

# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 6.2%**

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

**- 1.0%**

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

**- 2.9%**

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

### Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	219	200	- 8.7%	4,070	4,039	- 0.8%
Closed Sales	320	305	- 4.7%	4,094	4,044	- 1.2%
Median Sales Price*	\$435,000	<b>\$426,500</b>	- 2.0%	\$425,000	<b>\$448,000</b>	+ 5.4%
Inventory of Homes for Sale	567	<b>544</b>	- 4.1%	--	--	--
Months Supply of Inventory	1.7	<b>1.6</b>	- 2.9%	--	--	--
Cumulative Days on Market Until Sale	59	<b>50</b>	- 14.0%	53	<b>48</b>	- 9.1%
Percent of Original List Price Received*	96.1%	<b>97.0%</b>	+ 0.9%	98.2%	<b>98.4%</b>	+ 0.2%
New Listings	154	<b>143</b>	- 7.1%	4,962	<b>5,065</b>	+ 2.1%

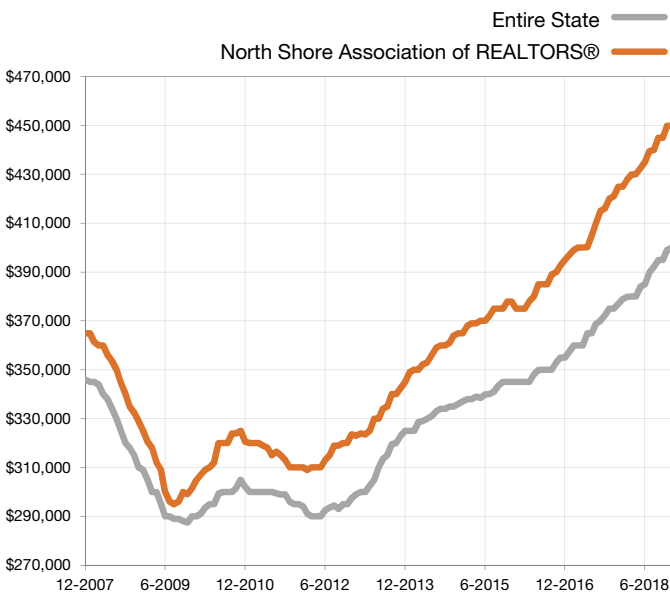
### Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	96	80	- 16.7%	1,917	1,822	- 5.0%
Closed Sales	150	136	- 9.3%	1,957	1,848	- 5.6%
Median Sales Price*	\$269,750	<b>\$289,950</b>	+ 7.5%	\$283,500	<b>\$301,000</b>	+ 6.2%
Inventory of Homes for Sale	228	<b>228</b>	0.0%	--	--	--
Months Supply of Inventory	1.4	<b>1.5</b>	+ 5.9%	--	--	--
Cumulative Days on Market Until Sale	46	<b>52</b>	+ 13.2%	52	<b>45</b>	- 13.1%
Percent of Original List Price Received*	97.6%	<b>97.1%</b>	- 0.6%	98.8%	<b>99.4%</b>	+ 0.6%
New Listings	58	<b>62</b>	+ 6.9%	2,221	<b>2,221</b>	0.0%

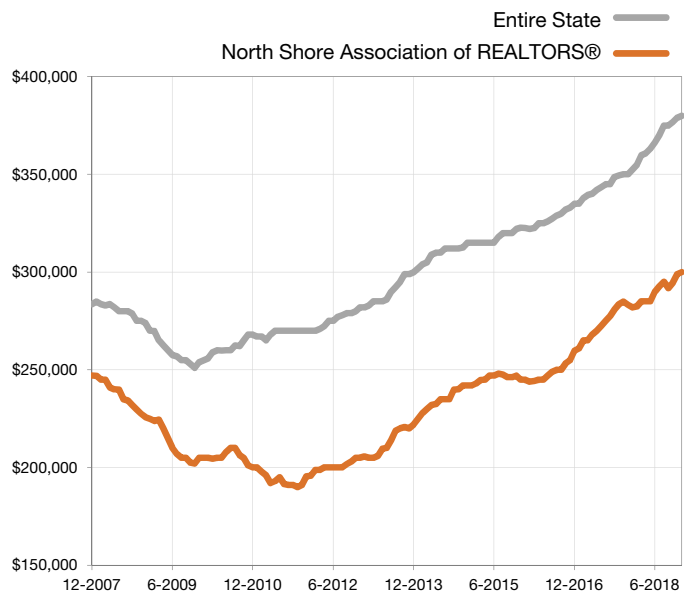
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.