

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.9%

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

+ 1.5%

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

Single-Family Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	341	440	+ 29.0%	3,561	3,591	+ 0.8%
Closed Sales	376	365	- 2.9%	3,419	3,346	- 2.1%
Median Sales Price*	\$425,000	\$444,900	+ 4.7%	\$425,000	\$449,950	+ 5.9%
Inventory of Homes for Sale	836	839	+ 0.4%	--	--	--
Months Supply of Inventory	2.4	2.5	+ 3.6%	--	--	--
Cumulative Days on Market Until Sale	50	45	- 10.1%	52	48	- 8.3%
Percent of Original List Price Received*	98.7%	97.8%	- 0.9%	98.4%	98.8%	+ 0.3%
New Listings	384	488	+ 27.1%	4,481	4,607	+ 2.8%

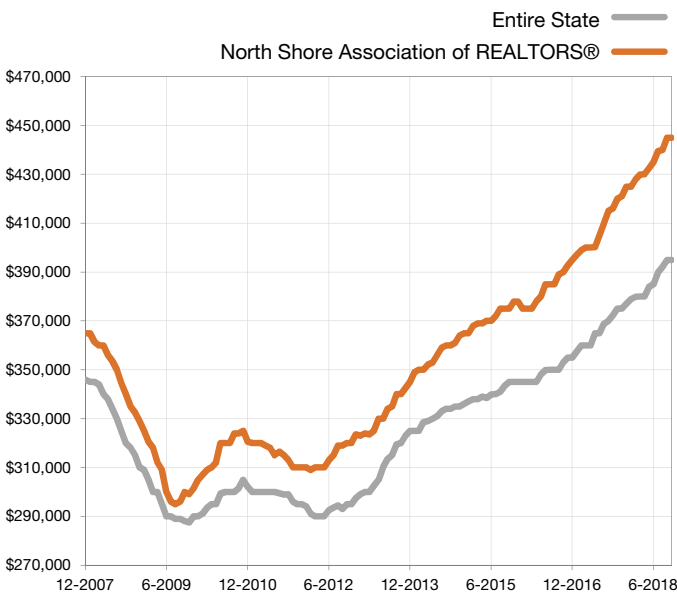
Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	169	162	- 4.1%	1,689	1,637	- 3.1%
Closed Sales	159	152	- 4.4%	1,635	1,557	- 4.8%
Median Sales Price*	\$284,900	\$299,500	+ 5.1%	\$286,000	\$300,000	+ 4.9%
Inventory of Homes for Sale	300	314	+ 4.7%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 8.7%	--	--	--
Cumulative Days on Market Until Sale	44	42	- 4.5%	54	44	- 17.6%
Percent of Original List Price Received*	98.8%	99.5%	+ 0.7%	98.9%	99.7%	+ 0.8%
New Listings	172	212	+ 23.3%	1,992	2,009	+ 0.9%

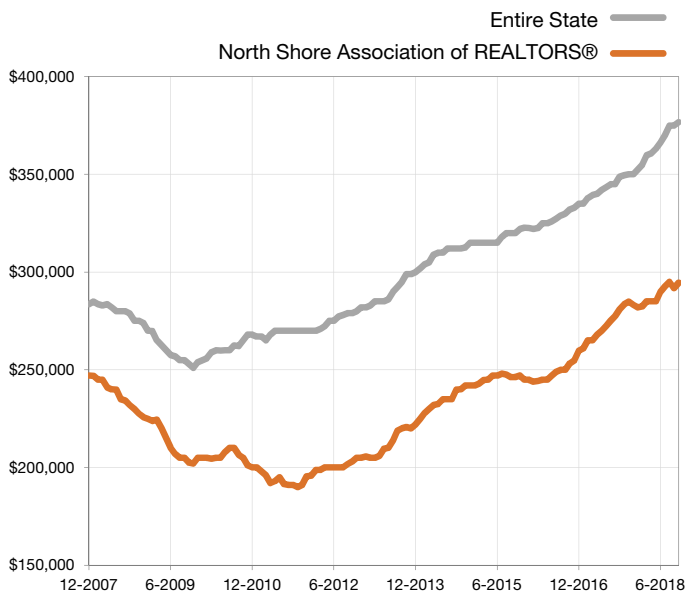
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.