

# Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 1.0%**

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

**+ 5.3%**

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

**- 17.9%**

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

### Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	455	<b>514</b>	+ 13.0%	1,599	<b>1,634</b>	+ 2.2%
Closed Sales	327	<b>330</b>	+ 0.9%	1,299	<b>1,263</b>	- 2.8%
Median Sales Price*	\$420,250	<b>\$445,000</b>	+ 5.9%	\$400,000	<b>\$430,000</b>	+ 7.5%
Inventory of Homes for Sale	827	<b>659</b>	- 20.3%	--	--	--
Months Supply of Inventory	2.4	<b>1.9</b>	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	59	<b>44</b>	- 25.2%	61	<b>58</b>	- 6.0%
Percent of Original List Price Received*	99.2%	<b>99.5%</b>	+ 0.3%	97.6%	<b>98.3%</b>	+ 0.7%
New Listings	606	<b>674</b>	+ 11.2%	2,065	<b>2,060</b>	- 0.2%

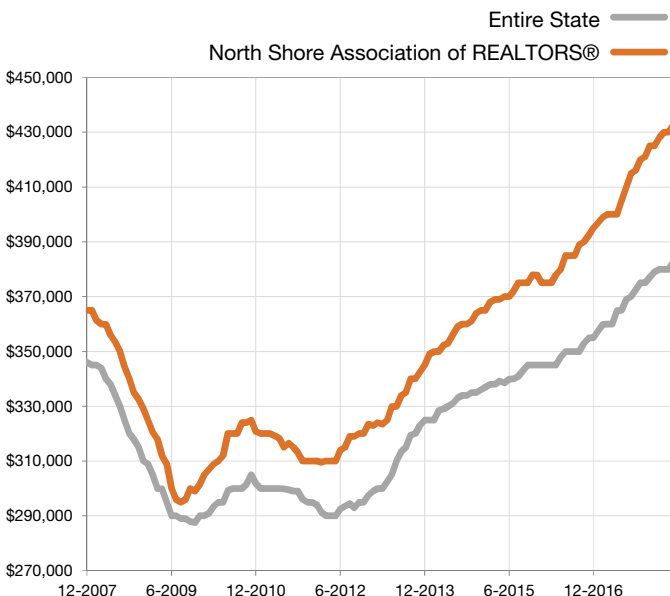
### Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	220	<b>218</b>	- 0.9%	823	<b>825</b>	+ 0.2%
Closed Sales	178	<b>180</b>	+ 1.1%	705	<b>659</b>	- 6.5%
Median Sales Price*	\$290,000	<b>\$296,000</b>	+ 2.1%	\$285,000	<b>\$294,500</b>	+ 3.3%
Inventory of Homes for Sale	305	<b>270</b>	- 11.5%	--	--	--
Months Supply of Inventory	1.9	<b>1.7</b>	- 9.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>41</b>	- 29.9%	66	<b>50</b>	- 24.4%
Percent of Original List Price Received*	99.5%	<b>101.5%</b>	+ 2.0%	98.3%	<b>99.4%</b>	+ 1.1%
New Listings	264	<b>276</b>	+ 4.5%	975	<b>983</b>	+ 0.8%

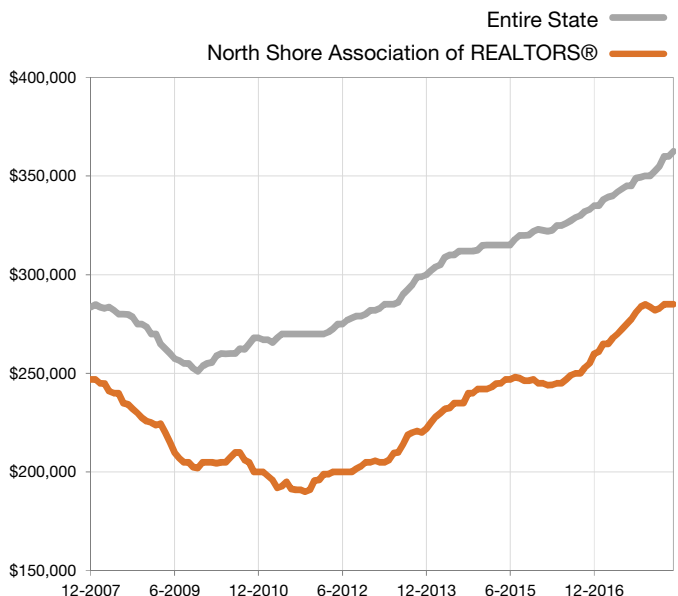
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.