

# Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 3.0%**

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

**+ 4.1%**

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

**- 34.0%**

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

### Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	366	<b>392</b>	+ 7.1%	3,237	<b>3,360</b>	+ 3.8%
Closed Sales	361	<b>376</b>	+ 4.2%	2,930	<b>2,993</b>	+ 2.2%
Median Sales Price*	\$384,500	<b>\$401,500</b>	+ 4.4%	\$380,000	<b>\$395,000</b>	+ 3.9%
Inventory of Homes for Sale	1,396	<b>933</b>	- 33.2%	--	--	--
Months Supply of Inventory	4.3	<b>2.7</b>	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	66	<b>56</b>	- 15.3%	83	<b>78</b>	- 6.2%
Percent of Original List Price Received*	96.6%	<b>97.2%</b>	+ 0.6%	96.4%	<b>97.5%</b>	+ 1.1%
New Listings	584	<b>503</b>	- 13.9%	4,525	<b>4,262</b>	- 5.8%

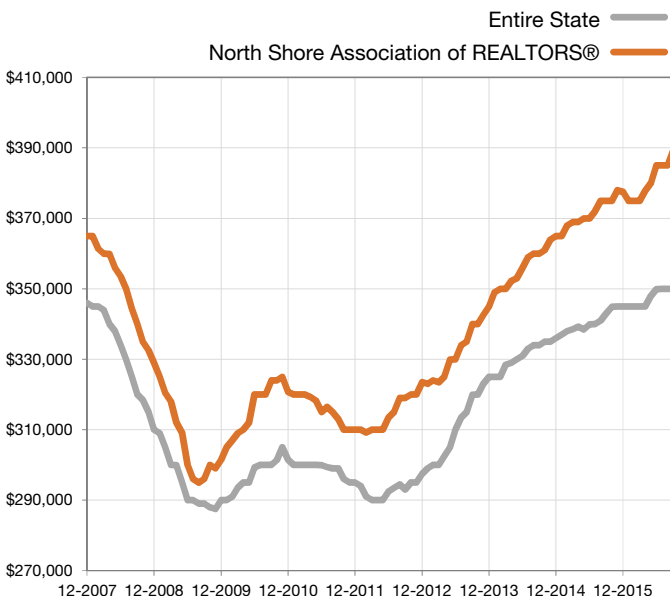
### Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	143	<b>154</b>	+ 7.7%	1,455	<b>1,530</b>	+ 5.2%
Closed Sales	181	<b>182</b>	+ 0.6%	1,313	<b>1,399</b>	+ 6.5%
Median Sales Price*	\$252,000	<b>\$258,750</b>	+ 2.7%	\$248,500	<b>\$255,900</b>	+ 3.0%
Inventory of Homes for Sale	556	<b>356</b>	- 36.0%	--	--	--
Months Supply of Inventory	3.9	<b>2.3</b>	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	74	<b>62</b>	- 17.0%	83	<b>79</b>	- 5.0%
Percent of Original List Price Received*	95.9%	<b>97.8%</b>	+ 1.9%	96.5%	<b>97.4%</b>	+ 0.9%
New Listings	233	<b>218</b>	- 6.4%	1,957	<b>1,835</b>	- 6.2%

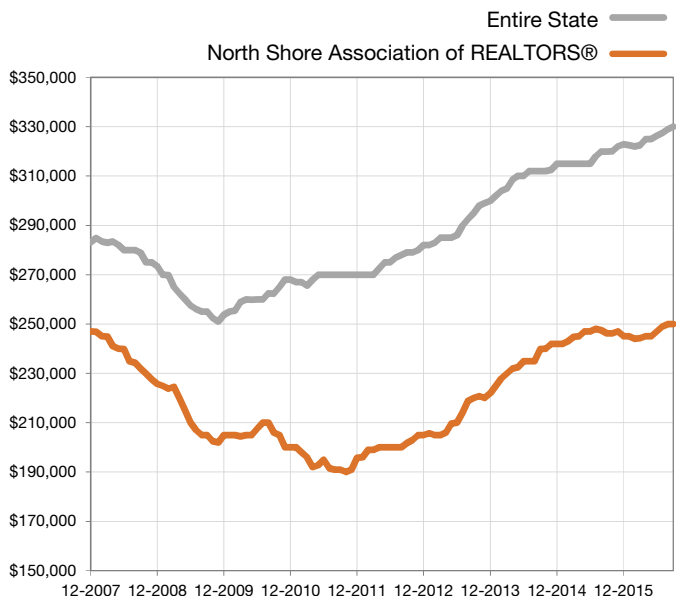
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.