

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 5.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.1%

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

- 34.0%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	391	414	+ 5.9%	3,627	3,738	+ 3.1%
Closed Sales	402	391	- 2.7%	3,332	3,392	+ 1.8%
Median Sales Price*	\$370,750	\$400,000	+ 7.9%	\$378,500	\$395,000	+ 4.4%
Inventory of Homes for Sale	1,282	868	- 32.3%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	77	64	- 16.3%	83	76	- 7.4%
Percent of Original List Price Received*	96.2%	97.1%	+ 0.9%	96.4%	97.4%	+ 1.1%
New Listings	454	435	- 4.2%	4,979	4,690	- 5.8%

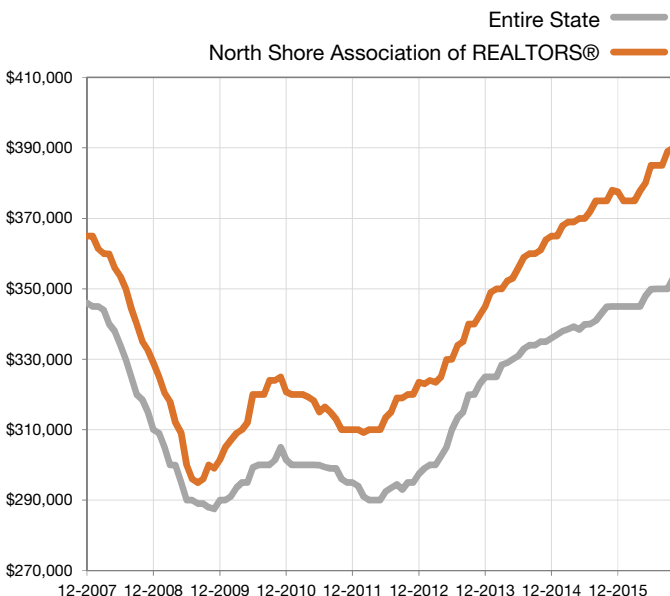
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	176	163	- 7.4%	1,631	1,686	+ 3.4%
Closed Sales	172	152	- 11.6%	1,485	1,555	+ 4.7%
Median Sales Price*	\$239,000	\$275,950	+ 15.5%	\$247,500	\$258,000	+ 4.2%
Inventory of Homes for Sale	529	328	- 38.0%	--	--	--
Months Supply of Inventory	3.7	2.1	- 41.6%	--	--	--
Cumulative Days on Market Until Sale	79	57	- 27.4%	83	77	- 7.1%
Percent of Original List Price Received*	96.5%	97.7%	+ 1.2%	96.5%	97.4%	+ 1.0%
New Listings	203	166	- 18.2%	2,160	2,007	- 7.1%

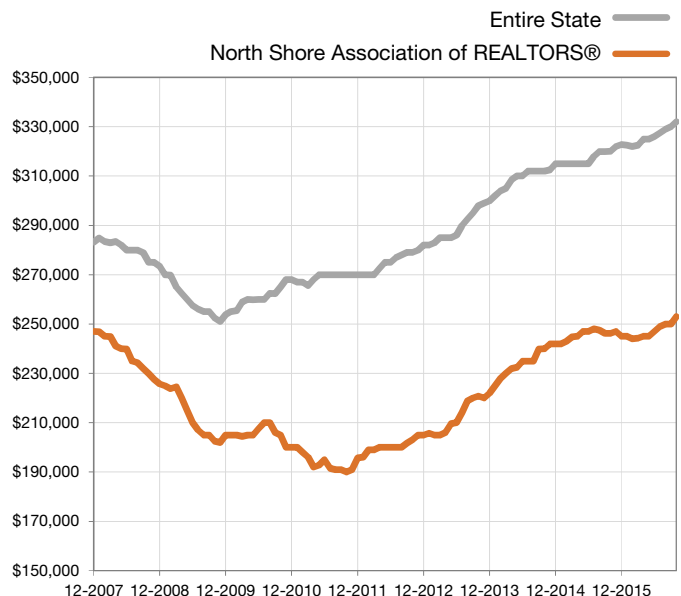
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.