

Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 17.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.9%

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

- 55.4%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	361	452	+ 25.2%	3,586	3,570	- 0.4%
Closed Sales	360	416	+ 15.6%	3,375	3,129	- 7.3%
Median Sales Price*	\$470,000	\$542,500	+ 15.4%	\$469,000	\$525,000	+ 11.9%
Inventory of Homes for Sale	821	326	- 60.3%	--	--	--
Months Supply of Inventory	2.4	1.0	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	44	38	- 14.7%	50	42	- 17.3%
Percent of Original List Price Received*	98.2%	102.9%	+ 4.7%	97.9%	100.2%	+ 2.4%
New Listings	443	461	+ 4.1%	4,448	3,938	- 11.5%

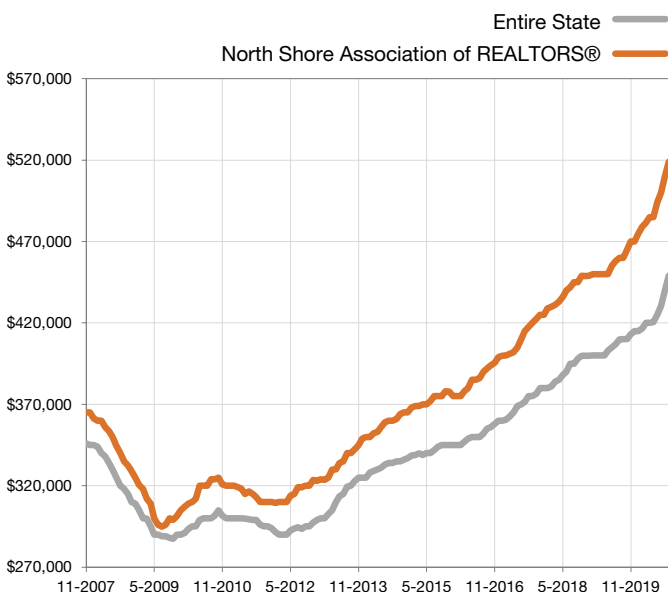
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	184	242	+ 31.5%	1,700	1,689	- 0.6%
Closed Sales	159	194	+ 22.0%	1,557	1,477	- 5.1%
Median Sales Price*	\$329,000	\$345,000	+ 4.9%	\$316,000	\$345,000	+ 9.2%
Inventory of Homes for Sale	328	186	- 43.3%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	46	34	- 25.2%	49	46	- 5.2%
Percent of Original List Price Received*	98.0%	100.0%	+ 2.1%	98.5%	99.8%	+ 1.3%
New Listings	201	225	+ 11.9%	2,051	1,886	- 8.0%

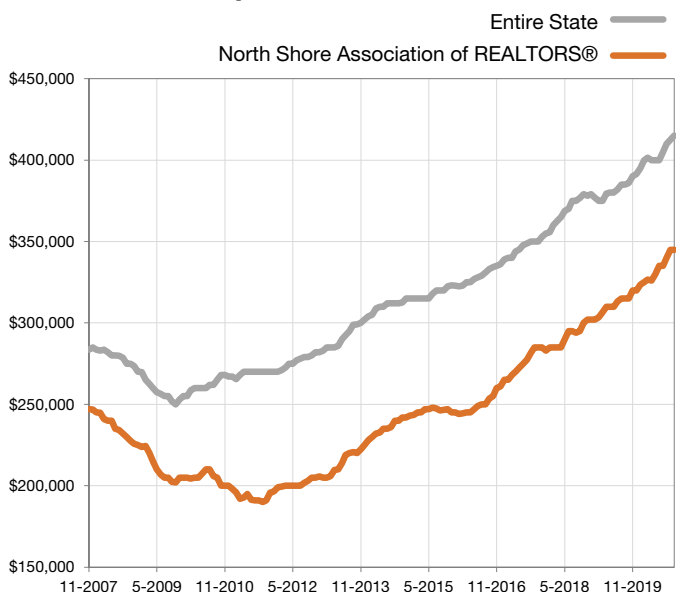
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.