

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.3%

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

- 37.0%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	205	231	+ 12.7%	4,118	4,218	+ 2.4%
Closed Sales	383	367	- 4.2%	4,045	4,118	+ 1.8%
Median Sales Price*	\$370,000	\$395,000	+ 6.8%	\$377,500	\$395,000	+ 4.6%
Inventory of Homes for Sale	833	533	- 36.0%	--	--	--
Months Supply of Inventory	2.5	1.6	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	92	57	- 38.6%	83	73	- 11.6%
Percent of Original List Price Received*	94.5%	96.5%	+ 2.2%	96.2%	97.3%	+ 1.1%
New Listings	176	168	- 4.5%	5,429	5,158	- 5.0%

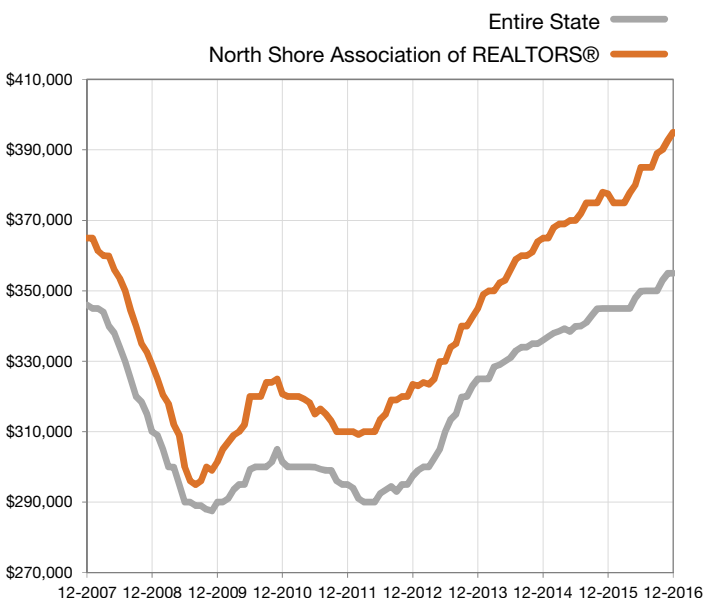
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	87	98	+ 12.6%	1,841	1,930	+ 4.8%
Closed Sales	152	150	- 1.3%	1,772	1,875	+ 5.8%
Median Sales Price*	\$221,175	\$273,950	+ 23.9%	\$245,000	\$260,000	+ 6.1%
Inventory of Homes for Sale	385	234	- 39.2%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.6%	--	--	--
Cumulative Days on Market Until Sale	85	55	- 35.2%	82	74	- 10.5%
Percent of Original List Price Received*	95.2%	98.0%	+ 3.0%	96.3%	97.5%	+ 1.2%
New Listings	92	84	- 8.7%	2,364	2,241	- 5.2%

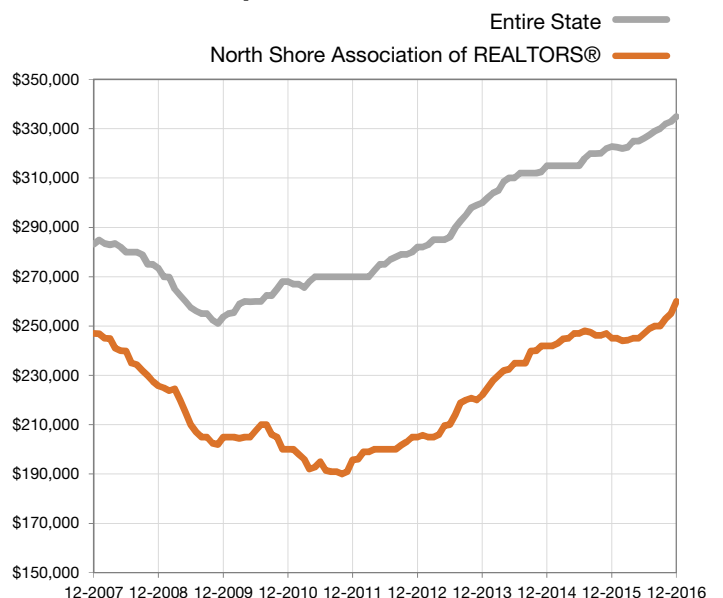
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.