

# Local Market Update – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 23.0%**

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

**- 4.4%**

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

**- 28.5%**

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

### Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	285	<b>345</b>	+ 21.1%	760	<b>992</b>	+ 30.5%
Closed Sales	154	<b>193</b>	+ 25.3%	548	<b>680</b>	+ 24.1%
Median Sales Price*	\$210,500	<b>\$218,500</b>	+ 3.8%	\$200,000	<b>\$220,000</b>	+ 10.0%
Inventory of Homes for Sale	1,136	<b>795</b>	- 30.0%	--	--	--
Months Supply of Inventory	6.2	<b>3.5</b>	- 43.2%	--	--	--
Cumulative Days on Market Until Sale	143	<b>132</b>	- 8.1%	142	<b>125</b>	- 12.0%
Percent of Original List Price Received*	93.3%	<b>94.0%</b>	+ 0.8%	92.4%	<b>94.3%</b>	+ 2.1%
New Listings	486	<b>397</b>	- 18.3%	1,192	<b>1,237</b>	+ 3.8%

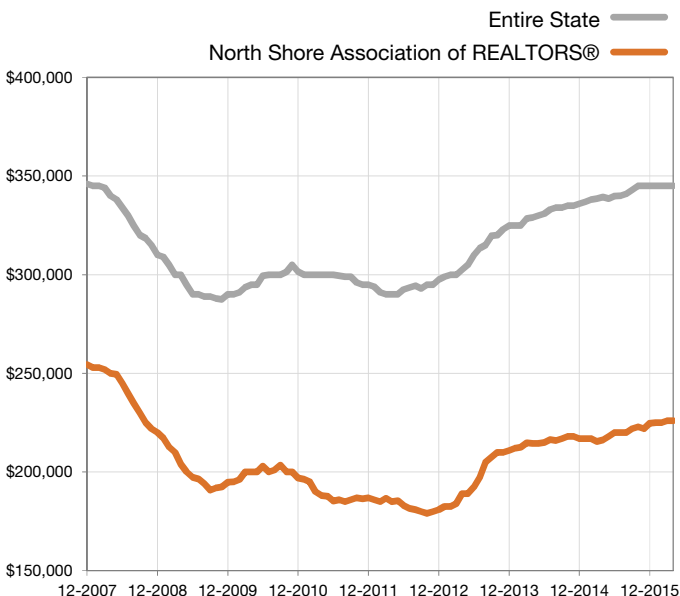
### Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	42	<b>44</b>	+ 4.8%	111	<b>127</b>	+ 14.4%
Closed Sales	24	<b>26</b>	+ 8.3%	81	<b>81</b>	0.0%
Median Sales Price*	\$156,750	<b>\$146,750</b>	- 6.4%	\$129,000	<b>\$157,500</b>	+ 22.1%
Inventory of Homes for Sale	147	<b>122</b>	- 17.0%	--	--	--
Months Supply of Inventory	5.8	<b>4.1</b>	- 29.2%	--	--	--
Cumulative Days on Market Until Sale	117	<b>118</b>	+ 1.0%	127	<b>106</b>	- 16.9%
Percent of Original List Price Received*	96.1%	<b>96.0%</b>	- 0.1%	93.9%	<b>94.9%</b>	+ 1.0%
New Listings	66	<b>45</b>	- 31.8%	156	<b>163</b>	+ 4.5%

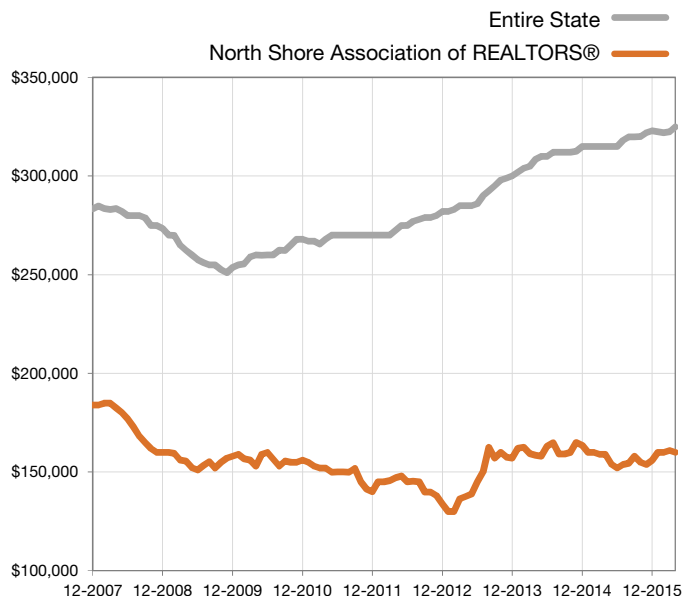
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.