

# Local Market Update – July 2015

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 23.1%**

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

**+ 4.4%**

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

**- 22.1%**

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

### Single-Family Properties

	July			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	404	<b>464</b>	+ 14.9%	2,455	<b>2,744</b>	+ 11.8%
Closed Sales	427	<b>543</b>	+ 27.2%	2,086	<b>2,241</b>	+ 7.4%
Median Sales Price*	\$379,950	<b>\$389,000</b>	+ 2.4%	\$360,250	<b>\$372,000</b>	+ 3.3%
Inventory of Homes for Sale	1,591	<b>1,232</b>	- 22.6%	--	--	--
Months Supply of Inventory	5.0	<b>3.6</b>	- 27.2%	--	--	--
Cumulative Days on Market Until Sale	83	<b>69</b>	- 16.1%	92	<b>91</b>	- 1.2%
Percent of Original List Price Received*	96.6%	<b>97.6%</b>	+ 1.0%	95.7%	<b>96.2%</b>	+ 0.6%
New Listings	533	<b>595</b>	+ 11.6%	3,708	<b>3,690</b>	- 0.5%

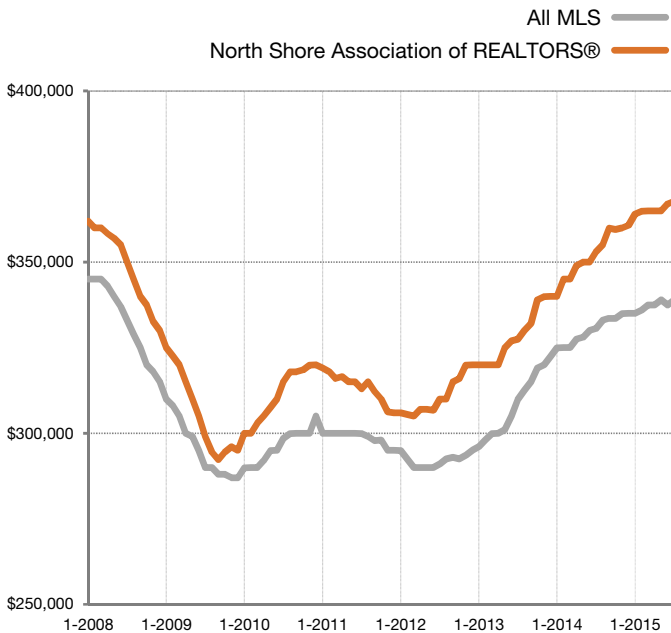
### Condominium Properties

	July			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	146	<b>224</b>	+ 53.4%	1,009	<b>1,203</b>	+ 19.2%
Closed Sales	200	<b>229</b>	+ 14.5%	936	<b>939</b>	+ 0.3%
Median Sales Price*	\$244,250	<b>\$255,000</b>	+ 4.4%	\$237,400	<b>\$247,000</b>	+ 4.0%
Inventory of Homes for Sale	608	<b>480</b>	- 21.1%	--	--	--
Months Supply of Inventory	4.4	<b>3.5</b>	- 20.5%	--	--	--
Cumulative Days on Market Until Sale	71	<b>83</b>	+ 16.7%	89	<b>87</b>	- 2.6%
Percent of Original List Price Received*	96.3%	<b>97.0%</b>	+ 0.8%	96.2%	<b>96.4%</b>	+ 0.3%
New Listings	203	<b>243</b>	+ 19.7%	1,463	<b>1,580</b>	+ 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

