

Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 16.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.1%

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

- 33.6%

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

Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	231	237	+ 2.6%	231	237	+ 2.6%
Closed Sales	237	268	+ 13.1%	237	268	+ 13.1%
Median Sales Price*	\$362,000	\$397,500	+ 9.8%	\$362,000	\$397,500	+ 9.8%
Inventory of Homes for Sale	758	514	- 32.2%	--	--	--
Months Supply of Inventory	2.2	1.5	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	106	59	- 44.1%	106	59	- 44.1%
Percent of Original List Price Received*	94.0%	95.6%	+ 1.7%	94.0%	95.6%	+ 1.7%
New Listings	249	242	- 2.8%	249	242	- 2.8%

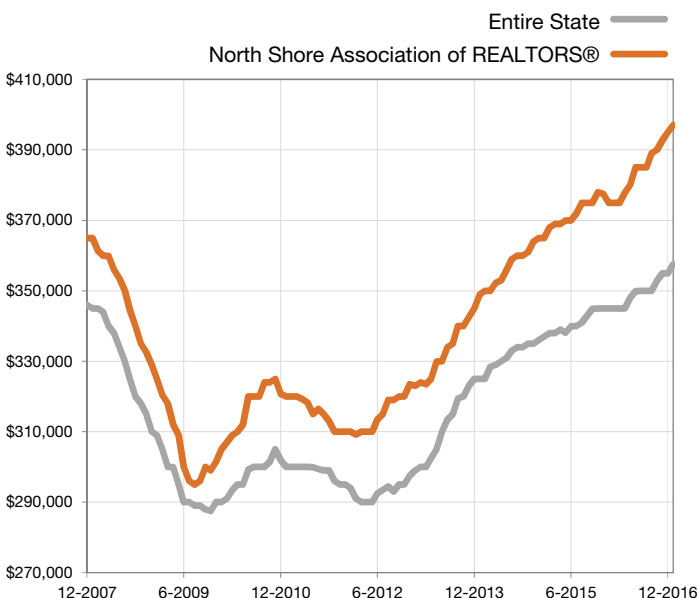
Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	90	143	+ 58.9%	90	143	+ 58.9%
Closed Sales	106	131	+ 23.6%	106	131	+ 23.6%
Median Sales Price*	\$246,000	\$299,900	+ 21.9%	\$246,000	\$299,900	+ 21.9%
Inventory of Homes for Sale	354	224	- 36.7%	--	--	--
Months Supply of Inventory	2.4	1.4	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	104	66	- 36.2%	104	66	- 36.2%
Percent of Original List Price Received*	94.7%	97.1%	+ 2.5%	94.7%	97.1%	+ 2.5%
New Listings	104	161	+ 54.8%	104	161	+ 54.8%

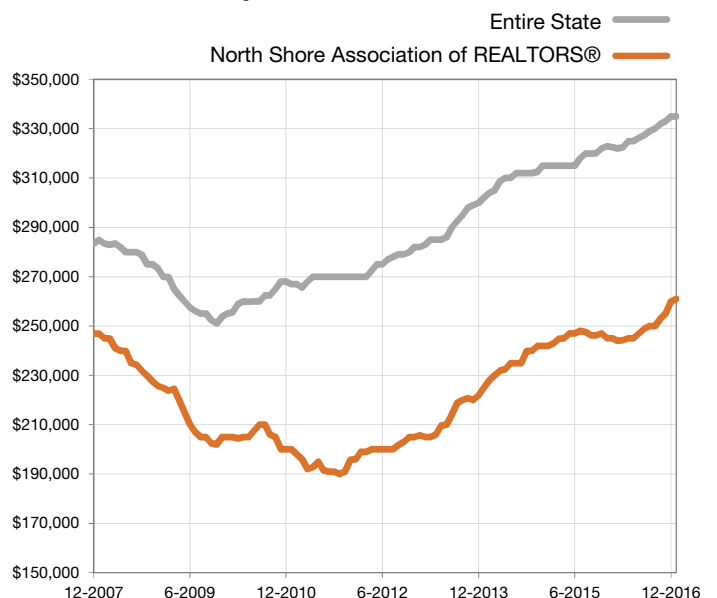
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.