

Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 4.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.9%

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

- 34.6%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	402	368	- 8.5%	1,246	1,189	- 4.6%
Closed Sales	273	258	- 5.5%	946	965	+ 2.0%
Median Sales Price*	\$375,000	\$401,000	+ 6.9%	\$370,000	\$400,000	+ 8.1%
Inventory of Homes for Sale	923	636	- 31.1%	--	--	--
Months Supply of Inventory	2.7	1.8	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	94	57	- 39.6%	101	61	- 39.1%
Percent of Original List Price Received*	97.2%	98.4%	+ 1.3%	95.5%	97.0%	+ 1.6%
New Listings	557	498	- 10.6%	1,618	1,458	- 9.9%

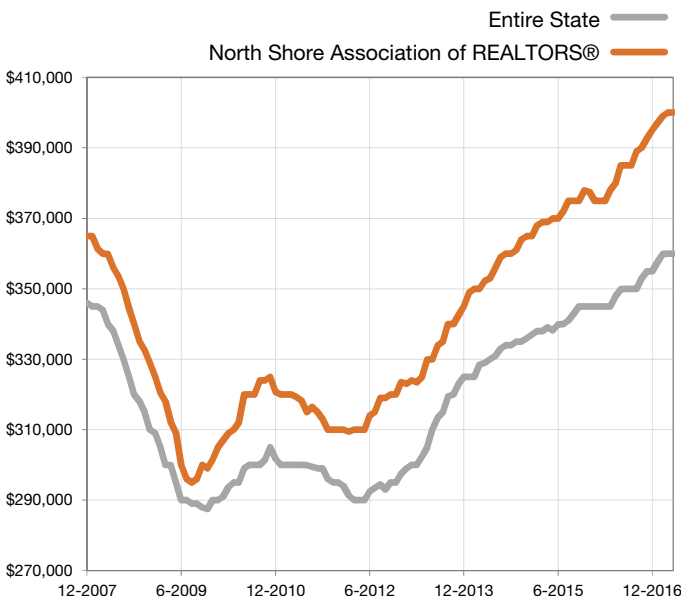
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	207	191	- 7.7%	619	631	+ 1.9%
Closed Sales	143	139	- 2.8%	453	526	+ 16.1%
Median Sales Price*	\$255,000	\$280,000	+ 9.8%	\$247,000	\$281,554	+ 14.0%
Inventory of Homes for Sale	400	229	- 42.8%	--	--	--
Months Supply of Inventory	2.6	1.4	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	86	69	- 20.4%	98	68	- 30.5%
Percent of Original List Price Received*	97.4%	98.1%	+ 0.7%	96.0%	97.8%	+ 1.9%
New Listings	253	212	- 16.2%	745	708	- 5.0%

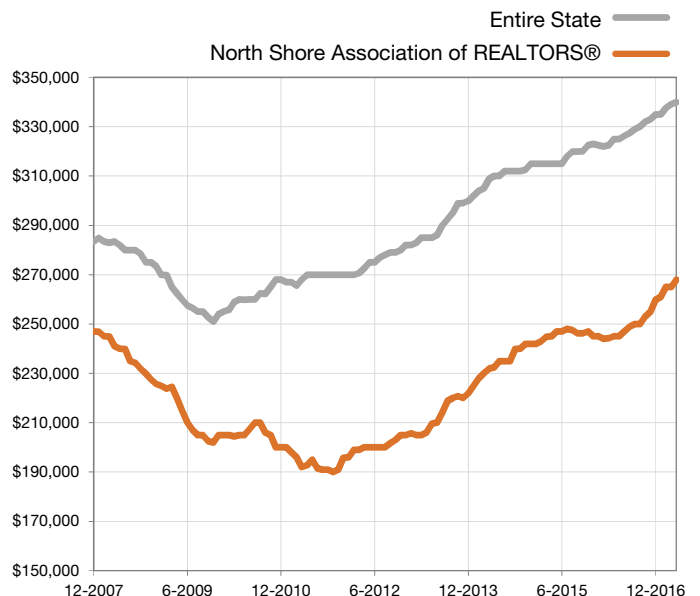
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.