

Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 8.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.9%

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

- 34.7%

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

Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	363	460	+ 26.7%	2,872	3,009	+ 4.8%
Closed Sales	460	439	- 4.6%	2,569	2,609	+ 1.6%
Median Sales Price*	\$395,250	\$400,000	+ 1.2%	\$380,000	\$394,000	+ 3.7%
Inventory of Homes for Sale	1,307	871	- 33.4%	--	--	--
Months Supply of Inventory	4.1	2.6	- 36.9%	--	--	--
Cumulative Days on Market Until Sale	66	58	- 12.5%	86	81	- 5.2%
Percent of Original List Price Received*	97.2%	98.5%	+ 1.3%	96.4%	97.5%	+ 1.1%
New Listings	497	459	- 7.6%	3,941	3,764	- 4.5%

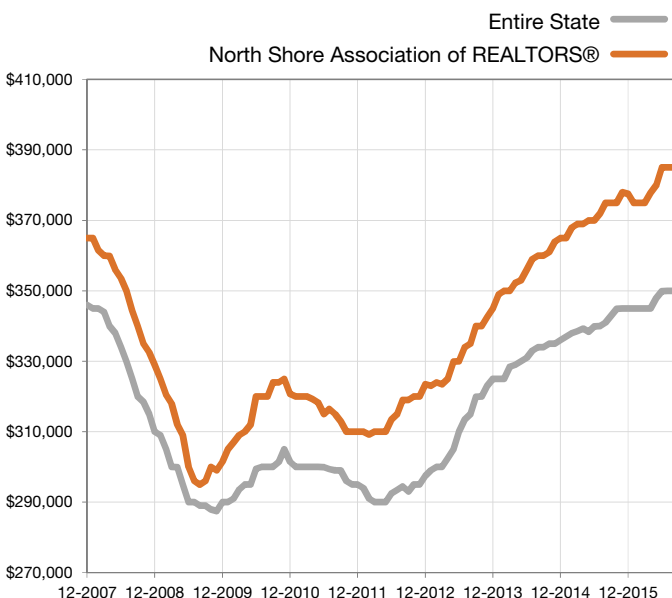
Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	186	200	+ 7.5%	1,312	1,390	+ 5.9%
Closed Sales	211	177	- 16.1%	1,132	1,211	+ 7.0%
Median Sales Price*	\$249,000	\$260,000	+ 4.4%	\$248,000	\$255,000	+ 2.8%
Inventory of Homes for Sale	513	318	- 38.0%	--	--	--
Months Supply of Inventory	3.7	2.1	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	75	69	- 8.4%	85	82	- 3.6%
Percent of Original List Price Received*	97.4%	97.6%	+ 0.3%	96.6%	97.3%	+ 0.8%
New Listings	203	220	+ 8.4%	1,724	1,614	- 6.4%

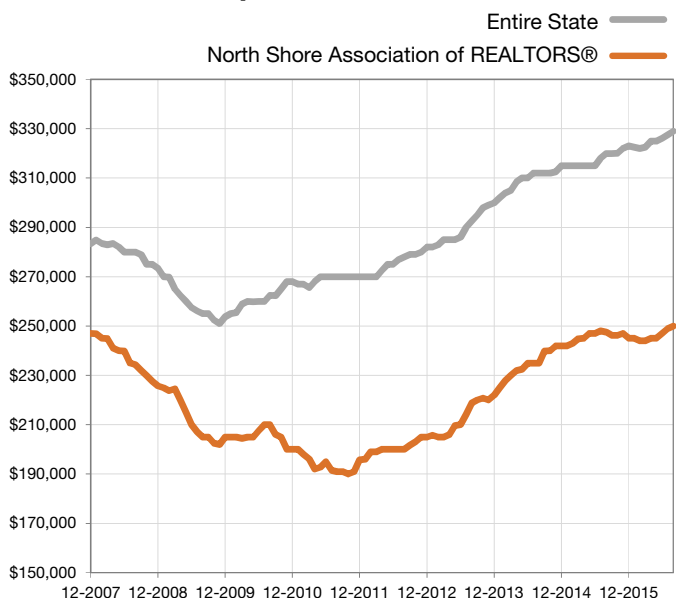
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.