0%
Median Sales Price*	\$399,900	<b>\$402,500</b>	+ 0.7%	\$375,000	<b>\$392,500</b>	+ 4.7%
Inventory of Homes for Sale	145	89	- 38.6%	--	--	--
Months Supply of Inventory	0.9	0.6	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	37	36	- 3.8%	43	37	- 13.5%
Percent of Original List Price Received*	101.4%	<b>103.8%</b>	+ 2.4%	99.9%	<b>102.4%</b>	+ 2.5%
New Listings	208	185	- 11.1%	478	401	- 16.1%

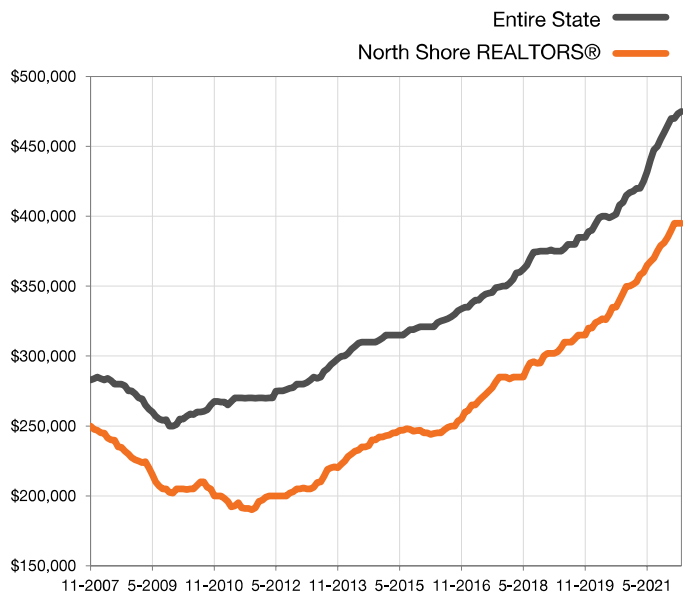
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.