

Local Market Update – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 26.7%

+ 12.5%

- 59.1%

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

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	267	329	+ 23.2%	3,854	3,869	+ 0.4%
Closed Sales	318	412	+ 29.6%	3,694	3,553	- 3.8%
Median Sales Price*	\$472,450	\$532,250	+ 12.7%	\$469,900	\$525,000	+ 11.7%
Inventory of Homes for Sale	679	235	- 65.4%	--	--	--
Months Supply of Inventory	2.0	0.7	- 64.5%	--	--	--
Cumulative Days on Market Until Sale	45	30	- 32.5%	50	40	- 19.3%
Percent of Original List Price Received*	98.5%	102.1%	+ 3.6%	97.9%	100.4%	+ 2.5%
New Listings	232	268	+ 15.5%	4,680	4,197	- 10.3%

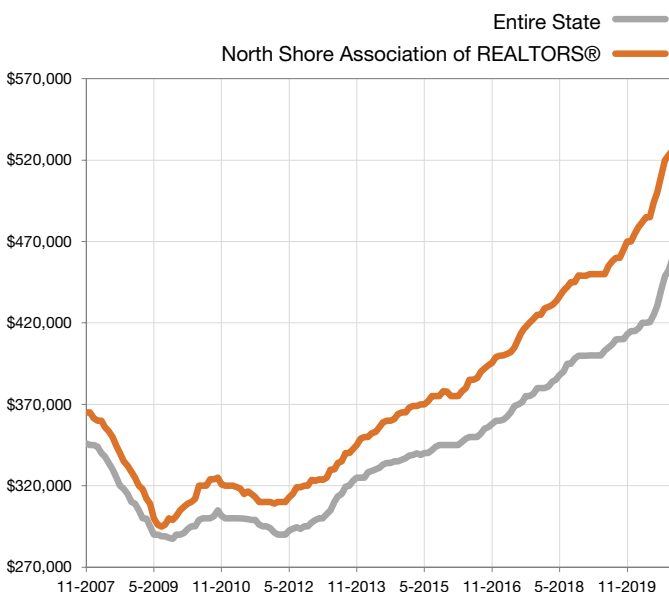
Condominium Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	139	151	+ 8.6%	1,838	1,826	- 0.7%
Closed Sales	157	190	+ 21.0%	1,713	1,672	- 2.4%
Median Sales Price*	\$325,000	\$367,500	+ 13.1%	\$317,500	\$349,900	+ 10.2%
Inventory of Homes for Sale	312	170	- 45.5%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	44	41	- 7.4%	49	46	- 5.8%
Percent of Original List Price Received*	98.3%	100.0%	+ 1.7%	98.5%	99.8%	+ 1.4%
New Listings	151	125	- 17.2%	2,203	2,024	- 8.1%

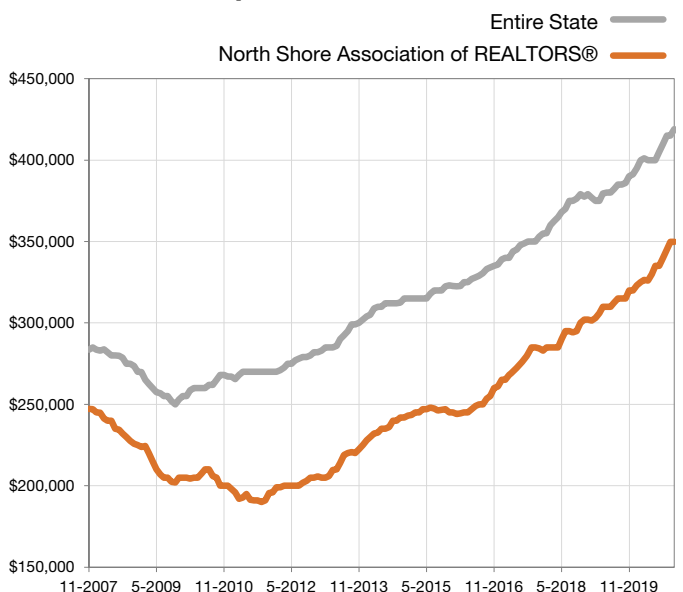
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.