

# Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 11.2%**

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

**+ 3.2%**

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

**- 33.5%**

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

### Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	286	<b>327</b>	+ 14.3%	3,913	<b>4,023</b>	+ 2.8%
Closed Sales	330	<b>354</b>	+ 7.3%	3,662	<b>3,748</b>	+ 2.3%
Median Sales Price*	\$383,500	<b>\$398,000</b>	+ 3.8%	\$379,250	<b>\$395,000</b>	+ 4.2%
Inventory of Homes for Sale	1,071	<b>734</b>	- 31.5%	--	--	--
Months Supply of Inventory	3.2	<b>2.1</b>	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	74	<b>59</b>	- 19.9%	82	<b>75</b>	- 8.5%
Percent of Original List Price Received*	96.2%	<b>97.0%</b>	+ 0.8%	96.4%	<b>97.4%</b>	+ 1.0%
New Listings	274	<b>307</b>	+ 12.0%	5,253	<b>4,994</b>	- 4.9%

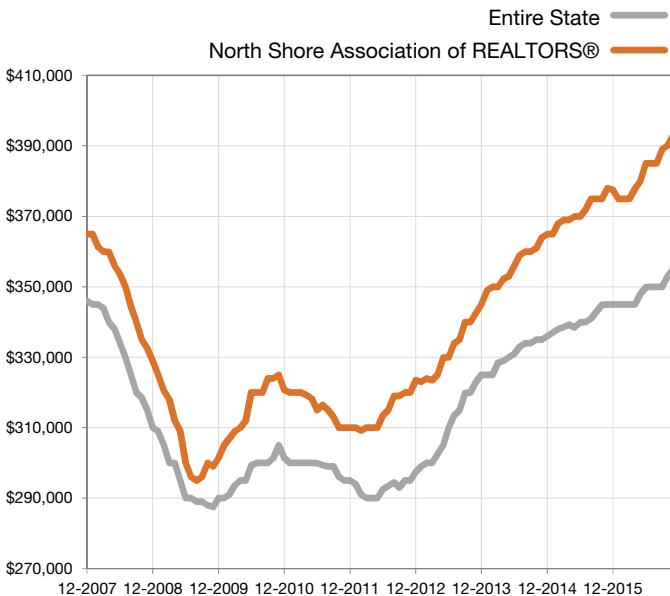
### Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	123	<b>168</b>	+ 36.6%	1,754	<b>1,844</b>	+ 5.1%
Closed Sales	135	<b>163</b>	+ 20.7%	1,620	<b>1,723</b>	+ 6.4%
Median Sales Price*	\$244,000	<b>\$262,500</b>	+ 7.6%	\$247,000	<b>\$259,900</b>	+ 5.2%
Inventory of Homes for Sale	449	<b>277</b>	- 38.3%	--	--	--
Months Supply of Inventory	3.1	<b>1.8</b>	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	73	<b>61</b>	- 16.7%	82	<b>75</b>	- 8.2%
Percent of Original List Price Received*	96.2%	<b>97.7%</b>	+ 1.6%	96.5%	<b>97.4%</b>	+ 1.0%
New Listings	112	<b>147</b>	+ 31.3%	2,272	<b>2,155</b>	- 5.1%

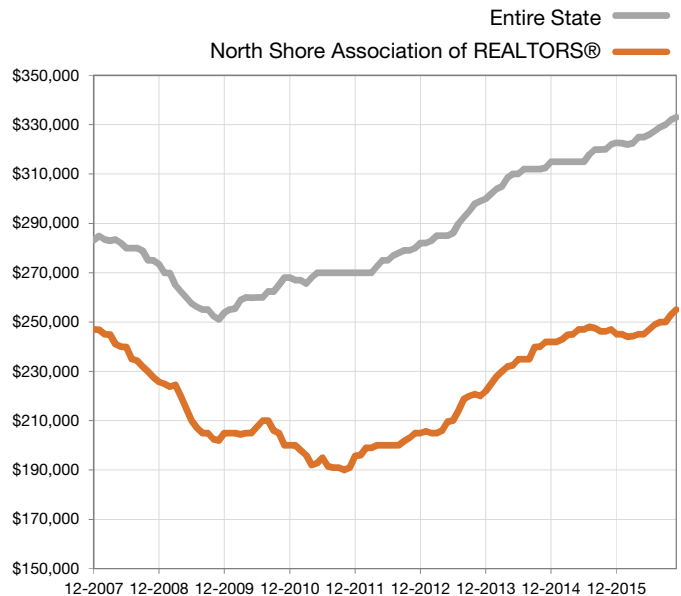
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.