

Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 16.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

- 17.4%

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

Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	318	395	+ 24.2%	730	902	+ 23.6%
Closed Sales	206	233	+ 13.1%	575	669	+ 16.3%
Median Sales Price*	\$359,000	\$372,000	+ 3.6%	\$369,000	\$365,000	- 1.1%
Inventory of Homes for Sale	842	711	- 15.6%	--	--	--
Months Supply of Inventory	2.7	2.1	- 25.1%	--	--	--
Cumulative Days on Market Until Sale	117	95	- 19.1%	111	103	- 6.7%
Percent of Original List Price Received*	94.9%	96.4%	+ 1.6%	94.0%	94.9%	+ 0.9%
New Listings	421	515	+ 22.3%	881	1,072	+ 21.7%

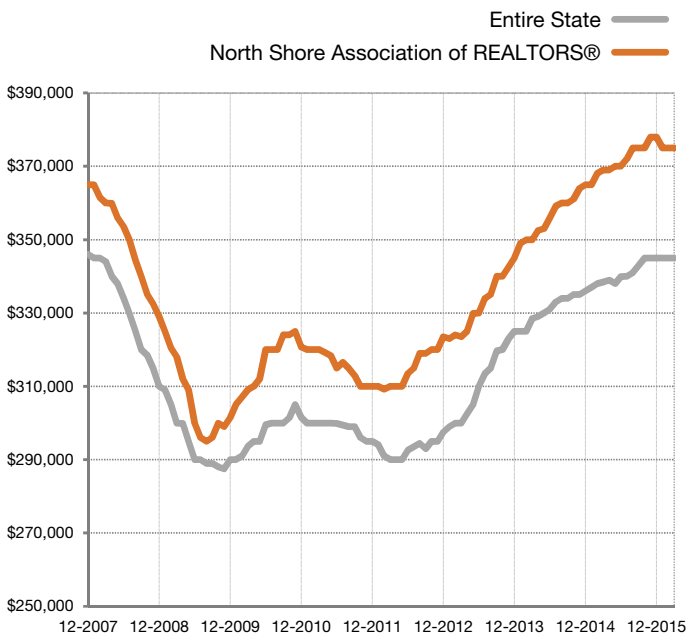
Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	147	213	+ 44.9%	336	447	+ 33.0%
Closed Sales	93	115	+ 23.7%	239	309	+ 29.3%
Median Sales Price*	\$245,000	\$257,000	+ 4.9%	\$245,000	\$235,000	- 4.1%
Inventory of Homes for Sale	404	318	- 21.3%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.6%	--	--	--
Cumulative Days on Market Until Sale	98	97	- 1.0%	97	101	+ 4.6%
Percent of Original List Price Received*	95.5%	96.3%	+ 0.9%	95.3%	95.4%	+ 0.1%
New Listings	205	240	+ 17.1%	423	492	+ 16.3%

* 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

