

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.7%

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

- 15.0%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	401	395	- 1.5%	2,853	2,852	- 0.0%
Closed Sales	482	464	- 3.7%	2,673	2,644	- 1.1%
Median Sales Price*	\$440,000	\$465,000	+ 5.7%	\$425,000	\$450,000	+ 5.9%
Inventory of Homes for Sale	870	726	- 16.6%	--	--	--
Months Supply of Inventory	2.5	2.1	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	48	42	- 12.8%	53	49	- 8.5%
Percent of Original List Price Received*	98.9%	98.8%	- 0.0%	98.4%	99.0%	+ 0.6%
New Listings	477	428	- 10.3%	3,591	3,582	- 0.3%

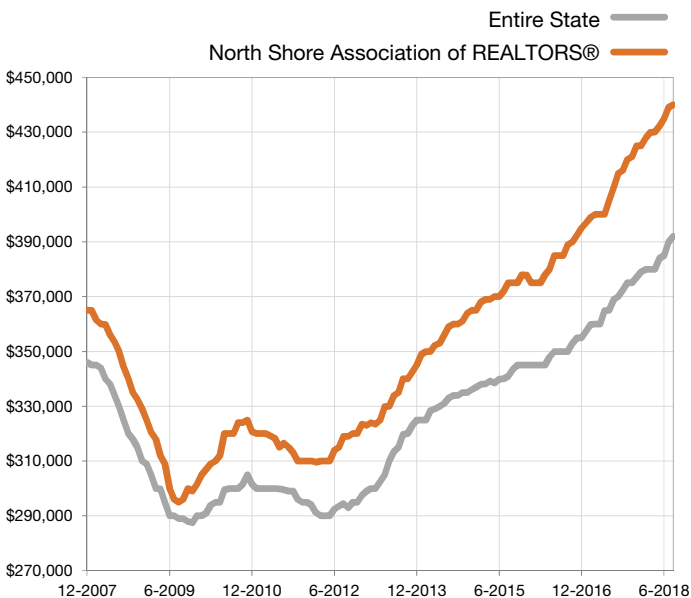
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	170	166	- 2.4%	1,369	1,347	- 1.6%
Closed Sales	235	198	- 15.7%	1,315	1,265	- 3.8%
Median Sales Price*	\$292,500	\$323,950	+ 10.8%	\$285,000	\$301,000	+ 5.6%
Inventory of Homes for Sale	290	260	- 10.3%	--	--	--
Months Supply of Inventory	1.8	1.6	- 7.2%	--	--	--
Cumulative Days on Market Until Sale	51	48	- 5.1%	56	45	- 20.4%
Percent of Original List Price Received*	99.0%	99.8%	+ 0.8%	98.8%	99.8%	+ 1.0%
New Listings	202	187	- 7.4%	1,595	1,592	- 0.2%

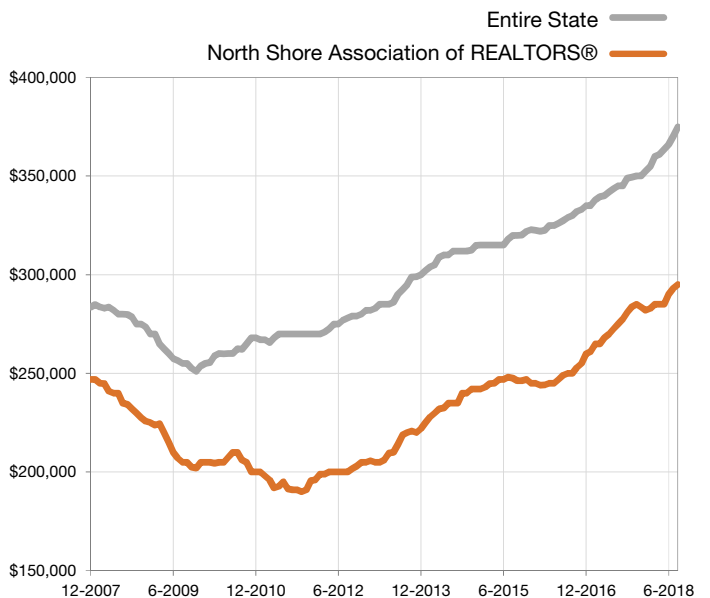
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.