

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 19.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.9%

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

- 32.7%

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

Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	346	343	- 0.9%	800	788	- 1.5%
Closed Sales	255	218	- 14.5%	710	665	- 6.3%
Median Sales Price*	\$415,000	\$420,000	+ 1.2%	\$399,000	\$419,000	+ 5.0%
Inventory of Homes for Sale	624	431	- 30.9%	--	--	--
Months Supply of Inventory	1.8	1.3	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	67	78	+ 16.3%	64	66	+ 4.0%
Percent of Original List Price Received*	97.5%	97.4%	- 0.2%	96.6%	97.3%	+ 0.7%
New Listings	448	360	- 19.6%	962	863	- 10.3%

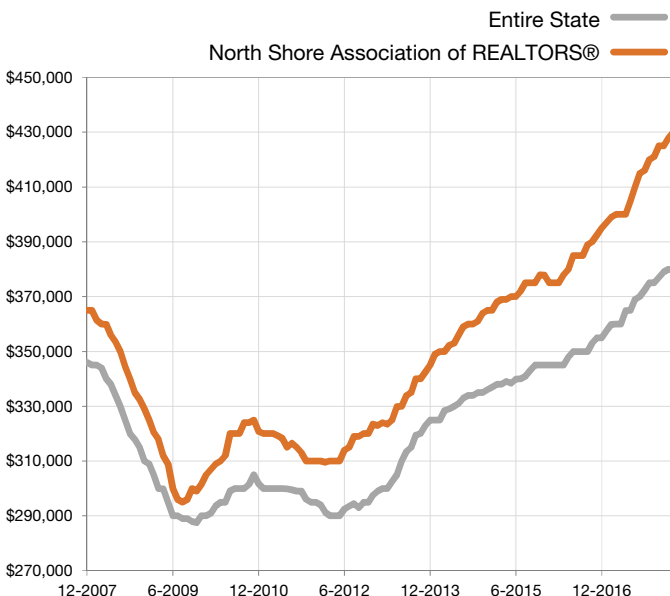
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	178	183	+ 2.8%	433	432	- 0.2%
Closed Sales	165	119	- 27.9%	387	325	- 16.0%
Median Sales Price*	\$265,000	\$291,500	+ 10.0%	\$283,500	\$295,000	+ 4.1%
Inventory of Homes for Sale	270	171	- 36.7%	--	--	--
Months Supply of Inventory	1.7	1.1	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	70	57	- 19.1%	68	56	- 16.8%
Percent of Original List Price Received*	98.3%	99.0%	+ 0.7%	97.7%	98.4%	+ 0.6%
New Listings	203	195	- 3.9%	498	446	- 10.4%

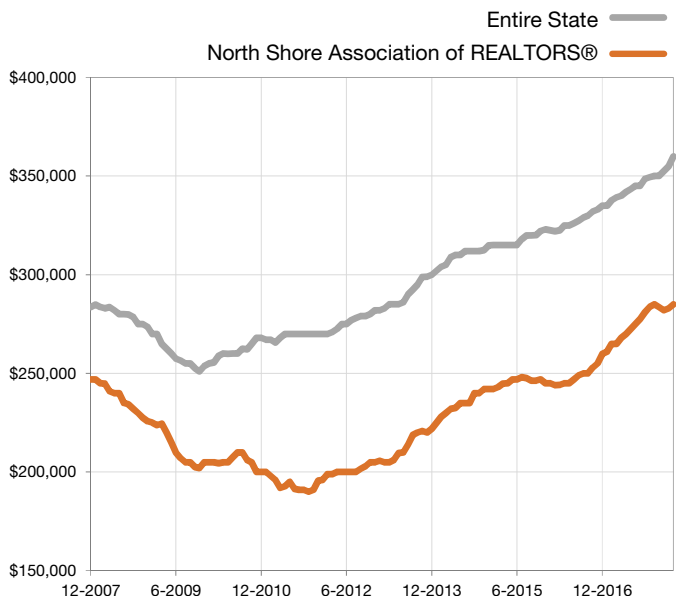
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.