

# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 1.5%**

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

**+ 7.0%**

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

**- 28.1%**

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

### Single-Family Properties

|  | November  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 288       | <b>318</b>       | + 10.4% | 3,954        | <b>3,906</b>     | - 1.2%  |
| Closed Sales                             | 357       | <b>345</b>       | - 3.4%  | 3,755        | <b>3,762</b>     | + 0.2%  |
| Median Sales Price*                      | \$398,000 | <b>\$430,000</b> | + 8.0%  | \$395,000    | <b>\$425,000</b> | + 7.6%  |
| Inventory of Homes for Sale              | 871       | <b>624</b>       | - 28.4% | --           | --               | --      |
| Months Supply of Inventory               | 2.5       | <b>1.8</b>       | - 28.3% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 59        | <b>49</b>        | - 16.6% | 75           | <b>52</b>        | - 30.6% |
| Percent of Original List Price Received* | 97.0%     | <b>98.0%</b>     | + 1.0%  | 97.4%        | <b>98.4%</b>     | + 1.0%  |
| New Listings                             | 301       | <b>328</b>       | + 9.0%  | 4,975        | <b>4,812</b>     | - 3.3%  |

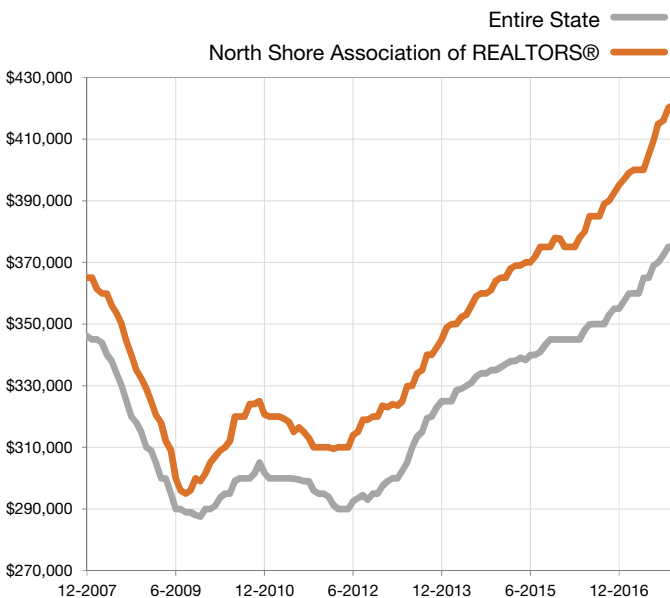
### Condominium Properties

|  | November  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -   | 2016         | 2017             | + / -   |
| Pending Sales                            | 155       | <b>144</b>       | - 7.1%  | 1,812        | <b>1,840</b>     | + 1.5%  |
| Closed Sales                             | 166       | <b>170</b>       | + 2.4%  | 1,724        | <b>1,800</b>     | + 4.4%  |
| Median Sales Price*                      | \$262,500 | <b>\$266,450</b> | + 1.5%  | \$259,700    | <b>\$285,000</b> | + 9.7%  |
| Inventory of Homes for Sale              | 353       | <b>256</b>       | - 27.5% | --           | --               | --      |
| Months Supply of Inventory               | 2.3       | <b>1.6</b>       | - 30.2% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 61        | <b>41</b>        | - 32.6% | 75           | <b>51</b>        | - 32.0% |
| Percent of Original List Price Received* | 97.7%     | <b>98.4%</b>     | + 0.7%  | 97.4%        | <b>98.9%</b>     | + 1.5%  |
| New Listings                             | 149       | <b>172</b>       | + 15.4% | 2,159        | <b>2,165</b>     | + 0.3%  |

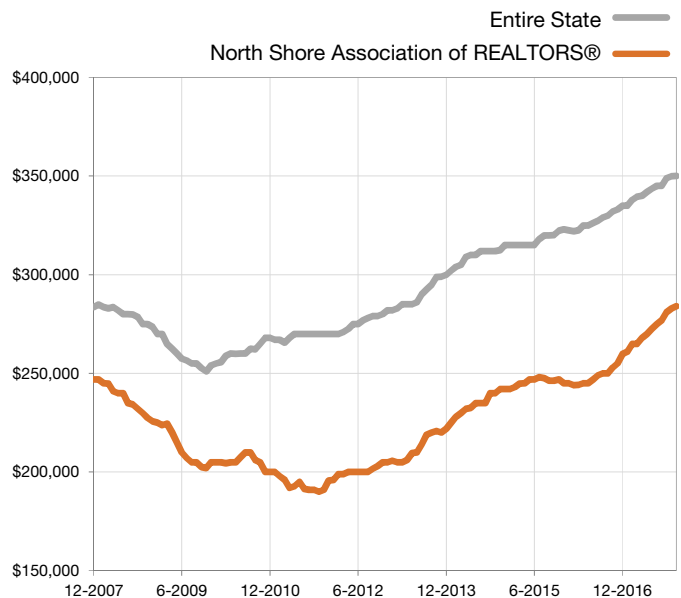
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.