

# Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 0.8%**

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

**+ 7.3%**

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

**- 16.3%**

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

### Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	461	<b>504</b>	+ 9.3%	2,060	<b>2,105</b>	+ 2.2%
Closed Sales	463	<b>449</b>	- 3.0%	1,762	<b>1,718</b>	- 2.5%
Median Sales Price*	\$442,100	<b>\$468,500</b>	+ 6.0%	\$417,500	<b>\$440,000</b>	+ 5.4%
Inventory of Homes for Sale	887	<b>735</b>	- 17.1%	--	--	--
Months Supply of Inventory	2.6	<b>2.2</b>	- 15.6%	--	--	--
Cumulative Days on Market Until Sale	47	<b>41</b>	- 12.0%	57	<b>53</b>	- 7.0%
Percent of Original List Price Received*	99.1%	<b>100.2%</b>	+ 1.1%	98.0%	<b>98.8%</b>	+ 0.8%
New Listings	604	<b>625</b>	+ 3.5%	2,669	<b>2,684</b>	+ 0.6%

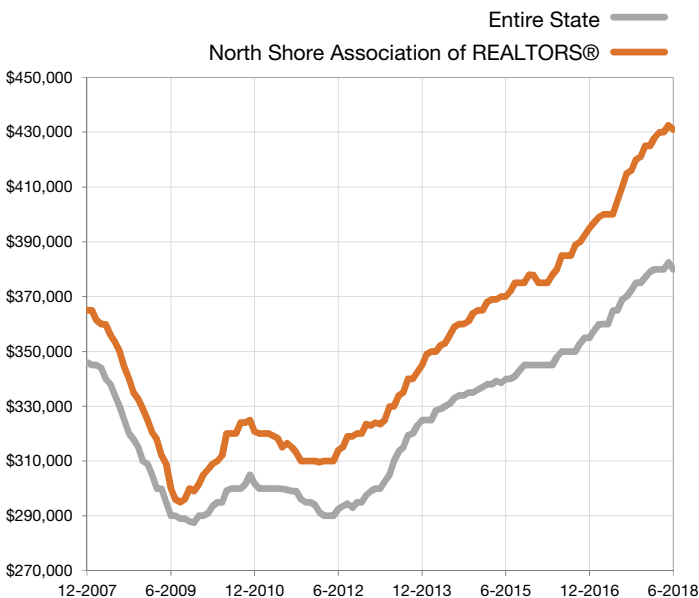
### Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	203	<b>214</b>	+ 5.4%	1,026	<b>1,026</b>	0.0%
Closed Sales	202	<b>221</b>	+ 9.4%	907	<b>880</b>	- 3.0%
Median Sales Price*	\$275,450	<b>\$305,100</b>	+ 10.8%	\$283,500	<b>\$299,900</b>	+ 5.8%
Inventory of Homes for Sale	311	<b>268</b>	- 13.8%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	- 14.5%	--	--	--
Cumulative Days on Market Until Sale	42	<b>39</b>	- 7.3%	60	<b>47</b>	- 22.3%
Percent of Original List Price Received*	99.2%	<b>100.8%</b>	+ 1.7%	98.5%	<b>99.7%</b>	+ 1.3%
New Listings	231	<b>226</b>	- 2.2%	1,206	<b>1,205</b>	- 0.1%

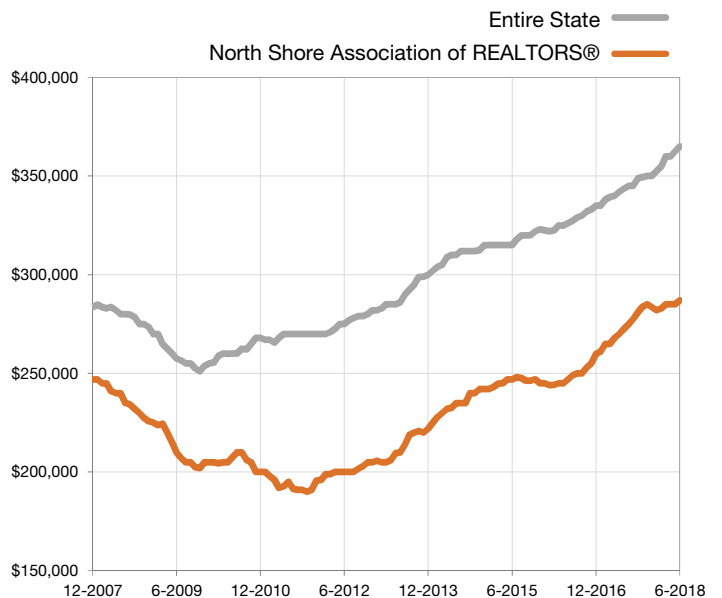
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.